

SIXTY SECOND REVIEW

UK FUND INDUSTRY

4TH QUARTER 2014



FUNDSCAPE

Retail investment picked up in the fourth quarter, pushing total net fund sales last year to their highest level since 2010. However, after a strong first half, investors had become more concerned about geopolitical tensions and slower growth in China so net sales in Q4 were down on the same period in 2013.

MILESTONE REACHED

While not a record year for net sales, total gross sales exceeded £200bn for the first time.

TOP OF THE POPS

Equity funds were the top choice for retail investors throughout the year though net retail sales were 25% down on 2013.

THE WONDER OF WOODFORD

Woodford took top spot for net retail sales in Q4 for the second consecutive quarter.

STILL AN ABSOLUTE WINNER

Higher sales of GARS in Q4 ensured Standard Life was in top five last year for gross and net retail.

PREMIER LEAGUE

A focus on multi-asset funds of funds prove a highly successful formula for Premier last year.

RETAIL THERAPY

IA figures show net retail sales in 2014 were £20.8bn, 1.5% higher than in 2013.

PROPERTY BOOM

Retail sales of property funds in 2014 grew to a record £3.8bn, 5% higher than their previous peak in 2006.

BACK TO BLACK

Pridham Report shows BlackRock had the highest gross and net retail sales in 2014 thanks to its passives.

RECORD YEAR

Henderson re-emerged from the shadows after marketing push and strong sales of its property and European funds.

PROFIT HUNTER APPEAL

A record Q4 and a record year for Artemis boosted by Income and Global Income fund sales.

STICKY BUSINESS

Net ISA sales in 2014 were the highest they had been for three years partly thanks to the increased allowance.

BONDS STILL IN DEMAND

Retail bond fund sales increased in Q4 bringing net inflows for the year to a respectable £1.3bn.

ACTIVE FUNDS FAVOURITE

M&G was number two for gross retail sales last year attracting flows into bond, global and property funds.

THE PELICAN FLIES

Increased bond fund sales in Q4 helped make it a record year for Royal London which also gained a pelican logo in a rebrand.

MIX AND MATCH

7IM's asset allocation funds are finally attracting the attention the managers think they deserve pushing the group into top 10 for Q3 and Q4.