

SIXTY SECOND REVIEW

UK FUND INDUSTRY

4TH QUARTER 2013



FUNDSCAPE

The year ended on a high note for the UK fund industry. Total net sales for the final quarter were the highest for the year. Higher than usual net retail sales for Q4 were bolstered by positive institutional flows in the last three months. Buoyant equity fund sales to retail investors were a key element.

TWO HALVES

Net retail sales of £5.9bn in Q4 meant new business in the second half of 2013 was 50% higher than in the first.

PROPERTY STILL BUILDING

Retail sales of property funds grew by 40% again to £662m in fourth quarter.

FIRST AND FIRST IN FOURTH

Schroders came top for gross and net retail sales in Q4 says Pridham Report.

ROYAL APPROVAL

Royal London in top 10 for net retail sales in Q4 as UK equity income fund gains from Woodford departure.

FAMOUS FIVE

M&G retained its place at the top of the gross retail sales chart in 2013 for the fifth year running.

RETAIL THERAPY

Retail investors pumped over £20bn net into funds last year, a 43% increase on 2012.

MIXED FEELINGS

Sales of mixed asset funds to retail investors reduced in Q4 but the year's total was 60% up on 2012.

HENDERSON TURNAROUND

Property and European funds helped Henderson rise to third position for net retail flows in Q4.

PROFIT HUNTER SUCCESS

Artemis took fourth position in net retail sales league in Q4 and for 2013 as investors flocked to its income funds.

SETTING STANDARDS

Standard Life topped for net retail sales in 2013 thanks to GARS.

LEGS ELEVEN

Equity funds remained the top retail choice in Q4 bringing annual net equity sales to £11.4bn—the highest since 2000.

PLUS OR MINUS

Retail investors made net withdrawals from bond funds but institutions became net buyers of fixed income again in Q4.

WINNING & LOSING

Threadneedle wins support for equity income and US funds but loses manager to Artemis.

MERRY WIDOW

Despite being up for sale, SWIP gained Q4 top ten position for retail sales thanks to property fund investors.

OLD HAND

OMGI took second position for net retail sales in 2013 helped by the Buxton effect.