

SIXTY SECOND REVIEW

UK FUND INDUSTRY

4TH QUARTER 2015



FUNDSCAPE

Gross retail sales fell to their lowest level for over two years in the fourth quarter as uncertainty about China and low oil prices increased. However, redemptions were also lower so net retail sales were better than in Q1. However, net annual sales for the year as a whole were down on 2013 and 2014 .

GROSSED OUT

Despite a fall in the fourth quarter, total gross fund sales over the year reached a record £226bn.

FALLING THROUGH THE NET

Increased redemptions reduced net retail sales last year by 19% to £17.6bn.

NOT ALL BAD NEWS

Despite market fluctuations, in 2015 the industry's FUM rose 4.3% to £871bn.

GOING IN OPPOSITE DIRECTIONS

Equity funds were top picks for retail investors - but not institutions - last year.

THE INEVITABLE HAPPENS

Fixed income funds suffered record outflows in 2015.

HITTING THE TARGET

Absolute return funds attracted net retail sales of £4bn in 2015 as investors sought safe ports in a storm.

TOP FOR GROSS

Pridham Report shows BlackRock was top for gross retail sales in Q4 and in 2015 thanks mainly to passive sales.

STAR APPEAL

Woodford continued to dazzle, pulling in highest net retail sales in Q4 and 2015. Less than two years in, group outflows are low.

HIGH STANDARDS

A resurgence in sales of GARS plus strong flows into MyFolio and several equity funds saw SLI's net sales rise 17.5% in 2015.

STIFF COMPETITION

Steeply rising sales of the IP Global Targeted Returns fund underpin the group's third place for gross retail sales.

THE HUNTRESS'S INCOME HIT

Artemis was in fifth place for net retail sales in Q4 and 2015 thanks to popular Global Equity Income fund.

PASSIVES AND PROPERTY

L&G was back in top ten with record net sales in 2015 due mainly to passive and property fund sales.

KNOCK AT THE DOOR

Number four for net retail sales in 2015 was Old Mutual helped by the Buxton effect and Cirilium sales.

PLAYING TO ITS STRENGTHS

Fidelity attracted its best net sales for over 10 years in Q4 thanks to improved investment performance.

STILL REELING THEM IN

Henderson retained its top ten rankings as its property and European funds continue to find favour.