

SIXTY SECOND REVIEW

UK FUND INDUSTRY

3RD QUARTER 2014



FUNDSCAPE

Retail investors were hit by the jitters in the third quarter. Although July was a relatively strong month for fund sales, as markets got choppier advisers and wealth managers became increasingly cautious and their enthusiasm for long term investment started to wane.

REVERSE GEAR

An increase in redemptions combined with lower gross sales, led to a 50% fall in net retail sales in Q3.

ASSETS UNALLOCATED

Funds in all major asset classes suffered a drop in net retail sales in Q3.

GREAT FOR GROSS

Pridham Report shows BlackRock has retained top spot for gross retail sales in Q3.

PASSIVE PROGRESS

One of the winners, as sales of trackers grow, is HSBC. Its net retail sales reach their highest level for five years in Q3.

GLOBAL APPEAL

Terry Smith's Fundsmith Equity fund continues to attract strong net sales.

ISA SEASON EXTENDED

On 1st July the annual ISA allowance was boosted to £15,000 per adult.

DOWN BUT NOT OUT

Net sales of bond funds fell most; 69% lower than in Q2.

NOTABLE FOR NET

Woodford jumps to top for net retail sales in Q3 following high profile fund launch at end of 2nd quarter.

ON TRACK FOR HIGHER SALES

Fidelity's tracker charge cuts help push it back into top 10 for net retail sales after long absence.

A GOOD MIX

Solution driven mixed asset funds make Premier Asset Management a net winner.

FOUR TIMES

Net ISA business in Q3 was nearly 4x higher than at the same time last year thanks to the higher allowance.

SHARES DOWN

Equity funds remain top sellers in Q3 but net retail flows fell to £1.1bn - their lowest level since Q312.

FIRING ON ALL CYLINDERS

Henderson bucks trend in quarter with higher gross retail sales and second strongest net flows.

THE RIGHT COMBINATION

7IM enters top ten for net retail sales for first time thanks to support for its funds of passives.

REGULAR INCOME

Artemis moves up net sales chart thanks to its strong equity income franchise.