

SIXTY SECOND REVIEW

UK FUND INDUSTRY 3rd QUARTER 2015



FUNDSCAPE

Strong retail sales of investment funds in July laid the foundations for a good third quarter for the UK fund industry. Gross sales were lower in August and September as a result of stock market volatility but redemptions were also down. As a result, net retail sales in the quarter were the best for the year so far.

7-ELEVEN

Total gross sales fell by 7% over the quarter, with institutional sales 11% down, according to IA figures.

RETAIL RESILIENCE

Gross retail sales also fell but lower redemptions led to net new business of nearly £5bn in Q3.

TAKING A SIPP

The IA's platform figures show a 54% increase in net sales of funds through personal pensions.

EQUITY FAVOURITES

Net sales of equity funds to retail investors in Q3 were highest for two years at over £3.5bn.

UK + EU

Top selling equity funds in the quarter were UK equity income and Europe ex-UK.

ALL WEATHER PROTECTION

Targeted absolute return attracts investors seeking security from market jitters.

THREE OF A KIND

Pridham Report shows BlackRock, Standard Life and Invesco Perpetual top for gross retail sales in Q3.

SAFETY NET APPEAL

Woodford pulls in highest net retail sales as investors put trust in safe pair of hands.

ON TRACK FOR SUCCESS

LGIM see strong rise in net retail sales to third position thanks to tracker fund sales.

2 LITTLE DUCKS

Standard Life in second position for both gross and net retail sales helped by GARS and stronger equity fund sales in quarter.

WORLDWIDE TROPHY HUNTERS

Artemis rises to fifth position after sharp increase in net retail sales, with popular Global Equity Income in lead.

ALL THE SEVENS

7IM features in seventh position for net retail sales as support for its passive, mixed asset funds of funds grows.

REVIVAL CONTINUES

Fidelity in top ten for gross and net retail sales with latter rising strongly as redemptions fall.

PREMIER POSITION

Premier AM back in net retail top ten as multi asset income message finds favour.

MUTUAL ADMIRATION

OMGI in gross and net retail top ten as Buxton takes over the helm.