

SIXTY SECOND REVIEW

UK PLATFORM INDUSTRY

4TH QUARTER 2013



FUNDSCAPE

Despite the pessimism that had permeated the industry before RDR was introduced, 2013 turned out to be an extraordinary year for the platforms thanks to the convergence of steadily improving markets, a marked upturn in investor sentiment and the introduction of RDR

THREE HUNDRED

Platform assets grew by £98bn in 2013, taking assets to £294bn, a rise of 51% on the previous year.

SIZE MATTERS

Cofunds, Hargreaves Lansdown and Fidelity between them added £38bn in assets during 2013.

THREE OF A (DIFFERENT) KIND

Aviva, Novia and Hargreaves Lansdown added the most assets percentage wise.

STOCKS AND SENTIMENT

RDR helped, but improving markets and an upturn in investor sentiment were the main drivers.

ROCKET SCIENCE

Annual gross and net flows skyrocketed from £49bn and £24bn in 2012 to £68bn and £36bn in 2013.

FINAL FLOURISH

Gross sales in the final quarter totalled £19bn, on a par with ISA-driven flows of the second quarter.

ALL-TIME HIGH

Net sales for the final quarter were £11bn, breaking through the £10bn ceiling for the first time.

POLE POSITION

Cofunds topped the annual league table with gross and net sales of £22bn and £10bn.

CAN'T PAY, WON'T PAY

RDR was a boon for Hargreaves Lansdown —gross and net flows rose by just under 50%.

DO IT YOURSELF?

Advised and non-advised business grew at similar punchy rates in 2013. DIY activity represented 23% of total net sales.

PREMIUM PRODUCT

Pensions accounted for 33% of net flows in 2013. Auto enrolment helped and should drive growth in the future.

NINE HUNDRED

Fundscape expects industry assets to treble to £897bn by 2018. An optimistic forecast is £1.3trn.