

10 November 2011

Cautious Managed accounts for 55% of October's net sales

Cautious Managed saw a huge upswing in popularity in October according to the latest sales trends figures from Cofunds, the leading independent platform for financial services. This sector accounted for 55 per cent of net sales last month, compared to a 33 per cent average year-to-date (YTD). Four of the top five funds in October were funds in this sector (see table below).

October 2011 Net Sales	
1	HSBC Open Global Return
2	Premier Multi-Asset Distribution
3	Thames River Distribution
4	Jupiter Merlin Income Portfolio
5	Newton Real Return
6	M&G Optimal Income
7	SWIP Multi-Manager Diversity
8	M&G Strategic Corporate Bond
9	M&G Global Dividend
10	Aberdeen MM Cautious Managed
11	Henderson MM Distribution
12	HSBC Open Global Distribution
13	Henderson MM Inc & Growth
14	Newton Global Higher Income
15	Invesco Perpetual Distribution
16	Thames River Cautious Managed
17	First State Global Emerging Mkts Lead
18	CF Miton Special Situations Port.
19	Fidelity Moneybuilder Income
20	Legal & General Dynamic Bond

Balanced Managed also saw a significant increase with the sector accounting for 8 per cent of net sales last month.

In addition, Global pushed further ahead in October, accounting for 12 per cent of net sales in this sector, compared to an average 10 per cent average year-to-date. This was the second highest sector overall with the most popular funds being those designed to generate income.

Michelle Woodburn, Manager, Fund Group Relations said: "Although Cautious Managed continues to have a strong grasp on the market other sectors have seen significant growth last month such as the Global and Balanced Managed.

"However, a number of sectors saw large redemptions last month with UK Equity Income funds net sales falling by -10 per cent, compared to an 3 per cent average YTD inflow, UK All Companies falling by -7 per cent, compared to an average YTD 6 per cent inflow and Specialist falling by -4 per cent, compared to an average YTD of 2 per cent inflow."

-Ends -

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Notes to Editors:

Cofunds is the leading independent investment platform for advisers and other financial institutions, with assets under administration in excess of £34bn (as at 01.11.11). It's an independent platform providing flexible, reliable and convenient administration and management services for advisers and their clients as well as dealing and custody services for financial institutions. It does not offer investment management or advice, nor does it compete with advisers by offering its services direct to the end client. Cofunds exists to serve the needs of institutions, advisers, their clients, and fund managers.

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