



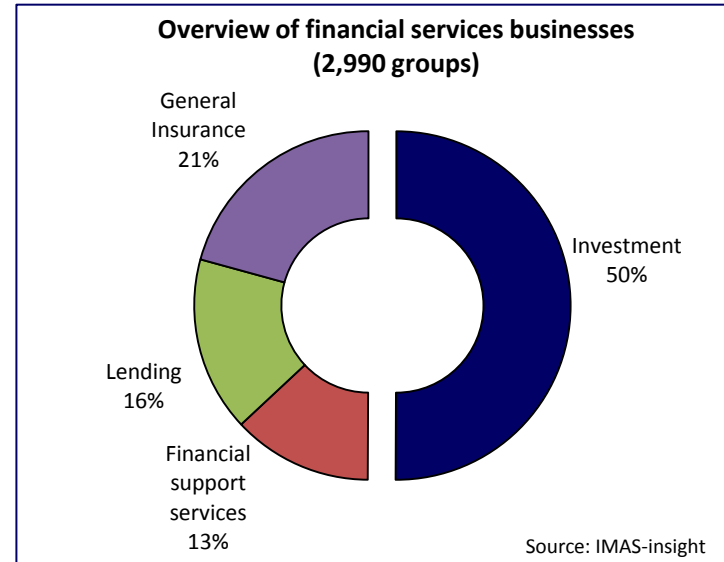
# IMAS

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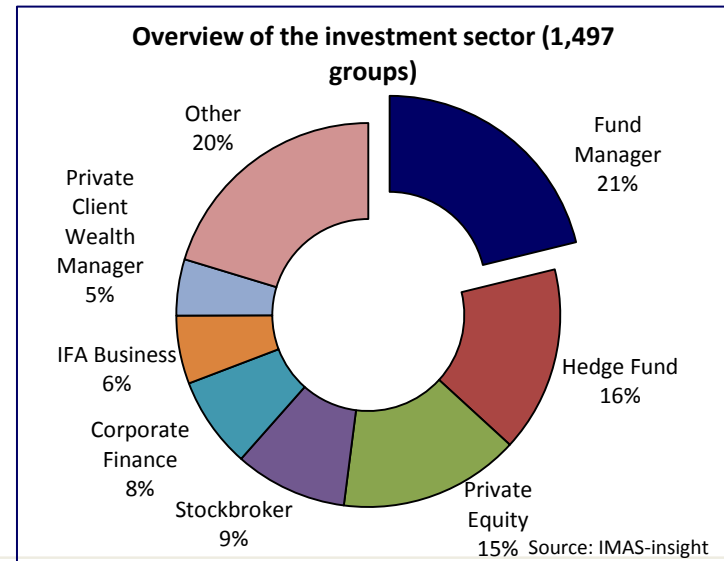
## UK fund management by numbers

# Fund management is the largest activity across the whole of UK financial services

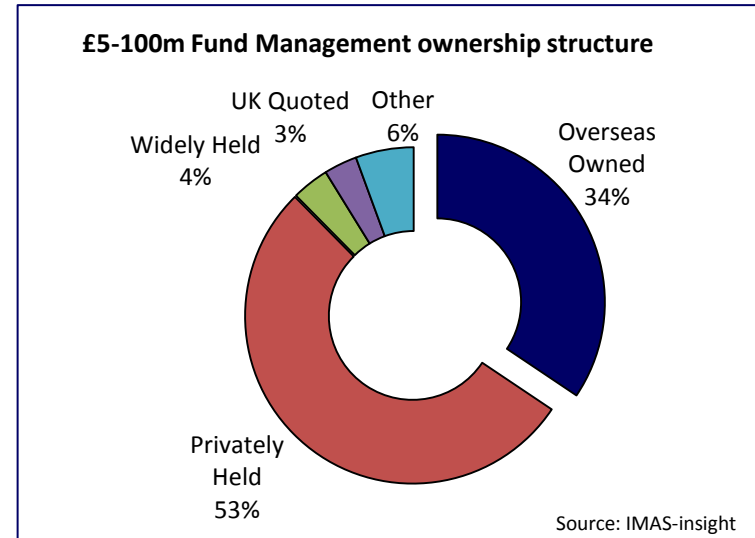
The UK financial services sector is dominated by investment businesses, with over 50% of the market (defined as groups with a capital value in excess of £5 million)



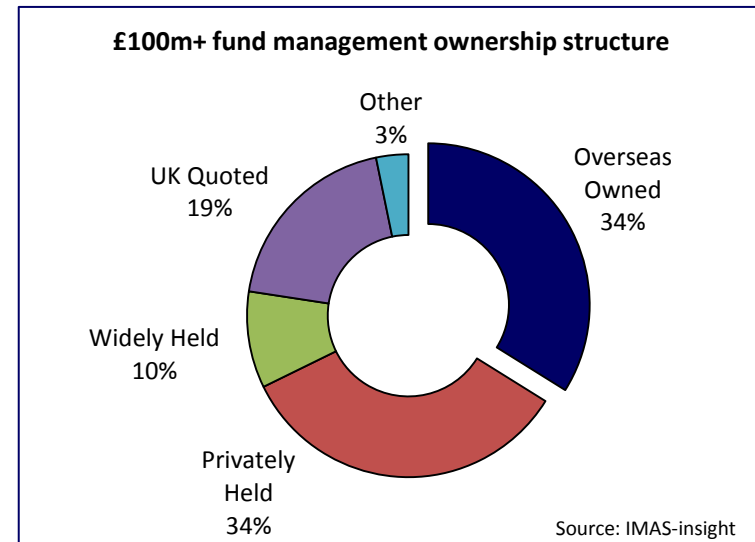
Within the investment sector, 21% of businesses have been classified as fund managers.



**34% of fund management businesses that are valued between £5-100 million have parents that are overseas.**

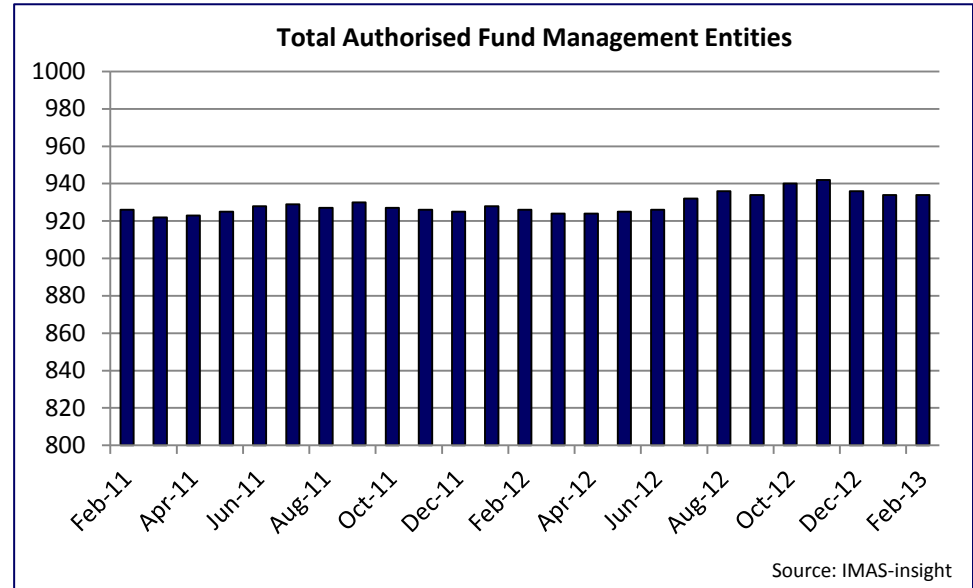


**The largest fund management groups, valued in excess of £100 million, maintain the same level of overseas control.**



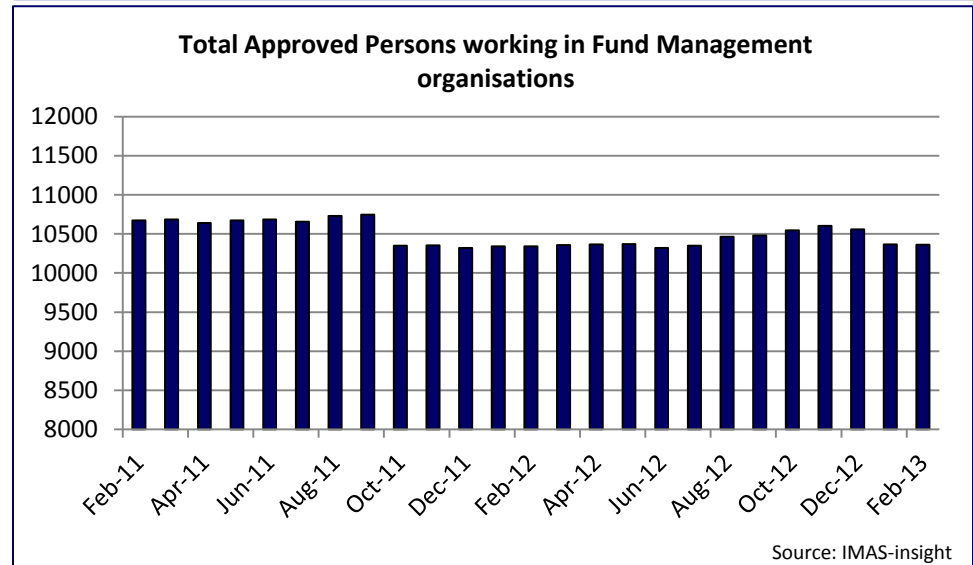
## Entities

The number of authorised firms has remained relatively constant over recent times.



## Individuals

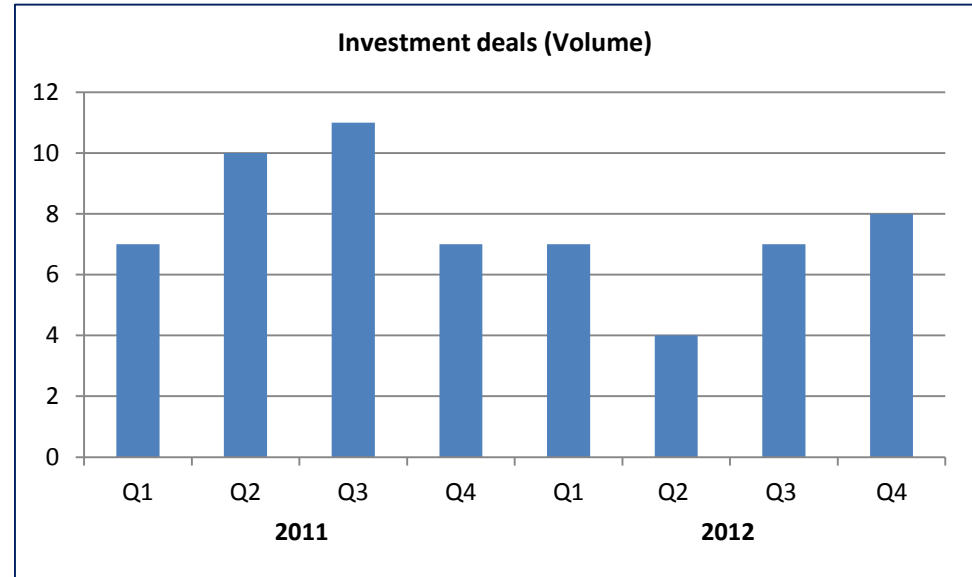
There are c. 10,000 authorised individuals working within the sector, which has remained relatively stable over the last 2 years.



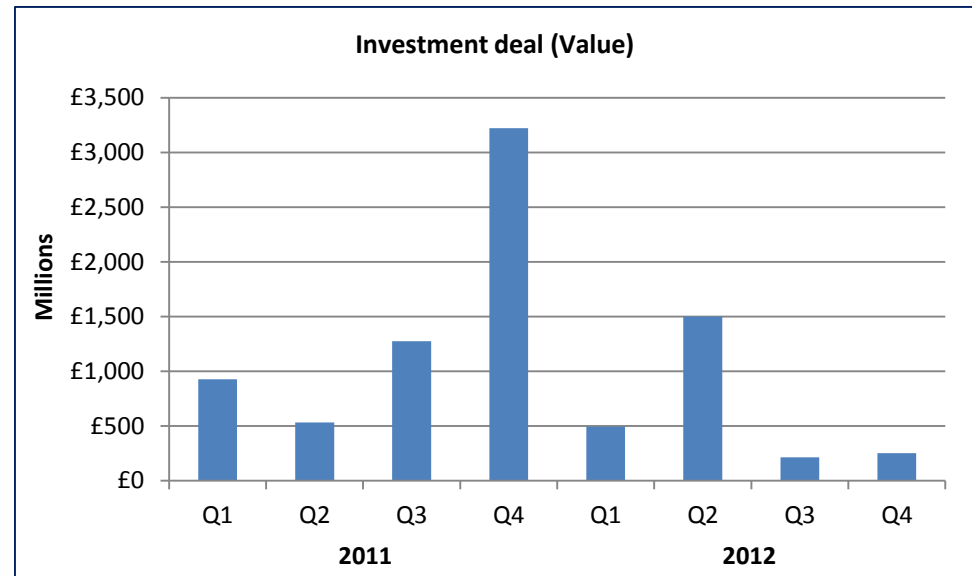
# M&A activity in the investment sector has been subdued, but there is a steady flow of transactions being completed

## Volume

Whilst deal volume remained robust in 2012, smaller deals were being executed, resulting in lower deal value



## Value

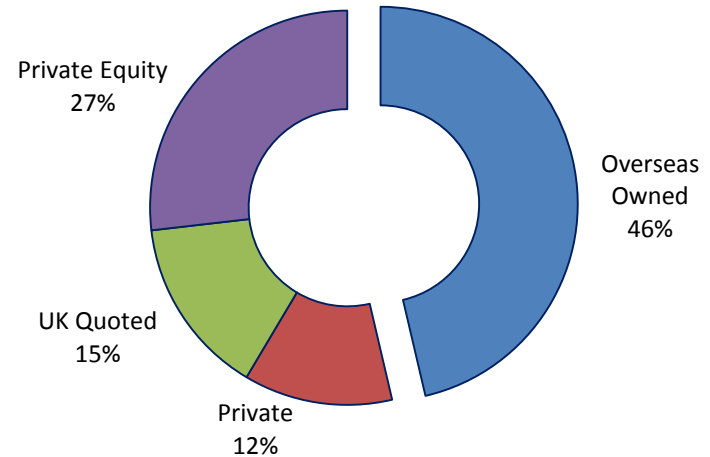


# Overseas firms are the most active acquirers of UK fund management businesses

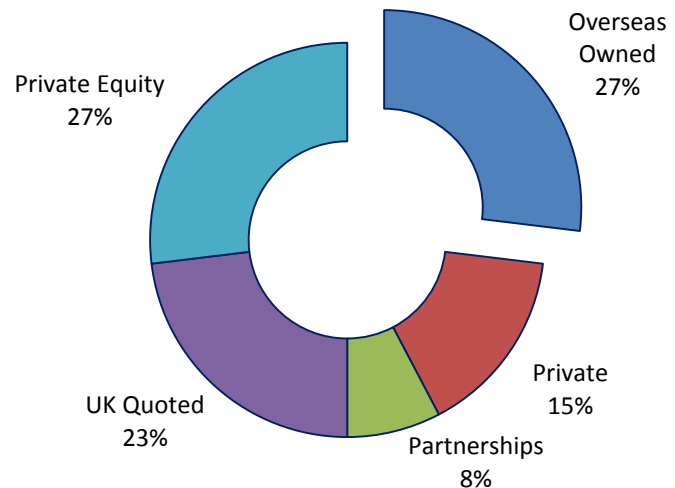
**Overseas buyers represent the largest buyer group in 2011 and 2012**

**Most of these overseas buyers have already established a presence in the UK market.**

Volume of deals completed in 2011 by buyer type



Volume of deals completed in 2012 by buyer type



# IMAS & UKTI Financial services annual review 2012

The data in these slides is extracted from our recently released our annual review of the UK financial services industry, sponsored by UK Trade & Investment. The review summarises the structure of the industry by activity, size and ownership and includes detailed analysis and commentary on the M&A activity that has shaped the industry in 2012.

Further information can be found at both of the following websites:

IMAS

[www.imas.uk.com](http://www.imas.uk.com)

UKTI

<http://www.ukti.gov.uk/investintheuk/sectoropportunities/financialprofessionalservices.html>



# IMAS sector and value banding definitions

## VALUE BANDING

- IMAS Value Banding is an indicative sizing of the ultimate UK parent company of the group (“Group”). This is provided solely for informational purposes and does not purport to be a market-based valuation of the Group in any way.
- The Value Banding is based on a number of factors including, but not limited to, IMAS’ proprietary models and assumptions (which are subject to change without notice) and publicly available information including turnover, profits, net asset value and the number of approved persons.
- In certain instances, Groups may not file results with Companies House or may, as is the case with some limited liability partnerships, file results which do not necessarily reflect the underlying profitability of the enterprise.

## DEFINED SECTOR/ACTIVITY

- IMAS Defined Sector/Activity is based on a subjective assessment by IMAS of the entity’s principal business activity.