

Survey Highlights from the SA Investment Panorama Survey

60% of IFAs say that changing regulations are the main challenge facing them. There are very mixed views about the Retail Distribution Review (RDR) regime that has been proposed by the FSB.

97% of IFAs think the FSB should do more to monitor unregulated schemes/ products. Furthermore, **91%** of IFAs think the investment industry's image/ reputation is tarnished because of unregulated schemes/ products

69% of IFAs believe that the downward pressure on fees is the main challenge.

80% of IFAs see technological change as the biggest opportunity.

63% of IFAs are members of professional bodies.

23% of IFAs believe that there is a lot of room for improvement to professional standards. Virtually all think that the FSB should do more to monitor unregulated schemes and products

87% of IFAs work with products of three or more asset management companies.

90% of IFAs use offshore funds to some degree.

54% of IFAs will be lifting their clients' weightings to global equities (developed markets) in the coming year. At least one third are cutting weightings to each of South Africa equity funds, multi-asset (high equity) funds and cash.

84% of IFAs say that fund ratings from independent agencies are important as a fund selection criterion.

85% of IFAs recommend products from LISP platforms.

63% of IFAs rated Moonstone as their first, second or third choice for industry information.