

SUMMARY

| | Dec 2020 | Nov 2020 | Dec 2019 |
|--------------------------------|--------------|--------------|--------------|
| UK Investors | | | |
| Funds under management | | | |
| All funds² | £ 1,439.3 bn | £ 1,403.7 bn | £ 1,319.0 bn |
| Funds of funds | £ 180.1 bn | £ 174.4 bn | £ 169.2 bn |
| Tracker funds | £ 256.8 bn | £ 250.9 bn | £ 231.4 bn |
| Responsible Investments | £ 45.7 bn | £ 42.5 bn | £ 27.4 bn |
| ISAs | £ 172.6 bn | £ 169.0 bn | £ 169.2 bn |
| Net retail sales | | | |
| All funds | £ 6,172 m | £ 8,337 m | £ 2,459 m |
| Equity funds | £ 2,547 m | £ 4,139 m | £ 1,899 m |
| Fixed income funds | £ 1,328 m | £ 1,188 m | £ 566 m |
| Mixed asset funds | £ 1,784 m | £ 2,357 m | £ 911 m |
| Funds of funds | £ 825 m | £ 766 m | £ 927 m |
| Tracker funds | £ 926 m | £ 2,962 m | £ 1,920 m |
| Responsible Investments | £ 1,117 m | £ 1,078 m | £ 451 m |
| ISAs | £ 89 m | £ 5 m | -£ 228 m |

Notes:

(1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.

(2) Industry funds under management includes money invested in the underlying funds in which funds of funds invest, but excludes money invested in funds of funds themselves (other than funds of overseas funds) to avoid double-counting.

(3) ISA figures are based on information from fund managers and five fund platforms that provide data to the Investment Association. These are AEGON, Fidelity, Hargreaves Lansdown, Quilter and Transact. The figures do not include business through other ISA providers such as wealth managers.

TABLE 2: FUNDS UNDER MANAGEMENT BY DOMICILE

| | | UK Investors | | UK Domiciled Funds | | | |
|------|-----|--------------|--|--|-----------|--------------------------------------|--|
| | | Total FUM | <i>of which held in UK domiciled funds</i> | <i>of which held in overseas domiciled funds</i> | Total FUM | <i>of which held by UK investors</i> | <i>of which held by overseas investors</i> |
| 2012 | | 703,630 | 650,747 | 52,882 | 680,358 | 650,747 | 29,611 |
| 2013 | | 820,475 | 753,727 | 66,748 | 799,349 | 753,727 | 45,622 |
| 2014 | | 892,533 | 817,617 | 74,916 | 843,231 | 817,617 | 25,614 |
| 2015 | | 929,943 | 839,960 | 89,983 | 901,964 | 839,960 | 62,005 |
| 2016 | | 1,062,452 | 954,490 | 107,962 | 1,021,601 | 954,490 | 67,111 |
| 2017 | | 1,235,108 | 1,073,603 | 161,505 | 1,160,357 | 1,073,603 | 86,754 |
| 2018 | | 1,154,334 | 1,001,155 | 153,179 | 1,046,820 | 1,001,155 | 45,664 |
| 2019 | | 1,319,041 | 1,119,117 | 199,925 | 1,163,528 | 1,119,117 | 44,411 |
| 2020 | | 1,439,252 | 1,204,138 | 235,114 | 1,249,154 | 1,204,138 | 45,016 |
| 2019 | Q1 | 1,224,787 | 1,040,370 | 184,417 | 1,080,615 | 1,040,370 | 40,245 |
| | Q2 | 1,263,125 | 1,078,504 | 184,621 | 1,122,444 | 1,078,504 | 43,940 |
| | Q3 | 1,290,820 | 1,092,908 | 197,912 | 1,136,769 | 1,092,908 | 43,861 |
| | Q4 | 1,319,041 | 1,119,117 | 199,925 | 1,163,528 | 1,119,117 | 44,411 |
| 2020 | Q1 | 1,135,517 | 956,321 | 179,196 | 992,433 | 956,321 | 36,112 |
| | Q2 | 1,294,764 | 1,087,607 | 207,156 | 1,128,285 | 1,087,607 | 40,677 |
| | Q3 | 1,327,446 | 1,108,536 | 218,910 | 1,150,882 | 1,108,536 | 42,346 |
| | Q4 | 1,439,252 | 1,204,138 | 235,114 | 1,249,154 | 1,204,138 | 45,016 |
| 2019 | Dec | 1,319,041 | 1,119,117 | 199,925 | 1,163,528 | 1,119,117 | 44,411 |
| 2020 | Jan | 1,336,178 | 1,132,121 | 204,057 | 1,175,405 | 1,132,121 | 43,284 |
| | Feb | 1,271,782 | 1,073,591 | 198,191 | 1,114,250 | 1,073,591 | 40,658 |
| | Q1 | 1,135,517 | 956,321 | 179,196 | 992,433 | 956,321 | 36,112 |
| | Apr | 1,221,162 | 1,029,226 | 191,936 | 1,067,340 | 1,029,226 | 38,114 |
| | May | 1,267,921 | 1,065,440 | 202,482 | 1,104,971 | 1,065,440 | 39,531 |
| | Q2 | 1,294,764 | 1,087,607 | 207,156 | 1,128,285 | 1,087,607 | 40,677 |
| | Jul | 1,302,736 | 1,089,378 | 213,359 | 1,130,057 | 1,089,378 | 40,679 |
| | Aug | 1,326,710 | 1,110,646 | 216,064 | 1,152,803 | 1,110,646 | 42,157 |
| | Q3 | 1,327,446 | 1,108,536 | 218,910 | 1,150,882 | 1,108,536 | 42,346 |
| | Oct | 1,302,543 | 1,084,656 | 217,886 | 1,126,213 | 1,084,656 | 41,557 |
| | Nov | 1,403,707 | 1,173,863 | 229,844 | 1,218,305 | 1,173,863 | 44,442 |
| | Q4 | 1,439,252 | 1,204,138 | 235,114 | 1,249,154 | 1,204,138 | 45,016 |

Notes:
(1) Each month small revisions to figures may have been made since previous the press release. This reflects additional information received.
(2) Industry funds under management includes money invested in the underlying funds in which funds of funds invest, but excludes money invested in funds of funds themselves (other than funds of overseas funds) to avoid double-counting.

TABLE 3: FUNDS UNDER MANAGEMENT BY ASSET CLASS

| | | Industry Total ² £m | All Funds Including Funds of Funds ³ | | | | | | | | | | Total £m | | |
|-------------|------------|-----------------------------------|---|-------|--------------------|-------|--------------------|------|-------------------|-------|----------------|------|-------------|-------------|-----------|
| | | | Equity £m | % of | Fixed Income £m | % of | Money Market £m | % of | Mixed Asset £m | % of | Property £m | % of | | Other £m | % of |
| 2011 | | 578,646 | 337,626 | 53.2% | 133,843 | 21.1% | 4,580 | 0.7% | 112,888 | 17.8% | 13,681 | 2.2% | 32,239 | 5.1% | 634,856 |
| 2012 | | 703,630 | 397,660 | 51.6% | 166,770 | 21.6% | 6,916 | 0.9% | 130,132 | 16.9% | 14,487 | 1.9% | 55,406 | 7.2% | 771,370 |
| 2013 | | 820,475 | 492,725 | 54.8% | 169,980 | 18.9% | 9,273 | 1.0% | 152,031 | 16.9% | 17,212 | 1.9% | 58,725 | 6.5% | 899,946 |
| 2014 | | 892,533 | 527,336 | 53.8% | 195,903 | 20.0% | 10,660 | 1.1% | 157,352 | 16.0% | 24,062 | 2.5% | 65,117 | 6.6% | 980,429 |
| 2015 | | 929,943 | 561,650 | 54.6% | 185,984 | 18.1% | 11,501 | 1.1% | 165,229 | 16.1% | 31,993 | 3.1% | 71,852 | 7.0% | 1,028,208 |
| 2016 | | 1,062,452 | 633,614 | 53.7% | 215,456 | 18.3% | 19,850 | 1.7% | 198,399 | 16.8% | 28,603 | 2.4% | 83,382 | 7.1% | 1,179,304 |
| 2017 | | 1,235,108 | 722,094 | 52.5% | 257,916 | 18.7% | 25,115 | 1.8% | 221,040 | 16.1% | 30,721 | 2.2% | 119,344 | 8.7% | 1,376,228 |
| 2018 | | 1,154,334 | 656,087 | 50.8% | 250,591 | 19.4% | 21,710 | 1.7% | 210,724 | 16.3% | 31,449 | 2.4% | 119,848 | 9.3% | 1,290,409 |
| 2019 | | 1,319,041 | 757,760 | 51.4% | 277,220 | 18.8% | 44,505 | 3.0% | 245,731 | 16.7% | 28,453 | 1.9% | 120,955 | 8.2% | 1,474,624 |
| 2020 | | 1,439,252 | 827,200 | 51.5% | 307,712 | 19.2% | 49,255 | 3.1% | 274,505 | 17.1% | 27,106 | 1.7% | 119,162 | 7.4% | 1,604,941 |
| 2019 | Q1 | 1,224,787 | 695,805 | 50.9% | 253,302 | 18.5% | 45,547 | 3.3% | 220,862 | 16.1% | 30,702 | 2.2% | 122,097 | 8.9% | 1,368,316 |
| | Q2 | 1,263,125 | 723,085 | 51.2% | 261,638 | 18.5% | 44,032 | 3.1% | 230,796 | 16.3% | 30,590 | 2.2% | 121,827 | 8.6% | 1,411,967 |
| | Q3 | 1,290,820 | 728,126 | 50.5% | 275,066 | 19.1% | 48,467 | 3.4% | 238,073 | 16.5% | 29,787 | 2.1% | 122,062 | 8.5% | 1,441,581 |
| | Q4 | 1,319,041 | 757,760 | 51.4% | 277,220 | 18.8% | 44,505 | 3.0% | 245,731 | 16.7% | 28,453 | 1.9% | 120,955 | 8.2% | 1,474,624 |
| 2020 | Q1 | 1,135,517 | 618,230 | 48.6% | 258,660 | 20.3% | 47,091 | 3.7% | 214,238 | 16.8% | 26,114 | 2.1% | 107,184 | 8.4% | 1,271,516 |
| | Q2 | 1,294,764 | 730,213 | 50.5% | 285,741 | 19.8% | 47,822 | 3.3% | 240,851 | 16.7% | 26,341 | 1.8% | 114,629 | 7.9% | 1,445,597 |
| | Q3 | 1,327,446 | 746,098 | 50.4% | 297,066 | 20.1% | 47,005 | 3.2% | 248,579 | 16.8% | 26,695 | 1.8% | 115,274 | 7.8% | 1,480,717 |
| | Q4 | 1,439,252 | 827,200 | 51.5% | 307,712 | 19.2% | 49,255 | 3.1% | 274,505 | 17.1% | 27,106 | 1.7% | 119,162 | 7.4% | 1,604,941 |
| 2019 | Dec | 1,319,041 | 757,760 | 51.4% | 277,220 | 18.8% | 44,505 | 3.0% | 245,731 | 16.7% | 28,453 | 1.9% | 120,955 | 8.2% | 1,474,624 |
| 2020 | Jan | 1,336,178 | 765,922 | 51.3% | 283,868 | 19.0% | 46,861 | 3.1% | 246,096 | 16.5% | 28,577 | 1.9% | 120,956 | 8.1% | 1,492,281 |
| | Feb | 1,271,782 | 709,140 | 49.8% | 286,216 | 20.1% | 44,486 | 3.1% | 237,459 | 16.7% | 28,006 | 2.0% | 118,155 | 8.3% | 1,423,462 |
| | Q1 | 1,135,517 | 618,230 | 48.6% | 258,660 | 20.3% | 47,091 | 3.7% | 214,238 | 16.8% | 26,114 | 2.1% | 107,184 | 8.4% | 1,271,516 |
| | Apr | 1,221,162 | 680,068 | 49.8% | 271,411 | 19.9% | 48,879 | 3.6% | 228,174 | 16.7% | 26,406 | 1.9% | 110,838 | 8.1% | 1,365,776 |
| | May | 1,267,921 | 711,209 | 50.2% | 279,988 | 19.8% | 49,093 | 3.5% | 236,030 | 16.7% | 26,401 | 1.9% | 114,482 | 8.1% | 1,417,202 |
| | Q2 | 1,294,764 | 730,213 | 50.5% | 285,741 | 19.8% | 47,822 | 3.3% | 240,851 | 16.7% | 26,341 | 1.8% | 114,629 | 7.9% | 1,445,597 |
| | Jul | 1,302,736 | 726,093 | 49.9% | 294,090 | 20.2% | 48,593 | 3.3% | 243,381 | 16.7% | 26,197 | 1.8% | 115,295 | 7.9% | 1,453,649 |
| | Aug | 1,326,710 | 749,491 | 50.6% | 293,166 | 19.8% | 45,771 | 3.1% | 248,729 | 16.8% | 26,591 | 1.8% | 116,558 | 7.9% | 1,480,306 |
| | Q3 | 1,327,446 | 746,098 | 50.4% | 297,066 | 20.1% | 47,005 | 3.2% | 248,579 | 16.8% | 26,695 | 1.8% | 115,274 | 7.8% | 1,480,717 |
| | Oct | 1,302,543 | 722,239 | 49.7% | 297,580 | 20.5% | 46,439 | 3.2% | 246,694 | 17.0% | 26,570 | 1.8% | 114,505 | 7.9% | 1,454,027 |
| | Nov | 1,403,707 | 800,780 | 51.2% | 302,944 | 19.4% | 48,372 | 3.1% | 266,691 | 17.1% | 27,304 | 1.7% | 117,889 | 7.5% | 1,563,981 |
| | Q4 | 1,439,252 | 827,200 | 51.5% | 307,712 | 19.2% | 49,255 | 3.1% | 274,505 | 17.1% | 27,106 | 1.7% | 119,162 | 7.4% | 1,604,941 |

Notes:

- (1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.
- (2) Industry funds under management includes money invested in the underlying funds in which funds of funds invest, but excludes money invested in funds of funds themselves (other than funds of overseas funds) to avoid double-counting.
- (3) These figures include double-counting of investments through FOFs - assets are counted first when invested in a FOF and then when FOF invests in other funds. This gives the best indicator available of the asset breakdown of investors' choices since the Investment Association cannot identify FOFs holdings of funds. Asset types (Equity, Fixed Income, etc) are defined in terms of the Investment Association sectors included. See Table 6 for a listing of the Investment Association sectors allocated to each asset class.
- (4) From March 2014, the FUM of mixed asset funds is reduced and the FUM of other funds is increased due to funds re-classified from the Investment Association Mixed Asset sectors to the Investment Association
- (5) Prior to January 2012 data is presented according to FUM in UK Domiciled funds.

TABLE 4: NET SALES

| | | Net Sales £m | | |
|------|-----|--------------|--------|---------------|
| | | Total | Retail | Institutional |
| 2011 | | 23,545 | 17,949 | 5,596 |
| 2012 | | 29,408 | 18,437 | 10,970 |
| 2013 | | 25,919 | 23,507 | 2,412 |
| 2014 | | 37,186 | 23,966 | 13,220 |
| 2015 | | 22,596 | 16,930 | 5,665 |
| 2016 | | 15,950 | 7,208 | 8,742 |
| 2017 | | 66,695 | 48,604 | 18,091 |
| 2018 | | -5,077 | 7,697 | -12,774 |
| 2019 | | 7,535 | 10,014 | -2,478 |
| 2020 | | 33,985 | 30,828 | 3,156 |
| 2019 | Q1 | -791 | -1,791 | 1,000 |
| | Q2 | 2,210 | 5,253 | -3,043 |
| | Q3 | -2,211 | 1,154 | -3,364 |
| | Q4 | 8,327 | 5,398 | 2,929 |
| 2020 | Q1 | -4,170 | -2,293 | -1,878 |
| | Q2 | 15,030 | 10,789 | 4,240 |
| | Q3 | 7,539 | 5,301 | 2,238 |
| | Q4 | 15,587 | 17,030 | -1,444 |
| 2019 | Dec | 3,084 | 2,459 | 626 |
| 2020 | Jan | 7,628 | 4,908 | 2,720 |
| | Feb | -410 | 2,522 | -2,932 |
| Q1 | Mar | -11,389 | -9,723 | -1,666 |
| | Apr | 7,480 | 3,932 | 3,549 |
| | May | 5,587 | 4,792 | 795 |
| Q2 | Jun | 1,963 | 2,066 | -103 |
| | Jul | 7,409 | 1,723 | 5,686 |
| | Aug | -168 | 2,010 | -2,178 |
| Q3 | Sep | 298 | 1,568 | -1,270 |
| | Oct | -5,887 | 2,521 | -8,408 |
| | Nov | 10,475 | 8,337 | 2,138 |
| Q4 | Dec | 10,998 | 6,172 | 4,826 |

Notes:

- (1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.
- (2) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded from January 2010.
- (3) Prior to January 2012 data is presented according to Net Sales for UK Domiciled funds.

CHART A: NET RETAIL SALES (UK INVESTORS)

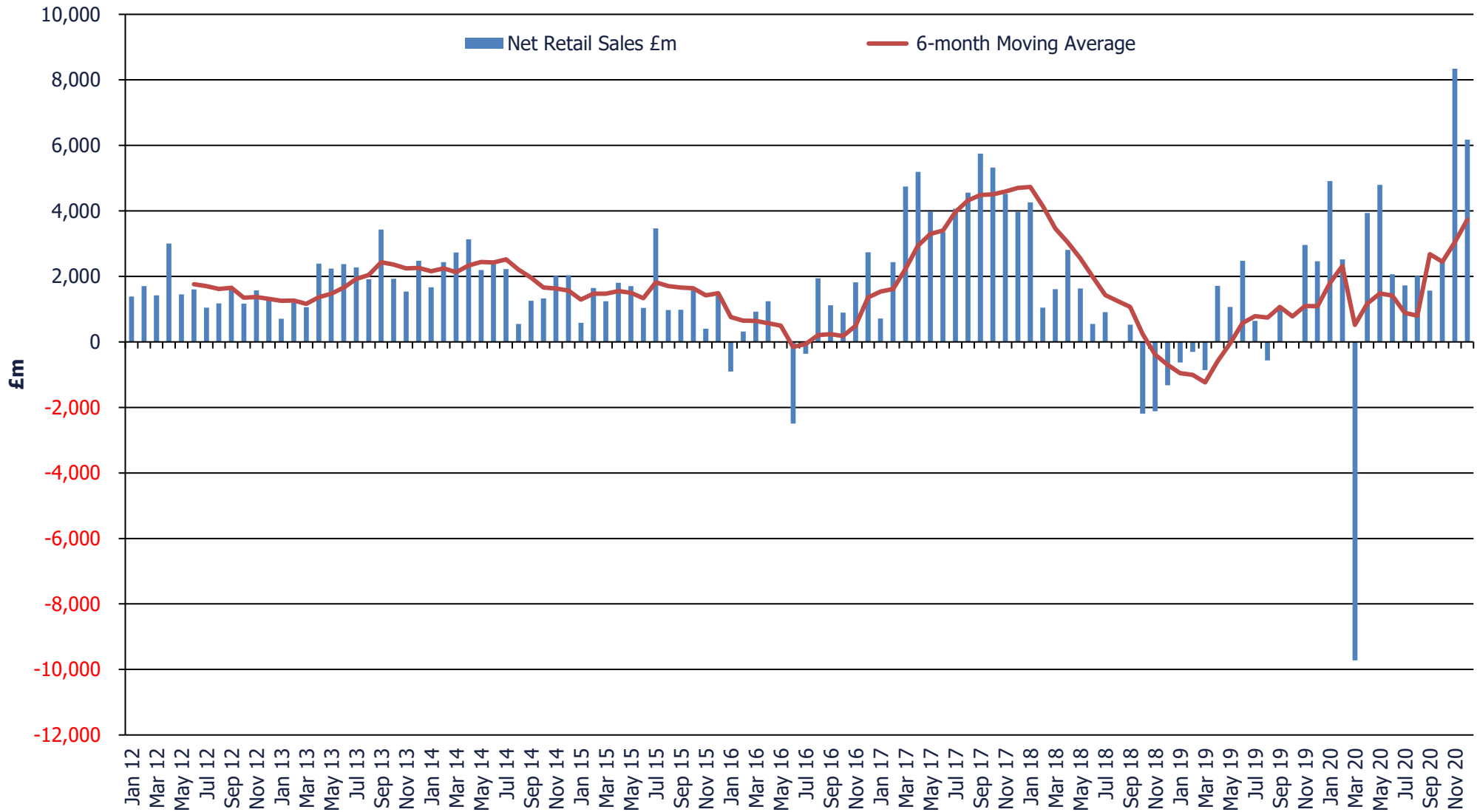


TABLE 5: NET RETAIL SALES OF FUNDS BY ASSET CLASS

| | | Net Retail Sales £m | | | | | | Net Retail Sales of Equity Funds by Region £m | | | | | | | | |
|-------------|------------|---------------------|--------|--------------|--------------|-------------|---------|---|--------|--------|--------|-------|--------|--------------|--------|-----|
| | | Total | Equit | Fixed Income | Money Market | Mixed Asset | Propert | Othe | Total | Asia | Europe | Glob | Japa | North Americ | UK | |
| 2011 | | 17,949 | 2,204 | 4,620 | 22 | 9,184 | 530 | 1,390 | 2,720 | -457 | -1,050 | 3,306 | 737 | 2 | 182 | |
| 2012 | | 18,437 | 2,483 | 7,195 | -644 | 5,277 | 368 | 3,758 | 3,249 | 665 | -662 | 3,766 | 17 | 293 | -830 | |
| 2013 | | 23,507 | 12,769 | 991 | -320 | 6,824 | 1,668 | 1,575 | 12,076 | 908 | 1,585 | 2,960 | 1,079 | 1,272 | 4,271 | |
| 2014 | | 23,966 | 10,613 | 3,001 | 552 | 4,994 | 3,117 | 1,689 | 9,752 | 56 | 1,013 | 2,764 | 581 | 1,232 | 4,106 | |
| 2015 | | 16,930 | 7,196 | -1,462 | 422 | 4,707 | 1,864 | 4,204 | 7,638 | -1,038 | 3,839 | 940 | 1,247 | 603 | 2,047 | |
| 2016 | | 7,208 | -8,824 | 4,408 | 2,857 | 6,083 | -1,820 | 4,502 | -7,711 | -953 | -3,546 | 2,908 | -907 | -350 | -4,863 | |
| 2017 | | 48,604 | 9,596 | 16,113 | 3,345 | 14,063 | -131 | 5,617 | 8,290 | -5 | 2,899 | 4,910 | 1,791 | 1,329 | -2,634 | |
| 2018 | | 7,697 | 796 | -2,030 | 514 | 8,098 | 247 | 73 | 1,374 | 157 | -1,313 | 2,510 | 1,224 | 1,224 | -4,862 | |
| 2019 | | 10,014 | -2,888 | 6,705 | 1,220 | 7,297 | -1,185 | -1,135 | -2,403 | 143 | -3,797 | 1,785 | -640 | 1,341 | -1,235 | |
| 2020 | | 30,828 | 10,410 | 7,963 | 3,002 | 9,162 | -291 | 582 | 6,591 | 1,614 | -399 | 6,073 | -429 | 2,521 | -2,788 | |
| 2019 | Q1 | -1,791 | -1,473 | -387 | 149 | 650 | -149 | -581 | -970 | 19 | -1,288 | 672 | 81 | 140 | -594 | |
| | Q2 | 5,253 | 293 | 3,012 | 1,297 | 1,496 | -429 | -417 | 835 | 61 | -891 | 1,517 | -296 | 249 | 195 | |
| | Q3 | 1,154 | -4,643 | 2,075 | 1,519 | 2,344 | -326 | 185 | -4,682 | -101 | -1,193 | -594 | -530 | -23 | -2,240 | |
| | Q4 | 5,398 | 2,934 | 2,004 | -1,745 | 2,807 | -281 | -321 | 2,415 | 165 | -424 | 190 | 104 | 976 | 1,404 | |
| 2020 | Q1 | -2,293 | -497 | -4,770 | 2,814 | 582 | 158 | -580 | -996 | -182 | -380 | -991 | -354 | 100 | 811 | |
| | Q2 | 10,789 | 4,249 | 4,929 | 214 | 1,666 | -83 | -186 | 3,300 | 243 | -607 | 2,326 | -102 | 1,023 | 417 | |
| | Q3 | 5,301 | -466 | 4,586 | -878 | 1,618 | 17 | 424 | -435 | 459 | 393 | 783 | -209 | 102 | -1,963 | |
| | Q4 | 17,030 | 7,125 | 3,218 | 852 | 5,295 | -382 | 923 | 4,722 | 1,094 | 195 | 3,954 | 236 | 1,296 | -2,053 | |
| 2019 | Dec | 2,459 | 1,899 | 566 | -884 | 911 | -135 | 103 | 1,754 | 46 | 23 | 36 | 7 | 369 | 1,274 | |
| 2020 | Jan | 4,908 | 779 | 2,032 | 990 | 721 | 59 | 328 | 775 | 58 | -86 | 105 | 63 | 272 | 363 | |
| | Feb | 2,522 | -28 | 663 | 542 | 763 | 96 | 486 | -157 | -61 | -54 | 230 | -46 | 83 | -309 | |
| | Q1 | Mar | -9,723 | -1,248 | -7,464 | 1,282 | -902 | 3 | -1,394 | -1,613 | -178 | -240 | -1,325 | -371 | -256 | 757 |
| | Apr | 3,932 | 2,326 | 937 | 154 | 634 | 53 | -172 | 2,069 | 221 | -195 | 1,125 | -77 | -20 | 1,015 | |
| | May | 4,792 | 1,555 | 1,901 | 578 | 603 | -21 | 176 | 1,270 | -110 | -500 | 738 | -25 | 718 | 449 | |
| | Q2 | Jun | 2,066 | 368 | 2,091 | -518 | 430 | -114 | -39 | 132 | 88 | 464 | -1 | 325 | -1,047 | |
| | Jul | 1,723 | -746 | 1,950 | -415 | 668 | 11 | 255 | -534 | 249 | 47 | 76 | -53 | 48 | -900 | |
| | Aug | 2,010 | 410 | 1,491 | -742 | 534 | 23 | 296 | 301 | 224 | 305 | 532 | -11 | -15 | -734 | |
| | Q3 | Sep | 1,568 | -130 | 1,145 | 280 | 417 | -18 | -203 | -14 | 41 | 175 | -145 | 69 | -328 | |
| | Oct | 2,521 | 439 | 702 | 262 | 1,154 | -163 | 127 | 89 | 196 | -186 | 751 | -19 | 127 | -781 | |
| | Nov | 8,337 | 4,139 | 1,188 | 538 | 2,357 | -147 | 262 | 3,075 | 688 | 244 | 1,748 | 156 | 665 | -428 | |
| | Q4 | Dec | 6,172 | 2,547 | 1,328 | 52 | 1,784 | -73 | 1,559 | 210 | 137 | 1,454 | 98 | 504 | -845 | |

Notes:

- (1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.
- (2) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded from January 2010.
- (3) The 'Other' Asset Class includes funds from the 'Targeted Absolute Return' and 'Volatility Managed' Sectors which, together, contribute to the overwhelming majority of the Net Retail Sales within the asset class.
- (4) Regional Equities total does not match the Equity NRS total as Unclassified and Unallocated equity funds are not allocated a region.

CHART B: NET RETAIL SALES BY ASSET CLASSES (UK DOMICILED FUNDS)



TABLE 6: THE INVESTMENT ASSOCIATION SECTOR RANKINGS FOR DECEMBER 2020

| Funds Under Management | | Net Retail Sales | | Net ISA Sales on Five Platforms | |
|--|----------------|--|----------------|--|--------------|
| IA Sector | £bn | IA Sector | £m | IA Sector | £m |
| Global | 156.1 | Global | 1,167.2 | Global | 98.1 |
| UK All Companies | 155.6 | Mixed Investment 40-85% Shares | 838.1 | Mixed Investment 0-35% Shares | 60.1 |
| £ Corporate Bond | 79.2 | North America | 411.6 | Volatility Managed | 55.4 |
| North America | 78.1 | £ Corporate Bond | 396.0 | Mixed Investment 40-85% Shares | 52.9 |
| Mixed Investment 40-85% Shares | 73.9 | Volatility Managed | 333.4 | North America | 43.5 |
| Europe Excluding UK | 62.3 | Mixed Investment 0-35% Shares | 308.3 | Targeted Absolute Return | 23.8 |
| Global Bonds | 57.2 | UK Gilts | 241.0 | £ Corporate Bond | 22.8 |
| Mixed Investment 20-60% Shares | 54.9 | £ Strategic Bond | 215.4 | Global Bonds | 21.4 |
| Targeted Absolute Return | 53.4 | Global Emerging Markets | 214.5 | UK Gilts | 19.6 |
| £ Strategic Bond | 49.5 | Targeted Absolute Return | 141.3 | Europe Excluding UK | 19.4 |
| Specialist | 46.0 | Short Term Money Market | 130.1 | Standard Money Market | 11.3 |
| Volatility Managed | 44.4 | Asia Pacific Excluding Japan | 107.3 | Global Emerging Markets | 8.9 |
| UK Equity Income | 43.6 | £ High Yield | 105.0 | North American Smaller Companies | 7.4 |
| Asia Pacific Excluding Japan | 35.3 | Europe Excluding UK | 97.1 | UK Smaller Companies | 4.8 |
| Global Emerging Markets | 33.9 | China/Greater China | 96.8 | Global Emerging Markets Bond - Blended | 3.6 |
| Short Term Money Market | 32.0 | Japan | 95.3 | Technology and Telecommunications | 2.8 |
| Flexible Investment | 31.6 | North American Smaller Companies | 92.5 | Global Emerging Markets Bond - Hard Currency | 2.7 |
| UK Gilts | 28.9 | Global Emerging Markets Bond - Local Currenc | 78.9 | Asia Pacific Including Japan | 2.7 |
| Japan | 24.5 | UK Index Linked Gilts | 74.0 | China/Greater China | 2.5 |
| UK Smaller Companies | 16.9 | Technology and Telecommunications | 70.6 | £ Strategic Bond | 2.5 |
| £ High Yield | 15.5 | Flexible Investment | 67.0 | Global Emerging Markets Bond - Local Currenc | 1.3 |
| Global Equity Income | 15.4 | European Smaller Companies | 42.5 | European Smaller Companies | 0.8 |
| Mixed Investment 0-35% Shares | 14.2 | Specialist | 35.2 | Asia Pacific Excluding Japan | 0.1 |
| UK Direct Property | 12.3 | Global Emerging Markets Bond - Hard Currency | 33.1 | Japan | 0.1 |
| Property Other | 9.9 | UK Smaller Companies | 24.9 | Europe Including UK | -0.1 |
| Technology and Telecommunications | 7.9 | UK Equity and Bond Income | 14.0 | UK Index Linked Gilts | -0.8 |
| UK Index Linked Gilts | 7.5 | Standard Money Market | 11.8 | UK Equity and Bond Income | -1.0 |
| Global Emerging Markets Bond - Local Currenc | 4.7 | Global Emerging Markets Bond - Blended | 6.4 | Japanese Smaller Companies | -1.3 |
| China/Greater China | 4.1 | Asia Pacific Including Japan | 5.7 | UK All Companies | -1.9 |
| North American Smaller Companies | 3.9 | Japanese Smaller Companies | 3.2 | £ High Yield | -2.3 |
| Global Emerging Markets Bond - Hard Currency | 2.8 | Europe Including UK | -2.6 | Flexible Investment | -2.7 |
| European Smaller Companies | 2.7 | Property Other | -5.5 | Property Other | -4.8 |
| Europe Including UK | 1.8 | Global Bonds | -15.8 | Specialist | -7.4 |
| Standard Money Market | 1.5 | Mixed Investment 20-60% Shares | -32.7 | Global Equity Income | -17.4 |
| Global Emerging Markets Bond - Blended | 1.5 | Global Equity Income | -48.2 | UK Direct Property | -35.6 |
| Japanese Smaller Companies | 1.4 | UK Direct Property | -66.6 | UK Equity Income | -48.2 |
| UK Equity and Bond Income | 1.4 | UK All Companies | -368.6 | Short Term Money Market | -91.7 |
| Asia Pacific Including Japan | 1.3 | UK Equity Income | -501.1 | Mixed Investment 20-60% Shares | -105.0 |
| Total | 1,266.7 | Total | 4,417.1 | Total | 148.2 |

Notes:

- (1) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.
- (2) Net ISA sales on five platforms relate to the five fund platforms that provide data to the Investment Association. These are AEGON, Fidelity, Hargreaves Lansdown, Quilter and Transact.
- (3) The sector rankings do not include the Investment Association Unclassified Sector, Unallocated funds (that have not chosen to be allocated to a sector) or funds held on fund platforms but not allocated to an

TABLE 7: NET RETAIL SALES BY THE INVESTMENT ASSOCIATION SECTORS

| IA Sector | Net Retail Sales £m | | | | | | | | | | | | |
|---|---------------------|--------------|------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Dec-19 | Jan-20 | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-20 |
| Asia Pacific Excluding Japan | 55 | 70 | 4 | -141 | 166 | -92 | 155 | 158 | 155 | -29 | 43 | 449 | 107 |
| Asia Pacific Including Japan | -5 | -11 | -13 | -4 | 0 | -17 | -7 | -3 | -4 | -1 | -3 | 14 | 6 |
| China/Greater China | -4 | -1 | -53 | -33 | 55 | 0 | -16 | 94 | 73 | 16 | 156 | 225 | 97 |
| Europe Excluding UK | 27 | -38 | -103 | -164 | -160 | -451 | 41 | 40 | 296 | 40 | -10 | 249 | 97 |
| Europe Including UK | -9 | 43 | 71 | -4 | 0 | -20 | 65 | 21 | 14 | 12 | -11 | 0 | -3 |
| European Smaller Companies | 5 | -91 | -23 | -73 | -35 | -29 | -18 | -14 | -5 | -11 | -165 | -5 | 42 |
| Global | 393 | 248 | 206 | -679 | 1,168 | 871 | 889 | 592 | 703 | 465 | 866 | 1,726 | 1,167 |
| Global Emerging Markets | -154 | 125 | 150 | 5 | 38 | -125 | -104 | -159 | -126 | 48 | -81 | 206 | 214 |
| Global Equity Income | -98 | -42 | 3 | -299 | -149 | -30 | -158 | -133 | -62 | -27 | -40 | -45 | -48 |
| Japan | 19 | 70 | -32 | -331 | -63 | -10 | 13 | -24 | 4 | -154 | -38 | 147 | 95 |
| Japanese Smaller Companies | -13 | -7 | -14 | -40 | -14 | -15 | -14 | -29 | -7 | 8 | 20 | 10 | 3 |
| North America | 331 | 246 | 92 | -163 | -24 | 732 | 345 | 90 | -34 | 62 | 14 | 553 | 412 |
| North American Smaller Companies | 38 | 27 | -9 | -93 | 4 | -14 | -20 | -42 | 20 | 7 | 113 | 113 | 92 |
| Specialist | -157 | -289 | -193 | -291 | -106 | -138 | -238 | -335 | -91 | -287 | -14 | -93 | 50 |
| Technology and Telecommunications | 52 | 63 | 64 | -62 | 173 | 160 | 76 | 111 | 109 | -25 | 21 | -45 | 71 |
| UK All Companies | 767 | 293 | -358 | 982 | 882 | 271 | -655 | -355 | -407 | 6 | -213 | -393 | -369 |
| UK Equity Income | 228 | -38 | 40 | -81 | 99 | 223 | -325 | -433 | -275 | -215 | -645 | -106 | -501 |
| UK Smaller Companies | 279 | 108 | 10 | -144 | 33 | -45 | -68 | -112 | -52 | -120 | 76 | 72 | 25 |
| Unallocated | 226 | 70 | 140 | 396 | 354 | 273 | 439 | -33 | 133 | 97 | 392 | 1,031 | 773 |
| Unclassified Sector | -82 | -65 | -12 | -31 | -97 | 11 | -32 | -180 | -25 | -24 | -42 | 33 | 215 |
| Equity | 1,899 | 779 | -28 | -1,248 | 2,326 | 1,555 | 368 | -746 | 410 | -130 | 439 | 4,139 | 2,547 |
| £ Corporate Bond | 171 | 217 | 187 | -1,194 | 535 | 687 | 732 | 691 | 200 | 11 | 84 | -131 | 396 |
| £ High Yield | -17 | 191 | 21 | -609 | 312 | 110 | 177 | 126 | -20 | -114 | -481 | 16 | 105 |
| £ Strategic Bond | 177 | 316 | 192 | -1,944 | 197 | 330 | 34 | 140 | 316 | 64 | -179 | -149 | 215 |
| Global Bonds | 156 | 332 | 1 | -1,459 | 235 | 573 | 859 | 709 | 624 | 934 | 793 | 911 | -16 |
| Global Emerging Markets Bond | 52 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Global Emerging Markets Bond - Blended | 0 | 80 | 4 | -57 | -8 | -16 | 3 | -44 | 10 | 8 | 11 | 11 | 6 |
| Global Emerging Markets Bond - Hard Currency | 0 | 83 | 29 | -250 | 40 | 17 | -1 | 9 | 58 | -34 | 24 | 67 | 33 |
| Global Emerging Markets Bond - Local Currency | 0 | 266 | 67 | -191 | -175 | -85 | -187 | 73 | 35 | -45 | -67 | 180 | 79 |
| Specialist | 24 | 263 | 26 | -427 | 59 | -7 | 17 | -128 | -221 | 99 | 85 | -202 | 18 |
| UK Gilts | 98 | 57 | 247 | -470 | -237 | -153 | 117 | 149 | 144 | 94 | 365 | 213 | 241 |
| UK Index Linked Gilts | 20 | -161 | -121 | -252 | 33 | 20 | 74 | 34 | 97 | 21 | 9 | 67 | 74 |
| Unallocated | 197 | 426 | 218 | -502 | -66 | 395 | 218 | 154 | 233 | 120 | 54 | 203 | 162 |
| Unclassified Sector | -312 | -37 | -208 | -108 | 12 | 30 | 48 | 36 | 15 | -14 | 4 | 4 | 13 |
| Fixed Income | 566 | 2,032 | 663 | -7,464 | 937 | 1,901 | 2,091 | 1,950 | 1,491 | 1,145 | 702 | 1,188 | 1,328 |
| Short Term Money Market | -843 | 625 | 208 | 1,688 | 153 | 829 | -413 | -395 | -557 | -40 | -347 | 406 | 130 |
| Standard Money Market | -55 | -10 | -12 | 164 | -5 | -20 | -2 | -5 | -32 | -24 | 7 | -15 | 12 |
| Unallocated | -33 | -69 | 10 | -116 | 66 | -143 | -22 | -63 | -59 | 109 | 519 | -23 | -64 |
| Unclassified Sector | 48 | 444 | 335 | -453 | -60 | -88 | -81 | 48 | -95 | 235 | 83 | 170 | -26 |
| Money Markets | -884 | 990 | 542 | 1,282 | 154 | 578 | -518 | -415 | -742 | 280 | 262 | 538 | 52 |
| Flexible Investment | 41 | 32 | -11 | -78 | 68 | 69 | -25 | 70 | -12 | -39 | 9 | 107 | 67 |
| Mixed Investment 0-35% Shares | 93 | 44 | 88 | -111 | 20 | 79 | 19 | 69 | 49 | 76 | 207 | 268 | 308 |
| Mixed Investment 20-60% Shares | 75 | -39 | 23 | -425 | 81 | -129 | -85 | 63 | 2 | -148 | 1 | 579 | -33 |
| Mixed Investment 40-85% Shares | 385 | 370 | 358 | -48 | 530 | 350 | 281 | 507 | 418 | 383 | 563 | 999 | 838 |
| Specialist | 5 | 55 | 18 | -7 | -7 | -3 | -1 | -40 | -6 | -7 | -18 | 0 | -85 |
| UK Equity and Bond Income | -8 | -8 | -15 | -22 | 0 | -3 | -19 | -4 | -3 | -5 | -5 | -7 | 14 |
| Unallocated | 258 | 240 | 238 | 54 | 226 | 237 | 282 | 241 | 228 | 233 | 431 | 472 | 767 |
| Unclassified Sector | 62 | 27 | 63 | -266 | -282 | 3 | -22 | -238 | -141 | -77 | -32 | -60 | -93 |
| Mixed Asset | 911 | 721 | 763 | -902 | 634 | 603 | 430 | 668 | 534 | 417 | 1,154 | 2,357 | 1,784 |
| Property Other | 128 | 60 | 122 | 93 | 54 | -16 | -114 | 12 | -2 | 25 | -8 | 17 | -6 |
| UK Direct Property | -263 | -1 | -25 | -89 | -1 | -4 | -1 | -1 | -3 | -69 | -154 | -166 | -67 |
| Unallocated | -1 | -1 | -1 | -1 | 0 | -1 | 0 | 1 | 29 | 26 | -1 | 2 | 0 |
| Property | -135 | 59 | 96 | 3 | 53 | -21 | -114 | 11 | 23 | -18 | -163 | -147 | -73 |
| Specialist | 40 | 16 | 61 | -99 | -29 | 61 | -10 | 27 | 19 | 2 | 8 | -41 | 52 |
| Targeted Absolute Return | -413 | -120 | -606 | -1,532 | -491 | -139 | -313 | -6 | 73 | -266 | -152 | -121 | 141 |
| Unallocated | 76 | 167 | 115 | -16 | 47 | 55 | -159 | 72 | 30 | -61 | 6 | -25 | -27 |
| Unclassified Sector | -10 | 11 | 29 | -3 | -6 | -46 | 84 | -60 | -6 | 13 | 14 | 59 | 34 |
| Volatility Managed | 410 | 253 | 887 | 256 | 306 | 245 | 207 | 222 | 180 | 185 | 251 | 389 | 333 |
| Others | 103 | 328 | 486 | -1,394 | -172 | 176 | -191 | 255 | 296 | -127 | 127 | 262 | 534 |

Notes:

- (1) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.
- (2) The Specialist and Unclassified Sectors are split across asset classes and so have multiple entries in the above table.
- (3) Unallocated funds have been grouped by asset class and included in the above table to provide a complete breakdown by asset class.

TABLE 8: BEST AND WORST SELLING THE INVESTMENT ASSOCIATION SECTORS

| | | Net Retail Sales | | Net Institutional Sales | |
|-------------|------------|--------------------------------|--------------------------|--------------------------|--------------------------------|
| | | Best | Worst | Best | Worst |
| 2011 | | Mixed Investment 20-60% Shares | UK All Companies | Global | UK Gilts |
| 2012 | | £ Corporate Bond | UK All Companies | UK All Companies | Global |
| 2013 | | Mixed Investment 20-60% Shares | £ Corporate Bond | Targeted Absolute Return | UK All Companies |
| 2014 | | UK Equity Income | UK All Companies | Targeted Absolute Return | £ Corporate Bond |
| 2015 | | Targeted Absolute Return | UK All Companies | Targeted Absolute Return | UK Gilts |
| 2016 | | Targeted Absolute Return | UK All Companies | Targeted Absolute Return | UK All Companies |
| 2017 | | £ Strategic Bond | UK All Companies | Targeted Absolute Return | Global |
| 2018 | | Global | UK All Companies | Volatility Managed | Mixed Investment 40-85% Shares |
| 2019 | | Global | Targeted Absolute Return | Short Term Money Market | Targeted Absolute Return |
| 2020 | | Global | Targeted Absolute Return | Short Term Money Market | Targeted Absolute Return |
| 2019 | Q1 | Global | Targeted Absolute Return | Short Term Money Market | Targeted Absolute Return |
| | Q2 | Global | Targeted Absolute Return | Volatility Managed | Short Term Money Market |
| | Q3 | Short Term Money Market | UK All Companies | Short Term Money Market | Targeted Absolute Return |
| | Q4 | Volatility Managed | Short Term Money Market | Global Bonds | Targeted Absolute Return |
| 2020 | Q1 | Short Term Money Market | Targeted Absolute Return | UK All Companies | Targeted Absolute Return |
| | Q2 | Global | Targeted Absolute Return | UK All Companies | Targeted Absolute Return |
| | Q3 | Global Bonds | Short Term Money Market | Global Bonds | Targeted Absolute Return |
| | Q4 | Global | UK Equity Income | Short Term Money Market | UK All Companies |
| 2019 | Dec | UK All Companies | Short Term Money Market | UK All Companies | Targeted Absolute Return |
| 2020 | Jan | Short Term Money Market | UK Index Linked Gilts | Short Term Money Market | Targeted Absolute Return |
| | Feb | Volatility Managed | Targeted Absolute Return | £ High Yield | Short Term Money Market |
| | Mar | Short Term Money Market | £ Strategic Bond | UK All Companies | Targeted Absolute Return |
| | Apr | Global | Targeted Absolute Return | Short Term Money Market | Targeted Absolute Return |
| | May | Global | Europe Excluding UK | Global Bonds | Short Term Money Market |
| | Jun | Global | UK All Companies | Global | Targeted Absolute Return |
| | Jul | Global Bonds | Specialist | Short Term Money Market | Global Emerging Markets |
| | Aug | Global | Short Term Money Market | £ Strategic Bond | Short Term Money Market |
| | Q3 | Global Bonds | Targeted Absolute Return | Short Term Money Market | Targeted Absolute Return |
| | Sep | Global | UK Equity Income | £ High Yield | UK All Companies |
| | Oct | Global | UK All Companies | Short Term Money Market | Global |
| | Nov | Global | UK Equity Income | Short Term Money Market | UK All Companies |
| | Q4 | Global | UK Equity Income | Short Term Money Market | UK All Companies |

Notes:

(1) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.

(2) The sector rankings do not include the 'Unclassified sector'. These are funds which have chosen not to be classified.

TABLE 9: GROSS RETAIL SALES BY DISTRIBUTION CHANNEL

| | | Gross Retail Sales £m | | | | | | | | | | | | | | |
|-------------|------------|-----------------------|--------|------------|-------------------------------|------------|-------------------------|------------|-----------------------|------------|-------------------|------------|--|------------|-----------------------|------------|
| | | Total | Direct | % of Total | Execution only Intermediaries | % of Total | Trustees and Custodians | % of Total | Discretionary Manager | % of Total | UK fund platforms | % of Total | Other UK Intermediaries including IFAs | % of Total | Non-UK Intermediaries | % of Total |
| 2011 | | 128,094 | 24,425 | 19.1 | - | 0.0 | - | 0.0 | - | 0.0 | 43,786 | 34.2 | 47,881 | 37.4 | 12,003 | 9.4 |
| 2012 | | 124,756 | 22,090 | 17.7 | 438 | 0.4 | 3,695 | 3.0 | 15,452 | 12.4 | 48,028 | 38.5 | 27,729 | 22.2 | 7,324 | 5.9 |
| 2013 | | 155,804 | 21,545 | 13.8 | 552 | 0.4 | 4,391 | 2.8 | 22,461 | 14.4 | 67,492 | 43.3 | 30,084 | 19.3 | 9,278 | 6.0 |
| 2014 | | 171,128 | 19,489 | 11.4 | 839 | 0.5 | 4,632 | 2.7 | 19,500 | 11.4 | 85,811 | 50.1 | 31,628 | 18.5 | 9,228 | 5.4 |
| 2015 | | 180,397 | 20,699 | 11.5 | 1,085 | 0.6 | 3,899 | 2.2 | 19,357 | 10.7 | 81,671 | 45.3 | 43,558 | 24.1 | 10,128 | 5.6 |
| 2016 | | 188,053 | 17,991 | 9.6 | 1,080 | 0.6 | 3,897 | 2.1 | 23,417 | 12.5 | 87,286 | 46.4 | 44,266 | 23.5 | 10,118 | 5.4 |
| 2017 | | 246,761 | 18,017 | 7.3 | 1,058 | 0.4 | 6,022 | 2.4 | 30,777 | 12.5 | 107,744 | 43.7 | 66,522 | 27.0 | 16,621 | 6.7 |
| 2018 | | 242,339 | 20,090 | 8.3 | 1,316 | 0.5 | 6,734 | 2.8 | 28,029 | 11.6 | 107,989 | 44.6 | 60,328 | 24.9 | 17,852 | 7.4 |
| 2019 | | 257,405 | 18,481 | 7.2 | 964 | 0.4 | - | 0.0 | 23,010 | 8.9 | 126,625 | 49.2 | 68,591 | 26.6 | 19,735 | 7.7 |
| 2020 | | 318,601 | 20,789 | 6.5 | 1,218 | 0.4 | - | 0.0 | 27,612 | 8.7 | 152,212 | 47.8 | 86,186 | 27.1 | 30,583 | 9.6 |
| 2019 | Q1 | 53,870 | 5,149 | 9.6 | 214 | 0.4 | - | 0.0 | 5,212 | 9.7 | 28,508 | 52.9 | 10,916 | 20.3 | 3,872 | 7.2 |
| | Q2 | 65,360 | 4,660 | 7.1 | 233 | 0.4 | - | 0.0 | 5,870 | 9.0 | 32,678 | 50.0 | 16,777 | 25.7 | 5,141 | 7.9 |
| | Q3 | 64,826 | 4,088 | 6.3 | 252 | 0.4 | - | 0.0 | 6,789 | 10.5 | 32,025 | 49.4 | 16,948 | 26.1 | 4,724 | 7.3 |
| | Q4 | 73,349 | 4,584 | 6.2 | 266 | 0.4 | - | 0.0 | 5,138 | 7.0 | 33,413 | 45.6 | 23,950 | 32.7 | 5,998 | 8.2 |
| 2020 | Q1 | 83,505 | 6,315 | 7.6 | 348 | 0.4 | - | 0.0 | 6,212 | 7.4 | 38,638 | 46.3 | 24,220 | 29.0 | 7,772 | 9.3 |
| | Q2 | 77,293 | 5,120 | 6.6 | 356 | 0.5 | - | 0.0 | 7,377 | 9.5 | 37,243 | 48.2 | 19,888 | 25.7 | 7,310 | 9.5 |
| | Q3 | 68,263 | 3,824 | 5.6 | 251 | 0.4 | - | 0.0 | 6,268 | 9.2 | 32,797 | 48.0 | 17,782 | 26.0 | 7,340 | 10.8 |
| | Q4 | 89,540 | 5,530 | 6.2 | 263 | 0.3 | - | 0.0 | 7,755 | 8.7 | 43,535 | 48.6 | 24,296 | 27.1 | 8,161 | 9.1 |
| 2019 | Dec | 24,072 | 1,520 | 6.3 | 151 | 0.6 | - | 0.0 | 1,819 | 7.6 | 11,344 | 47.1 | 6,949 | 28.9 | 2,289 | 9.5 |
| 2020 | Jan | 26,169 | 1,695 | 6.5 | 82 | 0.3 | - | 0.0 | 2,155 | 8.2 | 10,749 | 41.1 | 8,973 | 34.3 | 2,513 | 9.6 |
| | Feb | 25,335 | 2,326 | 9.2 | 129 | 0.5 | - | 0.0 | 1,915 | 7.6 | 12,066 | 47.6 | 6,484 | 25.6 | 2,414 | 9.5 |
| | Q1 | 32,002 | 2,294 | 7.2 | 136 | 0.4 | - | 0.0 | 2,142 | 6.7 | 15,823 | 49.4 | 8,763 | 27.4 | 2,844 | 8.9 |
| | Apr | 25,478 | 1,943 | 7.6 | 139 | 0.5 | - | 0.0 | 2,397 | 9.4 | 12,255 | 48.1 | 6,646 | 26.1 | 2,098 | 8.2 |
| | May | 25,251 | 1,786 | 7.1 | 132 | 0.5 | - | 0.0 | 2,133 | 8.4 | 12,172 | 48.2 | 6,748 | 26.7 | 2,280 | 9.0 |
| | Q2 | 26,564 | 1,391 | 5.2 | 84 | 0.3 | - | 0.0 | 2,846 | 10.7 | 12,815 | 48.2 | 6,494 | 24.4 | 2,933 | 11.0 |
| | Jul | 24,949 | 1,246 | 5.0 | 98 | 0.4 | - | 0.0 | 2,341 | 9.4 | 12,192 | 48.9 | 6,277 | 25.2 | 2,794 | 11.2 |
| | Aug | 19,792 | 1,292 | 6.5 | 73 | 0.4 | - | 0.0 | 2,062 | 10.4 | 9,487 | 47.9 | 4,733 | 23.9 | 2,144 | 10.8 |
| | Q3 | 23,522 | 1,287 | 5.5 | 79 | 0.3 | - | 0.0 | 1,865 | 7.9 | 11,117 | 47.3 | 6,772 | 28.8 | 2,402 | 10.2 |
| | Oct | 26,164 | 1,289 | 4.9 | 82 | 0.3 | - | 0.0 | 2,249 | 8.6 | 13,489 | 51.6 | 6,431 | 24.6 | 2,623 | 10.0 |
| | Nov | 32,313 | 2,240 | 6.9 | 92 | 0.3 | - | 0.0 | 3,424 | 10.6 | 15,071 | 46.6 | 8,858 | 27.4 | 2,627 | 8.1 |
| | Q4 | 31,064 | 2,001 | 6.4 | 89 | 0.3 | - | 0.0 | 2,082 | 6.7 | 14,975 | 48.2 | 9,007 | 29.0 | 2,910 | 9.4 |

Notes:
 (1) Direct includes sales through a sales force or tied agents and private client sales of own funds.
 (2) Transactions made through insurance companies (whether in-house or third party) are not included here as they are counted as institutional.
 (3) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.
 (4) Sales and re-purchases reported here differ from those in Table 11 as the figures in Table 11 cover five of the largest platforms whereas the figures in this table cover all platforms. There are also differences in reporting between platforms and fund companies.

TABLE 10: NET RETAIL SALES BY DISTRIBUTION CHANNEL

| | | Net Retail Sales £m | | | | | | | |
|-------------|------------|---------------------|--------|-------------------------------|-------------------------|-----------------------|-------------------|--|-----------------------|
| | | Total | Direct | Execution only intermediaries | Trustees and Custodians | Discretionary Manager | UK fund platforms | Other UK Intermediaries including IFAs | Non-UK Intermediaries |
| 2011 | | 21,078 | 3,307 | - | - | - | 11,541 | 6,954 | -724 |
| 2012 | | 18,437 | 273 | 199 | 921 | 3,742 | 11,528 | 707 | 1,066 |
| 2013 | | 23,507 | 598 | 79 | 558 | 3,597 | 15,992 | 1,529 | 1,154 |
| 2014 | | 23,966 | -625 | 107 | -366 | 2,017 | 18,770 | 3,370 | 693 |
| 2015 | | 16,930 | -2,146 | 274 | 180 | 2,844 | 14,825 | -752 | 1,704 |
| 2016 | | 7,208 | -3,108 | -74 | -580 | 692 | 7,561 | 3,373 | -656 |
| 2017 | | 48,604 | -687 | 29 | 1,228 | 4,871 | 23,746 | 15,693 | 3,724 |
| 2018 | | 7,697 | -2,573 | -120 | -896 | -581 | 12,889 | 241 | -1,263 |
| 2019 | | 10,014 | -3,280 | 119 | - | -1,124 | 10,870 | 2,969 | 462 |
| 2020 | | 30,828 | -1,196 | 279 | - | -1,408 | 16,283 | 15,219 | 1,650 |
| 2019 | Q1 | -1,791 | -1,440 | 58 | - | -953 | 1,962 | -879 | -539 |
| | Q2 | 5,253 | -719 | 26 | - | 503 | 3,316 | 1,427 | 701 |
| | Q3 | 1,154 | -1,083 | -28 | - | -71 | 1,928 | 1,498 | -1,091 |
| | Q4 | 5,398 | -38 | 63 | - | -604 | 3,663 | 923 | 1,390 |
| 2020 | Q1 | -2,293 | -1,602 | 82 | - | -2,509 | 40 | 2,275 | -579 |
| | Q2 | 10,789 | 402 | 61 | - | 596 | 5,568 | 3,206 | 956 |
| | Q3 | 5,301 | -167 | 71 | - | 37 | 3,177 | 2,090 | 92 |
| | Q4 | 17,030 | 172 | 64 | - | 468 | 7,499 | 7,647 | 1,181 |
| 2019 | Dec | 2,459 | 85 | 108 | - | 13 | 2,063 | -489 | 679 |
| 2020 | Jan | 4,908 | 5 | 15 | - | 339 | 1,662 | 2,552 | 335 |
| | Feb | 2,522 | 73 | 68 | - | -472 | 744 | 1,891 | 219 |
| | Q1 | -9,723 | -1,680 | -0 | - | -2,376 | -2,366 | -2,167 | -1,134 |
| | Apr | 3,932 | 232 | 19 | - | -61 | 2,428 | 1,443 | -129 |
| | May | 4,792 | 240 | 38 | - | 171 | 2,226 | 1,910 | 208 |
| | Q2 | 2,066 | -70 | 5 | - | 486 | 914 | -146 | 877 |
| | Jul | 1,723 | -325 | 61 | - | -241 | 1,123 | 994 | 111 |
| | Aug | 2,010 | 208 | -12 | - | 219 | 981 | 358 | 255 |
| | Q3 | 1,568 | -50 | 22 | - | 59 | 1,073 | 738 | -274 |
| | Oct | 2,521 | -197 | 8 | - | -4 | 1,444 | 864 | 406 |
| | Nov | 8,337 | 524 | 23 | - | 1,098 | 2,696 | 3,646 | 350 |
| | Q4 | 6,172 | -155 | 34 | - | -626 | 3,359 | 3,136 | 424 |

Notes:
(1) Direct includes sales through a sales force or tied agents. Also private client sales of own funds.
(2) Transactions made through insurance companies (whether in-house or third party) are not included here as they are counted as institutional.
(3) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.
(4) Sales and re-purchases reported here differ from those in Table 1.1 as the figures in Table 1.1 cover five of the largest platforms whereas the figures in this table cover all platforms. There are also differences in reporting between platforms and fund companies.

TABLE 11: FIVE FUND PLATFORMS¹ - FUNDS UNDER MANAGEMENT AND NET SALES BY PRODUCT (UK INVESTORS)

| | | Funds Under Management by Product £m | | | | | Net Sales by Product £m | | | | |
|-------------|------------|--------------------------------------|--------|-----------------|-------------------|-----------|-------------------------|-------|-----------------|-------------------|-----------|
| | | Total | ISAs | Insurance Bonds | Personal Pensions | Unwrapped | Total | ISAs | Insurance Bonds | Personal Pensions | Unwrapped |
| 2011 | | 109,041 | 42,256 | 8,396 | 23,246 | 35,143 | 7,974 | 2,757 | 196 | 1,789 | 3,231 |
| 2012 | | 131,746 | 49,135 | 8,623 | 27,260 | 46,728 | 7,754 | 2,194 | 15 | 2,405 | 3,141 |
| 2013 | | 163,614 | 58,713 | 9,241 | 33,495 | 62,164 | 10,893 | 3,315 | -137 | 2,408 | 5,307 |
| 2014 | | 182,752 | 64,555 | 9,348 | 39,188 | 69,661 | 12,283 | 3,904 | -60 | 3,951 | 4,488 |
| 2015 | | 200,151 | 69,778 | 9,226 | 45,549 | 75,599 | 12,872 | 3,563 | -15 | 5,593 | 3,731 |
| 2016 | | 226,466 | 78,008 | 9,759 | 55,639 | 83,059 | 4,281 | 1,356 | -236 | 4,351 | -1,190 |
| 2017 | | 260,855 | 88,165 | 10,344 | 70,799 | 91,547 | 15,318 | 3,466 | -115 | 8,863 | 3,104 |
| 2018 | | 255,499 | 82,289 | 8,155 | 79,733 | 85,322 | 9,040 | 1,568 | -62 | 6,746 | 789 |
| 2019 | | 297,545 | 93,485 | 10,189 | 99,208 | 94,663 | 797 | 14 | 366 | 4,574 | -4,157 |
| 2020 | | 311,112 | 97,428 | 9,373 | 105,305 | 99,005 | 6,244 | 897 | 244 | 5,426 | -322 |
| 2019 | Q1 | 274,577 | 87,176 | 8,350 | 85,993 | 93,058 | 511 | 25 | -95 | 1,503 | -922 |
| | Q2 | 285,100 | 91,726 | 8,585 | 91,448 | 93,341 | 351 | 617 | 22 | 1,163 | -1,450 |
| | Q3 | 289,564 | 89,506 | 12,960 | 91,819 | 95,280 | 330 | -303 | 227 | 777 | -371 |
| | Q4 | 297,545 | 93,485 | 10,189 | 99,208 | 94,663 | -395 | -324 | 211 | 1,131 | -1,413 |
| 2020 | Q1 | 243,650 | 76,724 | 7,518 | 79,736 | 79,671 | -1,546 | -522 | -353 | 378 | -1,049 |
| | Q2 | 284,072 | 88,336 | 8,399 | 94,725 | 92,613 | 3,406 | 1,250 | 354 | 1,715 | 88 |
| | Q3 | 291,944 | 89,812 | 8,502 | 100,965 | 92,665 | 890 | -148 | 142 | 787 | 109 |
| | Q4 | 311,112 | 97,428 | 9,373 | 105,305 | 99,005 | 3,494 | 317 | 101 | 2,546 | 530 |
| 2019 | Dec | 297,545 | 93,485 | 10,189 | 99,208 | 94,663 | 368 | -105 | 203 | 513 | -243 |
| 2020 | Jan | 291,082 | 92,891 | 8,835 | 93,878 | 95,478 | -595 | -23 | -6 | -65 | -500 |
| | Feb | 275,581 | 87,493 | 8,486 | 89,150 | 90,452 | 80 | -8 | -19 | 78 | 29 |
| | Q1 | 243,650 | 76,724 | 7,518 | 79,736 | 79,671 | -1,031 | -490 | -328 | 365 | -578 |
| | Mar | 263,920 | 83,423 | 8,041 | 86,381 | 86,076 | 1,651 | 650 | 182 | 681 | 138 |
| | Apr | 277,311 | 86,584 | 8,283 | 92,719 | 89,725 | 1,408 | 356 | 254 | 608 | 191 |
| | May | 284,072 | 88,336 | 8,399 | 94,725 | 92,613 | 347 | 244 | -81 | 425 | -240 |
| Q2 | Jun | 283,523 | 88,282 | 8,408 | 94,925 | 91,908 | 497 | 84 | 27 | 384 | 2 |
| | Jul | 292,572 | 90,093 | 8,531 | 101,024 | 92,925 | 484 | -178 | 162 | 289 | 210 |
| | Aug | 291,944 | 89,812 | 8,502 | 100,965 | 92,665 | -91 | -54 | -47 | 114 | -104 |
| Q3 | Sep | 287,811 | 91,143 | 8,611 | 95,399 | 92,658 | 435 | -10 | 34 | 374 | 37 |
| | Oct | 303,462 | 95,468 | 9,068 | 102,199 | 96,727 | 1,552 | 142 | 26 | 1,199 | 185 |
| | Nov | 311,112 | 97,428 | 9,373 | 105,305 | 99,005 | 1,507 | 184 | 41 | 973 | 308 |
| | Q4 | | | | | | | | | | |
| | Dec | | | | | | | | | | |

Notes:

(1) Figures are based on information provided to the Investment Association by five fund platforms - AEGON, Fidelity, Hargreaves Lansdown, Quilter and Transact. These five platforms accounted for 72% of fund manager gross sales through all fund platforms in 2014. Figures for Hargreaves Lansdown for October to December 2020 are the Investment Association estimates.

(2) Figures are for Authorised Investment Funds including include Funds of Funds. Investment trusts and ETFs are not included.

(3) Figures in this table include a small number of funds - estimated at 6.9% of platform funds under administration at end December 2020 - not included in IA fund statistics because no data is received from fund companies.

(4) Figures for 2008 and 2009 include some Investment Association estimates where full figures were not available for all participating platforms.

(5) Data is presented on a UK domicile basis.

TABLE 12: ISA FUNDS UNDER MANAGEMENT AND NET SALES

| | | Funds Under Management at End of Period £m | | | Net Sales During Period £m | | |
|-------------------------|-----------------|--|----------------------------------|--|-----------------------------|----------------------------------|---|
| | | Fund Companies ¹ | Five Fund Platforms ² | Total market based on HMRC data ³ | Fund Companies ¹ | Five Fund Platforms ² | Total of Fund Companies and Five Fund Platforms |
| 2010 | | 63,612 | 43,744 | 138,262 | 1,105 | 3,121 | 4,226 |
| 2011/12 Tax Year | | 63,879 | 45,224 | 142,359 | -4 | 2,366 | 2,362 |
| 2012/13 Tax Year | | 69,462 | 53,181 | 168,228 | -1,080 | 2,335 | 1,255 |
| 2013/14 Tax Year | | 72,818 | 60,452 | 180,698 | -1,317 | 3,490 | 2,173 |
| 2014/15 Tax Year | | 75,319 | 69,062 | 179,575 | -1,221 | 3,779 | 2,558 |
| 2015/16 Tax Year | | 67,626 | 69,388 | 200,237 | -1,576 | 3,099 | 1,522 |
| 2016/17 Tax Year | | 69,229 | 81,086 | 237,718 | -3,157 | 1,827 | -1,330 |
| 2017/18 Tax Year | | 70,645 | 85,195 | 252,350 | -2,142 | 3,458 | 1,316 |
| 2018/19 Tax Year | | 71,907 | 89,879 | 221,550 | -2,748 | 806 | -1,942 |
| 2019/20 Tax Year | | 59,855 | 77,823 | | -2,460 | -953 | -3,412 |
| 2019 | Q1 | 71,706 | 87,176 | | -643 | 25 | -618 |
| | Q2 | 74,144 | 91,726 | | -531 | 617 | 86 |
| | Q3 | 74,211 | 89,506 | | -723 | -303 | -1,025 |
| | Q4 | 75,684 | 93,485 | | -567 | -324 | -892 |
| 2020 | Q1 | 61,376 | 76,724 | | -662 | -522 | -1,184 |
| | Q2 | 69,707 | 88,336 | | -38 | 1,250 | 1,212 |
| | Q3 | 69,475 | 89,812 | | -447 | -148 | -595 |
| | Q4 | 75,134 | 97,428 | | -392 | 317 | -75 |
| 2019 | Dec | 75,684 | 93,485 | | -123 | -105 | -228 |
| | 2020 Jan | 74,757 | 92,891 | | -215 | -23 | -238 |
| Q1 | Feb | 78,407 | 87,493 | | -223 | -8 | -232 |
| | Mar | 61,376 | 76,724 | | -224 | -490 | -713 |
| | Apr | 66,518 | 83,423 | | 75 | 650 | 725 |
| | May | 68,494 | 86,584 | | -14 | 356 | 342 |
| Q2 | Jun | 69,707 | 88,336 | | -99 | 244 | 145 |
| | Jul | 68,281 | 88,282 | | -134 | 84 | -50 |
| | Aug | 70,023 | 90,093 | | -136 | -178 | -314 |
| Q3 | Sep | 69,475 | 89,812 | | -177 | -54 | -231 |
| | Oct | 67,922 | 91,143 | | -159 | -10 | -169 |
| | Nov | 73,549 | 95,468 | | -138 | 142 | 5 |
| Q4 | Dec | 75,134 | 97,428 | | -96 | 184 | 89 |

Notes:
 (1) Funds under management figures for fund companies and fund platforms for the end of the tax year include a market value adjustment from 31st March to 5th April.
 (2) Figures are based on information the five fund platforms that provide data to the Investment Association. These are AEGON, Fidelity, Hargreaves Lansdown, Quilter and Transact. These five platforms accounted for 72% of gross sales through all fund platforms in 2014. See Table 10, note 2 for full list of all fund platforms. Figures for Hargreaves Lansdown for October to December 2020 are IA estimates.
 (3) Figures are HMRC statistics for stock and share ISAs invested in funds at the end of each tax year.

TABLE 13: FUND OF FUNDS - FUNDS UNDER MANAGEMENT AND NET RETAIL SALES

| | Funds Under Management at End of Period £m | | | | | | Net Retail Sales During Period £m | | |
|-----------------|--|---------------------|---------------------|-----------------|---------------------|-----------------|-----------------------------------|---------------------|---------------------|
| | Total FOFs | % of Industry Total | Invested Internally | % of Total FOFs | Invested Externally | % of Total FOFs | Total FOFs | Invested Internally | Invested Externally |
| 2011 | 62,848 | 10.9 | 31,382 | 49.9 | 31,466 | 50.1 | 6,129 | 2,812 | 3,317 |
| 2012 | 74,895 | 10.6 | 38,519 | 51.4 | 36,376 | 48.6 | 4,311 | 2,441 | 1,870 |
| 2013 | 87,952 | 10.7 | 45,091 | 51.3 | 42,861 | 48.7 | 4,243 | 1,417 | 2,826 |
| 2014 | 97,788 | 11.0 | 50,180 | 51.3 | 47,608 | 48.7 | 2,938 | 724 | 2,214 |
| 2015 | 107,683 | 11.6 | 54,503 | 50.6 | 53,180 | 49.4 | 4,935 | 1,994 | 2,941 |
| 2016 | 126,863 | 11.9 | 65,999 | 52.0 | 60,864 | 48.0 | 2,993 | 2,426 | 567 |
| 2017 | 152,591 | 12.4 | 79,898 | 52.4 | 72,693 | 47.6 | 9,838 | 5,217 | 4,622 |
| 2018 | 147,701 | 12.8 | 74,774 | 50.6 | 72,927 | 49.4 | 5,918 | 3,040 | 2,878 |
| 2019 | 169,219 | 12.8 | 85,307 | 50.4 | 83,912 | 49.6 | 6,299 | 5,673 | 625 |
| 2020 | 180,107 | 12.5 | 94,036 | 52.2 | 86,071 | 47.8 | 5,377 | 6,264 | -888 |
| 2019 Q1 | 156,023 | 12.7 | 77,161 | 49.5 | 78,862 | 50.5 | 501 | 434 | 68 |
| Q2 | 161,876 | 12.8 | 79,634 | 49.2 | 82,242 | 50.8 | 1,545 | 1,321 | 224 |
| Q3 | 164,065 | 12.7 | 82,063 | 50.0 | 82,002 | 50.0 | 1,646 | 1,483 | 163 |
| Q4 | 169,219 | 12.8 | 85,307 | 50.4 | 83,912 | 49.6 | 2,607 | 2,436 | 171 |
| 2020 Q1 | 148,067 | 13.0 | 76,627 | 51.8 | 71,440 | 48.2 | 1,063 | 1,068 | -5 |
| Q2 | 164,474 | 12.7 | 84,915 | 51.6 | 79,559 | 48.4 | 1,554 | 1,466 | 88 |
| Q3 | 166,936 | 12.6 | 87,475 | 52.4 | 79,462 | 47.6 | 836 | 1,452 | -615 |
| Q4 | 180,107 | 12.5 | 94,036 | 52.2 | 86,071 | 47.8 | 1,923 | 2,280 | -356 |
| 2019 Dec | 169,219 | 12.8 | 85,307 | 50.4 | 83,912 | 49.6 | 927 | 764 | 163 |
| 2020 Jan | 169,888 | 12.7 | 85,989 | 50.6 | 83,899 | 49.4 | 546 | 459 | 86 |
| Feb | 164,872 | 13.0 | 83,440 | 50.6 | 81,432 | 49.4 | 1,110 | 558 | 551 |
| Q1 Mar | 148,067 | 13.0 | 76,627 | 51.8 | 71,440 | 48.2 | -592 | 50 | -642 |
| Apr | 157,463 | 12.9 | 81,165 | 51.5 | 76,298 | 48.5 | 756 | 593 | 163 |
| May | 162,603 | 12.8 | 83,892 | 51.6 | 78,712 | 48.4 | 523 | 480 | 43 |
| Q2 Jun | 164,474 | 12.7 | 84,915 | 51.6 | 79,559 | 48.4 | 275 | 392 | -118 |
| Jul | 164,713 | 12.6 | 85,655 | 52.0 | 79,058 | 48.0 | 369 | 580 | -211 |
| Aug | 167,480 | 12.6 | 87,363 | 52.2 | 80,117 | 47.8 | 283 | 483 | -200 |
| Q3 Sep | 166,936 | 12.6 | 87,475 | 52.4 | 79,462 | 47.6 | 185 | 389 | -204 |
| Oct | 165,010 | 12.7 | 86,885 | 52.7 | 78,126 | 47.3 | 332 | 603 | -271 |
| Nov | 174,422 | 12.4 | 91,471 | 52.4 | 82,951 | 47.6 | 766 | 778 | -11 |
| Q4 Dec | 180,107 | 12.5 | 94,036 | 52.2 | 86,071 | 47.8 | 825 | 899 | -74 |

Notes:

- (1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.
- (2) Invested internally and invested externally distinguishes between funds of funds mainly invested in fund group's own funds and funds of funds mainly invested in other groups' funds.

TABLE 14: TRACKER AND RI FUNDS - FUNDS UNDER MANAGEMENT AND NET RETAIL SALES

| | | Funds Under Management £m | | | | Net Retail Sales £m | |
|-------------|------------|---------------------------|---------------------|-------------------------|---------------------|---------------------|-------------------------|
| | | Tracker Funds | % of Industry Total | Responsible Investments | % of Industry Total | Tracker Funds | Responsible Investments |
| 2011 | | 43,005 | 6.9 | - | - | 2,497 | - |
| 2012 | | 59,241 | 8.4 | - | - | 3,454 | - |
| 2013 | | 74,988 | 9.1 | - | - | 6,788 | - |
| 2014 | | 93,886 | 10.5 | - | - | 5,723 | - |
| 2015 | | 105,215 | 11.3 | - | - | 6,709 | - |
| 2016 | | 139,712 | 13.1 | - | - | 4,708 | - |
| 2017 | | 181,195 | 14.7 | - | - | 10,789 | - |
| 2018 | | 182,192 | 15.8 | - | - | 8,990 | - |
| 2019 | | 231,426 | 17.5 | 27,357 | 2.1 | 18,103 | 3,209 |
| 2020 | | 256,802 | 17.8 | 45,745 | 3.2 | 18,393 | 9,995 |
| 2019 | Q1 | 194,975 | 15.9 | 18,185 | 1.5 | 1,979 | 201 |
| | Q2 | 209,392 | 16.6 | 23,078 | 1.8 | 5,468 | 797 |
| | Q3 | 221,716 | 17.2 | 24,610 | 1.9 | 4,570 | 936 |
| | Q4 | 231,426 | 17.5 | 27,357 | 2.1 | 6,086 | 1,275 |
| 2020 | Q1 | 199,719 | 17.6 | 25,663 | 2.3 | 4,159 | 1,408 |
| | Q2 | 238,427 | 18.4 | 32,937 | 2.5 | 4,751 | 2,551 |
| | Q3 | 241,512 | 18.2 | 37,624 | 2.8 | 3,900 | 2,779 |
| | Q4 | 256,802 | 17.8 | 45,745 | 3.2 | 5,583 | 3,256 |
| 2019 | Dec | 231,426 | 17.5 | 27,357 | 2.1 | 1,920 | 451 |
| 2020 | Jan | 233,156 | 17.4 | 27,997 | 2.1 | 2,108 | 540 |
| | Feb | 221,527 | 17.4 | 27,822 | 2.2 | 1,583 | 745 |
| | Q1 | 199,719 | 17.6 | 25,663 | 2.3 | 468 | 124 |
| | Apr | 215,919 | 17.7 | 28,982 | 2.4 | 1,446 | 971 |
| | May | 226,011 | 17.8 | 31,273 | 2.5 | 1,184 | 911 |
| | Q2 | 238,427 | 18.4 | 32,937 | 2.5 | 2,121 | 669 |
| | Jun | 237,100 | 18.2 | 34,383 | 2.6 | 1,417 | 975 |
| | Jul | 241,494 | 18.2 | 36,126 | 2.7 | 1,260 | 901 |
| | Q3 | 241,512 | 18.2 | 37,624 | 2.8 | 1,223 | 903 |
| | Sep | 230,694 | 17.7 | 38,361 | 2.9 | 1,695 | 1,061 |
| | Oct | 250,922 | 17.9 | 42,527 | 3.0 | 2,962 | 1,078 |
| | Nov | 256,802 | 17.8 | 45,745 | 3.2 | 926 | 1,117 |
| | Q4 | | | | | | |

- Notes:**
- (1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.
 - (2) IA data on responsible investments has been collected using the Global Sustainable Investment Alliance (GSIA) definitions. Responsible investment incorporates firm-level and fund-level components. The data presented here is at the fund level where funds are pursuing one or more of the following responsible investment: negative screening; positive screening; norms-based screening; sustainability themed investing and impact/ community investing.
 - (3) Tracker funds aim to mirror the progress of stock market index, e.g. the FTSE 100, by buying and selling shares in the same productions are represented on the index. These are also sometimes called index (tracker) funds or passive managed funds.
 - (4) Funds under management in tracker and responsible investment funds include money invested in tracker and responsible investment by funds of funds that are themselves tracker and responsible investment funds, but exclude money invested in these funds of funds themselves (other than funds of overseas funds) to avoid double-counting. Retail sales figures include sales of tracker and responsible investment funds of funds.