

## Summary Table

|                              | Oct-09       | Sep-09       | Oct-08       |
|------------------------------|--------------|--------------|--------------|
| <b>UK Domiciled</b>          |              |              |              |
| Total funds under management | £ 459.5 bn   | £ 463.7 bn   | £ 339.5 bn   |
| ISA ^ funds                  | £ 89.3 bn    | £ 90.1 bn    | £ 69.7 bn    |
| OEIC funds                   | £ 290.7 bn   | £ 293.8 bn   | £ 207.6 bn   |
| Total gross sales            | £ 12,327.4 m | £ 11,467.6 m | £ 9,251.6 m  |
| Gross retail sales           | £ 8,038.1 m  | £ 7,201.7 m  | £ 5,139.5 m  |
| Gross ISA ^ sales            | £ 965.2 m    | £ 766.9 m    | £ 573.1 m    |
| Gross institutional sales    | £ 4,289.2 m  | £ 4,265.9 m  | £ 4,112.1 m  |
| Total net sales              | £ 1,934.4 m  | £ 3,751.0 m  | -£ 1,582.2 m |
| Net retail sales             | £ 2,370.2 m  | £ 2,767.7 m  | -£ 510.1 m   |
| Net ISA ^ sales              | £ 301.1 m    | £ 162.3 m    | -£ 172.9 m   |
| Net institutional sales      | -£ 435.8 m   | £ 983.3 m    | -£ 1,072.1 m |
| Total accounts               | 15.06 m      | 15.13 m      | 15.30 m      |
| ISA ^ accounts               | 10.27 m      | 10.29 m      | 11.65 m      |
| Number of funds              | 2,411        | 2,414        | 2,317        |
| Of which OEICs               | 1,670        | 1,669        | 1,573        |
| Number of companies          | 108          | 108          | 111          |
| Number of OEIC providers     | 81           | 81           | 84           |
| <b>Overseas Domiciled</b>    |              |              |              |
| Total funds under management | £ 23.5 bn    | £ 24.9 bn    | £ 15.3 bn    |
| Total gross sales            | £ 1,359.5 m  | £ 974.8 m    | £ 977.5 m    |
| Gross retail sales           | £ 830.9 m    | £ 720.5 m    | £ 354.1 m    |
| Gross institutional sales    | £ 528.6 m    | £ 254.2 m    | £ 623.4 m    |
| Total net sales              | £ 416.9 m    | -£ 111.5 m   | -£ 95.1 m    |
| Net retail sales             | £ 262.2 m    | £ 151.3 m    | -£ 203.8 m   |
| Net institutional sales      | £ 154.8 m    | -£ 262.8 m   | £ 108.7 m    |
| Number of funds              | 586          | 586          | 573          |
| Number of companies          | 31           | 31           | 29           |