

SUMMARY

	Jan 2019	Dec 2018	Jan 2018
UK Investors			
Funds under management			
All funds²	£ 1,173.2 bn	£ 1,153.1 bn	£ 1,237.3 bn
Funds of funds	£ 150.9 bn	£ 148.0 bn	£ 154.0 bn
Tracker funds	£ 184.4 bn	£ 180.9 bn	£ 180.6 bn
Ethical funds	£ 16.4 bn	£ 16.1 bn	£ 15.7 bn
ISAs	£ 157.1 bn	£ 152.1 bn	£ 163.4 bn
Net retail sales			
All funds	-£ 859 m	-£ 1,622 m	£ 4,202 m
Equity funds	-£ 870 m	-£ 851 m	£ 1,390 m
Fixed income funds	£ 253 m	-£ 619 m	£ 1,465 m
Mixed asset funds	£ 367 m	£ 561 m	£ 968 m
Funds of funds	£ 362 m	£ 109 m	£ 649 m
Tracker funds	£ 641 m	£ 635 m	£ 1,089 m
Ethical funds	£ 66 m	£ 162 m	£ 148 m
ISAs	-£ 506 m	-£ 452 m	-£ 129 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, Old Mutual Wealth 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		703,621	650,738	52,882	680,349	650,738	29,611
2013		820,437	753,689	66,748	799,311	753,689	45,622
2014		892,469	817,553	74,916	843,167	817,553	25,614
2015		929,733	839,813	89,920	901,817	839,813	62,005
2016		1,061,296	953,637	107,658	1,020,748	953,637	67,111
2017		1,234,250	1,073,102	161,148	1,159,741	1,073,102	86,638
2018		1,153,105	1,000,406	152,699	1,045,955	1,000,406	45,549
2017	Q1	1,115,188	997,962	117,226	1,071,755	997,962	73,792
	Q2	1,131,769	1,007,727	124,042	1,086,515	1,007,727	78,789
	Q3	1,186,625	1,039,278	147,347	1,118,498	1,039,278	79,220
	Q4	1,234,250	1,073,102	161,148	1,159,741	1,073,102	86,638
2018	Q1	1,190,838	1,037,154	153,684	1,112,810	1,037,154	75,656
	Q2	1,252,516	1,089,745	162,770	1,163,684	1,089,745	73,939
	Q3	1,257,973	1,096,407	161,566	1,169,551	1,096,407	73,144
	Q4	1,153,105	1,000,406	152,699	1,045,955	1,000,406	45,549
2018	Jan	1,237,260	1,078,123	159,137	1,166,164	1,078,123	88,041
	Feb	1,219,393	1,059,655	159,738	1,146,136	1,059,655	86,480
	Q1 Mar	1,190,838	1,037,154	153,684	1,112,810	1,037,154	75,656
	Apr	1,229,837	1,070,104	159,733	1,147,647	1,070,104	77,543
	May	1,253,449	1,089,649	163,800	1,167,583	1,089,649	77,934
	Q2 Jun	1,252,516	1,089,745	162,770	1,163,684	1,089,745	73,939
	Jul	1,265,765	1,101,255	164,510	1,175,292	1,101,255	74,037
	Aug	1,264,758	1,101,220	163,538	1,175,140	1,101,220	73,920
	Q3 Sep	1,257,973	1,096,407	161,566	1,169,551	1,096,407	73,144
	Oct	1,201,725	1,044,601	157,124	1,107,778	1,044,601	63,177
	Nov	1,200,283	1,043,916	156,367	1,098,192	1,043,916	54,277
	Q4 Dec	1,153,105	1,000,406	152,699	1,045,955	1,000,406	45,549
2019	Jan	1,173,175	1,017,098	156,076	1,075,444	1,017,098	58,346

Notes:

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(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) From January 2019 improvements to data increase the proportion of FUM for UK domiciled funds attributed to overseas investors

TABLE 3: FUNDS UNDER MANAGEMENT BY ASSET CLASS

		Industry Total ² £m	All Funds Including Funds of Funds ³												
			Equity £m		Fixed Income £m		Money Market £m		Mixed Asset £m		Property £m		Other £m		Total £m
			Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total		
2009		484,270	303,328	58.0%	111,811	21.4%	4,641	0.9%	77,251	14.8%	10,154	1.9%	16,092	3.1%	523,277
2010		587,998	362,407	56.7%	127,033	19.9%	4,119	0.6%	106,885	16.7%	13,195	2.1%	26,063	4.1%	639,702
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		703,621	397,722	51.6%	166,708	21.6%	6,916	0.9%	130,132	16.9%	14,487	1.9%	55,406	7.2%	771,370
2013		820,437	492,793	54.8%	169,969	18.9%	9,273	1.0%	151,990	16.9%	17,212	1.9%	58,709	6.5%	899,946
2014		892,469	527,583	53.8%	195,724	20.0%	10,660	1.1%	157,290	16.0%	24,062	2.5%	65,111	6.6%	980,429
2015		929,733	561,982	54.7%	185,739	18.1%	11,501	1.1%	165,146	16.1%	31,993	3.1%	71,848	7.0%	1,028,208
2016		1,061,296	634,277	53.8%	214,896	18.2%	20,161	1.7%	197,622	16.8%	28,563	2.4%	82,943	7.0%	1,178,463
2017		1,234,250	724,071	52.6%	257,429	18.7%	25,115	1.8%	219,342	15.9%	30,721	2.2%	119,058	8.7%	1,375,735
2018		1,153,105	666,480	51.7%	249,971	19.4%	21,710	1.7%	208,747	16.2%	31,449	2.4%	111,085	8.6%	1,289,443
2017	Q1	1,115,188	669,852	54.0%	224,832	18.1%	21,737	1.8%	207,910	16.8%	28,487	2.3%	86,507	7.0%	1,239,325
	Q2	1,131,769	672,402	53.3%	230,157	18.2%	23,297	1.8%	195,922	15.5%	28,846	2.3%	110,718	8.8%	1,261,341
	Q3	1,186,625	690,586	52.3%	254,131	19.2%	23,618	1.8%	207,762	15.7%	29,561	2.2%	115,483	8.7%	1,321,142
	Q4	1,234,250	724,071	52.6%	257,429	18.7%	25,115	1.8%	219,342	15.9%	30,721	2.2%	119,058	8.7%	1,375,735
2018	Q1	1,190,838	690,855	51.9%	252,717	19.0%	24,797	1.9%	214,706	16.1%	31,336	2.4%	116,323	8.7%	1,330,734
	Q2	1,252,516	740,842	53.1%	256,676	18.4%	23,622	1.7%	219,004	15.7%	32,341	2.3%	122,306	8.8%	1,394,791
	Q3	1,257,973	748,831	53.4%	256,874	18.3%	22,811	1.6%	221,665	15.8%	32,583	2.3%	120,489	8.6%	1,403,252
	Q4	1,153,105	666,480	51.7%	249,971	19.4%	21,710	1.7%	208,747	16.2%	31,449	2.4%	111,085	8.6%	1,289,443
2018	Jan	1,237,260	728,164	52.8%	256,207	18.6%	23,630	1.7%	220,239	16.0%	31,258	2.3%	120,155	8.7%	1,379,653
	Feb	1,219,393	714,664	52.5%	254,697	18.7%	24,058	1.8%	218,250	16.0%	31,037	2.3%	118,506	8.7%	1,361,212
	Q1	1,190,838	690,855	51.9%	252,717	19.0%	24,797	1.9%	214,706	16.1%	31,336	2.4%	116,323	8.7%	1,330,734
	Apr	1,229,837	723,652	52.9%	254,383	18.6%	23,040	1.7%	214,994	15.7%	31,768	2.3%	119,388	8.7%	1,367,224
	May	1,253,449	742,731	53.3%	257,090	18.4%	23,404	1.7%	218,153	15.7%	31,921	2.3%	120,300	8.6%	1,393,598
	Q2	1,252,516	740,842	53.1%	256,676	18.4%	23,622	1.7%	219,004	15.7%	32,341	2.3%	122,306	8.8%	1,394,791
	Jun	1,265,765	751,955	53.3%	258,372	18.3%	23,315	1.7%	221,935	15.7%	32,740	2.3%	122,049	8.7%	1,410,367
	Aug	1,264,758	753,426	53.4%	257,699	18.3%	23,067	1.6%	220,941	15.7%	32,886	2.3%	122,014	8.7%	1,410,033
	Q3	1,257,973	748,831	53.4%	256,874	18.3%	22,811	1.6%	221,665	15.8%	32,583	2.3%	120,489	8.6%	1,403,252
	Sep	1,201,725	701,231	52.3%	254,407	19.0%	23,183	1.7%	213,783	15.9%	32,510	2.4%	116,561	8.7%	1,341,675
	Oct	1,200,283	706,525	52.7%	250,289	18.7%	22,451	1.7%	214,620	16.0%	32,562	2.4%	113,957	8.5%	1,340,403
	Nov	1,200,283	706,525	52.7%	250,289	18.7%	22,451	1.7%	214,620	16.0%	32,562	2.4%	113,957	8.5%	1,340,403
	Q4	1,153,105	666,480	51.7%	249,971	19.4%	21,710	1.7%	208,747	16.2%	31,449	2.4%	111,085	8.6%	1,289,443
	Dec	1,153,105	666,480	51.7%	249,971	19.4%	21,710	1.7%	208,747	16.2%	31,449	2.4%	111,085	8.6%	1,289,443
2019	Jan	1,173,175	682,373	52.0%	252,347	19.2%	21,679	1.7%	215,308	16.4%	31,219	2.4%	108,959	8.3%	1,311,886

Notes:

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- (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
2009		34,440	29,774	4,666
2010		52,387	30,141	22,246
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		15,812	7,076	8,736
2017		66,608	48,516	18,091
2018		-5,477	7,267	-12,744
2017	Q1	15,406	7,875	7,531
	Q2	17,337	12,512	4,825
	Q3	16,048	14,375	1,673
	Q4	17,817	13,754	4,063
2018	Q1	10,546	6,829	3,717
	Q2	-4,445	4,972	-9,417
	Q3	-2,596	1,405	-4,001
	Q4	-8,982	-5,939	-3,043
2018	Jan	5,395	4,202	1,193
	Feb	3,291	1,021	2,270
Q1	Mar	1,860	1,605	254
	Apr	-5,701	2,778	-8,479
	May	2,142	1,635	506
Q2	Jun	-885	559	-1,444
	Jul	-1,838	901	-2,739
	Aug	-597	-21	-576
Q3	Sep	-161	525	-686
	Oct	-3,012	-2,196	-816
	Nov	-1,600	-2,120	520
Q4	Dec	-4,370	-1,622	-2,748
2019	Jan	-919	-859	-60

Notes:

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- (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)

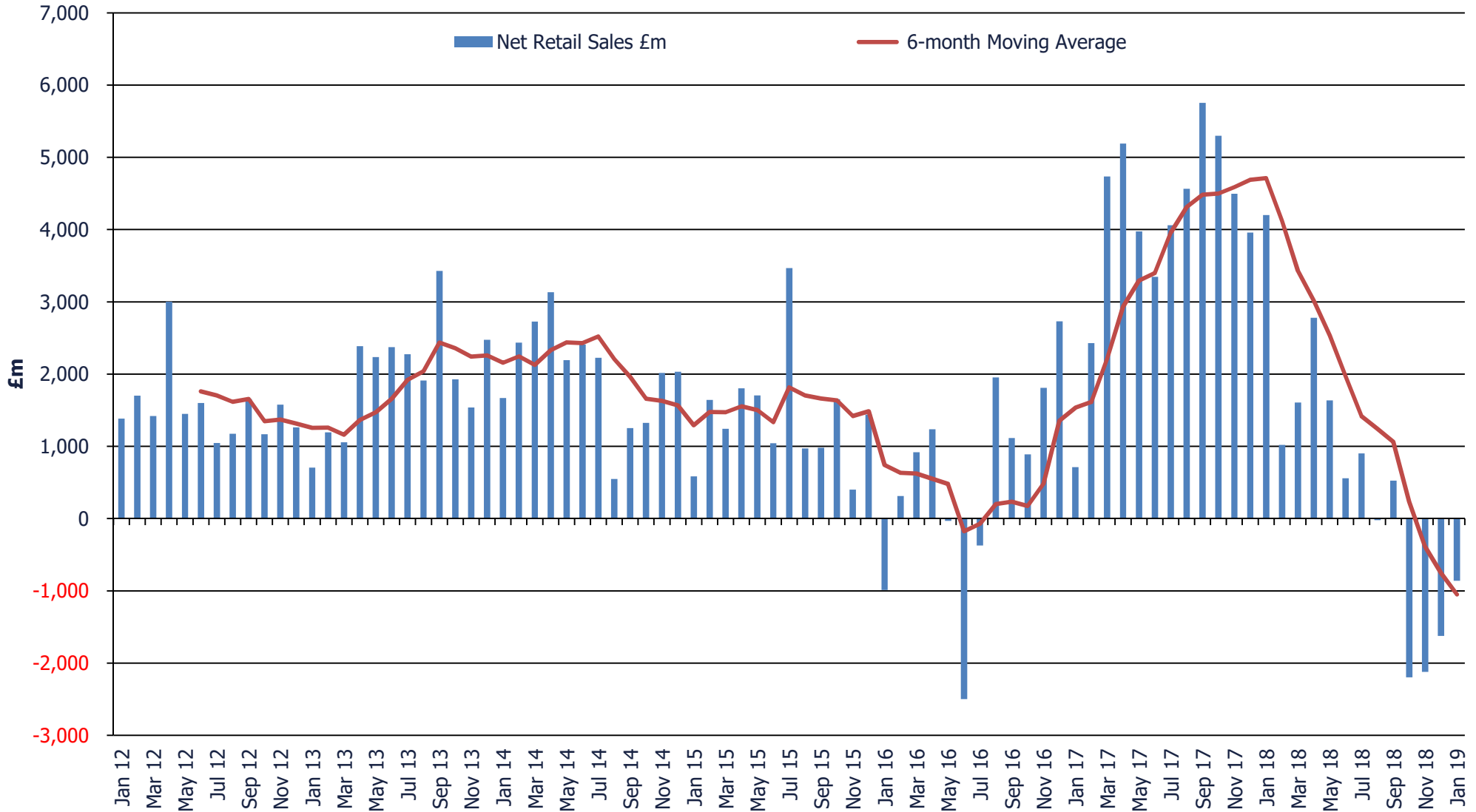


TABLE 5: NET RETAIL SALES OF FUNDS BY ASSET CLASS

		Net Retail Sales £m						Net Retail Sales of Equity Funds by Region £m							
		Total	Equity	Fixed Income	Money Market	Mixed Asset	Property	Other	Total	Asia	Europe	Global	Japan	North America	UK
2009		29,774	7,531	9,058	-49	6,536	1,814	4,886	7,749	1,409	-285	3,801	-274	1,015	2,082
2010		30,141	6,592	7,130	1	11,173	1,781	3,464	7,030	1,104	-391	5,387	179	868	-118
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	2,496	7,182	-644	5,277	368	3,758	3,249	665	-662	3,766	17	293	-830
2013		23,507	12,715	1,043	-320	6,825	1,668	1,575	12,076	908	1,585	2,960	1,079	1,272	4,271
2014		23,966	10,654	2,995	552	4,952	3,117	1,696	9,744	56	1,013	2,757	581	1,232	4,106
2015		16,930	7,311	-1,547	422	4,677	1,864	4,205	7,637	-1,038	3,839	938	1,247	603	2,047
2016		7,076	-8,424	4,423	2,839	5,663	-1,820	4,396	-7,687	-952	-3,546	2,931	-907	-350	-4,863
2017		48,516	10,205	16,212	3,313	13,378	-131	5,538	8,451	-4	2,899	5,070	1,791	1,329	-2,634
2018		7,267	995	-2,002	514	7,858	247	-346	172	1,372	-1,313	2,530	1,224	1,221	-4,862
2017	Q1	7,875	1,354	2,497	533	2,982	-78	587	921	-281	-236	936	101	213	187
	Q2	12,512	2,564	3,157	1,324	3,242	155	2,069	2,347	-160	818	1,908	643	593	-1,454
	Q3	14,375	3,641	5,303	906	3,349	-482	1,658	3,203	-65	1,448	1,552	412	393	-536
	Q4	13,754	2,645	5,254	550	3,806	274	1,225	1,980	503	869	674	635	130	-831
2018	Q1	6,829	1,856	991	260	2,897	243	582	1,444	735	638	650	656	274	-1,508
	Q2	4,972	1,266	154	161	2,103	27	1,261	606	316	-367	1,114	278	950	-1,684
	Q3	1,405	-738	362	72	1,526	159	24	-612	184	-538	618	155	46	-1,077
	Q4	-5,939	-1,389	-3,509	22	1,333	-183	-2,213	-1,267	136	-1,046	148	136	-49	-592
2018	Jan	4,202	1,390	1,465	28	968	76	275	1,265	309	288	710	370	121	-532
	Feb	1,021	-170	-165	251	1,046	97	-37	-190	194	220	-189	125	-30	-510
	Q1 Mar	1,605	636	-310	-19	883	71	344	370	233	130	129	161	183	-466
	Apr	2,778	1,602	-116	-42	1,092	-12	255	1,472	235	55	824	40	461	-142
	May	1,635	-192	531	32	572	-15	708	-550	78	-87	312	139	211	-1,204
	Q2 Jun	559	-143	-261	170	439	55	298	-316	4	-335	-22	98	278	-339
	Jul	901	-426	502	93	556	173	3	-315	72	-156	339	1	-256	-315
	Aug	-21	-349	-180	-59	552	-29	44	-444	28	-303	138	25	98	-429
	Q3 Sep	525	37	40	38	418	16	-23	147	84	-79	142	129	204	-333
	Oct	-2,196	-113	-1,713	215	452	-32	-1,005	-37	114	-175	39	99	122	-236
	Nov	-2,120	-424	-1,177	-230	320	28	-637	-367	53	-426	141	80	88	-302
	Q4 Dec	-1,622	-851	-619	37	561	-179	-571	-863	-30	-445	-31	-44	-259	-54
2019	Jan	-859	-870	253	-74	367	-108	-427	-505	-21	-450	-177	146	134	-135

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 - (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)

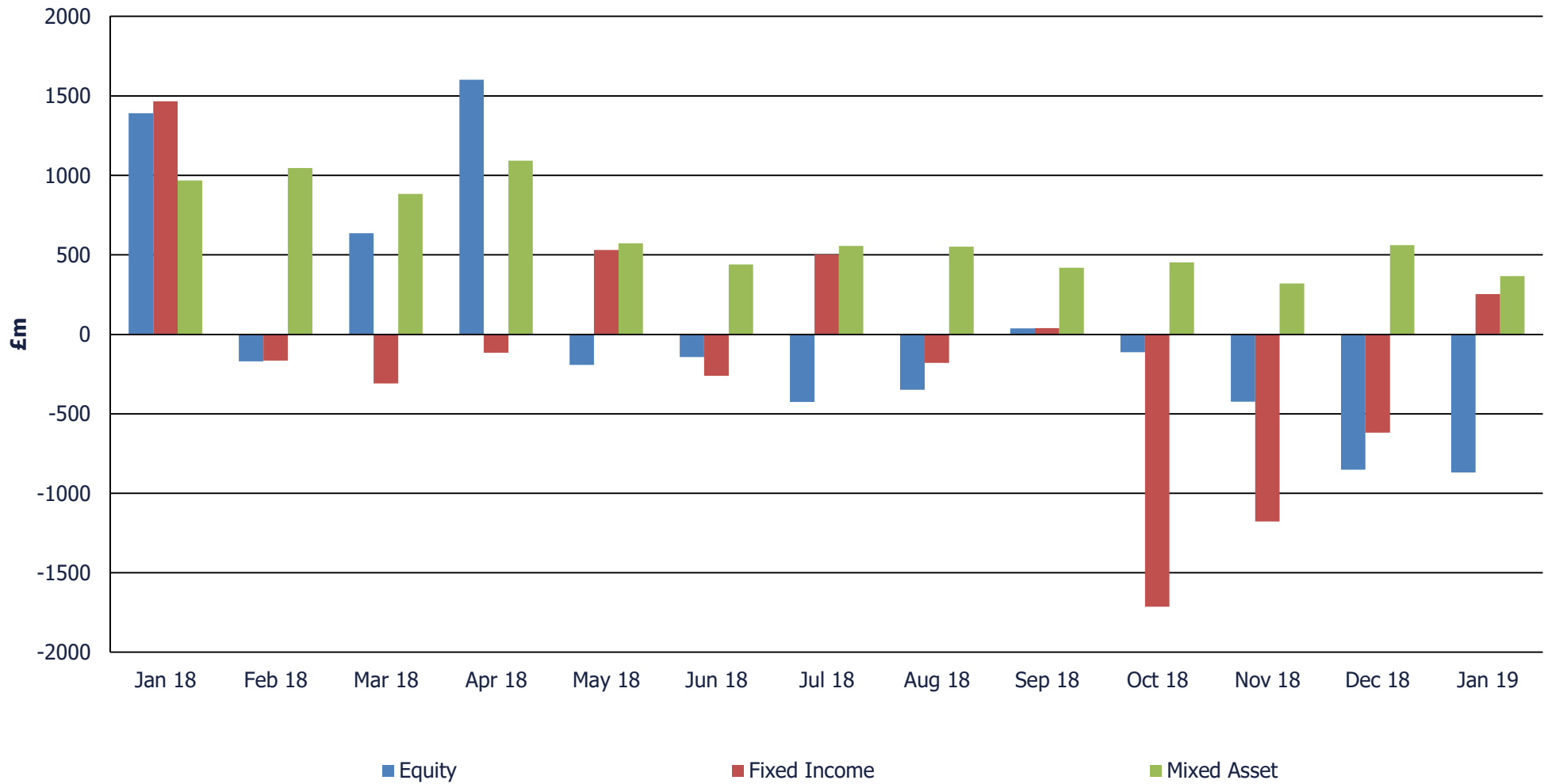


TABLE 6: THE INVESTMENT ASSOCIATION SECTOR RANKINGS FOR JANUARY 2019

Funds Under Management		Net Retail Sales		Net ISA Sales on Five Platforms	
IA Sector	£bn	IA Sector	£m	IA Sector	£m
UK All Companies	164.6	£ Strategic Bond	801.1	Global	37.3
Global	107.7	Mixed Investment 20-60% Shares	424.4	Volatility Managed	26.8
£ Corporate Bond	69.2	Mixed Investment 40-85% Shares	216.5	Mixed Investment 40-85% Shares	23.5
Targeted Absolute Return	68.2	Volatility Managed	185.9	Short Term Money Market	17.7
North America	55.6	North America	141.8	Mixed Investment 20-60% Shares	16.5
Europe Excluding UK	54.3	Short Term Money Market	137.7	Global Emerging Markets	4.7
Specialist	52.2	Japan	118.7	Japan	4.3
£ Strategic Bond	51.4	Global	109.3	UK Gilts	3.3
Mixed Investment 20-60% Shares	51.3	UK Index Linked Gilts	47.0	Mixed Investment 0-35% Shares	2.6
UK Equity Income	49.9	Global Emerging Markets Bond	44.8	Global Equity Income	1.6
Mixed Investment 40-85% Shares	49.5	UK Equity Income	34.5	Global Emerging Markets Bond	0.8
Global Bonds	37.4	UK Smaller Companies	29.9	UK Index Linked Gilts	0.4
Volatility Managed	29.0	Global Bonds	28.9	Technology and Telecommunications	0.0
Flexible Investment	28.1	Property Other	28.0	Europe Including UK	-0.2
Asia Pacific Excluding Japan	26.6	Global Emerging Markets	27.4	Japanese Smaller Companies	-0.5
Global Emerging Markets	25.2	Japanese Smaller Companies	27.2	North American Smaller Companies	-1.3
UK Gilts	24.6	Mixed Investment 0-35% Shares	24.1	UK Equity and Bond Income	-1.4
Japan	23.0	Technology and Telecommunications	13.2	Global Bonds	-1.7
UK Direct Property	18.9	UK Equity and Bond Income	1.1	China/Greater China	-2.7
Global Equity Income	16.4	Asia Pacific Excluding Japan	-2.8	European Smaller Companies	-2.7
UK Smaller Companies	14.3	Europe Including UK	-3.7	Asia Pacific Including Japan	-3.1
£ High Yield	11.8	China/Greater China	-5.8	North America	-3.5
Mixed Investment 0-35% Shares	9.2	North American Smaller Companies	-8.1	UK Smaller Companies	-3.6
Short Term Money Market	8.6	Asia Pacific Including Japan	-12.9	Property Other	-4.0
Global Emerging Markets Bond	7.9	UK Gilts	-20.8	Asia Pacific Excluding Japan	-4.6
Property Other	6.8	Flexible Investment	-34.3	Flexible Investment	-8.8
UK Index Linked Gilts	6.4	European Smaller Companies	-34.8	Specialist	-10.9
Technology and Telecommunications	3.6	£ High Yield	-68.8	Targeted Absolute Return	-12.8
European Smaller Companies	2.9	Specialist	-101.6	£ Strategic Bond	-13.8
North American Smaller Companies	2.6	UK Direct Property	-135.7	Money Market	-14.3
China/Greater China	2.4	UK All Companies	-199.7	UK Direct Property	-15.4
UK Equity and Bond Income	2.1	Money Market	-203.8	£ High Yield	-18.1
Europe Including UK	1.9	Global Equity Income	-245.7	£ Corporate Bond	-22.2
Money Market	1.4	Europe Excluding UK	-412.0	Europe Excluding UK	-27.8
Japanese Smaller Companies	1.1	£ Corporate Bond	-490.6	UK All Companies	-50.2
Asia Pacific Including Japan	0.6	Targeted Absolute Return	-665.1	UK Equity Income	-219.5
Total	1,086.7	Total	-204.4	Total	-303.8

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, Old Mutual Wealth 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 Investment Association sector.

TABLE 7: NET RETAIL SALES BY THE INVESTMENT ASSOCIATION SECTORS

IA Sector	Net Retail Sales £m												
	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19
Asia Pacific Excluding Japan	240	180	239	216	78	27	86	38	97	121	62	-36	-3
Asia Pacific Including Japan	6	-9	5	6	0	0	1	2	-1	9	1	1	-13
China/Greater China	63	23	-12	13	-1	-23	-15	-13	-12	-16	-10	5	-6
Europe Excluding UK	258	220	125	110	-49	-303	-138	-258	-11	56	-268	-400	-412
Europe Including UK	9	-21	-17	1	-5	2	2	-14	-24	-59	-48	-23	-4
European Smaller Companies	20	21	22	-56	-34	-34	-20	-31	-44	-172	-110	-22	-35
Global	675	54	469	602	356	293	398	380	236	348	79	6	109
Global Emerging Markets	170	-10	-89	273	6	-205	-51	47	-56	-90	59	-110	27
Global Equity Income	-23	20	-5	23	-62	-69	-55	-16	-29	6	56	82	-246
Japan	348	106	128	17	100	79	-21	21	112	96	75	-28	119
Japanese Smaller Companies	22	19	33	24	39	19	22	4	17	4	5	-16	27
North America	144	-6	186	446	172	248	-293	62	181	109	104	-250	142
North American Smaller Companies	-23	-24	-3	15	39	30	-37	36	23	12	-16	-9	-8
Specialist	-118	-269	-298	-97	-12	-165	-3	-339	-36	-201	-98	-14	-82
Technology and Telecommunications	6	16	51	23	24	124	50	66	26	-24	44	5	13
UK All Companies	-259	-176	-432	-261	-1,001	-413	-204	-356	-394	-41	-270	-72	-200
UK Equity Income	-339	-306	-16	72	-300	-2	-174	-21	80	-132	-17	65	35
UK Smaller Companies	65	-28	-17	47	98	75	62	-51	-19	-63	-15	-47	30
Unallocated	174	114	262	141	87	-74	-62	103	-85	7	7	128	-115
Unclassified Sector	-49	-94	4	-12	271	247	-48	-9	-25	-84	-64	-116	-250
Equity	1,390	-170	636	1,602	-192	-143	-426	-349	37	-113	-424	-851	-870
£ Corporate Bond	75	-256	168	-320	-52	105	114	126	83	-428	-282	-416	-491
£ High Yield	86	-47	-201	-60	-121	23	-8	-81	-34	-90	-26	-89	-69
£ Strategic Bond	808	328	-181	29	168	-413	18	-304	24	-437	-567	204	801
Global Bonds	486	-55	113	241	161	-120	-37	82	-59	-433	-156	16	29
Global Emerging Markets Bond	107	-4	23	68	29	-172	-115	16	36	-15	57	-148	45
Specialist	-340	-1	-71	33	38	48	202	-18	-63	-134	-16	-141	-48
UK Gilts	67	-21	-132	41	34	10	118	92	141	-63	-64	58	-21
UK Index Linked Gilts	-4	11	-31	-31	99	32	15	-60	97	-157	-54	-12	47
Unallocated	118	-69	30	125	134	-38	211	137	-75	70	-58	-73	-72
Unclassified Sector	63	-53	-29	-242	42	264	-16	-170	-109	-26	-10	-18	31
Fixed Income	1,465	-165	-310	-116	531	-261	502	-180	40	-1,713	-1,177	-619	253
Money Market	-55	-34	-4	-37	-19	9	-9	-9	-22	63	-1	27	-204
Short Term Money Market	76	49	-44	37	42	-74	14	-43	-38	113	-148	-99	138
Unallocated	35	164	-3	-10	-22	99	-2	-32	38	-14	3	-33	5
Unclassified Sector	-28	71	32	-32	31	136	89	24	60	53	-83	142	-12
Money Markets	28	251	-19	-42	32	170	93	-59	38	215	-230	37	-74
Flexible Investment	100	112	-73	70	-54	-32	-5	-30	-22	-11	-54	14	-34
Mixed Investment 0-35% Shares	101	19	26	46	133	51	22	77	34	75	43	68	24
Mixed Investment 20-60% Shares	212	258	251	227	142	116	48	102	11	11	-167	231	424
Mixed Investment 40-85% Shares	248	239	336	346	191	282	271	304	268	230	215	329	216
Specialist	-1	10	-9	-16	0	0	-2	0	-2	-1	4	4	-2
UK Equity and Bond Income	-6	-14	-15	6	-19	-14	1	-5	0	-5	-5	-6	1
Unallocated	211	241	215	203	113	51	161	121	129	178	203	166	71
Unclassified Sector	103	181	151	208	67	-15	60	-17	0	-24	81	-245	-334
Mixed Asset	968	1,046	883	1,092	572	439	556	552	418	452	320	561	367
Property	78	97	71	-13	-15	52	173	-30	0	0	0	0	0
Property Other	0	0	0	0	0	0	0	0	5	31	73	50	28
UK Direct Property	0	0	0	0	0	0	0	0	12	-63	-45	-228	-136
Unallocated	-2	0	0	1	-1	3	0	0	-1	-1	0	-1	0
Property	76	97	71	-12	-15	55	173	-29	16	-32	28	-179	-108
Protected	-1	-56	-8	0	0	-45	-7	0	0	0	0	0	0
Specialist	15	32	-39	39	51	51	-31	27	30	-177	-13	12	30
Targeted Absolute Return	166	-147	191	-132	516	142	-156	-165	-236	-975	-756	-668	-665
Unallocated	-29	4	2	-4	2	2	20	2	9	12	29	16	22
Unclassified Sector	1	0	0	188	1	0	0	-2	2	-1	-1	1	0
Volatility Managed	122	131	198	164	138	149	176	183	172	137	104	69	186
Others	275	-37	344	255	708	298	3	44	-23	-1,005	-637	-571	-427

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
2009		£ Corporate Bond	Europe Excluding UK	Targeted Absolute Return	UK Gilts
2010		Mixed Investment 20-60% Shares	UK All Companies	Mixed Investment 40-85% Shares	UK Gilts
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
2017	Q1	£ Strategic Bond	Asia Pacific Excluding Japan	Targeted Absolute Return	UK All Companies
	Q2	Targeted Absolute Return	UK All Companies	£ Corporate Bond	Global
	Q3	£ Strategic Bond	Property	Global Bonds	Global
	Q4	£ Strategic Bond	Specialist	Global Bonds	£ Corporate Bond
2018	Q1	Global	Specialist	North America	Global
	Q2	Global	UK All Companies	£ Corporate Bond	Mixed Investment 40-85% Shares
	Q3	Global	UK All Companies	Specialist	Targeted Absolute Return
	Q4	Mixed Investment 40-85% Shares	Targeted Absolute Return	UK All Companies	Targeted Absolute Return
2018	Jan	£ Strategic Bond	Specialist	North America	Global
	Feb	£ Strategic Bond	UK Equity Income	UK All Companies	Targeted Absolute Return
	Q1	Global	UK All Companies	North America	Global
	Apr	Global	£ Corporate Bond	£ Corporate Bond	Mixed Investment 40-85% Shares
	May	Targeted Absolute Return	UK All Companies	Global Bonds	North America
	Q2	Global	£ Strategic Bond	Global Bonds	Global Emerging Markets Bond
	Jun	Global	North America	Volatility Managed	Global Emerging Markets Bond
	Jul	Global	UK All Companies	Specialist	Targeted Absolute Return
	Aug	Global	UK All Companies	Specialist	Targeted Absolute Return
	Q3	Mixed Investment 40-85% Shares	UK All Companies	Specialist	Targeted Absolute Return
	Sep	Global	Targeted Absolute Return	UK All Companies	Targeted Absolute Return
	Oct	Mixed Investment 40-85% Shares	Targeted Absolute Return	UK All Companies	Targeted Absolute Return
	Nov	Mixed Investment 40-85% Shares	Targeted Absolute Return	UK All Companies	Targeted Absolute Return
	Q4	Mixed Investment 40-85% Shares	Targeted Absolute Return	Global	Targeted Absolute Return
	Dec	£ Strategic Bond	Targeted Absolute Return	£ High Yield	Targeted Absolute Return
2019	Jan	£ Strategic Bond	Targeted Absolute Return		

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										Other UK		Non-UK			
		Total	Direct	% of Total	Execution only Intermediaries	% of Total	Trustees and Custodians	% of Total	Discretionary Manager	% of Total	UK fund platforms	% of Total	Intermediaries including IFAs	% of Total	Intermediaries	% of Total	
2010		123,592	25,812	20.9	-	0.0	-	0.0	-	0.0	40,338	32.6	44,632	36.1	12,809	10.4	
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		187,796	17,736	9.4	1,080	0.6	3,897	2.1	23,417	12.5	87,284	46.5	44,265	23.6	10,118	5.4	
2017		246,587	17,903	7.3	1,058	0.4	6,022	2.4	30,777	12.5	107,744	43.7	66,462	27.0	16,621	6.7	
2018		241,833	19,964	8.3	1,316	0.5	6,734	2.8	28,023	11.6	107,707	44.5	60,236	24.9	17,852	7.4	
2017	Q1	56,587	4,315	7.6	251	0.4	1,500	2.7	7,186	12.7	26,105	46.1	13,347	23.6	3,882	6.9	
	Q2	61,184	4,471	7.3	320	0.5	1,286	2.1	7,824	12.8	28,566	46.7	14,899	24.4	3,819	6.2	
	Q3	60,447	4,576	7.6	268	0.4	1,741	2.9	7,189	11.9	26,419	43.7	16,159	26.7	4,096	6.8	
	Q4	68,369	4,542	6.6	218	0.3	1,495	2.2	8,579	12.5	26,653	39.0	22,057	32.3	4,824	7.1	
2018	Q1	62,433	5,317	8.5	264	0.4	1,601	2.6	7,641	12.2	26,886	43.1	16,469	26.4	4,254	6.8	
	Q2	65,572	5,304	8.1	348	0.5	1,954	3.0	7,518	11.5	28,830	44.0	17,063	26.0	4,555	6.9	
	Q3	55,571	4,310	7.8	384	0.7	1,174	2.1	6,986	12.6	25,740	46.3	12,964	23.3	4,012	7.2	
	Q4	58,257	5,032	8.6	320	0.5	2,004	3.4	5,878	10.1	26,250	45.1	13,741	23.6	5,031	8.6	
2018	Jan	21,106	1,562	7.4	65	0.3	506	2.4	2,661	12.6	8,446	40.0	6,411	30.4	1,456	6.9	
	Feb	19,584	1,454	7.4	109	0.6	416	2.1	2,366	12.1	8,809	45.0	5,091	26.0	1,340	6.8	
	Q1	Mar	21,742	2,302	10.6	90	0.4	679	3.1	2,614	12.0	9,631	44.3	4,967	22.8	1,459	6.7
	Apr	22,955	2,210	9.6	92	0.4	796	3.5	2,564	11.2	9,889	43.1	6,052	26.4	1,352	5.9	
	May	21,711	1,805	8.3	168	0.8	604	2.8	2,494	11.5	9,343	43.0	5,938	27.3	1,359	6.3	
	Q2	Jun	20,906	1,288	6.2	88	0.4	554	2.6	2,460	11.8	9,599	45.9	5,073	24.3	1,845	8.8
	Jul	19,484	1,328	6.8	101	0.5	479	2.5	2,301	11.8	8,981	46.1	4,563	23.4	1,732	8.9	
	Aug	18,512	1,485	8.0	214	1.2	309	1.7	2,670	14.4	8,494	45.9	4,151	22.4	1,189	6.4	
	Q3	Sep	17,574	1,497	8.5	68	0.4	387	2.2	2,016	11.5	8,265	47.0	4,250	24.2	1,091	6.2
	Oct	21,203	1,483	7.0	129	0.6	688	3.2	2,315	10.9	9,737	45.9	5,237	24.7	1,616	7.6	
	Nov	19,404	1,561	8.0	132	0.7	836	4.3	2,048	10.6	8,908	45.9	4,149	21.4	1,771	9.1	
	Q4	Dec	17,650	1,989	11.3	60	0.3	480	2.7	1,516	8.6	7,605	43.1	4,355	24.7	1,645	9.3
2019	Jan	18,322	1,718	9.4	102	0.6	543	3.0	1,913	10.4	8,055	44.0	4,653	25.4	1,338	7.3	

Notes:

- (1) Direct includes sales through a sales force or tied agents and private client sales of own funds.
- (2) UK fund platforms covers fund companies' transactions (reported by fund companies) with the following: Ascentric; AEGON; Avalon; Aviva Wrap; Fidelity; FNZ; Hargreaves Lansdown; James Hay Wrap; Novia; Nucleus; Old Mutual Wealth (including Selestia, Skandia Multifunds and Skandia Life); Parmenion; Standard Life Savings; Transact; Wealthtime.
- (3) Transactions made through insurance companies (whether in-house or third party) are not included here as they are counted as institutional.
- (4) 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.
- (5) 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 the platforms listed at note 2. 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	
2010		32,205	7,288	-	-	-	13,317	9,072	2,528	
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		7,076	-3,248	-74	-580	694	7,560	3,381	-656	
2017		48,516	-752	29	1,228	4,870	23,746	15,672	3,724	
2018		7,267	-2,624	-120	-896	-590	12,610	149	-1,263	
2017	Q1	7,875	-638	-86	308	1,016	4,794	1,503	979	
	Q2	12,512	98	18	-70	1,291	7,240	3,103	831	
	Q3	14,375	64	62	490	1,874	5,910	5,146	830	
	Q4	13,754	-276	35	500	689	5,802	5,919	1,084	
2018	Q1	6,829	-375	49	-102	646	4,971	1,396	243	
	Q2	4,972	-168	69	122	599	3,664	335	351	
	Q3	1,405	-925	-180	-175	-87	3,168	-235	-162	
	Q4	-5,939	-1,156	-58	-741	-1,747	807	-1,347	-1,696	
2018	Jan	4,202	-154	15	148	433	1,890	1,541	329	
	Feb	1,021	-291	29	-77	-73	1,423	143	-133	
	Q1	Mar	1,605	71	5	-173	286	1,657	-288	47
		Apr	2,778	337	22	-2	708	1,607	-107	214
		May	1,635	-59	60	56	271	895	436	-24
	Q2	Jun	559	-446	-13	68	-380	1,162	6	162
		Jul	901	-266	-10	-18	27	1,211	-185	141
		Aug	-21	-366	-112	-135	78	907	-286	-107
	Q3	Sep	525	-292	-57	-22	-193	1,050	235	-196
		Oct	-2,196	-760	-19	69	-634	399	-517	-735
		Nov	-2,120	-162	21	-457	-582	524	-932	-532
	Q4	Dec	-1,622	-234	-61	-352	-531	-117	102	-429
2019	Jan	-859	-194	21	-199	-484	241	-148	-95	

Notes:

- (1) Direct includes sales through a sales force or tied agents. Also private client sales of own funds.
- (2) UK fund platforms covers fund companies' transactions (reported by fund companies) with the following: Ascentric; AEGON; Avalon; Aviva Wrap; Fidelity; FNZ; Hargreaves Lansdown; James Hay Wrap; Novia; Nucleus; Old Mutual Wealth (including Selestia, Skandia Multifunds and Skandia Life); Parmenion; Standard Life Savings; Transact; Wealthtime.
- (3) Transactions made through insurance companies (whether in-house or third party) are not included here as they are counted as institutional.
- (4) 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.
- (5) 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 the platforms listed at note 2. 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
2009		83,065	34,022	7,552	17,115	24,377	8,521	2,317	516	1,758	3,931
2010		107,010	42,494	8,901	22,857	32,759	9,364	2,872	432	2,182	3,877
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		256,385	84,429	8,290	76,943	86,722	8,852	1,342	-33	6,846	698
2017	Q1	237,148	80,874	9,963	59,770	86,541	3,009	641	-43	2,062	349
	Q2	247,388	85,023	10,017	63,522	88,827	4,492	1,912	-223	2,325	479
	Q3	252,095	86,243	10,039	66,432	89,381	3,842	634	71	2,229	907
	Q4	260,855	88,165	10,344	70,799	91,547	3,975	280	80	2,247	1,368
2018	Q1	251,115	84,724	9,789	70,015	86,587	3,824	613	-6	2,453	765
	Q2	276,414	90,260	8,845	84,131	93,178	3,879	1,297	-12	1,996	599
	Q3	280,694	91,505	8,877	86,426	93,886	1,229	127	1	1,251	-149
	Q4	256,385	84,429	8,290	76,943	86,722	-82	-696	-15	1,146	-517
2018	Jan	263,018	89,520	10,308	72,860	90,330	1,575	90	-14	885	615
	Feb	255,251	85,735	10,138	70,905	88,473	971	56	27	676	212
	Q1	251,115	84,724	9,789	70,015	86,587	1,278	468	-19	892	-62
	Apr	260,024	88,385	9,994	72,685	88,959	2,493	957	-6	855	686
	May	276,841	90,377	8,865	83,589	94,010	498	178	-3	485	-161
	Q2	276,414	90,260	8,845	84,131	93,178	888	162	-4	656	74
	Jun	280,661	91,535	8,942	85,674	94,510	722	96	2	369	254
	Aug	281,506	91,413	8,941	86,388	94,765	693	57	-8	479	165
	Q3	280,694	91,505	8,877	86,426	93,886	-185	-26	6	403	-568
	Sep	266,350	88,790	8,607	79,124	89,829	374	-137	-4	606	-90
	Nov	267,290	88,316	8,609	79,953	90,412	-148	-244	2	363	-269
	Q4	256,385	84,429	8,290	76,943	86,722	-308	-314	-13	177	-157
	Dec	264,303	87,143	8,508	78,869	89,782	-267	-283	-21	409	-372
2019	Jan	264,303	87,143	8,508	78,869	89,782	-267	-283	-21	409	-372

Notes:

(1) Figures are based on information provided to the Investment Association by five fund platforms - AEGON, Fidelity, Hargreaves Lansdown, Old Mutual Wealth and Transact. These five platforms accounted for 72% of fund manager 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 2018 to January 2019 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 4.9% of platform funds under administration at end January 2019 - 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
2008		45,750	24,752	84,717	-1,510	1,209	-301
2009/10 Tax Year		62,127	37,161	130,909	1,596	2,549	4,145
2010/11 Tax Year		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		67,562	69,388	200,237	-1,577	3,099	1,522
2016/17 Tax Year		69,229	81,086	237,718	-3,160	1,827	-1,333
2017/18 Tax Year		70,645	85,195	252,350	-2,142	3,458	1,316
2017	Q1	69,185	80,874		-796	641	-155
	Q2	81,499	85,023		-490	1,912	1,421
	Q3	72,923	86,243		-565	634	69
	Q4	74,310	88,165		-546	280	-267
2018	Q1	70,401	84,724		-541	613	72
	Q2	74,911	90,260		-522	1,297	775
	Q3	75,019	91,505		-650	127	-523
	Q4	67,682	84,429		-924	-696	-1,620
2018	Jan	73,844	89,520		-219	90	-129
	Feb	72,072	85,735		-193	56	-137
Q1	Mar	70,401	84,724		-130	468	338
	Apr	74,191	88,385		-70	957	888
	May	75,278	90,377		-229	178	-51
Q2	Jun	74,911	90,260		-224	162	-62
	Jul	75,747	91,535		-229	96	-133
	Aug	75,248	91,413		-223	57	-166
Q3	Sep	75,019	91,505		-198	-26	-224
	Oct	71,276	88,790		-230	-137	-368
	Nov	70,520	88,316		-556	-244	-800
Q4	Dec	67,682	84,429		-138	-314	-452
2019	Jan	69,938	87,143		-223	-283	-506

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 provided to the Investment Association by five fund platforms - AEGON, Fidelity, Hargreaves Lansdown, Old Mutual Wealth and Transact. These five platforms accounted for 72% of fund manager 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 2018 to January 2019 are the Investment Association 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
2009		42,569	8.8	21,237	49.9	21,333	50.1	3,871	607	3,265
2010		58,337	9.9	28,724	49.2	29,613	50.8	7,120	2,881	4,239
2011		62,848	10.9	31,382	49.9	31,466	50.1	6,129	2,812	3,317
2012		74,904	10.6	38,528	51.4	36,376	48.6	4,312	2,442	1,870
2013		87,990	10.7	45,129	51.3	42,861	48.7	4,268	1,442	2,826
2014		97,852	11.0	50,244	51.3	47,608	48.7	2,970	756	2,214
2015		107,893	11.6	54,713	50.7	53,180	49.3	5,035	2,095	2,941
2016		127,179	12.0	66,315	52.1	60,864	47.9	3,021	2,454	567
2017		152,955	12.4	80,262	52.5	72,693	47.5	9,815	5,194	4,622
2018		147,963	12.8	75,036	50.7	72,927	49.3	5,755	2,877	2,878
2017	Q1	134,879	12.1	70,726	52.4	64,152	47.6	2,049	1,161	889
	Q2	140,396	12.4	73,447	52.3	66,948	47.7	2,482	1,441	1,042
	Q3	145,515	12.3	76,787	52.8	68,728	47.2	2,887	1,669	1,218
	Q4	152,955	12.4	80,262	52.5	72,693	47.5	2,397	924	1,473
2018	Q1	151,062	12.7	79,345	52.5	71,717	47.5	1,883	739	1,144
	Q2	153,990	12.3	77,658	50.4	76,331	49.6	2,046	1,000	1,046
	Q3	157,795	12.5	79,779	50.6	78,016	49.4	1,347	806	541
	Q4	147,963	12.8	75,036	50.7	72,927	49.3	479	331	148
2018	Jan	153,986	12.4	80,686	52.4	73,300	47.6	649	250	399
	Feb	153,207	12.6	80,336	52.4	72,872	47.6	620	269	351
	Q1 Mar	151,062	12.7	79,345	52.5	71,717	47.5	614	221	394
	Apr	148,757	12.1	74,311	50.0	74,446	50.0	789	357	432
	May	151,794	12.1	75,661	49.8	76,133	50.2	583	311	272
	Q2 Jun	153,990	12.3	77,658	50.4	76,331	49.6	674	332	342
	Jul	156,531	12.4	78,887	50.4	77,644	49.6	353	180	172
	Aug	157,416	12.4	79,328	50.4	78,088	49.6	525	328	197
	Q3 Sep	157,795	12.5	79,779	50.6	78,016	49.4	469	298	171
	Oct	152,017	12.6	77,032	50.7	74,985	49.3	294	230	64
	Nov	152,208	12.7	76,732	50.4	75,476	49.6	76	33	43
	Q4 Dec	147,963	12.8	75,036	50.7	72,927	49.3	109	69	40
2019	Jan	150,877	12.9	75,509	50.0	75,368	50.0	362	216	146

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 ETHICAL FUNDS - FUNDS UNDER MANAGEMENT AND NET RETAIL SALES

		Funds Under Management £m				Net Retail Sales £m		
		Tracker Funds	% of Industry Total	Ethical Funds	% of Industry Total	Tracker Funds	Ethical Funds	
2009		30,655	6.0	5,857	1.2	594	216	
2010		41,017	6.6	6,746	1.1	2,342	341	
2011		43,005	6.9	6,851	1.1	2,497	182	
2012		59,241	8.4	7,613	1.1	3,454	16	
2013		74,988	9.1	9,230	1.1	6,788	167	
2014		93,886	10.5	9,992	1.1	5,723	535	
2015		105,215	11.3	9,583	1.0	6,709	371	
2016		139,712	13.2	12,430	1.2	4,708	625	
2017		180,240	14.6	15,423	1.2	10,667	1,037	
2018		180,895	15.7	16,071	1.4	8,907	1,290	
2017	Q1	160,649	14.4	13,159	1.2	3,318	129	
	Q2	166,539	14.7	13,739	1.2	3,422	193	
	Q3	171,721	14.5	14,525	1.2	2,661	390	
	Q4	180,240	14.6	15,423	1.2	1,266	325	
2018	Q1	176,110	14.8	15,327	1.3	2,784	287	
	Q2	189,680	15.1	16,493	1.3	1,663	330	
	Q3	194,292	15.4	17,117	1.4	2,493	337	
	Q4	180,895	15.7	16,071	1.4	1,966	336	
2018	Jan	180,579	14.6	15,716	1.3	1,089	148	
	Feb	179,156	14.7	15,422	1.3	854	2	
	Q1	Mar	176,110	14.8	15,327	1.3	842	138
		Apr	182,358	14.8	15,989	1.3	622	110
		May	187,946	15.0	16,454	1.3	600	119
	Q2	Jun	189,680	15.1	16,493	1.3	441	101
		Jul	192,633	15.2	16,843	1.3	642	165
		Aug	193,399	15.3	17,139	1.4	736	91
	Q3	Sep	194,292	15.4	17,117	1.4	1,116	81
		Oct	187,333	15.6	16,319	1.4	554	91
		Nov	188,114	15.7	16,487	1.4	777	83
	Q4	Dec	180,895	15.7	16,071	1.4	635	162
2019	Jan	184,351	15.7	16,449	1.4	641	66	

Notes:

- (1) Each month small revisions to figures may have been made since the previous press release. This reflects additional information received.
- (2) Ethical funds, also known as Socially Responsible Investments (SRIs), are funds which aim to avoid companies involved in activities believed to be harmful, such as tobacco production or child labour. Some funds also aim to actively invest in companies which promote ethical policies such as recycling.
- (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 proportions as are represented on the index. These are also sometimes called index (tracker) funds or passive managed funds.
- (4) Funds under management in tracker and ethical funds include money invested in tracker and ethical funds by funds of funds that are themselves tracker and ethical 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 ethical funds of funds.