

SUMMARY

	Sep 2021	Aug 2021	Sep 2020
UK Investors			
Funds under management			
All funds²	£ 1,550.0 bn	£ 1,577.3 bn	£ 1,327.5 bn
Funds of funds	£ 191.2 bn	£ 193.8 bn	£ 166.9 bn
Tracker funds	£ 284.9 bn	£ 287.8 bn	£ 241.5 bn
Responsible Investments	£ 85.2 bn	£ 85.5 bn	£ 45.6 bn
ISAs	£ 194.9 bn	£ 197.4 bn	£ 159.3 bn
Net retail sales			
All funds	£ 2,328 m	£ 5,283 m	£ 1,569 m
Equity funds	£ 984 m	£ 1,305 m	-£ 129 m
Fixed income funds	£ 620 m	£ 575 m	£ 1,145 m
Mixed asset funds	£ 365 m	£ 910 m	£ 417 m
Funds of funds	£ 62 m	£ 626 m	£ 185 m
Tracker funds	£ 1,043 m	£ 1,283 m	£ 1,223 m
Responsible Investments	£ 1,635 m	£ 1,328 m	£ 1,487 m
ISAs	-£ 204 m	£ 1 m	-£ 231 m

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) 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		1,235,339	1,073,834	161,505	1,160,589	1,073,834	86,754
2018		1,154,494	1,001,315	153,179	1,046,980	1,001,315	45,664
2019		1,319,186	1,119,262	199,925	1,163,673	1,119,262	44,411
2020		1,439,363	1,204,296	235,067	1,249,312	1,204,296	45,016
2019	Q4	1,319,186	1,119,262	199,925	1,163,673	1,119,262	44,411
2020	Q1	1,135,555	956,448	179,107	992,560	956,448	36,112
	Q2	1,294,766	1,087,765	207,001	1,128,442	1,087,765	40,677
	Q3	1,327,513	1,108,690	218,823	1,151,036	1,108,690	42,346
	Q4	1,439,363	1,204,296	235,067	1,249,312	1,204,296	45,016
2021	Q1	1,467,409	1,229,712	237,697	1,276,791	1,229,712	47,080
	Q2	1,529,783	1,281,772	248,011	1,330,739	1,281,772	48,967
	Q3	1,549,959	1,301,855	248,104	1,354,399	1,301,855	52,544
2020	Sep	1,327,513	1,108,690	218,823	1,151,036	1,108,690	42,346
	Oct	1,302,603	1,084,797	217,806	1,126,354	1,084,797	41,557
	Nov	1,403,920	1,174,020	229,899	1,218,463	1,174,020	44,442
	Q4 Dec	1,439,363	1,204,296	235,067	1,249,312	1,204,296	45,016
2021	Jan	1,434,914	1,197,759	237,155	1,242,463	1,197,759	44,704
	Feb	1,438,322	1,201,771	236,551	1,248,124	1,201,771	46,353
	Q1 Mar	1,467,409	1,229,712	237,697	1,276,791	1,229,712	47,080
	Apr	1,511,457	1,270,487	240,971	1,318,435	1,270,487	47,949
	May	1,512,977	1,273,152	239,825	1,320,909	1,273,152	47,757
	Q2 Jun	1,529,783	1,281,772	248,011	1,330,739	1,281,772	48,967
	Jul	1,537,131	1,291,551	245,580	1,342,840	1,291,551	51,289
	Aug	1,577,264	1,323,030	254,233	1,376,349	1,323,030	53,319
	Q3 Sep	1,549,959	1,301,855	248,104	1,354,399	1,301,855	52,544

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.

TABLE 3: FUNDS UNDER MANAGEMENT BY ASSET CLASS

		Industry Total ² £m	All Funds Including Funds of Funds ³												
			Equity £m	Total	Fixed Income £m	Total	Money Market £m	Total	Mixed Asset £m	Total	Property £m	Total	Other £m	Total	Total £m
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		1,235,339	722,094	52.5%	257,916	18.7%	25,115	1.8%	221,040	16.1%	30,721	2.2%	119,575	8.7%	1,376,460
2018		1,154,494	656,087	50.8%	250,591	19.4%	21,710	1.7%	210,724	16.3%	31,449	2.4%	120,008	9.3%	1,290,569
2019		1,319,186	757,760	51.4%	277,220	18.8%	44,505	3.0%	245,731	16.7%	28,396	1.9%	121,157	8.2%	1,474,769
2020		1,439,363	827,231	51.5%	307,719	19.2%	49,255	3.1%	274,417	17.1%	27,046	1.7%	119,385	7.4%	1,605,051
2019	Q4	1,319,186	757,760	51.4%	277,220	18.8%	44,505	3.0%	245,731	16.7%	28,396	1.9%	121,157	8.2%	1,474,769
2020	Q1	1,135,555	618,147	48.6%	258,660	20.3%	47,091	3.7%	214,238	16.8%	26,052	2.0%	107,367	8.4%	1,271,555
	Q2	1,294,766	730,169	50.5%	285,741	19.8%	47,822	3.3%	240,851	16.7%	26,283	1.8%	114,733	7.9%	1,445,599
	Q3	1,327,513	746,120	50.4%	297,066	20.1%	47,005	3.2%	248,579	16.8%	26,639	1.8%	115,374	7.8%	1,480,784
	Q4	1,439,363	827,231	51.5%	307,719	19.2%	49,255	3.1%	274,417	17.1%	27,046	1.7%	119,385	7.4%	1,605,051
2021	Q1	1,467,409	856,716	52.4%	307,013	18.8%	43,823	2.7%	281,559	17.2%	26,660	1.6%	119,787	7.3%	1,635,557
	Q2	1,529,783	912,589	53.5%	316,803	18.6%	43,217	2.5%	283,395	16.6%	26,743	1.6%	124,037	7.3%	1,706,783
	Q3	1,549,959	916,957	53.0%	320,493	18.5%	44,058	2.5%	288,970	16.7%	26,630	1.5%	131,514	7.6%	1,728,621
2020	Sep	1,327,513	746,120	50.4%	297,066	20.1%	47,005	3.2%	248,579	16.8%	26,639	1.8%	115,374	7.8%	1,480,784
	Oct	1,302,603	722,268	49.7%	297,580	20.5%	46,439	3.2%	246,694	17.0%	26,510	1.8%	114,597	7.9%	1,454,088
	Nov	1,403,920	800,991	51.2%	302,916	19.4%	48,372	3.1%	266,691	17.0%	27,243	1.7%	117,981	7.5%	1,564,194
	Dec	1,439,363	827,231	51.5%	307,719	19.2%	49,255	3.1%	274,417	17.1%	27,046	1.7%	119,385	7.4%	1,605,051
2021	Jan	1,434,914	827,190	51.7%	309,278	19.3%	46,853	2.9%	270,824	16.9%	27,080	1.7%	119,161	7.4%	1,600,385
	Feb	1,438,322	832,446	51.9%	305,918	19.1%	44,319	2.8%	275,154	17.2%	26,918	1.7%	119,489	7.4%	1,604,245
	Q1	1,467,409	856,716	52.4%	307,013	18.8%	43,823	2.7%	281,559	17.2%	26,660	1.6%	119,787	7.3%	1,635,557
	Apr	1,511,457	892,502	53.0%	312,191	18.5%	42,592	2.5%	290,097	17.2%	27,024	1.6%	120,255	7.1%	1,684,660
	May	1,512,977	893,243	53.0%	312,775	18.5%	42,677	2.5%	291,441	17.3%	26,471	1.6%	119,765	7.1%	1,686,372
	Q2	1,529,783	912,589	53.5%	316,803	18.6%	43,217	2.5%	283,395	16.6%	26,743	1.6%	124,037	7.3%	1,706,783
	Jun	1,529,783	912,589	53.5%	316,803	18.6%	43,217	2.5%	283,395	16.6%	26,743	1.6%	124,037	7.3%	1,706,783
	Jul	1,537,131	909,929	53.1%	320,388	18.7%	44,272	2.6%	286,399	16.7%	27,046	1.6%	126,970	7.4%	1,715,004
	Aug	1,577,264	940,432	53.5%	323,378	18.4%	44,651	2.5%	292,838	16.7%	26,847	1.5%	130,116	7.4%	1,758,263
	Q3	1,549,959	916,957	53.0%	320,493	18.5%	44,058	2.5%	288,970	16.7%	26,630	1.5%	131,514	7.6%	1,728,621

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
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		66,710	48,604	18,106
2018		-5,131	7,697	-12,828
2019		7,514	9,982	-2,469
2020		33,881	30,816	3,065
2019	Q4	8,350	5,398	2,952
2020	Q1	-4,163	-2,293	-1,869
	Q2	14,913	10,792	4,121
	Q3	7,524	5,294	2,230
	Q4	15,607	17,024	-1,416
2021	Q1	4,698	10,069	-5,370
	Q2	14,100	13,949	151
	Q3	13,204	12,489	714
2020	Sep	296	1,569	-1,272
	Oct	-5,888	2,520	-8,409
	Nov	10,491	8,325	2,166
	Q4 Dec	11,004	6,178	4,826
2021	Jan	1,524	3,322	-1,798
	Feb	115	2,302	-2,187
Q1	Mar	3,059	4,445	-1,386
	Apr	6,623	6,089	533
	May	2,905	3,561	-657
Q2	Jun	4,572	4,298	274
	Jul	8,057	4,877	3,180
	Aug	5,024	5,283	-259
Q3	Sep	122	2,328	-2,206

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)

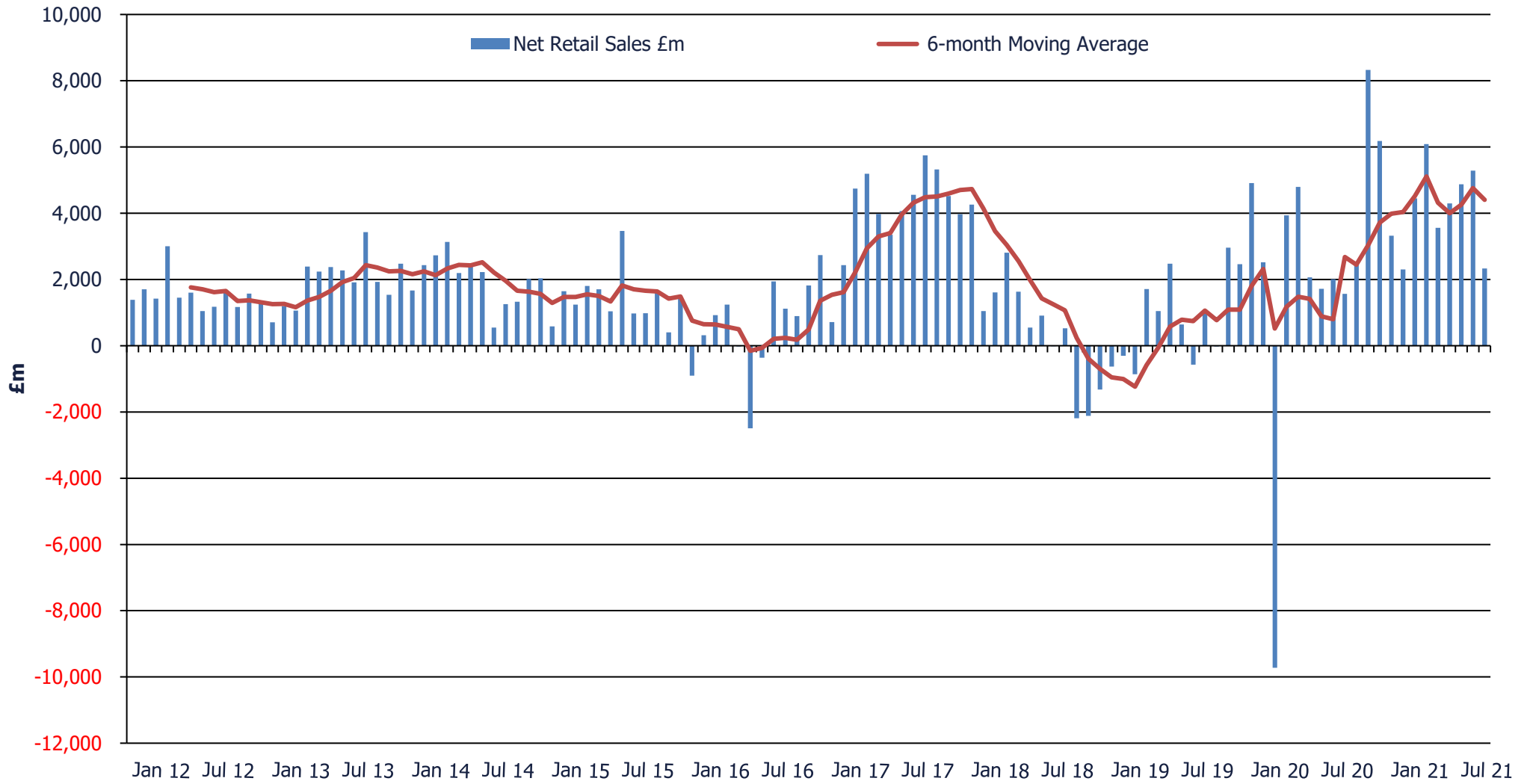


TABLE 5: NET RETAIL SALES OF FUNDS BY ASSET CLASS

		Net Retail Sales £m						Net Retail Sales of Equity Funds by Region £m							
		Total	Equit	Fixed Income	Money Market	Mixed Asset	Propert	Other	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	157	1,374	-1,313	2,510	1,224	1,224	-4,862
2019		9,982	-2,888	6,705	1,220	7,297	-1,217	-1,135	-2,403	143	-3,797	1,785	-640	1,341	-1,235
2020		30,816	10,410	7,964	3,002	9,075	-291	657	6,591	1,614	-405	6,079	-429	2,520	-2,788
2019	Q4	5,398	2,934	2,004	-1,745	2,807	-282	-321	2,415	165	-424	190	104	976	1,404
2020	Q1	-2,293	-496	-4,770	2,814	582	157	-581	-995	-182	-380	-991	-354	100	811
	Q2	10,792	4,250	4,929	214	1,666	-83	-184	3,301	243	-606	2,326	-102	1,023	417
	Q3	5,294	-472	4,586	-878	1,618	17	423	-441	459	387	783	-209	102	-1,963
	Q4	17,024	7,129	3,219	852	5,208	-382	999	4,726	1,094	194	3,961	236	1,295	-2,053
2021	Q1	10,069	2,149	4,728	-1,696	3,465	-140	1,563	549	803	-838	3,570	-88	-1,300	-1,599
	Q2	13,949	6,183	3,223	-244	3,668	-240	1,359	4,562	375	274	3,766	341	412	-607
	Q3	12,489	3,954	2,206	2,704	2,164	120	1,341	2,847	-143	204	3,266	23	266	-770
2020	Sep	1,569	-129	1,145	280	417	-18	-126	-203	-14	42	175	-145	69	-328
	Oct	2,520	438	702	262	1,154	-163	128	88	196	-187	751	-19	127	-781
	Nov	8,325	4,137	1,188	538	2,357	-147	250	3,074	688	244	1,748	156	665	-428
	Q4 Dec	6,178	2,553	1,328	52	1,697	-73	621	1,565	210	136	1,461	98	503	-845
2021	Jan	3,322	806	2,291	-893	719	119	280	55	264	-189	763	72	-171	-685
	Feb	2,302	235	1,404	-486	838	-104	414	178	638	-228	973	-74	-104	-1,028
	Q1 Mar	4,445	1,108	1,033	-317	1,908	-155	868	316	-99	-421	1,834	-86	-1,025	114
	Apr	6,089	2,855	1,269	98	1,497	-38	409	2,361	244	-74	1,958	161	23	49
	May	3,561	1,075	971	25	1,236	-184	438	599	59	101	735	73	206	-574
	Q2 Jun	4,298	2,253	983	-367	935	-18	513	1,602	72	247	1,074	107	184	-81
	Jul	4,877	1,665	1,011	506	889	8	799	1,572	57	90	1,142	5	19	259
	Aug	5,283	1,305	575	1,587	910	23	883	791	-59	56	1,036	80	122	-445
	Q3 Sep	2,328	984	620	610	365	90	-341	484	-140	58	1,088	-62	125	-584

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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)

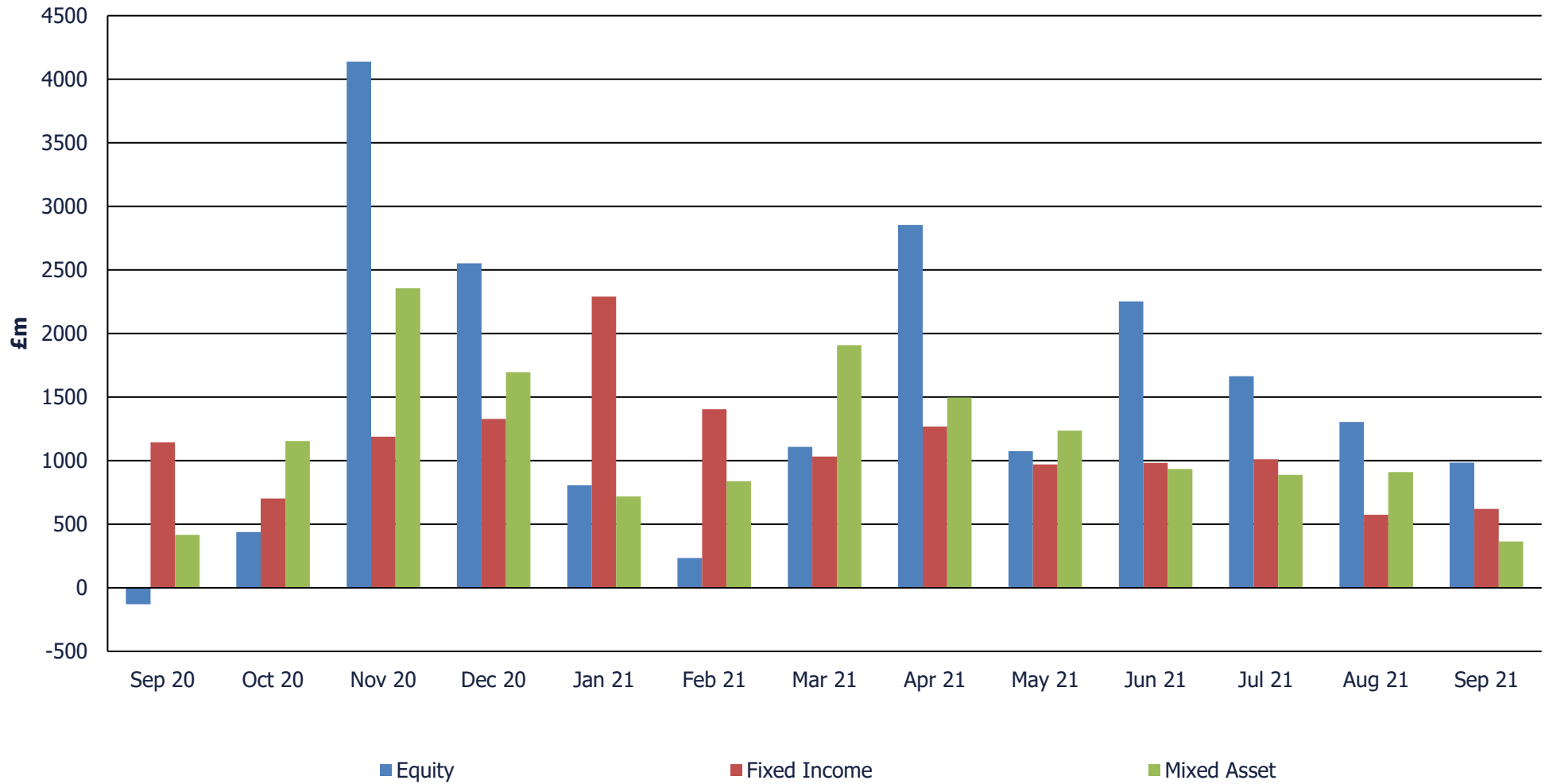


TABLE 6: THE INVESTMENT ASSOCIATION SECTOR RANKINGS FOR SEPTEMBER 2021

Funds Under Management		Net Retail Sales		Net ISA Sales on Five Platforms	
IA Sector	£bn	IA Sector	£m	IA Sector	£m
Global	173.5	Global	955.0	Volatility Managed	54.3
UK All Companies	171.4	Short Term Money Market	501.8	Mixed Investment 40-85% Shares	42.5
North America	89.7	Volatility Managed	397.6	Global	35.2
Mixed Investment 40-85% Shares	88.9	£ Strategic Bond	235.9	£ Corporate Bond	14.0
£ Corporate Bond	70.1	Mixed Bond	198.7	UK Gilts	10.6
Europe Excluding UK	68.5	Flexible Investment	134.9	Global Inflation Linked Bond	6.2
Mixed Investment 20-60% Shares	57.4	Mixed Investment 20-60% Shares	103.3	Technology and Technology Innovation	5.4
Volatility Managed	51.8	Property Other	92.7	Property Other	4.4
Targeted Absolute Return	48.3	Technology and Technology Innovation	78.8	Global Emerging Markets Bond - Blended	4.3
UK Equity Income	44.4	North America	78.2	Flexible Investment	2.3
£ Strategic Bond	42.7	Financials and Financial Innovation	74.0	Corporate Bond	2.0
Asia Pacific Excluding Japan	37.4	Global Inflation Linked Bond	63.7	Standard Money Market	1.8
Global Emerging Markets	37.2	Corporate Bond	57.9	India/Indian Subcontinent	0.9
Flexible Investment	36.4	Mixed Investment 40-85% Shares	53.2	Short Term Money Market	0.2
Mixed Bond	36.2	North American Smaller Companies	47.1	High Yield Bond	0.0
Specialist	32.2	Healthcare	43.6	Global Equity Income	0.0
UK Gilts	26.3	European Smaller Companies	37.2	Global Emerging Markets Bond - Local Currenc	0.0
Japan	26.1	UK Index Linked Gilts	36.8	Europe Including UK	-0.1
Short Term Money Market	25.9	£ High Yield	27.5	Commodities and Natural Resources	-0.2
UK Smaller Companies	19.6	Europe Excluding UK	27.3	Latin America	-0.4
Corporate Bond	18.2	Government Bond	16.6	Japanese Smaller Companies	-0.4
Global Equity Income	16.0	Global Emerging Markets	15.4	Financials and Financial Innovation	-0.7
Mixed Investment 0-35% Shares	14.5	Global Emerging Markets Bond - Local Currenc	14.2	Government Bond	-0.7
£ High Yield	13.3	Commodities and Natural Resources	5.9	North American Smaller Companies	-0.9
Property Other	12.4	Standard Money Market	2.0	Specialist Bond	-1.0
Specialist Bond	10.8	Latin America	1.4	Healthcare	-1.4
UK Direct Property	9.0	India/Indian Subcontinent	1.0	Mixed Bond	-1.6
Government Bond	8.6	Japanese Smaller Companies	-4.3	Asia Pacific Including Japan	-2.2
Technology and Technology Innovation	8.5	Global Emerging Markets Bond - Blended	-4.9	UK Index Linked Gilts	-3.8
UK Index Linked Gilts	7.4	Europe Including UK	-6.8	£ High Yield	-4.0
Infrastructure	6.5	High Yield Bond	-7.2	European Smaller Companies	-4.1
High Yield Bond	6.3	UK Direct Property	-10.4	£ Strategic Bond	-4.2
Global Inflation Linked Bond	5.9	Asia Pacific Including Japan	-11.4	Specialist	-6.0
North American Smaller Companies	5.5	UK Smaller Companies	-12.1	Japan	-6.8
Global Emerging Markets Bond - Local Currenc	4.3	Mixed Investment 0-35% Shares	-12.1	Global Emerging Markets Bond - Hard Currenc	-7.5
China/Greater China	4.2	Infrastructure	-12.3	Mixed Investment 0-35% Shares	-8.9
Healthcare	3.8	Global Equity Income	-16.1	Infrastructure	-9.3
India/Indian Subcontinent	3.1	UK Gilts	-25.2	UK Smaller Companies	-10.1
European Smaller Companies	3.1	China/Greater China	-34.1	Global Emerging Markets	-12.0
Global Emerging Markets Bond - Hard Currenc	2.9	Specialist	-54.0	China/Greater China	-13.0
Financials and Financial Innovation	2.4	Japan	-57.9	North America	-13.7
Commodities and Natural Resources	1.9	Global Emerging Markets Bond - Hard Currenc	-82.9	Targeted Absolute Return	-13.8
Europe Including UK	1.8	Asia Pacific Excluding Japan	-95.9	Europe Excluding UK	-20.0
Standard Money Market	1.5	Targeted Absolute Return	-103.4	Asia Pacific Excluding Japan	-21.9

Global Emerging Markets Bond - Blended	1.5	Specialist Bond	-175.4	UK Direct Property	-25.2
Japanese Smaller Companies	1.4	UK Equity Income	-230.8	Mixed Investment 20-60% Shares	-25.5
Asia Pacific Including Japan	1.2	£ Corporate Bond	-329.0	UK Equity Income	-28.1
Latin America	0.5	UK All Companies	-340.9	UK All Companies	-51.4
Total	1,360.7	Total	1,674.2	Total	-114.8

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, 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 Investment Association sector.

TABLE 7: NET RETAIL SALES BY THE INVESTMENT ASSOCIATION SECTORS

IA Sector	Net Retail Sales £m												
	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21
Asia Pacific Excluding Japan	-29	43	449	107	156	510	-93	210	86	79	80	-13	-96
Asia Pacific Including Japan	-1	-3	14	6	-1	9	-1	0	-2	-12	-7	-8	-11
China/Greater China	16	156	225	97	109	120	-6	35	-26	5	-16	-39	-34
Europe Excluding UK	40	-10	249	97	-180	-192	-365	97	212	66	61	61	27
Europe Including UK	12	-11	0	-3	0	-8	-76	-5	-1	20	-2	12	-7
European Smaller Companies	-11	-165	-5	42	-9	-28	20	17	4	15	26	-17	37
Financials and Financial Innovation	0	0	0	0	0	0	0	0	0	0	0	0	74
Global	465	866	1,726	1,167	823	1,201	1,566	1,681	444	1,075	846	835	955
Global Emerging Markets	48	-81	206	221	83	-42	288	142	378	63	139	155	15
Global Equity Income	-27	-40	-45	-48	-101	-22	78	-60	159	14	60	-53	-16
Healthcare	0	0	0	0	0	0	0	0	0	0	0	0	44
India/Indian Subcontinent	0	0	0	0	0	0	0	0	0	0	0	0	1
Japan	-154	-38	147	95	29	-59	-110	148	108	111	-4	79	-58
Japanese Smaller Companies	8	20	10	3	43	-16	24	13	-35	-4	9	2	-4
Latin America	0	0	0	0	0	0	0	0	0	0	0	0	1
North America	62	14	553	411	-246	-356	-1,090	-59	114	143	-58	90	78
North American Smaller Companies	7	113	113	92	74	252	66	82	92	41	76	32	47
Specialist	-287	-14	-93	51	-7	-4	-60	106	-109	-112	67	56	-63
Technology and Technology Innovation	-25	21	-45	71	-36	-158	-48	89	-137	13	30	43	79
UK All Companies	6	-213	-393	-369	-319	-509	472	-62	-324	159	307	-354	-341
UK Equity Income	-215	-645	-106	-501	-399	-661	-575	-128	-375	-232	-44	-177	-231
UK Smaller Companies	-120	76	72	25	33	142	217	239	124	-9	-4	87	-12
Unallocated	97	392	1,030	773	741	351	784	548	492	651	535	543	516
Unclassified Sector	-24	-42	33	215	11	-293	7	-54	-16	0	-442	-29	-18
Equity	-129	438	4,137	2,553	806	235	1,108	2,855	1,075	2,253	1,665	1,305	984
£ Corporate Bond	11	84	-131	396	268	155	-1,470	24	310	-25	204	-105	-329
£ High Yield	-114	-481	16	105	165	-97	33	24	37	69	209	3	28
£ Strategic Bond	64	-179	-149	215	171	246	255	229	-137	-208	8	68	236
Corporate Bond	0	0	0	0	0	0	0	-263	51	144	-205	40	58
Global Bonds	934	793	911	-16	649	-982	-519	0	0	0	0	0	0
Global Emerging Markets Bond - Blended	8	11	11	7	29	17	35	12	13	-24	-4	-16	-5
Global Emerging Markets Bond - Hard Curren	-34	24	67	33	50	-111	-33	3	30	1	27	-24	-83
Global Emerging Markets Bond - Local Curren	-45	-67	180	79	321	-9	-232	-188	14	11	-133	32	14
Global Inflation Linked Bond	0	0	0	0	0	0	0	94	112	219	41	53	64
Government Bond	0	0	0	0	0	0	0	244	22	26	125	19	17
High Yield Bond	0	0	0	0	0	0	0	-237	-55	0	69	93	-7
Mixed Bond	0	0	0	0	0	0	0	78	-52	144	189	-6	199
Specialist	99	85	-202	18	32	-25	31	18	6	26	-50	-3	-5
Specialist Bond	0	0	0	0	0	0	0	120	155	-76	153	53	-175
UK Gilts	94	365	213	241	15	189	73	256	136	-256	28	28	-25
UK Index Linked Gilts	21	9	67	74	59	121	30	87	50	-9	24	-25	37
Unallocated	120	54	203	163	508	1,900	2,804	772	123	424	373	299	541
Unclassified Sector	-14	4	4	13	23	2	26	-3	280	126	37	64	58
Fixed Income	1,145	702	1,188	1,328	2,291	1,404	1,033	1,269	971	983	1,011	575	620
Short Term Money Market	-40	-347	406	130	-734	-500	-338	10	-86	-389	416	625	502
Standard Money Market	-24	7	-15	12	3	-7	-6	-8	-38	-42	7	51	2
Unallocated	109	519	-23	-64	16	16	88	-25	-36	17	103	875	-22
Unclassified Sector	235	83	170	-26	-178	6	-60	121	186	46	-20	37	129
Money Markets	280	262	538	52	-893	-486	-317	98	25	-367	506	1,587	610
Flexible Investment	-39	9	107	67	-48	-106	49	52	29	58	25	62	135
Mixed Investment 0-35% Shares	76	207	268	308	73	30	55	21	30	49	52	-2	-12
Mixed Investment 20-60% Shares	-148	1	579	-33	-18	-79	234	270	203	83	136	101	103
Mixed Investment 40-85% Shares	383	563	999	838	445	468	1,028	937	692	910	648	648	53
Specialist	-7	-18	0	-85	-12	-12	3	4	0	8	20	14	4
UK Equity and Bond Income	-5	-5	-7	14	-6	1	-11	0	0	0	0	0	0
Unallocated	233	431	472	680	358	643	513	489	250	29	14	25	17
Unclassified Sector	-77	-32	-60	-93	-72	-106	37	-276	33	-203	-8	63	65
Mixed Asset	417	1,154	2,357	1,697	719	838	1,908	1,497	1,236	935	889	910	365
Property Other	25	-8	17	-6	174	78	-12	-16	3	5	51	33	93
UK Direct Property	-69	-154	-166	-67	-87	-176	-81	-22	-202	-28	-42	-28	-10
Unallocated	26	-1	2	0	32	-6	6	0	16	5	0	18	7
Unclassified Sector	0	0	0	0	0	0	0	-68	0	0	0	0	0
Property	-18	-163	-147	-73	119	-104	-155	-38	-184	-18	8	23	90
Commodities and Natural Resources	0	0	0	0	0	0	0	0	0	0	0	0	6
Infrastructure	0	0	0	0	0	0	0	0	0	0	0	0	-12
Specialist	-2	8	-41	52	73	49	43	23	25	164	149	95	9
Targeted Absolute Return	-266	-152	-133	141	-174	-143	201	-76	-13	-57	11	189	-103
Unallocated	-61	6	-25	60	50	166	138	-61	38	34	129	196	-637
Unclassified Sector	13	14	59	34	21	6	4	6	-7	9	0	0	-1
Volatility Managed	185	251	389	333	310	337	483	517	394	363	509	403	398
Others	-126	128	250	621	280	414	868	409	438	513	799	883	-341

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	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
2021	Q1	Global	North America	Global Bonds	Short Term Money Market
	Q2	Global	UK Equity Income	Global Emerging Markets	Targeted Absolute Return
	Q3	Global	UK Equity Income	Global Emerging Markets	Targeted Absolute Return
2020	Sep	Global Bonds	Targeted Absolute Return	Short Term Money Market	Targeted Absolute Return
	Oct	Global	UK Equity Income	£ High Yield	UK All Companies
	Nov	Global	UK All Companies	Short Term Money Market	Global
	Q4 Dec	Global	UK Equity Income	Short Term Money Market	UK All Companies
2021	Jan	Global	Short Term Money Market	Global Bonds	Short Term Money Market
	Feb	Global	Global Bonds	North America	Short Term Money Market
	Q1 Mar	Global	£ Corporate Bond	Global Emerging Markets	Targeted Absolute Return
	Apr	Global	Corporate Bond	Global Emerging Markets	Short Term Money Market
	May	Mixed Investment 40-85% Shares	UK Equity Income	Asia Pacific Excluding Japan	Targeted Absolute Return
	Q2 Jun	Global	Short Term Money Market	Short Term Money Market	Targeted Absolute Return
	Jul	Global	Corporate Bond	Short Term Money Market	UK All Companies
	Aug	Global	UK All Companies	Mixed Bond	Targeted Absolute Return
	Q3 Sep	Global	UK All Companies	Global Emerging Markets	Short Term Money Market

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		257,369	18,481	7.2	964	0.4	-	0.0	23,010	8.9	126,604	49.2	68,591	26.7	19,719	7.7
2020		318,619	20,791	6.5	1,219	0.4	-	0.0	27,620	8.7	152,213	47.8	86,194	27.1	30,582	9.6
2019	Q4	73,346	4,584	6.2	266	0.4	-	0.0	5,138	7.0	33,411	45.6	23,950	32.7	5,998	8.2
2020	Q1	83,504	6,315	7.6	348	0.4	-	0.0	6,212	7.4	38,637	46.3	24,220	29.0	7,771	9.3
	Q2	77,297	5,120	6.6	356	0.5	-	0.0	7,380	9.5	37,244	48.2	19,888	25.7	7,310	9.5
	Q3	68,266	3,826	5.6	252	0.4	-	0.0	6,270	9.2	32,797	48.0	17,782	26.0	7,340	10.8
	Q4	89,552	5,530	6.2	264	0.3	-	0.0	7,758	8.7	43,535	48.6	24,304	27.1	8,161	9.1
2021	Q1	99,101	6,010	6.1	400	0.4	-	0.0	8,374	8.5	47,269	47.7	23,885	24.1	13,163	13.3
	Q2	91,030	4,895	5.4	502	0.6	-	0.0	6,330	7.0	46,074	50.6	22,393	24.6	10,836	11.9
	Q3	76,523	2,851	3.7	458	0.6	-	0.0	6,507	8.5	38,540	50.4	20,356	26.6	7,810	10.2
2020	Sep	23,524	1,288	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
	Dec	31,074	2,001	6.4	90	0.3	-	0.0	2,085	6.7	14,975	48.2	9,014	29.0	2,910	9.4
2021	Jan	27,492	1,897	6.9	115	0.4	-	0.0	2,239	8.1	12,910	47.0	7,626	27.7	2,704	9.8
	Feb	31,535	1,826	5.8	124	0.4	-	0.0	2,731	8.7	15,194	48.2	6,946	22.0	4,713	14.9
	Mar	40,074	2,286	5.7	161	0.4	-	0.0	3,404	8.5	19,165	47.8	9,313	23.2	5,745	14.3
	Apr	34,144	2,163	6.3	250	0.7	-	0.0	2,273	6.7	17,190	50.3	7,897	23.1	4,372	12.8
	May	28,633	1,597	5.6	148	0.5	-	0.0	2,265	7.9	14,448	50.5	7,170	25.0	3,004	10.5
	Jun	28,252	1,135	4.0	104	0.4	-	0.0	1,792	6.3	14,436	51.1	7,327	25.9	3,459	12.2
	Jul	26,105	791	3.0	156	0.6	-	0.0	1,953	7.5	13,756	52.7	6,651	25.5	2,797	10.7
	Aug	23,829	1,017	4.3	130	0.5	-	0.0	1,918	8.1	11,567	48.5	6,656	27.9	2,540	10.7
	Sep	26,589	1,043	3.9	173	0.6	-	0.0	2,636	9.9	13,217	49.7	7,049	26.5	2,472	9.3

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		9,982	-3,280	119	-	-1,124	10,851	2,969	449
2020		30,816	-1,194	279	-	-1,420	16,275	15,225	1,651
2019	Q4	5,398	-38	63	-	-604	3,662	923	1,391
2020	Q1	-2,293	-1,602	82	-	-2,510	40	2,275	-579
	Q2	10,792	402	61	-	598	5,568	3,206	956
	Q3	5,294	-166	72	-	36	3,170	2,090	92
	Q4	17,024	172	64	-	456	7,497	7,653	1,181
2021	Q1	10,069	-1,854	103	-	-2,030	7,940	2,453	3,458
	Q2	13,949	-951	163	-	-601	9,521	3,527	2,289
	Q3	12,489	-1,711	282	-	586	6,349	6,284	699
2020	Sep	1,569	-49	22	-	59	1,072	738	-274
	Oct	2,520	-197	8	-	-4	1,444	864	406
	Nov	8,325	524	23	-	1,086	2,695	3,646	350
	Q4 Dec	6,178	-155	33	-	-626	3,359	3,143	424
2021	Jan	3,322	226	16	-	75	2,059	536	410
	Feb	2,302	-218	15	-	-1,455	2,210	366	1,383
	Q1 Mar	4,445	-1,863	71	-	-651	3,671	1,551	1,664
	Apr	6,089	72	138	-	-331	4,672	599	939
	May	3,561	-597	-8	-	248	2,471	1,157	290
	Q2 Jun	4,298	-425	33	-	-519	2,378	1,771	1,059
	Jul	4,877	-573	106	-	274	2,890	1,672	509
	Aug	5,283	-304	64	-	-6	2,152	2,797	581
	Q3 Sep	2,328	-834	112	-	318	1,307	1,816	-391

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 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 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		316,875	97,891	9,174	111,476	98,334	6,335	912	735	4,749	-62
2019	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	316,875	97,891	9,174	111,476	98,334	3,584	332	593	1,870	790
2021	Q1	323,443	100,305	9,300	114,829	99,009	3,269	1,342	38	1,577	311
	Q2	345,487	107,621	9,796	122,022	106,048	4,106	2,281	112	1,338	375
	Q3	356,044	116,588	10,294	120,451	108,711	2,467	335	104	1,430	598
2020	Sep	291,944	89,812	8,502	100,965	92,665	-91	-54	-47	114	-104
	Oct	286,911	88,095	8,396	99,483	90,937	486	-104	152	346	92
	Nov	307,310	94,861	8,869	107,808	95,771	1,612	179	238	780	414
	Q4 Dec	316,875	97,891	9,174	111,476	98,334	1,486	257	202	743	283
2021	Jan	316,233	97,637	9,104	111,787	97,706	654	158	-28	314	210
	Feb	318,596	98,027	9,133	113,340	98,095	936	344	22	432	138
	Q1 Mar	323,443	100,305	9,300	114,829	99,009	1,679	840	45	830	-36
	Apr	338,103	105,180	9,598	119,280	104,045	2,180	1,434	56	715	-25
	May	339,107	105,627	9,609	119,643	104,228	1,150	537	18	410	185
	Q2 Jun	345,487	107,621	9,796	122,022	106,048	776	309	37	213	216
	Jul	347,327	111,648	10,204	118,278	107,197	1,312	299	56	721	236
	Aug	356,474	114,495	10,416	121,432	110,131	766	117	28	428	193
	Q3 Sep	356,044	116,588	10,294	120,451	108,711	389	-82	20	282	169

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 July to September 2021 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 7.8% of platform funds under administration at end September 2021 - 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	
2011		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	214,365	-2,471	-601	-3,072	
2020/21 Tax Year		77,060	100,606		-1,143	2,827	1,641	
2019	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	97,891		-392	332	-60	
2021	Q1	76,894	100,305		-258	1,342	1,084	
	Q2	81,202	107,621		-229	2,281	2,052	
	Q3	78,300	116,588		-343	335	-8	
2020	Sep	69,475	89,812		-177	-54	-231	
	Oct	67,922	88,095		-159	-104	-263	
	Nov	73,549	94,861		-138	179	41	
Q4	Dec	75,134	97,891		-96	257	162	
	Jan	74,594	97,637		-109	158	49	
2021	Feb	74,959	98,027		-107	344	238	
	Q1	Mar	76,894	100,305		-42	840	798
		Apr	80,079	105,180		10	1,434	1,444
May		80,434	105,627		-76	537	461	
Q2	Jun	81,202	107,621		-163	309	146	
	Jul	81,236	111,648		-104	299	195	
	Aug	82,931	114,495		-117	117	1	
Q3	Sep	78,300	116,588		-122	-82	-204	

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. Figures for Hargreaves Lansdown for July to September 2021 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 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
2021 Q1	180,271	12.3	92,754	51.5	87,518	48.5	2,876	2,305	571
Q2	189,522	12.4	97,866	51.6	91,656	48.4	2,913	2,381	532
Q3	191,196	12.3	99,072	51.8	92,124	48.2	1,376	1,219	157
2020 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
2021 Jan	179,915	12.5	93,875	52.2	86,040	47.8	1,006	548	458
Feb	179,923	12.5	93,540	52.0	86,384	48.0	634	587	48
Q1 Mar	180,271	12.3	92,754	51.5	87,518	48.5	1,235	1,171	65
Apr	185,639	12.3	95,453	51.4	90,186	48.6	1,220	919	301
May	185,819	12.3	95,651	51.5	90,168	48.5	820	655	165
Q2 Jun	189,522	12.4	97,866	51.6	91,656	48.4	873	808	66
Jul	190,458	12.4	98,751	51.8	91,708	48.2	687	597	90
Aug	193,826	12.3	100,972	52.1	92,855	47.9	626	556	70
Q3 Sep	191,196	12.3	99,072	51.8	92,124	48.2	62	66	-4

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	-	-	18,103	-
	2020	256,831	17.8	55,469	3.9	18,393	11,693
	2019 Q4	231,426	17.5	-	-	6,086	-
	2020 Q1	199,719	17.6	31,223	2.7	4,159	1,381
	Q2	238,427	18.4	39,879	3.1	4,751	2,839
	Q3	241,537	18.2	45,568	3.4	3,900	3,681
	Q4	256,831	17.8	55,469	3.9	5,583	3,792
	2021 Q1	259,363	17.7	66,792	4.6	3,615	2,693
	Q2	277,843	18.2	78,315	5.1	6,591	4,170
	Q3	284,927	18.4	85,161	5.5	3,999	4,347
	2020 Sep	241,537	18.2	45,568	3.4	1,223	1,487
	Oct	230,722	17.7	46,961	3.6	1,695	1,523
	Nov	250,951	17.9	52,088	3.7	2,962	1,191
	Q4 Dec	256,831	17.8	55,469	3.9	926	1,078
	2021 Jan	257,458	17.9	58,328	4.1	1,996	1,239
	Feb	251,160	17.5	62,077	4.3	993	-195
	Q1 Mar	259,363	17.7	66,792	4.6	626	1,649
	Apr	268,972	17.8	72,288	4.8	2,862	1,625
	May	270,979	17.9	73,645	4.9	1,519	1,307
	Q2 Jun	277,843	18.2	78,315	5.1	2,211	1,237
	Jul	280,080	18.2	80,676	5.2	1,673	1,383
	Aug	287,767	18.2	85,467	5.4	1,283	1,328
	Q3 Sep	284,927	18.4	85,161	5.5	1,043	1,635

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 IA's Responsible Investment Framework. 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 approaches and this approach is referenced in the fund documentation: exclusions; sustainability focus; impact 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 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 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.