

## SUMMARY

	Oct 2023	Sep 2023	Oct 2022
<b>UK Investors</b>			
<b>Funds under management</b>			
<b>All funds<sup>2</sup></b>	£ 1,345.6 bn	£ 1,382.5 bn	£ 1,354.5 bn
<b>Funds of funds</b>	£ 173.3 bn	£ 178.2 bn	£ 171.4 bn
<b>Tracker funds</b>	£ 293.7 bn	£ 300.8 bn	£ 277.6 bn
<b>Responsible Investments</b>	£ 91.6 bn	£ 95.1 bn	£ 88.9 bn
<b>ISAs</b>	£ 172.9 bn	£ 179.2 bn	£ 169.1 bn
<b>Net retail sales</b>			
<b>All funds</b>	-£ 137 m	-£ 1,525 m	-£ 3,863 m
<b>Equity funds</b>	-£ 376 m	-£ 1,699 m	-£ 2,300 m
<b>Fixed income funds</b>	-£ 429 m	-£ 79 m	-£ 549 m
<b>Mixed asset funds</b>	-£ 3 m	£ 781 m	-£ 804 m
<b>Funds of funds</b>	-£ 674 m	-£ 367 m	-£ 27 m
<b>Tracker funds</b>	-£ 331 m	£ 991 m	£ 1,420 m
<b>Responsible Investments</b>	-£ 530 m	-£ 544 m	£ 131 m
<b>ISAs</b>	-£ 701 m	-£ 650 m	-£ 353 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**

	Total FUM	UK Investors <i>of which held in UK domiciled funds</i>	<i>of which held in overseas domiciled funds</i>	Total FUM	UK Domiciled Funds <i>of which held by UK investors</i>	<i>of which held by overseas investors</i>
<b>2013</b>	<b>820,475</b>	753,727	66,748	<b>799,349</b>	753,727	45,622
<b>2014</b>	<b>892,533</b>	817,617	74,916	<b>843,231</b>	817,617	25,614
<b>2015</b>	<b>929,943</b>	839,960	89,983	<b>901,964</b>	839,960	62,005
<b>2016</b>	<b>1,062,452</b>	954,490	107,962	<b>1,021,601</b>	954,490	67,111
<b>2017</b>	<b>1,235,339</b>	1,073,834	161,505	<b>1,160,589</b>	1,073,834	86,754
<b>2018</b>	<b>1,154,494</b>	1,001,315	153,179	<b>1,046,980</b>	1,001,315	45,664
<b>2019</b>	<b>1,318,293</b>	1,118,368	199,925	<b>1,162,779</b>	1,118,368	44,411
<b>2020</b>	<b>1,437,151</b>	1,202,084	235,067	<b>1,246,921</b>	1,202,084	44,837
<b>2021</b>	<b>1,590,328</b>	1,331,755	258,573	<b>1,385,006</b>	1,331,755	53,251
<b>2022</b>	<b>1,372,260</b>	1,144,601	227,659	<b>1,202,966</b>	1,144,601	58,365
<b>2021 Q4</b>	<b>1,590,328</b>	1,331,755	258,573	<b>1,385,006</b>	1,331,755	53,251
<b>2022 Q1</b>	<b>1,524,399</b>	1,269,155	255,245	<b>1,319,289</b>	1,269,155	50,134
<b>Q2</b>	<b>1,380,161</b>	1,152,723	227,437	<b>1,202,855</b>	1,152,723	50,132
<b>Q3</b>	<b>1,328,491</b>	1,107,707	220,785	<b>1,155,195</b>	1,107,707	47,488
<b>Q4</b>	<b>1,372,260</b>	1,144,601	227,659	<b>1,202,966</b>	1,144,601	58,365
<b>2023 Q1</b>	<b>1,390,329</b>	1,167,299	223,030	<b>1,227,584</b>	1,167,299	60,285
<b>Q2</b>	<b>1,392,414</b>	1,168,566	223,848	<b>1,227,786</b>	1,168,566	59,220
<b>Q3</b>	<b>1,382,452</b>	1,163,707	218,745	<b>1,223,320</b>	1,163,707	59,613
<b>2022 Oct</b>	<b>1,354,476</b>	1,116,987	237,489	<b>1,168,079</b>	1,116,987	51,092
<b>Nov</b>	<b>1,394,641</b>	1,157,566	237,075	<b>1,216,387</b>	1,157,566	58,821
<b>Q4 Dec</b>	<b>1,372,260</b>	1,144,601	227,659	<b>1,202,966</b>	1,144,601	58,365
<b>2023 Jan</b>	<b>1,416,618</b>	1,186,546	230,073	<b>1,247,026</b>	1,186,546	60,481
<b>Feb</b>	<b>1,410,976</b>	1,184,309	226,668	<b>1,244,837</b>	1,184,309	60,528
<b>Q1 Mar</b>	<b>1,390,329</b>	1,167,299	223,030	<b>1,227,584</b>	1,167,299	60,285
<b>Apr</b>	<b>1,400,450</b>	1,174,585	225,865	<b>1,235,150</b>	1,174,585	60,565
<b>May</b>	<b>1,388,036</b>	1,164,368	223,668	<b>1,223,855</b>	1,164,368	59,487
<b>Q2 Jun</b>	<b>1,392,414</b>	1,168,566	223,848	<b>1,227,786</b>	1,168,566	59,220
<b>Jul</b>	<b>1,409,469</b>	1,185,013	224,457	<b>1,245,453</b>	1,185,013	60,441
<b>Aug</b>	<b>1,390,380</b>	1,170,174	220,206	<b>1,230,004</b>	1,170,174	59,831
<b>Q3 Sep</b>	<b>1,382,452</b>	1,163,707	218,745	<b>1,223,320</b>	1,163,707	59,613
<b>Oct</b>	<b>1,345,567</b>	1,131,492	214,075	<b>1,189,506</b>	1,131,492	58,014

**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 <sup>2</sup> £m	All Funds Including Funds of Funds <sup>3</sup>												
			Equity £m	Total	Fixed Income £m	Total	Money Market £m	Total	Mixed Asset £m	Total	Property £m	Total	Other £m	Total	Total £m
<b>2013</b>		<b>820,475</b>	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
<b>2014</b>		<b>892,533</b>	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
<b>2015</b>		<b>929,943</b>	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
<b>2016</b>		<b>1,062,452</b>	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
<b>2017</b>		<b>1,235,339</b>	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
<b>2018</b>		<b>1,154,494</b>	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
<b>2019</b>		<b>1,318,293</b>	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
<b>2020</b>		<b>1,437,151</b>	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
<b>2021</b>		<b>1,590,328</b>	948,690	53.5%	322,624	18.2%	46,997	2.6%	289,957	16.3%	28,022	1.6%	138,598	7.8%	1,774,888
<b>2022</b>		<b>1,372,260</b>	812,846	52.9%	267,548	17.4%	52,102	3.4%	255,326	16.6%	21,626	1.4%	128,063	8.3%	1,537,513
<b>2021</b>	<b>Q4</b>	<b>1,590,328</b>	948,690	53.5%	322,624	18.2%	46,997	2.6%	289,957	16.3%	28,022	1.6%	138,598	7.8%	1,774,888
<b>2022</b>	<b>Q1</b>	<b>1,524,399</b>	902,355	53.0%	302,781	17.8%	51,452	3.0%	279,722	16.4%	27,721	1.6%	140,102	8.2%	1,704,133
	<b>Q2</b>	<b>1,380,161</b>	812,439	52.6%	278,680	18.0%	44,596	2.9%	254,995	16.5%	24,955	1.6%	128,496	8.3%	1,544,162
	<b>Q3</b>	<b>1,328,491</b>	784,279	52.7%	260,430	17.5%	45,761	3.1%	247,998	16.7%	23,083	1.6%	126,421	8.5%	1,487,972
	<b>Q4</b>	<b>1,372,260</b>	812,846	52.9%	267,548	17.4%	52,102	3.4%	255,326	16.6%	21,626	1.4%	128,063	8.3%	1,537,513
<b>2023</b>	<b>Q1</b>	<b>1,390,329</b>	825,407	52.9%	277,348	17.8%	43,286	2.8%	261,588	16.8%	21,235	1.4%	130,665	8.4%	1,559,529
	<b>Q2</b>	<b>1,392,414</b>	833,024	53.3%	273,849	17.5%	43,298	2.8%	261,432	16.7%	20,737	1.3%	129,111	8.3%	1,561,450
	<b>Q3</b>	<b>1,382,452</b>	829,874	53.6%	272,097	17.6%	40,203	2.6%	261,053	16.8%	19,298	1.2%	127,014	8.2%	1,549,539
<b>2022</b>	<b>Oct</b>	<b>1,354,476</b>	792,094	52.3%	266,388	17.6%	62,642	4.1%	249,954	16.5%	22,268	1.5%	121,605	8.0%	1,514,951
	<b>Nov</b>	<b>1,394,641</b>	823,308	52.7%	274,936	17.6%	55,795	3.6%	257,955	16.5%	21,918	1.4%	127,050	8.1%	1,560,962
	<b>Q4 Dec</b>	<b>1,372,260</b>	812,846	52.9%	267,548	17.4%	52,102	3.4%	255,326	16.6%	21,626	1.4%	128,063	8.3%	1,537,513
<b>2023</b>	<b>Jan</b>	<b>1,416,618</b>	844,190	53.2%	277,359	17.5%	46,990	3.0%	263,711	16.6%	22,196	1.4%	133,008	8.4%	1,587,454
	<b>Feb</b>	<b>1,410,976</b>	844,467	53.4%	274,100	17.3%	45,343	2.9%	262,357	16.6%	21,844	1.4%	132,276	8.4%	1,580,387
	<b>Q1 Mar</b>	<b>1,390,329</b>	825,407	52.9%	277,348	17.8%	43,286	2.8%	261,588	16.8%	21,235	1.4%	130,665	8.4%	1,559,529
	<b>Apr</b>	<b>1,400,450</b>	833,035	53.0%	278,351	17.7%	43,827	2.8%	263,186	16.8%	21,582	1.4%	130,530	8.3%	1,570,512
	<b>May</b>	<b>1,388,036</b>	826,827	53.1%	275,534	17.7%	43,390	2.8%	260,907	16.8%	21,100	1.4%	128,635	8.3%	1,556,393
	<b>Q2 Jun</b>	<b>1,392,414</b>	833,024	53.3%	273,849	17.5%	43,298	2.8%	261,432	16.7%	20,737	1.3%	129,111	8.3%	1,561,450
	<b>Jul</b>	<b>1,409,469</b>	848,218	53.7%	273,361	17.3%	42,818	2.7%	265,618	16.8%	20,325	1.3%	130,639	8.3%	1,580,980
	<b>Aug</b>	<b>1,390,380</b>	834,226	53.5%	272,306	17.5%	41,308	2.6%	262,202	16.8%	19,850	1.3%	129,309	8.3%	1,559,201
	<b>Q3 Sep</b>	<b>1,382,452</b>	829,874	53.6%	272,097	17.6%	40,203	2.6%	261,053	16.8%	19,298	1.2%	127,014	8.2%	1,549,539
	<b>Oct</b>	<b>1,345,567</b>	797,378	52.9%	270,240	17.9%	41,454	2.7%	255,090	16.9%	18,757	1.2%	125,070	8.3%	1,507,989

**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.

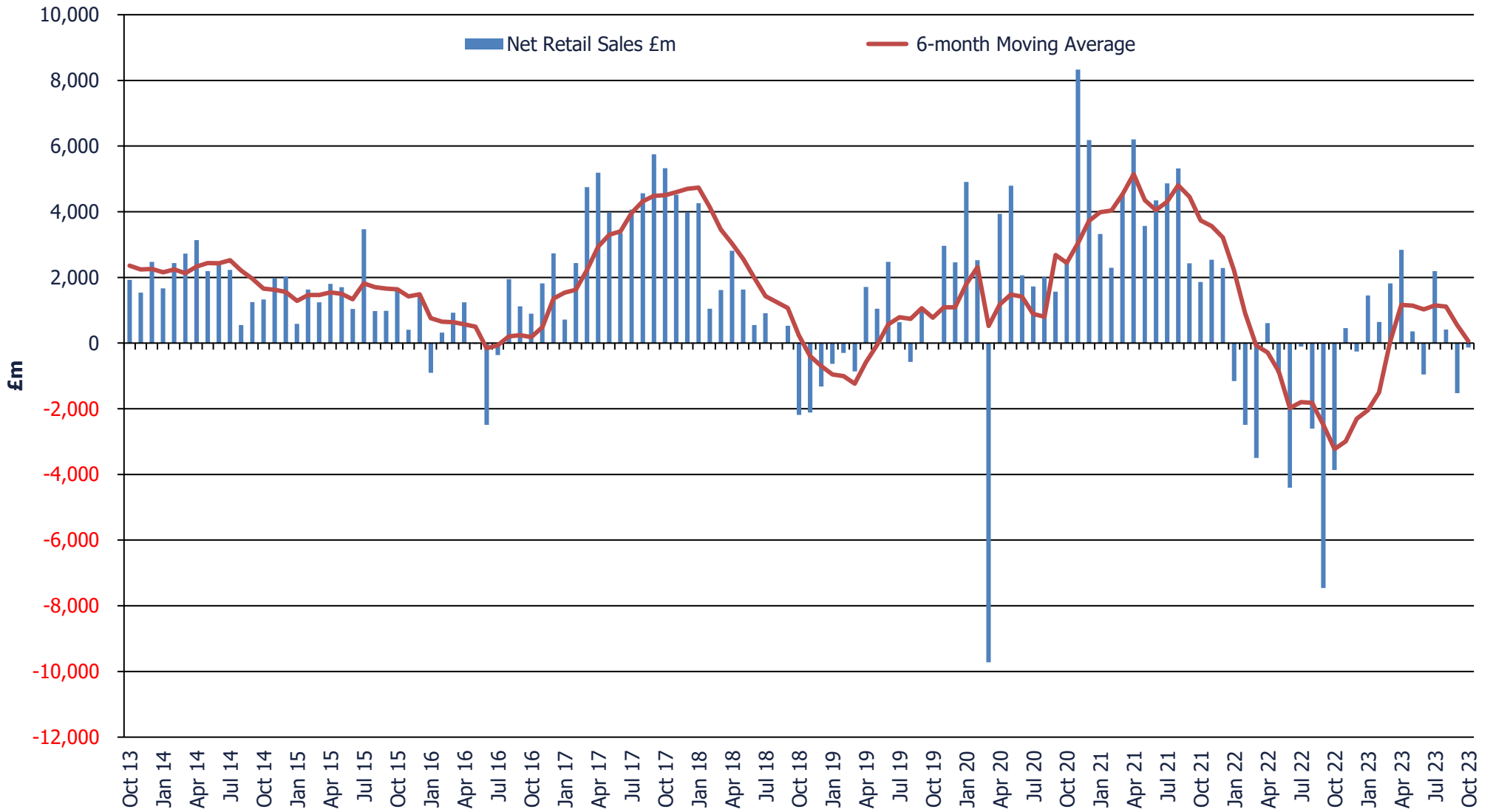
**TABLE 4: NET SALES**

		Net Sales £m		
		Total	Retail	Institutional
<b>2013</b>		25,919	23,507	2,412
<b>2014</b>		37,140	23,923	13,217
<b>2015</b>		22,585	16,920	5,665
<b>2016</b>		15,950	7,208	8,742
<b>2017</b>		66,712	48,606	18,106
<b>2018</b>		-5,131	7,697	-12,828
<b>2019</b>		7,514	9,982	-2,469
<b>2020</b>		33,881	30,816	3,065
<b>2021</b>		37,219	43,584	-6,365
<b>2022</b>		-49,668	-25,688	-23,980
<b>2021</b>	<b>Q4</b>	4,830	6,687	-1,856
<b>2022</b>	<b>Q1</b>	-9,197	-7,144	-2,053
	<b>Q2</b>	-12,597	-4,714	-7,882
	<b>Q3</b>	-25,643	-10,170	-15,473
	<b>Q4</b>	-2,231	-3,659	1,428
<b>2023</b>	<b>Q1</b>	-13,814	3,912	-17,726
	<b>Q2</b>	-6,036	8,241	-8,277
	<b>Q3</b>	-12,754	1,077	-13,831
<b>2022</b>	<b>Oct</b>	5,911	-3,863	9,774
	<b>Nov</b>	-5,328	457	-5,786
	<b>Dec</b>	-2,813	-254	-2,560
<b>2023</b>	<b>Jan</b>	-3,665	1,447	-5,112
	<b>Feb</b>	-800	645	-1,445
	<b>Mar</b>	-9,349	1,820	-11,169
	<b>Apr</b>	877	2,837	-1,960
	<b>May</b>	-2,402	359	-2,760
	<b>Jun</b>	-4,511	-955	-3,557
	<b>Jul</b>	-5,264	2,189	-7,453
	<b>Aug</b>	-3,075	413	-3,488
	<b>Sep</b>	-4,416	-1,525	-2,890
	<b>Oct</b>	-4,477	-137	-4,340

**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	Property	Other	Total	Asia	Europe	Glob	Japa	North Americ	UK
<b>2013</b>	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
<b>2014</b>	23,923	10,616	3,001	552	4,967	3,117	1,669	9,754	55	1,013	2,767	581	1,232	4,106
<b>2015</b>	16,920	7,195	-1,462	422	4,707	1,864	4,194	7,638	-1,038	3,839	940	1,247	603	2,047
<b>2016</b>	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
<b>2017</b>	48,606	9,598	16,113	3,345	14,063	-131	5,617	8,292	-5	2,899	4,912	1,791	1,329	-2,634
<b>2018</b>	7,697	796	-2,030	514	8,098	247	73	157	1,374	-1,313	2,510	1,224	1,224	-4,862
<b>2019</b>	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
<b>2020</b>	30,816	10,410	7,964	3,002	9,075	-291	657	6,609	1,614	-405	6,097	-429	2,520	-2,788
<b>2021</b>	43,584	14,896	11,534	1,000	10,371	-189	5,971	8,392	990	-305	13,396	445	-863	-5,272
<b>2022</b>	-25,688	-18,200	-4,787	-2,364	52	-633	244	-22,555	-1,167	-5,546	-3,424	-1,155	687	-11,950
<b>2021 Q4</b>	6,687	2,365	1,295	237	1,072	71	1,648	175	-53	54	2,563	151	-244	-2,296
<b>2022 Q1</b>	-7,144	-1,858	-6,013	388	576	-206	-32	-3,717	-272	-811	781	-157	-71	-3,187
<b>Q2</b>	-4,714	-3,679	-1,388	-1,186	973	48	517	-5,739	-538	-1,641	-1,005	-692	669	-2,531
<b>Q3</b>	-10,170	-9,414	1,363	-944	-788	-351	-36	-9,529	-447	-1,476	-2,720	-222	-1,472	-3,191
<b>2023 Q4</b>	-3,659	-3,250	1,251	-621	-709	-124	-206	-3,571	90	-1,617	-481	-84	1,562	-3,041
<b>2023 Q1</b>	3,912	-811	2,926	-1,139	2,217	33	686	-3,218	-71	-628	460	-64	936	-3,851
<b>Q2</b>	2,241	-2,169	1,916	1,391	1,032	-185	256	-4,070	15	-326	296	138	-893	-3,300
<b>Q3</b>	1,077	-321	124	-82	2,121	-275	-489	-5,198	195	-738	-371	-72	-738	-3,474
<b>2022 Oct</b>	-3,863	-2,300	-549	595	-804	32	-836	-2,122	-35	-537	-734	45	-69	-792
<b>Nov</b>	457	-601	1,408	-508	-110	-62	330	-627	83	-837	31	-25	1,259	-1,138
<b>Q4 Dec</b>	-254	-349	392	-708	205	-93	301	-822	42	-243	223	-104	372	-1,111
<b>2023 Jan</b>	1,447	-925	1,584	52	814	26	-106	-1,227	125	-156	-83	-28	361	-1,445
<b>Feb</b>	645	-569	1,176	-882	651	-69	338	-1,466	-77	-245	-241	100	548	-1,551
<b>Q1 Mar</b>	1,820	683	165	-310	752	76	454	-525	-119	-227	785	-136	27	-855
<b>Apr</b>	2,837	93	1,127	1,065	346	19	187	-873	-54	-158	452	45	100	-1,258
<b>May</b>	359	-992	636	500	159	-60	116	-1,360	97	-64	261	-134	-336	-1,184
<b>Q2 Jun</b>	-955	-1,271	154	-174	526	-144	-46	-1,836	-29	-104	-416	227	-657	-858
<b>Jul</b>	2,189	779	501	110	861	-86	24	-1,189	18	-47	319	31	-467	-1,043
<b>Aug</b>	413	599	-298	31	478	-81	-316	-1,280	69	-99	43	2	-158	-1,137
<b>Q3 Sep</b>	-1,525	-1,699	-79	-223	781	-108	-197	-2,728	107	-591	-733	-105	-113	-1,293
<b>Oct</b>	-137	-376	-429	938	-3	-33	-234	-2,618	-81	-527	-989	229	70	-1,321

- 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 OCTOBER 2023**

Funds Under Management		Net Retail Sales		Net ISA Sales on Five Platforms	
IA Sector	£bn	IA Sector	£m	IA Sector	£m
Global	163.2	Short Term Money Market	649.5	Volatility Managed	61.5
UK All Companies	131.7	Volatility Managed	267.9	Short Term Money Market	56.3
North America	81.7	Japan	229.4	Government Bond	16.7
Mixed Investment 40-85% Shares	79.5	Specialist Bond	220.5	Standard Money Market	10.3
£ Corporate Bond	58.4	UK Gilts	206.2	India/Indian Subcontinent	3.9
Volatility Managed	57.8	Standard Money Market	138.2	Asia Pacific Including Japan	2.9
Europe Excluding UK	55.0	Government Bond	80.2	Global Emerging Markets Bond - Blended	0.6
Mixed Investment 20-60% Shares	43.6	Global Emerging Markets Bond - Blended	50.5	Specialist Bond	0.4
£ Strategic Bond	35.1	North America	38.0	Global Emerging Markets Bond - Hard Currenc	0.1
UK Equity Income	33.6	North American Smaller Companies	32.5	High Yield Bond	0.0
Asia Pacific Excluding Japan	32.2	Financials and Financial Innovation	15.4	Global Emerging Markets Bond - Local Currenc	-0.1
Global Emerging Markets	32.2	India/Indian Subcontinent	12.8	Europe Including UK	-0.1
Targeted Absolute Return	31.0	Latin America	6.5	Latin America	-0.3
Flexible Investment	30.6	Commodities and Natural Resources	2.9	North American Smaller Companies	-0.5
Short Term Money Market	28.7	Property Other	1.2	Global Inflation Linked Bond	-0.7
Mixed Bond	26.9	Asia Pacific Including Japan	0.1	Financials and Financial Innovation	-0.8
Specialist	24.6	UK Index Linked Gilts	-8.8	Corporate Bond	-0.9
Global Equity Income	22.2	Europe Including UK	-12.0	Commodities and Natural Resources	-1.3
Japan	21.8	UK Direct Property	-12.5	UK Gilts	-1.8
Corporate Bond	20.6	European Smaller Companies	-14.2	UK Index Linked Gilts	-2.0
UK Gilts	18.3	Technology and Technology Innovation	-14.6	Japan	-2.1
£ High Yield	10.8	£ High Yield	-14.7	Technology and Technology Innovation	-2.4
Government Bond	10.8	Global	-20.0	£ High Yield	-2.5
Property Other	10.2	Global Emerging Markets Bond - Local Currenc	-22.1	European Smaller Companies	-2.7
Mixed Investment 0-35% Shares	9.2	Global Emerging Markets Bond - Hard Currenc	-30.2	Healthcare	-3.0
UK Smaller Companies	9.2	China/Greater China	-44.7	Property Other	-3.6
Infrastructure	7.6	Asia Pacific Excluding Japan	-48.8	Mixed Bond	-4.2
Specialist Bond	7.3	Global Equity Income	-60.0	China/Greater China	-5.5
Technology and Technology Innovation	7.1	Mixed Bond	-82.9	Global Equity Income	-6.6
High Yield Bond	6.9	High Yield Bond	-85.4	Infrastructure	-6.6
Global Inflation Linked Bond	6.1	Global Inflation Linked Bond	-89.3	Global Emerging Markets	-8.0
UK Index Linked Gilts	5.1	Corporate Bond	-106.7	Specialist	-15.6
UK Direct Property	4.9	Infrastructure	-108.7	UK Direct Property	-15.6
Global Emerging Markets Bond - Local Currenc	4.3	UK Smaller Companies	-140.2	Targeted Absolute Return	-15.7
India/Indian Subcontinent	4.2	Mixed Investment 0-35% Shares	-160.0	UK Smaller Companies	-23.4
North American Smaller Companies	4.0	Mixed Investment 40-85% Shares	-209.9	Asia Pacific Excluding Japan	-26.0
Healthcare	3.8	Specialist	-212.4	Flexible Investment	-28.4
Europe Including UK	2.7	£ Corporate Bond	-216.8	£ Corporate Bond	-30.0
Commodities and Natural Resources	2.6	UK Equity Income	-242.5	North America	-30.6
Global Emerging Markets Bond - Hard Currenc	2.5	Healthcare	-363.2	£ Strategic Bond	-34.4
Financials and Financial Innovation	2.3	Global Emerging Markets	-385.8	Europe Excluding UK	-37.6
Standard Money Market	2.2	Flexible Investment	-489.9	Mixed Investment 0-35% Shares	-38.3
China/Greater China	2.0	Europe Excluding UK	-500.9	Mixed Investment 40-85% Shares	-38.8
Global Emerging Markets Bond - Blended	1.8	Mixed Investment 20-60% Shares	-503.0	UK Equity Income	-39.6



European Smaller Companies	1.7	Targeted Absolute Return	-511.0	Global	-56.6
Asia Pacific Including Japan	0.8	£ Strategic Bond	-564.9	Mixed Investment 20-60% Shares	-98.3
Latin America	0.3	UK All Companies	-938.6	UK All Companies	-120.0
<b>Total</b>	<b>1,158.9</b>	<b>Total</b>	<b>-4,262.7</b>	<b>Total</b>	<b>-552.0</b>

**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												
	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
Asia Pacific Excluding Japan	-18	114	78	120	-34	-95	-56	114	-26	-2	92	60	-49
Asia Pacific Including Japan	-8	-7	-1	-13	-17	-8	20	-5	-2	-5	-6	-6	0
China/Greater China	-17	-29	-32	47	-24	-24	-23	-19	-23	-5	-40	-22	-45
Europe Excluding UK	-475	-810	-223	-160	-229	-180	-188	-37	-29	-47	-68	-527	-501
Europe Including UK	-11	-11	15	-3	-3	-19	-43	-5	-11	0	-8	-43	-12
European Smaller Companies	-52	-16	-15	-9	-13	-28	-13	-23	-65	0	-23	-22	-14
Financials and Financial Innovation	-7	-18	-30	-14	-268	-31	7	-18	-30	1	-16	-29	15
Global	-450	-48	237	-158	-6	447	340	129	21	95	368	-402	-20
Global Emerging Markets	-169	56	-40	-2	-88	284	45	102	-2	-10	-107	-172	-386
Global Equity Income	34	93	98	107	168	126	112	173	24	243	-66	-53	-60
Healthcare	-40	-1	23	-2	-18	26	22	-54	-21	-15	-15	-15	-363
India/Indian Subcontinent	7	5	-2	-30	-2	8	5	8	22	30	24	74	13
Japan	50	4	-100	-19	108	-135	51	-130	215	56	1	-105	229
Japanese Smaller Companies	-5	-29	-4	-9	-8	-17	-6	-3	12	-26	1	0	0
Latin America	-2	0	6	-6	10	-7	-9	-11	8	-13	7	-3	6
North America	-66	1,263	364	362	446	63	97	-272	-618	-462	-137	-125	38
North American Smaller Companies	-3	-4	8	-1	103	-35	3	-64	-39	-5	-21	22	32
Specialist	-160	-16	-50	19	21	-30	-80	-75	-128	-64	-167	-70	-161
Technology and Technology Innovation	-23	-35	-16	-33	-50	-38	5	5	22	74	46	9	-15
UK All Companies	-502	-976	-1,001	-1,285	-1,257	-754	-1,113	-916	-573	-710	-748	-884	-939
UK Equity Income	-228	-124	-62	-103	-195	-38	-70	-188	-195	-240	-294	-333	-243
UK Smaller Companies	-62	-38	-48	-58	-98	-72	-76	-80	-90	-93	-95	-76	-140
Unallocated	-85	-18	477	384	912	1,270	801	431	626	1,056	1,203	1,073	2,293
Unclassified Sector	-92	45	-10	-76	-25	-44	159	-54	-50	904	690	-41	-57
<b>Equity</b>	<b>-2,300</b>	<b>-601</b>	<b>-349</b>	<b>-925</b>	<b>-569</b>	<b>683</b>	<b>93</b>	<b>-992</b>	<b>-1,271</b>	<b>779</b>	<b>599</b>	<b>-1,699</b>	<b>-376</b>
£ Corporate Bond	879	238	21	290	69	433	173	52	-138	287	-212	192	-217
£ High Yield	-59	4	-152	38	40	-25	91	-3	-62	49	-70	-31	-15
£ Strategic Bond	-329	134	96	47	-155	-173	-291	-297	-257	-77	-80	-511	-565
Corporate Bond	81	720	79	127	279	-66	-83	-410	-40	177	18	209	-107
Global Emerging Markets Bond - Blended	-18	-2	15	13	82	170	143	91	75	113	-202	-76	51
Global Emerging Markets Bond - Hard Curre	-10	-6	12	2	76	12	7	-25	-67	38	11	-10	-30
Global Emerging Markets Bond - Local Curre	-37	17	19	-23	-3	8	30	42	39	71	-24	13	-22
Global Inflation Linked Bond	-12	205	2	56	170	-86	7	-20	-90	-81	-6	-10	-89
Government Bond	222	138	-105	127	27	112	144	658	173	53	-13	194	80
High Yield Bond	18	-144	-148	27	40	12	20	-48	-75	-99	4	-175	-85
Mixed Bond	-178	-154	66	91	232	96	149	28	19	-111	-3	43	-83
Specialist	-11	3	6	13	19	-4	2	3	-8	-18	6	4	2
Specialist Bond	-387	-102	57	-55	103	-381	226	58	238	-117	30	-101	221
UK Gilts	-339	93	127	288	85	-190	259	344	504	102	174	237	206
UK Index Linked Gilts	55	6	51	6	-13	-36	15	83	-177	-7	8	-258	-9
Unallocated	-557	250	232	447	118	368	148	243	185	297	192	270	383
Unclassified Sector	133	7	14	87	7	-87	86	-164	-164	-178	-131	-68	-149
<b>Fixed Income</b>	<b>-549</b>	<b>1,408</b>	<b>392</b>	<b>1,584</b>	<b>1,176</b>	<b>165</b>	<b>1,127</b>	<b>636</b>	<b>154</b>	<b>501</b>	<b>-298</b>	<b>-79</b>	<b>-429</b>
Short Term Money Market	875	-319	-478	-106	-363	682	770	382	-311	132	15	-48	650
Standard Money Market	23	6	15	23	43	65	61	122	-16	38	40	58	138
Unallocated	69	-82	-214	103	-597	41	286	-157	212	-109	78	-209	134
Unclassified Sector	-372	-113	-32	32	36	-1,098	-51	154	-59	-48	-103	-24	16
<b>Money Markets</b>	<b>595</b>	<b>-508</b>	<b>-708</b>	<b>52</b>	<b>-882</b>	<b>-310</b>	<b>1,065</b>	<b>500</b>	<b>-174</b>	<b>110</b>	<b>31</b>	<b>-223</b>	<b>938</b>
Flexible Investment	-74	47	39	55	-80	-43	-127	-121	-106	-210	-149	-151	-490
Mixed Investment 0-35% Shares	-173	-125	-66	-105	-12	-130	-19	-80	-117	-141	-140	-138	-160
Mixed Investment 20-60% Shares	-308	-198	-174	-174	-123	-299	-217	-313	-345	-428	-375	-416	-503
Mixed Investment 40-85% Shares	61	112	93	56	122	279	225	66	0	20	-32	23	-210
Specialist	-64	15	11	40	-20	-5	-3	-23	-23	-9	-3	14	-50
Unallocated	11	84	293	447	770	998	683	740	1,209	1,765	1,225	1,577	1,592
Unclassified Sector	-257	-45	9	495	-6	-48	-196	-110	-91	-137	-47	-129	-183
<b>Mixed Asset</b>	<b>-804</b>	<b>-110</b>	<b>205</b>	<b>814</b>	<b>651</b>	<b>752</b>	<b>346</b>	<b>159</b>	<b>526</b>	<b>861</b>	<b>478</b>	<b>781</b>	<b>-3</b>
Property Other	115	20	-50	12	-45	88	30	-29	-70	-52	-39	-38	1
UK Direct Property	-88	-38	-40	-62	4	0	-7	-14	-33	-14	-20	-13	-13
Unallocated	18	-6	1	-4	1	2	-1	-1	-18	-5	-3	-25	-8
Unclassified Sector	-14	-38	-5	80	-30	-14	-4	-16	-22	-16	-20	-32	-13
<b>Property</b>	<b>32</b>	<b>-62</b>	<b>-93</b>	<b>26</b>	<b>-69</b>	<b>76</b>	<b>19</b>	<b>-60</b>	<b>-144</b>	<b>-86</b>	<b>-81</b>	<b>-108</b>	<b>-33</b>
Commodities and Natural Resources	33	60	-18	48	15	11	9	24	-26	-3	-12	-16	3
Infrastructure	-40	100	56	-93	-21	-67	-56	-60	-81	-102	-74	-50	-109
Specialist	-14	-47	0	-2	-32	-1	-16	-9	-41	-15	-47	17	-3
Targeted Absolute Return	-921	36	107	-181	90	15	-88	-203	-358	-372	-506	-425	-511
Unallocated	15	47	90	45	82	148	204	205	155	268	120	94	26
Unclassified Sector	-5	-14	-31	11	18	-14	-12	-14	-12	-3	-1	0	92
Volatility Managed	97	149	97	66	186	361	145	173	316	251	203	183	268
<b>Others</b>	<b>-836</b>	<b>330</b>	<b>301</b>	<b>-106</b>	<b>338</b>	<b>454</b>	<b>187</b>	<b>116</b>	<b>-46</b>	<b>24</b>	<b>-316</b>	<b>-197</b>	<b>-234</b>

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
<b>2013</b>		Mixed Investment 20-60% Shares	£ Corporate Bond	Targeted Absolute Return	UK All Companies
<b>2014</b>		UK Equity Income	UK All Companies	Targeted Absolute Return	£ Corporate Bond
<b>2015</b>		Targeted Absolute Return	UK All Companies	Targeted Absolute Return	UK Gilts
<b>2016</b>		Targeted Absolute Return	UK All Companies	Targeted Absolute Return	UK All Companies
<b>2017</b>		£ Strategic Bond	UK All Companies	Targeted Absolute Return	Global
<b>2018</b>		Global	UK All Companies	Volatility Managed	Mixed Investment 40-85% Shares
<b>2019</b>		Global	Targeted Absolute Return	Short Term Money Market	Targeted Absolute Return
<b>2020</b>		Global	Targeted Absolute Return	Short Term Money Market	Targeted Absolute Return
<b>2021</b>		Global	UK Equity Income	Global Emerging Markets	Targeted Absolute Return
<b>2022</b>		Volatility Managed	UK All Companies	Short Term Money Market	UK All Companies
<b>2021</b>	<b>Q4</b>	Global	UK All Companies	Short Term Money Market	Mixed Investment 40-85% Shares
<b>2022</b>	<b>Q1</b>	Mixed Investment 40-85% Shares	UK All Companies	Short Term Money Market	UK All Companies
	<b>Q2</b>	Global Equity Income	£ Corporate Bond	Specialist Bond	UK All Companies
	<b>Q3</b>	UK Gilts	UK All Companies	Short Term Money Market	Targeted Absolute Return
	<b>Q4</b>	North America	UK All Companies	Short Term Money Market	Targeted Absolute Return
<b>2023</b>	<b>Q1</b>	North America	UK All Companies	£ High Yield	Short Term Money Market
	<b>Q2</b>	UK Gilts	UK All Companies	£ Corporate Bond	UK All Companies
	<b>Q3</b>	Volatility Managed	UK All Companies	£ Corporate Bond	UK Gilts
<b>2022</b>	<b>Oct</b>	£ Corporate Bond	Targeted Absolute Return	Short Term Money Market	Targeted Absolute Return
	<b>Nov</b>	North America	UK All Companies	Global	Short Term Money Market
	<b>Dec</b>	North America	UK All Companies	North America	Short Term Money Market
<b>2023</b>	<b>Jan</b>	North America	UK All Companies	North America	Short Term Money Market
	<b>Feb</b>	North America	UK All Companies	North America	Short Term Money Market
	<b>Mar</b>	Short Term Money Market	UK All Companies	Property Other	North America
	<b>Apr</b>	Short Term Money Market	UK All Companies	£ Corporate Bond	£ Strategic Bond
	<b>May</b>	Government Bond	UK All Companies	Global Emerging Markets	Short Term Money Market
	<b>Jun</b>	UK Gilts	North America	£ Corporate Bond	UK All Companies
	<b>Jul</b>	£ Corporate Bond	UK All Companies	Europe Excluding UK	UK Gilts
	<b>Aug</b>	Global	UK All Companies	UK Gilts	Short Term Money Market
	<b>Sep</b>	UK Gilts	UK All Companies	£ Corporate Bond	Short Term Money Market
	<b>Oct</b>	Short Term Money Market	UK All Companies	Short Term Money Market	Global

**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
<b>2013</b>		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
<b>2014</b>		171,153	19,492	11.4	839	0.5	4,634	2.7	19,513	11.4	85,814	50.1	31,633	18.5	9,230	5.4
<b>2015</b>		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
<b>2016</b>		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
<b>2017</b>		246,763	18,017	7.3	1,058	0.4	6,024	2.4	30,777	12.5	107,744	43.7	66,522	27.0	16,621	6.7
<b>2018</b>		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
<b>2019</b>		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
<b>2020</b>		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
<b>2021</b>		344,463	16,974	4.9	1,797	0.5	-	0.0	27,059	7.9	171,399	49.8	87,329	25.4	39,906	11.6
<b>2022</b>		306,006	11,485	3.8	2,190	0.7	-	0.0	23,814	7.8	149,667	48.9	89,405	29.2	29,446	9.6
<b>2021</b>	<b>Q4</b>	77,377	3,212	4.2	435	0.6	-	0.0	5,822	7.5	39,474	51.0	20,355	26.3	8,080	10.4
<b>2022</b>	<b>Q1</b>	80,309	3,245	4.0	568	0.7	-	0.0	6,075	7.6	41,019	51.1	21,276	26.5	8,126	10.1
	<b>Q2</b>	90,925	3,009	3.3	772	0.8	-	0.0	7,865	8.7	40,499	44.5	30,936	34.0	7,844	8.6
	<b>Q3</b>	65,686	2,891	4.4	396	0.6	-	0.0	4,296	6.5	33,715	51.3	17,981	27.4	6,407	9.8
	<b>Q4</b>	69,085	2,340	3.4	454	0.7	-	0.0	5,578	8.1	34,435	49.8	19,211	27.8	7,068	10.2
<b>2023</b>	<b>Q1</b>	79,932	3,311	4.1	380	0.5	-	0.0	6,512	8.1	38,804	48.5	23,467	29.4	7,459	9.3
	<b>Q2</b>	85,428	3,966	4.6	340	0.4	-	0.0	5,626	6.6	38,927	45.6	28,806	33.7	7,763	9.1
	<b>Q3</b>	83,679	2,290	2.7	759	0.9	-	0.0	4,914	5.9	37,443	44.7	29,368	35.1	8,906	10.6
<b>2022</b>	<b>Oct</b>	25,834	906	3.5	231	0.9	-	0.0	1,930	7.5	12,267	47.5	7,773	30.1	2,728	10.6
	<b>Nov</b>	24,623	758	3.1	115	0.5	-	0.0	2,197	8.9	13,211	53.7	5,650	22.9	2,692	10.9
	<b>Dec</b>	18,628	676	3.6	108	0.6	-	0.0	1,451	7.8	8,957	48.1	5,788	31.1	1,648	8.8
<b>2023</b>	<b>Jan</b>	23,261	864	3.7	102	0.4	-	0.0	2,071	8.9	11,413	49.1	6,636	28.5	2,175	9.3
	<b>Feb</b>	25,165	1,222	4.9	141	0.6	-	0.0	2,214	8.8	12,499	49.7	6,692	26.6	2,397	9.5
	<b>Mar</b>	31,507	1,225	3.9	137	0.4	-	0.0	2,227	7.1	14,892	47.3	10,139	32.2	2,887	9.2
	<b>Apr</b>	28,540	1,188	4.2	105	0.4	-	0.0	1,783	6.2	13,112	45.9	9,797	34.3	2,556	9.0
	<b>May</b>	26,726	1,616	6.0	151	0.6	-	0.0	2,084	7.8	12,061	45.1	8,380	31.4	2,433	9.1
	<b>Jun</b>	30,162	1,161	3.9	84	0.3	-	0.0	1,759	5.8	13,754	45.6	10,629	35.2	2,774	9.2
	<b>Jul</b>	30,866	697	2.3	480	1.6	-	0.0	1,906	6.2	13,135	42.6	11,602	37.6	3,047	9.9
	<b>Aug</b>	28,443	621	2.2	115	0.4	-	0.0	1,532	5.4	13,710	48.2	8,948	31.5	3,517	12.4
	<b>Sep</b>	24,370	971	4.0	164	0.7	-	0.0	1,476	6.1	10,598	43.5	8,818	36.2	2,342	9.6
	<b>Oct</b>	36,823	836	2.3	194	0.5	-	0.0	1,783	4.8	12,056	32.7	19,202	52.1	2,752	7.5

**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
<b>2013</b>		23,507	598	79	558	3,597	15,992	1,529	1,154
<b>2014</b>		23,923	-627	107	-365	2,015	18,752	3,347	694
<b>2015</b>		16,920	-2,146	274	180	2,834	14,825	-753	1,704
<b>2016</b>		7,208	-3,108	-74	-580	692	7,561	3,373	-656
<b>2017</b>		48,606	-687	29	1,230	4,871	23,746	15,693	3,724
<b>2018</b>		7,697	-2,573	-120	-896	-581	12,889	241	-1,263
<b>2019</b>		9,982	-3,280	119	-	-1,124	10,851	2,969	449
<b>2020</b>		30,816	-1,194	279	-	-1,420	16,275	15,225	1,651
<b>2021</b>		43,584	-4,937	607	-	-2,821	27,621	16,567	6,547
<b>2022</b>		-25,688	-7,846	277	-	-4,004	5,693	-11,658	-8,151
<b>2021</b>	<b>Q4</b>	6,687	-436	57	-	-860	3,776	4,048	101
<b>2022</b>	<b>Q1</b>	-7,144	-1,105	252	-	-1,590	2,043	-1,255	-5,490
	<b>Q2</b>	-4,714	-3,228	94	-	396	1,363	-2,507	-832
	<b>Q3</b>	-10,170	-2,155	47	-	-2,583	-425	-3,251	-1,803
	<b>Q4</b>	-3,659	-1,359	-116	-	-226	2,712	-4,644	-27
<b>2023</b>	<b>Q1</b>	3,912	-649	37	-	-500	893	4,175	-45
	<b>Q2</b>	2,241	-968	-179	-	-1,543	624	4,497	-190
	<b>Q3</b>	1,077	-1,887	55	-	-1,719	-1,337	4,625	1,340
<b>2022</b>	<b>Oct</b>	-3,863	-833	-71	-	-512	727	-3,210	36
	<b>Nov</b>	457	-286	-84	-	323	1,599	-1,030	-66
	<b>Dec</b>	-254	-240	39	-	-37	386	-404	3
<b>2023</b>	<b>Jan</b>	1,447	-395	3	-	130	71	1,502	135
	<b>Feb</b>	645	-118	8	-	-1	111	680	-35
	<b>Q1</b>	1,820	-136	27	-	-629	711	1,993	-145
	<b>Apr</b>	2,837	-293	-123	-	-3	705	2,742	-191
	<b>May</b>	359	-215	-45	-	-574	-62	961	294
	<b>Q2</b>	-955	-460	-11	-	-966	-19	794	-293
	<b>Jun</b>	2,189	-500	322	-	-381	142	1,983	624
	<b>Jul</b>	413	-634	-299	-	-552	-561	1,393	1,065
	<b>Aug</b>	-1,525	-752	31	-	-786	-918	1,249	-349
	<b>Q3</b>	-137	-524	45	-	-1,250	-2,037	3,779	-150

**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 PLATFORMS<sup>1</sup> - 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
<b>2013</b>		163,614	58,713	9,241	33,495	62,164	10,893	3,315	-137	2,408	5,307
<b>2014</b>		182,752	64,555	9,348	39,188	69,661	12,283	3,904	-60	3,951	4,488
<b>2015</b>		200,151	69,778	9,226	45,549	75,599	12,872	3,563	-15	5,593	3,731
<b>2016</b>		226,466	78,008	9,759	55,639	83,059	4,281	1,356	-236	4,351	-1,190
<b>2017</b>		260,855	88,165	10,344	70,799	91,547	15,318	3,466	-115	8,863	3,104
<b>2018</b>		255,499	82,289	8,155	79,733	85,322	9,040	1,568	-62	6,746	789
<b>2019</b>		297,545	93,485	10,189	99,208	94,663	797	14	366	4,574	-4,157
<b>2020</b>		316,875	97,891	9,174	111,476	98,334	6,335	912	735	4,749	-62
<b>2021</b>		368,764	116,884	7,880	125,608	118,392	11,802	4,084	357	5,332	2,029
<b>2022</b>		317,161	101,888	7,042	106,905	101,325	-27	-982	59	1,053	-158
<b>2021</b>	<b>Q4</b>	368,764	116,884	7,880	125,608	118,392	1,920	8	115	1,267	530
<b>2022</b>	<b>Q1</b>	351,689	110,629	7,533	121,201	112,326	353	-76	12	120	297
	<b>Q2</b>	319,513	101,298	6,918	110,395	100,902	-810	155	-16	-368	-581
	<b>Q3</b>	311,457	98,312	6,764	109,000	97,381	34	-652	22	701	-37
	<b>Q4</b>	317,161	101,888	7,042	106,905	101,325	395	-409	40	601	163
<b>2023</b>	<b>Q1</b>	329,079	104,439	7,275	111,618	105,747	-110	-187	1	744	-668
	<b>Q2</b>	331,170	104,748	7,322	114,220	104,880	1,004	168	43	1,483	-691
	<b>Q3</b>	332,260	108,136	7,700	109,805	106,619	601	-1,081	53	1,594	35
<b>2022</b>	<b>Oct</b>	308,361	99,180	6,846	103,841	98,494	-298	-263	12	-89	42
	<b>Nov</b>	321,015	103,227	7,120	108,089	102,579	497	-30	18	410	99
	<b>Dec</b>	317,161	101,888	7,042	106,905	101,325	196	-116	9	280	23
<b>2023</b>	<b>Jan</b>	327,942	105,146	7,268	110,693	104,835	-199	-225	-2	186	-158
	<b>Feb</b>	330,146	105,042	7,270	111,094	106,740	-1	-178	8	316	-147
	<b>Mar</b>	329,079	104,439	7,275	111,618	105,747	89	216	-5	242	-364
	<b>Apr</b>	331,826	105,555	7,294	112,756	106,221	341	306	-2	351	-313
	<b>May</b>	328,846	104,460	7,256	112,652	104,478	133	-34	10	419	-262
	<b>Jun</b>	331,170	104,748	7,322	114,220	104,880	530	-103	35	713	-115
	<b>Jul</b>	344,403	110,966	7,786	115,806	109,845	325	-336	-6	335	332
	<b>Aug</b>	332,126	107,537	7,714	109,710	107,165	-58	-293	27	447	-240
	<b>Sep</b>	332,260	108,136	7,700	109,805	106,619	334	-452	32	812	-58
	<b>Oct</b>	321,951	104,390	7,503	106,956	103,103	-807	-556	0	62	-312

**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 October 2023 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 9.8% of platform funds under administration at end October 2023 - 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 <sup>1</sup>	Five Fund Platforms <sup>2</sup>	Total market based on HMRC data <sup>3</sup>	Fund Companies <sup>1</sup>	Five Fund Platforms <sup>2</sup>	Total of Fund Companies and Five Fund Platforms
<b>2013</b>		72,818	60,452	180,698	-1,317	3,490	2,173
<b>2014/15 Tax Year</b>		75,319	69,062	179,575	-1,221	3,779	2,558
<b>2015/16 Tax Year</b>		67,626	69,388	200,237	-1,576	3,099	1,522
<b>2016/17 Tax Year</b>		69,229	81,086	237,718	-3,157	1,827	-1,330
<b>2017/18 Tax Year</b>		70,645	85,199	264,316	-2,142	3,461	1,320
<b>2018/19 Tax Year</b>		71,943	87,553	221,550	-2,748	878	-1,870
<b>2019/20 Tax Year</b>		60,733	75,926	214,365	-2,471	-601	-3,072
<b>2020/21 Tax Year</b>		77,127	100,673	277,618	-1,143	2,827	1,684
<b>2021/22 Tax Year</b>		76,122	111,073	-	-1,095	2,781	1,685
<b>2022/23 Tax Year</b>		73,023	104,579	-	-1,269	-1,070	-2,339
<b>2021</b>	<b>Q4</b>	78,654	116,884		-258	8	-250
<b>2022</b>	<b>Q1</b>	75,936	110,629		-266	-76	-343
	<b>Q2</b>	80,768	101,298		-202	155	-46
	<b>Q3</b>	69,033	98,312		-338	-652	-989
	<b>Q4</b>	71,680	101,888		-286	-409	-695
<b>2023</b>	<b>Q1</b>	73,058	104,439		-448	-187	-635
	<b>Q2</b>	73,653	104,748		-436	168	-268
	<b>Q3</b>	71,023	108,136		-576	-1,081	-1,658
<b>2022</b>	<b>Oct</b>	69,969	99,180		-91	-263	-353
	<b>Nov</b>	72,629	103,227		-116	-30	-146
<b>Q4</b>	<b>Dec</b>	71,680	101,888		-80	-116	-195
<b>2023</b>	<b>Jan</b>	74,003	105,146		-166	-225	-390
	<b>Feb</b>	74,022	105,042		-153	-178	-331
<b>Q1</b>	<b>Mar</b>	73,058	104,439		-130	216	86
	<b>Apr</b>	74,750	105,555		-100	306	206
	<b>May</b>	73,536	104,460		-146	-34	-181
<b>Q2</b>	<b>Jun</b>	73,653	104,748		-190	-103	-294
	<b>Jul</b>	74,679	110,966		-185	-336	-522
	<b>Aug</b>	73,364	107,537		-193	-293	-486
<b>Q3</b>	<b>Sep</b>	71,023	108,136		-198	-452	-650
	<b>Oct</b>	68,526	104,390		-145	-556	-701

**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 October 2023 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
<b>2013</b>		87,952	10.7	45,091	51.3	42,861	48.7	4,243	1,417	2,826
<b>2014</b>		97,788	11.0	50,180	51.3	47,608	48.7	2,920	705	2,214
<b>2015</b>		107,683	11.6	54,503	50.6	53,180	49.4	4,935	1,994	2,941
<b>2016</b>		126,863	11.9	65,999	52.0	60,864	48.0	2,993	2,426	567
<b>2017</b>		152,591	12.4	79,898	52.4	72,693	47.6	9,838	5,217	4,622
<b>2018</b>		147,701	12.8	74,774	50.6	72,927	49.4	5,918	3,040	2,878
<b>2019</b>		170,113	12.9	86,201	50.7	83,912	49.3	6,413	5,788	625
<b>2020</b>		182,319	12.7	96,248	52.8	86,071	47.2	5,573	6,460	-888
<b>2021</b>		197,546	12.4	105,660	53.5	91,886	46.5	8,917	7,546	1,371
<b>2022</b>		176,282	12.8	95,469	54.2	80,812	45.8	2,594	3,377	-783
<b>2021</b>	<b>Q4</b>	197,546	12.4	105,660	53.5	91,886	46.5	1,561	1,457	105
<b>2022</b>	<b>Q1</b>	192,384	12.6	102,945	53.5	89,438	46.5	1,203	1,522	-320
	<b>Q2</b>	175,753	12.7	96,402	54.9	79,350	45.1	1,007	1,348	-341
	<b>Q3</b>	170,787	12.9	93,519	54.8	77,268	45.2	319	339	-20
	<b>Q4</b>	176,282	12.8	95,469	54.2	80,812	45.8	66	167	-101
<b>2023</b>	<b>Q1</b>	180,578	13.0	97,760	54.1	82,818	45.9	249	64	184
	<b>Q2</b>	180,656	13.0	97,587	54.0	83,069	46.0	98	-220	318
	<b>Q3</b>	178,185	12.9	95,825	53.8	82,360	46.2	-836	-659	-177
<b>2022</b>	<b>Oct</b>	171,378	12.7	94,087	54.9	77,290	45.1	-27	95	-121
	<b>Nov</b>	177,473	12.7	97,423	54.9	80,051	45.1	-22	5	-27
	<b>Q4 Dec</b>	176,282	12.8	95,469	54.2	80,812	45.8	115	67	48
<b>2023</b>	<b>Jan</b>	182,245	12.9	98,647	54.1	83,598	45.9	-120	-18	-102
	<b>Feb</b>	180,783	12.8	97,676	54.0	83,107	46.0	-28	-15	-13
	<b>Q1 Mar</b>	180,578	13.0	97,760	54.1	82,818	45.9	397	98	299
	<b>Apr</b>	181,556	13.0	98,142	54.1	83,414	45.9	241	69	172
	<b>May</b>	179,811	13.0	96,972	53.9	82,839	46.1	-56	-144	88
	<b>Q2 Jun</b>	180,656	13.0	97,587	54.0	83,069	46.0	-87	-144	57
	<b>Jul</b>	182,737	13.0	98,327	53.8	84,410	46.2	-192	-204	13
	<b>Aug</b>	179,984	12.9	96,768	53.8	83,216	46.2	-277	-231	-46
	<b>Q3 Sep</b>	178,185	12.9	95,825	53.8	82,360	46.2	-367	-224	-143
	<b>Oct</b>	173,331	12.9	93,214	53.8	80,117	46.2	-674	-448	-226

**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
<b>2013</b>		74,988	9.1	-	-	6,788	-
<b>2014</b>		93,886	10.5	-	-	5,723	-
<b>2015</b>		105,215	11.3	-	-	6,709	-
<b>2016</b>		139,712	13.1	-	-	4,708	-
<b>2017</b>		181,195	14.7	-	-	10,789	-
<b>2018</b>		182,192	15.8	-	-	8,990	-
<b>2019</b>		231,426	17.6	-	-	18,103	-
<b>2020</b>		256,831	17.9	56,093	3.9	18,393	11,738
<b>2021</b>		297,964	18.7	90,516	5.7	18,266	15,947
<b>2022</b>		284,745	20.8	90,783	6.6	10,951	5,421
<b>2021</b>	<b>Q4</b>	297,964	18.7	90,516	5.7	3,549	4,555
<b>2022</b>	<b>Q1</b>	299,440	19.6	87,594	5.7	3,288	2,403
	<b>Q2</b>	276,588	20.0	85,381	6.2	2,796	2,983
	<b>Q3</b>	270,776	20.4	86,353	6.5	1,102	33
	<b>Q4</b>	284,745	20.8	90,783	6.6	3,765	3
<b>2023</b>	<b>Q1</b>	290,657	20.9	94,492	6.8	3,068	56
	<b>Q2</b>	295,148	21.2	96,816	7.0	2,900	-188
	<b>Q3</b>	300,778	21.8	95,110	6.9	3,442	-1,030
<b>2022</b>	<b>Oct</b>	277,591	20.5	88,894	6.6	1,420	131
	<b>Nov</b>	289,710	20.8	91,075	6.5	1,649	-148
	<b>Dec</b>	284,745	20.8	90,783	6.6	696	20
<b>2023</b>	<b>Jan</b>	296,480	20.9	94,441	6.7	982	-258
	<b>Feb</b>	296,881	21.0	94,289	6.7	264	16
	<b>Mar</b>	290,657	20.9	94,492	6.8	1,822	297
	<b>Apr</b>	294,117	21.0	95,588	6.8	1,593	216
	<b>May</b>	292,472	21.1	96,345	6.9	1,035	27
	<b>Jun</b>	295,148	21.2	96,816	7.0	272	-431
	<b>Jul</b>	301,409	21.4	97,672	6.9	860	-38
	<b>Aug</b>	300,100	21.6	95,890	6.9	1,591	-448
	<b>Sep</b>	300,778	21.8	95,110	6.9	991	-544
	<b>Oct</b>	293,723	21.8	91,645	6.8	-331	-530

**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 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.