

Summary Table

Quarter Ending	Mar-08	Dec-07	Mar-07
Total funds under management	£ 432.7 bn	£ 468.1 bn	£ 449.0 bn
Gross retail sales	£ 16,061.5 m	£ 16,914.6 m	£ 16,544.4 m
Gross PEP/ISA sales	£ 2,081.9 m	£ 1,863.7 m	£ 2,626.2 m
Net retail sales	£ 197.2 m	£ 214.7 m	£ 3,025.5 m
Net PEP/ISA sales	-£ 390.6 m	-£ 825.6 m	-£ 197.9 m
Gross institutional sales	£ 10,061.1 m	£ 10,964.0 m	£ 10,303.8 m
Net institutional sales	£ 291.5 m	-£ 1,836.0 m	-£ 4,455.7 m
Total Fund of Funds(FOFs) funds under management	£ 32.6 bn	£ 34.2 bn	£ 30.3 bn
-Invested internally	£ 16.9 bn	£ 17.8 bn	£ 15.9 bn
-Invested externally	£ 15.8 bn	£ 16.4 bn	£ 14.4 bn
Number of FOFs	280	263	242
-Invested internally	75	68	64
-Invested externally	205	195	178
Total FOFs gross sales	£ 1,808.8 m	£ 2,013.8 m	£ 1,949.6 m
-Invested internally	£ 796.5 m	£ 921.8 m	£ 884.5 m
-Invested externally	£ 1,012.3 m	£ 1,092.0 m	£ 1,065.1 m
Total FOFs net sales	£ 637.3 m	£ 833.9 m	£ 821.1 m
-Invested internally	£ 273.9 m	£ 420.9 m	£ 346.0 m
-Invested externally	£ 363.3 m	£ 413.1 m	£ 475.1 m
Tracker funds under management	£ 24.5 bn	£ 27.1 bn	£ 26.3 bn
Tracker gross retail sales	£ 430.7 m	£ 425.4 m	£ 422.8 m
Tracker net retail sales	£ 64.3 m	-£ 59.6 m	-£ 4.9 m
Number of tracker funds	62	63	63
Ethical funds under management	£ 5.4 bn	£ 5.9 bn	£ 5.3 bn
Ethical gross retail sales	£ 161.9 m	£ 222.0 m	£ 192.9 m
Ethical net retail sales	£ 27.6 m	£ 99.7 m	£ 99.8 m
Number of ethical funds	53	53	49