

Summary Table

Quarter Ending	Mar-09	Dec-08	Mar-08
Total funds under management	£ 347.9 bn	£ 361.9 bn	£ 433.0 bn
Gross retail sales	£ 16,474.6 m	£ 15,140.4 m	£ 16,114.0 m
Gross ISA ^ sales	£ 2,003.2 m	£ 1,538.9 m	£ 2,116.4 m
Net retail sales	£ 4,169.4 m	£ 2,061.3 m	£ 89.2 m
Net ISA ^ sales	£ 210.6 m	£ -145.7 m	£ -467.0 m
Gross institutional sales	£ 10,519.6 m	£ 9,943.5 m	£ 10,222.1 m
Net institutional sales	£ 1,530.5 m	£ -1,909.1 m	£ 323.6 m
Total Fund of Funds(FOFs) funds under management	£ 28.3 bn	£ 29.3 bn	£ 32.9 bn
-Invested internally	£ 14.2 bn	£ 15.1 bn	£ 16.7 bn
-Invested externally	£ 14.1 bn	£ 14.2 bn	£ 16.2 bn
Number of FOFs	362	334	292
-Invested internally	85	84	78
-Invested externally	277	250	214
Total FOFs gross sales	£ 1,636.3 m	£ 1,579.3 m	£ 1,851.5 m
-Invested internally	£ 575.8 m	£ 628.6 m	£ 817.0 m
-Invested externally	£ 1,060.5 m	£ 950.7 m	£ 1,034.5 m
Total FOFs net sales	£ 378.4 m	£ 229.0 m	£ 647.1 m
-Invested internally	£ 84.0 m	£ 180.4 m	£ 339.5 m
-Invested externally	£ 294.4 m	£ 48.6 m	£ 307.6 m
Tracker funds under management	£ 18.3 bn	£ 19.8 bn	£ 24.5 bn
Tracker gross retail sales	£ 404.3 m	£ 582.7 m	£ 431.8 m
Tracker net retail sales	£ -31.7 m	£ 279.4 m	£ 62.2 m
Number of tracker funds	63	63	61
Ethical funds under management	£ 4.1 bn	£ 4.4 bn	£ 5.4 bn
Ethical gross retail sales	£ 124.1 m	£ 159.2 m	£ 161.9 m
Ethical net retail sales	£ 45.2 m	£ 54.8 m	£ 27.6 m
Number of ethical funds	53	53	53

^ As of April 2008 PEPs were consolidated into stocks and shares ISAs. Any ISA data shown for periods prior to April 2008 is ISA & PEP combined, except the case of fund supermarkets where it reflects ISAs only.