

**SUMMARY OF UNIT TRUST / OEIC NET SALES BY ASSET CLASS 1995-2004**



PERIOD	Net total sales £mn						Net retail sales £mn						Net institutional sales £mn							
	Total	Equity	Bond	Money Market	Balanced	Other	Total	Equity	Bond	Money Market	Balanced	Other	Total	Equity	Bond	Money Market	Balanced	Other		
1995	6,832	5,514	817	-29	452	78	2,985	2,083	564	-10	300	48	3,846	3,430	251	-18	153	30		
1996	9,982	6,844	2,182	129	466	361	6,222	3,770	1,630	114	432	276	3,761	3,073	553	15	35	85		
1997	10,226	6,145	2,401	107	1,201	372	7,429	4,672	1,806	62	596	293	2,796	1,474	595	46	605	76		
1998	12,454	7,379	3,542	253	779	501	8,522	4,885	2,447	87	726	377	3,932	2,493	1,095	166	53	125		
1999	17,772	10,039	5,782	-195	1,594	552	14,128	8,336	4,042	-65	1,370	445	3,644	1,703	1,739	-129	225	106		
2000	18,116	14,942	2,900	20	141	113	17,739	14,503	1,956	-3	1,131	152	377	437	943	23	-991	-35		
2001	11,840	7,817	2,840	126	1,152	-95	9,295	5,472	2,909	52	883	-21	2,545	2,345	-69	74	269	-74		
2002	7,989	3,793	4,305	186	-358	63	7,641	3,461	3,631	15	584	-50	348	331	675	171	-942	113		
2003	9,755	2,602	6,246	72	688	147	8,094	3,008	4,730	35	413	-92	1,661	-405	1,515	37	274	240		
2004	5,718	3,060	2,257	-493	799	97	4,911	2,515	1,653	48	595	39	807	545	604	-540	203	59		
2003	Q2	4,023	1,606	2,207	36	162	12	2,672	869	1,657	40	128	-22	1,350	738	549	-4	33	34	
	Q3	2,709	807	1,617	7	209	69	2,237	959	1,208	-32	121	-19	473	-152	409	39	88	89	
	Q4	1,537	197	1,063	-32	269	40	1,968	1,144	708	-17	152	-19	-430	-953	355	-16	117	67	
	2004	Q1	-56	-1,082	415	10	604	-3	2,264	1,129	722	-20	448	-14	-2,321	-2,211	-308	30	157	11
2004	Q2	2,622	1,427	1,236	-291	282	-33	1,229	498	465	36	203	-31	1,393	930	771	-325	79	-2	
	Q3	1,000	197	545	56	164	41	425	162	141	49	91	-22	576	35	405	6	72	61	
	Q4	2,152	2,133	61	-268	134	92	993	441	325	-17	139	106	1,159	1,691	-264	-251	-5	-12	
	2005	Q1	1,455	-525	991	292	613	83	1,143	601	420	2	127	-8	312	-1,126	570	290	487	91
2004	Mar	529	35	440	-69	115	8	935	494	357	3	84	-3	-404	-458	83	-71	31	11	
	Apr	701	589	372	-306	86	-40	812	503	270	13	56	-30	-111	87	101	-319	30	-10	
	May	1,046	530	406	-22	129	3	90	-110	108	3	94	-5	957	641	298	-25	35	8	
	Q2	Jun	875	308	458	37	67	5	266	105	87	18	52	4	609	203	371	19	15	1
	Jul	145	67	-83	11	67	83	85	28	8	-8	48	9	61	38	-91	19	20	75	
	Aug	393	177	196	-25	43	2	68	36	27	-4	22	-13	326	141	170	-22	22	15	
	Q3	Sep	461	-47	432	70	52	-46	273	98	107	61	24	-17	189	-145	326	9	28	-29
	Oct	902	589	223	11	33	46	345	180	103	-19	41	40	558	409	120	31	-8	6	
	Nov	579	845	-254	-20	-1	9	369	154	172	-3	5	41	208	690	-426	-17	-7	-32	
	Q4	Dec	673	699	92	-259	103	38	279	107	50	6	92	24	394	592	42	-265	11	14
	2005	Jan	-135	-345	161	63	-4	-10	169	127	72	-6	4	-28	-303	-472	89	70	-8	18
	Feb	1,128	70	485	41	488	43	550	300	172	10	49	20	577	-230	313	31	440	23	
Q1	Mar	462	-250	345	188	129	50	424	175	177	-1	74	-0	38	-424	168	189	55	50	

Note - Each month small revisions to figures may have been made since previous press release. This reflects additional information received.

Equity includes the following sectors: UK All Companies, UK Smaller Companies, UK Equity Income, Japan, Japanese Smaller Companies, Asia Pacific Excluding Japan, Asia Pacific Including Japan, North America, Europe Including UK, Europe Excluding UK, North American Smaller Companies, European Smaller Companies, Technology & Telecommunications, Global Growth, Global Emerging Markets and Specialist.

Bond includes the following sectors: UK Gilt, UK Index Linked Gilts, UK Corporate Bond, UK Other Bond, UK Zeros and Global Bond.

Money Market includes the following sector: Money Market

Balanced includes the following sectors: Active Managed, Balanced Managed, Cautious Managed and UK Equity & Bond Income.

Other includes the following sectors: Guaranteed/Protected Funds, Pensions and Unclassified Sector.