

SUMMARY OF GROSS RETAIL SALES 1995-2004

PERIOD	£mn		Retail Sales By Distribution Channel £mn								ISA Sales By Distribution Channel £mn				
	Total	ISA^	Direct	Intermediary	Tied Agents / Sales Force	Private Client	Direct	Intermediary	Sales Force / Tied Agents	Private Client	Unallocated#				
			% of Total	% of Total	% of Total	% of Total									
1995	9,292	n/a	1,545	16.6%	4,673	50.3%	2,176	23.4%	897	9.6%	n/a	n/a	n/a	n/a	n/a
1996	14,070	n/a	2,322	16.5%	6,536	46.5%	3,849	27.4%	1,363	9.7%	n/a	n/a	n/a	n/a	n/a
1997	16,834	n/a	3,338	19.8%	7,446	44.2%	4,611	27.4%	1,439	8.5%	n/a	n/a	n/a	n/a	n/a
1998	20,813	n/a	4,000	19.2%	9,443	45.4%	5,945	28.6%	1,425	6.8%	n/a	n/a	n/a	n/a	n/a
1999	28,270	5,492	5,023	17.8%	13,714	48.5%	7,687	27.2%	1,846	6.5%	960	1,881	2,518	25	108
2000	36,647	11,631	5,314	14.5%	22,303	60.9%	7,237	19.7%	1,793	4.9%	2,516	5,013	4,034	62	6
2001	28,673	8,026	4,114	14.3%	18,344	64.0%	4,622	16.1%	1,593	5.6%	1,920	3,177	2,882	44	4
2002	27,582	6,637	3,143	11.4%	18,178	65.9%	4,806	17.4%	1,455	5.3%	1,405	1,977	2,124	24	1,107
2003	28,047	5,482	2,608	9.3%	18,335	65.4%	5,672	20.2%	1,431	5.1%	1,011	1,218	2,306	36	911
2004	30,510	5,503	2,919	9.6%	22,306	72.7%	3,508	11.6%	1,849	6.1%	1,052	1,259	1,729	66	1,396
2003 Q2	7,282	1,742	675	9.3%	4,677	64.2%	1,571	21.6%	358	4.9%	337	376	728	9	292
Q3	7,215	1,273	634	8.8%	4,763	66.0%	1,452	20.1%	367	5.1%	219	269	573	5	207
Q4	7,189	1,172	632	8.8%	5,015	69.8%	1,156	16.1%	386	5.4%	201	269	459	8	234
2004 Q1	8,521	1,663	856	10.1%	5,973	70.1%	1,103	12.9%	589	6.9%	339	372	486	32	435
Q2	7,778	1,702	782	10.1%	5,582	70.8%	1,042	13.4%	445	5.7%	341	386	528	22	425
Q3	6,682	1,049	566	8.5%	5,025	75.2%	696	10.4%	396	5.9%	187	246	351	8	257
Q4	7,528	1,089	715	9.5%	5,727	76.1%	667	8.9%	419	5.6%	186	255	364	5	280
2005 Q1	8,834	1,574	848	9.6%	6,577	74.5%	1,029	11.7%	380	4.3%	296	329	474	12	463
2004 Mar	3,645	844	369	10.1%	2,536	69.6%	475	13.0%	265	7.3%	183	188	215	16	244
Apr	3,133	844	346	11.0%	2,220	70.8%	408	13.0%	159	5.1%	186	198	235	7	218
May	2,251	437	224	9.9%	1,590	70.6%	324	14.4%	113	5.0%	85	96	146	6	105
Q2 Jun	2,394	421	213	8.9%	1,700	71.0%	309	12.9%	172	7.2%	70	92	147	9	102
Jul	2,188	353	160	7.3%	1,689	77.2%	226	10.3%	114	5.2%	60	85	113	3	92
Aug	2,088	347	216	10.4%	1,543	73.9%	223	10.7%	105	5.0%	68	79	118	3	79
Q3 Sep	2,406	349	190	7.9%	1,793	74.5%	246	10.2%	177	7.3%	59	83	120	2	86
Oct	2,501	349	227	9.1%	1,967	78.6%	216	8.6%	92	3.7%	59	82	118	2	89
Nov	2,607	402	265	10.2%	1,919	73.6%	248	9.5%	175	6.7%	74	93	128	1	104
Q4 Dec	2,420	338	223	9.2%	1,841	76.1%	204	8.4%	152	6.3%	53	79	118	1	86
2005 Jan	2,555	334	203	7.9%	1,990	77.9%	246	9.6%	117	4.6%	55	78	111	1	89
Feb	2,947	417	247	8.4%	2,179	73.9%	420	14.2%	101	3.4%	75	91	138	3	110
Q1 Mar	3,332	823	398	11.9%	2,409	72.3%	364	10.9%	162	4.9%	166	160	226	8	263

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

* PEP sales post April 1999 refer to transfers.

^ Includes IMA estimates for fund supermarkets sales

Unallocated includes unclassified ISA sales and unallocated fund supermarket sales