

**SUMMARY OF UNIT TRUST / OEIC NET SALES BY ASSET CLASS 1995-2005**



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		
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	5,715	3,057	2,257	-494	798	96	4,908	2,554	1,672	47	597	38	807	502	585	-540	201	58		
2005	11,678	1,570	5,533	488	2,585	1,502	8,550	3,354	2,744	12	1,170	1,270	3,129	-1,784	2,789	476	1,415	232		
2004	Q2	2,622	1,427	1,236	-291	282	-33	1,229	540	484	34	203	-31	1,393	888	753	-325	79	-2	
	Q3	1,000	197	545	56	163	39	425	163	141	49	93	-22	576	35	405	6	69	61	
	Q4	2,152	2,133	61	-268	134	92	993	441	325	-17	139	105	1,159	1,691	-264	-251	-5	-12	
	2005	Q1	1,428	-566	987	296	630	82	1,309	688	409	3	142	66	120	-1,254	578	293	488	16
	Q2	1,658	-863	1,660	52	442	365	1,536	216	724	25	227	344	121	-1,079	936	28	215	22	
	Q3	4,251	1,465	1,639	67	704	376	2,488	948	747	5	401	388	1,763	517	892	62	304	-11	
	Q4	4,341	1,534	1,247	73	809	678	3,217	1,502	864	-20	400	472	1,124	32	384	93	409	206	
2006	Q1	7,577	3,997	1,436	567	789	788	4,577	2,734	785	99	410	549	3,001	1,262	651	469	379	239	
2005	Mar	445	-275	346	187	138	49	506	210	177	-1	82	39	-61	-485	169	188	57	11	
	Apr	814	36	443	-29	185	179	715	212	238	-6	115	155	99	-176	205	-23	69	24	
	May	481	-368	622	61	99	67	257	-106	220	26	41	77	224	-262	402	35	58	-10	
	Q2	Jun	363	-531	595	20	159	119	564	110	266	5	71	112	-201	-641	329	16	87	7
		Jul	982	-54	659	18	223	135	879	359	190	8	188	135	103	-413	470	11	35	0
		Aug	1,938	1,061	506	28	214	128	799	279	269	-1	110	142	1,139	782	237	29	104	-14
	Q3	Sep	1,331	457	474	20	267	113	810	310	288	-2	103	111	521	147	185	22	164	2
		Oct	1,219	236	441	55	200	288	637	137	293	15	98	94	582	98	148	40	102	194
		Nov	1,071	339	361	43	281	47	1,005	534	217	-41	140	155	66	-195	144	84	141	-108
	Q4	Dec	2,052	960	446	-25	328	343	1,575	831	353	6	162	223	476	129	92	-31	166	120
	2006	Jan	1,864	986	454	91	165	168	1,077	645	182	-6	104	152	788	341	272	97	61	16
		Feb	2,270	1,409	277	27	262	294	1,418	911	195	3	149	160	852	498	82	25	114	134
Q1	Mar	3,443	1,601	705	449	362	326	2,082	1,178	408	102	157	237	1,361	423	297	347	205	89	

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.