

SUMMARY OF GROSS RETAIL SALES 1995-2005

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									
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	30,582	5,503	2,919	9.5%	22,306	72.9%	3,508	11.5%	1,849	6.0%	1,052	1,259	1,729	66	1,396
2005	40,026	6,226	3,443	8.6%	30,858	77.1%	4,203	10.5%	1,521	3.8%	1,028	1,243	2,041	39	1,875
2004 Q2	7,851	1,702	782	10.0%	5,582	71.1%	1,042	13.3%	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	9,002	1,574	818	9.1%	6,717	74.6%	1,029	11.4%	438	4.9%	296	329	474	12	463
Q2	9,491	1,938	816	8.6%	7,112	74.9%	1,185	12.5%	377	4.0%	318	371	634	20	595
Q3	10,180	1,340	844	8.3%	7,993	78.5%	1,003	9.9%	339	3.3%	201	278	466	5	391
Q4	11,353	1,373	964	8.5%	9,036	79.6%	986	8.7%	367	3.2%	212	265	467	3	425
2006 Q1	14,669	2,193	1,094	7.5%	11,678	79.6%	1,181	8.1%	716	4.9%	355	368	658	5	807
2005 Mar	3,414	823	367	10.8%	2,521	73.8%	364	10.7%	162	4.7%	166	160	226	8	263
Apr	3,661	965	330	9.0%	2,691	73.5%	524	14.3%	115	3.1%	168	181	282	13	321
May	2,740	514	238	8.7%	2,044	74.6%	343	12.5%	114	4.2%	85	97	191	4	137
Q2 Jun	3,090	459	248	8.0%	2,377	76.9%	317	10.3%	148	4.8%	66	93	161	3	137
Jul	3,274	423	255	7.8%	2,597	79.3%	313	9.5%	110	3.3%	61	89	145	2	125
Aug	3,461	461	284	8.2%	2,738	79.1%	332	9.6%	108	3.1%	74	96	155	2	132
Q3 Sep	3,444	457	306	8.9%	2,658	77.2%	359	10.4%	121	3.5%	65	92	165	1	134
Oct	3,478	454	330	9.5%	2,733	78.6%	309	8.9%	105	3.0%	72	90	153	1	137
Nov	3,877	498	279	7.2%	3,095	79.8%	370	9.5%	133	3.4%	83	91	171	1	151
Q4 Dec	3,999	422	355	8.9%	3,207	80.2%	306	7.7%	129	3.2%	57	83	144	1	137
2006 Jan	4,000	500	267	6.7%	3,243	81.1%	323	8.1%	167	4.2%	80	88	162	1	170
Feb	4,433	582	332	7.5%	3,592	81.0%	353	8.0%	157	3.5%	95	99	198	1	189
Q1 Mar	6,235	1,110	496	8.0%	4,842	77.7%	505	8.1%	392	6.3%	180	181	298	3	448

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