

**SUMMARY OF UK DOMICILED UNIT TRUST / OEIC GROSS RETAIL SALES 1997-2007**

| 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 |                           |       |                |      |                                       |              |                           |                |              |
| 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     | 40,025 | 6,224  | 3,443                                    | 8.6%       | 30,858       | 77.1%      | 4,203                     | 10.5% | 1,521          | 3.8% | 1,028                                 | 1,243        | 2,039                     | 39             | 1,875        |
| 2006     | 58,043 | 8,392  | 4,026                                    | 6.9%       | 46,980       | 80.9%      | 4,562                     | 7.9%  | 2,474          | 4.3% | 1,218                                 | 1,198        | 2,748                     | 17             | 3,211        |
| 2005 Q2  | 9,489  | 1,936  | 816                                      | 8.6%       | 7,111        | 74.9%      | 1,185                     | 12.5% | 377            | 4.0% | 318                                   | 371          | 631                       | 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       | 11,355 | 1,373  | 964                                      | 8.5%       | 9,038        | 79.6%      | 986                       | 8.7%  | 367            | 3.2% | 213                                   | 265          | 467                       | 3              | 425          |
| 2006 Q1  | 14,648 | 2,208  | 1,086                                    | 7.4%       | 11,666       | 79.6%      | 1,181                     | 8.1%  | 716            | 4.9% | 355                                   | 368          | 658                       | 5              | 822          |
| Q2       | 14,785 | 2,846  | 1,203                                    | 8.1%       | 11,669       | 78.9%      | 1,513                     | 10.2% | 401            | 2.7% | 421                                   | 373          | 1,014                     | 8              | 1,029        |
| Q3       | 12,852 | 1,611  | 810                                      | 6.3%       | 10,728       | 83.5%      | 947                       | 7.4%  | 367            | 2.9% | 207                                   | 236          | 532                       | 2              | 634          |
| Q4       | 15,757 | 1,727  | 928                                      | 5.9%       | 12,918       | 82.0%      | 921                       | 5.8%  | 990            | 6.3% | 236                                   | 220          | 543                       | 2              | 725          |
| 2007 Q1  | 16,579 | 2,385  | 1,200                                    | 7.2%       | 13,704       | 82.7%      | 1,131                     | 6.8%  | 545            | 3.3% | 353                                   | 308          | 742                       | 6              | 977          |
| 2006 Mar | 6,223  | 1,110  | 492                                      | 7.9%       | 4,834        | 77.7%      | 505                       | 8.1%  | 392            | 6.3% | 180                                   | 181          | 298                       | 3              | 447          |
| Apr      | 5,037  | 1,413  | 408                                      | 8.1%       | 3,910        | 77.6%      | 538                       | 10.7% | 181            | 3.6% | 216                                   | 176          | 528                       | 3              | 490          |
| May      | 4,793  | 782    | 420                                      | 8.8%       | 3,836        | 80.0%      | 414                       | 8.6%  | 123            | 2.6% | 127                                   | 113          | 253                       | 3              | 286          |
| Q2 Jun   | 4,956  | 651    | 375                                      | 7.6%       | 3,924        | 79.2%      | 561                       | 11.3% | 96             | 1.9% | 79                                    | 85           | 233                       | 1              | 254          |
| Jul      | 4,154  | 574    | 250                                      | 6.0%       | 3,419        | 82.3%      | 315                       | 7.6%  | 170            | 4.1% | 66                                    | 83           | 168                       | 1              | 256          |
| Aug      | 4,293  | 542    | 308                                      | 7.2%       | 3,588        | 83.6%      | 291                       | 6.8%  | 107            | 2.5% | 74                                    | 79           | 182                       | 1              | 207          |
| Q3 Sep   | 4,405  | 496    | 252                                      | 5.7%       | 3,721        | 84.5%      | 341                       | 7.7%  | 90             | 2.0% | 67                                    | 75           | 183                       | 1              | 170          |
| Oct      | 5,505  | 628    | 315                                      | 5.7%       | 4,615        | 83.8%      | 308                       | 5.6%  | 267            | 4.9% | 84                                    | 76           | 189                       | 1              | 277          |
| Nov      | 5,300  | 614    | 326                                      | 6.1%       | 4,289        | 80.9%      | 316                       | 6.0%  | 370            | 7.0% | 91                                    | 79           | 186                       | 1              | 258          |
| Q4 Dec   | 4,952  | 485    | 287                                      | 5.8%       | 4,014        | 81.1%      | 297                       | 6.0%  | 354            | 7.1% | 61                                    | 65           | 168                       | 0              | 190          |
| 2007 Jan | 5,110  | 556    | 310                                      | 6.1%       | 4,232        | 82.8%      | 282                       | 5.5%  | 286            | 5.6% | 79                                    | 73           | 169                       | 1              | 234          |
| Feb      | 4,981  | 664    | 378                                      | 7.6%       | 4,152        | 83.4%      | 338                       | 6.8%  | 114            | 2.3% | 97                                    | 86           | 200                       | 1              | 279          |
| Q1 Mar   | 6,488  | 1,165  | 512                                      | 7.9%       | 5,320        | 82.0%      | 510                       | 7.9%  | 145            | 2.2% | 177                                   | 149          | 373                       | 4              | 463          |

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

^ Includes IMA estimates for fund supermarkets sales

# Unallocated includes fund supermarket & unallocated ISA sales