

SUMMARY OF UK DOMICILED UNIT TRUST / OEIC GROSS RETAIL SALES 1998-2008

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									
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		27,564	6,637	3,142	11.4%	18,162	65.9%	4,806	17.4%	1,455	5.3%	1,405	1,977	2,124	24	1,107
2003		28,059	5,482	2,608	9.3%	18,347	65.4%	5,672	20.2%	1,431	5.1%	1,011	1,218	2,306	36	911
2004		30,806	5,503	2,922	9.5%	22,519	73.1%	3,508	11.4%	1,857	6.0%	1,052	1,259	1,729	66	1,396
2005		40,375	6,224	3,445	8.5%	31,204	77.3%	4,203	10.4%	1,522	3.8%	1,028	1,243	2,039	39	1,875
2006		58,031	8,392	4,026	6.9%	46,969	80.9%	4,562	7.9%	2,474	4.3%	1,218	1,198	2,748	17	3,211
2007		66,539	8,718	4,172	6.3%	56,711	85.2%	4,074	6.1%	1,583	2.4%	1,230	1,145	2,585	18	3,740
2006	Q1	14,646	2,208	1,086	7.4%	11,663	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	12,850	1,611	810	6.3%	10,726	83.5%	947	7.4%	367	2.9%	207	236	532	2	634
	Q4	15,751	1,727	928	5.9%	12,911	82.0%	921	5.8%	990	6.3%	236	220	543	2	725
2007	Q1	16,543	2,386	1,188	7.2%	13,680	82.7%	1,131	6.8%	545	3.3%	353	308	742	6	977
	Q2	17,266	2,913	1,171	6.8%	14,661	84.9%	1,058	6.1%	376	2.2%	421	374	793	7	1,319
	Q3	15,816	1,747	900	5.7%	13,691	86.6%	969	6.1%	255	1.6%	237	241	523	3	743
	Q4	16,914	1,672	912	5.4%	14,680	86.8%	916	5.4%	407	2.4%	219	222	527	2	701
2007	Feb	4,966	664	379	7.6%	4,135	83.3%	338	6.8%	114	2.3%	97	86	200	1	279
	Mar	6,471	1,165	499	7.7%	5,316	82.2%	510	7.9%	145	2.2%	177	149	373	4	463
	Apr	6,203	1,436	464	7.5%	5,152	83.1%	436	7.0%	151	2.4%	214	160	418	4	639
	May	5,710	792	367	6.4%	4,873	85.3%	329	5.8%	141	2.5%	123	116	193	1	359
	Q2 Jun	5,352	685	341	6.4%	4,635	86.6%	293	5.5%	83	1.6%	84	99	181	1	320
	Jul	5,819	646	349	6.0%	5,053	86.8%	307	5.3%	111	1.9%	84	82	184	0	295
	Aug	5,074	589	283	5.6%	4,362	86.0%	349	6.9%	80	1.6%	90	88	168	1	242
	Q3 Sep	4,922	512	268	5.4%	4,276	86.9%	314	6.4%	64	1.3%	62	71	171	1	207
	Oct	6,270	566	335	5.3%	5,483	87.5%	310	4.9%	142	2.3%	74	74	181	1	236
	Nov	5,953	615	338	5.7%	5,186	87.1%	330	5.5%	101	1.7%	87	85	190	1	253
	Q4 Dec	4,691	491	240	5.1%	4,011	85.5%	276	5.9%	164	3.5%	58	64	156	1	213
2008	Jan	5,675	553	293	5.2%	4,969	87.6%	295	5.2%	118	2.1%	73	70	168	1	241
	Feb	5,145	546	262	5.1%	4,484	87.2%	293	5.7%	106	2.1%	74	75	188	2	208

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