

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	% of Total	% of Total							
1998	20,813	10,966	4,000	19.2%	9,443	45.4%	5,945	28.6%	1,425	6.8%	2,746	3,423	4,604	190	3
1999	28,270	12,950	5,023	17.8%	13,714	48.5%	7,687	27.2%	1,846	6.5%	2,842	4,938	4,953	103	113
2000	36,647	14,036	5,314	14.5%	22,303	60.9%	7,237	19.7%	1,793	4.9%	3,035	6,452	4,451	85	12
2001	28,673	9,734	4,114	14.3%	18,344	64.0%	4,622	16.1%	1,593	5.6%	2,314	4,326	3,015	73	7
2002	27,564	7,846	3,142	11.4%	18,162	65.9%	4,806	17.4%	1,455	5.3%	1,778	2,686	2,227	48	1,107
2003	28,059	6,389	2,608	9.3%	18,347	65.4%	5,672	20.2%	1,431	5.1%	1,316	1,663	2,435	48	927
2004	30,806	6,459	2,922	9.5%	22,519	73.1%	3,508	11.4%	1,857	6.0%	1,321	1,785	1,850	98	1,404
2005	40,375	7,062	3,445	8.5%	31,204	77.3%	4,203	10.4%	1,522	3.8%	1,278	1,685	2,166	56	1,876
2006	58,035	9,254	4,027	6.9%	46,969	80.9%	4,564	7.9%	2,474	4.3%	1,499	1,625	2,893	26	3,211
2007	66,542	9,553	4,173	6.3%	56,713	85.2%	4,073	6.1%	1,583	2.4%	1,507	1,532	2,750	24	3,740
2006 Q3	12,851	1,812	810	6.3%	10,726	83.5%	948	7.4%	367	2.9%	270	336	568	5	634
Q4	15,751	1,934	928	5.9%	12,911	82.0%	922	5.9%	990	6.3%	310	318	577	4	725
2007 Q1	16,544	2,626	1,188	7.2%	13,680	82.7%	1,131	6.8%	545	3.3%	427	423	791	9	977
Q2	17,267	3,116	1,171	6.8%	14,661	84.9%	1,059	6.1%	376	2.2%	485	473	833	7	1,319
Q3	15,816	1,947	900	5.7%	13,692	86.6%	969	6.1%	255	1.6%	299	335	566	4	743
Q4	16,915	1,864	912	5.4%	14,680	86.8%	915	5.4%	407	2.4%	296	302	560	3	701
2008 Q1	16,071	2,082	841	5.2%	13,926	86.7%	962	6.0%	342	2.1%	323	322	643	10	784
Q2	17,096	2,828	993	5.8%	14,429	84.4%	1,268	7.4%	406	2.4%	373	308	942	9	1,197
2007 Jul	5,819	713	349	6.0%	5,053	86.8%	307	5.3%	111	1.9%	104	114	200	1	295
Aug	5,074	673	283	5.6%	4,362	86.0%	349	6.9%	80	1.6%	124	126	180	2	242
Q3 Sep	4,922	561	268	5.4%	4,277	86.9%	313	6.4%	64	1.3%	72	95	186	1	207
Oct	6,269	620	335	5.3%	5,484	87.5%	309	4.9%	142	2.3%	95	97	192	1	236
Nov	5,954	700	338	5.7%	5,186	87.1%	329	5.5%	101	1.7%	124	119	203	1	253
Q4 Dec	4,691	544	240	5.1%	4,011	85.5%	276	5.9%	164	3.5%	78	86	166	2	213
2008 Jan	5,676	607	293	5.2%	4,969	87.6%	296	5.2%	118	2.1%	89	95	180	2	241
Feb	5,152	613	262	5.1%	4,491	87.2%	293	5.7%	106	2.1%	100	102	201	3	208
Q1 Mar	5,244	862	286	5.5%	4,466	85.2%	374	7.1%	118	2.3%	135	125	262	6	335
Apr	6,499	1,361	414	6.4%	5,440	83.7%	531	8.2%	114	1.7%	178	136	465	6	576
May	5,678	735	336	5.9%	4,807	84.7%	394	6.9%	142	2.5%	106	87	232	2	309
Q2 Jun	4,918	732	242	4.9%	4,182	85.0%	343	7.0%	150	3.1%	89	85	245	1	313
Jul	5,388	627	255	4.7%	4,590	85.2%	324	6.0%	220	4.1%	73	81	216	1	257

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.

As of April 2008 PEPs were consolidated into stocks and shares ISAs. ISA data shown for periods prior to April 2008 also combines PEPs and ISAs, except in the case of fund supermarkets (which are included within the unallocated column) where it reflects ISAs only.