

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

PERIOD	GROSS SALES £mn				REPURCHASES £mn				NET SALES £mn			
	Total	Retail	of which		Total	Retail	of which		Total	Retail	of which	
			ISAs [^]	Institutional [♦]			ISAs [^]	Institutional [♦]			ISAs [^]	Institutional [♦]
1998	39,042.7	20,813.0	10,949.4	18,229.7	26,588.6	12,290.7	3,323.4	14,297.9	12,454.1	8,522.3	7,625.9	3,931.8
1999	45,353.1	28,270.3	12,945.0	17,082.8	27,581.2	14,142.3	4,468.4	13,438.9	17,771.9	14,128.0	8,476.7	3,643.9
2000	56,907.2	36,647.1	14,035.5	20,260.1	38,790.9	18,907.8	6,273.4	19,883.1	18,116.3	17,739.3	7,762.1	377.0
2001	51,148.5	28,673.4	9,732.0	22,475.1	39,308.1	19,378.4	5,697.6	19,929.7	11,840.5	9,295.0	4,034.6	2,545.5
2002	47,562.4	27,564.1	7,847.0	19,998.3	39,461.2	19,938.9	5,428.0	19,522.3	8,101.2	7,625.2	2,419.1	476.0
2003	46,947.0	28,046.5	6,389.2	18,900.5	37,194.1	19,953.6	4,907.5	17,240.4	9,760.5	8,100.4	1,482.1	1,660.1
2004	54,548.3	30,582.3	6,455.3	23,966.0	48,844.4	25,671.3	7,333.7	23,173.1	5,717.9	4,911.0	-874.9	806.9
2005	75,401.3	40,025.4	7,061.9	35,375.9	63,731.0	31,476.4	8,373.5	32,254.7	11,673.1	8,549.0	-1,311.6	3,124.1
2006	95,611.7	58,034.6	9,254.8	37,577.2	74,838.9	42,730.9	10,119.0	32,108.0	20,772.8	15,303.6	-864.2	5,469.2
2007	113,666.8	66,542.0	9,553.4	47,124.8	109,802.7	57,011.4	10,814.2	52,791.3	3,864.1	9,530.6	-1,260.7	-5,666.5
2006 Q4	25,305.1	15,751.4	1,934.4	9,553.7	21,106.1	11,886.1	2,636.4	9,220.0	4,199.0	3,865.3	-702.0	333.7
2007 Q1	26,848.2	16,544.4	2,626.2	10,303.8	28,278.4	13,518.9	2,824.1	14,759.5	-1,430.2	3,025.5	-197.9	-4,455.7
Q2	28,784.7	17,267.3	3,116.3	11,517.4	25,071.8	13,607.3	2,903.2	11,464.5	3,712.9	3,660.0	213.1	53.0
Q3	30,157.1	15,815.6	1,947.1	14,341.6	26,951.2	13,183.5	2,397.1	13,767.7	3,205.9	2,632.1	-450.0	573.9
Q4	27,876.8	16,914.7	1,863.9	10,962.0	29,501.4	16,701.7	2,689.8	12,799.7	-1,624.6	213.1	-826.0	-1,837.7
2008 Q1	26,336.0	16,113.9	2,116.4	10,222.1	25,926.6	16,028.2	2,583.3	9,898.4	409.4	85.7	-467.0	323.7
Q2	28,281.0	17,219.6	2,962.4	11,061.4	26,361.7	14,956.1	2,931.3	11,405.6	1,919.3	2,263.5	31.1	-344.2
Q3	23,734.3	14,727.8	1,771.4	9,006.5	28,550.6	15,257.0	2,764.0	13,293.6	-4,816.3	-529.2	-992.7	-4,287.2
2007 Sep	8,493.6	4,922.1	561.0	3,571.4	7,354.7	4,035.5	724.0	3,319.1	1,138.9	886.6	-163.0	252.3
Oct	9,406.8	6,269.4	620.4	3,137.4	8,986.2	5,344.9	928.0	3,641.3	420.6	924.5	-307.7	-503.9
Nov	10,066.4	5,954.1	699.7	4,112.3	11,252.8	6,287.6	1,037.7	4,965.1	-1,186.4	-333.5	-338.0	-852.9
Q4 Dec	8,403.5	4,691.2	543.8	3,712.3	9,262.4	5,069.2	724.1	4,193.2	-858.8	-378.0	-180.3	-480.9
2008 Jan	9,391.0	5,693.0	616.9	3,698.0	10,136.1	6,255.1	952.2	3,881.1	-745.1	-562.1	-335.3	-183.1
Feb	8,339.8	5,157.6	624.0	3,182.2	7,561.9	4,883.9	803.2	2,678.1	777.9	273.7	-179.1	504.2
Q1 Mar	8,605.1	5,263.2	875.4	3,341.9	8,228.5	4,889.2	828.0	3,339.3	376.6	374.0	47.5	2.6
Apr	10,905.8	6,597.2	1,465.6	4,308.6	8,675.4	5,088.4	999.7	3,587.1	2,230.4	1,508.9	465.9	721.5
May	8,602.8	5,692.9	747.5	2,909.9	8,528.1	5,056.0	962.3	3,472.1	74.7	636.9	-214.8	-562.2
Q2 Jun	8,772.4	4,929.4	749.3	3,843.0	9,158.2	4,811.7	969.4	4,346.5	-385.8	117.7	-220.1	-503.5
Jul	8,535.1	5,366.6	639.2	3,168.5	10,995.4	5,926.4	1,082.3	5,069.0	-2,460.3	-559.8	-443.1	-1,900.5
Aug	6,995.9	4,185.9	519.1	2,810.0	7,711.9	4,134.5	817.7	3,577.5	-716.1	51.4	-298.7	-767.4
Q3 Sep	8,203.3	5,175.4	613.1	3,027.9	9,843.3	5,196.1	864.0	4,647.2	-1,640.0	-20.7	-250.9	-1,619.2

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 of £207 million gross and £12 million net in September 2008. Corresponding figures for August 2008 were £198 million and £14 million.

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 where it reflects ISAs only.

[♦] From January 2007 IMA figures include additional institutional funds which account for larger fluctuations in institutional and consequently total sales; there is no longer a £50,000 minimum lump sum constraint.