

SUMMARY OF FUND OF FUNDS UNIT TRUST/OEIC SALES 1999-2009



| PERIOD | GROSS SALES £mn | | | | | GROSS SALES % | | | | NET SALES £mn | | | | |
|-----------------|-----------------|---------------------|---------------------|---------|---------------|---------------------|---------------------|--------|---------------|---------------|---------------------|---------------------|---------|---------------|
| | Total | Invested internally | Invested externally | Retail | Institutional | Invested internally | Invested externally | Retail | Institutional | Total | Invested internally | Invested externally | Retail | Institutional |
| 1999 | 1,878.8 | 1,336.6 | 542.2 | 1,590.3 | 288.4 | 71.1% | 28.9% | 84.6% | 15.4% | 991.1 | 659.8 | 331.2 | 786.9 | 204.2 |
| 2000 | 2,725.2 | 1,732.6 | 992.6 | 2,228.2 | 496.9 | 63.6% | 36.4% | 81.8% | 18.2% | 1,589.9 | 872.4 | 717.5 | 1,288.8 | 301.1 |
| 2001 | 2,316.1 | 1,370.5 | 945.5 | 1,846.3 | 469.8 | 59.2% | 40.8% | 79.7% | 20.3% | 637.9 | 12.8 | 625.0 | 827.2 | 189.4 |
| 2002 | 2,004.1 | 1,061.6 | 942.5 | 1,577.2 | 426.8 | 53.0% | 47.0% | 78.7% | 21.3% | 872.8 | 364.5 | 508.2 | 575.1 | 297.7 |
| 2003 | 1,913.4 | 962.6 | 950.7 | 1,616.0 | 297.4 | 50.3% | 49.7% | 84.5% | 15.5% | 796.2 | 414.7 | 381.4 | 634.4 | 161.7 |
| 2004 | 3,218.2 | 1,154.5 | 2,063.7 | 2,631.0 | 587.2 | 35.9% | 64.1% | 81.8% | 18.2% | 1,595.1 | 243.2 | 1,351.8 | 1,256.6 | 338.5 |
| 2005 | 5,478.0 | 2,217.2 | 3,260.8 | 4,127.0 | 1,351.0 | 40.5% | 59.5% | 75.3% | 24.7% | 2,928.7 | 981.7 | 1,947.0 | 2,248.2 | 680.5 |
| 2006 | 7,525.2 | 3,151.6 | 4,373.6 | 5,746.9 | 1,778.3 | 41.9% | 58.1% | 76.4% | 23.6% | 3,747.4 | 1,483.1 | 2,264.3 | 2,982.6 | 764.8 |
| 2007 | 8,116.4 | 3,648.2 | 4,468.2 | 5,535.2 | 2,581.3 | 44.9% | 55.1% | 68.2% | 31.8% | 3,480.0 | 1,687.9 | 1,792.1 | 1,636.3 | 1,843.6 |
| 2008 | 7,758.7 | 3,117.7 | 4,641.0 | 5,368.1 | 2,390.5 | 40.2% | 59.8% | 69.2% | 30.8% | 2,287.2 | 1,311.8 | 975.4 | 902.5 | 1,384.7 |
| 2007 Q3 | 1,833.9 | 792.6 | 1,041.2 | 1,203.9 | 629.9 | 43.2% | 56.8% | 65.6% | 34.4% | 813.6 | 345.3 | 468.3 | 332.7 | 480.9 |
| Q4 | 2,021.8 | 919.6 | 1,102.2 | 1,323.3 | 698.4 | 45.5% | 54.5% | 65.5% | 34.5% | 839.1 | 439.5 | 399.6 | 348.1 | 491.0 |
| 2008 Q1 | 1,851.5 | 817.0 | 1,034.5 | 1,232.6 | 618.9 | 44.1% | 55.9% | 66.6% | 33.4% | 647.1 | 339.5 | 307.6 | 237.4 | 409.7 |
| Q2 | 2,805.9 | 1,042.8 | 1,763.1 | 2,050.6 | 755.2 | 37.2% | 62.8% | 73.1% | 26.9% | 1,127.3 | 600.4 | 526.9 | 504.5 | 622.9 |
| Q3 | 1,522.0 | 629.3 | 892.7 | 1,143.8 | 378.3 | 41.3% | 58.7% | 75.1% | 24.9% | 283.8 | 191.6 | 92.3 | 62.0 | 221.8 |
| Q4 | 1,579.3 | 628.6 | 950.7 | 941.2 | 638.1 | 39.8% | 60.2% | 59.6% | 40.4% | 229.0 | 180.4 | 48.6 | 98.7 | 130.3 |
| 2009 Q1 | 1,682.1 | 575.8 | 1,106.4 | 1,209.9 | 472.2 | 34.2% | 65.8% | 71.9% | 28.1% | 423.8 | 84.0 | 339.8 | 356.3 | 67.5 |
| Q2 | 2,334.9 | 549.6 | 1,785.3 | 1,920.3 | 414.6 | 23.5% | 76.5% | 82.2% | 17.8% | 1,208.7 | 199.7 | 1,009.0 | 976.1 | 232.6 |
| 2008 Jun | 848.2 | 445.6 | 402.5 | 472.6 | 375.6 | 52.5% | 47.5% | 55.7% | 44.3% | 450.8 | 299.3 | 151.5 | 128.8 | 321.9 |
| Jul | 558.5 | 239.4 | 319.0 | 398.7 | 159.8 | 42.9% | 57.1% | 71.4% | 28.6% | 79.9 | 65.9 | 14.0 | -21.2 | 101.1 |
| Aug | 447.4 | 173.0 | 274.3 | 333.6 | 113.7 | 38.7% | 61.3% | 74.6% | 25.4% | 104.1 | 55.3 | 48.8 | 27.2 | 76.9 |
| Sep | 516.2 | 216.8 | 299.4 | 411.4 | 104.8 | 42.0% | 58.0% | 79.7% | 20.3% | 99.8 | 70.3 | 29.5 | 56.0 | 43.9 |
| Oct | 482.8 | 171.0 | 311.7 | 330.5 | 152.3 | 35.4% | 64.6% | 68.5% | 31.5% | 32.5 | 36.7 | -4.1 | -1.6 | 34.1 |
| Nov | 568.1 | 197.5 | 370.6 | 292.6 | 275.5 | 34.8% | 65.2% | 51.5% | 48.5% | 14.8 | -28.4 | 43.2 | 63.9 | -49.1 |
| Dec | 528.4 | 260.0 | 268.4 | 318.1 | 210.3 | 49.2% | 50.8% | 60.2% | 39.8% | 181.7 | 172.2 | 9.5 | 36.4 | 145.3 |
| 2009 Jan | 421.8 | 139.1 | 282.7 | 338.8 | 83.0 | 33.0% | 67.0% | 80.3% | 19.7% | 120.3 | 22.4 | 97.9 | 79.2 | 41.1 |
| Feb | 530.9 | 276.0 | 254.9 | 384.4 | 146.5 | 52.0% | 48.0% | 72.4% | 27.6% | 137.4 | 101.3 | 36.1 | 99.0 | 38.4 |
| Mar | 729.4 | 160.6 | 568.8 | 486.7 | 242.7 | 22.0% | 78.0% | 66.7% | 33.3% | 166.1 | -39.7 | 205.8 | 178.1 | -12.0 |
| Apr | 714.1 | 161.8 | 552.3 | 598.9 | 115.1 | 22.7% | 77.3% | 83.9% | 16.1% | 290.7 | 3.2 | 287.5 | 260.2 | 30.5 |
| May | 740.2 | 142.9 | 597.2 | 643.5 | 96.7 | 19.3% | 80.7% | 86.9% | 13.1% | 395.9 | 49.9 | 346.1 | 335.9 | 60.0 |
| Jun | 880.6 | 244.9 | 635.8 | 677.9 | 202.8 | 27.8% | 72.2% | 77.0% | 23.0% | 522.0 | 146.7 | 375.4 | 380.0 | 142.1 |

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

"Invested internally" and "Invested externally" distinguishes between fund of funds invested solely "internally" as opposed to "internally and externally" of the group

In fund of funds those investing internally may alternatively use the terms investing in "own" or "fettered". Likewise those investing internally and externally may use the terms investing in "other" or "unfettered".

Equity includes the following sectors: UK All Companies, UK Smaller Companies, UK Equity Income, UK Equity Income and Growth, Japan, Japanese Smaller Companies, Asia Pacific Excluding Japan, Asia Pacific Including Japan, North America, Europe Including UK, Europe Excluding UK, North American Smaller Companies, European Smaller Companies, Technology & Telecommunications, Global Growth, Global Emerging Markets, and Specialist.

Bond includes the following sectors: UK Gilts, UK Index Linked Gilts, £ Strategic Bond, £ Corporate Bond, £ High Yield, UK Zeros and Global Bond.

Money Market includes the following sector: Money Market

Balanced includes the following sectors: Active Managed, Balanced Managed, Cautious Managed and UK Equity & Bond Income.

Property included the following sector: Property

Other includes the following sectors: Protected/Guaranteed Funds, Personal Pensions, Absolute Return - UK and Unclassified Sector.

Fund of funds are not counted towards the sector total.