

**SUMMARY OF UK DOMICILED UNIT TRUST / OEIC GROSS RETAIL SALES 1999-2009**



PERIOD	£mn		Retail Sales By Distribution Channel £mn								ISA <sup>^</sup> Sales By Distribution Channel £mn					
	Total	ISA <sup>^</sup>	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								
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	66,526	9,553	4,174	6.3%	56,696	85.2%	4,073	6.1%	1,583	2.4%	1,507	1,532	2,750	24	3,740	
2008	63,183	8,389	3,280	5.2%	53,658	84.9%	4,594	7.3%	1,651	2.6%	1,195	1,070	2,901	24	3,199	
2007	Q1	16,549	2,626	1,191	7.2%	13,682	82.7%	1,131	6.8%	545	3.3%	427	423	791	9	977
	Q2	17,269	3,116	1,171	6.8%	14,662	84.9%	1,059	6.1%	376	2.2%	485	473	833	7	1,319
	Q3	15,803	1,947	900	5.7%	13,680	86.6%	969	6.1%	255	1.6%	299	335	566	4	743
	Q4	16,905	1,864	912	5.4%	14,671	86.8%	915	5.4%	407	2.4%	296	302	560	3	701
2008	Q1	16,114	2,116	826	5.1%	13,911	86.3%	1,034	6.4%	342	2.1%	323	322	678	10	784
	Q2	17,215	2,962	990	5.8%	14,376	83.5%	1,443	8.4%	406	2.4%	373	308	1,076	9	1,197
	Q3	14,727	1,771	693	4.7%	12,362	83.9%	1,189	8.1%	483	3.3%	230	228	650	2	662
	Q4	15,127	1,539	770	5.1%	13,009	86.0%	928	6.1%	420	2.8%	269	213	497	4	557
2008	Feb	5,158	624	249	4.8%	4,488	87.0%	315	6.1%	106	2.1%	100	102	212	3	208
	Q1	5,261	875	285	5.4%	4,461	84.8%	396	7.5%	118	2.2%	135	125	275	6	335
	Mar	6,595	1,466	414	6.3%	5,418	82.2%	649	9.8%	114	1.7%	178	136	570	6	576
	Apr	5,693	747	336	5.9%	4,798	84.3%	417	7.3%	142	2.5%	106	87	244	2	309
	May	4,927	749	240	4.9%	4,160	84.4%	377	7.6%	150	3.1%	89	85	262	1	313
	Q2	5,366	639	254	4.7%	4,542	84.6%	350	6.5%	220	4.1%	73	81	227	1	257
	Jun	4,186	519	162	3.9%	3,605	86.1%	297	7.1%	122	2.9%	53	68	200	0	198
	Jul	5,175	613	276	5.3%	4,215	81.4%	542	10.5%	142	2.7%	103	79	223	1	207
	Aug	5,157	573	282	5.5%	4,368	84.7%	315	6.1%	192	3.7%	98	87	178	3	206
	Q3	4,776	449	219	4.6%	4,127	86.4%	315	6.6%	115	2.4%	80	59	155	0	154
	Sep	5,193	517	269	5.2%	4,514	86.9%	297	5.7%	113	2.2%	90	67	163	1	197
	Oct	5,504	500	204	3.7%	4,841	88.0%	319	5.8%	140	2.5%	59	59	164	1	216
	Q4	4,845	569	177	3.7%	4,256	87.8%	344	7.1%	68	1.4%	64	65	193	2	245
	Nov															
	Dec															
2009	Jan															
	Feb															

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

<sup>^</sup> 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.