

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



| 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 | | | | | | | | |
| 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 | 63,217 | 8,389 | 3,280 | 5.2% | 53,692 | 84.9% | 4,594 | 7.3% | 1,651 | 2.6% | 1,195 | 1,070 | 2,901 | 24 | 3,199 | |
| 2007 | 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 | 14,747 | 1,771 | 693 | 4.7% | 12,382 | 84.0% | 1,189 | 8.1% | 483 | 3.3% | 230 | 228 | 650 | 2 | 662 |
| | Q4 | 15,140 | 1,539 | 770 | 5.1% | 13,023 | 86.0% | 928 | 6.1% | 420 | 2.8% | 269 | 213 | 497 | 4 | 557 |
| 2009 | Q1 | 16,475 | 2,003 | 646 | 3.9% | 14,319 | 86.9% | 1,139 | 6.9% | 371 | 2.2% | 272 | 237 | 638 | 7 | 849 |
| 2008 | Mar | 5,261 | 875 | 285 | 5.4% | 4,461 | 84.8% | 396 | 7.5% | 118 | 2.2% | 135 | 125 | 275 | 6 | 335 |
| | Apr | 6,595 | 1,466 | 414 | 6.3% | 5,418 | 82.2% | 649 | 9.8% | 114 | 1.7% | 178 | 136 | 570 | 6 | 576 |
| | May | 5,693 | 747 | 336 | 5.9% | 4,798 | 84.3% | 417 | 7.3% | 142 | 2.5% | 106 | 87 | 244 | 2 | 309 |
| Q2 | Jun | 4,927 | 749 | 240 | 4.9% | 4,160 | 84.4% | 377 | 7.6% | 150 | 3.1% | 89 | 85 | 262 | 1 | 313 |
| | Jul | 5,373 | 639 | 254 | 4.7% | 4,549 | 84.7% | 350 | 6.5% | 220 | 4.1% | 73 | 81 | 227 | 1 | 257 |
| | Aug | 4,192 | 519 | 162 | 3.9% | 3,611 | 86.1% | 297 | 7.1% | 122 | 2.9% | 53 | 68 | 200 | 0 | 198 |
| Q3 | Sep | 5,182 | 613 | 277 | 5.3% | 4,222 | 81.5% | 542 | 10.5% | 142 | 2.7% | 103 | 79 | 223 | 1 | 207 |
| | Oct | 5,162 | 573 | 282 | 5.5% | 4,373 | 84.7% | 315 | 6.1% | 192 | 3.7% | 98 | 87 | 178 | 3 | 206 |
| | Nov | 4,781 | 449 | 219 | 4.6% | 4,132 | 86.4% | 315 | 6.6% | 115 | 2.4% | 80 | 59 | 155 | 0 | 154 |
| Q4 | Dec | 5,197 | 517 | 269 | 5.2% | 4,518 | 86.9% | 297 | 5.7% | 113 | 2.2% | 90 | 67 | 163 | 1 | 197 |
| 2009 | Jan | 5,508 | 500 | 204 | 3.7% | 4,845 | 88.0% | 319 | 5.8% | 140 | 2.5% | 59 | 59 | 164 | 1 | 216 |
| | Feb | 4,926 | 569 | 163 | 3.3% | 4,332 | 87.9% | 344 | 7.0% | 88 | 1.8% | 64 | 65 | 193 | 2 | 245 |
| Q1 | Mar | 6,041 | 934 | 280 | 4.6% | 5,142 | 85.1% | 476 | 7.9% | 144 | 2.4% | 148 | 113 | 281 | 4 | 388 |

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.