

SUMMARY OF UK DOMICILED UNIT TRUST / OEIC RETAIL SALES BY DISTRIBUTION CHANNEL 2010 - 2016

PERIOD	Gross Retail Sales £m				Retail Repurchases £m				Net Retail Sales £m				
	Total	Direct	UK fund platforms	Other intermediaries	Total	Direct	UK fund platforms	Other intermediaries	Total	Direct	UK fund platforms	Other intermediaries	
2010	107,105	16,902	39,239	50,964	77,364	13,986	26,114	37,264	29,741	2,916	13,125	13,700	
2011	105,200	14,902	42,846	47,452	86,659	12,566	31,322	42,771	18,541	2,336	11,523	4,681	
2012	105,357	11,034	47,439	46,885	90,969	12,928	35,996	42,045	14,389	-1,894	11,442	4,840	
2013	134,826	11,224	66,514	57,089	113,917	13,077	50,547	50,293	20,909	-1,853	15,966	6,796	
2014	155,873	11,661	85,151	59,061	134,282	12,284	66,641	55,358	21,591	-622	18,510	3,703	
2015	160,232	12,945	83,239	64,048	142,587	14,742	68,086	59,759	17,645	-1,797	15,153	4,288	
2014	Q2	39,569	3,210	21,922	14,437	32,314	3,230	16,599	12,485	7,255	-21	5,324	1,952
	Q3	38,024	2,757	21,889	13,378	34,488	3,168	17,282	14,038	3,536	-410	4,607	-660
	Q4	38,807	2,681	20,619	15,508	33,550	2,892	16,254	14,405	5,257	-210	4,365	1,103
2015	Q1	40,986	4,038	20,965	15,983	38,578	4,692	18,251	15,635	2,408	-654	2,713	348
	Q2	43,028	4,259	22,363	16,406	37,926	4,301	18,632	14,992	5,102	-42	3,730	1,414
	Q3	40,435	2,807	20,742	16,886	35,134	3,286	15,939	15,910	5,300	-478	4,803	976
	Q4	35,784	1,841	19,170	14,773	30,949	2,463	15,263	13,223	4,835	-622	3,907	1,550
2016	Q1	37,701	2,251	19,681	15,769	38,157	3,246	18,296	16,615	-456	-995	1,385	-846
2015	Mar	16,864	1,574	8,698	6,591	15,898	1,687	7,703	6,508	965	-113	995	84
	Apr	16,229	1,970	8,263	5,996	14,475	1,771	7,316	5,387	1,754	199	946	609
	May	12,618	1,177	6,643	4,798	11,014	1,283	5,339	4,392	1,604	-106	1,304	406
Q2	Jun	14,181	1,113	7,457	5,612	12,436	1,247	5,977	5,212	1,745	-134	1,480	399
	Jul	15,643	1,092	7,712	6,840	12,441	1,123	5,733	5,584	3,203	-32	1,979	1,256
	Aug	12,094	805	6,419	4,870	11,289	939	5,148	5,201	805	-134	1,271	-332
Q3	Sep	12,697	911	6,610	5,176	11,405	1,223	5,057	5,124	1,293	-313	1,553	52
	Oct	12,777	726	6,714	5,337	11,476	1,098	5,557	4,821	1,301	-372	1,158	516
	Nov	11,491	571	6,204	4,715	9,871	713	4,954	4,204	1,619	-141	1,250	511
Q4	Dec	11,516	544	6,252	4,720	9,602	652	4,753	4,197	1,914	-108	1,499	523
2016	Jan	11,612	921	5,664	5,028	12,049	1,335	5,413	5,301	-436	-414	250	-273
	Feb	11,792	643	6,388	4,761	12,191	963	5,905	5,323	-399	-320	483	-561
Q1	Mar	14,297	688	7,629	5,980	13,918	949	6,977	5,992	379	-261	651	-11

Notes:

(1) Direct includes sales through a sales force or tied agents. Also private client sales of own funds.

(2) UK fund platforms covers fund companies' transactions (reported by fund companies) with the following: Ascentric; Aviva Wrap; AXA-Elevate; Cofunds; Fidelity; Hargreaves Lansdown; James Hay Wrap; Novia; Nucleus; Skandia (including Selestia, Skandia Multifunds and Skandia Life); Standard Life Savings; Transact.

(3) Transactions made through insurance companies (whether in-house or third party) are not included here as they are counted as institutional.

(4) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.

(5) Sales and re-purchases reported here differ from those in Table 6 because the figures in Table 6 cover five of the largest platforms whereas the figures in this table cover all the platforms listed at note 2. Also, differences in reporting between platforms and fund companies.

SUMMARY OF PLATFORM UK DOMICILED FUND BUSINESS 2006 - 2016

END PERIOD	Overall Summary (£m)				Gross sales by Product (£m)							
	Total Funds under Administration	Total Gross Sales	Total Repurchases	Total Net Sales	ISAs	% of Total	Insurance Bonds	% of Total	Personal Pensions	% of Total	Unwrapped	% of Total
2008	58,731	17,083	13,148	3,935	4,738	27.7%	1,957	11.5%	5,733	33.6%	4,655	27.2%
2009	83,065	22,255	13,734	8,521	5,833	26.2%	2,232	10.0%	6,087	27.3%	8,104	36.4%
2010	107,010	32,000	22,636	9,364	8,716	27.2%	2,736	8.5%	9,038	28.2%	11,509	36.0%
2011	109,041	34,058	26,084	7,974	9,395	27.6%	2,698	7.9%	9,485	27.8%	12,479	36.6%
2012	131,746	35,230	27,475	7,754	9,228	26.2%	2,266	6.4%	10,038	28.5%	13,698	38.9%
2013	163,614	48,017	37,124	10,893	11,782	24.5%	2,369	4.9%	12,418	25.9%	21,447	44.7%
2014	182,752	60,594	48,311	12,283	16,184	26.7%	2,232	3.7%	16,797	27.7%	25,382	41.9%
2015	200,151	60,770	47,898	12,872	15,440	25.4%	2,192	3.6%	18,900	31.1%	24,239	39.9%
2014 Q2	171,480	16,061	12,212	3,849	4,619	28.8%	558	3.5%	4,342	27.0%	6,543	40.7%
Q3	175,333	14,756	12,509	2,247	4,315	29.2%	549	3.7%	3,859	26.2%	6,033	40.9%
Q4	182,752	14,581	11,484	3,097	3,474	23.8%	571	3.9%	4,233	29.0%	6,303	43.2%
2015 Q1	194,216	15,428	13,221	2,207	4,010	26.0%	512	3.3%	4,737	30.7%	6,169	40.0%
Q2	192,510	16,735	13,637	3,097	4,928	29.5%	589	3.5%	4,981	29.8%	6,236	37.3%
Q3	188,599	15,081	10,932	4,149	3,511	23.3%	570	3.8%	4,848	32.1%	6,153	40.8%
Q4	200,151	13,527	10,108	3,419	2,990	22.1%	521	3.9%	4,335	32.0%	5,680	42.0%
2016 Q1	200,494	13,749	12,766	983	3,198	23.3%	514	3.7%	4,335	31.5%	5,703	41.5%
2015 Mar	194,216	6,470	5,551	919	1,780	27.5%	197	3.0%	2,013	31.1%	2,479	38.3%
Apr	195,029	6,209	5,364	845	2,081	33.5%	188	3.0%	1,754	28.3%	2,185	35.2%
May	198,796	5,028	3,921	1,108	1,371	27.3%	194	3.9%	1,562	31.1%	1,902	37.8%
Q2 Jun	192,510	5,497	4,353	1,144	1,476	26.9%	208	3.8%	1,665	30.3%	2,149	39.1%
Jul	195,148	5,535	3,997	1,538	1,363	24.6%	197	3.6%	1,773	32.0%	2,203	39.8%
Aug	190,338	4,879	3,716	1,163	1,110	22.8%	180	3.7%	1,504	30.8%	2,084	42.7%
Q3 Sep	188,599	4,667	3,219	1,447	1,038	22.2%	193	4.1%	1,571	33.7%	1,866	40.0%
Oct	196,991	4,654	3,774	880	1,059	22.8%	181	3.9%	1,422	30.6%	1,992	42.8%
Nov	199,438	4,504	3,380	1,124	970	21.5%	165	3.7%	1,474	32.7%	1,894	42.1%
Q4 Dec	200,151	4,368	2,953	1,415	961	22.0%	176	4.0%	1,438	32.9%	1,794	41.1%
2016 Jan	193,290	3,799	3,763	36	855	22.5%	151	4.0%	1,156	30.4%	1,637	43.1%
Feb	196,371	4,353	3,884	468	963	22.1%	161	3.7%	1,473	33.8%	1,755	40.3%
Q1 Mar	200,494	5,597	5,119	479	1,380	24.6%	201	3.6%	1,705	30.5%	2,311	41.3%