

SUMMARY OF UK DOMICILED UNIT TRUST / OEIC NET SALES BY ASSET CLASS 1999-2009



| PERIOD | Net total sales £mn | | | | | | | Net retail sales £mn | | | | | | | Net institutional sales £mn | | | | | | |
|-------------|---------------------|--------|--------|--------------|----------|----------|-------|----------------------|--------|-------|--------------|----------|----------|-------|-----------------------------|--------|--------|--------------|----------|----------|-------|
| | Total | Equity | Bond | Money Market | Balanced | Property | Other | Total | Equity | Bond | Money Market | Balanced | Property | Other | Total | Equity | Bond | Money Market | Balanced | Property | Other |
| 1999 | 17,772 | 9,931 | 5,782 | -195 | 1,594 | 108 | 552 | 14,128 | 8,291 | 4,042 | -65 | 1,370 | 45 | 445 | 3,644 | 1,639 | 1,739 | -129 | 225 | 64 | 106 |
| 2000 | 18,116 | 14,865 | 2,900 | 20 | 141 | 77 | 113 | 17,739 | 14,451 | 1,956 | -3 | 1,131 | 52 | 152 | 3,777 | 412 | 943 | 23 | -991 | 25 | -35 |
| 2001 | 11,840 | 7,687 | 2,840 | 126 | 1,152 | 130 | -95 | 9,295 | 5,361 | 2,909 | 52 | 883 | 111 | -21 | 2,545 | 2,326 | -69 | 74 | 269 | 19 | -74 |
| 2002 | 8,100 | 3,626 | 4,289 | 202 | -357 | 263 | 77 | 7,641 | 3,275 | 3,631 | 15 | 584 | 186 | -50 | 476 | 373 | 658 | 188 | -941 | 77 | 121 |
| 2003 | 9,755 | 2,566 | 6,243 | 75 | 695 | 29 | 147 | 8,094 | 2,913 | 4,730 | 35 | 420 | 89 | -92 | 1,662 | -345 | 1,512 | 41 | 274 | -60 | 240 |
| 2004 | 5,715 | 1,441 | 2,257 | -494 | 798 | 1,615 | 96 | 4,908 | 2,100 | 1,672 | 47 | 597 | 454 | 38 | 807 | -659 | 585 | -540 | 201 | 1,161 | 58 |
| 2005 | 11,673 | -880 | 5,524 | 488 | 2,583 | 2,452 | 1,506 | 8,549 | 2,497 | 2,739 | 12 | 1,168 | 859 | 1,274 | 3,124 | -3,377 | 2,785 | 476 | 1,415 | 1,593 | 232 |
| 2006 | 20,773 | 3,461 | 6,020 | 1,001 | 2,973 | 5,082 | 2,236 | 15,304 | 4,472 | 3,690 | 253 | 1,993 | 3,613 | 1,282 | 5,469 | -1,011 | 2,330 | 749 | 980 | 1,468 | 953 |
| 2007 | 3,826 | -5,604 | 574 | 1,341 | 3,194 | 2,152 | 2,169 | 9,515 | 3,177 | 125 | 422 | 2,371 | 2,049 | 1,371 | -5,689 | -8,781 | 449 | 919 | 822 | 103 | 798 |
| 2008 | -2,072 | -4,054 | 2,014 | -2,222 | 1,002 | -1,058 | 2,247 | 3,918 | -1,274 | 2,980 | 242 | 976 | -367 | 1,361 | -5,990 | -2,780 | -966 | -2,465 | 26 | -690 | 885 |
| 2007 Q3 | 3,172 | 341 | 516 | 550 | 772 | 184 | 808 | 2,620 | 1,427 | -153 | 119 | 599 | 246 | 382 | 552 | -1,086 | 669 | 431 | 173 | -61 | 426 |
| 2007 Q4 | -1,630 | -1,619 | -534 | 598 | 702 | -1,191 | 414 | 208 | -317 | -31 | 211 | 552 | -544 | 337 | -1,838 | -1,302 | -503 | 388 | 150 | -647 | 77 |
| 2008 Q1 | 413 | -1,446 | 1,335 | 287 | 396 | -371 | 212 | 89 | -836 | 569 | 97 | 342 | -57 | -25 | 324 | -610 | 767 | 190 | 54 | -314 | 237 |
| 2008 Q2 | 1,932 | -1,026 | 1,699 | -221 | 562 | 13 | 905 | 2,276 | -143 | 1,022 | 110 | 432 | 123 | 731 | -344 | -883 | 677 | -332 | 130 | -110 | 174 |
| 2008 Q3 | -4,569 | -2,774 | -2,404 | -60 | -69 | -276 | 1,012 | -509 | -1,000 | -77 | 42 | 88 | -138 | 575 | -4,060 | -1,774 | -2,327 | -102 | -157 | -138 | 437 |
| 2008 Q4 | 152 | 1,191 | 1,383 | -2,228 | 112 | -424 | 118 | 2,061 | 705 | 1,466 | -6 | 114 | -296 | 80 | -1,909 | 487 | -83 | -2,221 | -2 | -128 | 38 |
| 2009 Q1 | 5,679 | 827 | 4,654 | 177 | 123 | -200 | 98 | 4,178 | 190 | 3,518 | 57 | 86 | -84 | 411 | 1,502 | 637 | 1,136 | 120 | 37 | -116 | -313 |
| 2009 Q2 | 7,606 | 3,271 | 2,677 | -52 | 747 | 45 | 918 | 7,391 | 2,531 | 3,233 | 98 | 677 | 127 | 726 | 216 | 741 | -556 | -149 | 71 | -82 | 192 |
| 2008 Jun | -377 | -752 | 466 | -610 | 197 | -38 | 360 | 127 | -403 | 63 | 48 | 123 | -6 | 302 | -503 | -348 | 403 | -658 | 74 | -33 | 57 |
| 2008 Jul | -2,382 | -1,161 | -1,604 | 24 | -24 | -124 | 507 | -553 | -685 | -178 | 55 | -32 | -77 | 364 | -1,829 | -476 | -1,426 | -31 | 8 | -47 | 143 |
| 2008 Aug | -606 | -1,211 | -7 | 63 | 70 | -83 | 563 | 58 | -324 | 110 | 14 | 45 | -43 | 255 | -665 | -888 | -117 | 48 | 25 | -41 | 307 |
| 2008 Q3 Sep | -1,581 | -402 | -792 | -146 | -114 | -69 | -58 | -15 | 9 | -8 | -28 | 75 | -18 | -44 | -1,566 | -411 | -784 | -119 | -189 | -50 | -13 |
| 2008 Q3 Oct | -1,561 | -815 | -145 | -411 | 3 | -184 | -8 | -488 | -256 | -108 | 14 | -6 | -109 | -24 | -1,072 | -560 | -38 | -425 | 9 | -75 | 16 |
| 2008 Q3 Nov | -223 | 1,187 | 456 | -1,778 | 84 | -120 | -51 | 1,041 | 641 | 479 | -27 | 74 | -130 | 4 | -1,264 | 546 | -23 | -1,751 | 10 | 10 | -55 |
| 2008 Q4 Dec | 1,936 | 819 | 1,073 | -39 | 25 | -120 | 177 | 1,509 | 319 | 1,095 | 6 | 46 | -57 | 100 | 427 | 500 | -22 | -45 | -21 | -63 | 77 |
| 2009 Jan | 1,951 | -140 | 2,041 | 22 | -21 | -64 | 112 | 1,196 | -229 | 1,422 | -13 | 13 | -11 | 15 | 754 | 89 | 619 | 35 | -33 | -52 | 97 |
| 2009 Feb | 2,341 | 1,069 | 1,310 | -24 | 48 | -87 | 25 | 1,222 | -28 | 1,049 | 6 | 31 | -39 | 203 | 1,119 | 1,098 | 261 | -30 | 17 | -48 | -178 |
| 2009 Q1 Mar | 1,388 | -103 | 1,303 | 179 | 96 | -49 | -38 | 1,759 | 447 | 1,047 | 63 | 43 | -34 | 193 | -372 | -549 | 256 | 116 | 53 | -15 | -232 |
| 2009 Q1 Apr | 1,882 | 778 | 941 | -217 | 130 | -12 | 262 | 2,072 | 583 | 1,049 | 77 | 135 | 19 | 210 | -190 | 196 | -108 | -294 | -5 | -31 | 52 |
| 2009 Q1 May | 3,847 | 1,469 | 1,728 | 24 | 363 | 2 | 261 | 2,830 | 958 | 1,286 | 34 | 334 | 36 | 181 | 1,018 | 511 | 442 | -10 | 29 | -34 | 80 |
| 2009 Q2 Jun | 1,877 | 1,024 | 8 | 141 | 255 | 54 | 395 | 2,489 | 990 | 897 | -13 | 209 | 72 | 335 | -612 | 34 | -890 | 155 | 47 | -17 | 60 |

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

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 and 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 and Bond Income.

Property includes the following sector: Property

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