

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 | 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 | 16,492 | 2,030 | 671 | 4.1% | 14,303 | 86.7% | 1,148 | 7.0% | 371 | 2.2% | 272 | 258 | 644 | 7 | 849 |
| | Q2 | 19,033 | 2,770 | 787 | 4.1% | 16,448 | 86.4% | 1,476 | 7.8% | 323 | 1.7% | 317 | 466 | 834 | 5 | 1,149 |
| 2008 | 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 | 5,513 | 500 | 204 | 3.7% | 4,848 | 87.9% | 321 | 5.8% | 140 | 2.5% | 59 | 59 | 164 | 1 | 216 |
| | Feb | 4,905 | 569 | 163 | 3.3% | 4,309 | 87.8% | 346 | 7.1% | 88 | 1.8% | 64 | 65 | 193 | 2 | 245 |
| | Q1 Mar | 6,075 | 961 | 304 | 5.0% | 5,146 | 84.7% | 481 | 7.9% | 144 | 2.4% | 149 | 133 | 287 | 4 | 388 |
| | Apr | 5,880 | 1,151 | 291 | 4.9% | 5,008 | 85.2% | 505 | 8.6% | 77 | 1.3% | 137 | 168 | 356 | 1 | 488 |
| | May | 6,602 | 823 | 230 | 3.5% | 5,795 | 87.8% | 467 | 7.1% | 111 | 1.7% | 95 | 141 | 230 | 2 | 355 |
| | Q2 Jun | 6,551 | 797 | 267 | 4.1% | 5,645 | 86.2% | 505 | 7.7% | 135 | 2.1% | 85 | 156 | 248 | 1 | 306 |
| | Jul | 6,301 | 765 | 254 | 4.0% | 5,481 | 87.0% | 452 | 7.2% | 114 | 1.8% | 66 | 166 | 235 | 1 | 299 |

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.