

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



| PERIOD | GROSS SALES £mn | | | | REPURCHASES £mn | | | | NET SALES £mn | | | |
|-----------------|-----------------|----------|-------------------|----------------------------|-----------------|----------|-------------------|----------------------------|---------------|----------|-------------------|----------------------------|
| | Total | Retail | of which | | Total | Retail | of which | | Total | Retail | of which | |
| | | | ISAs [^] | Institutional [♦] | | | ISAs [^] | Institutional [♦] | | | ISAs [^] | Institutional [♦] |
| 1999 | 45,353.1 | 28,270.3 | 12,945.0 | 17,082.8 | 27,581.2 | 14,142.3 | 4,468.4 | 13,438.9 | 17,771.9 | 14,128.0 | 8,476.7 | 3,643.9 |
| 2000 | 56,907.2 | 36,647.1 | 14,035.5 | 20,260.1 | 38,790.9 | 18,907.8 | 6,273.4 | 19,883.1 | 18,116.3 | 17,739.3 | 7,762.1 | 377.0 |
| 2001 | 51,148.5 | 28,673.4 | 9,732.0 | 22,475.1 | 39,308.1 | 19,378.4 | 5,697.6 | 19,929.7 | 11,840.5 | 9,295.0 | 4,034.6 | 2,545.5 |
| 2002 | 47,562.4 | 27,564.1 | 7,847.0 | 19,998.3 | 39,461.2 | 19,938.9 | 5,428.0 | 19,522.3 | 8,101.2 | 7,625.2 | 2,419.1 | 476.0 |
| 2003 | 46,947.0 | 28,046.5 | 6,389.2 | 18,900.5 | 37,194.1 | 19,953.6 | 4,907.5 | 17,240.4 | 9,760.5 | 8,100.4 | 1,482.1 | 1,660.1 |
| 2004 | 54,548.3 | 30,582.3 | 6,455.3 | 23,966.0 | 48,844.4 | 25,671.3 | 7,333.7 | 23,173.1 | 5,717.9 | 4,911.0 | -874.9 | 806.9 |
| 2005 | 75,681.1 | 40,304.9 | 7,061.9 | 35,376.2 | 63,758.4 | 31,503.7 | 8,373.5 | 32,254.7 | 11,923.1 | 8,801.2 | -1,311.6 | 3,121.9 |
| 2006 | 95,611.7 | 58,034.6 | 9,254.8 | 37,577.2 | 74,838.9 | 42,730.9 | 10,119.0 | 32,108.0 | 20,772.8 | 15,303.6 | -864.2 | 5,469.2 |
| 2007 | 113,629.1 | 66,526.4 | 9,553.4 | 47,102.7 | 109,803.1 | 57,011.8 | 10,814.2 | 52,791.3 | 3,826.0 | 9,514.6 | -1,260.7 | -5,688.6 |
| 2008 | 103,592.4 | 63,115.2 | 8,389.0 | 40,477.2 | 105,747.0 | 59,295.9 | 9,963.3 | 46,451.1 | -2,154.6 | 3,819.3 | -1,574.3 | -5,973.9 |
| 2007 Q3 | 30,122.8 | 15,803.4 | 1,947.1 | 14,319.4 | 26,951.1 | 13,183.5 | 2,397.1 | 13,767.7 | 3,171.7 | 2,619.9 | -450.0 | 551.8 |
| Q4 | 27,867.4 | 16,905.4 | 1,863.9 | 10,962.0 | 29,497.5 | 16,697.8 | 2,689.8 | 12,799.7 | -1,630.1 | 207.5 | -826.0 | -1,837.7 |
| 2008 Q1 | 26,336.1 | 16,114.0 | 2,116.4 | 10,222.1 | 25,923.3 | 16,024.9 | 2,583.3 | 9,898.4 | 412.8 | 89.2 | -467.0 | 323.6 |
| Q2 | 28,276.7 | 17,215.3 | 2,962.4 | 11,061.4 | 26,344.3 | 14,939.0 | 2,931.3 | 11,405.3 | 1,932.3 | 2,276.3 | 31.1 | -343.9 |
| Q3 | 23,963.4 | 14,731.9 | 1,771.4 | 9,231.5 | 28,547.1 | 15,255.3 | 2,764.0 | 13,291.8 | -4,583.7 | -523.4 | -992.7 | -4,060.3 |
| Q4 | 25,016.3 | 15,054.1 | 1,538.9 | 9,962.2 | 24,932.2 | 13,076.8 | 1,684.6 | 11,855.4 | 84.0 | 1,977.3 | -145.7 | -1,893.2 |
| 2009 Q1 | 27,682.7 | 16,431.5 | 2,030.4 | 11,251.2 | 22,062.4 | 12,312.8 | 1,796.2 | 9,749.6 | 5,620.3 | 4,118.7 | 234.2 | 1,501.6 |
| Q2 | 29,538.6 | 18,877.2 | 2,770.1 | 10,661.3 | 21,806.2 | 11,480.4 | 1,533.6 | 10,325.7 | 7,732.4 | 7,396.8 | 1,236.6 | 335.6 |
| 2008 Aug | 7,102.3 | 4,191.5 | 519.1 | 2,910.8 | 7,708.4 | 4,132.8 | 817.7 | 3,575.7 | -606.2 | 58.7 | -298.7 | -664.9 |
| Q3 Sep | 8,248.5 | 5,167.6 | 613.1 | 3,080.9 | 9,844.2 | 5,197.0 | 864.0 | 4,647.2 | -1,595.6 | -29.3 | -250.9 | -1,566.3 |
| Oct | 9,251.6 | 5,139.4 | 573.1 | 4,112.1 | 10,833.7 | 5,649.5 | 746.0 | 5,184.2 | -1,582.1 | -510.1 | -172.9 | -1,072.1 |
| Nov | 8,077.1 | 4,732.8 | 448.8 | 3,344.2 | 8,347.7 | 3,739.8 | 473.9 | 4,607.9 | -270.6 | 993.1 | -25.2 | -1,263.7 |
| Q4 Dec | 7,687.6 | 5,181.8 | 517.0 | 2,505.8 | 5,750.8 | 3,687.5 | 464.7 | 2,063.3 | 1,936.8 | 1,494.3 | 52.3 | 442.6 |
| 2009 Jan | 8,918.5 | 5,487.9 | 499.9 | 3,430.6 | 6,991.8 | 4,315.6 | 497.9 | 2,676.2 | 1,926.7 | 1,172.4 | 2.0 | 754.4 |
| Feb | 8,744.8 | 4,886.4 | 569.3 | 3,858.4 | 6,422.0 | 3,682.4 | 681.8 | 2,739.5 | 2,322.8 | 1,204.0 | -112.5 | 1,118.9 |
| Q1 Mar | 10,019.3 | 6,057.1 | 961.1 | 3,962.2 | 8,648.6 | 4,314.8 | 616.5 | 4,333.8 | 1,370.7 | 1,742.4 | 344.6 | -371.6 |
| Apr | 8,733.9 | 5,876.4 | 1150.7 | 2,857.6 | 6,854.7 | 3,807.2 | 479.7 | 3,047.4 | 1,879.3 | 2,069.1 | 671.1 | -189.9 |
| May | 10,235.2 | 6,582.0 | 822.9 | 3,653.2 | 6,375.4 | 3,739.8 | 512.1 | 2,635.6 | 3,859.8 | 2,842.3 | 310.8 | 1,017.5 |
| Q2 Jun | 10,569.5 | 6,418.9 | 796.5 | 4,150.6 | 8,576.1 | 3,933.4 | 541.8 | 4,642.7 | 1,993.4 | 2,485.4 | 254.7 | -492.1 |
| Jul | 9,895.3 | 6,312.0 | 766.0 | 3,583.4 | 7,447.5 | 4,007.4 | 547.7 | 3,440.1 | 2,447.9 | 2,304.6 | 218.2 | 143.3 |
| Aug | 9,258.3 | 6,080.4 | 676.6 | 3,177.9 | 6,586.0 | 3,907.9 | 526.0 | 2,678.1 | 2,672.3 | 2,172.5 | 150.6 | 499.8 |

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 of £286 million gross and £123 million net in August 2009. Corresponding figures for July 2009 were £299 million and £122 million.

[♦] From January 2007 IMA figures include additional institutional funds which account for larger fluctuations in institutional and consequently total sales; there is no longer a £50,000 minimum lump sum constraint.