

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	63,115	8,389	3,280	5.2%	53,590	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	14,732	1,771	693	4.7%	12,367	83.9%	1,189	8.1%	483	3.3%	230	228	650	2	662
Q4	15,054	1,539	770	5.1%	12,936	85.9%	928	6.2%	420	2.8%	269	213	497	4	557
2009 Q1	16,431	2,030	671	4.1%	14,242	86.7%	1,148	7.0%	371	2.3%	272	258	644	7	849
Q2	18,877	2,770	787	4.2%	16,292	86.3%	1,476	7.8%	323	1.7%	317	466	834	5	1,149
2008 Aug	4,191	519	162	3.9%	3,611	86.1%	297	7.1%	122	2.9%	53	68	200	0	198
Q3 Sep	5,168	613	277	5.4%	4,207	81.4%	542	10.5%	142	2.7%	103	79	223	1	207
Oct	5,139	573	282	5.5%	4,351	84.7%	315	6.1%	192	3.7%	98	87	178	3	206
Nov	4,733	449	219	4.6%	4,083	86.3%	315	6.7%	115	2.4%	80	59	155	0	154
Q4 Dec	5,182	517	269	5.2%	4,502	86.9%	297	5.7%	113	2.2%	90	67	163	1	197
2009 Jan	5,488	500	204	3.7%	4,823	87.9%	321	5.9%	140	2.5%	59	59	164	1	216
Feb	4,886	569	163	3.3%	4,290	87.8%	346	7.1%	88	1.8%	64	65	193	2	245
Q1 Mar	6,057	961	304	5.0%	5,129	84.7%	481	7.9%	144	2.4%	149	133	287	4	388
Apr	5,876	1,151	291	4.9%	5,004	85.2%	505	8.6%	77	1.3%	137	168	356	1	488
May	6,582	823	230	3.5%	5,775	87.7%	467	7.1%	111	1.7%	95	141	230	2	355
Q2 Jun	6,419	797	267	4.2%	5,513	85.9%	505	7.9%	135	2.1%	85	156	248	1	306
Jul	6,312	766	259	4.1%	5,484	86.9%	455	7.2%	114	1.8%	66	166	235	1	299
Aug	6,080	677	185	3.0%	5,374	88.4%	408	6.7%	113	1.9%	61	121	208	1	286

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.