

SUMMARY OF UK DOMICILED UNIT TRUST / OEIC NET SALES BY ASSET CLASS 2005 - 2015

PERIOD	Net total sales £mn							Net retail sales £mn							Net institutional sales £mn						
	Total	Equity	Fixed Income	Money Market	Mixed Asset	Property	Other	Total	Equity	Fixed Income	Money Market	Mixed Asset	Property	Other	Total	Equity	Fixed Income	Money Market	Mixed Asset	Property	Other
2005	14,946	-109	5,688	488	4,257	2,452	2,170	11,164	3,238	2,900	12	2,221	859	1,934	3,782	-3,347	2,788	476	2,037	1,593	236
2006	24,491	4,057	6,125	1,001	5,018	5,091	3,197	18,257	4,922	3,798	253	3,415	3,623	2,246	6,234	-865	2,327	749	1,604	1,468	952
2007	7,344	-4,657	254	1,340	5,609	2,171	2,626	11,159	3,561	18	421	3,551	2,068	1,540	-3,815	-8,218	236	919	2,058	103	1,086
2008	202	-3,141	2,057	-2,224	2,168	-1,080	2,423	4,824	-1,161	2,867	240	1,566	-390	1,701	-4,621	-1,980	-810	-2,465	601	-690	722
2009	34,440	9,943	10,781	-307	4,692	1,705	7,627	29,774	7,871	9,952	-49	3,840	1,814	6,347	4,666	2,072	828	-257	853	-109	1,279
2010	51,874	13,202	6,889	-185	14,631	2,140	15,197	29,741	6,848	6,767	1	8,142	1,754	6,228	22,133	6,354	123	-187	6,488	386	8,969
2011	23,972	4,836	2,002	370	6,933	602	9,229	18,541	3,209	4,486	151	5,878	535	4,283	5,431	1,627	-2,484	219	1,056	67	4,946
2012	22,855	11,534	4,394	-66	3,374	260	3,360	14,389	3,659	5,656	-52	2,829	442	1,854	8,466	7,875	-1,263	-14	544	-183	1,506
2013	23,565	13,586	-1,383	669	3,621	1,685	5,388	20,909	11,468	-58	-92	4,641	1,519	3,432	2,655	2,118	-1,325	761	-1,020	165	1,956
2014	32,755	10,943	4,527	927	4,583	4,548	7,227	21,591	8,654	1,451	63	4,022	3,805	3,596	11,164	2,289	3,076	865	561	744	3,631
2013 Q4	7,472	3,227	462	363	1,325	731	1,363	6,331	3,358	78	-131	1,216	657	1,152	1,141	-131	384	494	110	74	210
2014 Q1	12,825	2,636	4,852	-66	1,333	800	3,270	5,543	2,181	141	-6	1,091	772	1,363	7,282	455	4,711	-60	242	28	1,907
Q2	9,004	4,117	-250	740	1,123	1,570	1,704	7,255	3,201	644	26	1,223	1,281	879	1,748	916	-894	713	-101	290	825
Q3	5,246	2,365	172	292	991	1,124	302	3,536	1,152	218	45	767	860	494	1,710	1,213	-47	248	224	264	-193
Q4	5,681	1,824	-247	-38	1,136	1,054	1,952	5,257	2,119	447	-2	941	892	860	424	-295	-694	-36	195	162	1,092
2015 Q1	-5,566	-5,410	-701	188	602	1,027	-1,271	2,258	-57	379	268	416	896	355	-7,824	-5,354	-1,080	-80	186	131	-1,626
Q2	9,098	6,280	-1,186	258	550	838	2,359	4,839	1,732	-84	334	721	750	1,386	4,259	4,548	-1,102	-76	-172	87	973
Q3	7,547	4,740	-1,766	-51	871	917	2,837	5,031	3,663	-889	71	743	674	769	2,517	1,077	-877	-122	128	243	2,068
2014 Nov	952	-77	139	159	314	344	73	1,480	354	190	46	306	329	256	-528	-431	-50	114	8	16	-183
Q4 Dec	2,204	874	33	-44	433	347	560	1,775	802	99	-21	268	289	338	429	72	-66	-23	166	57	223
2015 Jan	-4,724	-1,809	-720	33	68	428	-2,724	401	27	129	40	65	367	-228	-5,125	-1,836	-849	-7	3	60	-2,496
Feb	-244	-2,363	282	136	144	332	1,226	971	-15	116	111	147	295	317	-1,215	-2,348	166	24	-2	37	909
Q1 Mar	-597	-1,238	-262	19	390	267	227	886	-69	135	117	204	234	266	-1,484	-1,169	-397	-98	186	34	-39
Apr	5,503	4,302	-421	276	35	292	1,019	1,679	-61	267	258	177	272	766	3,824	4,363	-687	18	-142	20	252
May	2,434	1,159	-275	177	98	296	979	1,528	791	-153	35	141	264	450	906	368	-122	142	-43	32	529
Q2 Jun	1,161	819	-491	-194	417	250	361	1,632	1,002	-198	41	403	215	169	-471	-183	-293	-235	13	35	192
Jul	5,421	2,582	-187	67	593	322	2,044	3,109	2,004	-42	-11	449	294	414	2,312	577	-145	78	144	28	1,630
Aug	1,840	761	-337	-216	64	391	1,177	737	534	-333	56	71	184	225	1,103	227	-4	-273	-7	207	953
Q3 Sep	286	1,397	-1,242	98	214	204	-385	1,185	1,124	-515	25	223	196	131	-899	272	-728	73	-9	8	-515
Oct	1,313	397	122	96	311	163	223	1,226	720	109	-93	220	135	134	87	-323	13	189	91	28	89
Nov	1,051	1,242	-919	79	136	176	337	1,721	1,129	15	-34	150	141	319	-670	113	-934	113	-15	35	18