

**SUMMARY OF UK DOMICILED UNIT TRUST / OEIC RETAIL SALES BY DISTRIBUTION CHANNEL 2010 - 2015**

PERIOD	Gross Retail Sales £m				Retail Repurchases £m				Net Retail Sales £m			
	Total	Direct	UK fund platforms	Other intermediaries	Total	Direct	UK fund platforms	Other intermediaries	Total	Direct	UK fund platforms	Other intermediaries
2010	107,105	16,902	39,239	50,964	77,364	13,986	26,114	37,264	29,741	2,916	13,125	13,700
2011	105,200	14,902	42,846	47,452	86,659	12,566	31,322	42,771	18,541	2,336	11,523	4,681
2012	105,357	11,034	47,439	46,885	90,969	12,928	35,996	42,045	14,389	-1,894	11,442	4,840
2013	134,826	11,224	66,514	57,089	113,917	13,077	50,547	50,293	20,909	-1,853	15,966	6,796
2014	155,873	11,661	85,151	59,061	134,282	12,284	66,641	55,358	21,591	-622	18,510	3,703
2013 Q4	35,765	2,610	18,426	14,729	29,434	2,836	13,947	12,651	6,331	-226	4,479	2,078
2014 Q1	39,473	3,013	20,721	15,739	33,930	2,994	16,506	14,430	5,543	19	4,215	1,309
Q2	39,569	3,210	21,922	14,437	32,314	3,230	16,599	12,485	7,255	-21	5,324	1,952
Q3	38,024	2,757	21,889	13,378	34,488	3,168	17,282	14,038	3,536	-410	4,607	-660
2015 Q1	38,807	2,681	20,619	15,508	33,550	2,892	16,254	14,405	5,257	-210	4,365	1,103
Q2	40,743	4,028	20,876	15,838	38,485	4,692	18,218	15,575	2,258	-664	2,658	264
Q3	42,621	4,258	22,216	16,147	37,782	4,301	18,594	14,887	4,839	-43	3,622	1,260
	40,071	2,770	20,629	16,672	35,041	3,286	15,912	15,843	5,031	-515	4,717	829
2014 Nov	11,940	816	6,207	4,918	10,460	924	5,180	4,356	1,480	-108	1,027	561
Q4 Dec	12,437	865	6,812	4,760	10,662	916	5,063	4,682	1,775	-51	1,748	78
2015 Jan	11,379	886	5,870	4,622	10,978	1,543	5,262	4,173	401	-657	609	449
Feb	12,644	1,568	6,364	4,712	11,673	1,462	5,279	4,932	971	106	1,085	-220
Q1 Mar	16,720	1,574	8,642	6,504	15,833	1,687	7,677	6,469	886	-113	965	35
Apr	16,090	1,970	8,207	5,914	14,411	1,771	7,302	5,338	1,679	198	905	576
May	12,502	1,177	6,602	4,723	10,974	1,283	5,329	4,362	1,528	-106	1,274	361
Q2 Jun	14,029	1,112	7,407	5,510	12,397	1,247	5,964	5,186	1,632	-135	1,443	324
Jul	15,517	1,091	7,672	6,754	12,408	1,123	5,724	5,560	3,109	-32	1,948	1,193
Aug	11,997	805	6,387	4,805	11,261	939	5,141	5,181	737	-134	1,246	-375
Q3 Sep	12,557	874	6,570	5,113	11,372	1,223	5,047	5,102	1,185	-349	1,523	10
Oct	12,668	726	6,677	5,266	11,443	1,098	5,547	4,798	1,226	-373	1,130	468
Nov	11,347	571	6,164	4,612	9,626	713	4,943	3,970	1,721	-141	1,221	642

**SUMMARY OF PLATFORM UK DOMICILED FUND BUSINESS 2008 - 2015**

END PERIOD	Overall Summary (£m)				Gross sales by Product (£m)							
	Total Funds under Administration	Total Gross Sales	Total Repurchases	Total Net Sales	ISAs	% of Total	Insurance Bonds	% of Total	Personal Pensions	% of Total	Unwrapped	% of Total
2008	58,731	17,083	13,148	3,935	4,738	27.7%	1,957	11.5%	5,733	33.6%	4,655	27.2%
2009	83,065	22,255	13,734	8,521	5,833	26.2%	2,232	10.0%	6,087	27.3%	8,104	36.4%
2010	107,010	32,000	22,636	9,364	8,716	27.2%	2,736	8.5%	9,038	28.2%	11,509	36.0%
2011	109,041	31,997	26,084	5,913	8,905	27.8%	2,499	7.8%	8,870	27.7%	11,722	36.6%
2012	131,746	35,230	27,475	7,754	9,228	26.2%	2,266	6.4%	10,038	28.5%	13,698	38.9%
2013	163,614	48,017	37,124	10,893	11,782	24.5%	2,369	4.9%	12,418	25.9%	21,447	44.7%
2014	182,752	60,594	48,311	12,283	16,184	26.7%	2,232	3.7%	16,797	27.7%	25,382	41.9%
2013 Q4	163,614	12,846	9,935	2,910	2,963	23.1%	566	4.4%	3,084	24.0%	6,233	48.5%
2014 Q1	167,832	15,197	12,107	3,090	3,776	24.9%	554	3.6%	4,363	28.7%	6,503	42.8%
Q2	171,480	16,061	12,212	3,849	4,619	28.8%	558	3.5%	4,342	27.0%	6,543	40.7%
Q3	175,333	14,756	12,509	2,247	4,315	29.2%	549	3.7%	3,859	26.2%	6,033	40.9%
2014 Q4	182,752	14,581	11,484	3,097	3,474	23.8%	571	3.9%	4,233	29.0%	6,303	43.2%
2015 Q1	194,216	15,428	13,221	2,207	4,010	26.0%	512	3.3%	4,737	30.7%	6,169	40.0%
Q2	192,510	16,735	13,637	3,097	4,928	29.5%	589	3.5%	4,981	29.8%	6,236	37.3%
Q3	188,772	14,728	10,746	3,982	3,376	22.9%	588	4.0%	4,683	31.8%	6,080	41.3%
2014 Nov	183,489	4,530	3,730	800	1,097	24.2%	158	3.5%	1,352	29.8%	1,923	42.5%
Q4 Dec	182,752	4,632	3,576	1,056	1,071	23.1%	188	4.1%	1,382	29.8%	1,991	43.0%
2015 Jan	187,300	4,363	3,812	551	1,073	24.6%	162	3.7%	1,305	29.9%	1,823	41.8%
Feb	190,346	4,595	3,858	737	1,157	25.2%	152	3.3%	1,419	30.9%	1,868	40.6%
Q1 Mar	194,216	6,470	5,551	919	1,780	27.5%	197	3.0%	2,013	31.1%	2,479	38.3%
Apr	195,029	6,209	5,364	845	2,081	33.5%	188	3.0%	1,754	28.3%	2,185	35.2%
May	198,796	5,028	3,921	1,108	1,371	27.3%	194	3.9%	1,562	31.1%	1,902	37.8%
Q2 Jun	192,510	5,497	4,353	1,144	1,476	26.9%	208	3.8%	1,665	30.3%	2,149	39.1%
Jul	195,459	5,410	3,937	1,473	1,321	24.4%	214	4.0%	1,672	30.9%	2,203	40.7%
Aug	190,344	4,761	3,650	1,111	1,042	21.9%	182	3.8%	1,502	31.6%	2,035	42.7%
Q3 Sep	188,772	4,557	3,159	1,398	1,013	22.2%	192	4.2%	1,509	33.1%	1,843	40.4%
Oct	196,304	4,560	3,709	850	1,047	23.0%	182	4.0%	1,339	29.4%	1,992	43.7%
Nov	199,378	4,401	3,324	1,077	910	20.7%	168	3.8%	1,467	33.3%	1,856	42.2%