

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							
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	63,100	8,388	3,281	5.2%	53,575	84.9%	4,593	7.3%	1,651	2.6%	1,194	1,070	2,901	24	3,199
2009	78,057	9,842	3,033	3.9%	68,021	87.1%	5,550	7.1%	1,453	1.9%	1,129	1,554	3,094	21	4,044
2008 Q1	16,110	2,116	827	5.1%	13,907	86.3%	1,034	6.4%	342	2.1%	323	322	678	10	784
Q2	17,211	2,961	991	5.8%	14,371	83.5%	1,443	8.4%	406	2.4%	373	308	1,075	9	1,197
Q3	14,729	1,771	693	4.7%	12,364	83.9%	1,189	8.1%	483	3.3%	230	228	650	2	662
Q4	15,051	1,539	770	5.1%	12,933	85.9%	927	6.2%	420	2.8%	269	213	497	4	557
2009 Q1	16,430	2,030	671	4.1%	14,240	86.7%	1,148	7.0%	371	2.3%	272	258	644	7	849
Q2	18,875	2,770	787	4.2%	16,290	86.3%	1,476	7.8%	323	1.7%	317	466	834	5	1,149
Q3	19,627	2,209	728	3.7%	17,192	87.6%	1,335	6.8%	372	1.9%	231	411	687	2	878
Q4	23,125	2,832	848	3.7%	20,299	87.8%	1,592	6.9%	387	1.7%	309	420	928	7	1,169
2008 Dec	5,181	517	269	5.2%	4,502	86.9%	297	5.7%	113	2.2%	90	67	163	1	197
2009 Jan	5,487	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	6,056	961	304	5.0%	5,128	84.7%	481	7.9%	144	2.4%	149	133	287	4	388
Apr	5,876	1,151	291	4.9%	5,003	85.2%	505	8.6%	77	1.3%	137	168	356	1	488
May	6,581	823	230	3.5%	5,774	87.7%	467	7.1%	111	1.7%	95	141	230	2	355
Q2 Jun	6,418	797	267	4.2%	5,512	85.9%	505	7.9%	135	2.1%	85	156	248	1	306
Jul	6,310	766	259	4.1%	5,482	86.9%	455	7.2%	114	1.8%	66	166	235	1	299
Aug	6,116	677	186	3.0%	5,409	88.4%	408	6.7%	113	1.9%	61	121	208	1	286
Q3 Sep	7,201	767	282	3.9%	6,302	87.5%	472	6.6%	145	2.0%	105	124	244	1	293
Oct	8,044	965	275	3.4%	7,017	87.2%	554	6.9%	198	2.5%	99	140	325	3	398
Nov	7,520	987	284	3.8%	6,590	87.6%	560	7.5%	85	1.1%	123	146	342	2	375
Q4 Dec	7,562	880	289	3.8%	6,692	88.5%	478	6.3%	103	1.4%	87	133	262	1	396

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.