

**SUMMARY OF UK DOMICILED UNIT TRUST / OEIC RETAIL SALES BY DISTRIBUTION CHANNEL 2010 - 2016**

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
2015	160,167	12,930	83,228	64,009	142,577	14,742	68,084	59,750	17,590	-1,812	15,143	4,259
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
2014 Q2	39,569	3,210	21,922	14,437	32,314	3,230	16,599	12,485	7,255	-21	5,324	1,952
2014 Q3	38,024	2,757	21,889	13,378	34,488	3,168	17,282	14,038	3,536	-410	4,607	-660
2014 Q4	38,807	2,681	20,619	15,508	33,550	2,892	16,254	14,405	5,257	-210	4,365	1,103
2015 Q1	40,974	4,028	20,963	15,983	38,578	4,692	18,251	15,635	2,396	-664	2,712	348
2015 Q2	43,010	4,258	22,356	16,396	37,924	4,301	18,632	14,991	5,086	-43	3,724	1,405
2015 Q3	40,423	2,803	20,740	16,880	35,133	3,286	15,938	15,909	5,290	-483	4,802	971
2015 Q4	35,759	1,841	19,168	14,750	30,941	2,463	15,263	13,216	4,817	-622	3,905	1,534
2014 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
2015 Feb	12,732	1,568	6,395	4,769	11,702	1,462	5,286	4,954	1,030	106	1,109	-185
2015 Q1 Mar	16,863	1,574	8,698	6,591	15,898	1,687	7,703	6,508	965	-113	994	84
2015 Apr	16,228	1,970	8,262	5,996	14,475	1,771	7,316	5,387	1,753	198	946	609
2015 May	12,615	1,177	6,643	4,796	11,014	1,283	5,339	4,392	1,602	-106	1,304	404
2015 Q2 Jun	14,167	1,112	7,451	5,604	12,436	1,247	5,977	5,212	1,731	-135	1,474	392
2015 Jul	15,641	1,091	7,711	6,839	12,440	1,123	5,733	5,584	3,201	-32	1,978	1,255
2015 Aug	12,093	805	6,419	4,869	11,288	939	5,148	5,201	805	-134	1,270	-332
2015 Q3 Sep	12,689	907	6,610	5,172	11,405	1,223	5,057	5,124	1,284	-317	1,553	48
2015 Oct	12,775	726	6,714	5,335	11,475	1,098	5,557	4,820	1,300	-373	1,157	515
2015 Nov	11,488	571	6,203	4,714	9,871	713	4,954	4,204	1,618	-141	1,250	509
2015 Q4 Dec	11,496	544	6,251	4,701	9,596	652	4,753	4,191	1,900	-108	1,498	509

**Notes:**

(1) Direct includes sales through a sales force or tied agents. Also private client sales of own funds.

(2) UK fund platforms covers fund companies' transactions (reported by fund companies) with the following: Ascentric; Aviva Wrap; AXA-Elevate; Cofunds; Fidelity; Hargreaves Lansdown; James Hay Wrap; Novia; Nucleus; Skandia (including Selestia, Skandia Multifunds and Skandia Life); Standard Life Savings; Transact.

(3) Transactions made through insurance companies (whether in-house or third party) are not included here as they are counted as institutional.

(4) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.

(5) Sales and re-purchases reported here differ from those in Table 6 because the figures in Table 6 cover five of the largest platforms whereas the figures in this table cover all the platforms listed at note 2. Also, differences in reporting between platforms and fund companies.

**SUMMARY OF PLATFORM UK DOMICILED FUND BUSINESS 2008 - 2016**

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
<b>2008</b>	58,731	17,083	13,148	3,935	4,738	27.7%	1,957	11.5%	5,733	33.6%	4,655	27.2%
<b>2009</b>	83,065	22,255	13,734	8,521	5,833	26.2%	2,232	10.0%	6,087	27.3%	8,104	36.4%
<b>2010</b>	107,010	32,000	22,636	9,364	8,716	27.2%	2,736	8.5%	9,038	28.2%	11,509	36.0%
<b>2011</b>	109,041	34,058	26,084	5,713	9,395	27.6%	2,698	7.9%	9,485	27.8%	12,479	36.6%
<b>2012</b>	131,746	35,230	27,475	7,754	9,228	26.2%	2,266	6.4%	10,038	28.5%	13,698	38.9%
<b>2013</b>	163,614	48,017	37,124	10,893	11,782	24.5%	2,369	4.9%	12,418	25.9%	21,447	44.7%
<b>2014</b>	182,752	60,594	48,311	12,283	16,184	26.7%	2,232	3.7%	16,797	27.7%	25,382	41.9%
<b>2015</b>	200,670	60,451	47,725	12,726	15,306	25.3%	2,196	3.6%	18,761	31.0%	24,188	40.0%
<b>2014 Q1</b>	167,832	15,197	12,107	3,090	3,776	24.9%	554	3.6%	4,363	28.7%	6,503	42.8%
<b>Q2</b>	171,480	16,061	12,212	3,849	4,619	28.8%	558	3.5%	4,342	27.0%	6,543	40.7%
<b>Q3</b>	175,333	14,756	12,509	2,247	4,315	29.2%	549	3.7%	3,859	26.2%	6,033	40.9%
<b>Q4</b>	182,752	14,581	11,484	3,097	3,474	23.8%	571	3.9%	4,233	29.0%	6,303	43.2%
<b>2015 Q1</b>	194,216	15,428	13,221	2,207	4,010	26.0%	512	3.3%	4,737	30.7%	6,169	40.0%
<b>Q2</b>	192,510	16,735	13,637	3,097	4,928	29.5%	589	3.5%	4,981	29.8%	6,236	37.3%
<b>Q3</b>	188,599	15,081	10,932	4,149	3,511	23.3%	570	3.8%	4,848	32.1%	6,153	40.8%
<b>Q4</b>	200,670	13,208	9,934	3,273	2,857	21.6%	525	4.0%	4,196	31.8%	5,630	42.6%
<b>2014 Dec</b>	182,752	4,632	3,576	1,056	1,071	23.1%	188	4.1%	1,382	29.8%	1,991	43.0%
<b>2015 Jan</b>	187,300	4,363	3,812	551	1,073	24.6%	162	3.7%	1,305	29.9%	1,823	41.8%
<b>Feb</b>	190,346	4,595	3,858	737	1,157	25.2%	152	3.3%	1,419	30.9%	1,868	40.6%
<b>Q1 Mar</b>	194,216	6,470	5,551	919	1,780	27.5%	197	3.0%	2,013	31.1%	2,479	38.3%
<b>Apr</b>	195,029	6,209	5,364	845	2,081	33.5%	188	3.0%	1,754	28.3%	2,185	35.2%
<b>May</b>	198,796	5,028	3,921	1,108	1,371	27.3%	194	3.9%	1,562	31.1%	1,902	37.8%
<b>Q2 Jun</b>	192,510	5,497	4,353	1,144	1,476	26.9%	208	3.8%	1,665	30.3%	2,149	39.1%
<b>Jul</b>	195,148	5,535	3,997	1,538	1,363	24.6%	197	3.6%	1,773	32.0%	2,203	39.8%
<b>Aug</b>	190,338	4,879	3,716	1,163	1,110	22.8%	180	3.7%	1,504	30.8%	2,084	42.7%
<b>Q3 Sep</b>	188,599	4,667	3,219	1,447	1,038	22.2%	193	4.1%	1,571	33.7%	1,866	40.0%
<b>Oct</b>	196,999	4,560	3,710	851	1,047	23.0%	182	4.0%	1,339	29.4%	1,992	43.7%
<b>Nov</b>	200,101	4,394	3,324	1,070	904	20.6%	166	3.8%	1,461	33.3%	1,863	42.4%
<b>Q4 Dec</b>	200,670	4,253	2,901	1,353	907	21.3%	177	4.2%	1,395	32.8%	1,774	41.7%

**Notes:**

(1) Figures are based on information that five fund platforms provide to The Investment Association. These are Cofunds, Fidelity, Hargreaves Lansdown, Skandia and Transact. These five platforms accounted for 72% of fund manager gross sales through all fund platforms in 2014. See Table 5, note 2 for full list of all fund platforms. Figures for Hargreaves Lansdown for October to December 2015 are estimates.

(2) Figures are for Authorised Investment Funds (OEICs and Unit Trusts) domiciled in the United Kingdom. Figures include Fund of Funds. Investment trusts and ETFs are not included.

(3) Figures in this table include a small number of funds - estimated to represent 0.6% of platform funds under administration at end December 2015 - not included in The fund statistics because no data is received from fund companies.

(4) Figures up to December 2009 include some estimates where full figures are not available for all participating platforms. This is to provide best estimates of growth rates between 2008, 2009, 2010, 2011, 2012, 2013, 2014 and 2015.