

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	63,183	8,389	3,280	5.2%	53,658	84.9%	4,594	7.3%	1,651	2.6%	1,195	1,070	2,901	24	3,199		
2007	Q1	16,549	2,626	1,191	7.2%	13,682	82.7%	1,131	6.8%	545	3.3%	427	423	791	9	977	
	Q2	17,269	3,116	1,171	6.8%	14,662	84.9%	1,059	6.1%	376	2.2%	485	473	833	7	1,319	
	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	14,727	1,771	693	4.7%	12,362	83.9%	1,189	8.1%	483	3.3%	230	228	650	2	662	
	Q4	15,127	1,539	770	5.1%	13,009	86.0%	928	6.1%	420	2.8%	269	213	497	4	557	
2008	Jan	5,695	617	293	5.1%	4,962	87.1%	323	5.7%	118	2.1%	89	95	190	2	241	
	Feb	5,158	624	249	4.8%	4,488	87.0%	315	6.1%	106	2.1%	100	102	212	3	208	
	Q1	5,261	875	285	5.4%	4,461	84.8%	396	7.5%	118	2.2%	135	125	275	6	335	
	Apr	6,595	1,466	414	6.3%	5,418	82.2%	649	9.8%	114	1.7%	178	136	570	6	576	
	May	5,693	747	336	5.9%	4,798	84.3%	417	7.3%	142	2.5%	106	87	244	2	309	
	Q2	Jun	4,927	749	240	4.9%	4,160	84.4%	377	7.6%	150	3.1%	89	85	262	1	313
	Jul	5,366	639	254	4.7%	4,542	84.6%	350	6.5%	220	4.1%	73	81	227	1	257	
	Aug	4,186	519	162	3.9%	3,605	86.1%	297	7.1%	122	2.9%	53	68	200	0	198	
	Q3	Sep	5,175	613	276	5.3%	4,215	81.4%	542	10.5%	142	2.7%	103	79	223	1	207
	Oct	5,157	573	282	5.5%	4,368	84.7%	315	6.1%	192	3.7%	98	87	178	3	206	
	Nov	4,776	449	219	4.6%	4,127	86.4%	315	6.6%	115	2.4%	80	59	155	0	154	
	Dec	5,193	517	269	5.2%	4,514	86.9%	297	5.7%	113	2.2%	90	67	163	1	197	
2009	Jan	5,503	499	232	4.2%	4,812	87.4%	319	5.8%	140	2.5%	59	59	164	1	216	

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.

As of April 2008 PEPs were consolidated into stocks and shares ISAs. ISA data shown for periods prior to April 2008 also combines PEPs and ISAs, except in the case of fund supermarkets (which are included within the unallocated column) where it reflects ISAs only.