

IMA SECTOR	Funds Under Management £		Gross Sales £				Net Sales £			ISA [*]	ISA [*]	ISA [*]
	TOTAL	sector as % of total	TOTAL	sector as % of total	RETAIL	INSTITUTIONAL	TOTAL	RETAIL	INSTITUTIONAL	Funds Under Management £	Gross Sales £	Net Sales £
Europe Excluding UK	23,051,684,569	6.5%	462,000,450	5.5%	343,666,960	118,333,490	-300,667,253	-212,006,345	-88,660,908	3,963,761,582	7,770,787	-13,962,217
Europe Including UK	1,536,145,622	0.4%	8,096,343	0.1%	4,653,013	3,443,330	-8,091,740	-8,953,994	862,254	345,549,091	1,132,502	-1,309,381
European Smaller Companies	1,369,276,820	0.4%	13,954,652	0.2%	13,684,055	270,597	-23,151,124	-13,397,547	-9,753,577	140,952,649	136,129	-490,321
Asia Pacific Including Japan	735,742,253	0.2%	19,223,591	0.2%	5,926,504	13,297,087	525,205	5,255,125	8,041,336	98,990,304	750,223	204,863
Asia Pacific Excluding Japan	13,032,199,010	3.7%	356,392,703	4.2%	206,851,518	149,541,185	53,557,652	51,392,330	2,165,322	449,205,499	1,893,625	-621,426
Global Emerging Markets	4,856,127,641	1.4%	79,422,305	0.9%	44,275,949	35,146,356	4,268,372	17,465,795	-13,197,423	37,114,986	346,865	40,956
Global Growth	24,918,751,624	7.0%	490,710,840	5.8%	199,181,762	291,529,078	273,669,071	68,335,416	205,333,655	3,972,884,629	21,067,772	-1,474,059
Japan	6,736,400,649	1.9%	138,307,587	1.6%	79,007,548	59,300,039	-163,701,428	-97,206,014	-66,495,414	148,492,623	551,218	-266,210
Japanese Smaller Companies	338,161,439	0.1%	12,770,314	0.2%	1,244,240	11,526,074	-2,774,795	-6,317,062	3,542,267	11,976,152	96,979	-71,434
North America	12,876,599,958	3.6%	396,218,522	4.7%	199,459,089	196,759,433	-31,389,963	-66,394,074	35,004,111	456,852,833	2,431,759	-409,203
North American Smaller Companies	641,687,997	0.2%	10,871,816	0.1%	5,368,989	5,502,827	3,006,387	1,353,311	1,653,076	22,323,483	26,372	-49,363
Specialist	8,363,367,681	2.4%	248,925,934	2.9%	221,361,200	27,564,734	70,179,857	65,407,231	4,772,626	397,309,419	1,372,448	-1,224,617
Technology and Telecommunications	510,606,450	0.1%	1,980,416	0.0%	1,978,391	2,025	-6,024,880	-6,026,905	2,025	180,917,459	246,798	-537,629
UK All Companies	71,145,453,357	20.1%	937,699,119	11.1%	600,846,827	336,852,292	-196,719,623	-82,425,188	-114,294,435	14,676,488,940	62,681,194	-17,242,225
UK Equity Income	38,051,463,931	10.7%	643,803,747	7.6%	468,412,282	175,391,465	184,822,502	111,663,480	73,159,022	6,822,613,304	29,875,143	-4,656,962
UK Smaller Companies	4,223,485,381	1.2%	41,977,400	0.5%	25,946,676	16,030,724	-15,300,298	-6,315,000	-8,985,298	421,775,136	907,838	-1,187,997
Total Equities	212,387,154,382	60.0%	3,862,355,739	45.6%	2,421,865,003	1,440,490,736	-157,792,058	-190,940,697	33,148,639	32,147,208,089	131,287,652	-43,257,225
Global Bonds	6,183,787,776	1.7%	485,568,156	5.7%	362,450,359	123,117,797	249,643,993	228,519,603	21,124,390	118,882,585	1,075,382	-302,995
£ Strategic Bond	11,478,826,371	3.2%	3,540,811,311	4.2%	298,320,740	56,490,571	98,877,252	177,200,029	-78,322,777	1,919,850,506	9,884,214	-3,268,797
£ Corporate Bond	31,546,715,186	8.9%	17,300,008,289	20.4%	1,288,164,757	441,843,532	1,414,548,632	1,026,700,691	387,847,941	5,648,279,244	37,189,359	-14,995,208
UK Gilt	17,615,072,226	5.0%	586,404,810	6.9%	141,262,820	445,141,990	203,755,157	-67,545,568	271,300,725	81,186,519	1,293,534	109,194
UK Index Linked Gilt	2,972,400,094	0.8%	57,891,477	0.7%	20,181,145	37,710,332	-28,518,200	-7,077,764	-21,440,436	5,405,295	198,626	148,295
£ High Yield	4,718,332,557	1.3%	156,531,618	1.8%	106,989,654	49,541,964	105,493,620	63,244,793	42,248,827	1,154,737,745	6,653,642	-439,188
UK Zeros	211,036,431	0.1%	1,103,105	0.0%	1,028,305	74,800	-4,031,987	-4,087,534	55,547	6,794,555	20,516	-33,487
Total Bonds	74,726,170,641	21.1%	3,372,318,766	39.8%	2,218,397,780	1,153,920,986	2,039,768,467	1,416,954,250	622,814,217	8,935,136,449	56,315,273	-18,782,186
UK Money Market	3,192,797,350	0.9%	180,836,681	2.1%	102,018,896	78,817,785	26,509,577	-14,126,042	40,635,619	75,799,603	806,364	-283,462
Total Money Market	3,192,797,350	0.9%	180,836,681	2.1%	102,018,896	78,817,785	26,509,577	-14,126,042	40,635,619	75,799,603	806,364	-283,462
Active Managed	4,299,371,369	1.2%	43,082,718	0.5%	30,829,986	12,252,732	5,034,805	-2,044,280	7,079,085	1,176,881,632	2,900,521	-3,467,682
Balanced Managed	9,927,940,896	2.8%	122,061,825	1.4%	81,922,074	40,139,751	35,657,486	16,565,964	19,091,522	3,262,792,609	10,063,761	-10,284,001
Cautious Managed	11,382,903,133	3.2%	177,548,899	2.1%	139,399,786	38,149,113	-37,514,681	17,605,584	-55,120,265	2,641,459,924	40,487,487	16,460,835
UK Equity and Bond Income	3,164,926,842	0.9%	12,286,028	0.1%	10,715,702	1,570,326	-20,812,953	-19,171,372	-1,641,581	1,385,768,027	4,514,168	-6,756,991
Total Balanced	28,775,142,240	8.1%	354,979,470	4.2%	262,867,548	92,111,922	-17,635,343	12,955,896	-30,591,239	8,466,902,192	57,965,937	-4,047,839
Property	7,505,895,879	2.1%	88,666,882	1.0%	81,535,588	7,131,294	-63,668,104	-11,305,964	-52,362,140	154,406,675	1,397,604	-768,880
Total Property	7,505,895,879	2.1%	88,666,882	1.0%	81,535,588	7,131,294	-63,668,104	-11,305,964	-52,362,140	154,406,675	1,397,604	-768,880
Guaranteed Protected Funds	1,475,385,484	0.4%	64,545,788	0.8%	59,483,693	5,062,095	48,329,082	43,721,987	4,607,095	466,651,344	20,078,255	18,225,435
Pensions	530,009,455	0.1%	4,930,983	0.1%	2,030,983	2,900,000	-12,402,128	1,277,831	-13,679,959	0	0	0
Unclassified Sector	22,709,097,821	6.4%	291,104,397	3.4%	210,264,327	80,840,070	-201,999,989	-141,960,336	-60,039,653	1,475,763,570	15,036,369	-2,231,131
Absolute Return - UK	2,918,560,837	0.8%	243,447,156	2.9%	144,649,540	98,797,616	194,081,921	106,255,143	87,826,778	14,902,638	299,612	140,930
Total Other	27,633,053,597	7.8%	604,028,324	7.1%	416,428,543	187,599,781	28,008,886	9,294,625	18,714,261	1,957,317,552	35,414,236	16,135,234
UK Total	354,220,214,089	100.0%	8,463,185,862	100.0%	5,503,113,358	2,960,072,504	1,855,191,425	1,222,832,068	632,359,357	51,736,770,560	283,187,066	-51,004,358
Absolute Return - Offshore	510,443,107	3.3%	19,178,092	4.3%	3,389,837	15,788,255	10,508,772	444,319	10,064,453	0	0	0
Overseas Total	15,240,386,904	-	450,748,132	-	228,629,757	222,118,375	66,629,395	55,881,250	10,748,145	228,605,511	2,366,429	322,828
Grand Total	369,460,600,993	-	8,913,933,994	-	5,731,743,115	3,182,190,879	1,921,820,820	1,278,713,318	643,107,502	51,965,376,071	285,553,495	-50,681,530

^{*} The ISA figures in this table do not include fund supermarket data and therefore do not reconcile with other summary tables. However, they do include Fund of Funds (FOF) whereas FOFs are not included in the other columns in order to avoid double counting of investments in FOFs.