

IMA SECTOR	Funds Under Management £		Gross Sales £				Net Sales £			ISA <sup>^</sup>	ISA <sup>^</sup>	ISA <sup>^</sup>
	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	29,397,417,314	6.3%	450,185,479	3.9%	310,385,973	139,799,506	-50,894,568	-65,489,056	14,594,488	4,464,603,939	7,706,432	-22,792,167
Europe Including UK	2,025,904,290	0.4%	59,589,464	0.5%	18,453,118	41,136,346	30,882,823	-6,110,207	36,993,030	434,448,545	1,340,868	-1,886,963
European Smaller Companies	2,296,038,653	0.5%	43,660,543	0.4%	29,298,787	14,361,756	-2,517,783	-5,758,680	3,240,897	188,264,291	158,215	-872,830
Asia Pacific Including Japan	1,129,683,941	0.2%	23,002,187	0.2%	12,605,008	10,397,179	12,165,506	5,751,243	6,414,263	158,605,913	3,135,574	2,257,848
Asia Pacific Excluding Japan	21,215,374,752	4.5%	534,521,736	4.6%	420,229,464	114,292,272	112,133,506	131,970,742	-19,837,236	671,466,011	8,377,273	2,176,104
Global Emerging Markets	8,231,226,033	1.8%	252,678,551	2.2%	225,135,278	27,543,273	-34,841,872	77,682,250	-112,524,122	59,964,986	1,745,583	992,009
Global Growth	33,207,144,203	7.1%	827,045,753	7.2%	554,201,537	272,844,216	320,911,148	228,512,922	92,398,226	4,999,709,998	32,767,096	384,207
Japan	6,453,978,639	1.4%	185,593,830	1.6%	139,583,117	46,010,713	80,878,161	74,921,145	5,957,016	147,168,197	712,434	-503,154
Japanese Smaller Companies	308,572,534	0.1%	10,056,757	0.1%	8,527,009	1,529,748	8,630,857	7,473,255	1,157,602	11,293,260	22,408	-3,194
North America	16,748,638,132	3.6%	539,055,623	4.7%	347,993,613	191,062,010	210,027,430	102,633,040	107,394,390	520,475,428	2,878,928	-1,391,317
North American Smaller Companies	829,533,843	0.2%	18,369,092	0.2%	15,480,925	2,888,167	5,760,779	6,474,139	-713,360	16,577,060	57,621	-9,668
Specialist	14,134,761,042	3.0%	587,096,297	5.1%	459,532,588	127,563,709	151,607,156	152,800,208	-1,193,052	632,373,215	5,668,806	1,325,080
Technology and Telecommunications	677,444,143	0.1%	15,089,843	0.1%	12,843,797	2,246,046	2,713,105	2,383,473	329,632	186,838,312	299,378	-3,247,200
UK All Companies	90,829,299,464	19.3%	931,275,697	8.1%	641,059,113	290,216,584	-667,291,142	-207,640,350	-459,650,792	17,952,697,798	67,501,786	-63,751,828
UK Equity Income	26,019,359,587	5.5%	353,418,516	3.1%	275,096,544	78,321,972	-28,302,680	-16,485,460	-11,817,220	3,843,291,835	12,147,886	-7,600,504
UK Equity Income and Growth	21,339,541,569	4.5%	300,576,183	2.6%	262,527,010	38,049,173	60,652,352	57,201,469	3,450,883	3,947,074,883	26,199,589	15,736,527
UK Smaller Companies	5,750,143,304	1.2%	91,648,846	0.8%	62,062,031	29,586,815	-3,146,088	2,723,622	-5,869,710	529,631,964	1,695,498	-1,210,396
<b>Total Equities</b>	<b>280,594,061,443</b>	<b>59.7%</b>	<b>5,222,864,397</b>	<b>45.2%</b>	<b>3,795,014,912</b>	<b>1,427,849,485</b>	<b>209,368,690</b>	<b>549,043,755</b>	<b>-339,675,065</b>	<b>38,764,485,636</b>	<b>172,415,375</b>	<b>-80,397,446</b>
Global Bonds	8,014,668,855	1.7%	468,375,686	4.1%	365,558,209	102,817,477	316,094,946	277,020,145	39,074,801	95,851,434	553,253	-436,865
£ Strategic Bond	17,592,013,123	3.7%	578,380,008	5.0%	494,265,767	84,114,241	255,130,938	284,057,590	-28,926,652	2,640,777,371	19,532,542	2,689,822
£ Corporate Bond	45,456,509,184	9.7%	2,091,937,869	18.1%	554,034,843	1,537,903,026	1,073,950,101	-228,183,019	1,302,133,120	6,416,426,489	28,079,218	-13,008,016
UK Gilts	16,957,213,865	3.6%	184,981,720	1.6%	118,975,593	66,006,127	-238,904,802	-15,265,309	-223,639,493	78,847,366	608,166	-849,384
UK Index Linked Gilts	3,478,907,464	0.7%	68,577,924	0.6%	51,133,736	17,444,188	68,577,924	-1,302,060	-21,214,884	5,696,110	102,497	78,617
£ High Yield	6,796,503,649	1.4%	143,138,591	1.2%	98,192,512	44,946,079	28,399,082	743,643	27,655,439	1,164,832,343	2,290,590	-4,609,120
<b>Total Bonds</b>	<b>98,295,816,140</b>	<b>20.9%</b>	<b>3,535,391,798</b>	<b>30.6%</b>	<b>1,682,160,660</b>	<b>1,853,231,138</b>	<b>1,412,153,321</b>	<b>317,070,990</b>	<b>1,095,082,331</b>	<b>10,402,431,112</b>	<b>51,156,266</b>	<b>-16,134,946</b>
Money Market	4,730,091,370	1.0%	605,180,629	5.2%	136,235,820	468,944,809	67,961,082	666,258	67,294,824	73,074,005	688,139	-514,291
<b>Total Money Market</b>	<b>4,730,091,370</b>	<b>1.0%</b>	<b>605,180,629</b>	<b>5.2%</b>	<b>136,235,820</b>	<b>468,944,809</b>	<b>67,961,082</b>	<b>666,258</b>	<b>67,294,824</b>	<b>73,074,005</b>	<b>688,139</b>	<b>-514,291</b>
Active Managed	5,897,370,982	1.3%	117,296,929	1.0%	105,922,451	11,374,478	26,252,448	27,300,700	-1,048,252	1,398,319,857	5,819,608	-3,757,524
Balanced Managed	13,914,895,098	3.0%	148,279,614	1.3%	110,308,732	37,970,882	54,031,148	41,112,402	12,918,746	3,184,447,827	17,326,767	-4,348,643
Cautious Managed	15,014,010,470	3.2%	340,576,596	2.9%	267,004,486	73,572,110	147,155,248	145,472,695	1,682,553	3,881,257,548	77,329,824	49,633,343
UK Equity and Bond Income	3,311,284,906	0.7%	16,697,901	0.1%	13,332,531	3,365,370	-10,245,403	-10,129,555	-115,848	1,517,455,507	5,208,019	-3,480,145
<b>Total Balanced</b>	<b>38,137,561,456</b>	<b>8.1%</b>	<b>622,851,040</b>	<b>5.4%</b>	<b>496,568,200</b>	<b>126,282,840</b>	<b>217,193,441</b>	<b>203,756,242</b>	<b>13,437,199</b>	<b>9,981,480,739</b>	<b>105,684,218</b>	<b>38,047,031</b>
Property	10,093,064,605	2.1%	561,600,595	4.9%	461,654,590	99,946,005	460,054,338	372,530,755	87,523,583	192,436,339	4,513,753	3,058,839
<b>Total Property</b>	<b>10,093,064,605</b>	<b>2.1%</b>	<b>561,600,595</b>	<b>4.9%</b>	<b>461,654,590</b>	<b>99,946,005</b>	<b>460,054,338</b>	<b>372,530,755</b>	<b>87,523,583</b>	<b>192,436,339</b>	<b>4,513,753</b>	<b>3,058,839</b>
Protected	2,931,691,389	0.6%	77,176,033	0.7%	73,139,056	4,036,977	64,020,303	62,453,177	1,567,126	877,239,892	17,967,073	15,446,049
Personal Pensions	184,607,946	0.0%	2,069,244	0.0%	2,069,244	0	1,123,965	1,123,965	0	0	0	0
Unclassified Sector	26,243,600,871	5.6%	395,923,244	3.4%	229,697,904	166,225,340	-81,056,533	90,931,747	-171,988,280	2,416,153,543	77,782,396	60,291,605
Absolute Return - UK	8,869,063,893	1.9%	539,767,418	4.7%	334,478,057	205,289,361	399,504,277	220,659,540	178,844,737	49,969,062	876,482	527,696
<b>Total Other</b>	<b>38,228,964,099</b>	<b>8.1%</b>	<b>1,014,935,939</b>	<b>8.8%</b>	<b>639,384,261</b>	<b>375,551,678</b>	<b>383,592,012</b>	<b>375,168,429</b>	<b>8,423,583</b>	<b>3,343,362,497</b>	<b>96,625,951</b>	<b>76,265,350</b>
<b>UK Total</b>	<b>470,079,559,113</b>	<b>100.0%</b>	<b>11,562,824,398</b>	<b>100.0%</b>	<b>7,211,018,443</b>	<b>4,351,805,955</b>	<b>2,750,322,884</b>	<b>1,818,236,429</b>	<b>932,086,455</b>	<b>62,757,270,328</b>	<b>431,083,702</b>	<b>20,324,537</b>
Absolute Return - Offshore	1,208,956,907	5.0%	64,171,317	6.0%	29,936,251	34,235,066	57,981,798	25,453,753	32,528,045	0	0	0
<b>Overseas Total</b>	<b>24,400,615,490</b>	<b>-</b>	<b>1,072,930,999</b>	<b>-</b>	<b>626,658,961</b>	<b>446,272,038</b>	<b>49,410,514</b>	<b>-151,005,847</b>	<b>200,416,361</b>	<b>357,055,427</b>	<b>5,335,143</b>	<b>941,380</b>
<b>Grand Total</b>	<b>494,480,174,603</b>	<b>-</b>	<b>12,635,755,397</b>	<b>-</b>	<b>7,837,677,404</b>	<b>4,798,077,993</b>	<b>2,799,733,398</b>	<b>1,667,230,582</b>	<b>1,132,502,816</b>	<b>63,114,325,755</b>	<b>436,418,845</b>	<b>21,265,917</b>

<sup>^</sup> 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.