

GROSS RETAIL SALES, REPURCHASES AND NET RETAIL SALES BY SECTOR JAN 2010


*** IMA is in the process of collecting distribution data differently to reflect the current distribution market – while this is being undertaken, IMA will not be publishing channel information. However, once we start publishing data on the new basis, it will be backdated to January 2010.**

TOTAL GROSS RETAIL SALES

IMA SECTOR	TOTAL	of which ISAs [^]
UK All Companies	641,059,113	67,501,786
Global Growth	554,201,537	32,767,096
£ Corporate Bond	554,034,843	28,079,218
£ Strategic Bond	494,265,767	19,532,542
Property	461,654,590	4,513,753
Specialist	459,532,588	5,668,806
Asia Pacific Excluding Japan	420,229,464	8,377,273
Global Bonds	365,558,209	553,253
North America	347,993,613	2,878,928
Absolute Return - UK	334,478,057	876,482
Europe Excluding UK	310,385,973	7,706,432
UK Equity Income	275,096,544	12,147,886
Cautious Managed	267,004,486	77,329,824
UK Equity Income and Growth	262,527,010	26,199,589
Unclassified Sector	229,697,904	77,782,396
Global Emerging Markets	225,135,278	1,745,583
Japan	139,583,117	712,434
Money Market	136,235,820	688,139
UK Gilts	118,975,593	608,166
Balanced Managed	110,308,732	17,326,767
Active Managed	105,922,451	5,819,608
£ High Yield	98,192,512	2,280,590
Protected	73,139,056	17,967,073
UK Smaller Companies	62,062,031	1,695,498
UK Index Linked Gilts	51,133,736	102,497
European Smaller Companies	29,298,787	158,215
Europe Including UK	18,453,118	1,340,868
North American Smaller Companies	15,480,925	57,621
UK Equity and Bond Income	13,332,531	5,208,019
Technology and Telecommunications	12,843,797	299,378
Asia Pacific Including Japan	12,605,008	3,135,574
Japanese Smaller Companies	8,527,009	22,408
Personal Pensions	2,069,244	0
UK Total	7,211,018,443	431,083,702
Absolute Return - Offshore	29,936,251	0
Overseas Total	626,658,961	5,335,143
Grand Total	7,837,677,404	436,418,845

TOTAL REPURCHASES

IMA SECTOR	TOTAL	of which ISAs [^]
UK All Companies	848,699,463	131,253,614
£ Corporate Bond	782,217,862	41,087,234
Europe Excluding UK	375,875,029	30,498,599
Global Growth	325,688,615	32,382,889
Specialist	306,732,380	4,343,726
UK Equity Income	291,582,004	19,748,390
Asia Pacific Excluding Japan	288,258,722	6,201,169
North America	245,360,573	4,270,245
£ Strategic Bond	210,208,177	16,842,720
UK Equity Income and Growth	205,325,541	10,463,062
Global Emerging Markets	147,453,028	753,574
Unclassified Sector	138,766,157	17,490,791
Money Market	135,569,562	1,202,430
UK Gilts	134,240,902	1,457,550
Cautious Managed	121,531,791	27,696,481
Absolute Return - UK	113,818,517	348,786
£ High Yield	97,448,869	6,889,710
Property	89,123,835	1,454,914
Global Bonds	88,538,064	990,118
Active Managed	78,621,751	9,577,132
Balanced Managed	69,196,330	21,675,410
Japan	64,661,972	1,215,588
UK Smaller Companies	59,338,409	2,905,894
UK Index Linked Gilts	52,435,796	23,880
European Smaller Companies	35,057,467	1,031,045
Europe Including UK	24,563,325	3,227,831
UK Equity and Bond Income	23,462,086	8,688,164
Protected	10,685,879	2,521,024
Technology and Telecommunications	10,460,324	3,546,578
North American Smaller Companies	9,006,786	67,289
Asia Pacific Including Japan	6,853,765	877,726
Japanese Smaller Companies	1,053,754	25,602
Personal Pensions	945,279	0
UK Total	5,392,782,014	410,759,165
Absolute Return - Offshore	4,482,498	0
Overseas Total	777,664,808	4,393,763
Grand Total	6,170,446,822	415,152,928

TOTAL NET RETAIL SALES

IMA SECTOR	TOTAL	of which ISAs [^]
Property	372,530,755	3,058,839
£ Strategic Bond	284,057,590	2,689,822
Global Bonds	277,020,145	-436,865
Global Growth	228,512,922	384,207
Absolute Return - UK	220,659,540	527,696
Specialist	152,800,208	1,325,080
Cautious Managed	145,472,695	49,633,343
Asia Pacific Excluding Japan	131,970,742	2,176,104
North America	102,633,040	-1,391,317
Unclassified Sector	90,931,747	60,291,605
Global Emerging Markets	77,682,250	992,009
Japan	74,921,145	-503,154
Protected	62,453,177	15,446,049
UK Equity Income and Growth	57,201,469	15,736,527
Balanced Managed	41,112,402	-4,348,643
Active Managed	27,300,700	-3,757,524
Japanese Smaller Companies	7,473,255	-3,194
North American Smaller Companies	6,474,139	-9,668
Asia Pacific Including Japan	5,751,243	2,257,848
UK Smaller Companies	2,723,622	-1,210,396
Technology and Telecommunications	2,383,473	-3,247,200
Personal Pensions	1,123,965	0
£ High Yield	743,643	-4,609,120
Money Market	666,258	-514,291
UK Index Linked Gilts	-1,302,060	78,617
European Smaller Companies	-5,758,680	-872,830
Europe Including UK	-6,110,207	-1,886,963
UK Equity and Bond Income	-10,129,555	-3,480,145
UK Gilts	-15,265,309	-849,384
UK Equity Income	-16,485,460	-7,600,504
Europe Excluding UK	-65,489,056	-22,792,167
UK All Companies	-207,640,350	-63,751,828
£ Corporate Bond	-228,183,019	-13,008,016
UK Total	1,818,236,429	20,324,537
Absolute Return - Offshore	25,453,753	0
Overseas Total	-151,005,847	941,380
Grand Total	1,667,230,582	21,265,917

[^] 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 (FOFs) whereas FOFs are not included in the other columns in order to avoid double counting of investments in FOFs.