

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL FEB 2009

IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs [^]	TOTAL GROSS RETAIL	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]		TOTAL	of which ISAs [^]
£ Corporate Bond	17,813,759	8,265,315	1,133,041,734	9,582,275	71,137,135	28,409,524	17,859,583	663,272	55	1,239,852,211	46,920,441
UK All Companies	47,502,062	24,210,882	390,952,332	6,419,825	47,948,251	31,196,134	17,979,814	202,865	9,473	504,382,459	62,039,179
Specialist	2,756,564	560,907	295,806,432	888,284	6,960,872	576,723	45,208	0	0	305,569,076	2,025,914
UK Equity Income	6,873,397	2,253,378	247,656,465	3,726,433	6,479,238	3,796,097	3,225,533	110,355	130	264,234,633	9,886,393
£ Strategic Bond	6,916,761	3,454,727	213,232,704	5,349,158	679,354	529,457	1,476,644	67	0	222,305,463	9,333,409
North America	3,758,816	917,360	206,960,574	653,660	2,161,906	781,446	2,954,285	168	0	215,835,581	2,352,634
Global Growth	15,951,165	3,241,253	161,635,211	5,260,761	19,531,893	14,235,012	2,839,149	18,397	0	199,957,418	22,755,423
Unclassified Sector	2,732,175	1,761,734	175,665,136	2,504,273	8,597,805	9,993,396	1,661,833	36,550	0	188,656,949	14,295,953
Europe Excluding UK	10,350,781	1,994,439	168,591,460	2,725,205	3,245,344	1,821,004	2,366,254	2,147	0	184,553,839	6,542,795
UK Equity Income and Growth	3,929,072	2,230,631	142,236,602	5,046,514	28,336,111	19,798,707	0	0	0	174,501,785	27,075,852
Absolute Return - UK	427,383	89,035	169,681,073	213,266	75,861	0	3,635,799	282,250	0	173,820,116	584,551
Cautious Managed	7,128,345	3,224,872	120,660,400	10,500,150	35,131,671	28,691,661	99,077	100,800	29,587	163,019,493	42,547,070
UK Gilts	1,781,521	285,166	141,377,157	289,586	3,417,622	731,070	808,254	0	0	147,384,554	1,305,822
Global Bonds	2,374,903	269,312	128,717,379	658,005	164,358	85,164	14,180	14,180	0	131,270,820	1,026,661
Money Market	13,428,661	515,540	72,101,869	296,135	4,841,737	13,332	9,596,786	0	0	99,969,053	825,007
Asia Pacific Excluding Japan	2,843,126	875,606	86,608,477	965,664	757,680	151,646	114,020	1,033	0	90,323,303	1,993,949
Protected/Guaranteed Funds	474,104	309,289	8,524,456	734,922	73,185,767	33,395,454	0	0	7,436	82,184,327	34,447,101
Property	242,382	86,436	76,302,447	244,593	2,548,548	1,179,416	1,619	0	0	79,094,996	1,510,445
£ High Yield	3,046,296	2,595,521	57,027,862	2,235,988	15,484,290	8,400,156	1,403,648	201,600	0	76,962,096	13,433,265
Balanced Managed	7,849,061	4,028,404	53,492,658	3,354,680	3,834,883	3,029,590	164,318	141,160	55,279	65,340,920	10,609,113
Global Emerging Markets	338,780	140,527	45,086,510	174,838	11,997	6,617	125,789	0	0	45,563,076	321,982
Japan	2,143,363	306,511	37,665,310	184,980	325,797	29,191	228,452	2,910	0	40,362,922	523,592
Active Managed	8,139,611	725,897	28,929,279	1,805,682	57,662	322,801	85,976	29,776	18,148	37,212,528	2,902,304
UK Index Linked Gilts	4,262,701	34,154	30,899,236	40,370	88,597	80,673	1,050	50	0	35,251,584	155,247
UK Smaller Companies	982,064	408,199	18,714,662	235,735	818,510	393,386	249,145	10,756	0	20,764,381	1,048,076
European Smaller Companies	146,555	71,070	20,341,029	63,134	1,259	1,259	2,684	0	0	20,491,527	135,463
UK Equity and Bond Income	1,407,122	985,251	5,611,452	981,476	4,347,940	3,582,273	58,212	7,860	0	11,424,726	5,556,860
Technology and Telecommunications	238,448	133,343	6,927,305	92,474	3,561	2,599	0	0	0	7,169,314	228,416
North American Smaller Companies	6,968	3,692	5,127,710	32,049	2,739	1,245	60,876	7,200	0	5,198,293	44,186
Europe Including UK	110,743	36,157	2,694,658	20,867	1,340,501	1,069,332	804,999	30	0	4,950,901	1,126,386
Asia Pacific Including Japan	18,633	10,613	2,667,287	37,989	1,347,082	887,053	172,017	0	0	4,205,019	935,655
Personal Pensions	858,196	0	0	0	1,007,447	0	0	0	0	1,865,643	0
UK Zeros	34,141	980	655,075	4,460	0	0	16,200	0	0	705,416	5,440
Japanese Smaller Companies	18,560	5,277	629,710	6,517	25	25	0	0	0	648,295	11,819
UK Total	176,886,219	64,031,478	4,256,221,651	65,329,948	343,873,443	193,191,443	68,051,404	1,833,426	120,108	4,845,032,717	324,506,403
% of UK Total	3.7%	19.7%	87.8%	20.1%	7.1%	59.5%	1.4%	0.6%	0.0%	100.0%	100.0%
Absolute Return - Offshore	70,000	0	1,692,694	0	0	0	1,210,143	0	0	2,972,837	0
Overseas Total	11,701,465	977,936	146,134,341	690,610	21,660	0	2,992,477	0	0	160,849,942	1,668,546
% of Overseas Total	7.3%	58.6%	90.9%	41.4%	0.0%	0.0%	1.9%	0.0%	0.0%	100.0%	100.0%
Grand Total	188,587,684	65,009,414	4,402,355,992	66,020,558	343,895,103	193,191,443	71,043,881	1,833,426	120,108	5,005,882,659	326,174,949
% of Grand Total	3.8%	19.9%	87.9%	20.2%	6.9%	59.2%	1.4%	0.6%	0.0%	100.0%	100.0%

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RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL FEB 2009



IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs [^]	TOTAL RETAIL REPURCHASES	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]		TOTAL	of which ISAs [^]
UK All Companies	63,578,503	44,494,860	385,684,963	18,012,745	74,469,591	50,713,992	21,311,793	242,086	5,714	545,044,850	113,469,397
£ Corporate Bond	36,599,121	23,986,164	267,441,156	14,062,681	80,241,235	53,311,083	729,162	36,107	0	385,010,674	91,396,035
UK Equity Income	33,045,055	9,604,514	247,966,019	45,630,449	4,040,486	2,640,422	5,512,921	45,919	0	290,564,481	57,921,304
Europe Excluding UK	19,213,096	8,930,975	241,809,970	12,109,684	4,446,532	3,341,712	8,946,095	130,664	4,825	274,415,693	24,517,860
Japan	7,086,301	391,680	201,380,693	424,872	489,411	40,416	4,305,435	61,161	0	213,261,840	918,129
North America	10,025,208	1,136,444	177,523,656	1,080,732	1,836,057	806,791	3,588,230	0	0	192,973,151	3,023,967
Unclassified Sector	5,236,166	21,653,828	174,627,594	1,390,062	3,019,096	301,440	2,715,863	0	0	185,598,719	23,345,330
Specialist	11,308,629	987,723	144,067,282	1,030,242	4,128,818	259,317	167,044	0	0	159,671,773	2,277,282
Global Bonds	2,656,307	1,188,841	130,868,822	448,241	0	0	6,641,082	106	0	140,166,211	1,637,188
£ Strategic Bond	22,951,644	7,554,512	107,999,675	9,227,738	2,002,531	535,592	383,971	0	0	133,337,821	17,317,842
Cautious Managed	13,514,423	6,374,608	85,919,023	7,446,941	31,515,792	20,400,916	41,125	0	0	130,990,363	34,222,465
Asia Pacific Excluding Japan	8,406,070	1,003,589	116,369,952	1,070,325	299,746	201,296	157,500	19,804	0	125,233,268	2,295,014
Global Growth	17,069,610	6,974,759	83,041,623	13,701,652	13,223,718	8,069,900	9,935,656	28,990	0	123,270,607	28,775,301
Property	10,355,790	204,461	106,132,952	1,495,749	1,714,912	949,753	28,608	0	0	118,232,262	2,649,963
UK Equity Income and Growth	6,669,331	4,697,591	79,309,810	8,878,582	10,964,491	8,790,358	0	0	0	96,943,632	22,366,531
Money Market	19,926,433	679,374	68,871,151	355,846	1,884,586	17,674	4,962,064	0	0	95,644,234	1,052,894
UK Gilts	2,772,303	446,211	58,369,445	171,721	2,089,906	361,739	156,742	0	0	63,388,396	979,671
Balanced Managed	10,493,543	10,822,267	38,899,582	7,086,376	10,274,111	6,561,862	1,718,995	15,535	2,657	61,386,231	24,488,697
£ High Yield	3,247,759	2,535,807	50,257,903	4,238,771	4,349,030	2,803,132	338,379	0	0	58,193,071	9,577,710
Absolute Return - UK	91,472	51,076	50,706,526	33,298	18,193	0	15,547	0	0	50,831,738	84,374
UK Smaller Companies	7,251,477	1,192,574	35,357,223	1,015,535	844,171	194,544	2,347,780	0	0	45,800,651	2,402,653
Global Emerging Markets	1,746,230	109,296	39,016,657	137,655	0	0	373,590	0	0	41,136,477	246,951
UK Equity and Bond Income	8,548,949	5,532,222	12,469,224	2,231,515	5,852,127	3,759,428	1,010,355	3,799	0	27,880,655	11,526,964
Active Managed	6,010,404	2,659,660	19,426,459	5,421,310	9,389	880,747	3,375	0	0	25,449,627	8,961,717
European Smaller Companies	509,464	200,641	16,189,075	372,129	17,819	17,819	27,426	0	0	16,743,784	590,589
Protected/Guaranteed Funds	4,157,382	1,769,883	6,010,353	500,381	2,236,801	600,969	0	0	0	12,404,536	2,871,233
UK Index Linked Gilts	521,386	22,625	9,007,906	79,698	8,295	8,295	0	0	0	9,537,587	110,618
Europe Including UK	455,627	181,230	1,426,495	76,135	5,756,393	3,348,668	161,000	0	0	7,799,515	3,606,033
North American Smaller Companies	123,967	34,339	3,835,555	93,373	3,513	3,513	3,750,684	0	0	7,713,719	131,225
Asia Pacific Including Japan	88,957	26,134	1,618,024	68,843	844,709	614,305	4,197,359	0	0	6,749,049	709,282
UK Zeros	284,741	52,690	5,549,611	68,109	0	0	97,612	0	0	5,931,964	120,799
Technology and Telecommunications	620,512	395,137	4,272,606	458,900	10,801	9,066	0	0	0	4,903,919	863,103
Japanese Smaller Companies	36,154	12,318	2,181,076	45,018	2,506	1,727	0	0	0	2,219,736	59,063
Personal Pensions	241,405	0	0	0	283,389	0	0	0	0	524,794	0
UK Total	334,843,419	165,908,033	2,973,608,061	158,465,308	266,878,155	169,546,476	83,625,393	584,171	13,196	3,658,955,028	494,517,184
% of UK Total	9.2%	33.5%	81.3%	32.0%	7.3%	34.3%	2.3%	0.1%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	9,668,181	0	0	0	259,305	0	0	9,927,486	0
Overseas Total	26,006,759	1,058,758	161,420,185	898,173	10,857,968	0	1,560,430	0	0	199,845,346	1,956,933
% of Overseas Total	13.0%	54.1%	80.8%	45.9%	5.4%	0.0%	0.8%	0.0%	0.0%	100.0%	100.0%
Grand Total	360,850,178	166,966,791	3,135,028,246	159,363,481	277,736,123	169,546,476	85,185,823	584,171	13,196	3,858,800,374	496,474,117
% of Grand Total	9.4%	33.6%	81.2%	32.1%	7.2%	34.2%	2.2%	0.1%	0.0%	100.0%	100.0%

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	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]		TOTAL	of which ISAs [^]
£ Corporate Bond	-18,785,362	-15,720,849	865,600,578	-4,480,406	-9,104,100	-24,901,559	17,130,421	627,165	55	854,841,537	-44,475,594
Specialist	-8,552,065	-426,816	151,739,150	-141,958	2,832,054	317,406	-121,836	0	0	145,897,303	-251,368
Absolute Return - UK	335,911	37,959	118,974,547	179,968	57,668	0	3,620,252	282,250	0	122,988,378	500,177
£ Strategic Bond	-16,034,883	-4,099,785	105,233,029	-3,878,580	-1,323,177	-6,135	1,092,673	67	0	88,967,642	-7,984,433
UK Gilts	-990,782	-161,045	83,007,712	117,865	1,327,716	369,331	651,512	0	0	83,996,158	326,151
UK Equity Income and Growth	-2,740,259	-2,466,960	62,926,792	-3,832,068	17,371,620	11,008,349	0	0	0	77,558,153	4,709,321
Global Growth	-1,118,445	-3,733,506	78,593,588	-8,440,891	6,308,175	6,165,112	-7,096,507	-10,593	0	76,686,811	-6,019,878
Protected/Guaranteed Funds	-3,683,278	-1,460,594	2,514,103	234,541	70,948,966	32,794,485	0	0	7,436	69,779,791	31,575,868
Cautious Managed	-6,386,078	-3,149,736	34,741,377	3,053,209	3,615,879	8,290,745	57,952	100,800	29,587	32,029,130	8,324,605
UK Index Linked Gilts	3,741,315	11,529	21,891,330	-39,328	80,302	72,378	1,050	50	0	25,713,997	44,629
North America	-6,266,392	-219,084	29,436,918	-427,072	325,849	-25,345	-633,945	168	0	22,862,430	-671,333
£ High Yield	-201,463	59,714	6,769,959	-2,002,783	11,135,260	5,597,024	1,065,269	201,600	0	18,769,025	3,855,555
Active Managed	2,129,207	-1,933,763	9,502,820	-3,615,628	48,273	-557,946	82,601	29,776	18,148	11,762,901	-6,059,413
Global Emerging Markets	-1,407,450	31,231	6,069,853	37,183	11,997	6,617	-247,801	0	0	4,426,599	75,031
Money Market	-6,497,772	-163,834	3,230,718	-59,711	2,957,151	-4,342	4,634,722	0	0	4,324,819	-227,887
Balanced Managed	-2,644,482	-6,793,863	14,593,076	-3,731,696	-6,439,228	-3,532,272	-1,554,677	125,625	52,622	3,954,689	-13,879,584
European Smaller Companies	-362,909	-129,571	4,151,954	-308,995	-16,560	-16,560	-24,742	0	0	3,747,743	-455,126
Unclassified Sector	-2,503,991	-19,892,094	1,037,542	1,114,211	5,578,709	9,691,956	-1,054,030	36,550	0	3,058,230	-9,049,377
Technology and Telecommunications	-382,064	-261,794	2,654,699	-366,426	-7,240	-6,467	0	0	0	2,265,395	-634,687
Personal Pensions	616,791	0	0	0	724,058	0	0	0	0	1,340,849	0
Japanese Smaller Companies	-17594	-7041	-1551366	-38501	-2481	-1702	0	0	0	-1,571,441	-47,244
North American Smaller Companies	-116,999	-30,647	1,292,155	-61,324	-774	-2,268	-3,689,808	7,200	0	-2,515,426	-87,039
Asia Pacific Including Japan	-70,324	-15,521	1,049,263	-30,854	502,373	272,748	-4,025,342	0	0	-2,544,030	226,373
Europe Including UK	-344,884	-145,073	1,268,163	-55,268	-4,415,892	-2,279,336	643,999	30	0	-2,848,614	-2,479,647
UK Zeros	-250,600	-51,710	-4,894,536	-63,649	0	0	-81,412	0	0	-5,226,548	-115,359
Global Bonds	-281,404	-919,529	-2,151,443	209,764	164,358	85,164	-6,626,902	14,074	0	-8,895,391	-610,527
UK Equity and Bond Income	-7,141,827	-4,546,971	-6,857,772	-1,250,039	-1,504,187	-177,155	-952,143	4,061	0	-16,455,929	-5,970,104
UK Smaller Companies	-6,269,413	-784,375	-16,642,561	-779,800	-25,661	198,842	-2,098,635	10,756	0	-25,036,270	-1,354,577
UK Equity Income	-26,171,658	-7,351,136	-309,554	-41,904,016	2,438,752	1,155,675	-2,287,388	64,436	130	-26,329,848	-48,034,911
Asia Pacific Excluding Japan	-5,562,944	-127,983	-29,761,475	-104,661	457,934	-49,650	-43,480	-18,771	0	-34,909,965	-301,065
Property	-10,113,408	-118,025	-29,830,505	-1,251,156	833,636	229,663	-26,989	0	0	-39,137,266	-1,139,518
UK All Companies	-16,076,441	-20,283,978	5,267,369	-11,592,920	-26,521,340	-19,517,858	-3,331,979	-39,221	3,759	-40,662,391	-51,430,218
Europe Excluding UK	-8,862,315	-6,936,536	-73,218,510	-9,384,479	-1,201,188	-1,520,708	-6,579,841	-128,517	-4,825	-89,861,854	-17,975,065
Japan	-4,942,938	-85,169	-163,715,383	-239,892	-163,614	-11,225	-4,076,983	-58,251	0	-172,898,918	-394,537
UK Total	-157,957,200	-101,876,555	1,282,613,590	-93,135,360	76,995,288	23,644,967	-15,573,989	1,249,255	106,912	1,186,077,689	-170,010,781
Absolute Return - Offshore	70,000	0	-7,975,487	0	0	0	950,838	0	0	-6,954,649	0
Overseas Total	-14,305,294	-80,822	-15,285,844	-207,563	-10,836,308	0	1,432,047	0	0	-38,995,404	-288,387
Grand Total	-172,262,494	-101,957,377	1,267,327,746	-93,342,923	66,158,980	23,644,967	-14,141,942	1,249,255	106,912	1,147,082,285	-170,299,168

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