

IMA SECTOR	Funds Under Management £		Gross Sales £				Net Sales £			ISA ^a	ISA ^a	ISA ^a
	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	21,771,052,963	6.3%	274,220,225	2.9%	188,577,817	85,642,408	-164,863,500	-88,306,491	-76,557,009	3,739,930,958	9,136,064	-14,686,121
Europe Including UK	1,405,940,490	0.4%	10,858,199	0.1%	8,062,392	2,795,807	-25,221,413	-7,744,220	-17,477,193	315,855,411	1,734,882	-2,111,151
European Smaller Companies	1,331,376,509	0.4%	21,629,689	0.2%	21,368,764	260,925	-599,124	1,323,349	-1,922,473	135,269,184	213,344	-320,369
Asia Pacific Including Japan	727,844,817	0.2%	8,669,551	0.1%	4,679,669	3,989,882	-402,731	248,626	-651,357	99,110,828	1,700,956	1,079,587
Asia Pacific Excluding Japan	13,879,770,062	4.0%	402,776,907	4.2%	205,813,928	196,962,979	98,039,022	51,899,018	46,140,004	476,468,675	3,339,624	551,704
Global Emerging Markets	5,217,755,688	1.5%	129,398,815	1.4%	85,745,108	43,653,707	22,452,780	37,736,321	-15,283,541	38,615,177	550,820	255,768
Global Growth	24,136,473,999	6.9%	408,987,038	4.3%	299,385,590	109,601,448	7,617,756	83,786,148	-76,168,392	3,813,085,112	38,534,666	8,662,528
Japan	5,652,324,721	1.6%	93,444,731	1.0%	44,901,143	48,543,588	-102,688,593	-81,618,545	-21,070,048	134,978,616	625,922	-252,155
Japanese Smaller Companies	254,453,004	0.1%	12,435,376	0.1%	1,702,798	10,732,578	-1,820,029	601,239	-2,421,268	9,852,931	20,181	-46,989
North America	12,348,264,913	3.5%	390,055,674	4.1%	266,961,906	123,093,768	67,372,027	55,263,551	12,108,476	438,031,880	4,660,080	1,432,777
North American Smaller Companies	619,741,218	0.2%	9,438,986	0.1%	6,007,754	3,431,232	379,185	576,317	-197,132	21,018,281	22,441	-60,930
Specialist	8,734,987,872	2.5%	333,031,849	3.5%	302,136,209	30,895,640	88,296,070	91,851,070	-3,555,000	373,656,202	3,509,862	1,226,161
Technology and Telecommunications	502,383,829	0.1%	4,375,126	0.0%	4,273,274	101,852	-2,463,597	-2,565,449	101,852	175,327,145	332,633	-847,665
UK All Companies	67,903,531,144	19.5%	1,275,024,858	13.3%	806,218,119	468,806,739	-229,340,717	10,614,194	-239,954,911	13,756,399,859	114,259,135	14,324,857
UK Equity Income	20,534,945,348	5.9%	573,911,752	6.0%	433,593,798	140,317,954	126,708,821	158,661,066	-31,952,245	3,304,988,345	35,243,629	13,087,214
UK Equity Income and Growth	15,743,378,973	4.5%	419,806,206	4.4%	244,360,146	175,446,060	276,412,850	143,038,856	133,373,994	3,082,237,946	43,754,341	23,833,955
UK Smaller Companies	4,041,076,111	1.2%	44,580,610	0.5%	31,905,237	12,675,373	-29,057,666	-10,363,092	-18,694,574	408,064,805	1,439,827	-789,953
Total Equities	204,805,301,661	58.9%	4,412,645,592	46.1%	2,955,693,652	1,456,951,940	130,821,141	445,001,958	-314,180,817	30,322,891,355	259,078,407	45,339,218
Global Bonds	6,092,249,661	1.8%	242,019,083	2.5%	121,910,338	120,108,745	14,656,745	-12,132,175	26,788,920	1,071,888,899	1,428,867	-489,926
£ Strategic Bond	10,944,739,666	3.1%	285,193,819	3.0%	231,266,860	53,926,959	-203,274,406	48,835,953	-252,110,359	1,821,917,836	13,977,543	-3,140,757
£ Corporate Bond	33,349,882,981	9.6%	2,039,166,895	21.3%	1,290,585,346	748,581,549	1,454,933,835	935,087,647	519,846,188	5,409,786,393	73,519,564	-22,931
UK Gilts	18,109,466,668	5.2%	763,443,681	8.0%	168,164,177	595,279,504	-63,142,268	-3,203,404	-59,938,864	84,229,737	1,801,161	20,362
UK Index Linked Gilts	3,013,255,527	0.9%	99,163,415	1.0%	34,314,384	64,849,031	6,670,394	23,187,684	-16,517,290	5,682,609	414,762	276,160
£ High Yield	4,795,512,007	1.4%	157,505,351	1.6%	113,921,501	43,583,850	92,966,225	60,847,093	32,119,132	1,138,010,887	17,410,333	7,414,945
UK Zeros	190,071,553	0.1%	689,577	0.0%	689,577	0	-5,714,566	-5,670,735	-43,831	6,111,513	39,984	-51,985
Total Bonds	76,495,178,083	22.0%	3,587,181,821	37.5%	1,960,852,183	1,626,329,638	1,297,095,959	1,046,952,063	250,143,896	8,572,927,874	108,592,214	4,005,868
Money Market	4,160,930,849	1.2%	243,207,278	2.5%	161,374,142	81,833,136	47,177,764	62,989,025	-15,811,261	75,763,244	1,914,468	485,248
Total Money Market	4,160,930,849	1.2%	243,207,278	2.5%	161,374,142	81,833,136	47,177,764	62,989,025	-15,811,261	75,763,244	1,914,468	485,248
Active Managed	4,134,861,680	1.2%	42,940,132	0.4%	30,980,869	11,959,263	-407,263	-3,812,266	3,405,003	1,122,217,190	7,188,417	-1,325,618
Balanced Managed	9,702,367,409	2.8%	180,598,465	1.9%	94,952,836	85,645,629	90,449,998	23,402,593	67,047,405	3,126,976,311	18,853,047	-3,987,946
Cautious Managed	11,083,567,342	3.2%	205,806,027	2.1%	177,204,251	28,601,776	9,630,352	26,467,246	-16,836,894	2,593,197,781	64,619,308	29,904,323
UK Equity and Bond Income	2,956,820,751	0.8%	22,333,032	0.2%	21,382,855	950,177	-17,693,940	-16,710,675	-983,265	1,291,881,348	6,229,441	-7,415,633
Total Balanced	27,877,617,182	8.0%	451,677,656	4.7%	324,520,811	127,156,845	81,979,147	29,346,898	52,632,249	8,134,272,630	96,890,213	17,175,126
Property	6,903,846,250	2.0%	131,369,246	1.4%	93,579,577	37,789,669	-49,093,574	-33,878,413	-15,215,161	144,741,333	2,979,634	565,788
Total Property	6,903,846,250	2.0%	131,369,246	1.4%	93,579,577	37,789,669	-49,093,574	-33,878,413	-15,215,161	144,741,333	2,979,634	565,788
Protected/Guaranteed Funds	1,639,478,920	0.5%	122,609,316	1.3%	115,229,939	7,379,377	105,535,813	102,664,211	2,871,602	534,503,736	57,681,223	55,121,997
Personal Pensions	149,569,588	0.0%	2,779,820	0.0%	2,779,820	0	-188,200,180	1,873,738	-190,073,918	0	0	0
Unclassified Sector	21,575,133,640	6.2%	389,644,366	4.1%	248,230,469	141,413,897	-146,658,418	-36,775,340	-109,883,078	1,403,364,682	17,477,437	-7,507,660
Absolute Return - UK	4,290,332,823	1.2%	234,722,885	2.5%	178,852,154	55,870,731	172,463,265	117,361,904	55,101,361	17,272,120	1,357,906	1,180,435
Total Other	27,654,514,971	7.9%	749,756,387	7.8%	545,092,382	204,664,005	-56,859,520	185,124,513	-241,984,033	1,955,140,538	76,516,566	48,794,772
UK Total	347,897,388,996	100.0%	9,575,837,980	100.0%	6,041,112,747	3,534,725,233	1,451,120,917	1,735,536,044	-284,415,127	49,205,736,974	545,971,502	116,366,020
Absolute Return - Offshore	468,863,408	3.1%	6,790,760	1.1%	5,810,645	980,115	-14,281,358	-15,220,947	939,589	0	0	0
Overseas Total	15,300,294,778	-	634,361,890	-	416,784,417	217,577,472	54,612,485	119,193,026	-64,580,543	235,334,274	3,197,748	1,255,287
Grand Total	363,197,683,774	-	10,210,199,870	-	6,457,897,164	3,752,302,705	1,505,733,402	1,854,729,070	-348,995,670	49,441,071,248	549,169,250	117,621,307

^a 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.