

GROSS RETAIL SALES, REPURCHASES AND NET RETAIL SALES BY SECTOR MARCH 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			TOTAL REPURCHASES			TOTAL NET RETAIL SALES		
IMA SECTOR	TOTAL	of which ISAs [^]	IMA SECTOR	TOTAL	of which ISAs [^]	IMA SECTOR	TOTAL	of which ISAs [^]
UK All Companies	1,117,081,561	145,757,335	UK All Companies	1,805,949,038	225,405,500	£ Strategic Bond	476,678,231	17,909,005
£ Corporate Bond	853,210,200	56,391,292	£ Corporate Bond	790,692,888	59,667,803	Global Bonds	294,856,566	363,976
£ Strategic Bond	771,354,362	39,057,196	Europe Excluding UK	467,180,725	42,451,544	Property	287,598,826	9,792,808
Global Growth	592,639,138	77,354,010	Global Growth	463,659,634	45,598,083	Cautious Managed	239,985,354	76,070,207
Unclassified Sector	557,142,630	133,227,167	UK Equity Income	439,285,226	32,694,413	Absolute Return - UK	220,217,894	1,805,840
Cautious Managed	530,450,816	120,983,985	Asia Pacific Excluding Japan	438,066,905	6,407,718	Unclassified Sector	217,216,302	105,702,474
Asia Pacific Excluding Japan	527,029,287	17,077,644	Specialist	393,194,214	6,163,861	Global Emerging Markets	132,705,505	2,414,637
Specialist	501,470,043	11,587,546	North America	381,077,297	6,702,417	Global Growth	128,979,504	31,755,927
UK Equity Income	487,952,205	42,393,405	Unclassified Sector	339,926,328	27,524,693	Protected	109,310,304	39,226,324
Absolute Return - UK	480,793,042	2,166,796	UK Equity Income and Growth	295,231,538	17,776,653	Specialist	108,275,829	5,423,685
Property	471,263,707	11,858,831	£ Strategic Bond	294,676,131	21,148,191	Active Managed	94,214,241	-1,504,722
North America	455,800,148	6,922,517	Cautious Managed	290,465,462	44,913,778	Asia Pacific Excluding Japan	88,962,382	10,669,926
Global Bonds	394,899,274	1,559,477	Absolute Return - UK	260,575,148	360,956	North America	74,722,851	220,100
UK Equity Income and Growth	362,831,603	53,860,565	Money Market	238,270,790	1,930,263	UK Equity Income and Growth	67,600,065	36,083,912
Europe Excluding UK	361,048,882	16,447,414	Balanced Managed	212,206,070	35,919,971	£ Corporate Bond	62,517,312	-3,276,511
Global Emerging Markets	259,493,045	3,470,008	Property	183,664,881	2,066,023	£ High Yield	60,821,777	-709,089
Balanced Managed	216,569,474	37,754,516	Japan	159,508,945	1,914,323	UK Equity Income	48,666,979	9,698,992
Active Managed	176,802,633	13,181,714	UK Gilts	141,409,211	1,174,342	UK Gilts	23,565,561	223,558
Money Market	174,819,529	1,831,377	Global Emerging Markets	126,787,540	1,055,371	UK Index Linked Gilts	11,533,682	92,947
UK Gilts	164,974,772	1,397,900	UK Smaller Companies	104,273,908	5,793,471	Technology and Telecommunications	11,371,978	-1,507,274
Japan	162,890,384	2,051,502	Global Bonds	100,042,708	1,195,501	North American Smaller Companies	6,897,665	-27,931
£ High Yield	147,705,312	8,932,227	European Smaller Companies	97,018,257	1,394,104	Balanced Managed	4,363,404	1,834,545
Protected	129,397,580	43,039,363	£ High Yield	86,883,535	9,641,316	Japan	3,381,439	137,179
UK Index Linked Gilts	66,677,067	233,405	Active Managed	82,588,392	14,686,436	Japanese Smaller Companies	2,140,947	71,545
UK Smaller Companies	65,592,570	2,133,215	UK Index Linked Gilts	55,143,385	140,458	Personal Pensions	1,466,673	0
European Smaller Companies	60,199,567	361,533	UK Equity and Bond Income	41,427,830	15,589,524	Asia Pacific Including Japan	-7,848,138	8,439,063
North American Smaller Companies	29,931,632	91,467	Asia Pacific Including Japan	29,850,599	1,205,580	Europe Including UK	-13,585,679	-3,289,095
Technology and Telecommunications	28,543,605	762,626	Europe Including UK	27,975,635	6,316,257	UK Equity and Bond Income	-19,350,490	-5,902,589
UK Equity and Bond Income	22,077,340	9,686,935	North American Smaller Companies	23,033,967	119,398	European Smaller Companies	-36,818,690	-1,032,571
Asia Pacific Including Japan	22,002,461	9,644,643	Protected	20,087,276	3,813,039	UK Smaller Companies	-38,681,338	-3,660,256
Europe Including UK	14,389,956	3,027,162	Technology and Telecommunications	17,171,627	2,269,900	Money Market	-63,451,261	-98,886
Japanese Smaller Companies	5,934,417	97,711	Japanese Smaller Companies	3,793,470	26,166	Europe Excluding UK	-106,131,843	-26,004,130
Personal Pensions	3,075,453	0	Personal Pensions	1,608,780	0	UK All Companies	-688,867,477	-79,648,165
UK Total	10,216,043,695	874,342,484	UK Total	8,412,727,340	643,067,053	UK Total	1,803,316,355	231,275,431
Absolute Return - Offshore	58,870,824	0	Absolute Return - Offshore	42,427,008	0	Absolute Return - Offshore	16,443,816	0
Overseas Total	1,186,329,627	7,188,649	Overseas Total	896,768,306	5,250,321	Overseas Total	289,561,321	1,938,328
Grand Total	11,402,373,322	881,531,133	Grand Total	9,309,495,646	648,317,374	Grand Total	2,092,877,676	233,213,759

[^] 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.