

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	24,021,447,704	6.4%	356,230,211	4.2%	181,814,001	174,416,210	7,103,936	-30,915,084	38,019,020	4,097,027,179	9,361,973	-10,694,127
Europe Including UK	1,566,403,582	0.4%	13,460,069	0.2%	12,868,458	591,611	-804,079	-534,760	-269,319	358,087,343	1,581,905	-1,204,650
European Smaller Companies	1,476,163,537	0.4%	25,920,509	0.3%	25,287,512	632,997	-13,454,892	-12,269,887	-1,185,005	152,474,423	209,300	-287,171
Asia Pacific Including Japan	797,982,096	0.2%	11,487,250	0.1%	6,266,893	5,220,357	-875,363	3,217,199	-4,092,562	110,481,712	1,796,127	1,281,633
Asia Pacific Excluding Japan	15,586,135,355	4.2%	553,800,797	6.6%	384,132,546	169,668,251	290,553,159	230,479,074	60,074,085	529,098,578	5,278,529	2,952,200
Global Emerging Markets	5,691,152,355	1.5%	185,566,092	2.2%	109,116,865	76,449,227	-211,490,571	-243,115,751	31,625,180	43,866,063	872,380	569,583
Global Growth	26,244,763,705	7.0%	356,474,486	4.2%	273,317,959	83,156,527	-53,980,500	100,285,731	-154,266,231	4,208,537,749	37,546,097	12,947,739
Japan	5,893,745,996	1.6%	149,030,965	1.8%	95,872,189	53,158,776	-26,943,059	16,682,928	-43,625,987	141,516,209	1,575,337	738,567
Japanese Smaller Companies	265,811,610	0.1%	9,372,231	0.1%	3,465,047	5,907,184	6,048,132	2,248,342	3,799,790	9,731,531	33,505	4,060
North America	13,483,423,147	3.6%	437,317,672	5.2%	249,022,284	188,295,388	156,523,497	74,912,363	81,611,134	473,861,927	5,314,185	2,443,651
North American Smaller Companies	700,908,827	0.2%	22,193,969	0.3%	12,055,969	10,138,000	11,434,662	4,746,983	6,687,679	23,371,445	66,809	-15,592
Specialist	9,474,794,704	2.5%	342,534,370	4.1%	309,029,095	33,505,275	147,166,035	138,285,558	8,880,477	400,503,526	4,439,972	2,727,650
Technology and Telecommunications	517,823,896	0.1%	6,699,210	0.1%	5,942,971	756,239	170,494	-818,336	114,842	172,324,823	366,440	-496,275
UK All Companies	75,870,903,529	20.2%	1,058,394,773	12.6%	690,850,165	367,544,608	74,746,786	88,259,987	-13,513,201	15,292,432,430	100,030,546	24,530,447
UK Equity Income	22,889,839,086	6.1%	411,377,968	4.9%	275,067,534	136,310,434	135,508,150	60,848,773	74,659,377	3,659,448,427	19,180,675	3,321,900
UK Equity Income and Growth	17,191,598,088	4.6%	348,627,809	4.2%	237,232,961	111,394,848	222,982,092	149,735,980	73,246,112	3,350,872,563	40,915,204	25,955,356
UK Smaller Companies	4,694,926,709	1.3%	61,535,170	0.7%	30,652,509	30,882,661	11,074,377	-3,311,402	14,385,779	471,414,392	1,674,445	-500,332
Total Equities	226,367,823,726	60.4%	4,350,023,551	51.9%	2,901,994,958	1,448,028,593	754,888,868	578,737,698	176,151,170	33,495,050,320	230,243,429	64,274,639
Global Bonds	6,262,771,198	1.7%	260,568,243	3.1%	182,191,975	78,376,268	65,659,492	52,838,195	12,821,297	107,570,510	1,100,853	-1,228,034
£ Strategic Bond	11,515,673,611	3.1%	353,050,216	4.2%	300,903,366	152,146,850	215,751,298	196,854,078	18,897,220	1,883,773,135	16,986,717	5,072,168
£ Corporate Bond	35,100,284,137	9.4%	1,450,797,363	17.3%	933,548,415	517,248,948	1,071,578,251	683,690,675	387,887,576	5,542,244,323	52,891,189	5,213,995
UK Gilts	17,449,414,420	4.7%	192,330,264	2.3%	149,384,744	42,945,520	-544,356,224	38,645,341	-583,001,565	84,210,444	2,336,484	1,187,729
UK Index Linked Gilts	3,004,994,629	0.8%	59,422,231	0.7%	31,534,353	27,887,878	-19,407,237	13,619,121	-33,026,358	6,334,150	704,831	674,607
£ High Yield	5,208,585,411	1.4%	161,320,224	1.9%	103,358,104	57,962,120	108,301,636	62,847,036	45,454,600	1,218,136,862	16,496,832	9,160,627
UK Zeros	204,512,783	0.1%	2,297,586	0.0%	2,297,586	0	-3,147,318	-3,045,144	-102,174	6,684,647	9,877	-33,433
Total Bonds	78,746,236,189	21.0%	2,479,786,127	29.6%	1,703,218,543	776,567,584	894,379,898	1,045,449,302	-151,069,404	8,848,954,071	90,526,783	20,047,659
Money Market	4,153,764,602	1.1%	230,397,601	2.7%	188,250,762	42,146,839	-15,254,393	77,425,033	-92,679,426	76,898,961	2,290,362	751,324
Total Money Market	4,153,764,602	1.1%	230,397,601	2.7%	188,250,762	42,146,839	-15,254,393	77,425,033	-92,679,426	76,898,961	2,290,362	751,324
Active Managed	4,454,054,824	1.2%	50,018,107	0.6%	38,254,224	11,763,883	8,697,597	4,953,644	3,743,953	1,217,361,541	5,349,511	-2,169,167
Balanced Managed	10,532,996,348	2.8%	155,656,491	1.9%	110,477,915	45,178,576	78,356,157	53,199,458	25,156,699	3,381,954,840	57,012,508	39,508,671
Cautious Managed	11,844,152,302	3.2%	239,787,843	2.9%	198,849,361	40,938,482	73,087,884	88,619,402	-15,531,518	2,840,900,819	128,411,486	105,837,448
UK Equity and Bond Income	2,995,786,933	0.8%	18,314,552	0.2%	17,260,777	1,053,775	-30,952,350	-12,759,933	-18,192,417	1,363,514,798	8,553,231	-599,581
Total Balanced	29,826,990,407	8.0%	463,776,993	5.5%	364,842,277	98,934,716	129,189,288	134,012,571	-4,823,283	8,803,731,998	199,326,736	142,577,371
Property	7,067,910,691	1.9%	101,834,634	1.2%	96,801,761	5,032,873	-11,575,843	18,983,532	-30,559,375	151,833,141	2,802,899	1,108,043
Total Property	7,067,910,691	1.9%	101,834,634	1.2%	96,801,761	5,032,873	-11,575,843	18,983,532	-30,559,375	151,833,141	2,802,899	1,108,043
Protected/Guaranteed Funds	1,820,616,618	0.5%	190,584,282	2.3%	182,385,989	8,198,293	177,037,429	172,312,500	4,724,929	631,076,496	102,430,316	100,011,832
Personal Pensions	152,149,128	0.0%	2,392,314	0.0%	2,392,314	0	-10,964,929	1,779,871	-12,744,800	0	0	0
Unclassified Sector	22,183,507,128	5.9%	346,627,692	4.1%	264,492,657	82,135,035	-62,817,390	-61,897,711	-919,679	1,487,076,161	30,705,379	13,336,248
Absolute Return - UK	4,613,158,983	1.2%	223,470,595	2.7%	161,631,299	61,839,296	144,226,729	101,417,206	42,809,523	18,980,721	1,386,664	1,230,322
Total Other	28,769,431,857	7.7%	763,074,883	9.1%	610,902,259	152,172,624	247,481,839	213,611,866	33,869,973	2,137,133,378	134,522,359	114,578,402
UK Total	374,932,157,472	100.0%	8,388,893,789	100.0%	5,866,010,560	2,522,883,229	1,999,109,657	2,068,220,002	-69,110,345	53,513,601,869	659,712,568	343,337,438
Absolute Return - Offshore	493,107,674	2.9%	24,240,815	4.4%	16,455,625	7,785,190	21,830,411	15,367,420	6,462,991	0	0	0
Overseas Total	16,723,980,279	-	556,928,528	-	328,415,910	228,512,618	63,697,415	126,142,188	-62,444,774	263,623,205	5,032,504	2,788,240
Grand Total	391,656,137,751	-	8,945,822,317	-	6,194,426,470	2,751,395,847	2,062,807,072	2,194,362,190	-131,555,119	53,777,225,074	664,745,072	346,125,678

^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.