

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL APR 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	42,635,732	15,250,058	837,045,079	11,627,167	43,916,645	25,803,358	9,950,959	210,491	115	933,548,415	52,891,189
UK All Companies	80,611,908	48,997,442	529,331,833	10,348,312	67,754,476	40,446,781	13,151,948	202,603	35,408	690,850,165	100,030,546
Asia Pacific Excluding Japan	5,631,197	3,169,070	377,277,233	1,817,382	750,821	272,197	473,295	19,880	0	384,132,546	5,278,529
Specialist	4,205,858	1,972,639	292,647,871	1,652,000	12,063,436	815,333	111,930	0	0	309,029,095	4,439,972
£ Strategic Bond	18,896,809	7,536,285	279,319,876	8,395,957	1,932,693	1,047,036	753,988	7,439	0	300,903,366	16,986,717
UK Equity Income	29,335,565	5,375,312	232,376,416	7,252,690	9,074,804	6,275,774	4,280,749	276,769	130	275,067,534	19,180,675
Global Growth	21,929,295	7,620,985	216,458,804	6,649,742	27,543,060	23,250,015	7,386,800	25,355	0	273,317,959	37,546,097
Unclassified Sector	3,321,721	8,891,110	253,789,985	4,939,379	4,300,737	16,645,210	3,080,214	229,680	0	264,492,657	30,705,379
North America	6,309,160	2,649,640	237,370,947	1,388,703	2,266,956	1,260,013	3,075,221	15,829	0	249,022,284	5,314,185
UK Equity Income and Growth	6,811,109	4,845,241	193,331,827	7,907,832	37,090,025	28,162,131	0	0	0	237,232,961	40,915,204
Cautious Managed	9,989,137	7,327,254	125,380,358	52,157,771	63,399,039	68,885,392	80,827	0	41,069	198,849,361	128,411,486
Money Market	15,744,990	1,571,978	159,668,374	702,742	2,273,727	15,642	10,563,671	0	0	188,250,762	2,290,362
Protected/Guaranteed Funds	1,272,189	504,234	12,346,106	2,045,223	168,767,694	99,880,859	0	0	0	182,385,989	102,430,316
Global Bonds	1,649,798	485,712	180,007,964	536,618	100,096	78,523	434,117	0	0	182,191,975	1,100,853
Europe Excluding UK	12,689,316	4,032,919	165,118,606	3,290,580	2,895,943	2,000,205	1,110,136	38,269	0	181,814,001	9,361,973
Absolute Return - UK	1,958,483	407,445	150,560,102	940,081	819,480	50	8,293,234	39,088	0	161,631,299	1,386,664
UK Gilts	1,419,693	489,627	130,594,055	271,140	16,456,247	1,575,717	914,749	0	0	149,384,744	2,336,484
Balanced Managed	4,252,346	4,040,476	93,212,633	35,551,307	7,525,519	17,086,230	5,487,417	14,475	320,020	110,477,915	57,012,508
Global Emerging Markets	1,422,396	430,720	107,215,276	412,234	12,911	7,826	466,282	21,600	0	109,116,865	872,380
£ High Yield	4,425,779	3,713,063	84,476,924	3,758,438	12,324,067	9,025,331	2,131,334	0	0	103,358,104	16,496,832
Property	436,342	263,473	93,071,049	521,796	3,292,553	2,017,630	1,817	0	0	96,801,761	2,802,899
Japan	751,708	533,815	94,494,370	986,354	509,841	55,168	116,270	0	0	95,872,189	1,575,337
Active Managed	1,126,636	1,787,367	34,798,288	2,901,491	149,926	598,716	2,179,374	4,172	57,765	38,254,224	5,349,511
UK Index Linked Gilts	264,932	139,198	30,773,587	69,799	495,834	495,834	0	0	0	31,534,353	704,831
UK Smaller Companies	2,307,199	731,266	25,822,390	338,766	694,605	604,413	1,828,315	0	0	30,652,509	1,674,445
European Smaller Companies	174,267	125,198	25,105,650	82,793	1,309	1,309	6,286	0	0	25,287,512	209,300
UK Equity and Bond Income	2,111,683	1,817,389	9,061,563	1,615,847	6,080,282	5,112,746	7,249	7,249	0	17,260,777	8,553,231
Europe Including UK	157,681	116,040	10,895,958	44,785	1,814,819	1,421,080	0	0	0	12,868,458	1,581,905
North American Smaller Companies	32,921	22,725	12,012,384	35,614	2,764	1,270	7,900	7,200	0	12,055,969	66,809
Asia Pacific Including Japan	87,276	59,846	2,813,702	75,307	3,171,783	1,653,774	194,132	7,200	0	6,266,893	1,796,127
Technology and Telecommunications	341,942	258,653	5,597,494	105,314	3,535	2,473	0	0	0	5,942,971	366,440
Japanese Smaller Companies	44,406	26,580	3,420,616	6,900	25	25	0	0	0	3,465,047	33,505
Personal Pensions	1,100,465	0	0	0	1,291,849	0	0	0	0	2,392,314	0
UK Zeros	18,491	1,042	2,278,795	8,835	0	0	300	0	0	2,297,586	9,877
UK Total	283,468,430	135,193,802	5,007,676,115	168,438,899	498,777,501	354,498,061	76,088,514	1,127,299	454,507	5,866,010,560	659,712,568
% of UK Total	4.8%	20.5%	85.4%	25.5%	8.5%	53.7%	1.3%	0.2%	0.1%	100.0%	100.0%
Absolute Return - Offshore	0	0	3,449,087	0	0	0	13,006,538	0	0	16,455,625	0
Overseas Total	17,151,024	3,852,218	238,547,478	1,180,286	5,212,771	0	67,504,637	0	0	328,415,910	5,032,504
% of Overseas Total	5.2%	76.5%	72.6%	23.5%	1.6%	0.0%	20.6%	0.0%	0.0%	100.0%	100.0%
Grand Total	300,619,454	139,046,020	5,246,223,593	169,619,185	503,990,272	354,498,061	143,593,151	1,127,299	454,507	6,194,426,470	664,745,072
% of Grand Total	4.9%	20.9%	84.7%	25.5%	8.1%	53.3%	2.3%	0.2%	0.1%	100.0%	100.0%

[^] 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.

RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL APR 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	88,376,456	30,609,731	437,928,152	16,091,495	56,330,738	28,641,363	19,954,832	157,510	0	602,590,178	75,500,099
Global Emerging Markets	1,890,945	73,147	349,046,481	229,650	0	0	1,295,190	0	0	352,232,616	302,797
Unclassified Sector	6,414,778	15,845,532	309,420,105	1,395,099	10,115,663	124,500	439,822	4,000	0	326,390,368	17,369,131
£ Corporate Bond	33,481,695	14,154,637	159,102,485	11,052,026	52,692,850	22,444,097	4,580,710	26,434	0	249,857,740	47,677,194
UK Equity Income	32,186,961	5,443,783	171,738,148	8,335,920	3,582,697	1,921,864	6,710,955	157,208	0	214,218,761	15,858,775
Europe Excluding UK	19,977,865	6,902,636	183,257,977	10,565,771	4,198,562	2,559,714	5,294,681	27,979	0	212,729,085	20,056,100
North America	11,753,894	1,243,978	153,587,035	1,136,430	3,248,624	468,163	5,520,368	21,963	0	174,109,921	2,870,534
Global Growth	21,485,503	5,425,861	122,325,873	12,971,124	12,258,847	6,200,104	16,962,005	1,269	0	173,032,228	24,598,358
Specialist	3,728,802	629,930	156,463,265	957,875	10,489,125	124,517	62,345	0	0	170,743,537	1,712,322
Asia Pacific Excluding Japan	7,925,074	945,556	142,835,388	1,221,787	2,134,125	150,126	758,885	8,860	0	153,653,472	2,326,329
Global Bonds	5,219,712	965,732	122,636,254	1,358,572	4,583	4,583	1,493,231	0	0	129,353,780	2,328,887
Money Market	20,906,709	986,729	80,491,747	494,570	2,274,041	57,739	7,153,231	0	0	110,825,728	1,539,038
UK Gilts	6,943,188	590,908	99,861,862	97,667	2,801,651	460,180	1,132,702	0	0	110,739,403	1,148,755
Cautious Managed	6,258,023	4,800,043	76,273,266	6,827,334	27,457,439	10,946,661	241,231	0	0	110,229,959	22,574,038
£ Strategic Bond	9,358,038	4,540,142	91,758,442	7,077,407	2,170,387	290,128	762,421	6,872	0	104,049,288	11,914,549
UK Equity Income and Growth	3,343,062	2,166,130	75,898,445	7,761,385	8,255,474	5,032,333	0	0	0	87,496,981	14,959,848
Japan	3,114,079	338,424	73,561,184	459,841	236,514	21,260	2,277,484	17,245	0	79,189,261	836,770
Property	5,201,031	196,988	67,800,393	854,715	1,057,251	643,153	3,759,554	0	0	77,818,229	1,694,856
Absolute Return - UK	1,768,613	66,411	58,181,508	78,442	3,781	0	260,191	11,489	0	60,214,093	156,342
Balanced Managed	6,455,164	6,706,609	37,633,088	6,754,140	8,594,774	4,005,734	4,595,431	17,664	19,690	57,278,457	17,503,837
£ High Yield	5,424,422	2,335,731	29,443,066	2,851,811	3,172,448	2,034,035	2,471,132	114,628	0	40,511,068	7,336,205
European Smaller Companies	327,502	168,576	37,204,944	320,167	7,728	7,728	17,225	0	0	37,557,399	496,471
UK Smaller Companies	4,521,645	1,082,425	25,459,178	955,054	195,100	133,584	3,787,988	3,714	0	33,963,911	2,174,777
Active Managed	2,057,717	2,036,386	28,401,169	4,813,148	156,752	669,144	2,684,942	0	0	30,300,580	7,518,678
UK Equity and Bond Income	6,350,565	3,906,360	16,236,153	2,443,341	7,420,715	2,797,034	13,277	6,077	0	33,020,710	9,152,812
UK Index Linked Gilts	2,231,914	24,220	15,674,934	2,004	8,384	4,000	0	0	0	17,915,232	30,224
Europe Including UK	341,760	157,559	8,536,261	95,718	4,498,934	2,533,278	26,263	0	0	13,403,218	2,786,555
Protected/Guaranteed Funds	4,361,571	1,570,811	4,924,565	372,685	787,353	474,988	0	0	0	10,073,489	2,418,484
North American Smaller Companies	278,992	69,353	5,650,596	8,615	4,433	4,433	1,374,965	0	0	7,308,986	82,401
Technology and Telecommunications	663,037	344,221	6,097,426	517,994	844	500	0	0	0	6,761,307	862,715
UK Zeros	624,202	25,389	4,644,446	17,921	0	0	74,082	0	0	5,342,730	43,310
Asia Pacific Including Japan	136,122	44,789	1,961,097	60,314	760,927	409,391	191,548	0	0	3,049,694	514,494
Japanese Smaller Companies	98,288	12,494	1,116,371	16,263	2,046	688	0	0	0	1,216,705	29,445
Personal Pensions	281,724	0	0	0	330,719	0	0	0	0	612,443	0
UK Total	323,489,053	114,411,221	3,155,151,304	108,196,285	225,253,509	93,165,022	93,896,691	582,912	19,690	3,797,790,557	316,375,130
% of UK Total	8.5%	36.2%	83.1%	34.2%	5.9%	29.4%	2.5%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	749,462	0	0	0	338,743	0	0	1,088,205	0
Overseas Total	18,807,974	1,098,426	113,567,521	1,145,838	18,515,558	0	51,382,669	0	0	202,273,722	2,244,264
% of Overseas Total	9.3%	48.9%	56.1%	51.1%	9.2%	0.0%	25.4%	0.0%	0.0%	100.0%	100.0%
Grand Total	342,297,027	115,509,647	3,268,718,825	109,342,123	243,769,067	93,165,022	145,279,360	582,912	19,690	4,000,064,279	318,619,394
% of Grand Total	8.6%	36.3%	81.7%	34.3%	6.1%	29.2%	3.6%	0.2%	0.0%	100.0%	100.0%

[^] 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.

NET RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL APR 2009



IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs [^]	TOTAL NET RETAIL	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]		TOTAL	of which ISAs [^]
£ Corporate Bond	9,154,037	1,095,421	677,942,594	575,141	-8,776,205	3,359,261	5,370,249	184,057	115	683,690,675	5,213,995
Asia Pacific Excluding Japan	-2,293,877	2,223,514	234,441,845	595,595	-1,383,304	122,071	-285,590	11,020	0	230,479,074	2,952,200
£ Strategic Bond	9,538,771	2,996,143	187,561,434	1,318,550	-237,694	756,908	-8,433	567	0	196,854,078	5,072,168
Protected/Guaranteed Funds	-3,089,382	-1,066,577	7,421,541	1,672,538	167,980,341	99,405,871	0	0	0	172,312,500	100,011,832
UK Equity Income and Growth	3,468,047	2,679,111	117,433,382	146,447	28,834,551	23,129,798	0	0	0	149,735,980	25,955,356
Specialist	477,056	1,342,709	136,184,606	694,125	1,574,311	690,816	49,585	0	0	138,285,558	2,727,650
Absolute Return - UK	189,870	341,034	92,378,594	861,639	815,699	50	8,033,043	27,599	0	101,417,206	1,230,322
Global Growth	443,792	2,195,124	94,132,931	-6,321,382	15,284,213	17,049,911	-9,575,205	24,086	0	100,285,731	12,947,739
Cautious Managed	3,731,114	2,527,211	49,107,092	45,330,437	35,941,600	57,938,731	-160,404	0	41,069	88,619,402	105,837,448
UK All Companies	-7,764,548	18,387,711	91,403,681	-5,743,183	11,423,738	11,805,418	-6,802,884	45,093	35,408	88,259,987	24,530,447
Money Market	-5,161,719	585,249	79,176,627	208,172	-314	-42,097	3,410,440	0	0	77,425,034	751,324
North America	-5,444,734	1,405,662	83,783,912	252,273	-981,668	791,850	-2,445,147	-6,134	0	74,912,363	2,443,651
£ High Yield	-998,643	1,377,332	55,033,858	906,627	9,151,619	6,991,296	-339,798	-114,628	0	62,847,036	9,160,627
UK Equity Income	-2,851,396	-68,471	60,638,268	-1,083,230	5,492,107	4,353,910	-2,430,206	119,561	130	60,848,773	3,321,900
Balanced Managed	-2,202,818	-2,666,133	55,579,545	28,797,167	-1,069,255	13,080,496	891,986	-3,189	300,330	53,199,458	39,508,671
Global Bonds	-3,569,914	-480,020	57,371,710	-821,954	95,513	73,940	-1,059,114	0	0	52,838,195	-1,228,034
UK Gilts	-5,523,495	-101,281	30,732,193	173,473	13,654,596	1,115,537	-217,953	0	0	38,645,341	1,187,729
Property	-4,764,689	66,485	25,270,656	-332,919	2,235,302	1,374,477	-3,757,737	0	0	18,983,532	1,108,043
Japan	-2,362,371	195,391	20,933,186	526,513	273,327	33,908	-2,161,214	-17,245	0	16,682,928	738,567
UK Index Linked Gilts	-1,966,982	114,978	15,098,653	67,795	487,450	491,834	0	0	0	13,619,121	674,607
Active Managed	-931,081	-249,019	6,397,119	-1,911,657	-6,826	-70,428	-505,568	4,172	57,765	4,953,644	-2,169,167
North American Smaller Companies	-246,071	-46,628	6,361,788	26,999	-1,669	-3,163	-1,367,065	7,200	0	4,746,983	-15,592
Asia Pacific Including Japan	-48,846	15,057	852,605	14,993	2,410,856	1,244,383	2,584	7,200	0	3,217,199	1,281,633
Japanese Smaller Companies	-53882	14086	2304245	-9363	-2021	-663	0	0	0	2,248,342	4,060
Personal Pensions	818,741	0	0	0	961,130	0	0	0	0	1,779,871	0
Europe Including UK	-184,079	-41,519	2,359,697	-50,933	-2,684,115	-1,112,198	-26,263	0	0	-534,760	-1,204,650
Technology and Telecommunications	-321,095	-85,568	-499,932	-412,680	2,691	1,973	0	0	0	-818,336	-496,275
UK Zeros	-605,711	-24,347	-2,365,651	-9,086	0	0	-73,782	0	0	-3,045,144	-33,433
UK Smaller Companies	-2,214,446	-351,159	363,212	-616,288	499,505	470,829	-1,959,673	-3,714	0	-3,311,402	-500,332
European Smaller Companies	-153,235	-43,378	-12,099,294	-237,374	-6,419	-6,419	-10,939	0	0	-12,269,887	-287,171
UK Equity and Bond Income	-4,238,882	-2,088,971	-7,174,590	-827,494	-1,340,433	2,315,712	-6,028	1,172	0	-12,759,933	-599,581
Europe Excluding UK	-7,288,549	-2,869,717	-18,139,371	-7,275,191	-1,302,619	-559,509	-4,184,545	10,290	0	-30,915,084	-10,694,127
Unclassified Sector	-3,093,057	-6,954,422	-55,630,120	3,544,280	-5,814,926	16,520,710	2,640,392	225,680	0	-61,897,711	13,336,248
Global Emerging Markets	-468,549	357,573	-241,831,205	182,584	12,911	7,826	-828,908	21,600	0	-243,115,751	569,583
UK Total	-40,020,623	20,782,581	1,852,524,811	60,242,614	273,523,992	261,333,039	-17,808,177	544,387	434,817	2,068,220,003	343,337,438
Absolute Return - Offshore	0	0	2,699,625	0	0	0	12,667,795	0	0	15,367,420	0
Overseas Total	-1,656,950	2,753,792	124,979,957	34,448	-13,302,787	0	16,121,968	0	0	126,142,188	2,788,240
Grand Total	-41,677,573	23,536,373	1,977,504,768	60,277,062	260,221,205	261,333,039	-1,686,209	544,387	434,817	2,194,362,191	346,125,678

[^] 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.