

# GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL MAY 2009

IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs <sup>^</sup>	TOTAL GROSS RETAIL	
	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>		TOTAL	of which ISAs <sup>^</sup>
£ Corporate Bond	20,756,856	8,968,046	895,889,120	7,128,091	75,699,615	19,558,880	5,102,998	410,914	0	997,448,589	36,065,931
UK All Companies	79,975,205	43,016,252	579,408,039	8,035,167	60,394,547	32,900,807	26,402,684	289,344	5,949	746,180,475	84,247,519
£ Strategic Bond	13,348,428	4,155,088	443,666,634	6,203,346	671,136	547,189	2,805,502	828,058	0	460,491,700	11,733,681
Specialist	4,818,981	1,268,932	383,346,988	1,064,566	11,497,492	671,875	53,187	0	0	399,716,648	3,005,373
Asia Pacific Excluding Japan	6,916,967	2,670,382	360,010,176	2,783,888	807,964	278,802	1,531,615	0	0	369,266,722	5,733,072
North America	3,780,763	1,106,828	308,003,466	944,387	4,913,662	885,455	3,403,324	0	0	320,101,215	2,936,670
UK Equity Income	21,283,233	2,749,593	243,654,829	4,450,616	10,122,805	5,566,227	5,780,737	59,926	180	280,841,604	12,826,542
Unclassified Sector	983,017	4,478,823	264,617,911	3,556,301	3,847,536	11,296,065	3,579,273	550	0	273,027,737	19,331,739
Active Managed	14,500,998	1,195,638	250,209,096	2,499,214	183,162	520,464	3,221,105	202,594	14,900	268,114,361	4,432,810
Global Bonds	1,182,013	239,145	256,835,801	695,267	95,025	73,793	204,553	0	0	258,317,392	1,008,205
Global Growth	27,427,185	4,252,931	182,699,191	5,752,392	25,425,852	18,089,036	6,156,717	46,800	0	241,708,945	28,141,159
UK Equity Income and Growth	5,571,021	3,886,953	182,886,696	5,128,569	29,146,072	20,916,965	0	0	0	217,603,789	29,932,487
Europe Excluding UK	7,876,064	2,579,708	178,489,071	2,601,412	3,569,952	1,786,019	2,712,750	7,200	0	192,647,837	6,974,339
Absolute Return - UK	814,153	194,395	151,441,426	673,802	241,042	10,858	16,215,415	180,511	0	168,712,036	1,059,566
Cautious Managed	17,852,706	4,536,201	101,085,758	46,692,545	46,271,835	41,089,968	612,140	295,348	13,225	165,822,439	92,627,287
Protected/Guaranteed Funds	347,747	206,557	12,757,272	1,782,535	146,205,826	41,061,427	0	0	0	159,310,845	43,050,519
Money Market	14,602,104	562,721	123,505,054	325,729	6,215,032	7,211	9,261,175	0	0	153,583,365	895,661
UK Gilts	2,201,253	260,490	134,841,834	203,221	8,313,224	875,604	488,657	0	0	145,844,968	1,339,315
Global Emerging Markets	1,145,936	405,272	122,233,168	561,451	65,270	10,303	2,417,953	0	0	125,862,327	977,026
Balanced Managed	5,706,426	3,078,357	98,902,095	36,519,276	2,563,177	8,719,363	10,686,136	49,355	36,857	117,857,834	48,403,208
£ High Yield	3,064,104	2,134,067	97,979,639	1,229,734	7,671,125	4,715,938	0	0	0	108,714,868	8,079,739
Property	1,324,565	131,208	99,316,905	475,760	2,293,357	1,535,923	1,814	0	0	102,936,641	2,142,891
Japan	3,682,081	346,789	80,357,556	193,289	446,989	31,236	952,181	0	0	85,438,807	571,314
UK Smaller Companies	3,119,829	428,132	46,742,664	281,730	594,197	479,962	1,063,665	7,200	0	51,520,355	1,197,024
European Smaller Companies	144,214	90,287	41,551,406	52,643	1,353	1,353	10,926	0	0	41,707,899	144,283
UK Index Linked Gilts	309,114	52,988	34,871,499	96,352	385,602	356,756	0	0	0	35,566,215	506,096
Asia Pacific Including Japan	60,470	52,440	19,405,124	65,447	2,248,839	1,360,553	255,886	0	0	21,970,319	1,478,440
UK Equity and Bond Income	1,797,292	1,052,501	8,580,524	766,813	4,347,830	3,205,603	49	49	0	14,725,695	5,024,966
North American Smaller Companies	72,050	8,321	13,471,494	351,426	4,349	2,855	634	0	0	13,548,527	362,602
Europe Including UK	125,101	44,771	7,176,220	42,619	1,457,729	1,028,221	0	0	0	8,759,050	1,115,611
Technology and Telecommunications	278,316	151,708	5,377,836	95,860	3,535	2,473	0	0	0	5,659,687	250,041
Personal Pensions	914,495	0	0	0	1,073,538	0	0	0	0	1,988,033	0
Japanese Smaller Companies	135,887	102,367	1,041,678	54,795	25	25	0	0	0	1,177,590	157,187
UK Zeros	12,036	4,507	1,156,657	7,850	0	0	0	0	0	1,168,693	12,357
<b>UK Total</b>	<b>266,130,610</b>	<b>94,412,398</b>	<b>5,731,512,827</b>	<b>141,316,093</b>	<b>456,778,694</b>	<b>217,587,209</b>	<b>102,921,076</b>	<b>2,377,849</b>	<b>71,111</b>	<b>6,557,343,207</b>	<b>455,764,660</b>
% of UK Total	4.1%	20.7%	87.4%	31.0%	7.0%	47.7%	1.6%	0.5%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	6,861,163	0	0	0	6,582,562	0	0	13,443,725	0
<b>Overseas Total</b>	<b>28,859,034</b>	<b>3,166,083</b>	<b>359,406,874</b>	<b>1,071,456</b>	<b>10,912,663</b>	<b>0</b>	<b>13,555,832</b>	<b>0</b>	<b>0</b>	<b>412,734,403</b>	<b>4,237,539</b>
% of Overseas Total	7.0%	74.7%	87.1%	25.3%	2.6%	0.0%	3.3%	0.0%	0.0%	100.0%	100.0%
<b>Grand Total</b>	<b>294,989,644</b>	<b>97,578,481</b>	<b>6,090,919,701</b>	<b>142,387,549</b>	<b>467,691,357</b>	<b>217,587,209</b>	<b>116,476,908</b>	<b>2,377,849</b>	<b>71,111</b>	<b>6,970,077,610</b>	<b>460,002,199</b>
% of Grand Total	4.2%	21.2%	87.4%	31.0%	6.7%	47.3%	1.7%	0.5%	0.0%	100.0%	100.0%

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# RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL MAY 2009



IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs <sup>^</sup>	TOTAL RETAIL REPURCHASES	
	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>		TOTAL	of which ISAs <sup>^</sup>
UK All Companies	72,719,735	33,852,306	480,460,660	15,747,776	84,990,830	31,620,037	13,158,154	142,683	0	651,329,379	81,362,802
Unclassified Sector	4,557,109	11,817,033	327,300,164	1,539,507	5,502,758	104,108	2,294,854	26,752	0	339,654,885	13,487,400
£ Corporate Bond	24,497,667	15,687,015	213,242,443	11,745,219	38,915,083	22,196,055	2,916,649	13,346	0	279,571,842	49,641,635
UK Equity Income	29,497,002	5,951,249	238,249,211	10,806,869	3,868,747	2,225,643	1,118,250	131,823	0	272,733,210	19,115,584
Europe Excluding UK	22,045,084	6,943,833	200,183,779	10,481,949	4,936,283	3,113,837	2,909,335	12,274	0	230,074,481	20,551,893
Specialist	5,362,534	751,429	183,893,231	642,326	7,378,317	149,700	13,126	0	0	196,647,208	1,543,455
Global Growth	19,500,128	6,456,575	122,583,706	11,566,379	13,598,824	5,275,172	22,299,775	2,530	0	177,982,433	23,300,656
Global Bonds	1,636,867	805,331	174,630,911	1,165,788	11,022	11,022	1,320,243	0	0	177,599,043	1,982,141
North America	7,056,929	1,051,328	145,381,506	1,133,080	4,712,530	623,683	3,188,150	0	0	160,339,115	2,808,091
UK Equity Income and Growth	3,094,766	2,221,834	111,421,533	6,378,199	6,649,951	4,615,951	0	0	0	121,166,250	13,215,984
Money Market	26,829,118	708,224	81,935,953	571,037	4,678,031	26,948	6,246,568	0	0	119,689,670	1,306,209
UK Gilts	1,952,369	664,280	100,283,903	358,869	3,976,730	594,746	1,902,116	0	0	108,115,118	1,617,895
£ Strategic Bond	11,208,227	4,780,355	94,399,771	5,475,278	653,923	159,788	1,049,600	0	0	107,311,521	10,415,421
Asia Pacific Excluding Japan	4,203,662	1,182,708	99,816,246	1,045,262	682,160	152,969	774,576	0	0	105,476,644	2,380,939
Cautious Managed	9,711,329	4,781,040	72,324,019	7,536,149	14,340,503	11,491,919	1,997,692	0	0	98,373,543	23,809,108
Absolute Return - UK	364,131	35,697	84,762,155	108,147	94,807	64,839	684,170	2,192	0	85,905,263	210,875
Japan	2,801,912	416,207	79,019,563	1,429,434	499,551	20,448	135,140	0	0	82,456,166	1,866,089
Property	1,820,881	109,438	64,122,452	1,057,079	825,418	464,923	16,988	0	0	66,785,739	1,631,440
Balanced Managed	8,149,909	10,613,527	38,961,570	6,541,853	5,500,680	5,529,689	2,314,437	117,529	1,959	54,926,596	22,804,557
Active Managed	14,965,047	2,007,344	33,853,755	4,375,858	25,267	479,062	4,003,648	3,694	0	52,847,717	6,865,958
Global Emerging Markets	2,068,154	184,945	45,460,352	273,355	0	0	806,942	0	0	48,335,448	458,300
UK Smaller Companies	2,420,635	1,024,229	37,288,624	1,025,993	237,411	183,843	943,292	0	0	40,889,962	2,234,065
£ High Yield	3,225,473	2,320,568	30,441,249	3,321,467	3,472,838	2,043,698	0	0	0	37,139,560	7,685,733
European Smaller Companies	548,841	344,508	24,983,841	361,782	26,646	26,646	19,897	0	0	25,579,225	732,936
UK Equity and Bond Income	5,748,462	3,167,582	13,908,171	2,286,680	5,744,714	3,683,228	0	0	0	25,401,347	9,137,490
UK Index Linked Gilts	102,091	68,794	11,195,471	49,680	80,386	80,386	0	0	0	11,377,948	198,860
Europe Including UK	656,709	124,294	5,470,723	70,277	3,910,352	2,086,635	0	0	0	10,037,784	2,281,206
Protected/Guaranteed Funds	3,941,979	1,406,681	3,422,037	335,157	713,904	358,899	0	0	0	8,077,920	2,100,737
North American Smaller Companies	228,533	99,264	6,490,764	5,397	0	0	13,834	0	0	6,733,131	104,661
Technology and Telecommunications	656,064	292,315	4,259,064	268,926	17,807	15,341	0	0	0	4,932,935	576,582
Asia Pacific Including Japan	109,622	28,887	1,949,287	63,222	1,349,926	265,384	546,207	0	0	3,955,042	357,493
UK Zeros	310,490	26,868	2,530,502	29,147	0	0	30,757	0	0	2,871,749	56,015
Japanese Smaller Companies	96,990	50,831	1,000,550	87,333	10,000	0	0	0	0	1,107,540	138,164
Personal Pensions	278,076	0	0	0	326,436	0	0	0	0	604,512	0
<b>UK Total</b>	<b>292,366,525</b>	<b>119,976,519</b>	<b>3,135,227,166</b>	<b>107,884,474</b>	<b>217,731,835</b>	<b>97,664,599</b>	<b>70,704,400</b>	<b>452,823</b>	<b>1,959</b>	<b>3,716,029,926</b>	<b>325,980,374</b>
% of UK Total	7.9%	36.8%	84.4%	33.1%	5.9%	30.0%	1.9%	0.1%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	289,281	0	0	0	140,854	0	0	430,135	0
<b>Overseas Total</b>	<b>12,578,691</b>	<b>1,712,854</b>	<b>196,260,967</b>	<b>783,495</b>	<b>53,061,511</b>	<b>0</b>	<b>14,466,478</b>	<b>0</b>	<b>0</b>	<b>276,367,647</b>	<b>2,496,349</b>
% of Overseas Total	4.6%	68.6%	71.0%	31.4%	19.2%	0.0%	5.2%	0.0%	0.0%	100.0%	100.0%
<b>Grand Total</b>	<b>304,945,216</b>	<b>121,689,373</b>	<b>3,331,488,133</b>	<b>108,667,969</b>	<b>270,793,346</b>	<b>97,664,599</b>	<b>85,170,878</b>	<b>452,823</b>	<b>1,959</b>	<b>3,992,397,573</b>	<b>328,476,723</b>
% of Grand Total	7.6%	37.0%	83.4%	33.1%	6.8%	29.7%	2.1%	0.1%	0.0%	100.0%	100.0%

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	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>	TOTAL	of which ISAs <sup>^</sup>		TOTAL	of which ISAs <sup>^</sup>
£ Corporate Bond	-3,740,811	-6,718,969	682,646,677	-4,617,128	36,784,532	-2,637,175	2,186,349	397,568	0	717,876,747	-13,575,704
£ Strategic Bond	2,140,201	-625,267	349,266,863	728,068	17,213	387,401	1,755,902	828,058	0	353,180,179	1,318,260
Asia Pacific Excluding Japan	2,713,305	1,487,674	260,193,930	1,738,626	125,804	125,833	757,039	0	0	263,790,078	3,352,133
Active Managed	-464,049	-811,706	216,355,341	-1,876,644	157,895	41,402	-782,543	198,900	14,900	215,266,644	-2,433,148
Specialist	-543,553	517,503	199,453,757	422,240	4,119,175	522,175	40,061	0	0	203,069,440	1,461,918
North America	-3,276,166	55,500	162,621,960	-188,693	201,132	261,772	215,174	0	0	159,762,100	128,579
Protected/Guaranteed Funds	-3,594,232	-1,200,124	9,335,235	1,447,378	145,491,922	40,702,528	0	0	0	151,232,925	40,949,782
UK Equity Income and Growth	2,476,255	1,665,119	71,465,163	-1,249,630	22,496,121	16,301,014	0	0	0	96,437,539	16,716,503
UK All Companies	7,255,470	9,163,946	98,947,379	-7,712,609	-24,596,283	1,280,770	13,244,530	146,661	5,949	94,851,096	2,884,717
Absolute Return - UK	450,022	158,698	66,679,271	565,655	146,235	-53,981	15,531,245	178,319	0	82,806,773	848,691
Global Bonds	-454,854	-566,186	82,204,890	-470,521	84,003	62,771	-1,115,690	0	0	80,718,349	-973,936
Global Emerging Markets	-922,218	220,327	76,772,816	288,096	65,270	10,303	1,611,011	0	0	77,526,879	518,726
£ High Yield	-161,369	-186,501	67,538,390	-2,091,733	4,198,287	2,672,240	0	0	0	71,575,308	394,006
Cautious Managed	8,141,377	-244,839	28,761,739	39,156,396	31,931,332	29,598,049	-1,385,552	295,348	13,225	67,448,896	68,818,179
Global Growth	7,927,057	-2,203,644	60,115,485	-5,813,987	11,827,028	12,813,864	-16,143,058	44,270	0	63,726,512	4,840,503
Balanced Managed	-2,443,483	-7,535,170	59,940,525	29,977,423	-2,937,503	3,189,674	8,371,699	-68,174	34,898	62,931,238	25,598,651
UK Gilts	248,884	-403,790	34,557,931	-155,648	4,336,494	280,858	-1,413,459	0	0	37,729,850	-278,580
Property	-496,316	21,770	35,194,453	-581,319	1,467,939	1,071,000	-15,174	0	0	36,150,902	511,451
Money Market	-12,227,014	-145,503	41,569,101	-245,308	1,537,001	-19,737	3,014,607	0	0	33,893,695	-410,548
UK Index Linked Gilts	207,023	-15,806	23,676,028	46,672	305,216	276,370	0	0	0	24,188,267	307,236
Asia Pacific Including Japan	-49,152	23,553	17,455,837	2,225	898,913	1,095,169	-290,321	0	0	18,015,277	1,120,947
European Smaller Companies	-404,627	-254,221	16,567,565	-309,139	-25,293	-25,293	-8,971	0	0	16,128,674	-588,653
UK Smaller Companies	699,194	-596,097	9,454,040	-744,263	356,786	296,119	120,373	7,200	0	10,630,393	-1,037,041
UK Equity Income	-8,213,769	-3,201,656	5,405,618	-6,356,253	6,254,058	3,340,584	4,662,487	-71,897	180	8,108,394	-6,289,042
North American Smaller Companies	-156,483	-90,943	6,980,730	346,029	4,349	2,855	-13,200	0	0	6,815,396	257,941
Japan	880,169	-69,418	1,337,993	-1,236,145	-52,562	10,788	817,041	0	0	2,982,641	-1,294,775
Personal Pensions	636,419	0	0	0	747,102	0	0	0	0	1,383,521	0
Technology and Telecommunications	-377,748	-140,607	1,118,772	-173,066	-14,272	-12,868	0	0	0	726,752	-326,541
Japanese Smaller Companies	38897	51536	41128	-32538	-9975	25	0	0	0	70,050	19,023
Europe Including UK	-531,608	-79,523	1,705,497	-27,658	-2,452,623	-1,058,414	0	0	0	-1,278,734	-1,165,595
UK Zeros	-298,454	-22,361	-1,373,845	-21,297	0	0	-30,757	0	0	-1,703,056	-43,658
UK Equity and Bond Income	-3,951,170	-2,115,081	-5,327,647	-1,519,867	-1,396,884	-477,625	49	49	0	-10,675,652	-4,112,524
Europe Excluding UK	-14,169,020	-4,364,125	-21,694,708	-7,880,537	-1,366,331	-1,327,818	-196,585	-5,074	0	-37,426,644	-13,577,554
Unclassified Sector	-3,574,092	-7,338,210	-62,682,253	2,016,794	-1,655,222	11,191,957	1,284,419	-26,202	0	-66,627,148	5,844,339
<b>UK Total</b>	<b>-26,235,915</b>	<b>-25,564,121</b>	<b>2,596,285,661</b>	<b>33,431,619</b>	<b>239,046,859</b>	<b>119,922,610</b>	<b>32,216,676</b>	<b>1,925,026</b>	<b>69,152</b>	<b>2,841,313,281</b>	<b>129,784,286</b>
Absolute Return - Offshore	0	0	6,571,882	0	0	0	6,441,708	0	0	13,013,590	0
<b>Overseas Total</b>	<b>16,280,343</b>	<b>1,453,229</b>	<b>163,145,907</b>	<b>287,961</b>	<b>-42,148,848</b>	<b>0</b>	<b>-910,646</b>	<b>0</b>	<b>0</b>	<b>136,366,756</b>	<b>1,741,190</b>
<b>Grand Total</b>	<b>-9,955,572</b>	<b>-24,110,892</b>	<b>2,759,431,568</b>	<b>33,719,580</b>	<b>196,898,011</b>	<b>119,922,610</b>	<b>31,306,030</b>	<b>1,925,026</b>	<b>69,152</b>	<b>2,977,680,037</b>	<b>131,525,476</b>

<sup>^</sup> 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.