

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	24,853,263,636	6.4%	496,688,394	4.8%	258,000,089	238,688,305	30,381,364	39,032,492	-8,651,128	3,998,782,006	6,671,802	-17,170,099
Europe Including UK	1,482,128,835	0.4%	10,032,755	0.1%	9,289,186	743,569	894,283	3,700,319	-2,806,036	362,930,164	1,109,215	-1,172,085
European Smaller Companies	1,579,292,618	0.4%	60,262,603	0.6%	59,686,377	576,226	39,295,438	42,039,435	-2,743,997	157,238,268	136,369	-668,275
Asia Pacific Including Japan	865,079,271	0.2%	16,305,484	0.2%	6,530,570	9,774,914	6,640,695	1,589,167	5,051,528	119,651,267	1,867,943	1,323,759
Asia Pacific Excluding Japan	16,553,824,029	4.3%	494,791,506	4.7%	368,041,167	126,750,339	117,881,184	173,136,368	-55,255,184	553,383,693	4,038,273	-633,590
Global Emerging Markets	6,212,758,760	1.6%	272,035,124	2.6%	175,629,795	96,405,329	147,561,587	128,799,284	18,762,303	46,166,878	775,551	23,408
Global Growth	26,586,284,924	6.8%	534,733,708	5.1%	262,810,209	271,923,499	137,032,846	91,225,335	45,807,511	4,235,080,931	30,403,107	3,587,302
Japan	6,139,392,499	1.6%	141,915,770	1.4%	101,704,093	40,211,677	-139,914,063	27,152,487	-167,066,550	140,010,595	804,375	-914,365
Japanese Smaller Companies	313,231,288	0.1%	8,707,778	0.1%	3,893,100	4,814,678	1,392,630	-436,851	1,829,481	100,600,761	36,927	-112,898
North America	13,201,034,098	3.4%	397,540,459	3.8%	292,295,216	105,245,243	55,505,578	117,922,318	-62,416,740	444,230,766	2,580,470	-1,329,917
North American Smaller Companies	677,249,698	0.2%	15,960,601	0.2%	11,731,776	4,228,825	2,771,959	2,274,852	497,107	21,646,628	68,956	-376,062
Specialist	10,376,730,604	2.7%	531,204,914	5.1%	384,136,230	147,068,684	199,725,194	92,737,832	106,987,362	408,842,574	3,398,777	994,053
Technology and Telecommunications	507,932,616	0.1%	7,745,863	0.1%	7,738,804	7,059	-554,648	-476,015	-78,633	167,439,641	208,799	-782,087
UK All Companies	76,942,467,856	19.8%	1,219,660,591	11.7%	757,720,985	461,939,606	148,400,210	77,173,867	71,226,343	15,389,193,622	73,049,117	-17,795,102
UK Equity Income	22,938,449,361	5.9%	360,811,953	3.5%	295,606,550	65,205,403	70,116,918	66,760,333	3,356,585	3,636,705,727	15,573,505	-7,005,940
UK Equity Income and Growth	17,498,530,005	4.5%	350,866,202	3.4%	215,690,688	135,175,514	199,465,890	107,709,873	91,756,017	3,365,735,679	30,679,540	11,919,549
UK Smaller Companies	4,889,413,294	1.3%	90,518,806	0.9%	75,813,332	14,705,475	7,421,357	19,504,491	-12,083,133	490,858,045	1,931,470	-1,076,780
Total Equities	231,617,063,392	59.5%	5,009,782,511	48.0%	3,286,318,167	1,723,464,345	1,024,018,422	989,845,587	34,172,836	33,552,497,245	173,334,296	-31,189,129
Global Bonds	6,482,878,011	1.7%	396,534,448	3.8%	135,267,205	261,267,243	189,636,034	30,634,109	159,001,925	108,385,134	825,108	-458,286
£ Strategic Bond	13,647,834,537	3.5%	406,900,557	3.9%	337,419,654	69,480,903	212,050,685	183,114,217	28,936,468	2,279,781,270	20,555,342	5,877,511
£ Corporate Bond	38,093,980,129	9.8%	1,284,928,745	12.3%	857,884,493	427,044,252	-528,145,799	533,301,452	-1,061,447,251	5,943,567,464	41,502,758	-5,571,787
UK Gilts	17,420,743,931	4.5%	694,836,271	6.7%	153,001,578	541,834,693	-13,222,603	46,678,278	-59,900,881	83,888,016	1,254,095	29,274
UK Index Linked Gilts	3,191,107,136	0.8%	110,467,995	1.1%	33,957,168	76,510,827	47,957,456	15,144,236	32,813,220	7,104,933	495,627	298,062
£ High Yield	5,329,731,842	1.4%	154,191,003	1.5%	136,990,462	17,200,541	101,861,347	91,423,439	10,437,908	1,137,333,890	5,366,303	-1,589,494
UK Zeros	210,456,115	0.1%	1,967,182	0.0%	1,466,685	500,497	-2,584,688	-2,993,281	408,593	6,960,961	6,310	-9,846
Total Bonds	84,376,731,701	21.7%	3,049,826,201	29.2%	1,655,987,245	1,393,838,956	7,552,432	897,302,450	-889,750,018	9,567,021,668	70,005,543	-1,424,566
Money Market	5,012,652,480	1.3%	587,614,137	5.6%	100,781,422	486,832,715	141,313,474	-13,395,993	154,709,467	76,260,416	704,299	-524,886
Total Money Market	5,012,652,480	1.3%	587,614,137	5.6%	100,781,422	486,832,715	141,313,474	-13,395,993	154,709,467	76,260,416	704,299	-524,886
Active Managed	4,940,382,288	1.3%	85,969,026	0.8%	67,893,532	18,075,494	19,689,091	12,847,324	6,841,767	1,234,319,361	7,166,280	-5,555,968
Balanced Managed	11,589,433,954	3.0%	192,487,961	1.8%	127,581,800	64,906,161	104,578,733	62,339,895	42,238,838	3,419,336,792	57,337,294	33,503,221
Cautious Managed	12,453,693,150	3.2%	299,332,136	2.9%	244,261,617	55,070,519	136,255,569	138,239,531	-1,983,962	3,140,037,207	107,363,089	82,493,700
UK Equity and Bond Income	3,044,583,646	0.8%	21,888,625	0.2%	21,265,773	622,852	-5,430,068	-4,900,549	-529,519	1,385,198,033	9,953,022	489,899
Total Balanced	32,028,093,038	8.2%	599,677,748	5.7%	461,002,722	138,675,026	255,093,325	208,526,201	46,567,124	9,178,891,393	181,819,685	110,930,852
Property	7,041,498,027	1.8%	155,081,461	1.5%	136,582,028	18,499,433	54,395,773	71,814,811	-17,419,038	154,301,576	2,739,707	735,651
Total Property	7,041,498,027	1.8%	155,081,461	1.5%	136,582,028	18,499,433	54,395,773	71,814,811	-17,419,038	154,301,576	2,739,707	735,651
Protected/Guaranteed Funds	2,059,462,929	0.5%	162,320,314	1.6%	153,558,222	8,762,092	144,471,338	140,329,344	4,141,994	678,924,357	36,176,462	33,869,508
Personal Pensions	149,008,467	0.0%	2,218,580	0.0%	2,218,580	0	1,066,770	1,066,770	0	0	0	0
Unclassified Sector	21,946,679,456	5.6%	533,593,116	5.1%	417,038,638	116,554,478	39,627,874	51,598,634	-11,970,760	1,552,578,444	17,329,299	-50,990
Absolute Return - UK	5,099,217,448	1.3%	344,185,022	3.3%	204,510,100	139,674,922	209,359,612	141,698,833	67,660,779	21,072,968	781,777	690,245
Total Other	29,254,368,300	7.5%	1,042,317,032	10.0%	777,325,540	264,991,492	394,525,594	334,693,581	59,832,013	2,252,575,769	54,287,538	34,508,763
UK Total	389,330,406,938	100.0%	10,444,299,090	100.0%	6,417,997,124	4,026,301,967	1,876,899,020	2,488,786,637	-611,887,616	54,781,548,067	482,891,068	113,036,685
Absolute Return - Offshore	621,822,082	3.5%	71,544,277	9.9%	21,138,993	50,405,284	28,812,079	13,412,933	15,399,146	0	0	0
Overseas Total	17,786,066,462	-	719,167,260	-	405,607,863	313,559,399	-19,262,192	44,210,985	-63,473,172	296,039,024	3,520,969	898,877
Grand Total	407,116,473,400	-	11,163,466,350	-	6,823,604,987	4,339,861,366	1,857,636,828	2,532,997,622	-675,360,788	55,077,587,091	486,412,037	113,935,562

^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.