

# GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL JUN 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	22,048,462	8,962,738	767,532,447	9,846,769	58,995,794	22,400,618	9,307,790	292,525	108	857,884,493	41,502,758
UK All Companies	63,076,385	27,933,935	584,522,099	8,122,967	65,221,207	36,732,693	44,901,294	247,338	12,184	757,720,985	73,049,117
Unclassified Sector	21,241,433	2,596,969	386,465,795	3,175,136	5,412,183	11,542,244	3,919,227	14,950	0	417,038,638	17,329,299
Specialist	5,070,771	1,659,445	372,425,638	1,230,942	6,380,262	508,490	259,559	0	0	384,136,230	3,398,877
Asia Pacific Excluding Japan	4,360,036	1,875,949	360,867,660	1,860,986	1,027,577	282,084	1,785,894	19,254	0	368,041,167	4,038,273
£ Strategic Bond	18,577,447	7,875,715	303,769,095	6,173,901	11,486,958	6,401,076	3,586,154	104,455	195	337,419,654	20,555,342
UK Equity Income	11,437,593	4,710,377	269,988,555	4,114,166	9,525,649	6,669,923	4,654,753	78,673	366	295,606,550	15,573,505
North America	3,650,710	989,301	279,986,117	597,080	5,686,910	994,089	2,971,479	0	0	292,295,216	2,580,470
Global Growth	9,710,104	3,741,250	219,738,401	5,243,227	26,172,231	21,411,430	7,189,473	7,200	0	262,810,209	30,403,107
Europe Excluding UK	11,838,003	2,218,004	227,526,726	2,629,530	4,209,049	1,824,165	14,426,311	103	0	258,000,089	6,671,802
Cautious Managed	10,007,329	4,164,780	183,745,265	54,884,989	50,336,304	48,297,739	172,719	14,434	1,147	244,261,617	107,363,089
UK Equity Income and Growth	4,595,709	3,251,213	181,674,280	5,121,896	29,420,699	22,306,431	0	0	0	215,690,688	30,679,540
Absolute Return - UK	1,056,332	219,906	196,465,925	495,575	270,779	50	6,717,064	66,246	0	204,510,100	781,777
Global Emerging Markets	11,691,311	263,686	162,915,505	486,740	26,411	25,125	996,568	0	0	175,629,795	775,551
Protected/Guaranteed Funds	500,231	272,969	16,367,664	478,875	136,690,327	35,424,618	0	0	0	153,558,222	36,176,462
UK Gilts	519,319	147,586	139,760,659	61,329	11,699,679	1,045,180	1,021,921	0	0	153,001,578	1,254,095
£ High Yield	3,480,017	2,678,157	133,270,611	2,529,532	184,674	158,614	55,160	0	0	136,990,462	5,366,303
Property	431,098	152,322	132,577,086	850,537	3,569,925	1,736,848	3,919	0	0	136,582,028	2,739,707
Global Bonds	1,542,351	446,723	133,279,509	303,840	191,861	74,545	253,484	0	0	135,267,205	825,108
Balanced Managed	8,673,870	3,920,295	108,403,736	39,800,379	3,610,859	13,555,735	6,893,335	39,167	21,718	127,581,800	57,337,294
Japan	2,289,613	288,749	96,342,313	133,261	783,433	117,644	2,288,734	264,721	0	101,704,093	804,375
Money Market	10,846,186	405,444	73,507,734	288,502	5,581,147	10,353	10,846,355	0	0	100,781,422	704,299
UK Smaller Companies	2,624,596	640,004	70,999,353	796,081	650,415	495,385	1,538,968	0	0	75,813,332	1,931,470
Active Managed	8,548,229	1,334,089	56,785,818	4,214,984	66,009	1,547,038	2,493,476	14,400	55,769	67,893,532	7,166,280
European Smaller Companies	330,955	51,250	59,343,764	83,766	1,353	1,353	10,305	0	0	59,686,377	136,369
UK Index Linked Gilts	351,724	92,732	33,251,480	64,412	353,964	338,483	0	0	0	33,957,168	495,627
UK Equity and Bond Income	4,274,438	3,791,250	11,948,448	652,088	5,042,838	5,509,635	49	49	0	21,265,773	9,953,022
North American Smaller Companies	56,684	26,855	8,976,489	40,766	1,829	1,335	2,696,774	0	0	11,731,776	68,956
Europe Including UK	73,638	25,816	2,236,210	22,444	1,512,311	1,060,955	5,467,027	0	0	9,289,186	1,109,215
Technology and Telecommunications	186,786	125,563	7,548,483	80,713	3,535	2,523	0	0	0	7,738,804	208,799
Asia Pacific Including Japan	54,323	28,527	3,200,347	94,837	3,107,794	1,744,579	168,106	0	0	6,530,570	1,867,943
Japanese Smaller Companies	39,444	27,002	3,853,631	9,900	25	25	0	0	0	3,893,100	36,927
Personal Pensions	1,020,547	0	0	0	1,198,033	0	0	0	0	2,218,580	0
UK Zeros	4,081	2,870	1,328,609	3,440	0	0	133,995	0	0	1,466,685	6,310
<b>UK Total</b>	<b>244,209,755</b>	<b>84,921,471</b>	<b>5,590,605,452</b>	<b>154,493,590</b>	<b>448,422,024</b>	<b>242,221,005</b>	<b>134,759,893</b>	<b>1,163,515</b>	<b>91,487</b>	<b>6,417,997,124</b>	<b>482,891,068</b>
% of UK Total	3.8%	17.6%	87.1%	32.0%	7.0%	50.2%	2.1%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	14,146,576	0	0	0	6,992,417	0	0	21,138,993	0
<b>Overseas Total</b>	<b>15,256,856</b>	<b>2,433,976</b>	<b>369,870,612</b>	<b>1,086,993</b>	<b>0</b>	<b>0</b>	<b>20,480,395</b>	<b>0</b>	<b>0</b>	<b>405,607,863</b>	<b>3,520,969</b>
% of Overseas Total	3.8%	69.1%	91.2%	30.9%	0.0%	0.0%	5.0%	0.0%	0.0%	100.0%	100.0%
<b>Grand Total</b>	<b>259,466,611</b>	<b>87,355,447</b>	<b>5,960,476,064</b>	<b>155,580,583</b>	<b>448,422,024</b>	<b>242,221,005</b>	<b>155,240,288</b>	<b>1,163,515</b>	<b>91,487</b>	<b>6,823,604,987</b>	<b>486,412,037</b>
% of Grand Total	3.8%	18.0%	87.4%	32.0%	6.6%	49.8%	2.3%	0.2%	0.0%	100.0%	100.0%

<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 (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 JUN 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	62,078,320	34,180,537	469,702,715	19,097,758	121,717,432	37,398,108	27,048,651	167,816	0	680,547,118	90,844,219
Unclassified Sector	16,984,615	15,645,220	343,969,751	1,527,730	1,670,983	98,026	2,814,655	109,313	0	365,440,004	17,380,289
£ Corporate Bond	22,214,588	14,024,724	258,006,323	12,254,008	42,764,225	20,755,079	1,597,905	40,734	0	324,583,041	47,074,545
Specialist	8,713,252	1,205,830	280,091,341	1,021,487	2,563,664	177,507	30,141	0	0	291,398,398	2,404,824
UK Equity Income	13,969,764	6,778,523	208,346,296	12,658,766	4,738,523	3,126,563	1,791,634	15,593	0	228,846,217	22,579,445
Europe Excluding UK	19,201,958	7,513,490	190,012,200	13,226,291	4,861,068	3,085,757	4,892,371	16,363	0	218,967,597	23,841,901
Asia Pacific Excluding Japan	16,192,398	1,427,377	171,014,278	2,960,809	6,732,924	283,677	965,199	0	0	194,904,799	4,671,863
North America	3,661,208	921,730	141,759,680	2,099,797	14,905,159	885,360	14,046,851	3,500	0	174,372,898	3,910,387
Global Growth	15,447,667	6,465,952	112,585,224	14,403,936	9,354,890	5,943,733	34,197,093	2,184	0	171,584,874	26,815,805
£ Strategic Bond	10,186,465	4,881,189	133,407,803	6,093,494	8,618,383	3,664,209	2,092,786	38,939	0	154,305,437	14,677,831
Money Market	22,370,239	801,616	78,814,865	397,405	4,799,084	30,164	8,193,227	0	0	114,177,415	1,229,185
UK Equity Income and Growth	7,992,907	4,371,798	92,770,797	9,306,755	7,217,111	5,081,438	0	0	0	107,980,815	18,759,991
UK Gilts	1,582,795	414,171	97,268,139	513,979	2,825,281	296,671	4,647,085	0	0	106,323,300	1,224,821
Cautious Managed	12,495,531	4,777,097	78,698,564	8,278,090	14,687,377	11,814,202	140,614	0	0	106,022,086	24,869,389
Global Bonds	1,533,143	778,423	102,211,677	499,848	5,123	5,123	883,153	0	0	104,633,096	1,283,394
Japan	2,253,662	366,822	63,982,483	907,429	4,969,871	179,768	3,345,590	264,721	0	74,551,606	1,718,740
Balanced Managed	14,164,629	9,357,238	41,517,667	7,496,056	6,353,982	6,907,668	3,205,627	51,762	21,349	65,241,905	23,834,073
Property	909,813	119,679	61,564,093	1,285,266	2,290,468	599,111	2,843	0	0	64,767,217	2,004,056
Absolute Return - UK	589,636	21,224	61,846,014	70,273	61,881	35	313,736	0	0	62,811,267	91,532
UK Smaller Companies	2,492,468	1,393,439	49,808,236	1,405,599	1,380,499	209,212	2,627,638	0	0	56,308,841	3,008,250
Active Managed	1,925,737	2,011,203	51,622,702	10,134,216	29,594	567,308	1,468,175	9,521	0	55,046,208	12,722,248
Global Emerging Markets	1,880,156	169,302	43,922,501	581,648	0	1,193	1,027,854	0	0	46,830,511	752,143
£ High Yield	3,224,838	2,423,664	41,114,056	3,725,269	1,228,129	806,864	0	0	0	45,567,023	6,955,797
UK Equity and Bond Income	5,720,746	3,491,146	14,466,040	2,391,060	5,971,320	3,580,917	8,216	0	0	26,166,322	9,463,123
UK Index Linked Gilts	89,608	16,798	18,686,259	180,767	37,065	0	0	0	0	18,812,932	197,565
European Smaller Companies	681,556	263,301	16,950,433	532,805	8,538	8,538	6,415	0	0	17,646,942	804,644
Protected/Guaranteed Funds	4,116,087	1,510,715	8,369,652	411,007	743,139	385,232	0	0	0	13,228,878	2,306,954
North American Smaller Companies	146,326	74,259	7,701,097	369,187	1,572	1,572	1,607,929	0	0	9,456,924	445,018
Technology and Telecommunications	698,766	405,432	7,484,171	553,572	31,882	31,882	0	0	0	8,214,819	990,886
Europe Including UK	258,072	74,999	2,062,389	69,189	3,091,829	2,137,112	176,577	0	0	5,588,867	2,281,300
Asia Pacific Including Japan	167,068	58,612	2,003,964	102,087	737,009	383,485	2,033,362	0	0	4,941,403	544,184
UK Zeros	456,040	10,160	3,886,922	5,996	0	0	117,004	0	0	4,459,966	16,156
Japanese Smaller Companies	100,437	77,448	4,229,514	72,377	0	0	0	0	0	4,329,951	149,825
Personal Pensions	529,832	0	0	0	621,978	0	0	0	0	1,151,810	0
<b>UK Total</b>	<b>275,030,327</b>	<b>126,033,118</b>	<b>3,259,877,846</b>	<b>134,633,956</b>	<b>275,019,983</b>	<b>108,445,514</b>	<b>119,282,331</b>	<b>720,446</b>	<b>21,349</b>	<b>3,929,210,487</b>	<b>369,854,383</b>
% of UK Total	7.0%	34.1%	83.0%	36.4%	7.0%	29.3%	3.0%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	7,585,969	0	0	0	140,091	0	0	7,726,060	0
<b>Overseas Total</b>	<b>12,625,681</b>	<b>1,525,847</b>	<b>341,451,875</b>	<b>1,096,245</b>	<b>3,204,589</b>	<b>0</b>	<b>4,114,733</b>	<b>0</b>	<b>0</b>	<b>361,396,878</b>	<b>2,622,092</b>
% of Overseas Total	3.5%	58.2%	94.5%	41.8%	0.9%	0.0%	1.1%	0.0%	0.0%	100.0%	100.0%
<b>Grand Total</b>	<b>287,656,008</b>	<b>127,558,965</b>	<b>3,601,329,721</b>	<b>135,730,201</b>	<b>278,224,572</b>	<b>108,445,514</b>	<b>123,397,064</b>	<b>720,446</b>	<b>21,349</b>	<b>4,290,607,365</b>	<b>372,476,475</b>
% of Grand Total	6.7%	34.2%	83.9%	36.4%	6.5%	29.1%	2.9%	0.2%	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	-166,126	-5,061,986	509,526,124	-2,407,239	16,231,569	1,645,539	7,709,885	251,791	108	533,301,452	-5,571,787
£ Strategic Bond	8,390,982	2,994,526	170,361,292	80,407	2,868,575	2,736,867	1,493,368	65,516	195	183,114,217	5,877,511
Asia Pacific Excluding Japan	-11,832,362	448,572	189,853,382	-1,099,823	-5,705,347	-1,593	820,695	19,254	0	173,136,368	-633,590
Absolute Return - UK	466,696	198,682	134,619,911	425,302	208,898	15	6,403,328	66,246	0	141,698,833	690,245
Protected/Guaranteed Funds	-3,615,856	-1,237,746	7,998,012	67,868	135,947,188	35,039,386	0	0	0	140,329,344	33,869,508
Cautious Managed	-2,488,202	-612,317	105,046,701	46,606,899	35,648,927	36,483,537	32,105	14,434	1,147	138,239,531	82,493,700
Global Emerging Markets	9,811,155	94,384	118,993,004	-94,908	26,411	23,932	-31,286	0	0	128,799,284	23,408
North America	-10,498	67,571	138,226,437	-1,502,717	-9,218,249	108,729	-11,075,372	-3,500	0	117,922,318	-1,329,917
UK Equity Income and Growth	-3,397,198	-1,120,585	88,903,483	-4,184,859	22,203,588	17,224,993	0	0	0	107,709,873	11,919,549
Specialist	-3,642,481	453,615	92,334,297	209,455	3,816,598	330,983	229,418	0	0	92,737,832	994,053
£ High Yield	255,179	254,493	92,156,555	-1,195,737	-1,043,455	-648,250	55,160	0	0	91,423,439	-1,589,494
Global Growth	-5,737,563	-2,724,702	107,153,177	-9,160,709	16,817,341	15,467,697	-27,007,620	5,016	0	91,225,335	3,587,302
UK All Companies	998,065	-6,246,602	114,819,384	-10,974,791	-56,496,225	-665,415	17,852,643	79,522	12,184	77,173,867	-17,795,102
Property	-478,715	32,643	71,012,993	-434,729	1,279,457	1,137,737	1,076	0	0	71,814,811	735,651
UK Equity Income	-2,532,171	-2,068,146	61,642,259	-8,544,600	4,787,126	3,543,360	2,863,119	63,080	366	66,760,333	-7,005,940
Balanced Managed	-5,490,759	-5,436,943	66,886,069	32,304,323	-2,743,123	6,648,067	3,687,708	-12,595	369	62,339,895	33,503,221
Unclassified Sector	4,256,818	-13,048,251	42,496,044	1,647,406	3,741,200	11,444,218	1,104,572	-94,363	0	51,598,634	-50,990
UK Gilts	-1,063,476	-266,585	42,492,520	-452,650	8,874,398	748,509	-3,625,164	0	0	46,678,278	29,274
European Smaller Companies	-350,601	-212,051	42,393,331	-449,039	-7,185	-7,185	3,890	0	0	42,039,435	-668,275
Europe Excluding UK	-7,363,955	-5,295,486	37,514,526	-10,596,761	-652,019	-1,261,592	9,533,940	-16,260	0	39,032,492	-17,170,099
Global Bonds	9,208	-331,700	31,067,832	-196,008	186,738	69,422	-629,669	0	0	30,634,109	-458,286
Japan	35,951	-78,073	32,359,830	-774,168	-4,186,438	-62,124	-1,056,856	0	0	27,152,487	-914,365
UK Smaller Companies	132,128	-753,435	21,191,117	-609,518	-730,084	286,173	-1,088,670	0	0	19,504,491	-1,076,780
UK Index Linked Gilts	262,116	75,934	14,565,221	-116,355	316,899	338,483	0	0	0	15,144,236	298,062
Active Managed	6,622,492	-677,114	5,163,116	-5,919,232	36,415	979,730	1,025,301	4,879	55,769	12,847,324	-5,555,968
Europe Including UK	-184,434	-49,183	173,821	-46,745	-1,579,518	-1,076,157	5,290,450	0	0	3,700,319	-1,172,085
North American Smaller Companies	-89,642	-47,404	1,275,392	-328,421	257	-237	1,088,845	0	0	2,274,852	-376,062
Asia Pacific Including Japan	-112,745	-30,085	1,196,383	-7,250	2,370,785	1,361,094	-1,865,256	0	0	1,589,167	1,323,759
Personal Pensions	490,715	0	0	0	576,055	0	0	0	0	1,066,770	0
Japanese Smaller Companies	-60993	-50446	-375883	-62477	25	25	0	0	0	-436,851	-112,898
Technology and Telecommunications	-511,980	-279,869	64,312	-472,859	-28,347	-29,359	0	0	0	-476,015	-782,087
UK Zeros	-451,959	-7,290	-2,558,313	-2,556	0	0	16,991	0	0	-2,993,281	-9,846
UK Equity and Bond Income	-1,446,308	300,104	-2,517,592	-1,738,972	-928,482	1,928,718	-8,167	49	0	-4,900,549	489,899
Money Market	-11,524,053	-396,172	-5,307,131	-108,903	782,063	-19,811	2,653,128	0	0	-13,395,993	-524,886
<b>UK Total</b>	<b>-30,820,572</b>	<b>-41,111,647</b>	<b>2,330,727,606</b>	<b>19,859,634</b>	<b>173,402,041</b>	<b>133,775,491</b>	<b>15,477,562</b>	<b>443,069</b>	<b>70,138</b>	<b>2,488,786,637</b>	<b>113,036,685</b>
Absolute Return - Offshore	0	0	6,560,607	0	0	0	6,852,326	0	0	13,412,933	0
<b>Overseas Total</b>	<b>2,631,175</b>	<b>908,129</b>	<b>28,418,737</b>	<b>-9,252</b>	<b>-3,204,589</b>	<b>0</b>	<b>16,365,662</b>	<b>0</b>	<b>0</b>	<b>44,210,985</b>	<b>898,877</b>
<b>Grand Total</b>	<b>-28,189,397</b>	<b>-40,203,518</b>	<b>2,359,146,343</b>	<b>19,850,382</b>	<b>170,197,452</b>	<b>133,775,491</b>	<b>31,843,224</b>	<b>443,069</b>	<b>70,138</b>	<b>2,532,997,622</b>	<b>113,935,562</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.