

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	26,679,765,045	6.5%	459,015,886	4.7%	252,067,023	206,948,863	55,555,354	-36,583,708	92,139,062	4,233,167,789	7,235,302	-17,424,293
Europe Including UK	1,588,965,257	0.4%	18,621,777	0.2%	17,721,015	900,762	-31,266,361	5,817,523	-37,083,884	387,220,466	1,007,297	-1,948,780
European Smaller Companies	1,763,348,322	0.4%	132,700,807	1.4%	103,473,623	29,227,184	100,427,453	75,683,581	24,743,872	163,480,774	128,350	-571,093
Asia Pacific Including Japan	966,105,126	0.2%	18,675,349	0.2%	7,043,923	11,631,426	11,042,421	2,756,645	8,285,776	133,767,695	2,241,561	1,477,464
Asia Pacific Excluding Japan	18,725,391,311	4.5%	526,353,363	5.4%	424,548,443	101,804,920	186,471,597	250,677,789	-64,206,192	623,574,407	5,320,825	1,780,968
Global Emerging Markets	6,946,483,687	1.7%	186,791,083	1.9%	126,206,297	60,584,786	38,454,374	63,782,441	-25,328,067	50,837,130	572,230	299,192
Global Growth	28,763,973,516	7.0%	598,970,568	6.1%	304,557,444	294,413,124	258,519,353	52,176,068	206,343,285	4,523,768,682	29,462,603	-596,468
Japan	6,313,792,413	1.5%	152,813,735	1.6%	111,826,121	40,987,614	-21,463,452	18,520,208	-39,983,660	148,949,379	824,864	-241,885
Japanese Smaller Companies	310,645,715	0.1%	6,882,481	0.1%	4,776,137	2,106,344	-8,712,570	-4,494,275	-4,218,295	10,987,241	27,121	-41,118
North America	14,067,643,863	3.4%	416,812,561	4.2%	273,747,476	143,065,085	79,614,001	24,857,319	54,756,682	471,075,448	2,405,409	-676,422
North American Smaller Companies	734,560,701	0.2%	15,461,907	0.2%	8,674,889	6,787,018	5,076,555	1,609,910	3,466,645	23,137,336	33,275	-188,914
Specialist	11,157,959,623	2.7%	342,782,870	3.5%	299,477,586	43,305,284	34,868,765	96,924,221	-62,055,456	586,863,810	3,533,413	-368,600
Technology and Telecommunications	15,918,64,969	0.1%	9,762,251	0.1%	7,705,835	2,056,416	4,328,288	2,364,949	1,963,609	171,456,559	196,753	-580,791
UK All Companies	82,428,186,100	20.0%	989,290,958	10.1%	647,625,765	341,665,193	-54,424,063	27,883,244	-82,307,307	16,442,264,646	67,539,591	-27,523,147
UK Equity Income	24,159,138,532	5.9%	419,478,583	4.3%	321,230,158	98,248,425	97,599,580	81,066,959	16,532,621	3,794,608,979	11,562,087	-9,074,759
UK Equity Income and Growth	18,295,072,878	4.4%	266,806,114	2.7%	180,704,723	86,101,391	96,473,701	64,814,791	31,658,910	3,497,209,629	27,384,569	9,888,807
UK Smaller Companies	5,050,070,164	1.2%	80,336,218	0.8%	57,482,397	22,853,821	-25,236,106	-17,079,919	-8,156,187	504,888,320	1,067,389	-2,058,893
Total Equities	248,470,967,222	60.2%	4,641,556,511	47.3%	3,148,868,855	1,492,687,656	827,329,160	710,777,746	116,551,414	35,767,258,290	160,542,639	-47,848,732
Global Bonds	6,709,691,534	1.6%	238,999,599	2.4%	172,756,719	66,242,880	62,634,224	64,936,292	-2,302,068	110,927,088	522,776	-674,155
£ Strategic Bond	14,934,714,941	3.6%	455,638,999	4.6%	375,406,426	80,232,573	68,354,840	180,255,655	-111,900,815	2,381,686,839	16,807,366	1,949,876
£ Corporate Bond	39,202,240,128	9.5%	1,306,075,875	13.3%	827,396,120	478,679,755	685,830,574	466,569,100	219,261,474	6,095,134,045	31,796,552	-16,807,962
UK Gilts	16,855,190,577	4.1%	716,668,836	7.3%	123,483,537	593,185,299	-180,056,708	7,458,386	-187,515,094	82,311,043	1,283,148	149,412
UK Index Linked Gilts	3,154,475,912	0.8%	93,665,173	1.0%	41,618,902	52,046,271	12,878,976	25,016,394	-12,137,418	7,248,141	399,564	194,778
£ High Yield	5,705,878,824	1.4%	162,629,557	1.7%	151,001,598	11,627,959	71,704,749	88,089,999	-16,385,250	1,187,548,223	3,278,666	-3,743,109
UK Zeros	215,815,322	0.1%	1,390,435	0.0%	1,390,435	0	-2,959,053	-2,905,112	-95,941	7,165,952	5,782	-63,161
Total Bonds	86,778,007,238	21.0%	2,975,068,474	30.3%	1,693,053,737	1,282,014,737	718,387,602	829,420,714	-111,033,112	9,872,021,331	54,093,839	-18,994,321
Money Market	5,005,776,532	1.2%	529,111,070	5.4%	166,920,771	362,190,299	-40,136,186	16,575,942	-56,712,128	75,642,119	594,091	-737,481
Total Money Market	5,005,776,532	1.2%	529,111,070	5.4%	166,920,771	362,190,299	-40,136,186	16,575,942	-56,712,128	75,642,119	594,091	-737,481
Active Managed	5,220,558,841	1.3%	89,300,909	0.9%	76,980,806	12,320,103	52,133,724	44,989,516	7,144,208	1,310,289,507	6,019,403	-1,940,770
Balanced Managed	12,118,349,560	2.9%	171,246,031	1.7%	102,673,092	68,572,939	50,737,562	14,628,365	36,109,197	3,482,129,947	61,493,438	38,026,029
Cautious Managed	13,057,936,177	3.2%	279,556,308	2.8%	236,201,310	43,354,998	104,296,814	112,480,882	-8,184,068	3,346,439,792	114,156,870	87,647,162
UK Equity and Bond Income	3,184,893,640	0.8%	16,782,111	0.2%	15,657,088	1,125,023	-9,932,612	-9,395,620	-536,992	1,450,189,315	6,444,876	-3,010,773
Total Balanced	33,581,738,218	8.1%	556,885,359	5.7%	431,512,296	125,373,063	197,235,488	162,703,143	34,532,345	9,589,048,561	188,114,587	120,721,648
Property	7,223,297,477	1.8%	153,121,774	1.6%	124,392,737	28,729,037	55,118,038	53,583,377	1,534,661	157,450,348	2,593,639	719,292
Total Property	7,223,297,477	1.8%	153,121,774	1.6%	124,392,737	28,729,037	55,118,038	53,583,377	1,534,661	157,450,348	2,593,639	719,292
Protected/Guaranteed Funds	2,177,308,133	0.5%	155,931,862	1.6%	150,781,788	5,150,074	138,895,900	137,421,816	1,474,084	705,041,000	35,954,942	32,521,252
Personal Pensions	160,110,805	0.0%	2,088,872	0.0%	2,088,872	0	1,305,821	1,305,821	0	0	0	0
Unclassified Sector	23,809,807,808	5.8%	441,880,367	4.5%	369,762,009	72,118,358	198,852,605	223,817,169	-24,964,564	1,629,806,185	24,036,554	9,104,367
Absolute Return - UK	5,413,043,857	1.3%	360,663,274	3.7%	214,100,268	146,563,006	271,281,689	157,010,921	114,270,768	21,540,661	479,924	374,078
Total Other	31,560,270,603	7.6%	960,564,375	9.8%	736,732,937	223,831,438	610,336,015	519,555,727	90,780,288	2,356,387,846	60,471,420	41,999,697
UK Total	412,620,057,290	100.0%	9,816,307,563	100.0%	6,301,481,333	3,514,826,230	2,368,270,117	2,292,616,649	75,653,468	57,817,808,495	466,410,215	95,860,103
Absolute Return - Offshore	693,742,085	3.3%	70,726,264	6.1%	17,321,958	53,404,306	56,383,348	4,729,677	51,653,671	0	0	0
Overseas Total	21,106,524,704	-	1,159,131,346	-	572,438,640	586,692,706	368,105,262	279,987,583	88,117,679	318,875,861	3,196,898	775,337
Grand Total	433,726,581,994	-	10,975,438,909	-	6,873,919,973	4,101,518,936	2,736,375,379	2,572,604,232	163,771,147	58,136,684,356	469,607,113	96,635,440

^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.