

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL JUL 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	25,413,395	6,925,741	758,549,452	6,296,941	37,964,471	18,418,926	5,468,802	154,392	552	827,396,120	31,796,552
UK All Companies	53,407,727	24,103,580	501,631,379	7,905,755	64,044,631	35,456,557	28,542,028	61,246	12,453	647,625,765	67,539,591
Asia Pacific Excluding Japan	3,892,364	2,095,016	412,858,023	2,905,088	1,412,259	320,721	6,385,797	0	0	424,548,443	5,320,825
£ Strategic Bond	15,954,265	4,258,270	341,859,056	5,451,655	15,325,365	7,010,621	2,267,740	86,460	360	375,406,426	16,807,366
Unclassified Sector	17,941,041	3,389,997	319,103,364	5,933,578	31,154,463	14,708,829	1,563,141	4,150	0	369,762,009	24,036,554
UK Equity Income	31,601,615	1,834,042	259,633,489	3,422,398	12,588,199	6,225,788	17,406,855	79,729	130	321,230,158	11,562,087
Global Growth	11,828,404	3,157,512	260,254,915	5,365,776	24,597,633	20,937,815	7,876,492	0	1,500	304,557,444	29,462,603
Specialist	6,833,500	1,077,695	286,366,405	1,769,867	5,530,772	685,851	746,909	0	0	299,477,586	3,533,413
North America	3,258,599	784,509	260,366,293	534,174	7,631,261	1,079,526	2,491,323	7,200	0	273,747,476	2,405,409
Europe Excluding UK	10,343,005	2,478,435	228,349,869	2,762,844	5,323,285	1,994,023	8,050,864	0	0	252,067,023	7,235,302
Cautious Managed	9,795,139	2,937,001	179,776,496	66,008,642	46,558,375	45,192,113	71,300	7,234	11,880	236,201,310	114,156,870
Absolute Return - UK	1,512,702	91,825	201,687,547	352,031	175,410	14,103	10,724,609	21,965	0	214,100,268	479,924
UK Equity Income and Growth	4,123,732	2,696,859	147,851,317	4,029,389	28,729,674	20,658,321	0	0	0	180,704,723	27,384,569
Global Bonds	1,315,792	162,701	170,626,544	280,193	99,289	79,867	715,094	0	0	172,756,719	522,761
Money Market	13,965,823	375,093	144,618,434	204,443	1,756,283	14,555	6,580,231	0	0	166,920,771	594,091
£ High Yield	2,348,415	1,620,032	148,287,094	1,549,302	136,382	109,332	229,707	0	0	151,001,598	3,278,666
Protected/Guaranteed Funds	754,837	414,880	15,577,202	866,368	134,449,749	34,673,694	0	0	0	150,781,788	35,954,942
Global Emerging Markets	3,092,062	232,708	122,533,325	309,768	17,602	29,754	563,308	0	0	126,206,297	572,230
Property	4,941,465	231,222	116,492,082	442,827	2,957,591	1,919,590	1,599	0	0	124,392,737	2,593,639
UK Gilts	763,651	349,158	105,774,331	139,216	15,842,486	794,774	1,103,069	0	0	123,483,537	1,283,148
Japan	727,030	287,622	108,407,585	259,451	809,731	140,991	1,881,775	136,800	0	111,826,121	824,864
European Smaller Companies	117,108	68,850	103,345,973	58,147	1,353	1,353	9,189	0	0	103,473,623	128,350
Balanced Managed	15,666,612	2,979,181	78,685,785	43,653,284	3,302,057	14,789,092	5,018,638	12,527	59,354	102,673,092	61,493,438
Active Managed	9,116,973	956,932	65,924,410	3,128,502	44,569	1,881,435	1,894,854	15,394	37,140	76,980,806	6,019,403
UK Smaller Companies	1,940,313	323,749	54,025,106	269,041	577,106	474,599	939,872	0	0	57,482,397	1,067,389
UK Index Linked Gilts	266,123	94,987	40,608,542	44,446	284,361	260,131	459,876	0	0	41,618,902	399,564
Europe Including UK	59,152	34,424	13,103,616	21,519	1,302,610	951,354	3,255,637	0	0	17,721,015	1,007,297
UK Equity and Bond Income	1,683,534	1,461,968	9,084,597	1,386,366	4,888,908	3,596,493	49	49	0	15,657,088	6,444,876
North American Smaller Companies	17,249	6,432	8,652,136	25,458	1,879	1,385	3,625	0	0	8,674,889	33,275
Technology and Telecommunications	193,256	111,459	7,509,844	83,496	2,735	1,798	0	0	0	7,705,835	196,753
Asia Pacific Including Japan	52,014	24,197	3,329,057	97,168	3,605,910	2,120,196	56,942	0	0	7,043,923	2,241,561
Japanese Smaller Companies	87,788	20,376	4,688,324	6,720	25	25	0	0	0	4,776,137	27,121
Personal Pensions	960,881	0	0	0	1,127,991	0	0	0	0	2,088,872	0
UK Zeros	4,424	1,024	1,386,011	4,758	0	0	0	0	0	1,390,435	5,782
UK Total	253,979,990	65,587,477	5,480,947,603	165,568,611	452,244,415	234,543,612	114,309,325	587,146	123,369	6,301,481,333	466,410,215
% of UK Total	4.0%	14.1%	87.0%	35.5%	7.2%	50.3%	1.8%	0.1%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	2,993,662	0	0	0	14,328,296	0	0	17,321,958	0
Overseas Total	20,176,578	2,049,610	469,085,194	1,147,288	60,246,212	0	22,930,656	0	0	572,438,640	3,196,898
% of Overseas Total	3.5%	64.1%	81.9%	35.9%	10.5%	0.0%	4.0%	0.0%	0.0%	100.0%	100.0%
Grand Total	274,156,568	67,637,087	5,950,032,797	166,715,899	512,490,627	234,543,612	137,239,981	587,146	123,369	6,873,919,973	469,607,113
% of Grand Total	4.0%	14.4%	86.6%	35.5%	7.5%	49.9%	2.0%	0.1%	0.0%	100.0%	100.0%

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RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL JUL 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	79,030,068	38,110,905	461,158,081	18,549,336	66,705,553	38,284,536	12,848,819	109,771	8,190	619,742,521	95,062,738
£ Corporate Bond	26,700,571	14,480,998	283,878,913	14,165,866	47,905,534	19,934,596	2,342,002	23,054	0	360,827,020	48,604,514
Europe Excluding UK	17,508,216	8,454,245	241,168,178	13,056,575	4,729,224	3,127,622	25,245,113	21,153	0	288,650,731	24,659,595
Global Growth	24,949,999	7,058,013	205,853,757	14,889,775	14,623,333	8,099,623	6,954,287	11,660	0	252,381,376	30,059,071
North America	3,334,513	972,762	229,116,916	1,195,706	7,315,978	913,363	9,122,750	0	0	248,890,157	3,081,831
UK Equity Income	30,777,469	6,799,649	200,620,334	10,709,078	6,865,570	3,094,905	1,899,826	22,974	10,240	240,163,199	20,636,846
Specialist	5,452,073	1,262,730	194,084,615	2,392,750	2,939,978	246,533	76,699	0	0	202,553,365	3,902,013
£ Strategic Bond	9,063,040	4,948,577	175,467,217	6,558,567	8,018,366	3,346,005	2,602,148	24	4,317	195,150,771	14,857,490
Asia Pacific Excluding Japan	7,526,074	1,418,702	164,220,192	1,694,327	1,261,933	426,828	862,455	0	0	173,870,654	3,539,857
Money Market	26,060,942	885,856	113,159,543	435,924	3,905,254	9,792	7,219,090	0	0	150,344,829	1,331,572
Unclassified Sector	10,648,797	12,809,442	129,122,764	1,950,737	807,697	92,243	5,365,582	79,765	0	145,944,840	14,932,187
Cautious Managed	17,064,035	4,379,668	89,256,687	9,099,192	14,123,543	13,030,848	3,276,163	0	0	123,720,428	26,509,708
UK Gilts	1,794,581	497,516	112,194,479	222,781	1,307,015	413,439	729,076	0	0	116,025,151	1,133,736
UK Equity Income and Growth	3,529,422	2,463,677	104,087,544	9,246,139	8,272,966	5,785,946	0	0	0	115,889,932	17,495,762
Global Bonds	1,820,376	726,683	100,382,515	469,717	516	516	5,617,020	0	0	107,820,427	1,196,916
Japan	1,281,844	360,773	88,938,224	393,673	1,271,263	234,947	1,814,582	77,356	0	93,305,913	1,066,749
Balanced Managed	29,465,765	8,372,242	46,190,137	6,760,270	6,914,112	8,313,091	5,474,713	18,864	2,942	88,044,727	23,467,409
UK Smaller Companies	6,430,293	1,247,123	67,055,609	1,671,529	273,396	207,630	803,018	0	0	74,562,316	3,126,282
Property	5,348,525	210,652	64,564,909	1,058,961	895,926	604,734	0	0	0	70,809,360	1,874,347
£ High Yield	2,745,280	2,231,792	59,219,087	4,035,053	947,232	754,930	0	0	0	62,911,599	7,021,775
Global Emerging Markets	3,556,046	133,490	58,117,750	139,548	0	0	750,060	0	0	62,423,856	273,038
Absolute Return - UK	310,440	12,589	54,548,710	82,065	111,781	10,092	2,118,416	1,100	0	57,089,347	105,846
Active Managed	7,469,716	2,165,497	20,994,949	5,040,758	24,152	702,703	3,502,473	42,486	8,729	31,991,290	7,960,173
European Smaller Companies	590,752	275,082	27,159,804	418,587	5,774	5,774	33,712	0	0	27,790,042	699,443
UK Equity and Bond Income	6,638,525	3,902,758	12,810,158	2,456,898	5,604,025	3,095,993	0	0	0	25,052,708	9,455,649
UK Index Linked Gilts	121,739	16,846	16,441,982	187,940	38,787	0	0	0	0	16,602,508	204,786
Protected/Guaranteed Funds	4,668,796	1,890,936	7,119,284	436,276	1,571,892	1,106,478	0	0	0	13,359,972	3,433,690
Europe Including UK	321,116	115,079	7,689,099	75,624	3,893,277	2,765,374	0	0	0	11,903,492	2,956,077
Japanese Smaller Companies	65,092	19,173	9,202,169	45,915	3,151	3,151	0	0	0	9,270,412	68,239
North American Smaller Companies	639,820	172,530	5,061,764	49,659	0	0	1,363,395	0	0	7,064,979	222,189
Technology and Telecommunications	621,024	316,981	4,712,212	452,913	7,650	7,650	0	0	0	5,340,886	777,544
UK Zeros	379,845	42,292	3,846,227	26,651	0	0	69,475	0	0	4,295,547	68,943
Asia Pacific Including Japan	172,163	71,444	2,786,579	130,796	1,079,505	561,857	249,031	0	0	4,287,278	764,097
Personal Pensions	360,203	0	0	0	422,848	0	0	0	0	783,051	0
UK Total	336,447,160	126,826,702	3,360,230,388	128,099,586	211,847,231	115,181,199	100,339,905	408,207	34,418	4,008,864,684	370,550,112
% of UK Total	8.4%	34.2%	83.8%	34.6%	5.3%	31.1%	2.5%	0.1%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	10,146,757	0	0	0	2,445,524	0	0	12,592,281	0
Overseas Total	27,851,597	1,325,137	261,250,585	1,096,424	0	0	3,348,875	0	0	292,451,057	2,421,561
% of Overseas Total	9.5%	54.7%	89.3%	45.3%	0.0%	0.0%	1.1%	0.0%	0.0%	100.0%	100.0%
Grand Total	364,298,757	128,151,839	3,621,480,973	129,196,010	211,847,231	115,181,199	103,688,780	408,207	34,418	4,301,315,741	372,971,673
% of Grand Total	8.5%	34.4%	84.2%	34.6%	4.9%	30.9%	2.4%	0.1%	0.0%	100.0%	100.0%

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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	-1,287,176	-7,555,257	474,670,539	-7,868,925	-9,941,063	-1,515,670	3,126,800	131,338	552	466,569,100	-16,807,962
Asia Pacific Excluding Japan	-3,633,710	676,314	248,637,831	1,210,761	150,326	-106,107	5,523,342	0	0	250,677,789	1,780,968
Unclassified Sector	7,292,244	-9,419,445	189,980,600	3,982,841	30,346,766	14,616,586	-3,802,441	-75,615	0	223,817,169	9,104,367
£ Strategic Bond	6,891,225	-690,307	166,391,839	-1,106,912	7,306,999	3,664,616	-334,408	86,436	-3,957	180,255,655	1,949,876
Absolute Return - UK	1,202,262	79,236	147,138,837	269,966	63,629	4,011	8,606,193	20,865	0	157,010,921	374,078
Protected/Guaranteed Funds	-3,913,959	-1,476,056	8,457,918	430,092	132,877,857	33,567,216	0	0	0	137,421,816	32,521,252
Cautious Managed	-7,268,896	-1,442,667	90,519,809	56,909,450	32,434,832	32,161,265	-3,204,863	7,234	11,880	112,480,882	87,647,162
Specialist	1,381,427	-185,035	92,281,790	-622,883	2,590,794	439,318	670,210	0	0	96,924,221	-368,600
£ High Yield	-396,865	-611,760	89,068,007	-2,485,751	-810,850	-645,598	229,707	0	0	88,089,999	-3,743,109
UK Equity Income	824,146	-4,965,607	59,013,155	-7,286,680	5,722,629	3,130,883	15,507,029	56,755	-10,110	81,066,959	-9,074,759
European Smaller Companies	-473,644	-206,232	76,186,169	-360,440	-4,421	-4,421	-24,523	0	0	75,683,581	-571,093
Global Bonds	-504,584	-563,982	70,244,029	-189,524	98,773	79,351	-4,901,926	0	0	64,936,292	-674,155
UK Equity Income and Growth	594,310	233,182	43,763,773	-5,216,750	20,456,708	14,872,375	0	0	0	64,814,791	9,888,807
Global Emerging Markets	-463,984	99,218	64,415,575	170,220	17,602	29,754	-186,752	0	0	63,782,441	299,192
Property	-407,060	20,570	51,927,173	-616,134	2,061,665	1,314,856	1,599	0	0	53,583,377	719,292
Global Growth	-13,121,595	-3,900,501	54,401,158	-9,523,999	9,974,300	12,838,192	922,205	-11,660	1,500	52,176,068	-596,468
Active Managed	1,647,257	-1,208,565	44,929,461	-1,912,256	20,417	1,178,732	-1,607,619	-27,092	28,411	44,989,516	-1,940,770
UK All Companies	-25,622,341	-14,007,325	40,473,298	-10,643,581	-2,660,922	-2,827,979	15,693,209	-48,525	4,263	27,883,244	-27,523,147
UK Index Linked Gilts	144,384	78,141	24,166,560	-143,494	245,574	260,131	459,876	0	0	25,016,394	194,778
North America	-75,914	-188,253	31,249,377	-661,532	315,283	166,163	-6,631,427	7,200	0	24,857,319	-676,422
Japan	-554,814	-73,151	19,469,361	-134,222	-461,532	-93,956	67,193	59,444	0	18,520,208	-241,885
Money Market	-12,095,119	-510,763	31,458,891	-231,481	-2,148,971	4,763	-638,859	0	0	16,575,942	-737,481
Balanced Managed	-13,799,153	-5,393,061	32,495,648	36,893,014	-3,612,055	6,476,001	-456,075	-6,337	56,412	14,628,365	38,026,029
UK Gilts	-1,030,930	-148,358	-6,420,148	-83,565	14,535,471	381,335	373,993	0	0	7,458,386	149,412
Europe Including UK	-261,964	-80,655	5,414,517	-54,105	-2,590,667	-1,814,020	3,255,637	0	0	5,817,523	-1,948,780
Asia Pacific Including Japan	-120,149	-47,247	542,478	-33,628	2,526,405	1,558,339	-192,089	0	0	2,756,645	1,477,464
Technology and Telecommunications	-427,768	-205,522	2,797,632	-369,417	-4,915	-5,852	0	0	0	2,364,949	-580,791
North American Smaller Companies	-622,571	-166,098	3,590,372	-24,201	1,879	1,385	-1,359,770	0	0	1,609,910	-188,914
Personal Pensions	600,678	0	0	0	705,143	0	0	0	0	1,305,821	0
UK Zeros	-375,421	-41,268	-2,460,216	-21,893	0	0	-69,475	0	0	-2,905,112	-63,161
Japanese Smaller Companies	22696	1203	-4513845	-39195	-3126	-3126	0	0	0	-4,494,275	-41,118
UK Equity and Bond Income	-4,954,991	-2,440,790	-3,725,561	-1,070,532	-715,117	500,500	49	49	0	-9,395,620	-3,010,773
UK Smaller Companies	-4,489,980	-923,374	-13,030,503	-1,402,488	303,710	266,969	136,854	0	0	-17,079,919	-2,058,893
Europe Excluding UK	-7,165,211	-5,975,810	-12,818,309	-10,293,731	594,061	-1,133,599	-17,194,249	-21,153	0	-36,583,708	-17,424,293
UK Total	-82,467,170	-61,239,225	2,120,717,215	37,469,025	240,397,184	119,362,413	13,969,420	178,939	88,951	2,292,616,649	95,860,103
Absolute Return - Offshore	0	0	-7,153,095	0	0	0	11,882,772	0	0	4,729,677	0
Overseas Total	-7,675,019	724,473	207,834,609	50,864	60,246,212	0	19,581,781	0	0	279,987,583	775,337
Grand Total	-90,142,189	-60,514,752	2,328,551,824	37,519,889	300,643,396	119,362,413	33,551,201	178,939	88,951	2,572,604,232	96,635,440

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