

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL AUG 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 [^]
UK All Companies	45,784,340	21,087,365	635,766,954	7,769,990	78,253,110	31,511,807	36,489,602	251,384	5,901	796,294,006	60,626,447
£ Corporate Bond Specialist	3,872,364	1,198,029	348,250,068	1,871,590	4,601,622	442,118	0	0	0	356,724,054	3,511,737
£ Strategic Bond	11,213,660	3,918,427	316,658,782	4,785,470	13,832,518	7,486,379	2,092,530	57,667	0	343,797,490	16,247,943
Asia Pacific Excluding Japan	4,139,144	1,980,434	311,641,220	2,258,342	1,333,984	259,033	5,464,200	33,810	0	322,578,548	4,531,619
Absolute Return - UK	1,722,484	246,742	307,699,355	283,454	808,677	50	11,600,774	29,058	0	321,831,290	559,304
Global Growth	9,310,802	3,624,649	271,629,292	4,649,987	25,500,678	18,900,601	9,573,254	0	0	316,014,026	27,175,237
North America	2,836,293	781,528	284,743,205	651,573	3,334,855	932,146	2,964,832	46,669	0	293,879,185	2,411,916
Europe Excluding UK	11,552,131	2,234,477	252,283,398	2,586,309	5,116,380	1,787,933	2,677,818	46,876	0	271,629,727	6,655,595
Global Bonds	1,227,125	173,565	252,067,531	270,301	81,407	65,830	307,568	0	0	253,683,631	509,696
UK Equity Income	8,503,590	2,563,766	213,194,974	5,690,455	10,316,520	6,102,324	11,136,675	41,268	0	243,151,759	14,397,813
Unclassified Sector	2,221,267	1,804,203	212,048,470	42,756,503	3,626,683	20,874,288	4,562,816	56,989	0	222,459,236	65,491,983
Cautious Managed	6,530,513	2,885,435	141,719,580	23,519,635	48,991,100	40,324,149	1,160,254	14,434	27,319	198,401,447	66,770,972
Property	1,728,021	326,186	189,928,237	595,114	3,819,238	2,031,685	9,338	0	0	195,484,834	2,952,985
UK Gilts	453,589	336,683	156,957,720	84,858	12,487,821	932,300	1,694,121	0	0	171,593,251	1,353,841
UK Equity Income and Growth	4,187,431	2,879,931	136,857,008	3,876,576	25,568,002	19,351,157	0	0	0	166,612,441	26,107,664
Protected/Guaranteed Funds	526,366	251,383	14,369,974	463,931	117,932,101	25,547,110	0	0	0	132,828,441	26,262,424
£ High Yield	2,008,525	1,140,475	123,953,960	917,145	121,901	104,136	0	0	0	126,084,386	2,161,756
Global Emerging Markets	1,391,481	209,282	123,651,499	349,201	10,954	28,651	411,273	0	0	125,465,207	587,134
Japan	931,825	308,076	106,911,762	217,683	1,212,473	133,839	760,436	50,260	0	109,816,496	709,858
Money Market	14,322,096	388,998	70,360,467	252,046	3,107,793	8,491	6,341,522	0	0	94,131,878	649,535
Balanced Managed	8,269,594	2,820,375	77,025,585	6,182,748	2,947,630	5,561,430	3,266,640	2,886	22,082	91,509,449	14,589,521
Active Managed	7,047,116	833,870	51,960,847	1,817,989	25,834	1,545,349	3,467,596	8,194	8,340	62,501,393	4,213,742
UK Smaller Companies	1,278,565	517,038	45,464,804	437,867	674,659	456,920	672,717	0	0	48,090,745	1,411,825
UK Index Linked Gilts	361,788	42,513	29,010,776	87,091	463,123	456,392	568,902	0	0	30,404,589	585,996
European Smaller Companies	189,403	84,975	25,916,197	60,966	1,353	1,353	2,045	0	0	26,108,998	147,294
Europe Including UK	148,481	48,974	15,144,905	18,702	1,524,588	1,080,502	0	0	0	16,817,974	1,148,178
UK Equity and Bond Income	1,203,012	761,506	7,808,843	658,522	3,694,698	3,250,401	49	49	0	12,706,602	4,670,478
North American Smaller Companies	40,498	20,458	10,496,799	11,359	1,829	1,335	412,443	0	0	10,951,569	33,152
Technology and Telecommunications	204,614	120,814	8,940,869	66,885	2,614	1,602	0	0	0	9,148,097	189,301
Asia Pacific Including Japan	29,764	18,124	4,430,758	71,780	3,569,565	1,907,861	248,045	0	0	8,278,132	1,997,765
Japanese Smaller Companies	76,838	29,646	2,497,911	6,040	25	25	0	0	0	2,574,774	35,711
Personal Pensions	885,801	0	0	0	1,039,855	0	0	0	0	1,925,656	0
UK Zeros	4,001	2,755	1,003,942	14,966	0	0	141,528	0	0	1,149,471	17,721
UK Total	185,172,613	60,644,999	5,373,913,207	121,197,288	407,841,034	207,828,470	113,454,602	774,729	63,668	6,080,381,456	390,509,154
% of UK Total	3.0%	15.5%	88.4%	31.0%	6.7%	53.2%	1.9%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	18,813	0	6,565,524	0	0	0	20,613,077	0	0	27,197,414	0
Overseas Total	22,199,997	2,868,349	403,912,440	1,749,463	3,575,482	0	34,793,316	0	0	464,481,235	4,617,812
% of Overseas Total	4.8%	62.1%	87.0%	37.9%	0.8%	0.0%	7.5%	0.0%	0.0%	100.0%	100.0%
Grand Total	207,372,610	63,513,348	5,777,825,647	122,946,751	411,416,516	207,828,470	148,247,918	774,729	63,668	6,544,862,691	395,126,966
% of Grand Total	3.2%	16.1%	88.3%	31.1%	6.3%	52.6%	2.3%	0.2%	0.0%	100.0%	100.0%

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RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL AUG 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	69,976,372	38,636,620	544,912,096	17,998,081	69,706,962	39,039,132	20,768,492	204,133	0	705,363,922	95,877,966
£ Corporate Bond	19,984,548	12,900,294	293,337,328	13,461,894	36,607,803	19,244,377	7,554,598	41,102	0	357,484,277	45,647,667
Specialist	12,186,912	1,366,299	278,772,786	2,088,523	2,771,177	200,357	36,371	0	0	293,767,246	3,655,179
UK Equity Income	15,714,852	7,728,767	245,382,774	10,269,120	4,525,535	2,983,126	3,337,977	48,391	0	268,961,138	21,029,404
Asia Pacific Excluding Japan	4,517,728	1,793,738	248,403,004	1,898,214	1,050,342	403,123	2,554,296	0	0	256,525,370	4,095,075
Europe Excluding UK	16,372,941	8,746,391	209,848,056	12,888,261	4,398,179	2,998,402	4,397,261	98,261	0	235,016,437	24,731,315
Global Growth	19,648,223	7,182,748	152,307,662	14,366,862	11,524,211	7,329,479	12,947,982	8,741	0	196,428,078	28,887,830
Global Bonds	1,586,738	504,282	182,056,567	281,036	1,330	1,330	893,567	0	0	184,538,202	786,648
£ Strategic Bond	9,153,991	4,934,460	142,219,880	6,871,327	8,524,963	4,155,464	1,193,756	25	0	161,092,590	15,961,276
North America	3,847,305	1,118,465	143,905,454	1,085,296	5,438,695	891,992	3,434,809	4,475	0	156,626,263	3,100,228
Money Market	20,339,623	523,584	83,332,803	413,250	6,376,106	21	6,715,573	0	0	116,764,105	936,855
Unclassified Sector	11,643,195	11,625,017	81,643,617	2,021,690	5,323,933	434,961	3,238,661	0	0	101,849,406	14,081,668
Cautious Managed	6,792,156	4,815,779	76,648,054	8,433,467	13,526,141	13,487,104	1,170,003	0	0	98,136,354	26,736,350
UK Equity Income and Growth	4,861,941	3,950,568	83,934,355	8,164,455	9,073,376	5,925,228	0	0	0	97,869,672	18,040,251
Absolute Return - UK	320,703	62,767	85,325,650	43,500	295,974	183	704,893	0	0	86,647,220	106,450
£ High Yield	3,437,897	2,220,900	72,369,467	3,595,973	1,056,302	769,320	0	0	0	76,863,666	6,586,193
Property	2,086,206	241,046	63,007,757	1,153,481	1,306,584	567,009	0	0	0	66,400,547	1,961,536
UK Gilts	1,471,923	392,192	57,454,868	312,449	1,352,540	539,112	1,582,157	0	0	61,861,488	1,243,753
Japan	2,657,816	508,486	57,612,878	398,332	695,388	259,848	704,807	12,974	0	61,670,889	1,179,640
Balanced Managed	6,652,903	8,041,591	38,259,799	5,402,257	7,318,949	7,763,328	4,184,531	25,274	12,900	56,416,182	21,245,350
Global Emerging Markets	2,126,074	264,900	44,188,312	128,441	0	6,340	2,166,030	0	0	48,480,416	399,681
Active Managed	1,924,960	2,371,642	34,994,322	5,173,393	45,340	648,820	1,291,476	35,402	0	38,256,098	8,229,257
UK Smaller Companies	2,871,087	1,616,511	33,380,793	1,261,309	311,613	147,694	1,200,479	0	0	37,763,972	3,025,514
UK Index Linked Gilts	140,957	88,608	35,223,105	24,156	89,507	19,965	0	0	0	35,453,569	132,729
European Smaller Companies	816,893	399,447	29,259,641	298,252	79,359	26,210	11,479	0	0	30,167,372	723,909
UK Equity and Bond Income	5,387,781	3,363,643	12,902,435	2,134,305	6,866,350	2,448,472	26,576	0	0	25,183,142	7,946,420
Europe Including UK	348,542	138,704	15,594,323	30,419	4,122,627	2,424,836	71,000	0	0	20,136,492	2,593,959
Protected/Guaranteed Funds	4,122,731	1,533,091	3,932,001	313,156	750,957	452,681	0	0	0	8,805,689	2,298,928
Technology and Telecommunications	674,220	359,736	6,069,705	467,080	680	680	0	0	0	6,744,605	827,496
Japanese Smaller Companies	120,813	7,757	4,809,890	64,896	31,007	3,808	0	0	0	4,961,710	76,461
North American Smaller Companies	351,031	46,296	3,567,691	9,828	50,976	1,715	4,032	0	0	3,973,730	57,839
Asia Pacific Including Japan	145,671	59,717	2,448,311	130,996	679,005	449,268	355,336	0	0	3,628,323	639,981
UK Zeros	263,021	48,523	2,965,579	11,720	0	0	90,354	0	0	3,318,954	60,243
Personal Pensions	342,359	0	0	0	401,900	0	0	0	0	744,259	0
UK Total	252,890,113	127,592,569	3,370,070,963	121,195,419	204,303,811	113,623,385	80,636,496	478,778	12,900	3,907,901,383	362,903,051
% of UK Total	6.5%	35.2%	86.2%	33.4%	5.2%	31.3%	2.1%	0.1%	0.0%	100.0%	100.0%
Absolute Return - Offshore	154,149	0	1,017,277	0	0	0	13,834	0	0	1,185,260	0
Overseas Total	26,124,403	2,363,989	211,309,291	1,477,481	19,890,929	0	56,216,135	0	0	313,540,758	3,841,470
% of Overseas Total	8.3%	61.5%	67.4%	38.5%	6.3%	0.0%	17.9%	0.0%	0.0%	100.0%	100.0%
Grand Total	279,014,516	129,956,558	3,581,380,254	122,672,900	224,194,740	113,623,385	136,852,631	478,778	12,900	4,221,442,141	366,744,521
% of Grand Total	6.6%	35.4%	84.8%	33.4%	5.3%	31.0%	3.2%	0.1%	0.0%	100.0%	100.0%

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	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	ISAs [^]	TOTAL	of which ISAs [^]
£ Corporate Bond	10,985,543	-5,895,977	330,180,187	-5,549,684	-2,770,359	-2,503,104	-126,974	94,083	26	338,268,397	-13,854,656
Absolute Return - UK	1,401,781	183,975	222,373,705	239,954	512,703	-133	10,895,881	29,058	0	235,184,070	452,854
£ Strategic Bond	2,059,669	-1,016,033	174,438,902	-2,085,857	5,307,555	3,330,915	898,774	57,642	0	182,704,900	286,667
North America	-1,011,012	-336,937	140,837,751	-433,723	-2,103,840	40,154	-469,977	42,194	0	137,252,922	-688,312
Property	-358,185	85,140	126,920,480	-558,367	2,512,654	1,464,676	9,338	0	0	129,084,287	991,449
Protected/Guaranteed Funds	-3,596,365	-1,281,708	10,437,973	150,775	117,181,144	25,094,429	0	0	0	124,022,752	23,963,496
Unclassified Sector	-9,421,928	-9,820,814	130,404,853	40,734,813	-1,697,250	20,439,327	1,324,155	56,989	0	120,609,830	51,410,315
Global Growth	-10,337,421	-3,558,099	119,321,630	-9,716,875	13,976,467	11,571,122	-3,374,728	-8,741	0	119,585,948	-1,712,593
UK Gilts	-1,018,334	-55,509	99,502,852	-227,591	11,135,281	393,188	111,964	0	0	109,731,763	110,088
Cautious Managed	-261,643	-1,930,344	65,071,526	15,086,168	35,464,959	26,837,045	-9,749	14,434	27,319	100,265,093	40,034,622
UK All Companies	-24,192,032	-17,549,255	90,854,858	-10,228,091	8,546,148	-7,527,325	15,721,110	47,251	5,901	90,930,084	-35,251,519
Global Emerging Markets	-734,593	-55,618	79,463,187	220,760	10,954	22,311	-1,754,757	0	0	76,984,791	187,453
Global Bonds	-359,613	-330,717	70,010,964	-10,735	80,077	64,500	-585,999	0	0	69,145,429	-276,952
UK Equity Income and Growth	-674,510	-1,070,637	52,922,653	-4,287,879	16,494,626	13,425,929	0	0	0	68,742,769	8,067,413
Asia Pacific Excluding Japan	-378,584	186,696	63,238,216	360,128	283,642	-144,090	2,909,904	33,810	0	66,053,178	436,544
Specialist	-8,314,548	-168,270	69,477,282	-216,933	1,830,445	241,761	-36,371	0	0	62,956,808	-143,442
£ High Yield	-1,429,372	-1,080,425	51,584,493	-2,678,828	-934,401	-665,184	0	0	0	49,220,720	-4,424,437
Japan	-1,725,991	-200,410	49,298,884	-180,649	517,085	-126,009	55,629	37,286	0	48,145,607	-469,782
Europe Excluding UK	-4,820,810	-6,511,914	42,435,342	-10,301,952	718,201	-1,210,469	-1,719,443	-51,385	0	36,613,290	-18,075,720
Balanced Managed	1,616,691	-5,221,216	38,765,786	780,491	-4,371,319	-2,201,898	-917,891	-22,388	9,182	35,093,267	-6,655,829
Active Managed	5,122,156	-1,537,772	16,966,525	-3,355,404	-19,506	896,529	2,176,120	-27,208	8,340	24,245,295	-4,015,515
UK Smaller Companies	-1,592,522	-1,099,473	12,084,011	-823,442	363,046	309,226	-527,762	0	0	10,326,773	-1,613,689
North American Smaller Companies	-310,533	-25,838	6,929,108	1,531	-49,147	-380	408,411	0	0	6,977,839	-24,687
Asia Pacific Including Japan	-115,907	-41,593	1,982,447	-59,216	2,890,560	1,458,593	-107,291	0	0	4,649,809	1,357,784
Technology and Telecommunications	-469,606	-238,922	2,871,164	-400,195	1,934	922	0	0	0	2,403,492	-638,195
Personal Pensions	543,442	0	0	0	637,955	0	0	0	0	1,181,397	0
UK Zeros	-259,020	-45,768	-1,961,637	3,246	0	0	51,174	0	0	-2,169,483	-42,522
Japanese Smaller Companies	-43975	21889	-2311979	-58856	-30982	-3783	0	0	0	-2,386,936	-40,750
Europe Including UK	-200,061	-89,730	-449,418	-11,717	-2,598,039	-1,344,334	-71,000	0	0	-3,318,518	-1,445,781
European Smaller Companies	-627,490	-314,472	-3,343,444	-237,286	-78,006	-24,857	-9,434	0	0	-4,058,374	-576,615
UK Index Linked Gilts	220,831	-46,095	-6,212,329	62,935	373,616	436,427	568,902	0	0	-5,048,980	453,267
UK Equity and Bond Income	-4,184,769	-2,602,137	-5,093,592	-1,475,783	-3,171,652	801,929	-26,527	49	0	-12,476,540	-3,275,942
Money Market	-6,017,527	-134,586	-12,972,336	-161,204	-3,268,313	8,470	-374,051	0	0	-22,632,227	-287,320
UK Equity Income	-7,211,262	-5,165,001	-32,187,800	-4,578,665	5,790,985	3,119,198	7,798,698	-7,123	0	-25,809,379	-6,631,591
UK Total	-67,717,500	-66,947,570	2,003,842,244	1,869	203,537,223	94,205,085	32,818,106	295,951	50,768	2,172,480,073	27,606,103
Absolute Return - Offshore	-135,336	0	5,548,247	0	0	0	20,599,243	0	0	26,012,154	0
Overseas Total	-3,924,406	504,360	192,603,149	271,982	-16,315,447	0	-21,422,819	0	0	150,940,477	776,342
Grand Total	-71,641,906	-66,443,210	2,196,445,393	273,851	187,221,776	94,205,085	11,395,287	295,951	50,768	2,323,420,550	28,382,445

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