

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL SEP 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	59,140,576	36,510,580	716,144,270	10,042,583	87,400,951	41,352,229	19,523,213	119,881	14,793	882,209,010	88,040,066
£ Corporate Bond	47,137,681	8,545,302	734,186,727	9,211,073	38,211,910	19,184,437	8,504,852	222,010	0	828,041,170	37,162,822
Absolute Return - UK Specialist	7,795,087	239,623	471,006,055	243,735	2,030,997	18,330	43,990,208	2,692	0	524,822,347	504,380
Asia Pacific Excluding Japan	11,194,512	1,571,447	430,916,707	1,635,695	6,661,110	732,574	183,380	0	0	448,955,709	3,939,716
UK Equity Income	5,239,139	2,392,376	384,773,340	3,073,639	1,499,429	283,083	2,346,824	9,309	0	393,858,732	5,758,407
Property	22,049,125	19,019,606	307,952,481	4,883,276	14,298,022	8,756,596	7,505,655	89,956	0	351,805,283	32,749,434
Global Growth	3,842,499	483,782	336,186,897	658,198	4,983,642	2,810,049	17,791	0	0	345,030,829	3,952,029
Europe Excluding UK	14,696,480	5,301,862	279,715,192	4,886,096	31,711,573	22,777,030	13,846,472	200,320	0	339,969,717	33,165,308
£ Strategic Bond	22,536,074	8,125,893	290,896,667	2,736,268	7,433,288	1,933,425	9,903,649	43,555	0	330,769,678	12,839,141
Cautious Managed	9,887,728	4,357,920	294,885,328	4,601,202	14,829,210	7,440,173	3,218,600	64,843	50	322,820,866	16,464,188
North America	8,931,523	3,596,741	221,942,143	25,411,873	58,055,893	45,922,572	441,477	18,034	1,247	289,371,036	74,950,467
Unclassified Sector	3,469,179	664,371	277,744,265	490,986	3,877,851	1,143,438	2,629,875	43,401	0	287,721,170	2,342,196
UK Equity Income and Growth	10,054,892	1,699,680	230,509,829	39,467,733	5,424,291	23,131,104	10,035,976	6,599	0	256,024,988	64,305,116
Global Bonds	7,552,942	2,837,337	186,452,607	3,319,824	28,604,884	20,170,054	0	0	0	222,610,433	26,327,215
Global Emerging Markets	2,127,021	274,561	165,923,142	287,399	93,858	75,691	544,760	0	0	168,688,781	637,651
Protected/Guaranteed Funds	2,532,372	276,240	149,785,448	283,404	22,753	22,056	761,571	4,021	0	153,102,144	585,721
£ High Yield	544,746	229,612	22,076,698	887,997	129,380,109	29,215,891	0	0	0	152,001,553	30,333,500
UK Gilts	2,858,182	2,303,594	127,109,515	1,804,674	200,980	120,420	3,141	0	0	130,171,818	4,228,688
Balanced Managed	354,417	136,610	105,334,297	74,353	10,929,136	991,967	662,577	0	0	117,280,427	1,202,930
Money Market	12,924,714	3,266,881	92,274,927	6,768,797	4,322,313	7,216,176	7,245,291	30,981	32,499	116,767,245	17,315,334
Japan	12,310,705	362,575	84,606,848	243,866	4,809,648	6,236	7,687,082	0	0	109,414,283	612,677
UK Smaller Companies	1,338,398	387,119	91,182,205	157,385	751,319	173,119	444,588	41,380	0	93,716,510	759,003
Active Managed	2,737,294	477,153	73,868,818	461,045	726,271	524,546	171,124	0	0	77,503,507	1,462,744
UK Index Linked Gilts	6,252,059	951,932	47,235,961	1,740,953	38,803	1,981,537	4,062,102	61,647	27,733	57,588,925	4,763,802
European Smaller Companies	293,290	54,779	40,446,559	20,341	315,261	293,864	80,302	0	0	41,135,412	368,984
UK Equity and Bond Income	275,969	138,094	39,517,697	110,997	1,353	1,353	2,958	0	0	39,797,977	250,444
Europe Including UK	1,056,259	635,726	8,927,813	459,763	7,165,325	3,456,431	49	49	0	17,149,446	4,551,969
North American Smaller Companies	237,953	38,225	11,749,317	68,629	2,100,418	1,420,185	37,932	0	0	14,125,620	1,527,039
Asia Pacific Including Japan	22,325	17,626	11,729,778	19,125	91,841	91,348	531,582	61,895	0	12,375,526	189,994
Technology and Telecommunications	66,260	38,365	5,320,767	50,446	5,214,027	2,525,469	229,194	0	0	10,830,248	2,614,280
Japanese Smaller Companies	201,889	126,159	5,647,386	71,113	2,514	1,602	0	0	0	5,851,789	198,874
Personal Pensions	76,660	26,006	5,689,286	114,948	25	25	0	0	0	5,765,971	140,979
UK Zeros	957,674	0	0	0	1,124,227	0	0	0	0	2,081,901	0
	80,531	10,106	832,607	51,943	0	0	12,229	12,229	0	925,367	74,278
UK Total	280,776,155	105,097,883	6,252,571,577	124,339,359	472,313,232	243,773,010	144,624,454	1,032,802	76,322	7,150,285,418	474,319,376
% of UK Total	3.9%	22.2%	87.4%	26.2%	6.6%	51.4%	2.0%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	10,000	0	6,539,565	0	0	0	12,339,280	0	0	18,888,845	0
Overseas Total	25,557,687	2,851,042	355,731,502	983,056	50,275,582	0	34,209,763	0	0	465,774,534	3,834,098
% of Overseas Total	5.5%	74.4%	76.4%	25.6%	10.8%	0.0%	7.3%	0.0%	0.0%	100.0%	100.0%
Grand Total	306,333,842	107,948,925	6,608,303,079	125,322,415	522,588,814	243,773,010	178,834,217	1,032,802	76,322	7,616,059,952	478,153,474
% of Grand Total	4.0%	22.6%	86.8%	26.2%	6.9%	51.0%	2.3%	0.2%	0.0%	100.0%	100.0%

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RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL SEP 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	93,065,522	47,676,924	584,205,611	21,222,254	80,814,054	44,643,051	30,166,938	280,615	0	788,252,125	113,822,844
£ Corporate Bond	25,375,990	15,309,206	428,336,357	11,038,262	38,714,800	20,063,203	12,121,578	16,032	0	504,548,725	46,426,703
Asia Pacific Excluding Japan	5,532,222	1,805,731	288,142,943	3,606,044	1,834,980	538,791	4,821,857	0	0	300,332,002	5,950,566
Europe Excluding UK	22,547,109	10,990,505	232,633,554	15,104,390	6,287,663	3,664,689	7,280,816	106,875	0	268,749,142	29,866,459
UK Equity Income	16,761,529	8,351,093	219,485,215	11,847,109	5,571,370	3,430,314	7,264,464	46,891	0	249,082,578	23,675,407
Specialist	9,305,449	1,927,986	227,389,655	2,194,378	2,718,809	201,142	128,976	0	0	239,542,889	4,323,506
£ Strategic Bond	14,082,408	5,296,631	185,737,918	6,109,960	8,721,496	4,125,686	2,390,051	17	0	210,931,873	15,532,294
North America	10,495,392	1,478,520	177,535,774	1,409,447	12,207,330	977,421	2,770,068	0	0	203,008,564	3,865,388
Global Growth	35,783,734	8,378,814	125,300,344	16,345,516	14,586,953	9,437,565	22,730,832	3,735	0	198,401,863	34,165,630
Global Bonds	1,666,189	758,090	127,167,965	306,476	9,299	9,299	10,637,770	0	0	139,481,223	1,073,865
UK Equity Income and Growth	5,526,826	4,023,272	120,377,002	9,911,939	10,064,665	7,072,536	0	0	0	135,968,493	21,007,747
Money Market	26,610,270	838,122	87,908,053	562,504	3,942,750	2,826	6,297,258	0	0	124,758,331	1,403,452
Cautious Managed	7,641,026	5,488,286	98,533,109	6,421,619	15,332,967	15,578,915	500,409	0	0	122,007,511	27,488,820
UK Gilts	1,651,919	687,179	110,748,024	129,493	1,290,304	436,452	711,880	0	0	114,402,127	1,253,124
Unclassified Sector	4,205,355	13,301,362	94,779,304	1,849,024	789,128	549,346	9,016,655	182,824	0	108,790,442	15,882,556
Japan	4,165,223	526,688	91,604,060	483,298	246,957	37,642	2,015,338	51,705	0	98,031,578	1,099,333
Property	4,903,590	327,236	78,343,555	905,471	707,712	532,670	0	0	0	83,954,857	1,765,377
Absolute Return - UK	891,613	19,194	80,447,261	30,894	392,898	35	723,036	1,051	0	82,454,808	51,174
Active Managed	2,150,301	2,588,342	72,594,579	5,471,889	1,548	914,366	2,805,635	27,614	0	77,552,063	9,002,211
UK Smaller Companies	5,818,194	1,474,716	57,517,040	1,336,102	323,041	252,740	3,302,797	0	0	66,961,072	3,063,558
Balanced Managed	8,499,180	9,238,057	44,809,262	6,235,978	8,189,004	9,415,035	3,862,921	40,540	1,176	65,360,367	24,930,786
£ High Yield	3,268,127	2,272,011	52,795,117	3,456,862	1,229,673	1,003,404	0	0	0	57,292,917	6,732,277
Global Emerging Markets	5,813,052	215,253	38,588,688	117,660	0	1,191	1,616,514	0	0	46,018,254	334,104
European Smaller Companies	920,828	251,123	34,082,911	453,800	37,439	37,439	12,620	0	0	35,053,798	742,362
UK Equity and Bond Income	6,127,845	3,562,067	19,979,381	3,049,814	8,675,446	3,642,590	0	0	0	34,782,672	10,254,471
Europe Including UK	442,955	217,313	13,281,414	88,086	4,590,551	3,117,447	1,837,192	0	0	20,152,112	3,422,846
UK Index Linked Gilts	185,232	90,730	11,998,979	24,629	35,918	35,918	0	0	0	12,220,129	151,277
Protected/Guaranteed Funds	5,547,865	2,228,449	5,192,155	311,456	692,344	387,969	0	0	0	11,432,364	2,927,874
Japanese Smaller Companies	3,898,384	29,895	4,545,896	47,916	4,937	4,937	0	0	0	8,449,217	82,748
North American Smaller Companies	151,254	57,616	6,317,270	21,867	4,792	4,792	92,315	27,070	0	6,565,631	111,345
Asia Pacific Including Japan	298,643	99,017	2,870,182	69,449	1,289,607	742,163	1,469,226	0	0	5,927,658	910,629
Technology and Telecommunications	928,998	463,519	4,852,750	588,260	30,707	16,673	0	0	0	5,812,455	1,068,452
UK Zeros	397,772	13,937	3,530,017	45,282	0	0	126,054	0	0	4,053,843	59,219
Personal Pensions	429,075	0	0	0	503,698	0	0	0	0	932,773	0
UK Total	335,089,071	149,986,884	3,731,631,345	130,797,128	229,842,840	130,878,247	134,703,200	784,969	1,176	4,431,266,456	412,448,404
% of UK Total	7.6%	36.4%	84.2%	31.7%	5.2%	31.7%	3.0%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	5,485,669	0	0	0	1,626,873	0	0	7,112,542	0
Overseas Total	21,412,719	2,598,374	178,343,622	1,622,269	1,518,790	0	14,720,159	0	0	215,995,290	4,220,643
% of Overseas Total	9.9%	61.6%	82.6%	38.4%	0.7%	0.0%	6.8%	0.0%	0.0%	100.0%	100.0%
Grand Total	356,501,790	152,585,258	3,909,974,967	132,419,397	231,361,630	130,878,247	149,423,359	784,969	1,176	4,647,261,746	416,669,047
% of Grand Total	7.7%	36.6%	84.1%	31.8%	5.0%	31.4%	3.2%	0.2%	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 [^]		TOTAL	of which ISAs [^]
Absolute Return - UK	6,903,474	220,429	390,558,794	212,841	1,638,099	18,295	43,267,172	1,641	0	442,367,539	453,206
£ Corporate Bond	21,761,691	-6,763,904	305,850,370	-1,827,189	-502,890	-878,766	-3,616,726	205,978	0	323,492,445	-9,263,881
Property	-1,061,091	156,546	257,843,342	-247,273	4,275,930	2,277,379	17,791	0	0	261,075,972	2,186,652
Specialist	1,889,063	-356,539	203,527,052	-558,683	3,942,301	531,432	54,404	0	0	209,412,820	-383,790
Cautious Managed	1,290,497	-1,891,545	123,409,034	18,990,254	42,722,926	30,343,657	-58,932	18,034	1,247	167,363,525	47,461,647
Unclassified Sector	5,849,537	-11,601,682	135,730,525	37,618,709	4,635,163	22,581,758	1,019,321	-176,225	0	147,234,546	48,422,560
Global Growth	-21,087,254	-3,076,952	154,414,848	-11,459,420	17,124,620	13,339,465	-8,884,360	196,585	0	141,567,854	-1,000,322
Protected/Guaranteed Funds	-5,003,119	-1,998,837	16,884,543	576,541	128,687,765	28,827,922	0	0	0	140,569,189	27,405,626
£ Strategic Bond	-4,194,680	-938,711	109,147,410	-1,508,758	6,107,714	3,314,487	828,549	64,826	50	111,888,993	931,894
Global Emerging Markets	-3,280,680	60,987	111,196,760	165,744	22,753	20,865	-854,943	4,021	0	107,083,890	251,617
UK Equity Income	5,287,596	10,668,513	88,467,266	-6,963,833	8,726,652	5,326,282	241,191	43,065	0	102,722,705	9,074,027
UK All Companies	-33,924,946	-11,166,344	131,938,659	-11,179,671	6,586,897	-3,290,822	-10,643,725	-160,734	14,793	93,956,885	-25,782,778
Asia Pacific Excluding Japan	-293,083	586,645	96,630,397	-532,405	-335,551	-255,708	-2,475,033	9,309	0	93,526,730	-192,159
UK Equity Income and Growth	2,026,116	-1,185,935	66,075,605	-6,592,115	18,540,219	13,097,518	0	0	0	86,641,940	5,319,468
North America	-7,026,213	-814,149	100,208,491	-918,461	-8,329,479	166,017	-140,193	43,401	0	84,712,606	-1,523,192
£ High Yield	-409,945	31,583	74,314,398	-1,652,188	-1,028,693	-882,984	3,141	0	0	72,878,901	-2,503,589
Europe Excluding UK	-11,035	-2,864,612	58,263,113	-12,368,122	1,145,625	-1,731,264	2,622,833	-63,320	0	62,020,536	-17,027,318
Balanced Managed	4,425,534	-5,971,176	47,465,665	532,819	-3,866,691	-2,198,859	3,382,370	-9,559	31,323	51,406,878	-7,615,452
Global Bonds	460,832	-483,529	38,755,177	-19,077	84,559	66,392	-10,093,010	0	0	29,207,558	-436,214
UK Index Linked Gilts	108,058	-35,951	28,447,580	-4,288	279,343	257,946	80,302	0	0	28,915,283	217,707
UK Smaller Companies	-3,080,900	-997,563	16,351,778	-875,057	403,230	271,806	-3,131,673	0	0	10,542,435	-1,600,814
North American Smaller Companies	-128,929	-39,990	5,412,508	-2,742	87,049	86,556	439,267	34,825	0	5,809,895	78,649
Asia Pacific Including Japan	-232,383	-60,652	2,450,585	-19,003	3,924,420	1,783,306	-1,240,032	0	0	4,902,590	1,703,651
European Smaller Companies	-644,859	-113,029	5,434,786	-342,803	-36,086	-36,086	-9,662	0	0	4,744,179	-491,918
UK Gilts	-1,297,502	-550,569	-5,413,727	-55,140	9,638,832	555,515	-49,303	0	0	2,878,300	-50,194
Personal Pensions	528,599	0	0	0	620,529	0	0	0	0	1,149,128	0
Technology and Telecommunications	-727,109	-337,360	794,636	-517,147	-28,193	-15,071	0	0	0	39,334	-869,578
Japanese Smaller Companies	-3821724	-3889	1143390	67032	-4912	-4912	0	0	0	-2,683,246	58,231
UK Zeros	-317,241	-3,831	-2,697,410	6,661	0	0	-113,825	12,229	0	-3,128,476	15,059
Japan	-2,826,825	-139,569	-421,855	-325,913	504,362	135,477	-1,570,750	-10,325	0	-4,315,068	-340,330
Europe Including UK	-205,002	-179,088	-1,532,097	-19,457	-2,490,133	-1,697,262	-1,799,260	0	0	-6,026,492	-1,895,807
Money Market	-14,299,565	-475,547	-3,301,205	-318,638	866,898	3,410	1,389,824	0	0	-15,344,048	-790,775
UK Equity and Bond Income	-5,071,586	-2,926,341	-11,051,568	-2,590,051	-1,510,121	-186,159	49	49	0	-17,633,226	-5,702,502
Active Managed	4,101,758	-1,636,410	-25,358,618	-3,730,936	37,255	1,067,171	1,256,467	34,033	27,733	-19,963,138	-4,238,409
UK Total	-54,312,916	-44,889,001	2,520,940,232	-6,457,769	242,470,392	112,894,763	9,921,254	247,833	75,146	2,719,018,962	61,870,972
Absolute Return - Offshore	10,000	0	1,053,896	0	0	0	10,712,407	0	0	11,776,303	0
Overseas Total	4,144,968	252,668	177,387,880	-639,213	48,756,792	0	19,489,604	0	0	249,779,244	-386,545
Grand Total	-50,167,948	-44,636,333	2,698,328,112	-7,096,982	291,227,184	112,894,763	29,410,858	247,833	75,146	2,968,798,206	61,484,427

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