

SECTOR SUMMARY NOVEMBER 2015



INVESTMENT ASSOCIATION SECTOR	Funds Under Management £		Gross Sales £			Net Sales £			ISA [^]	ISA [^]	ISA [^]	
	TOTAL	sector as % of total	TOTAL	sector as % of total	RETAIL	INSTITUTIONAL	TOTAL	RETAIL	INSTITUTIONAL	Funds Under Management £	Gross Sales £	Net Sales £
Asia Pacific Excluding Japan	23,986,468,106	2.5%	310,393,529	1.9%	276,637,352	33,756,177	-198,323,991	-23,958,122	-174,365,869	2,273,772,860	25,838,840	-4,145,909
Asia Pacific Including Japan	1,848,529,631	0.2%	16,383,556	0.1%	8,481,254	7,902,302	-13,443,654	-4,376,201	-9,067,453	411,859,889	941,662	-1,187,855
China/Greater China	1,518,570,153	0.2%	36,078,817	0.2%	35,494,242	584,575	-53,718,699	-49,328,341	-4,390,358	343,639,727	3,189,432	-978,174
Europe Excluding UK	49,462,857,014	5.2%	714,852,209	4.3%	620,509,295	94,342,914	238,334,265	232,307,090	6,027,175	6,975,655,074	46,674,841	-9,216,679
Europe Including UK	2,132,160,889	0.2%	35,471,924	0.2%	24,327,642	11,144,282	10,657,904	4,376,790	6,281,114	532,642,379	1,541,970	326,165
European Smaller Companies	5,381,207,289	0.6%	232,454,873	1.4%	207,631,181	24,823,692	148,552,714	130,346,380	18,206,334	387,295,012	3,463,411	1,605
Global	78,611,377,098	8.2%	1,239,455,587	7.5%	720,439,185	519,016,402	295,264,983	102,274,583	192,990,400	11,347,408,505	64,796,400	-12,123,097
Global Emerging Markets	13,549,016,190	1.4%	244,241,318	1.4%	158,330,974	85,910,344	-39,201,761	-69,326,654	30,124,893	1,089,299,401	16,537,279	297,007
Global Equity Income	14,357,522,686	1.5%	315,048,667	1.9%	274,338,817	40,709,850	67,415,325	75,388,376	-7,973,051	2,280,072,629	23,059,959	4,077,836
Japan	15,077,055,842	1.6%	492,502,283	3.0%	358,576,176	133,926,107	233,606,274	132,512,199	101,094,075	780,898,944	19,395,493	5,272,274
Japanese Smaller Companies	365,985,901	0.0%	5,820,975	0.0%	4,759,210	1,061,765	-148,072	1,479,090	-1,627,162	39,930,613	953,607	191,992
North America	37,883,027,117	4.0%	841,320,435	5.1%	513,755,291	327,565,144	187,915,895	17,701,967	170,213,928	2,620,284,818	34,182,861	2,148,107
North American Smaller Companies	1,571,079,364	0.2%	24,483,552	0.1%	23,043,042	1,440,510	-13,903,805	-13,535,529	-368,276	235,049,866	1,994,049	-682,062
Specialist	39,077,449,403	4.1%	508,824,934	3.1%	356,587,557	152,237,377	-41,237,611	-12,327,651	-28,909,960	2,742,188,934	22,267,608	-5,785,005
Technology and Telecommunications	1,089,488,184	0.1%	24,551,144	0.1%	23,529,061	1,022,083	-5,631,784	-5,566,913	-64,871	272,431,526	2,692,771	-2,170,564
UK All Companies	164,613,422,394	17.3%	2,001,472,056	12.1%	1,465,566,054	535,906,002	-149,454,430	95,185,853	-244,640,283	34,269,571,132	183,682,314	-74,725,470
UK Equity Income	61,010,031,476	6.4%	1,241,875,007	7.5%	1,069,961,467	171,913,540	491,323,043	448,301,408	43,021,635	12,616,794,045	133,795,334	40,719,503
UK Smaller Companies	12,014,509,601	1.3%	249,904,391	1.5%	213,715,826	36,188,565	84,290,266	67,774,843	16,515,423	2,376,538,382	33,741,351	8,553,995
Total Equity	523,549,758,338	54.9%	8,535,135,257	51.7%	6,355,683,626	2,179,451,631	1,242,296,862	1,129,229,168	113,067,694	81,595,333,736	618,748,822	-49,426,331
Global Emerging Markets Bond	2,239,111,249	0.2%	23,753,247	0.1%	22,947,960	805,287	-31,513,067	-20,276,220	-11,236,847	55,733,954	1,227,388	-15,326
£ Corporate Bond	55,803,501,353	5.8%	632,637,401	3.8%	466,754,155	165,883,249	-579,606,182	-11,732,364	-567,873,818	9,682,426,860	57,582,515	-26,856,592
£ High Yield	8,875,817,524	0.9%	206,198,520	1.2%	134,105,097	72,093,423	-4,811,962	2,058,139	-6,870,101	1,950,394,121	11,767,312	-6,145,878
£ Strategic Bond	31,871,063,971	3.3%	793,110,064	4.8%	546,751,647	246,358,417	2,714,925	64,937,548	-62,222,623	6,876,791,888	63,233,718	-6,400,801
Global Bonds	12,349,604,768	1.3%	242,140,148	1.5%	175,993,893	66,146,255	1,587,571	6,116,530	-4,528,959	1,234,863,207	11,003,098	-1,799,716
UK Gilts	17,896,149,202	1.9%	187,104,796	1.1%	120,200,315	66,904,481	-286,952,980	-21,070,579	-265,882,401	459,325,993	9,206,675	932,880
UK Index Linked Gilts	4,708,837,029	0.5%	91,535,270	0.6%	61,283,079	30,252,191	-20,609,766	-5,184,613	-15,425,153	345,221,577	5,058,912	248,097
Total Fixed Income	133,744,085,096	14.0%	2,176,479,449	13.2%	1,528,036,146	648,443,303	-919,191,461	14,848,441	-934,039,902	20,604,757,600	159,079,618	-40,037,336
Money Market	1,320,975,780	0.1%	30,562,648	0.2%	29,033,042	1,529,606	-1,684,190	-2,221,337	537,147	63,938,963	2,479,182	-931,504
Short Term Money Market	5,688,363,068	0.6%	734,346,938	4.5%	70,253,097	664,093,841	80,744,741	-31,772,140	112,516,881	131,431,345	4,839,556	-1,292,332
Total Money Markets	7,009,338,848	0.7%	764,909,586	4.6%	99,286,139	665,623,447	79,606,551	-33,993,477	113,054,028	195,370,308	7,318,738	-2,223,836
Flexible Investment	17,800,127,550	1.9%	172,591,482	1.0%	155,130,021	17,461,461	-52,829,981	-20,819,031	-32,010,950	2,924,267,339	16,655,849	-10,946,246
Mixed Investment 0-35% Shares	5,123,107,872	0.5%	104,105,761	0.6%	94,487,120	9,618,641	28,606,749	28,111,832	494,917	1,171,486,975	13,568,485	3,255,702
Mixed Investment 20-60% Shares	41,493,842,742	4.3%	631,647,791	3.8%	546,446,303	85,201,488	29,195,913	56,708,246	-27,512,333	10,023,256,317	92,487,651	-4,248,124
Mixed Investment 40-85% Shares	52,157,649,612	5.5%	596,416,827	3.6%	401,863,669	194,553,158	127,849,341	82,285,697	45,563,644	8,151,879,908	53,905,225	-464,157
UK Equity and Bond Income	2,444,762,436	0.3%	24,523,154	0.1%	23,948,870	574,284	2,925,998	4,168,484	-1,242,486	1,062,194,588	4,260,740	-3,108,149
Total Mixed Asset	119,019,490,212	12.5%	1,529,285,015	9.3%	1,221,875,983	307,409,032	135,748,020	150,455,228	-14,707,208	23,333,085,127	180,877,950	-15,510,974
Property	28,815,199,236	3.0%	686,288,068	4.2%	549,900,861	136,387,207	175,756,835	141,094,084	34,662,751	3,130,469,309	52,187,860	18,184,806
Total Property	28,815,199,236	3.0%	686,288,068	4.2%	549,900,861	136,387,207	175,756,835	141,094,084	34,662,751	3,130,469,309	52,187,860	18,184,806
Targeted Absolute Return	54,811,594,314	5.7%	1,412,510,334	8.6%	861,965,767	550,544,567	567,280,360	306,051,017	261,229,343	1,495,010,155	30,654,600	6,178,662
Personal Pensions	1,182,234,245	0.1%	11,266,083	0.1%	0	11,266,083	-309,837,722	0	-309,837,722	0	0	0
Protected	1,510,681,939	0.2%	2,641,948	0.0%	2,254,019	387,929	-20,106,977	-14,524,001	-5,582,976	464,669,724	164,496	-6,364,686
Unclassified Sector	84,301,709,697	8.8%	1,382,837,572	8.4%	727,680,664	655,156,908	99,847,881	27,850,880	71,997,001	9,347,240,582	76,971,759	-22,815,616
Total Others	141,806,220,195	14.9%	2,809,255,937	17.0%	1,591,900,450	1,217,355,487	337,183,542	319,377,896	17,805,646	11,306,920,461	107,790,855	-23,001,640
UK Total	953,944,091,925	100.0%	16,501,353,312	100.0%	11,346,683,205	5,154,670,107	1,050,854,349	1,721,011,340	-670,156,991	140,165,936,541	1,126,003,843	-112,015,311
Targeted Absolute Return - Offshore	7,024,315,127	7.9%	296,542,943	8.8%	221,123,112	75,419,831	13,918,738	95,033,018	-81,114,280	0	0	0
Total Overseas	89,320,069,605	100.0%	3,373,981,243	100.0%	2,080,852,472	1,293,128,771	-490,720,198	-645,493,439	154,773,241	221,666,353	780,626	-1,577,484
Grand Total	1,043,264,161,530	-	19,875,334,555	-	13,427,535,677	6,447,798,878	560,134,151	1,075,517,901	-515,383,750	140,387,602,894	1,126,784,469	-113,592,795