

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL NOVEMBER 2015

INVESTMENT ASSOCIATION SECTOR	DIRECT		FUND PLATFORMS		OTHER INTERMEDIARIES		TOTAL GROSS RETAIL	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]
Asia Pacific Excluding Japan	3,325,192	872,001	165,414,452	24,743,811	107,897,708	223,028	276,637,352	25,838,840
Asia Pacific Including Japan	417,750	34,211	7,613,423	893,939	450,081	13,512	8,481,254	941,662
China/Greater China	387,331	60,705	19,954,642	3,101,989	15,152,269	26,738	35,494,242	3,189,432
Europe Excluding UK	16,508,861	2,893,168	285,807,108	42,951,833	318,193,326	829,740	620,509,295	46,674,741
Europe Including UK	1,518,783	1,193,326	288,487	184,842	22,520,372	163,802	24,327,642	1,541,970
European Smaller Companies	815,363	322,628	39,521,114	3,068,024	167,294,704	72,759	207,631,181	3,463,411
Global	49,908,888	9,886,813	342,331,775	53,263,150	328,198,522	1,646,077	720,439,185	64,796,040
Global Emerging Markets	1,714,764	362,272	109,352,618	16,113,694	47,263,592	61,313	158,330,974	16,537,279
Global Equity Income	11,958,870	631,857	169,984,167	21,882,202	92,395,780	545,900	274,338,817	23,059,959
Japan	2,256,179	317,596	134,838,939	19,030,749	221,481,058	47,148	358,576,176	19,395,493
Japanese Smaller Companies	399,540	140,267	4,089,142	802,536	270,528	10,804	4,759,210	953,607
North America	11,660,962	1,695,241	261,605,569	32,337,678	240,488,760	149,942	513,755,291	34,182,861
North American Smaller Companies	101,596	6,300	10,950,275	1,982,409	11,991,171	5,340	23,043,042	1,994,049
Specialist	996,366	471,623	175,766,778	21,222,192	179,824,413	573,793	356,587,557	22,267,608
Technology and Telecommunications	265,097	220,765	14,240,857	2,459,403	9,023,107	12,603	23,529,061	2,692,771
UK All Companies	113,104,790	63,655,940	807,346,197	114,774,748	545,115,067	5,251,626	1,465,566,054	183,682,314
UK Equity Income	35,365,638	7,736,414	694,802,546	122,329,847	339,793,283	3,729,073	1,069,961,467	133,795,334
UK Smaller Companies	4,217,987	1,634,247	156,751,452	31,886,405	52,746,387	220,699	213,715,826	33,741,351
Total Equity	254,923,957	92,135,374	3,400,659,541	513,029,451	2,700,100,128	13,583,897	6,355,683,626	618,748,722
Global Emerging Markets Bond	40,739	30,261	7,492,117	1,194,147	15,415,104	2,980	22,947,960	1,227,388
£ Corporate Bond	22,323,631	11,349,521	285,408,742	43,318,496	159,021,782	2,914,498	466,754,155	57,582,515
£ High Yield	3,715,342	2,833,234	55,757,750	7,912,137	74,632,005	1,021,941	134,105,097	11,767,312
£ Strategic Bond	7,149,909	4,636,657	357,187,085	56,777,670	182,414,653	1,819,391	546,751,647	63,233,718
Global Bonds	541,152	235,895	79,037,606	10,736,327	96,415,135	30,876	175,993,893	11,003,098
UK Gilts	2,780,195	119,614	76,885,184	9,032,978	40,534,936	54,083	120,200,315	9,206,675
UK Index Linked Gilts	484,224	48,411	46,872,486	5,003,313	13,926,369	7,188	61,283,079	5,058,912
Total Fixed Income	37,035,192	19,253,593	908,640,970	133,975,068	582,359,984	5,850,957	1,528,036,146	159,079,618
Money Market	259,962	129,961	20,611,928	2,232,966	8,161,152	116,255	29,033,042	2,479,182
Short Term Money Market	2,437,796	2,346	58,117,426	4,836,920	9,697,875	290	70,253,097	4,839,556
Total Money Markets	2,697,758	132,307	78,729,354	7,069,886	17,859,027	116,545	99,286,139	7,318,738
Flexible Investment	10,422,038	2,375,152	78,454,204	13,015,320	66,253,779	1,265,377	155,130,021	16,655,849
Mixed Investment 0-35% Shares	2,408,453	317,616	62,657,413	12,523,430	29,421,254	727,439	94,487,120	13,568,485
Mixed Investment 20-60% Shares	21,776,833	12,949,771	393,322,023	76,137,694	131,347,447	3,400,186	546,446,303	92,487,651
Mixed Investment 40-85% Shares	22,934,341	11,717,173	243,863,707	39,217,535	135,065,621	2,970,517	401,863,669	53,905,225
UK Equity and Bond Income	2,615,331	2,177,363	14,946,990	1,711,433	6,386,549	371,944	23,948,870	4,260,740
Total Mixed Asset	60,156,996	29,537,075	793,244,337	142,605,412	368,474,650	8,735,463	1,221,875,983	180,877,950
Property	1,828,919	528,433	393,864,609	51,492,519	154,207,333	166,908	549,900,861	52,187,860
Total Property	1,828,919	528,433	393,864,609	51,492,519	154,207,333	166,908	549,900,861	52,187,860
Targeted Absolute Return	9,524,519	239,829	326,963,779	30,033,712	525,477,469	381,059	861,965,767	30,654,600
Personal Pensions	0	0	0	0	0	0	0	0
Protected	4,832	0	1,888,904	163,979	360,283	517	2,254,019	164,496
Unclassified Sector	205,241,087	42,474,027	259,775,992	30,795,542	262,663,585	3,702,190	727,680,664	76,971,759
Total Others	214,770,438	42,713,856	588,628,675	60,993,233	788,501,337	4,083,766	1,591,900,450	107,790,855
UK Total	571,413,260	184,300,638	6,163,767,486	909,165,569	4,611,502,459	32,537,536	11,346,683,205	1,126,003,743
Targeted Absolute Return - Offshore	75	0	25,770,161	0	195,352,876	0	221,123,112	0
Total Overseas	50,783,107	556,126	202,193,405	100	1,827,875,960	224,400	2,080,852,472	780,626
Grand Total	622,196,367	184,856,764	6,365,960,891	909,165,669	6,439,378,419	32,761,936	13,427,535,677	1,126,784,369

RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL NOVEMBER 2015


INVESTMENT ASSOCIATION SECTOR	DIRECT		FUND PLATFORMS		OTHER INTERMEDIARIES		TOTAL RETAIL REPURCHASES	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]
Asia Pacific Excluding Japan	6,655,915	1,534,091	153,738,964	27,970,088	140,200,595	480,570	300,595,474	29,984,749
Asia Pacific Including Japan	397,443	101,439	11,214,415	1,914,215	1,245,597	113,863	12,857,455	2,129,517
China/Greater China	616,859	306,759	49,124,313	3,750,930	35,081,411	109,917	84,822,583	4,167,606
Europe Excluding UK	20,084,881	9,238,261	193,079,148	40,555,608	175,038,176	6,097,651	388,202,205	55,891,520
Europe Including UK	1,410,084	974,078	522,953	133,551	18,017,815	108,176	19,950,852	1,215,805
European Smaller Companies	976,917	543,456	18,360,596	2,498,709	57,947,288	419,641	77,284,801	3,461,806
Global	65,629,031	14,503,785	284,551,321	56,768,582	267,984,250	5,646,770	618,164,602	76,919,137
Global Emerging Markets	1,778,239	683,528	89,794,506	15,417,042	136,084,883	139,702	227,657,628	16,240,272
Global Equity Income	15,632,809	2,165,967	87,761,511	16,092,604	95,556,121	723,552	198,950,441	18,982,123
Japan	2,773,613	578,278	104,106,666	13,334,163	119,183,698	210,778	226,063,977	14,123,219
Japanese Smaller Companies	179,012	117,225	2,723,357	568,558	377,751	75,832	3,280,120	761,615
North America	12,872,322	1,990,740	224,356,265	29,495,286	258,824,737	548,728	496,053,324	32,034,754
North American Smaller Companies	65,877	28,879	12,216,519	2,556,269	24,296,175	90,963	36,578,571	2,676,111
Specialist	21,927,257	1,140,644	156,892,698	24,669,517	190,095,253	2,242,452	368,915,208	28,052,613
Technology and Telecommunications	866,528	492,634	13,949,863	4,191,959	14,279,583	178,742	29,095,974	4,863,335
UK All Companies	155,784,792	88,708,492	711,431,305	143,903,602	503,164,104	25,795,690	1,370,380,201	258,407,784
UK Equity Income	37,042,141	15,129,717	383,351,434	69,849,300	201,266,484	8,096,814	621,660,059	93,075,831
UK Smaller Companies	5,957,000	2,840,063	93,434,308	20,847,792	46,549,675	1,499,501	145,940,983	25,187,356
Total Equity	350,650,720	141,078,036	2,590,610,142	474,517,775	2,285,193,596	52,579,342	5,226,454,458	668,175,153
Global Emerging Markets Bond	876,487	56,466	14,942,556	1,172,920	27,405,137	13,328	43,224,180	1,242,714
£ Corporate Bond	43,339,303	24,194,860	274,490,876	50,937,361	160,656,340	9,306,886	478,486,519	84,439,107
£ High Yield	5,493,111	4,334,387	78,118,113	10,374,278	48,435,734	3,204,525	132,046,958	17,913,190
£ Strategic Bond	11,756,233	7,042,159	312,376,732	56,886,610	157,681,134	5,705,750	481,814,099	69,634,519
Global Bonds	2,372,746	411,924	83,158,410	12,302,142	84,346,207	88,748	169,877,363	12,802,814
UK Gilts	8,637,892	215,874	81,788,603	7,991,785	50,844,399	66,136	141,270,894	8,273,795
UK Index Linked Gilts	431,575	72,987	39,278,462	4,679,014	26,757,655	58,814	66,467,692	4,810,815
Total Fixed Income	72,907,347	36,328,657	884,153,752	144,344,110	556,126,606	18,444,187	1,513,187,705	199,116,954
Money Market	265,315	71,245	28,929,027	3,225,606	2,060,037	113,835	31,254,379	3,410,686
Short Term Money Market	5,237,562	22,913	88,695,831	6,098,975	8,091,844	10,000	102,025,237	6,131,888
Total Money Markets	5,502,877	94,158	117,624,858	9,324,581	10,151,881	123,835	133,279,616	9,542,574
Flexible Investment	13,549,841	5,514,950	86,573,192	17,517,584	75,826,019	4,569,561	175,949,052	27,602,095
Mixed Investment 0-35% Shares	4,016,424	469,971	43,400,194	8,726,935	18,958,670	1,115,877	66,375,288	10,312,783
Mixed Investment 20-60% Shares	35,164,155	25,774,586	321,971,525	61,093,633	132,602,377	9,867,556	489,738,057	96,735,775
Mixed Investment 40-85% Shares	30,759,480	19,689,295	177,930,354	27,459,318	110,888,138	7,220,769	319,577,972	54,369,382
UK Equity and Bond Income	7,347,133	4,703,869	8,401,104	1,580,556	4,032,149	1,084,464	19,780,386	7,368,889
Total Mixed Asset	90,837,033	56,152,671	638,276,369	116,378,026	342,307,353	23,858,227	1,071,420,755	196,388,924
Property	17,194,989	440,858	236,080,710	33,222,399	155,531,078	339,797	408,806,777	34,003,054
Total Property	17,194,989	440,858	236,080,710	33,222,399	155,531,078	339,797	408,806,777	34,003,054
Targeted Absolute Return	5,993,330	241,999	252,634,713	23,988,043	297,286,707	245,896	555,914,750	24,475,938
Personal Pensions	0	0	0	0	0	0	0	0
Protected	14,556,153	6,480,972	1,641,904	48,210	579,963	0	16,778,020	6,529,182
Unclassified Sector	155,080,770	57,855,101	222,168,784	32,659,971	322,580,230	9,272,303	699,829,784	99,787,375
Total Others	175,630,253	64,578,072	476,445,401	56,696,224	620,446,900	9,518,199	1,272,522,554	130,792,495
UK Total	712,723,219	298,672,452	4,943,191,232	834,483,115	3,969,757,414	104,863,587	9,625,671,865	1,238,019,154
Targeted Absolute Return - Offshore	0	0	10,905,157	0	115,184,937	0	126,090,094	0
Total Overseas	58,586,384	1,339,922	149,897,162	311,135	2,517,862,365	707,053	2,726,345,911	2,358,110
Grand Total	771,309,603	300,012,374	5,093,088,394	834,794,250	6,487,619,779	105,570,640	12,352,017,776	1,240,377,264

NET RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL NOVEMBER 2015



INVESTMENT ASSOCIATION SECTOR	DIRECT		FUND PLATFORMS		OTHER INTERMEDIARIES		TOTAL NET RETAIL	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]
Asia Pacific Excluding Japan	-3,330,723	-662,090	11,675,488	-3,226,277	-32,302,887	-257,542	-23,958,122	-4,145,909
Asia Pacific Including Japan	20,307	-67,228	-3,600,992	-1,020,276	-795,516	-100,351	-4,376,201	-1,187,855
China/Greater China	-229,528	-246,054	-29,169,671	-648,941	-19,929,142	-83,179	-49,328,341	-978,174
Europe Excluding UK	-3,576,020	-6,345,093	92,727,960	2,396,225	143,155,150	-5,267,911	232,307,090	-9,216,779
Europe Including UK	108,699	219,248	-234,466	51,291	4,502,557	55,626	4,376,790	326,165
European Smaller Companies	-161,554	-220,828	21,160,518	569,315	109,347,416	-346,882	130,346,380	1,605
Global	-15,720,143	-4,616,972	57,780,454	-3,505,432	60,214,272	-4,000,693	102,274,583	-12,123,097
Global Emerging Markets	-63,475	-321,256	19,558,112	696,652	-88,821,291	-78,389	-69,326,654	297,007
Global Equity Income	-3,673,939	-1,534,110	82,222,656	5,789,598	-3,160,341	-177,652	75,388,376	4,077,836
Japan	-517,434	-260,682	30,732,273	5,696,586	102,297,360	-163,630	132,512,199	5,272,274
Japanese Smaller Companies	220,528	23,042	1,365,785	233,978	-107,223	-65,028	1,479,090	191,992
North America	-1,211,360	-295,499	37,249,304	2,842,392	-18,335,977	-398,786	17,701,967	2,148,107
North American Smaller Companies	35,719	-22,579	-1,266,244	-573,860	-12,305,004	-85,623	-13,535,529	-682,062
Specialist	-20,930,891	-669,021	18,874,080	-3,447,325	-10,270,840	-1,668,659	-12,327,651	-5,785,005
Technology and Telecommunications	-601,431	-271,869	290,994	-1,732,556	-5,256,476	-166,139	-5,566,913	-2,170,564
UK All Companies	-42,680,002	-25,052,552	95,914,892	-29,128,854	41,950,963	-20,544,064	95,185,853	-74,725,470
UK Equity Income	-1,676,503	-7,393,303	311,451,112	52,480,547	138,526,799	-4,367,741	448,301,408	40,719,503
UK Smaller Companies	-1,739,013	-1,205,816	63,317,144	11,038,613	6,196,712	-1,278,802	67,774,843	8,553,995
Total Equity	-95,726,763	-48,942,662	810,049,399	38,511,676	414,906,532	-38,995,445	1,129,229,168	-49,426,431
Global Emerging Markets Bond	-835,748	-26,205	-7,450,439	21,227	-11,990,033	-10,348	-20,276,220	-15,326
£ Corporate Bond	-21,015,672	-12,845,339	10,917,866	-7,618,865	-1,634,558	-6,392,388	-11,732,364	-26,856,592
£ High Yield	-1,777,769	-1,501,153	-22,360,363	-2,462,141	26,196,271	-2,182,584	2,058,139	-6,145,878
£ Strategic Bond	-4,606,324	-2,405,502	44,810,353	-108,940	24,733,519	-3,886,359	64,937,548	-6,400,801
Global Bonds	-1,831,594	-176,029	-4,120,804	-1,565,815	12,068,928	-57,872	6,116,530	-1,799,716
UK Gilts	-5,857,697	-96,260	-4,903,419	1,041,193	-10,309,463	-12,053	-21,070,579	932,880
UK Index Linked Gilts	52,649	-24,576	7,594,024	324,299	-12,831,286	-51,626	-5,184,613	248,097
Total Fixed Income	-35,872,155	-17,075,064	24,487,218	-10,369,042	26,233,378	-12,593,230	14,848,441	-40,037,336
Money Market	-5,353	58,716	-8,317,099	-992,640	6,101,115	2,420	-2,221,337	-931,504
Short Term Money Market	-2,799,766	-20,567	-30,578,405	-1,262,055	1,606,031	-9,710	-31,772,140	-1,292,332
Total Money Markets	-2,805,119	38,149	-38,895,504	-2,254,695	7,707,146	-7,290	-33,993,477	-2,223,836
Flexible Investment	-3,127,803	-3,139,798	-8,118,988	-4,502,264	-9,572,240	-3,304,184	-20,819,031	-10,946,246
Mixed Investment 0-35% Shares	-1,607,971	-152,355	19,257,219	3,796,495	10,462,584	-388,438	28,111,832	3,255,702
Mixed Investment 20-60% Shares	-13,387,322	-12,824,815	71,350,498	15,044,061	-1,254,930	-6,467,370	56,708,246	-4,248,124
Mixed Investment 40-85% Shares	-7,825,139	-7,972,122	65,933,353	11,758,217	24,177,483	-4,250,252	82,285,697	-464,157
UK Equity and Bond Income	-4,731,802	-2,526,506	6,545,886	130,877	2,354,400	-712,520	4,168,484	-3,108,149
Total Mixed Asset	-30,680,037	-26,615,596	154,967,968	26,227,386	26,167,297	-15,122,764	150,455,228	-15,510,974
Property	-15,366,070	87,575	157,783,899	18,270,120	-1,323,745	-172,889	141,094,084	18,184,806
Total Property	-15,366,070	87,575	157,783,899	18,270,120	-1,323,745	-172,889	141,094,084	18,184,806
Targeted Absolute Return	3,531,189	-2,170	74,329,066	6,045,669	228,190,762	135,163	306,051,017	6,178,662
Personal Pensions	0	0	0	0	0	0	0	0
Protected	-14,551,321	-6,480,972	247,000	115,769	-219,680	517	-14,524,001	-6,364,686
Unclassified Sector	50,160,317	-15,381,074	37,607,208	-1,864,429	-59,916,645	-5,570,113	27,850,880	-22,815,616
Total Others	39,140,185	-21,864,216	112,183,274	4,297,009	168,054,437	-5,434,433	319,377,896	-23,001,640
UK Total	-141,309,959	-114,371,814	1,220,576,254	74,682,454	641,745,045	-72,326,051	1,721,011,340	-112,015,411
Targeted Absolute Return - Offshore	75	0	14,865,004	0	80,167,939	0	95,033,018	0
Total Overseas	-7,803,277	-783,796	52,296,244	-311,035	-689,986,406	-482,653	-645,493,439	-1,577,484
Grand Total	-149,113,236	-115,155,610	1,272,872,498	74,371,419	-48,241,361	-72,808,704	1,075,517,901	-113,592,895

GROSS RETAIL SALES, REPURCHASES AND NET RETAIL SALES BY SECTOR NOVEMBER 2015



TOTAL GROSS RETAIL SALES			TOTAL RETAIL REPURCHASES			TOTAL NET RETAIL SALES		
INVESTMENT ASSOCIATION SECTOR	TOTAL	of which ISAs ⁶	INVESTMENT ASSOCIATION SECTOR	TOTAL	of which ISAs ⁶	INVESTMENT ASSOCIATION SECTOR	TOTAL	of which ISAs ⁶
UK All Companies	1,465,566,054	183,682,314	UK All Companies	1,370,380,201	258,407,784	UK Equity Income	448,301,408	40,719,503
UK Equity Income	1,069,961,467	133,795,334	UK Equity Income	621,860,059	93,075,831	Targeted Absolute Return	306,051,017	6,178,662
Targeted Absolute Return	861,965,767	30,654,600	Global	618,164,602	76,919,137	Europe Excluding UK	232,307,090	-9,216,779
Global	720,439,185	64,796,040	Targeted Absolute Return	555,914,750	24,475,938	Property	141,094,084	18,184,806
Europe Excluding UK	620,509,295	46,674,741	North America	496,053,324	32,034,754	Japan	132,512,199	5,272,274
Property	549,900,861	52,187,860	Mixed Investment 20-60% Shares	489,738,057	96,735,775	European Smaller Companies	130,346,380	1,605
£ Strategic Bond	546,751,647	63,233,718	£ Strategic Bond	481,814,099	69,634,519	Global	102,274,583	-12,123,097
Mixed Investment 20-60% Shares	546,446,303	92,487,651	£ Corporate Bond	478,486,519	84,439,107	UK All Companies	95,185,853	-74,725,470
North America	513,755,291	34,182,861	Property	408,806,777	34,003,054	Mixed Investment 40-85% Shares	82,285,697	-464,157
£ Corporate Bond	466,754,155	57,582,515	Europe Excluding UK	388,202,205	55,891,520	Global Equity Income	75,388,376	4,077,836
Mixed Investment 40-85% Shares	401,863,669	53,905,225	Specialist	368,915,208	28,052,613	UK Smaller Companies	67,774,843	8,553,995
Japan	358,576,176	19,395,493	Mixed Investment 40-85% Shares	319,577,972	54,369,382	£ Strategic Bond	64,937,548	-6,400,801
Specialist	356,587,557	22,267,608	Asia Pacific Excluding Japan	300,595,474	29,984,749	Mixed Investment 20-60% Shares	56,708,246	-4,248,124
Asia Pacific Excluding Japan	276,637,352	25,838,840	Global Emerging Markets	227,657,628	16,240,272	Mixed Investment 0-35% Shares	28,111,832	3,255,702
Global Equity Income	274,338,817	23,059,959	Japan	226,063,977	14,123,219	North America	17,701,967	2,148,107
UK Smaller Companies	213,715,826	33,741,351	Global Equity Income	198,950,441	18,982,123	Global Bonds	6,116,530	-1,799,716
European Smaller Companies	207,631,181	3,463,411	Flexible Investment	175,949,052	27,602,095	Europe Including UK	4,376,790	326,165
Global Bonds	175,993,893	11,003,098	Global Bonds	169,877,363	12,802,814	UK Equity and Bond Income	4,168,484	-3,108,149
Global Emerging Markets	158,330,974	16,537,279	UK Smaller Companies	145,840,983	25,187,356	£ High Yield	2,058,139	-6,145,878
Flexible Investment	155,130,021	16,655,849	UK Gilts	141,270,894	8,273,795	Japanese Smaller Companies	1,479,090	191,992
£ High Yield	134,105,097	11,767,312	£ High Yield	132,046,958	17,913,190	Personal Pensions	0	0
UK Gilts	120,200,315	9,206,675	Short Term Money Market	102,025,237	6,131,888	Money Market	-2,221,337	-931,504
Mixed Investment 0-35% Shares	94,487,120	13,568,485	China/Greater China	84,822,583	4,167,606	Asia Pacific Including Japan	-4,376,201	-1,187,855
Short Term Money Market	70,253,097	4,839,556	European Smaller Companies	77,284,801	3,461,806	UK Index Linked Gilts	-5,184,613	248,097
UK Index Linked Gilts	61,283,079	5,058,912	UK Index Linked Gilts	66,467,692	4,810,815	Technology and Telecommunications	-5,566,913	-2,170,564
China/Greater China	35,494,242	3,189,432	Mixed Investment 0-35% Shares	66,375,288	10,312,783	£ Corporate Bond	-11,732,364	-26,856,592
Money Market	29,033,042	2,479,182	Global Emerging Markets Bond	43,224,180	1,242,714	Specialist	-12,327,651	-5,785,005
Europe Including UK	24,327,642	1,541,970	North American Smaller Companies	36,578,571	2,676,111	North American Smaller Companies	-13,535,529	-682,062
UK Equity and Bond Income	23,948,870	4,260,740	Money Market	31,254,379	3,410,686	Protected	-14,524,001	-6,364,686
Technology and Telecommunications	23,529,061	2,692,771	Technology and Telecommunications	29,095,974	4,863,335	Global Emerging Markets Bond	-20,276,220	-15,326
North American Smaller Companies	23,043,042	1,994,049	Europe Including UK	19,950,852	1,215,805	Flexible Investment	-20,819,031	-10,946,246
Global Emerging Markets Bond	22,947,960	1,227,388	UK Equity and Bond Income	19,780,386	7,368,889	UK Gilts	-21,070,579	932,880
Asia Pacific Including Japan	8,481,254	941,662	Protected	16,778,020	6,529,182	Asia Pacific Excluding Japan	-23,958,122	-4,145,909
Japanese Smaller Companies	4,759,210	953,607	Asia Pacific Including Japan	12,857,455	2,129,517	Short Term Money Market	-31,772,140	-1,292,332
Protected	2,254,019	164,496	Japanese Smaller Companies	3,280,120	761,615	China/Greater China	-49,328,341	-978,174
Personal Pensions	0	0	Personal Pensions	0	0	Global Emerging Markets	-69,326,654	297,007
UK Total	10,619,002,541	1,049,031,984	UK Total	8,925,842,081	1,138,231,779	UK Total	1,693,160,460	-89,199,795
Targeted Absolute Return - Offshore	221,123,112	0	Targeted Absolute Return - Offshore	126,090,094	0	Targeted Absolute Return - Offshore	95,033,018	0
Overseas Total	2,080,852,472	780,626	Overseas Total	2,726,345,911	2,358,110	Overseas Total	-645,493,439	-1,577,484
Grand Total	12,699,855,013	1,049,812,610	Grand Total	11,652,187,992	1,140,589,889	Grand Total	1,047,667,021	-90,777,279

Notes:

- (1) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded.
- (2) *ISA figures for direct and other intermediaries are sourced from fund company data whilst those for platforms are sourced from data for five platforms (Cofunds, Fidelity, Hargreaves Lansdown, Skandia and Transact). The figures do not include ISAs provided by other platforms or where the ISA provider is an intermediary other than a platform.
- (3) ISA figures exclude a small number of funds held on fund platforms but not in an sector. These are, however, included in Table 6 and all relevant tables in The Investment Association's monthly press release, unless otherwise footnoted.
- (4) The sector rankings do not include the Unclassified sector (these are funds which have chosen not to be classified) or funds held on fund platforms but not allocated to an sector.
- (5) Until June 2013 the 'Targeted Absolute Return' sector was known as the 'Absolute Return' sector.
- (6) The 'Global Emerging Markets Bond' sector launched in January 2014.