

SUMMARY OF OVERSEAS* DOMICILED FUNDS FUM AND SALES 2006 - 2015

PERIOD	OVERSEAS FUM £mn		GROSS SALES £mn				REPURCHASES £mn				NET SALES £mn			
	Total	ISA [^]	Total	Retail	ISA [^]	Institutional	Total	Retail	ISA [^]	Institutional	Total	Retail	ISA [^]	Institutional
2006	12,426	255												
2007	18,241	401	11,073.3	7,126.6	94.8	3,946.7	9,373.8	6,711.0	68.1	2,662.8	1,699.5	415.6	26.7	1,283.9
2008	16,171	247	9,416.0	4,497.2	55.9	4,918.8	11,126.0	5,130.6	48.5	5,995.5	-1,710.0	-633.4	7.4	-1,076.7
2009	25,160	376	11,729.2	6,233.2	48.3	5,495.9	10,049.6	4,658.4	35.6	5,391.2	1,679.6	1,574.9	12.7	104.7
2010	36,334	446	17,309.5	14,578.7	55.9	2,730.8	15,891.0	12,514.4	48.3	3,376.6	1,418.6	2,064.4	7.6	-645.8
2011	43,617	328	23,825.3	19,357.4	43.2	4,467.9	20,391.8	16,228.5	57.5	4,163.3	3,433.4	3,128.8	-14.3	304.6
2012	53,104	350	26,451.6	21,899.3	33.5	4,552.3	22,985.9	18,159.9	54.0	4,826.0	3,465.7	3,739.4	-20.5	-273.7
2013	66,908	306	32,446.9	26,041.1	33.2	6,405.8	30,302.6	23,375.1	59.5	6,927.5	2,144.3	2,666.0	-26.2	-521.7
2014	74,596	322	35,460.1	23,169.7	26.6	12,290.3	32,417.2	22,102.0	67.0	10,315.2	3,042.9	1,067.8	-40.4	1,975.1
2013 Q4	66,908	306	8,400.3	6,738.0	5.1	1,662.3	8,106.6	6,448.3	12.0	1,658.3	293.7	289.7	-6.9	4.0
2014 Q1	69,240	287	8,511.6	5,775.1	8.7	2,736.5	7,323.1	4,869.6	25.8	2,453.5	1,188.5	905.5	-17.1	283.0
Q2	72,778	288	7,556.1	5,530.2	6.4	2,025.9	6,840.9	5,048.3	17.6	1,792.6	715.2	481.9	-11.2	233.3
Q3	72,498	299	9,426.3	5,921.1	6.6	3,505.2	8,383.1	5,725.0	13.3	2,658.1	1,043.2	196.1	-6.7	847.1
2015 Q4	74,596	322	9,966.0	5,943.3	4.9	4,022.7	9,870.0	6,459.0	10.3	3,411.0	96.1	-515.7	-5.4	611.7
2015 Q1	84,383	342	10,987.4	7,850.8	7.9	3,136.5	9,652.9	7,067.4	13.7	2,585.5	1,334.5	783.4	-5.7	551.0
Q2	85,875	325	10,853.5	7,495.3	8.4	3,358.2	8,949.2	7,083.3	14.1	1,865.8	1,904.3	412.0	-5.8	1,492.4
Q3	84,460	285	9,603.3	6,488.8	5.3	3,114.5	7,853.6	5,577.8	13.2	2,275.8	1,749.7	911.0	-7.8	838.7
2014 Nov	74,491	323	3,462.4	1,696.1	1.7	1,766.2	2,696.9	1,825.7	3.4	871.1	765.5	-129.6	-1.7	895.1
Q4 Dec	74,596	322	3,084.2	1,914.0	1.7	1,170.2	2,544.1	1,846.4	3.7	697.7	540.0	67.6	-2.0	472.5
2015 Jan	83,379	332	3,661.4	2,615.6	3.5	1,045.8	3,158.0	2,469.4	4.2	688.6	503.5	146.2	-0.7	357.2
Feb	85,309	334	3,452.8	2,333.2	1.7	1,119.6	2,932.7	1,936.1	4.2	996.7	520.0	397.1	-2.5	122.9
Q1 Mar	84,383	342	3,873.1	2,902.0	2.7	971.1	3,562.2	2,661.9	5.3	900.3	310.9	240.1	-2.6	70.9
Apr	84,954	343	4,305.7	2,555.5	4.7	1,750.2	3,029.6	2,356.6	5.8	673.0	1,276.1	198.9	-1.1	1,077.2
May	87,616	345	3,294.6	2,707.8	2.0	586.8	2,932.8	2,512.3	4.3	420.5	361.8	195.5	-2.3	166.3
Q2 Jun	85,875	325	3,253.1	2,231.9	1.7	1,021.2	2,986.7	2,214.4	4.0	772.3	266.4	17.5	-2.3	248.9
Jul	86,273	314	3,609.2	2,637.0	1.7	972.2	2,744.9	1,974.1	5.6	770.8	864.4	662.9	-3.9	201.5
Aug	84,665	286	3,080.0	2,060.1	2.7	1,019.8	2,349.7	1,839.4	5.3	510.3	730.3	220.8	-2.7	509.5
Q3 Sep	84,460	285	2,914.1	1,791.6	1.0	1,122.4	2,759.0	1,764.3	2.3	994.7	155.1	27.3	-1.3	127.8
Oct	87,544	289	3,707.1	2,335.7	1.2	1,371.4	2,258.1	1,615.4	2.5	642.7	1,449.0	720.3	-1.3	728.7
Nov	89,320	222	3,374.0	2,080.9	0.8	1,293.1	3,864.7	2,726.3	2.4	1,138.4	-490.7	-645.5	-1.6	154.8