

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL DEC 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	56,234,399	24,619,246	553,693,365	7,422,169	88,072,394	35,132,371	23,701,441	298,372	3,594	721,701,599	67,475,752
£ Corporate Bond	46,951,579	8,240,185	626,998,022	7,251,836	34,912,457	19,222,415	8,504,544	131,202	0	717,366,602	34,845,638
Absolute Return - UK	7,982,625	4,981,397	597,160,119	7,969,417	74,450	22,686	11,922,036	93,210	0	617,139,230	13,066,710
Property	8,803,936	305,837	585,141,227	539,499	7,684,193	4,397,281	5,255	3,000	0	601,634,611	5,245,617
Specialist	11,255,846	6,176,762	424,836,649	8,752,894	7,097,144	1,064,431	43,531	0	0	443,233,170	15,994,087
Global Growth	18,592,288	3,938,956	336,323,743	5,761,211	36,182,293	26,822,459	17,191,725	26,700	0	408,290,049	36,549,326
£ Strategic Bond	15,205,045	6,620,488	294,602,198	6,571,122	20,766,705	9,718,985	2,913,886	372,657	0	333,487,834	23,283,252
UK Equity Income	17,241,306	4,281,168	273,387,503	3,283,848	27,602,867	8,792,014	9,127,471	86,079	0	327,359,147	16,443,109
Unclassified Sector	1,452,448	2,606,140	309,327,026	36,030,586	14,456,347	34,745,271	1,833,808	550	0	327,069,629	73,382,547
Asia Pacific Excluding Japan	6,945,113	3,734,400	307,875,114	3,412,283	2,089,783	601,960	1,556,486	0	0	318,466,496	7,748,643
Cautious Managed	5,817,151	3,821,354	243,051,172	24,603,709	64,835,300	56,276,738	84,295	105,811	1,247	313,787,918	84,808,859
Europe Excluding UK	15,248,830	3,101,659	278,682,125	2,998,466	5,717,921	2,497,629	4,472,872	24,000	0	304,121,748	8,621,754
North America	4,498,373	782,729	279,617,315	462,639	4,499,499	1,136,222	1,384,889	72,912	0	290,000,076	2,454,502
UK Equity Income and Growth	3,846,144	2,772,785	228,266,693	3,845,887	31,235,315	22,746,849	0	0	0	263,348,152	29,365,521
Global Bonds	3,010,216	184,959	233,852,714	221,169	130,214	106,959	2,539,478	0	0	239,532,622	513,087
Global Emerging Markets	2,234,394	440,652	176,918,688	460,730	19,532	20,442	472,052	0	0	179,644,666	921,824
Balanced Managed	16,294,709	3,644,935	135,343,487	6,539,781	4,015,764	7,393,609	4,913,409	71,202	57,739	160,567,369	17,707,266
UK Gilts	10,302,651	162,574	128,590,160	238,540	12,709,242	554,573	240,502	0	0	151,842,555	955,687
Japan	5,884,250	436,706	107,707,122	149,332	6,979,396	147,556	271,343	18,311	0	120,842,111	751,905
Active Managed	6,891,803	2,188,749	111,753,252	3,088,257	43,372	1,622,499	1,680,590	27,423	144,284	120,369,017	7,071,212
Protected	230,940	69,201	20,342,276	507,941	88,613,864	18,748,464	0	0	0	109,187,080	19,325,606
Money Market	16,220,521	509,237	74,141,163	214,007	1,679,356	6,076	10,336,029	0	0	102,377,069	729,320
European Smaller Companies	178,799	80,985	87,153,069	194,899	1,353	1,353	5,498	0	0	87,338,719	277,237
£ High Yield	2,814,643	1,952,486	81,320,972	1,621,861	235,241	138,873	124,770	0	0	84,495,626	3,713,220
UK Index Linked Gilts	476,696	61,671	71,564,559	62,222	585,614	582,548	0	0	0	72,626,869	706,441
UK Smaller Companies	1,096,077	346,991	46,848,306	320,570	679,967	534,165	79,006	6,000	0	48,703,356	1,207,726
Europe Including UK	177,565	43,966	33,965,232	29,162	2,152,288	1,364,325	32,523	0	0	36,327,608	1,437,453
UK Equity and Bond Income	1,136,338	746,013	13,451,984	545,061	6,968,581	3,511,587	49	49	0	21,556,952	4,802,710
Technology and Telecommunications	718,528	139,725	11,952,112	73,487	2,574	1,662	0	0	0	12,673,214	214,874
Asia Pacific Including Japan	114,612	65,172	5,087,908	67,788	6,409,507	3,589,873	44,377	0	0	11,656,404	3,722,833
North American Smaller Companies	5,617	3,142	11,085,577	6,825	1,956	1,463	670	0	0	11,093,820	11,430
Personal Pensions	962,422	0	0	0	1,129,800	0	0	0	0	2,092,222	0
Japanese Smaller Companies	18,770	11,857	2,064,212	8,683	25	25	0	0	0	2,083,007	20,565
UK Total	288,844,634	87,072,127	6,692,105,064	133,255,881	477,584,314	261,503,363	103,482,535	1,337,478	206,864	7,562,016,547	483,375,713
% of UK Total	3.8%	18.0%	88.5%	27.6%	6.3%	54.1%	1.4%	0.3%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	45,686,761	0	0	0	52,086,527	0	0	97,773,288	0
Overseas Total	39,665,143	3,843,619	662,983,327	1,527,011	7,794,755	0	70,348,708	0	0	780,791,933	5,370,630
% of Overseas Total	5.1%	71.6%	84.9%	28.4%	1.0%	0.0%	9.0%	0.0%	0.0%	100.0%	100.0%
Grand Total	328,509,777	90,915,746	7,355,088,391	134,782,892	485,379,069	261,503,363	173,831,243	1,337,478	206,864	8,342,808,480	488,746,343
% of Grand Total	3.9%	18.6%	88.2%	27.6%	5.8%	53.5%	2.1%	0.3%	0.0%	100.0%	100.0%

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RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL DEC 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	136,068,891	47,546,296	538,798,879	22,547,828	85,773,579	41,296,349	20,899,470	446,352	0	781,540,819	111,836,825
£ Corporate Bond	38,720,675	15,228,201	563,213,222	9,932,363	36,522,736	17,585,217	3,090,858	96,137	0	641,547,491	42,841,918
Specialist	22,088,148	10,785,397	409,165,155	15,872,439	4,412,795	181,993	274,805	0	0	435,940,903	26,839,829
Europe Excluding UK	77,558,010	10,646,176	260,380,792	15,244,777	8,836,427	3,835,945	7,706,613	42,964	0	354,481,842	29,769,862
UK Equity Income	16,287,604	7,240,744	262,322,464	9,840,601	12,304,132	3,695,156	5,586,333	28,839	0	296,500,533	20,805,340
Asia Pacific Excluding Japan	35,330,858	1,763,201	246,111,471	1,887,917	12,342,815	563,463	823,811	0	0	294,608,955	4,214,581
Global Growth	58,885,435	8,675,007	154,908,207	17,638,314	16,463,294	8,924,843	37,697,905	33,457	0	267,954,841	35,271,621
Money Market	19,594,605	486,679	195,667,437	489,110	2,793,971	2,781	8,167,688	0	0	226,223,701	978,570
£ Strategic Bond	14,796,272	5,971,236	188,104,746	5,553,350	17,669,154	3,742,055	1,976,141	0	0	222,546,313	15,266,641
North America	22,572,224	1,448,312	160,082,693	1,411,766	10,814,455	1,176,099	3,437,433	0	0	196,906,805	4,036,177
UK Gilts	1,599,999	433,300	176,895,518	165,080	765,520	393,564	952,271	0	0	180,213,308	991,944
Unclassified Sector	3,620,835	13,632,765	148,394,178	2,359,317	7,267,746	616,028	2,563,765	0	0	161,846,524	16,608,110
UK Smaller Companies	63,568,453	1,733,508	65,193,259	2,307,146	357,658	237,464	2,591,817	0	0	131,711,187	4,278,118
Global Bonds	2,296,991	458,840	118,667,289	297,616	1,281,142	24,608	680,801	0	0	122,926,223	781,064
Cautious Managed	6,487,759	4,642,719	91,978,320	8,589,838	15,047,320	13,706,980	523,448	0	0	114,036,847	26,939,537
UK Equity Income and Growth	5,914,906	4,642,951	94,523,477	9,490,269	10,231,715	7,002,419	0	0	0	110,670,098	21,135,639
£ High Yield	3,902,161	2,691,721	101,054,185	4,148,595	2,841,635	836,965	6,867	0	0	107,804,848	7,677,281
Absolute Return - UK	756,829	138,566	103,825,335	47,192	59,115	35	1,458,300	2,053	0	106,099,579	187,846
Active Managed	1,995,443	2,534,818	93,977,273	5,652,315	154,942	1,474,494	3,156,313	72,838	0	99,283,971	9,734,465
Property	5,787,595	310,176	84,029,018	555,735	935,927	454,827	9,055	0	0	90,761,595	1,320,738
Global Emerging Markets	2,710,912	389,809	84,302,529	63,621	1,146,167	1,870	1,088,282	0	0	89,247,890	455,300
Japan	5,010,769	493,839	78,044,610	473,246	921,029	229,822	2,582,144	0	0	86,558,552	1,196,907
Balanced Managed	8,446,541	8,747,179	62,340,901	5,639,839	5,568,814	7,663,450	3,314,507	27,383	8,000	79,670,763	22,085,851
UK Equity and Bond Income	5,410,306	3,367,117	42,781,353	2,512,153	6,813,324	3,727,224	12,485	220	0	55,017,468	9,606,714
European Smaller Companies	1,811,421	469,380	42,139,468	630,390	87,192	85,547	14,519	0	0	44,052,600	1,185,317
UK Index Linked Gilts	79,202	7,658	33,141,608	75,129	115,818	115,818	0	0	0	33,336,628	198,605
Protected	5,382,788	2,294,657	8,698,957	534,245	536,716	292,608	0	0	0	14,618,461	3,121,510
Europe Including UK	410,141	154,996	2,677,740	142,928	3,558,629	2,323,504	1,068,000	0	0	7,714,510	2,621,428
North American Smaller Companies	136,587	76,949	6,337,002	22,478	94,715	1,264	104,917	0	0	6,673,221	100,691
Asia Pacific Including Japan	261,177	133,001	3,363,252	150,615	929,059	417,458	1,208,450	0	0	5,761,938	701,074
Technology and Telecommunications	744,766	452,684	4,618,400	460,109	7,064	2,520	0	0	0	5,370,230	915,313
Japanese Smaller Companies	168,019	76,825	1,966,217	65,739	1,250	0	0	0	0	2,135,486	142,564
Personal Pensions	468,865	0	0	0	550,407	0	0	0	0	1,019,272	0
UK Total	568,875,187	157,674,707	4,427,704,955	144,802,060	267,206,262	120,612,370	110,996,998	750,243	8,000	5,374,783,402	423,847,380
% of UK Total	10.6%	37.2%	82.4%	34.2%	5.0%	28.5%	2.1%	0.2%	0.0%	100.0%	100.0%
Absolute Return - Offshore	0	0	957,690	0	0	0	784,605	0	0	1,742,295	0
Overseas Total	22,397,439	1,766,917	469,293,297	1,744,581	10,479,253	0	7,015,422	0	0	509,185,411	3,511,498
% of Overseas Total	4.4%	50.3%	92.2%	49.7%	2.1%	0.0%	1.4%	0.0%	0.0%	100.0%	100.0%
Grand Total	591,272,626	159,441,624	4,896,998,252	146,546,641	277,685,515	120,612,370	118,012,420	750,243	8,000	5,883,968,813	427,358,878
% of Grand Total	10.0%	37.3%	83.2%	34.3%	4.7%	28.2%	2.0%	0.2%	0.0%	100.0%	100.0%

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IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs [^]	TOTAL NET RETAIL	
	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]	TOTAL	of which ISAs [^]		TOTAL	of which ISAs [^]
Absolute Return - UK	7,225,796	4,842,831	493,334,784	7,922,225	15,335	22,651	10,463,736	91,157	0	511,039,651	12,878,864
Property	3,016,341	-4,339	501,112,209	-16,236	6,748,266	3,942,454	-3,800	3,000	0	510,873,016	3,924,879
Cautious Managed	-670,608	-821,365	151,072,852	16,013,871	49,787,980	42,569,758	-439,153	105,811	1,247	199,751,071	57,869,322
Unclassified Sector	-2,168,387	-11,026,625	160,932,848	33,671,269	7,188,601	34,129,243	-729,957	550	0	165,223,105	56,774,437
UK Equity Income and Growth	-2,068,762	-1,870,166	133,743,216	-5,644,382	21,003,600	15,744,430	0	0	0	152,678,054	8,229,882
Global Growth	-40,293,147	-4,736,051	181,415,536	-11,877,103	19,718,999	17,897,616	-20,506,180	-6,757	0	140,335,208	1,277,705
Global Bonds	713,225	-273,881	115,185,425	-76,447	-1,150,928	82,351	1,858,677	0	0	116,606,399	-267,977
£ Strategic Bond	408,773	649,252	106,497,452	1,017,772	3,097,551	5,976,930	937,745	372,657	0	110,941,521	8,016,611
Protected	-5,151,848	-2,225,456	11,643,319	-26,304	88,077,148	18,455,856	0	0	0	94,568,619	16,204,096
North America	-18,073,851	-665,583	119,534,622	-949,127	-6,314,956	-39,877	-2,052,544	72,912	0	93,093,271	-1,581,675
Global Emerging Markets	-476,518	50,843	92,616,159	397,109	-1,126,635	18,572	-616,230	0	0	90,396,776	466,524
Balanced Managed	7,848,168	-5,102,244	73,002,586	899,942	-1,553,050	-269,841	1,598,902	43,819	49,739	80,896,606	-4,378,585
£ Corporate Bond	8,230,904	-6,988,016	63,784,800	-2,680,527	-1,610,279	1,637,198	5,413,686	35,065	0	75,819,111	-7,996,280
European Smaller Companies	-1,632,622	-388,395	45,013,601	-435,491	-85,839	-84,194	-9,021	0	0	43,286,119	-908,080
UK Index Linked Gilts	397,494	54,013	38,422,951	-12,907	469,796	466,730	0	0	0	39,290,241	507,836
Japan	873,481	-57,133	29,662,512	-323,914	6,058,367	-82,266	-2,310,801	18,311	0	34,283,559	-445,002
UK Equity Income	953,702	-2,959,576	11,065,039	-6,556,753	15,298,735	5,096,858	3,541,138	57,240	0	30,858,614	-4,362,231
Europe Including UK	-232,576	-111,030	31,287,492	-113,766	-1,406,341	-959,179	-1,035,477	0	0	28,613,098	-1,183,975
Asia Pacific Excluding Japan	-28,385,745	1,971,199	61,763,643	1,524,366	-10,253,032	38,497	732,675	0	0	23,857,541	3,534,062
Active Managed	4,896,360	-346,069	17,775,979	-2,564,058	-111,570	148,005	-1,475,723	-45,415	144,284	21,085,046	-2,663,253
Technology and Telecommunications	-26,238	-312,959	7,333,712	-386,622	-4,490	-858	0	0	0	7,302,984	-700,439
Specialist	-10,832,302	-4,608,635	15,671,494	-7,119,545	2,684,349	882,438	-231,274	0	0	7,292,267	-10,845,742
Asia Pacific Including Japan	-146,565	-67,829	1,724,656	-82,827	5,480,448	3,172,415	-1,164,073	0	0	5,894,466	3,021,759
North American Smaller Companies	-130,970	-73,807	4,748,575	-15,653	-92,759	199	-104,247	0	0	4,420,599	-89,261
Personal Pensions	493,557	0	0	0	579,393	0	0	0	0	1,072,950	0
Japanese Smaller Companies	-149,249	-64,968	97,995	-57,056	-1,225	25	0	0	0	-52,479	-121,999
£ High Yield	-1,087,518	-739,235	-19,733,213	-2,526,734	-2,606,394	-698,092	117,903	0	0	-23,309,222	-3,964,061
UK Gilts	8,702,652	-270,726	-48,305,358	73,460	11,943,722	161,009	-711,769	0	0	-28,370,753	-36,257
UK Equity and Bond Income	-4,273,968	-2,621,104	-29,329,369	-1,967,092	155,257	-215,637	-12,436	-171	0	-33,460,516	-4,804,004
Europe Excluding UK	-62,309,180	-7,544,517	18,301,333	-12,246,311	-3,118,506	-1,338,316	-3,233,741	-18,964	0	-50,360,094	-21,148,108
UK All Companies	-79,834,492	-22,927,050	14,894,486	-15,125,659	2,298,815	-6,163,978	2,801,971	-147,980	3,594	-59,839,220	-44,361,073
UK Smaller Companies	-62,472,376	-1,386,517	-18,344,953	-1,986,576	322,309	296,701	-2,512,811	6,000	0	-83,007,831	-3,070,392
Money Market	-3,374,084	22,558	-121,526,274	-275,103	-1,114,615	3,295	2,168,341	0	0	-123,846,632	-249,250
UK Total	-280,030,553	-70,602,580	2,264,400,109	-11,546,179	210,378,052	140,890,993	-7,514,463	587,235	198,864	2,187,233,145	59,528,333
Absolute Return - Offshore	0	0	44,729,071	0	0	0	51,301,922	0	0	96,030,993	0
Overseas Total	17,267,704	2,076,702	193,690,030	-217,570	-2,684,498	0	63,333,286	0	0	271,606,522	1,859,132
Grand Total	-262,762,849	-68,525,878	2,458,090,139	-11,763,749	207,693,554	140,890,993	55,818,823	587,235	198,864	2,458,839,667	61,387,465

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