

SECTOR SUMMARY MAR 2005

IMA SECTOR	Funds Under Management £		Gross Sales £				Net Sales £			Funds Under Management £	Gross Sales £	Net Sales £
	TOTAL	sector as % of total	TOTAL	sector as % of total	RETAIL	INSTITUTIONAL	TOTAL	RETAIL	INSTITUTIONAL	ISA	ISA	ISA
Europe Excluding UK	25,975,737,088	9.2%	464,664,848	7.6%	278,864,851	185,799,997	-29,822,561	-7,367,552	-22,455,009	2,487,084,598	23,588,001	-3,297,958
Europe Including UK	2,292,752,836	0.8%	23,802,931	0.4%	9,895,885	13,907,046	-9,412,867	-16,111,532	6,698,665	245,234,381	2,908,064	527,671
European Smaller Companies	1,784,097,999	0.6%	61,072,730	1.0%	54,039,178	7,033,552	22,270,765	29,184,336	-6,913,571	68,196,497	625,877	-14,749
Asia Pacific Including Japan	1,063,253,777	0.4%	40,115,332	0.7%	27,304,891	12,810,441	25,053,175	22,420,909	2,632,266	67,661,339	1,751,171	1,005,861
Asia Pacific Excluding Japan	8,332,575,837	3.0%	159,285,513	2.6%	117,458,661	41,826,852	-29,692,461	20,809,400	-50,501,861	169,534,644	5,686,538	3,530,154
Global Emerging Markets	3,528,157,800	1.2%	91,638,040	1.5%	68,113,852	23,524,188	-374,065,110	-3,855,487	-370,209,623	26,676,544	1,867,321	1,655,479
Global Growth	17,663,953,635	6.3%	209,756,466	3.4%	119,192,609	90,563,857	9,827,357	7,605,548	2,221,809	1,940,038,335	31,774,966	9,492,723
Japan	6,270,771,150	2.2%	155,484,951	2.5%	58,096,030	97,388,921	-42,541,385	-36,790,005	-5,751,380	120,077,100	2,321,031	-167,201
Japanese Smaller Companies	722,235,157	0.3%	9,818,639	0.2%	4,278,013	5,540,626	4,867,529	2,801,913	2,065,616	24,648,630	138,365	-133,130
North America	12,964,626,811	4.6%	294,250,453	4.8%	101,165,282	193,085,171	-45,379,238	-32,832,003	-12,547,235	537,890,719	6,244,882	-2,255,354
North American Smaller Companies	615,691,850	0.2%	12,045,818	0.2%	6,369,421	5,676,397	2,476,641	219,447	2,257,194	18,375,562	154,131	-41,808
Specialist	7,037,614,093	2.5%	221,226,756	3.6%	153,373,043	67,853,713	-45,167,085	-15,569,092	-29,597,993	220,254,017	5,191,275	2,235,684
Technology & Telecommunications	912,701,166	0.3%	5,137,221	0.1%	5,116,269	20,952	-17,839,822	-17,111,649	-728,173	298,145,203	1,296,158	-3,957,432
UK All Companies	81,792,455,598	29.0%	1,222,632,732	20.0%	737,574,659	485,058,073	-131,859,661	-15,501,470	-116,358,191	11,306,125,106	170,538,185	52,954,799
UK Equity Income	31,036,118,696	11.0%	787,967,406	12.9%	504,343,554	283,623,852	480,860,528	231,418,838	249,441,690	2,048,916,428	47,886,548	30,848,302
UK Smaller Companies	8,235,502,391	2.9%	111,240,152	1.8%	81,016,585	30,223,567	-69,119,321	5,428,435	-74,547,756	302,895,383	5,272,924	2,413,790
Total Equities	210,228,245,884	74.5%	3,870,139,988	63.2%	2,326,202,783	1,543,937,205	-249,543,516	174,750,036	-424,293,552	19,881,754,485	307,245,437	94,796,830
Global Bonds	2,769,241,498	1.0%	94,100,977	1.5%	57,644,324	36,456,653	-4,308,135	13,880,072	-18,188,207	151,989,445	1,540,376	-910,902
UK Corporate Bond	24,730,170,928	8.8%	671,229,544	11.0%	350,868,989	320,360,555	201,293,365	127,920,592	73,372,773	5,657,200,882	82,185,828	36,823,310
UK Gilt	4,103,068,188	1.5%	423,059,628	6.9%	27,306,691	395,752,937	73,148,920	9,099,098	64,049,822	64,115,035	1,492,806	704,113
UK Index Linked Gilt	1,044,487,727	0.4%	33,419,145	0.5%	3,955,007	29,464,138	15,855,119	2,573,595	13,281,524	730,185	41,649	40,269
UK Other Bond	9,856,781,871	3.5%	231,757,130	3.8%	172,909,353	58,847,777	63,670,278	28,558,378	35,111,900	2,904,478,959	34,404,842	14,000,655
UK Zeros	414,746,843	0.1%	6,240,821	0.1%	5,959,702	281,119	-5,046,500	-5,134,912	88,412	18,192,876	47,674	-66,335
Total Bonds	42,918,497,055	15.2%	1,459,807,245	23.8%	618,644,066	841,163,179	344,613,047	176,896,823	167,716,224	8,796,707,382	119,713,175	50,591,111
UK Money Market	2,645,215,128	0.9%	309,324,774	5.0%	45,494,212	263,830,562	187,733,697	-1,379,154	189,112,851	44,095,681	1,617,923	1,054,568
Total Money Market	2,645,215,128	0.9%	309,324,774	5.0%	45,494,212	263,830,562	187,733,697	-1,379,154	189,112,851	44,095,681	1,617,923	1,054,568
Active Managed	5,046,371,242	1.8%	52,442,091	0.9%	34,728,297	17,713,794	-28,909,129	-41,228,110	12,318,981	604,485,598	14,240,064	8,080,644
Balanced Managed	7,862,153,204	2.8%	81,257,074	1.3%	44,036,211	37,220,863	22,142,167	2,678,060	19,464,107	2,156,152,277	23,001,977	-1,520,050
Cautious Managed	3,379,026,483	1.2%	196,172,417	3.2%	168,617,477	27,554,940	158,859,483	137,131,897	21,727,586	782,132,590	39,619,908	32,340,358
UK Equity & Bond Income	5,486,776,393	1.9%	39,681,558	0.6%	34,174,980	5,506,578	-22,959,780	-24,865,917	1,906,137	909,908,263	12,206,992	78,756
Total Balanced	21,774,327,322	7.7%	369,553,140	6.0%	281,556,965	87,996,175	129,132,741	73,715,930	55,416,811	4,452,678,728	89,068,941	38,979,708
Guaranteed/Protected Funds	523,889,866	0.2%	3,415,283	0.1%	2,904,160	511,123	-4,235,369	-3,991,671	-243,698	21,059,225	583,722	250,478
Pensions	873,047,784	0.3%	19,497,977	0.3%	2,457,375	17,040,602	17,956,359	915,757	17,040,602	0	0	0
Unclassified Sector	3,319,331,920	1.2%	96,140,610	1.6%	54,691,128	41,449,482	36,102,825	2,677,369	33,425,456	145,311,599	41,849,248	41,199,504
Total Other	4,716,269,570	1.7%	119,053,870	1.9%	60,052,663	59,001,207	49,823,815	-398,545	50,222,360	166,370,823	42,432,970	41,449,982
Total	282,282,554,959	100.0%	6,127,879,017	100.0%	3,331,950,689	2,795,928,328	461,759,784	423,585,090	38,174,694	33,341,607,099	560,078,446	226,872,198