

## SUMMARY OF BEST AND WORST SELLING SECTORS 1995-2004

PERIOD		BEST AND WORST SELLING SECTORS			
		NET RETAIL SALES		NET INSTITUTIONAL SALES	
		BEST	WORST	BEST	WORST
1995		UK All Companies	Europe	Asia Pacific Excluding Japan	North America
1996		UK All Companies	North America	UK All Companies	North America
1997		UK All Companies	Asia Pacific Excluding Japan	UK All Companies	Asia Pacific Excluding Japan
1998		UK All Companies	Asia Pacific Excluding Japan	Europe Excluding UK	UK Smaller Companies
1999		UK All Companies	North America	Global Bonds	Europe Excluding UK
2000		UK All Companies	UK Equity Income	North America	Balanced Managed
2001		UK All Companies	Japan	North America	UK Smaller Companies
2002		UK Corporate Bond	UK Equity & Bond Income	UK Corporate Bond	Global Growth
2003		UK Corporate Bond	Europe Excluding UK	UK Corporate Bond	Europe Excluding UK
2004		UK Equity Income	Europe Excluding UK	Specialist	Global Growth
2003	Q2	UK Corporate Bond	Europe Excluding UK	UK All Companies	Europe Excluding UK
	Q3	UK Corporate Bond	Europe Excluding UK	UK All Companies	North America
	Q4	UK Corporate Bond	UK Smaller Companies	UK Corporate Bond	UK All Companies
2004	Q1	UK All Companies	UK Smaller Companies	UK All Companies	Global Growth
	Q2	UK Equity Income	Europe Excluding UK	UK Gilt	UK Money Market
	Q3	UK Equity Income	UK All Companies	UK Corporate Bond	UK Smaller Companies
	Q4	UK Equity Income	North America	Specialist	Global Bonds
2005	Q1	UK Equity Income	UK All Companies	UK Equity Income	UK Smaller Companies
2004	Mar	UK Equity Income	North America	Japan	UK All Companies
	Apr	UK All Companies	Europe Excluding UK	UK Equity Income	UK Money Market
	May	Cautious Managed	Asia Pacific Excluding Japan	UK All Companies	UK Smaller Companies
	Q2 Jun	UK Equity Income	Europe Excluding UK	UK Gilt	Europe Excluding UK
	Jul	UK Equity Income	Europe Excluding UK	Europe ex UK	UK Gilt
	Aug	UK Equity Income	UK All Companies	UK All Companies	UK Smaller Companies
	Q3 Sep	UK Equity Income	UK All Companies	UK Corporate Bond	UK All Companies
	Oct	UK Equity Income	UK All Companies	UK All Companies	Asia Pacific Excluding Japan
	Nov	UK Equity Income	Global Growth	Specialist	Global Bonds
	Q4 Dec	UK Equity Income	North America	Specialist	UK Money Market
2005	Jan	UK Equity Income	Active Managed	Europe Including UK	UK Smaller Companies
	Feb	UK Equity Income	UK All Companies	Balanced Managed	UK All Companies
	Q1 Mar	UK Equity Income	Active Managed	UK Equity Income	Global Emerging Markets