

# GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL MAR 2006



IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs	TOTAL GROSS RETAIL	
	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>		TOTAL	<i>of which ISAs</i>
UK All Companies	135,975,872	64,126,145	849,177,667	30,948,592	106,772,306	64,233,368	191,979,997	1,238,082	75,459	1,283,905,842	160,621,647
UK Equity Income Specialist	39,650,366	11,581,386	710,069,901	27,046,219	37,791,483	17,110,874	13,198,670	94,867	2,217	800,710,420	55,835,562
UK Corporate Bond	21,127,629	6,121,081	526,202,344	8,090,920	19,920,891	73,559	559,654	0	51	567,810,518	14,285,611
Europe Excluding UK	32,041,205	16,996,286	292,656,153	14,624,256	150,532,738	49,304,815	3,958,349	723,226	432,405	479,188,445	82,080,988
Unclassified Sector	21,998,255	11,040,601	421,025,609	12,464,649	5,510,140	3,292,091	5,452,630	62,936	4,857	453,986,634	26,865,135
North America	10,666,521	2,864,982	272,519,322	454,834	17,589,367	74,016,994	4,720,918	66,291	0	305,496,128	77,403,100
Global Growth	11,098,658	1,471,984	233,240,249	1,497,836	2,703,216	1,598,518	29,130,467	14,100	1,134	276,172,590	4,583,572
UK Other Bond	25,445,053	9,140,571	137,472,679	13,714,253	45,518,604	29,986,887	39,082,617	34,872	2,470	247,518,953	52,879,053
Cautious Managed	26,313,503	14,979,059	194,507,675	12,078,924	8,470,028	1,610,076	2,018,480	66,861	50	231,309,686	28,734,970
Asia Pacific Excluding Japan	10,245,218	6,197,193	145,397,653	24,976,928	59,451,424	36,033,715	0	0	7,096	215,094,295	67,214,932
Japan	18,467,913	3,281,708	166,709,763	2,321,202	802,820	424,363	2,457,399	52,614	15,545	188,437,895	6,095,431
UK Money Market	15,442,825	2,891,317	158,963,434	1,534,919	579,345	259,416	3,153,624	87,769	524	178,139,228	4,773,945
Global Emerging Markets	25,738,967	1,036,049	90,816,354	380,099	396,991	16,344	49,594,674	0	277	166,546,986	1,432,769
UK Gilt	48,485,818	3,669,160	111,780,249	2,319,992	112,690	54,612	2,660,750	24,207	3,595	163,039,507	6,071,566
Global Bonds	744,892	243,232	81,446,049	228,759	8,508,960	406,894	1,083,563	0	0	91,783,464	878,885
Balanced Managed	4,106,637	538,054	70,271,209	688,758	541,744	240,596	14,026,580	0	0	88,946,170	1,467,408
European Smaller Companies	19,735,630	9,451,679	44,842,766	9,316,735	14,416,919	7,383,033	9,096,972	262,902	4,798	88,092,287	26,419,147
UK Smaller Companies	989,626	505,816	86,287,614	321,911	11,065	3,219	77,143	0	0	87,365,448	830,947
Active Managed	2,549,459	1,569,812	69,918,337	1,475,375	366,590	186,555	5,424,678	7,620	96	78,259,064	3,239,458
UK Equity & Bond Income	12,102,213	6,621,050	27,438,695	11,966,782	115,128	284,860	9,996,415	91,000	0	49,652,451	18,963,691
Europe Including UK	7,494,858	4,152,182	29,370,616	3,365,310	8,465,160	4,547,998	967,508	233,426	0	46,298,142	12,298,917
Japanese Smaller Companies	396,039	230,055	35,701,928	190,826	6,764,121	3,609,275	50	50	0	42,862,138	4,030,206
Asia Pacific Including Japan	405,557	170,735	32,922,136	85,558	21,487	3,641	0	0	0	33,349,180	259,934
North American Smaller Companies	870,818	481,478	6,927,773	512,043	6,532,993	3,383,004	1,705,064	0	0	16,036,648	4,376,525
UK Zeros	714,101	164,083	11,092,702	72,514	9,340	6,519	1,759,655	48,925	0	13,575,798	292,041
UK Index Linked Gilt	207,792	17,490	10,044,853	62,665	0	0	0	0	0	10,252,645	80,155
Guaranteed/Protected Funds	451,432	27,152	9,514,566	27,328	66,287	0	0	0	0	10,032,285	54,480
Technology & Telecommunications	291,072	14,756	8,762,813	11,766	555,633	399,733	0	0	0	9,609,518	426,255
Pensions	1,189,132	599,309	6,642,650	323,708	25,734	4,200	100	100	24	7,857,616	927,341
	904,485	0	394,332	0	2,489,830	0	0	0	0	3,788,647	0
<b>Total</b>	<b>495,851,546</b>	<b>180,184,404</b>	<b>4,842,118,091</b>	<b>181,103,660</b>	<b>505,043,034</b>	<b>298,475,159</b>	<b>392,105,957</b>	<b>3,109,847</b>	<b>550,598</b>	<b>6,235,118,628</b>	<b>663,423,668</b>
% of Total	8.0%	27.2%	77.7%	27.3%	8.1%	45.0%	6.3%	0.5%	0.1%	100.0%	100.0%

# RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL MAR 2006



IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs	TOTAL RETAIL REPURCHASES	
	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>		TOTAL	<i>of which ISAs</i>
UK All Companies	264,483,126	86,442,879	667,934,363	23,151,307	148,936,824	55,678,515	54,457,733	107,035	327,404	1,135,812,046	165,707,139
UK Equity Income	78,295,058	15,220,085	412,247,608	7,940,671	18,902,085	3,741,823	29,306,187	0	574	538,750,938	26,903,154
Europe Excluding UK	64,354,359	16,851,863	266,453,005	12,573,395	16,271,933	9,578,405	8,339,629	6,258	46	355,418,926	39,009,966
UK Corporate Bond	60,248,622	18,287,934	116,118,897	9,009,902	87,541,428	28,073,448	5,676,718	95,576	160,619	269,585,665	55,627,479
Specialist	15,956,791	3,226,920	213,765,501	579,952	2,219,677	30,030	577,797	0	0	232,519,766	3,836,902
North America	10,722,142	3,830,474	190,158,409	3,114,284	2,862,040	2,163,954	7,673,375	0	0	211,415,966	9,108,712
Global Growth	37,127,096	10,439,274	121,591,735	13,800,041	9,925,392	3,738,541	15,598,100	107,640	0	184,242,323	28,085,495
Global Emerging Markets	5,156,199	440,727	137,205,971	121,195	1,643	0	3,883,658	0	0	146,247,471	561,921
UK Other Bond	25,886,738	10,621,130	103,440,634	11,446,317	3,930,026	1,688,260	995,909	0	0	134,253,307	23,755,707
Japan	7,147,377	1,320,271	102,759,617	1,006,340	166,308	80,917	1,536,040	0	0	111,609,342	2,407,528
UK Smaller Companies	16,691,216	3,092,648	72,960,903	753,003	742,789	238,939	2,687,116	0	0	93,082,024	4,084,590
Asia Pacific Excluding Japan	9,408,131	1,219,656	79,684,807	857,059	268,239	181,197	2,456,792	5,000	0	91,817,969	2,262,912
Unclassified Sector	6,942,758	4,729,747	48,506,832	516,260	332,992	244,633	18,335,755	0	0	74,118,337	5,490,641
Active Managed	8,551,847	3,576,078	29,676,874	3,315,669	14,819	2,138,754	28,148,119	0	0	66,391,659	9,030,501
UK Money Market	19,002,338	553,538	42,064,497	264,162	179,626	37,629	3,449,455	0	1,762	64,695,916	857,091
UK Equity & Bond Income	24,861,291	7,396,960	22,752,758	2,221,625	12,790,927	2,839,071	2,394,009	0	0	62,798,985	12,457,656
Balanced Managed	17,450,680	11,776,747	19,715,456	3,586,223	13,357,491	15,586,995	8,424,364	49,596	0	58,947,991	30,999,562
Cautious Managed	11,816,520	4,017,533	35,704,957	2,530,245	6,442,918	5,332,901	69,170	0	14,670	54,033,565	11,895,349
European Smaller Companies	3,427,355	450,218	46,803,257	597,683	98,118	65,353	322,896	0	0	50,651,626	1,113,254
Japanese Smaller Companies	484,599	112,380	50,102,025	240,276	13,481	11,219	0	0	0	50,600,105	363,875
Global Bonds	4,358,635	1,442,081	43,703,016	618,836	94,487	30,737	816,605	0	0	48,972,743	2,091,654
UK Gilt	2,927,158	393,635	21,947,519	109,218	2,835,160	528,945	1,722,780	0	0	29,432,617	1,031,797
Europe Including UK	2,203,046	543,869	13,096,757	257,146	6,575,802	2,764,169	0	0	0	21,875,605	3,565,184
Technology & Telecommunications	4,167,819	2,374,420	13,838,063	1,744,091	1,061	1,061	19,858	0	0	18,026,801	4,119,572
UK Index Linked Gilt	407,400	1,812	11,981,062	8,418	0	0	0	0	0	12,388,462	10,230
North American Smaller Companies	1,979,773	176,394	9,161,315	56,268	14,839	10,948	309,410	6,898	0	11,465,337	250,509
UK Zeros	1,629,268	205,910	6,894,688	124,209	0	0	0	0	0	8,523,956	330,120
Asia Pacific Including Japan	1,493,971	552,159	3,770,014	159,066	805,763	241,172	1,343,485	0	0	7,413,233	952,398
Guaranteed/Protected Funds	1,831,320	162,653	3,798,031	93,684	451,252	6,864	0	0	0	6,080,603	263,202
Pensions	99,389	0	1,351,001	0	288,526	0	0	0	0	1,738,916	0
<b>Total</b>	<b>709,112,022</b>	<b>209,459,998</b>	<b>2,909,189,572</b>	<b>100,796,545</b>	<b>336,065,646</b>	<b>135,034,480</b>	<b>198,544,960</b>	<b>378,002</b>	<b>505,075</b>	<b>4,152,912,200</b>	<b>446,174,100</b>
% of Total	17.1%	46.9%	70.1%	22.6%	8.1%	30.3%	4.8%	0.1%	0.1%	100.0%	100.0%

# NET RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL MAR 2006



IMA SECTOR	DIRECT FROM PUBLIC		INTERMEDIARY		SALES FORCE TIED AGENT		PRIVATE CLIENT		UNCLASSIFIED ISAs	TOTAL NET RETAIL	
	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>	TOTAL	<i>of which ISAs</i>		TOTAL	<i>of which ISAs</i>
Specialist	5,170,838	2,894,161	312,436,843	7,510,968	17,701,214	43,528	-18,143	0	51	335,290,752	10,448,709
UK Equity Income	-38,644,692	-3,638,700	297,822,293	19,105,548	18,889,398	13,369,050	-16,107,517	94,867	1,643	261,959,482	28,932,408
Unclassified Sector	3,723,763	-1,864,765	224,012,490	-61,426	17,256,375	73,772,361	-13,614,837	66,291	0	231,377,791	71,912,460
UK Corporate Bond	-28,207,417	-1,291,648	176,537,256	5,614,354	62,991,310	21,231,367	-1,718,369	627,650	271,785	209,602,780	26,453,508
Cautious Managed	-1,571,302	2,179,660	109,692,696	22,446,683	53,008,506	30,700,813	-69,170	0	-7,574	161,060,730	55,319,583
UK All Companies	-128,507,254	-22,316,734	181,243,304	7,797,285	-42,164,518	8,554,854	137,522,264	1,131,047	-251,945	148,093,796	-5,085,492
UK Money Market	6,736,629	482,511	48,751,857	115,936	217,365	-21,285	46,145,219	0	-1,485	101,851,070	575,677
Europe Excluding UK	-42,356,104	-5,811,262	154,572,604	-108,745	-10,761,793	-6,286,313	-2,886,999	56,679	4,811	98,567,708	-12,144,831
UK Other Bond	426,765	4,357,929	91,067,041	632,607	4,540,002	-78,184	1,022,571	66,861	50	97,056,379	4,979,263
Asia Pacific Excluding Japan	9,059,782	2,062,052	87,024,956	1,464,143	534,581	243,166	607	47,614	15,545	96,619,926	3,832,519
Japan	8,295,448	1,571,046	56,203,817	528,579	413,037	178,500	1,617,584	87,769	524	66,529,886	2,366,416
North America	376,516	-2,358,490	43,081,840	-1,616,448	-158,824	-565,435	21,457,092	14,100	1,134	64,756,624	-4,525,140
Global Growth	-11,682,043	-1,298,703	15,880,944	-85,788	35,593,212	26,248,346	23,484,517	-72,768	2,470	63,276,630	24,793,558
UK Gilt	-2,182,266	-150,403	59,498,530	119,541	5,673,800	-122,050	-639,217	0	0	62,350,847	-152,912
Global Bonds	-251,998	-904,027	26,568,193	69,922	447,257	209,859	13,209,975	0	0	39,973,427	-624,246
European Smaller Companies	-2,437,729	55,598	39,484,357	-275,772	-87,053	-62,134	-245,753	0	0	36,713,822	-282,308
Balanced Managed	2,284,950	-2,325,068	25,127,310	5,730,512	1,059,428	-8,203,963	672,608	213,306	4,798	29,144,296	-4,580,414
Europe Including UK	-1,807,007	-313,814	22,605,171	-66,320	188,319	845,106	50	50	0	20,986,533	465,021
Global Emerging Markets	43,329,619	3,228,433	-25,425,722	2,198,797	111,047	54,612	-1,222,908	24,207	3,595	16,792,036	5,509,644
Asia Pacific Including Japan	-623,153	-70,681	3,157,759	352,976	5,727,230	3,141,831	361,579	0	0	8,623,415	3,424,127
Guaranteed/Protected Funds	-1,540,248	-147,898	4,964,782	-81,918	104,381	392,869	0	0	0	3,528,915	163,053
North American Smaller Companies	-1,265,672	-12,311	1,931,387	16,246	-5,499	-4,429	1,450,245	42,027	0	2,110,461	41,532
Pensions	805,096	0	-956,669	0	2,201,304	0	0	0	0	2,049,731	0
UK Zeros	-1,421,476	-188,420	3,150,165	-61,544	0	0	0	0	0	1,728,689	-249,965
UK Index Linked Gilt	44,032	25,340	-2,466,496	18,910	66,287	0	0	0	0	-2,356,177	44,250
Technology & Telecommunications	-2,978,687	-1,775,111	-7,195,413	-1,420,382	24,673	3,139	-19,758	100	24	-10,169,185	-3,192,231
UK Smaller Companies	-14,141,757	-1,522,836	-3,042,566	722,372	-376,199	-52,384	2,737,562	7,620	96	-14,822,960	-845,132
UK Equity & Bond Income	-17,366,433	-3,244,777	6,617,858	1,143,685	-4,325,767	1,708,927	-1,426,501	233,426	0	-16,500,843	-158,739
Active Managed	3,550,366	3,044,972	-2,238,179	8,651,112	100,309	-1,853,894	-18,151,704	91,000	0	-16,739,208	9,933,190
Japanese Smaller Companies	-79,042	58,356	-17,179,889	-154,718	8,006	-7,578	0	0	0	-17,250,925	-103,941
<b>Total</b>	<b>-213,260,476</b>	<b>-29,275,594</b>	<b>1,932,928,519</b>	<b>80,307,115</b>	<b>168,977,388</b>	<b>163,440,679</b>	<b>193,560,997</b>	<b>2,731,845</b>	<b>45,523</b>	<b>2,082,206,428</b>	<b>217,249,567</b>