

| 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 | 33,641,919,266 | 7.6% | 431,664,213 | 5.2% | 256,772,836 | 174,891,377 | -229,437,965 | -211,516,968 | -17,920,997 | 2,716,298,639 | 9,152,935 | -14,471,620 |
| Europe Including UK | 3,483,359,768 | 0.8% | 79,730,451 | 1.0% | 29,077,672 | 50,652,779 | 58,746,657 | 9,157,923 | 49,588,734 | 313,866,524 | 2,220,386 | -1,006,572 |
| European Smaller Companies | 2,356,669,876 | 0.5% | 35,004,394 | 0.4% | 25,688,943 | 9,315,451 | -27,952,291 | -4,984,009 | -22,968,282 | 82,365,916 | 260,026 | -320,558 |
| Asia Pacific Including Japan | 1,000,047,374 | 0.2% | 13,735,698 | 0.2% | 4,338,558 | 9,397,140 | 1,719,591 | -1,347,771 | 3,067,362 | 78,439,010 | 1,380,331 | 810,590 |
| Asia Pacific Excluding Japan | 17,993,301,566 | 4.1% | 360,131,747 | 4.3% | 258,969,004 | 101,162,743 | 64,257,362 | 48,605,559 | 15,651,803 | 397,536,379 | 4,767,227 | 1,141,289 |
| Global Emerging Markets | 7,853,257,608 | 1.8% | 168,560,660 | 2.0% | 119,490,635 | 49,070,025 | 85,833,066 | 74,975,063 | 10,858,003 | 90,799,571 | 1,937,374 | 1,166,975 |
| Global Growth | 30,709,477,964 | 7.0% | 476,464,162 | 5.7% | 259,732,137 | 216,732,025 | -3,102,569 | 34,765,309 | -37,867,878 | 2,898,221,199 | 29,109,076 | 4,323,755 |
| Japan | 7,103,429,984 | 1.6% | 131,629,376 | 1.6% | 61,381,335 | 70,248,041 | -140,148,960 | -142,639,799 | 2,490,839 | 114,919,943 | 545,236 | -493,302 |
| Japanese Smaller Companies | 368,518,828 | 0.1% | 2,085,211 | 0.0% | 1,515,555 | 569,656 | -8,071,088 | -5,881,480 | -2,189,608 | 10,960,157 | 24,050 | -52,024 |
| North America | 14,435,488,712 | 3.3% | 490,969,928 | 5.9% | 373,342,143 | 117,627,785 | 107,308,467 | 125,580,303 | -18,271,836 | 440,014,524 | 2,045,977 | -2,730,684 |
| North American Smaller Companies | 771,917,465 | 0.2% | 10,263,132 | 0.1% | 7,285,432 | 2,977,700 | -7,421,210 | -2,755,753 | -4,665,457 | 14,053,751 | 51,468 | -19,138 |
| Specialist | 23,307,067,735 | 5.3% | 719,610,233 | 8.6% | 599,820,500 | 119,789,733 | 246,155,974 | 276,205,419 | -30,049,445 | 454,669,230 | 7,664,070 | 2,583,500 |
| Technology and Telecommunications | 688,845,703 | 0.2% | 2,664,240 | 0.0% | 2,335,910 | 328,330 | -6,740,481 | -6,638,624 | -101,857 | 218,070,085 | 342,971 | -1,797,734 |
| UK All Companies | 103,955,219,440 | 23.6% | 1,644,941,998 | 19.8% | 812,547,260 | 832,394,738 | 55,485,648 | -222,886,218 | 278,371,866 | 11,512,223,185 | 79,081,963 | -32,498,105 |
| UK Equity Income | 49,835,241,324 | 11.3% | 787,547,141 | 9.5% | 588,924,768 | 198,622,373 | 109,596,865 | 17,757,208 | 91,839,657 | 2,697,960,175 | 36,105,423 | 15,473,912 |
| UK Smaller Companies | 7,585,143,701 | 1.7% | 85,523,770 | 1.0% | 42,596,992 | 42,926,778 | -68,909,875 | -39,392,596 | -29,517,279 | 285,576,584 | 1,383,818 | -461,264 |
| Total Equities | 305,088,906,314 | 69.1% | 5,440,526,354 | 65.4% | 3,443,819,680 | 1,996,706,674 | 237,319,191 | -50,996,434 | 288,315,625 | 22,325,974,872 | 176,072,331 | -28,350,980 |
| Global Bonds | 5,222,218,320 | 1.2% | 210,444,403 | 2.5% | 87,185,548 | 123,258,855 | 83,210,467 | 7,237,459 | 75,973,008 | 118,672,173 | 1,203,083 | -1,054,791 |
| UK Corporate Bond | 35,351,940,796 | 8.0% | 686,689,695 | 8.2% | 479,398,440 | 207,291,255 | 191,573,050 | 170,595,216 | 20,977,834 | 5,032,685,306 | 36,067,704 | -37,586,124 |
| UK Gilt | 21,146,254,137 | 4.8% | 161,608,819 | 1.9% | 94,488,684 | 67,120,135 | -23,186,813 | 23,452,372 | -46,639,185 | 63,212,090 | 399,491 | -566,194 |
| UK Index Linked Gilt | 3,145,984,513 | 0.7% | 66,105,455 | 0.8% | 32,307,510 | 33,797,945 | 38,984,367 | 14,756,937 | 24,227,430 | 2,121,078 | 152,398 | 111,861 |
| UK Other Bond | 14,786,777,743 | 3.4% | 294,963,191 | 3.5% | 188,136,888 | 106,826,303 | 39,943,956 | -13,419,805 | 53,363,761 | 2,438,369,342 | 10,638,943 | -16,758,246 |
| UK Zeros | 341,463,267 | 0.1% | 2,423,422 | 0.0% | 2,402,672 | 20,750 | -5,980,338 | -5,665,720 | -314,618 | 7,606,793 | 80,462 | -40,276 |
| Total Bonds | 79,994,638,776 | 18.1% | 1,422,234,985 | 17.1% | 883,919,742 | 538,315,243 | 324,544,689 | 196,956,459 | 127,588,230 | 7,662,666,782 | 48,542,081 | -55,893,770 |
| UK Money Market | 5,411,437,920 | 1.2% | 556,657,480 | 6.7% | 138,644,205 | 418,013,275 | 51,953,990 | 28,693,107 | 23,260,883 | 68,579,288 | 1,350,175 | 602,314 |
| Total Money Market | 5,411,437,920 | 1.2% | 556,657,480 | 6.7% | 138,644,205 | 418,013,275 | 51,953,990 | 28,693,107 | 23,260,883 | 68,579,288 | 1,350,175 | 602,314 |
| Active Managed | 5,553,876,407 | 1.3% | 71,811,542 | 0.9% | 47,088,282 | 24,723,260 | 41,971,220 | 24,744,215 | 17,227,005 | 791,656,099 | 4,265,102 | -3,444,862 |
| Balanced Managed | 11,907,987,923 | 2.7% | 136,894,604 | 1.6% | 94,530,337 | 42,364,267 | 47,425,614 | 50,739,945 | -3,314,331 | 2,282,777,601 | 11,395,936 | -11,081,855 |
| Cautious Managed | 13,296,306,312 | 3.0% | 301,685,234 | 3.6% | 227,766,990 | 73,918,244 | 158,636,967 | 115,180,051 | 43,456,916 | 2,123,007,828 | 45,874,306 | 19,646,407 |
| UK Equity and Bond Income | 4,815,488,729 | 1.1% | 28,478,358 | 0.3% | 25,454,298 | 3,024,060 | -19,909,193 | -20,980,235 | 1,071,042 | 894,605,270 | 6,613,390 | -3,907,161 |
| Total Balanced | 35,573,659,371 | 8.1% | 538,869,738 | 6.5% | 394,839,907 | 144,029,831 | 228,124,608 | 169,683,976 | 58,440,632 | 6,092,046,798 | 68,148,734 | 1,212,529 |
| Guaranteed Protected Funds | 1,082,842,160 | 0.2% | 49,133,375 | 0.6% | 47,288,205 | 1,845,170 | 38,369,426 | 36,689,256 | 1,680,170 | 176,499,701 | 15,217,474 | 14,452,655 |
| Pensions | 806,859,539 | 0.2% | 2,335,153 | 0.0% | 2,335,153 | 0 | 1,119,259 | 1,636,474 | -517,215 | 0 | 0 | 0 |
| Unclassified Sector | 13,336,282,501 | 3.0% | 315,274,004 | 3.8% | 234,145,283 | 81,128,721 | -70,101,803 | -73,840,651 | 3,738,848 | 1,381,315,944 | 29,312,031 | 10,596,494 |
| Total Other | 15,225,984,200 | 3.5% | 366,742,532 | 4.4% | 283,768,641 | 82,973,891 | -30,613,118 | -35,514,921 | 4,901,803 | 1,557,815,645 | 44,529,505 | 25,049,149 |
| UK Total | 441,294,626,581 | 100.0% | 8,325,031,089 | 100.0% | 5,144,992,175 | 3,180,038,914 | 811,329,360 | 308,822,187 | 502,507,173 | 37,707,083,385 | 338,642,826 | -57,380,758 |
| Overseas Total | 16,425,285,225 | - | 831,196,776 | - | 439,854,810 | 391,341,966 | -265,094,266 | -41,116,361 | -223,977,905 | 306,219,473 | 5,113,655 | 2,109,716 |
| Grand Total | 457,719,911,806 | - | 9,156,227,865 | - | 5,584,846,985 | 3,571,380,880 | 546,235,094 | 267,705,826 | 278,529,268 | 38,013,302,858 | 343,756,481 | -55,271,042 |

The ISA figures in this table do not include fund supermarket data and therefore do not reconcile with other summary tables.