

GROSS RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL FEB 2008



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	62,446,874	24,819,201	634,544,201	10,670,382	63,662,637	42,258,464	51,893,548	1,333,498	418	812,547,260	79,081,963
Specialist	11,927,682	2,940,680	585,309,888	3,765,344	2,563,163	957,995	19,767	0	51	599,820,500	7,664,070
UK Equity Income	35,975,913	8,928,839	520,101,281	9,015,382	32,418,252	18,110,913	429,322	50,159	130	588,924,768	36,105,423
UK Corporate Bond	15,867,388	6,888,265	417,357,334	6,025,424	44,760,896	23,056,383	1,412,822	97,582	50	479,398,440	36,067,704
North America	4,516,438	701,283	365,146,222	473,514	2,337,102	871,180	1,342,381	0	0	373,342,143	2,045,977
Global Growth	21,504,129	4,624,442	197,057,161	6,318,162	30,643,579	18,125,709	10,527,268	40,700	63	259,732,137	29,109,076
Asia Pacific Excluding Japan	7,558,239	2,518,923	250,165,245	1,857,692	657,071	309,310	588,449	81,302	0	258,969,004	4,767,227
Europe Excluding UK	15,541,524	3,285,291	237,160,201	3,939,516	2,815,299	1,920,844	1,255,812	7,024	260	256,772,836	9,152,935
Unclassified Sector	22,883,414	2,842,960	202,694,557	2,217,795	8,046,330	24,195,011	520,982	56,265	0	234,145,283	29,312,031
Cautious Managed	6,368,905	3,215,254	179,292,288	12,009,349	42,017,208	30,649,703	88,589	0	0	227,766,990	45,874,306
UK Other Bond	8,252,127	4,007,187	178,592,457	5,791,232	586,130	566,794	706,174	273,227	503	188,136,888	10,638,943
UK Money Market	26,495,819	789,117	88,556,800	544,281	21,057	16,777	23,570,529	0	0	138,644,205	1,350,175
Global Emerging Markets	2,019,651	601,134	117,308,647	1,326,160	21,299	10,080	141,038	0	0	119,490,635	1,937,374
Balanced Managed	9,575,224	3,608,542	70,224,584	4,805,099	6,006,966	2,919,552	8,723,563	57,421	5,322	94,530,337	11,395,936
UK Gilt	341,899	149,122	91,801,131	171,956	2,241,324	78,413	104,330	0	0	94,488,684	399,491
Global Bonds	697,202	237,528	86,028,083	840,841	108,512	108,217	351,751	16,497	0	87,185,548	1,203,083
Japan	1,063,813	336,772	60,128,917	152,749	150,596	44,217	38,009	11,498	0	61,381,335	545,236
Guaranteed Protected Funds	355,380	135,757	6,528,872	38,524	40,403,953	15,043,193	0	0	0	47,288,205	15,217,474
Active Managed	971,448	1,216,242	44,378,451	2,742,359	121,296	277,664	1,617,087	28,837	0	47,088,282	4,265,102
UK Smaller Companies	764,099	429,353	39,502,392	437,673	699,054	502,380	1,631,447	14,362	50	42,596,992	1,383,818
UK Index Linked Gilt	901,051	60,889	31,395,723	91,461	10,736	48	0	0	0	32,307,510	152,398
Europe Including UK	120,568	61,959	25,348,610	45,628	3,608,494	2,112,799	0	0	0	29,077,672	2,220,386
European Smaller Companies	242,395	135,643	25,438,998	118,967	5,416	5,416	2,134	0	0	25,688,943	260,026
UK Equity and Bond Income	2,258,918	1,148,622	15,998,555	1,021,763	6,145,804	4,358,652	1,051,021	84,353	0	25,454,298	6,613,390
North American Smaller Companies	53,318	34,038	7,213,019	16,380	1,285	1,050	17,810	0	0	7,285,432	51,468
Asia Pacific Including Japan	70,078	46,863	1,696,138	53,520	2,472,615	1,279,948	99,727	0	0	4,338,558	1,380,331
UK Zeros	110,210	13,756	2,289,006	66,706	0	0	3,456	0	0	2,402,672	80,462
Technology and Telecommunications	339,399	203,368	1,990,318	135,737	6,193	3,866	0	0	0	2,335,910	342,971
Pensions	2,335,153	0	0	0	0	0	0	0	0	2,335,153	0
Japanese Smaller Companies	271,646	10,256	1,243,884	13,769	25	25	0	0	0	1,515,555	24,050
UK Total	261,829,904	73,991,286	4,484,492,963	74,707,365	292,532,292	187,784,603	106,137,016	2,152,725	6,847	5,144,992,175	338,642,826
% of UK Total	5.1%	21.8%	87.2%	22.1%	5.7%	55.5%	2.1%	0.6%	0.0%	100.0%	100.0%
Overseas Total	25,169,457	3,517,972	385,892,604	1,595,683	14,932,028	0	13,860,721	0	0	439,854,810	5,113,655
% of Overseas Total	5.7%	68.8%	87.7%	31.2%	3.4%	0.0%	3.2%	0.0%	0.0%	100.0%	100.0%
Grand Total	286,999,361	77,509,258	4,870,385,567	76,303,048	307,464,320	187,784,603	119,997,737	2,152,725	6,847	5,584,846,985	343,756,481
% of Grand Total	5.1%	22.5%	87.2%	22.2%	5.5%	54.6%	2.1%	0.6%	0.0%	100.0%	100.0%

RETAIL REPURCHASES BY SECTOR AND DISTRIBUTION CHANNEL FEB 2008



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	146,145,484	53,760,027	733,632,507	14,279,781	91,714,077	43,353,671	63,941,410	169,507	17,082	1,035,433,478	111,580,068
UK Equity Income	44,146,470	7,218,789	504,704,248	7,474,563	19,965,466	5,892,118	2,351,376	46,041	0	571,167,560	20,631,511
Europe Excluding UK	50,905,068	9,964,737	405,656,918	8,240,460	7,346,332	5,411,892	4,381,486	7,466	0	468,289,804	23,624,555
Specialist	8,658,222	2,239,670	303,722,147	2,089,859	1,949,706	751,041	9,285,006	0	0	323,615,081	5,080,570
UK Corporate Bond	50,655,111	22,078,612	171,219,930	9,614,806	84,124,715	41,850,908	2,803,468	93,324	16,178	308,803,224	73,653,828
Unclassified Sector	6,218,243	17,714,028	255,092,360	837,629	98,788	113,865	46,576,543	50,015	0	307,985,934	18,715,537
North America	9,682,589	1,914,991	226,548,673	1,666,555	3,560,514	1,195,115	7,970,064	0	0	247,761,840	4,776,661
Global Growth	21,086,330	7,018,514	152,362,905	10,685,004	13,833,804	6,975,224	37,683,789	102,812	3,767	224,966,828	24,785,321
Asia Pacific Excluding Japan	6,063,429	1,380,870	202,797,607	1,898,739	804,348	285,530	698,061	60,799	0	210,363,445	3,625,938
Japan	5,668,793	497,659	196,337,784	468,067	501,440	72,812	1,513,117	0	0	204,021,134	1,038,538
UK Other Bond	28,081,951	12,655,387	167,101,313	11,406,201	5,412,526	3,114,305	960,903	30,515	190,781	201,556,693	27,397,189
Cautious Managed	14,122,885	6,942,735	78,818,054	4,574,009	19,132,090	14,707,480	513,910	0	3,675	112,586,939	26,227,899
UK Money Market	41,107,246	456,964	65,366,294	251,192	327,443	39,705	3,150,115	0	0	109,951,098	747,861
UK Smaller Companies	13,260,074	967,324	67,533,152	709,518	314,178	168,240	882,184	0	0	81,989,588	1,845,082
Global Bonds	5,322,218	1,182,345	71,097,378	1,064,351	267	267	3,528,226	10,911	0	79,948,089	2,257,874
UK Gilt	6,874,861	477,379	61,031,450	61,916	2,729,927	426,390	400,074	0	0	71,036,312	965,685
UK Equity and Bond Income	15,470,866	6,014,623	20,315,119	1,827,625	9,450,929	2,678,303	1,197,619	0	0	46,434,533	10,520,551
Global Emerging Markets	2,828,904	493,926	39,814,876	276,473	0	0	1,871,792	0	0	44,515,572	770,399
Balanced Managed	13,079,292	9,871,340	22,239,621	4,391,458	4,969,500	8,195,161	3,501,979	5,103	14,729	43,790,392	22,477,791
European Smaller Companies	1,476,379	211,863	29,103,189	343,618	78,121	25,103	15,263	0	0	30,672,952	580,584
Active Managed	2,582,420	2,554,247	18,473,344	3,891,234	86,212	1,242,646	1,202,091	21,837	0	22,344,067	7,709,964
Europe Including UK	724,190	161,741	12,707,756	68,698	6,225,832	2,996,519	261,971	0	0	19,919,749	3,226,958
UK Index Linked Gilt	8,945,224	9,731	8,605,349	30,806	0	0	0	0	0	17,550,573	40,537
Guaranteed Protected Funds	2,501,380	551,622	7,918,036	61,571	179,533	151,626	0	0	0	10,598,949	764,819
North American Smaller Companies	741,693	43,221	9,219,816	21,672	52,246	5,713	27,430	0	0	10,041,185	70,606
Technology and Telecommunications	1,767,011	987,752	7,186,090	1,131,720	21,433	21,233	0	0	0	8,974,534	2,140,705
UK Zeros	1,137,976	39,342	6,749,095	81,396	0	0	181,321	0	0	8,068,392	120,738
Japanese Smaller Companies	92,934	13,616	7,303,008	61,365	1,093	1,093	0	0	0	7,397,035	76,074
Asia Pacific Including Japan	607,114	78,531	4,037,133	56,762	736,138	434,448	305,944	0	0	5,686,329	569,741
Pensions	698,679	0	0	0	0	0	0	0	0	698,679	0
UK Total	510,653,036	167,501,586	3,856,695,152	87,567,048	273,616,658	140,110,408	195,205,142	598,330	246,212	4,836,169,988	396,023,584
% of UK Total	10.6%	42.3%	79.7%	22.1%	5.7%	35.4%	4.0%	0.2%	0.1%	100.0%	100.0%
Overseas Total	18,625,337	1,747,795	448,143,022	1,256,144	576,057	0	13,626,755	0	0	480,971,171	3,003,939
% of Overseas Total	3.9%	58.2%	93.2%	41.8%	0.1%	0.0%	2.8%	0.0%	0.0%	100.0%	100.0%
Grand Total	529,278,373	169,249,381	4,304,838,174	88,823,192	274,192,715	140,110,408	208,831,897	598,330	246,212	5,317,141,159	399,027,523
% of Grand Total	10.0%	42.4%	81.0%	22.3%	5.2%	35.1%	3.9%	0.1%	0.1%	100.0%	100.0%

NET RETAIL SALES BY SECTOR AND DISTRIBUTION CHANNEL FEB 2008



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	3,269,460	701,010	281,587,741	1,675,485	613,457	206,954	-9,265,239	0	51	276,205,419	2,583,500
UK Corporate Bond	-34,787,723	-15,190,347	246,137,404	-3,589,382	-39,363,819	-18,794,525	-1,390,646	4,258	-16,128	170,595,216	-37,586,124
North America	-5,166,151	-1,213,708	138,597,549	-1,193,041	-1,223,412	-323,935	-6,627,683	0	0	125,580,303	-2,730,684
Cautious Managed	-7,753,980	-3,727,481	100,474,234	7,435,340	22,885,118	15,942,223	-425,321	0	-3,675	115,180,051	19,646,407
Global Emerging Markets	-809,253	107,208	77,493,771	1,049,687	21,299	10,080	-1,730,754	0	0	74,975,063	1,166,975
Balanced Managed	-3,504,068	-6,262,798	47,984,963	413,641	1,037,466	-5,275,609	5,221,584	52,318	-9,407	50,739,945	-11,081,855
Asia Pacific Excluding Japan	1,494,810	1,138,053	47,367,638	-41,047	-147,277	23,780	-109,612	20,503	0	48,605,559	1,141,289
Guaranteed Protected Funds	-2,146,000	-415,865	-1,389,164	-23,047	40,224,420	14,891,567	0	0	0	36,689,256	14,452,655
Global Growth	417,799	-2,394,072	44,694,256	-4,366,842	16,809,775	11,150,485	-27,156,521	-62,112	-3,704	34,765,309	4,323,755
UK Money Market	-14,611,427	332,153	23,190,506	293,089	-306,386	-22,928	20,420,414	0	0	28,693,107	602,314
Active Managed	-1,610,972	-1,338,005	25,905,107	-1,148,875	35,084	-964,982	414,996	7,000	0	24,744,215	-3,444,862
UK Gilt	-6,532,962	-328,257	30,769,681	110,040	-488,603	-347,977	-295,744	0	0	23,452,372	-566,194
UK Equity Income	-8,170,557	1,710,050	15,397,033	1,540,819	12,452,786	12,218,795	-1,922,054	4,118	130	17,757,208	15,473,912
UK Index Linked Gilt	-8,044,173	51,158	22,790,374	60,655	10,736	48	0	0	0	14,756,937	111,861
Europe Including UK	-603,622	-99,782	12,640,854	-23,070	-2,617,338	-883,720	-261,971	0	0	9,157,923	-1,006,572
Global Bonds	-4,625,016	-944,817	14,930,705	-223,510	108,245	107,950	-3,176,475	5,586	0	7,237,459	-1,054,791
Pensions	1,636,474	0	0	0	0	0	0	0	0	1,636,474	0
Asia Pacific Including Japan	-537,036	-31,668	-2,340,995	-3,242	1,736,477	845,500	-206,217	0	0	-1,347,771	810,590
North American Smaller Companies	-688,375	-9,183	-2,006,797	-5,292	-50,961	-4,663	-9,620	0	0	-2,755,753	-19,138
European Smaller Companies	-1,233,984	-76,220	-3,664,191	-224,651	-72,705	-19,687	-13,129	0	0	-4,984,009	-320,558
UK Zeros	-1,027,766	-25,586	-4,460,089	-14,690	0	0	-177,865	0	0	-5,665,720	-40,276
Japanese Smaller Companies	178,712	-3,360	-6,059,124	-47,596	-1,068	-1,068	0	0	0	-5,881,480	-52,024
Technology and Telecommunications	-1,427,612	-784,384	-5,195,772	-995,983	-15,240	-17,367	0	0	0	-6,638,624	-1,797,734
UK Other Bond	-19,829,824	-8,648,200	11,491,144	-5,614,969	-4,826,396	-2,547,511	-254,729	242,712	-190,278	-13,419,805	-16,758,246
UK Equity and Bond Income	-13,211,948	-4,866,001	-4,316,564	-805,862	-3,305,125	1,680,349	-146,598	84,353	0	-20,980,235	-3,907,161
UK Smaller Companies	-12,495,975	-537,971	-28,030,760	-271,845	384,876	334,140	749,263	14,362	50	-39,392,596	-461,264
Unclassified Sector	16,665,171	-14,871,068	-52,397,803	1,380,166	7,947,542	24,081,146	-46,055,561	6,250	0	-73,840,651	10,596,494
Japan	-4,604,980	-160,887	-136,208,867	-315,318	-350,844	-28,595	-1,475,108	11,498	0	-142,639,799	-493,302
Europe Excluding UK	-35,363,544	-6,679,446	-168,496,717	-4,300,944	-4,531,033	-3,491,048	-3,125,674	-442	260	-211,516,968	-14,471,620
UK All Companies	-83,698,610	-28,940,826	-99,088,306	-3,609,399	-28,051,440	-1,095,207	-12,047,862	1,163,991	-16,664	-222,886,218	-32,498,105
UK Total	-248,823,132	-93,510,300	627,797,811	-12,859,683	18,915,634	47,674,195	-89,068,126	1,554,395	-239,365	308,822,187	-57,380,758
Overseas Total	6,544,120	1,770,177	-62,250,418	339,539	14,355,971	0	233,966	0	0	-41,116,361	2,109,716
Grand Total	-242,279,012	-91,740,123	565,547,393	-12,520,144	33,271,605	47,674,195	-88,834,160	1,554,395	-239,365	267,705,826	-55,271,042