

IMA SECTOR	Funds Under Management £		Gross Sales £				Net Sales £			ISA [^]	ISA [^]	ISA [^]
	TOTAL	sector as % of total	TOTAL	sector as % of total	RETAIL	INSTITUTIONAL	TOTAL	RETAIL	INSTITUTIONAL	Funds Under Management £	Gross Sales £	Net Sales £
Europe Excluding UK	30,456,745,828	7.4%	413,943,096	4.9%	296,500,424	117,442,672	-442,596,922	-332,148,825	-110,448,097	5,129,455,134	9,164,286	-46,215,504
Europe Including UK	3,053,056,873	0.7%	66,207,806	0.8%	42,186,145	24,021,661	-8,583,729	-17,496,168	8,912,439	511,191,480	2,018,073	-3,286,462
European Smaller Companies	2,077,115,839	0.5%	11,542,145	0.1%	11,070,978	471,167	-60,910,630	-34,089,427	-26,821,203	229,628,822	169,871	-1,991,917
Asia Pacific Including Japan	923,665,173	0.2%	12,619,227	0.1%	5,587,721	7,031,506	-8,526,806	-1,176,537	-7,350,269	113,194,795	1,469,553	141,220
Asia Pacific Excluding Japan	15,859,749,568	3.8%	358,542,904	4.2%	178,307,633	180,235,271	15,524,122	-28,269,375	43,793,497	538,134,708	2,793,246	-3,266,167
Global Emerging Markets	6,341,437,915	1.5%	230,266,552	2.7%	91,821,837	138,444,715	-13,169,849	15,040,364	-28,210,213	51,155,878	585,623	170,290
Global Growth	29,642,380,252	7.2%	549,864,450	6.4%	342,575,758	207,288,692	121,722,727	72,468,573	49,254,154	5,022,378,808	34,895,921	-18,394,749
Japan	6,731,101,842	1.6%	138,116,321	1.6%	93,040,078	45,076,243	25,700,258	28,812,893	-3,112,635	124,202,269	808,952	-795,119
Japanese Smaller Companies	313,629,127	0.1%	4,669,333	0.1%	4,071,401	597,932	-2,796,806	-784,104	-2,012,702	10,707,685	15,884	-81,496
North America	13,984,132,148	3.4%	451,665,865	5.3%	276,420,926	175,244,939	14,506,106	-48,201,180	62,707,286	450,306,576	2,017,646	-3,066,906
North American Smaller Companies	723,268,559	0.2%	9,253,803	0.1%	5,494,180	3,759,623	-1,938,293	-2,804,318	866,025	27,337,566	35,205	-201,624
Specialist	22,453,478,785	5.4%	647,391,147	7.6%	583,193,438	64,197,709	-154,521,936	-52,274,160	-102,247,776	683,484,429	6,381,027	-3,252,792
Technology and Telecommunications	634,344,431	0.2%	3,071,207	0.0%	2,894,970	176,237	-4,982,743	-4,921,747	-60,996	210,931,512	259,823	-1,408,401
UK All Companies	94,119,512,927	22.7%	1,597,900,262	18.7%	1,054,744,230	543,156,032	-346,910,222	-92,304,541	-254,605,681	18,705,269,372	78,830,859	-126,539,994
UK Equity Income	45,173,448,403	10.9%	677,178,980	7.9%	499,266,222	177,912,758	-119,632,690	-112,119,290	-7,513,400	8,084,960,677	33,812,553	-44,282,026
UK Smaller Companies	6,472,964,464	1.6%	34,987,092	0.4%	26,614,748	8,372,344	-204,655,264	-58,772,988	-145,882,276	659,074,062	1,362,440	-5,893,580
Total Equities	278,960,032,134	67.3%	5,207,220,190	61.1%	3,513,790,689	1,693,429,501	-1,191,772,677	-669,040,830	-522,731,847	40,551,413,773	174,620,962	-258,365,227
Global Bonds	5,405,559,204	1.3%	243,347,969	2.9%	72,266,597	171,081,372	71,203,356	-9,666,775	80,870,131	130,778,717	1,295,751	-823,938
UK Corporate Bond	36,104,338,512	8.7%	916,486,890	10.7%	336,676,931	579,809,959	151,960,904	-100,432,926	252,393,830	7,230,379,355	44,725,508	-65,498,174
UK Gilt	17,984,786,335	4.3%	224,493,638	2.6%	103,295,086	121,198,552	-1,782,467,405	-42,842,030	-1,739,625,375	73,916,690	807,292	-236,878
UK Index Linked Gilt	3,338,583,478	0.8%	102,601,089	1.2%	55,578,483	47,022,606	26,544,519	42,061,362	-15,516,843	5,065,197	527,112	504,665
UK Other Bond	15,367,611,701	3.7%	217,423,723	2.5%	188,095,883	29,327,840	-90,350,839	-64,655,570	-25,695,269	3,310,712,611	15,576,485	-23,022,509
UK Zeros	301,678,980	0.1%	1,964,398	0.0%	1,869,798	94,600	-6,687,473	-6,637,220	-50,253	9,542,702	93,509	-17,374
Total Bonds	78,502,558,210	18.9%	1,706,317,707	20.0%	757,782,778	948,534,929	-1,629,796,938	-182,173,159	-1,447,623,779	10,760,395,272	63,025,657	-89,094,208
UK Money Market	5,429,030,372	1.3%	454,730,579	5.3%	172,847,760	281,882,819	23,608,044	55,013,548	-31,405,504	77,335,496	1,743,424	535,188
Total Money Market	5,429,030,372	1.3%	454,730,579	5.3%	172,847,760	281,882,819	23,608,044	55,013,548	-31,405,504	77,335,496	1,743,424	535,188
Active Managed	4,910,324,475	1.2%	57,962,346	0.7%	35,082,023	22,880,323	5,208,710	-11,123,460	16,332,170	1,497,447,743	4,394,980	-11,593,956
Balanced Managed	11,691,513,653	2.8%	140,133,657	1.6%	93,074,358	47,059,299	-7,130,583	-5,808,055	-1,322,528	4,147,420,194	15,488,694	-33,339,266
Cautious Managed	13,237,364,069	3.2%	293,291,820	3.4%	253,464,768	39,827,052	19,575,145	24,523,583	-4,948,438	2,852,252,307	60,500,388	18,671,422
UK Equity and Bond Income	4,048,463,611	1.0%	20,647,324	0.2%	18,317,618	2,329,706	-39,279,148	-36,815,254	-2,463,894	1,791,368,812	7,993,403	-17,148,709
Total Balanced	33,887,665,808	8.2%	512,035,147	6.0%	399,938,767	112,096,380	-21,625,876	-29,223,186	7,597,310	10,288,489,056	88,377,465	-43,410,509
Guaranteed Protected Funds	1,270,670,691	0.3%	44,363,055	0.5%	42,688,105	1,674,950	30,170,474	29,476,623	693,851	332,340,170	16,174,306	13,356,480
Pensions	721,011,361	0.2%	2,429,585	0.0%	2,429,585	0	1,051,781	1,501,781	-450,000	0	0	0
Unclassified Sector	13,300,580,323	3.2%	284,448,367	3.3%	220,812,778	63,635,589	114,964,301	70,638,445	44,325,856	1,705,826,316	25,672,428	-9,570,257
Absolute Return - UK	2,264,648,321	0.5%	317,046,148	3.7%	278,021,110	39,025,038	261,955,159	232,319,753	29,635,406	9,904,827	1,275,129	997,173
Total Other	17,556,910,696	4.2%	648,287,155	7.6%	543,951,578	104,335,577	408,141,715	333,936,602	74,205,113	2,048,071,313	43,121,913	4,783,396
UK Total	414,336,197,220	100.0%	8,528,590,778	100.0%	5,388,311,572	3,140,279,206	-2,411,445,732	-491,487,025	-1,919,958,707	63,725,704,910	370,889,421	-385,551,360
Absolute Return - Offshore	763,501,599	4.2%	4,135,139	0.7%	1,715,368	2,419,771	666,205	-795,648	1,461,853	0	0	0
Overseas Total	18,214,912,729	-	619,148,394	-	251,730,062	367,418,332	-350,021,489	-91,310,824	-258,710,665	302,776,536	2,915,732	-2,257,827
Grand Total	432,551,109,949	-	9,147,739,172	-	5,640,041,634	3,507,697,538	-2,761,467,221	-582,797,849	-2,178,669,372	64,028,481,446	373,805,153	-387,809,187

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