

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	26,748,354,518	7.0%	523,825,065	6.4%	284,921,106	238,903,959	-309,844,489	-178,041,533	-131,802,956	4,566,128,940	11,504,252	-28,980,577
Europe Including UK	1,834,846,662	0.5%	10,725,103	0.1%	5,278,030	5,447,073	-28,006,793	-29,401,164	1,394,371	450,351,073	1,582,037	-3,433,738
European Smaller Companies	1,743,986,693	0.5%	20,136,619	0.2%	16,707,712	3,428,907	-19,208,762	-19,139,325	-69,437	185,924,486	154,656	-1,167,434
Asia Pacific Including Japan	851,371,996	0.2%	18,240,917	0.2%	4,903,877	13,337,040	-68,894,703	-1,326,505	-67,568,198	102,906,426	1,157,191	143,627
Asia Pacific Excluding Japan	13,545,066,250	3.6%	382,767,630	4.7%	254,801,243	127,966,387	82,974,906	38,877,529	44,097,377	473,656,807	2,277,467	-1,780,759
Global Emerging Markets	5,327,114,579	1.4%	203,655,601	2.5%	114,764,808	88,890,793	124,289,137	43,805,011	80,484,126	42,112,437	682,008	302,639
Global Growth	26,934,776,582	7.1%	637,384,470	7.8%	287,433,172	349,951,298	7,100,268	41,630,364	-34,530,096	4,453,784,322	35,064,532	-10,206,911
Japan	6,444,122,225	1.7%	169,823,687	2.1%	97,107,164	72,716,523	2,919,309	-28,417,771	31,337,080	140,382,956	619,919	-771,404
Japanese Smaller Companies	305,306,721	0.1%	7,080,299	0.1%	2,724,807	4,355,492	-1,268,505	-4,872,461	3,603,956	10,413,733	17,601	-29,941
North America	13,548,801,742	3.6%	562,290,782	6.9%	406,876,464	155,414,318	69,059,973	54,650,793	14,409,180	484,240,817	3,298,706	-1,860,047
North American Smaller Companies	737,297,205	0.2%	25,088,717	0.3%	18,063,816	7,024,901	10,239,304	7,944,252	2,295,052	26,712,986	95,925	-136,039
Specialist	19,475,810,924	5.1%	424,304,148	5.2%	382,286,599	42,017,549	-200,887,208	-125,175,255	-75,711,953	620,217,905	6,013,915	-1,302,285
Technology and Telecommunications	577,892,251	0.2%	7,463,606	0.1%	7,073,920	389,686	-5,235,648	-4,238,757	-996,891	190,109,574	300,199	-1,104,814
UK All Companies	82,115,552,524	21.6%	1,499,076,494	18.3%	960,784,501	538,291,993	-322,355,231	44,999,149	-367,354,380	17,127,082,431	92,010,883	-104,924,498
UK Equity Income	42,287,658,439	11.1%	874,976,540	10.7%	598,407,177	276,569,363	297,370,207	174,297,667	123,072,540	7,604,924,681	62,572,937	2,571,475
UK Smaller Companies	5,540,945,766	1.5%	57,050,143	0.7%	48,605,811	8,444,332	-107,976,648	-24,103,332	-83,873,316	568,438,954	1,374,767	-2,689,045
Total Equities	248,018,905,077	65.3%	5,423,889,821	66.1%	3,490,740,207	1,933,149,614	-469,724,883	-8,511,338	-461,213,545	37,047,388,528	218,726,995	-155,369,751
Global Bonds	5,388,068,123	1.4%	198,845,530	2.4%	112,697,919	86,147,611	27,508,942	5,489,942	22,019,000	126,382,129	1,663,651	-161,287
UK Corporate Bond*	34,870,972,558	9.2%	686,579,054	8.4%	301,895,436	384,683,618	21,182,866	-77,252,788	98,435,654	6,887,025,552	45,791,158	-67,335,258
UK Gilt	17,403,187,084	4.6%	191,824,818	2.3%	104,746,911	87,077,907	-811,934,701	41,199,974	-853,134,675	75,039,256	1,224,024	-78,958
UK Index Linked Gilt	3,377,951,744	0.9%	119,346,268	1.5%	42,431,926	76,914,342	24,850,962	-10,617,723	35,468,685	5,605,912	344,527	245,712
UK Other Bond*	14,310,450,683	3.8%	278,665,806	3.4%	233,309,069	45,356,737	-48,742,417	46,173,988	-94,916,405	3,074,542,087	14,904,822	-14,758,934
UK Zeros	272,962,649	0.1%	2,120,896	0.0%	2,120,896	0	-8,947,602	-8,797,166	-150,436	8,733,893	50,551	-84,250
Total Bonds	75,623,592,841	19.9%	1,477,382,372	18.0%	797,202,157	680,180,215	-796,081,950	-3,803,773	-792,278,177	10,177,328,829	63,978,733	-82,172,975
UK Money Market	5,344,832,814	1.4%	347,948,419	4.2%	138,472,324	209,476,095	-146,253,590	-27,584,582	-118,669,008	77,216,426	1,170,037	-303,272
Total Money Market	5,344,832,814	1.4%	347,948,419	4.2%	138,472,324	209,476,095	-146,253,590	-27,584,582	-118,669,008	77,216,426	1,170,037	-303,272
Active Managed	4,462,683,046	1.2%	55,008,577	0.7%	32,718,740	22,289,837	14,443,957	-279,321	14,723,278	1,338,471,464	4,370,541	-7,003,132
Balanced Managed	10,803,410,210	2.8%	190,690,575	2.3%	135,026,221	55,664,354	58,459,635	59,051,344	-591,709	3,661,634,955	16,970,211	-26,397,255
Cautious Managed	12,462,456,657	3.3%	217,832,455	2.7%	181,224,660	36,607,795	-162,737,873	39,191,560	-201,929,433	2,741,354,904	53,972,214	10,325,721
UK Equity and Bond Income	3,691,540,711	1.0%	20,532,212	0.3%	18,479,405	2,052,807	-25,316,267	-24,219,055	-1,097,212	1,613,668,352	5,277,990	-12,475,803
Total Balanced	31,420,090,624	8.3%	484,063,819	5.9%	367,449,026	116,614,793	-115,150,548	73,744,528	-188,895,076	9,355,129,675	80,590,956	-35,550,469
Guaranteed Protected Funds	1,310,149,983	0.3%	54,035,976	0.7%	52,248,314	1,787,662	32,954,852	31,987,600	967,252	356,598,783	18,487,794	16,229,229
Pensions	627,214,182	0.2%	2,167,972	0.0%	2,167,972	0	997,255	1,247,255	-250,000	0	0	0
Unclassified Sector	15,150,298,473	4.0%	246,057,413	3.0%	174,740,926	71,316,487	-201,555,112	-132,083,543	-69,471,569	1,622,653,452	22,065,384	-5,827,003
Absolute Return - UK	2,518,789,621	0.7%	167,751,732	2.0%	152,349,630	15,402,102	54,839,009	44,263,588	10,575,421	13,490,932	746,283	556,334
Total Other	19,606,452,259	5.2%	470,013,093	5.7%	381,506,842	88,506,251	-112,763,996	-54,585,100	-58,178,896	1,992,743,167	41,299,461	10,958,560
UK Total	380,013,873,615	100.0%	8,203,297,524	100.0%	5,175,370,556	3,027,926,968	-1,639,974,967	-20,740,265	-1,619,234,702	58,649,806,625	405,766,182	-262,437,907
Absolute Return - Offshore	677,247,725	4.1%	7,655,171	1.4%	5,001,635	2,653,536	-66,227,322	-20,517,622	-45,709,700	0	0	0
Overseas Total	16,688,211,998	-	531,042,820	-	228,515,672	302,527,148	-350,901,984	-166,978,022	-183,923,962	267,807,038	3,088,395	-710,075
Grand Total	396,702,085,613	-	8,734,340,344	-	5,403,886,228	3,330,454,116	-1,990,876,951	-187,718,287	-1,803,158,664	58,917,613,663	408,854,577	-263,147,982

[^] The ISA figures in this table do not include fund supermarket data and therefore do not reconcile with other summary tables. However, they do include Fund of Funds (FOF) whereas FOFs are not included in the other columns in order to avoid double counting of investments in FOFs.

* These two sectors have been replaced by three new sectors (£Corporate Bond, £Strategic Bond and £High Yield) which will be used in this table for the October data.