

IMA SECTOR	FUND VALUE (£mn)			GROSS SALES (£mn)			NET SALES (£mn)		
	Total	Internal	External	Total	Internal	External	Total	Internal	External
Asia Pacific Excluding Japan	119.4	0.0	119.4	9.9	0.0	9.9	-1.1	0.0	-1.1
Europe Excluding UK	80.8	0.0	80.8	3.2	0.0	3.2	-8.0	0.0	-8.0
Global Emerging Markets	48.2	0.0	48.2	44.4	0.0	44.4	29.3	0.0	29.3
Global Growth	3,294.2	1,551.1	1,743.1	262.3	33.2	229.1	182.5	-5.5	187.9
Japan	15.8	0.0	15.8	2.1	0.0	2.1	-2.5	0.0	-2.5
North America	77.2	0.0	77.2	7.0	0.0	7.0	-3.9	0.0	-3.9
Specialist	1,600.3	1,327.5	272.8	135.7	79.1	56.5	85.1	41.0	44.1
UK All Companies	359.5	0.0	359.5	16.6	0.0	16.6	-1.5	0.0	-1.5
UK Equity Income	470.8	0.0	470.8	46.1	0.0	46.1	32.6	0.0	32.6
UK Equity Income and Growth	33.4	0.0	33.4	0.4	0.0	0.4	-5.3	0.0	-5.3
Total Equity	6,099.6	2,878.6	3,221.0	527.6	112.3	415.3	307.1	35.5	271.5
Global Bonds	123.4	79.9	43.4	34.1	32.3	1.8	26.7	28.2	-1.5
£ Strategic Bond	484.9	24.7	460.2	21.1	0.1	21.0	9.7	-0.4	10.1
£ Corporate Bond	127.5	0.0	127.5	3.2	0.0	3.2	-4.9	0.0	-4.9
Total Bond	735.8	104.6	631.2	58.3	32.4	25.9	31.5	27.8	3.7
Active Managed	4,322.0	1,382.5	2,939.5	170.9	32.4	138.4	24.4	0.5	23.9
Balanced Managed	9,710.4	6,414.9	3,295.5	592.0	207.9	384.1	337.5	106.3	231.2
Cautious Managed	7,080.4	1,529.9	5,550.5	686.1	68.3	617.8	347.5	31.8	315.7
UK Equity and Bond Income	130.5	90.4	40.0	7.8	2.0	5.7	3.6	-0.8	4.4
Total Balanced	21,243.2	9,417.7	11,825.5	1,456.8	310.7	1,146.0	713.0	137.8	575.2
Property	28.8	0.0	28.8	3.1	0.0	3.1	2.0	0.0	2.0
Total Property	28.8	0.0	28.8	3.1	0.0	3.1	2.0	0.0	2.0
Absolute Return - UK	333.4	254.4	79.0	55.6	0.0	55.6	43.1	0.0	43.1
Personal Pensions	792.8	792.8	0.0	22.1	22.1	0.0	11.1	11.1	0.0
Unclassified	3,241.2	2,246.0	995.2	211.4	72.1	139.3	100.9	-12.6	113.5
Total Other	4,367.5	3,293.3	1,074.2	289.1	94.2	194.9	155.1	-1.4	156.5
Total	32,474.9	15,694.2	16,780.6	2,334.9	549.6	1,785.3	1,208.7	199.7	1,009.0

Note: Internal relates to funds investing in the Groups own funds and may also be known as "fettered". External relates to funds investing in other Groups funds and may also be called "unfettered".

Fund of funds are not counted towards the sector totals in the monthly summary tables due to double counting.

A sector which has no fund of funds will not be represented in the table above