Table A – Details of common stock and equity type products As of 31 October 2012

Geographic location	\$m
United States	3,139
Asia	170
Europe	145
Canada	63
Latin America	19
Other	23
Total	3,559

Security type	\$m
Common Stocks	2,750
American Depository Receipts	304
Limited Partnerships	177
Exchange Traded Products	163
Preferred Securities	82
Real Estate Investment Trust	55
Closed-End Funds	12
Other	16
Total	3,559

Industry Sector	\$m
Communications	677
Consumer, Non-cyclical	505
Financial	424
Consumer, Cyclical	395
Energy	343
Basic Materials	335
Technology	294
Industrial	269
Funds	163
Utilities	138
Other	16
Total	3,559