

Value of sales

Total Premium Amount	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2
Income drawdown	4,601,429,170	5,073,961,802	4,341,329,767	5,118,524,584	5,185,207,753	4,562,919,599	4,290,498,191	4,505,090,240

Number of sales by age bands

Number of Sales	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2
<<Unknown>> - Customer Age Band	14,047	13,912	13,733	16,074	15,921	15,836	16,631	16,701
0 - 20	25	24	10	8	14	12	14	27
21 - 40	46	66	54	72	87	90	82	99
41 - 55	6,750	7,397	6,738	8,096	8,190	7,435	7,907	8,279
56 - 65	18,383	20,074	18,787	22,374	22,443	21,496	22,251	24,334
66 - 75	5,230	5,743	4,759	5,803	6,017	5,760	5,868	6,422
76 +	298	406	318	340	467	445	457	466
<b>Total</b>	<b>44,779</b>	<b>47,622</b>	<b>44,399</b>	<b>52,767</b>	<b>53,139</b>	<b>51,074</b>	<b>53,210</b>	<b>56,328</b>

Value of sales by age bands

Value of sales by age bands	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2
<<Unknown>> - Customer Age Band	1,421,189,071	1,449,670,376	1,371,253,890	1,581,196,337	1,522,672,493	1,522,332,579	1,436,185,620	1,486,843,461
0 - 20	854,637	1,162,328	418,933	123,769	1,549,136	714,680	1,048,284	2,069,271
21 - 40	9,637,118	4,670,002	6,157,947	7,968,173	11,134,269	15,658,821	8,649,031	5,824,292
41 - 55	755,280,905	834,831,647	705,270,885	865,564,393	836,401,465	703,284,412	697,572,945	748,723,673
56 - 65	1,879,976,223	2,141,449,151	1,779,000,447	2,079,105,175	2,064,455,292	1,737,823,357	1,589,807,878	1,695,153,936
66 - 75	495,471,473	596,792,454	440,316,493	549,203,967	662,839,669	531,629,223	504,630,783	509,167,468
76 +	39,019,743	45,385,844	38,911,172	35,362,770	86,155,429	51,476,527	52,603,650	57,308,139
<b>Total</b>	<b>4,601,429,170</b>	<b>5,073,961,802</b>	<b>4,341,329,767</b>	<b>5,118,524,584</b>	<b>5,185,207,753</b>	<b>4,562,919,599</b>	<b>4,290,498,191</b>	<b>4,505,090,240</b>