

Annex A

The table below provides the Product Sales Data (PSD) for Retail Investment sales and premium amounts for each quarter between 1 January 2015 to 31 March 2020.

Year	Quarter	Number of Sales	Total Premium Amount
2015	Q1	16,160	741,579,710
	Q2	13,747	743,717,431
	Q3	17,564	820,157,092
	Q4	16,967	835,496,571
2016	Q1	16,567	904,770,747
	Q2	19,215	1,079,408,316
	Q3	18,172	1,114,516,320
	Q4	13,696	835,091,526
2017	Q1	13,495	839,652,045
	Q2	14,439	926,322,191
	Q3	13,959	861,887,883
	Q4	12,842	824,068,287
2018	Q1	12,956	832,157,708
	Q2	14,247	915,687,185
	Q3	14,203	915,709,283
	Q4	13,890	860,928,767
2019	Q1	13,117	849,987,294
	Q2	14,018	958,992,448
	Q3	14,315	986,715,534
	Q4	11,806	795,875,005
2020	Q1	9,848	688,319,726

When reviewing the information, please note the following:

- This data is based on the retail investment and pure protection contracts Product Sales Data (PSD) and does not include all data on transactions made through nominee accounts (such as those used in platforms).
- The extracted data may differ to the published data due to firm resubmissions.
- PSD only captures new sales: transfers, top-ups, alterations, increments and renewals are generally not included.

- Figures based on the type of firm (e.g. Life Insurer), are based on the primary category to which we allocate firms. However, a firm of one type may conduct a high proportion of other types of business that are not reflected in its primary category.
- Figures based on the type of firm may not be comparable between previously published PSD when firms switch between primary categories.
- Please also note the reported values in the above data refer to the total premium amount. The total premium amount is made up of single and regular premiums. The regular premiums are annualised by multiplying the monthly premiums by 12. The annualised premium amount is indicative of the actual initial investment made by the customer; however, it does not reflect the exact premium amount invested.