

## Annex A

The table below provides the Product Sales Data (PSD) for Structured Product sales and premium amounts for each quarter between 1 January 2015 to 30 June 2020.

Year	Quarter	Number of Sales	Total Premium Amount
<b>2015</b>	Q1	3,745	£267,819,520
	Q2	4,931	£400,945,758
	Q3	3,754	£303,866,673
	Q4	2,687	£282,150,843
<b>2016</b>	Q1	3,042	£278,692,272
	Q2	4,111	£300,610,802
	Q3	2,713	£240,718,055
	Q4	3,463	£212,640,867
<b>2017</b>	Q1	6,149	£450,085,818
	Q2	5,744	£323,809,648
	Q3	5,396	£332,248,667
	Q4	4,220	£331,635,081
<b>2018</b>	Q1	5,214	£297,746,520
	Q2	3,374	£200,065,803
	Q3	3,112	£289,404,301
	Q4	3,221	£207,798,423
<b>2019</b>	Q1	2,913	£161,344,537
	Q2	3,684	£173,417,128
	Q3	2,517	£170,220,346
	Q4	3,363	£105,851,344
<b>2020</b>	Q1	3,779	£308,719,495
	Q2	2,270	£155,002,049

When reviewing the information, please note the following:

- This data 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.