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By email

Our Ref: FOI3048

Dear

Freedom of Information: Right to know request

Thank you for your request under the Freedom of Information Act 2000 (the Act), for the following breakdown in respect of the 2012 Retail Investments Product Sales Data Trend report, Table 4 (Self Invested Personal Pensions) -

"Can you please therefore provide a breakdown for each quarter since 2007 Q3 (when you commenced collecting SIPP stats) showing:

- *How many SIPP providers provided sales data in each quarter*
- *The number of SIPPs sold in each quarter*
- *The proportion of total sales by the top 5 SIPP providers in that quarter"*

Your request has now been considered and the relevant information up to Q1 2013 is attached; the figures for Q2 2013 will not be prepared until September.

If you have any queries then please contact me.

Yours sincerely

Information Access Team

PSD SIPP Sales

| Number of Sales | 2007 Q1 | 2007 Q2 | 2007 Q3 | 2007 Q4 | 2008 Q1 | 2008 Q2 | 2008 Q3 | 2008 Q4 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Total Number of sales | 177 | 133 | 834 | 11,174 | 26,812 | 25,634 | 21,579 | 22,503 |
| Number of providers | 7 | 5 | 11 | 95 | 95 | 93 | 96 | 104 |
| Percentage of total sales by the top 5 SIPP providers in each quarter | 99% | 100% | 97% | 52% | 78% | 84% | 79% | 73% |

| Number of Sales | 2009 Q1 | 2009 Q2 | 2009 Q3 | 2009 Q4 | 2010 Q1 | 2010 Q2 | 2010 Q3 | 2010 Q4 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Total Number of sales | 26,034 | 44,370 | 24,108 | 30,922 | 40,633 | 47,908 | 57,347 | 35,867 |
| Number of providers | 102 | 103 | 109 | 109 | 112 | 106 | 100 | 106 |
| Percentage of total sales by the top 5 SIPP | 73% | 84% | 65% | 67% | 71% | 77% | 79% | 67% |

| Number of Sales | 2011 Q1 | 2011 Q2 | 2011 Q3 | 2011 Q4 | 2012 Q1 | 2012 Q2 | 2012 Q3 | 2012 Q4 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Total Number of sales | 48,095 | 53,560 | 48,285 | 45,576 | 53,898 | 51,888 | 42,868 | 77,588 |
| Number of providers | 110 | 103 | 109 | 109 | 110 | 107 | 107 | 91 |
| Percentage of total sales by the top 5 SIPP | 67% | 76% | 70% | 65% | 68% | 72% | 65% | 81% |

| Number of Sales | 2013 Q1 |
|---|---------|
| Total Number of sales | 63,062 |
| Number of providers | 98 |
| Percentage of total sales by the top 5 SIPP | 70% |