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[By Email]

8 May 2017

Our Ref: **FOI5111**

Dear

Freedom of Information: Right to know request

Thank you for your request under the Freedom of Information Act 2000 (the Act) for following information:

"I would like to know the number (by premium amount or by number of policies) of SIPP and personal pension sales in submissions by FCA regulated firms made to Gabriel in each of the last five years (years ending 31 March) 2016/17, 2015/16, 2014/15, 2013/14, 2012/13.

I would like this data broken down geographical location using whichever breakdown is most commonly used by the FCA e.g. by postcode or by parliamentary constituency or by local authority etc.

If you are only able to give us information on one of these products within the scope of the freedom of information act, the please provide the breakdown for personal pensions."

Your request has now been considered. I can confirm that we do not hold the number of policies as they are not reported to the FCA; we receive the volume and value of transactions.

The information in the tables below captures the number of transactions reported via Gabriel and is split into regional areas. The definition of regional areas has also been provided for your reference.

SIPP data – number of transactions

Region	2012	2013	2014	2015	2016
West Midlands	35,173	50,607	144,655	107,369	137,195
Wales	14870	9420	26911	22367	20868
South West	344,436	736,418	1,003,015	972,167	1,084,817

South East	78864	389981	425525	559701	542218
Scotland	255,466	866,162	826,166	930,505	1,142,379
Northern Ireland	7860	18914	35914	29893	28968
North West	76,379	93,184	204,556	189,478	189,218
North East	21,579	30,829	59,089	56,889	68,424
Eastern	50,930	75,629	136,918	99,210	122,144
East Midlands	40,771	26,144	75,381	66,362	61,392
Central & Greater London	497,518	1,894,205	1,555,819	1,295,558	1,561,575
Yorkshire and The Humber	78,049	217,162	247,914	235,924	221,044
Unallocated	145,887	554,468	406,401	417,670	595,892
Total	1,647,782	4,963,123	5,148,264	4,983,093	5,776,134

Personal pension data - number of transactions

Region	2012	2013	2014	2015	2016
West Midlands	43,994	34,521	37,844	67,835	76,800
Wales	13,686	10,377	11,012	10,850	11,889
South West	444,914	421,451	445,652	607,381	769,915
South East	49,206	37,603	38,663	43,159	42,590
Scotland	40,739	33,322	36,366	126,243	151,622
Northern Ireland	4,868	3,855	3,543	4,724	5,188
North West	67,753	50,208	54,696	55,874	57,527
North East	32,963	21,805	21,329	29,849	33,787
Eastern	34,136	20,185	19,811	23,475	27,035
East Midlands	21,043	15,020	16,038	19,452	21,887
Central & Greater London	60,418	41,289	47,236	70,765	72,326
Yorkshire and The Humber	52,941	43,099	47,979	50,552	52,971
Unallocated	15,534	7,624	7,078	7,726	8,115
Total	882,195	740,359	787,247	1,117,885	1,331,652

Regional areas

Regional areas are categorised by the following postcode prefixes:

Central & Greater London – BR, CR, EC, CM, EN, HA, IG, KT, N, NW, RM, SW, SM, RW, BG, W

East Midlands – DE, LE, LN, NN, NG, CB

Eastern – CB, CM, CO, HP, IP, LU, MK, NR, SS, AL, SG, WD

North East – DL, DH, NE, SR, TS

North West – BB, FY, BL, CA, CH, CW, LA, L, M, OL, PR, SK, WA, WN

Northern Ireland – BT

Scotland – AB, DG, DD, EH, FK, TD, G, IV, KA, KY, KW, ML, HS, PA, PH, ZE

South East – BN, CT, DA, GU, ME, CB, RH, SL, TN, UB

South West – BA, BH, BS, DT, EX, GL, OX, PL, PO, SP, SO, SN, TA, TQ, TR

Wales – CF, LD, LL, NP, SA

West Midlands – B, CV, DY, HR, SY, TF, WS, WV, WR

Yorkshire and The Humber – BD, DN, HX, HG, HU, LS, S, WF, YO

Yours sincerely

Information Disclosure Team