



ABI retirement income statistics Q4 2014^[1]

Overall annuity sales

Period	Number of annuities sold	% change (Year on year)	Value of annuities sold, £m	% change (Year on year)	Average pot size (£)	% change (Year on year)
Q4 2014	28,712	-64%	£1,204	-55%	£41,900	27%
Q3 2014	39,246	-56%	£1,463	-50%	£37,300	15%
Q4 2013	80,537		£2,657		£33,000	
Q3 2013	90,414		£2,922		£32,300	

Income drawdown

Period	Number of new contracts	% change (Year on year)	Value of new contracts, £m	% change (Year on year)	Average pot size (£)	% change (Year on year)
Q4 2014	11,454	109%	£660	(31%)	£57,600	-37%
Q3 2014	12,212	123%	£770	(68%)	£63,100	-24%
Q4 2013	5,482		£502		£91,600	
Q3 2013	5,480		£457		£83,400	

Internal, external and enhanced annuities

Period	Internal annuities sold (%)	External annuities sold (%)	Enhanced annuities, as a % of all annuities
Q4 2014	62%	38%	28%
Q3 2014	65%	35%	23%
Q4 2013	52%	48%	28%
Q3 2013	53%	47%	28%

^[1] Includes Legal & General and Old Mutual.