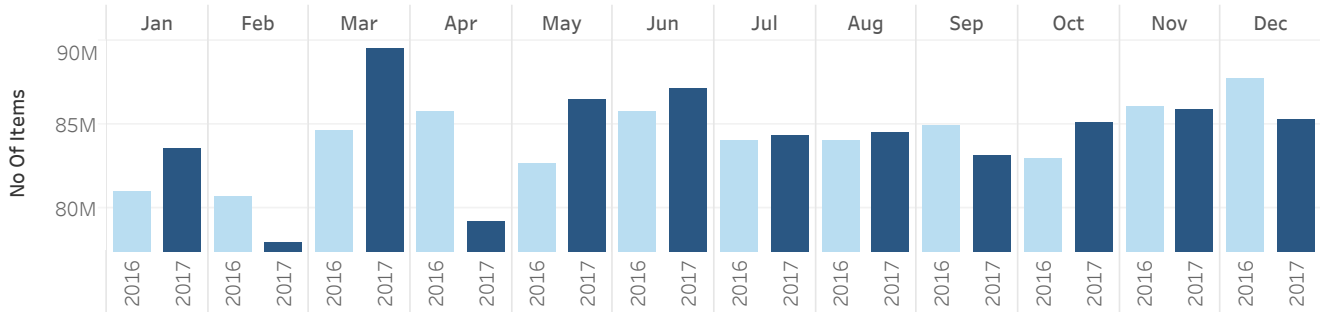


December 2017 Items Overview for England

Dec 17 Items	Dec 17 Growth	Year to Date Items	Year to Date Growth %
86,827,731	-2.9%	1,012,211,876	+ 0.2%



Items by Division | December 2017

Group Division	LM Items	LM Items per Branch	LM Item Growth %	LM Item EPS %
Corporates	43,780,320	7,393	-4.2%	65.3%
Groups 30+	4,400,888	8,335	-2.8%	61.5%
Groups 10-29	5,146,339	7,905	-3.9%	65.5%
Groups 6-9	2,909,557	7,657	-1.9%	65.7%
Groups 4-5	1,977,123	7,489	-5.0%	66.2%
Groups 2-3	2,241,163	7,571	-0.5%	65.4%
Independents	26,372,341	7,255	-0.5%	65.4%

LM Items

LM Items per Branch

LM Item Growth %

LM Item EPS %

December 2017 Services Overview for England

Dec 17 MURs	Dec 17 Growth	Dec 17 NMSs	Dec 17 Growth
215,699	-6.2%	77,450	+ 1.7%

Services by Division | December 2017

Group Division	LM MURs	LM Avg MURs per Branch	LM MURs Growth %	LM NMSs	LM Avg NMSs per Branch	LM NMSs Growth %
Corporates	126,868	21	-7.1%	43,061	7	-2.3%
Groups 30+	10,404	20	1.4%	4,579	9	5.0%
Groups 10-29	13,117	20	-6.1%	4,770	7	6.1%
Groups 6-9	6,118	16	-2.5%	1,706	4	-5.7%
Groups 4-5	4,859	18	-8.4%	1,777	7	-2.4%
Groups 2-3	3,790	13	-10.8%	1,608	5	13.5%
Independents	50,543	14	-5.5%	19,949	5	9.7%

LM MURs

LM Avg MURs per Branch

LM MURs Growth %

LM NMSs

LM Avg NMSs per Branch

LM NMSs Growth %