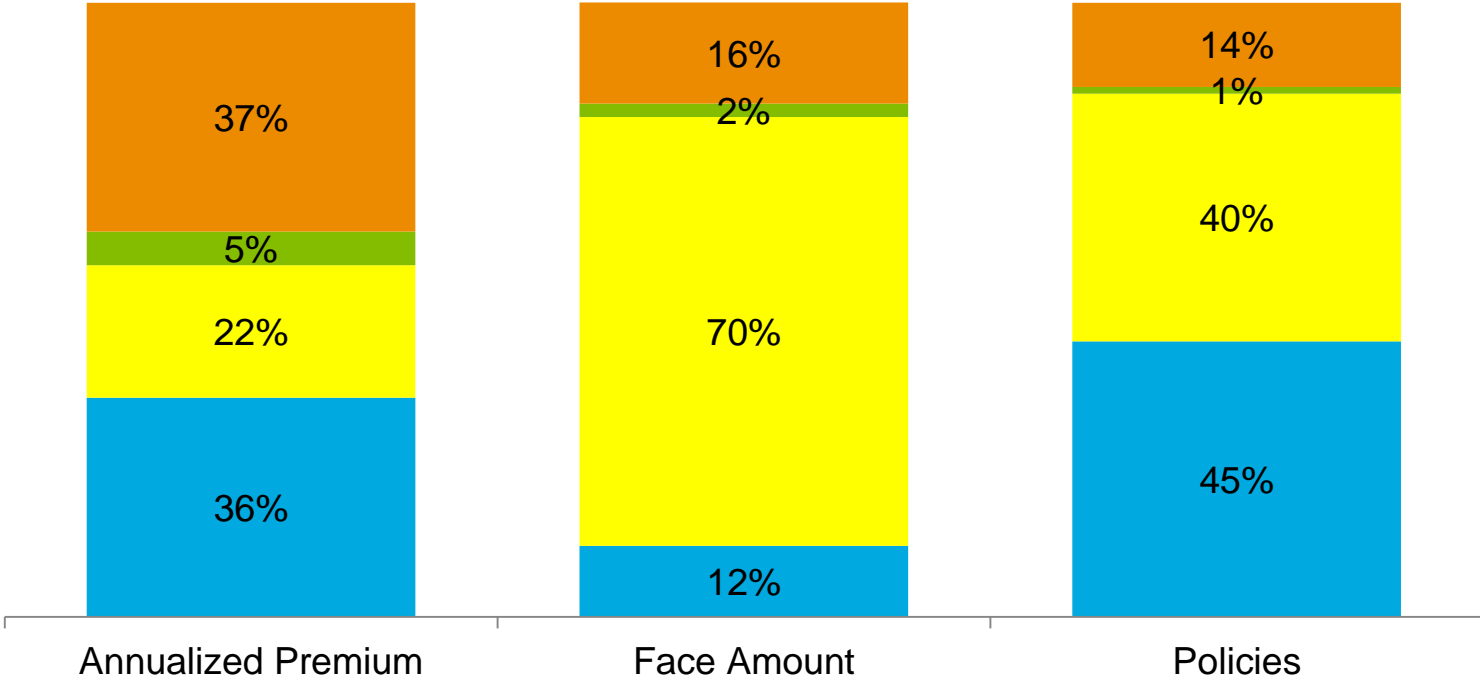


Individual Life Insurance Market Share by Product

Third Quarter 2017 YTD

■ Whole life ■ Term ■ Variable universal life ■ Universal life



Source: LIMRA's U.S. Retail Individual Life Insurance Sales Summary Report, Third Quarter 2017

