



Preliminary Premium Growth Rates Summary 3Q 2019

Product	3Q 2018	4Q 2018	1Q 2019	2Q 2019	3Q 2019	YTD 2019
Individual Life Total	+3%	0%	+1%	0%	+2%	+1%
UL	+1%	-3%	0%	-1%	+2%	0%
VUL	+29%	+15%	+12%	+7%	+2%	+7%
Term	+2%	+2%	+2%	+1%	+3%	+2%
WL	+3%	0%	-1%	0%	+0%	0%
Annuities Total	+25%	+22%	+17%	+7%	+1%	8%
Variable	+11%	-3%	-7%	+2%	+6%	0%
Fixed	+39%	+47%	+38%	+12%	-3%	+14%
Indexed	+38%	+40%	+24%	+14%	+3%	+13%
Workplace Life	-1%*	-4%	0%	+4%	N/A*	+4%*
Individual LTC	N/A**	-8%	N/A**	N/A**	N/A**	-8%**
Individual DI	+2%	+4%	-2%	+1%	+3%	+1%

The numbers reflect the % growth as compared to the same quarter of the previous year unless noted otherwise.

* Reflects 2Q YTD sales results

**Individual LTCI sales is reported annually