



Premium Growth Rates Summary

4Q 2019

Product	4Q 2018	1Q 2019	2Q 2019	3Q 2019	4Q 2019	YE 2019
Individual Life Total	0%	+1%	0%	+2%	+15%	+5%
UL	-3%	0%	-1%	+2%	+31%	+9%
VUL	+15%	+12%	+7%	+2%	+18%	+11%
Term	+2%	+2%	+1%	+3%	+4%	+3%
WL	0%	-1%	0%	+0%	+3%	1%
Annuities Total	+23%	+17%	+7%	+1%	-8%	+3%
Variable	-3%	-7%	+0%	+6%	+8%	+2%
Fixed	+49%	+38%	+11%	-3%	-18%	+5%
Indexed	+40%	+24%	+14%	+3%	-13%	+6%
Workplace Life	-4%	0%	+4%	+3%*	N/A*	+3%*
Individual DI	+4%	-2%	+1%	+3%	-4%	0%

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

** Reflects 3Q YTD sales results*