

First Quarter 2020 U.S. Life Sales Results

U.S. Individual Life Insurance Growth Rates by Product

		Percent Change 2019-2020			
		Annualized Premiums	Face amount	Number of policies	Market Share by premium
Universal Life	First Quarter 2020	-3%	-5%	-6%	34%
	Year-to-date	-3%	-5%	-6%	34%
»Indexed UL	First Quarter 2020	-2%	2%	2%	24%
	Year-to-date	-2%	2%	2%	24%
»Fixed UL	First Quarter 2020	-6%	-19%	-15%	10%
	Year-to-date	-6%	-19%	-15%	10%
Variable Universal Life	First Quarter 2020	3%	21%	8%	7%
	Year-to-date	3%	21%	8%	7%
Term	First Quarter 2020	8%	11%	6%	24%
	Year-to-date	8%	11%	6%	24%
Whole Life	First Quarter 2020	-1%	1%	-6%	35%
	Year-to-date	-1%	1%	-6%	35%
Total	First Quarter 2020	1%	8%	-1%	100%
	Year-to-date	1%	8%	-1%	100%