

# Second Quarter 2020 Disability Insurance Sales Results

U.S. Individual Disability Insurance Growth Rates by Product				
		Percent Change 2019-2020		
		Annualized Premium	Number of Policies	Market Share by Premium
<b>Non-Cancellable DI</b>	Second Quarter 2020	++	1%	79%
	Year-to-date	4%	5%	76%
<b>Guaranteed Renewable</b>	Second Quarter 2020	-37%	-36%	21%
	Year-to-date	-23%	-28%	24%
<b>Total</b>	Second Quarter 2020	<b>-11%</b>	<b>-21%</b>	<b>100%</b>
	Year-to-date	<b>-4%</b>	<b>-15%</b>	<b>100%</b>

++:Less than one-half of one percent.

Sources: LIMRA's U.S. Individual Disability Insurance Sales Summary Report, Second Quarter 2020

