

# First Quarter 2021 U.S. Life Sales Results

## U.S. Individual Life Insurance Growth Rates by Product

		Percent Change 2020-2021			
		Annualized Premiums	Face amount	Number of policies	Market Share by premium
Universal Life	First Quarter 2021	6%	4%	6%	32%
	Year-to-date	6%	4%	6%	32%
»Indexed UL	First Quarter 2021	13%	10%	13%	24%
	Year-to-date	13%	10%	13%	24%
»Fixed UL	First Quarter 2021	-11%	-10%	-3%	8%
	Year-to-date	-11%	-10%	-3%	8%
Variable Universal Life	First Quarter 2021	54%	47%	31%	10%
	Year-to-date	54%	47%	31%	10%
Term	First Quarter 2021	7%	5%	11%	22%
	Year-to-date	7%	5%	11%	22%
Whole Life	First Quarter 2021	20%	17%	13%	36%
	Year-to-date	20%	17%	13%	36%
Total	First Quarter 2021	15%	8%	11%	100%
	Year-to-date	15%	8%	11%	100%