

Third Quarter 2021 Workplace Benefits Sales Results

U.S. Workplace Benefits Growth Rates by Products

	Employer Groups		Employees/Policies/ Subscribers		Premium	
	3Q 2021	3Q 2021 YTD	3Q 2021	3Q 2021 YTD	3Q 2021	3Q 2021 YTD
Life Insurance						
Term	19%	10%	41%	14%	30%	6%
Permanent	#	75%	20%	2%	24%	13%
Total	22%	11%	37%	14%	29%	7%
Disability Insurance						
LTD	24%	5%	13%	3%	12%	4%
STD	25%	11%	2%	1%	11%	6%
Total	24%	8%	7%	2%	11%	5%
Supplemental Health Insurance						
Accident	31%	9%	15%	8%	18%	1%
Critical Illness	34%	11%	10%	4%	6%	4%
Cancer	3%	-12%	2%	-10%	9%	-4%
Hospital Indemnity	58%	32%	20%	26%	25%	12%

Employer groups applies to group data only.

Sources: LIMRA's U.S. Workplace Life, Disability, and Supplemental Health Insurance Sales Surveys, Third Quarter 2021.

Unable to calculate due to insufficient number of companies.

