

Fourth Quarter 2021 Workplace Benefits Sales Results

U.S. Workplace Benefits Growth Rates by Products

	Employer Groups		Employees/Policies/ Subscribers		Premium	
	4Q 2021	4Q 2021 YTD	4Q 2021	4Q 2021 YTD	4Q 2021	4Q 2021 YTD
Life Insurance						
Term	+	2%	14%	22%	7%	9%
Permanent	#	#	111%	40%	128%	44%
Total	13%	6%	19%	22%	32%	14%
Disability Insurance						
LTD	7%	8%	-2%	2%	-6%	4%
STD	12%	15%	-18%	-5%	-20%	-1%
Total	10%	11%	-12%	-2%	-14%	1%
Supplemental Health						
Accident	12%	10%	11%	9%	9%	3%
Critical Illness	16%	13%	9%	5%	11%	6%
Cancer	-4%	-6%	3%	-3%	6%	-1%
Hospital Indemnity	12%	21%	2%	19%	3%	10%

Employer groups applies to group data only.

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

+ Less than ½ of one percent.

Unable to calculate due to insufficient number of companies.

