

## Canadian Workplace Benefits Product Growth Rate Trends Summary — 4Q 2020

Product	1Q 2019	2Q 2019	3Q 2019	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
	<b>Annualized Premiums</b>							
<b>Total</b>	-7%	-18%	84%	-3%	-7%	-11%	-10%	-12%
Long-term disability	40%	6%	169%	-18%	-21%	-15%	-26%	-25%
Other health**	-15%	-23%	61%	9%	-6%	-11%	-7%	-9%
Total health	-6%	-18%	83%	2%	-9%	-12%	-12%	-13%
Life	-9%	-15%	97%	-36%	22%	-9%	3%	-3%
<b>Total by Case Size</b>								
Less than 10 lives	-2%	-9%	10%	20%	7%	-11%	-15%	-11%
10-19 lives	-5%	8%	32%	11%	16%	-4%	-10%	-9%
20-49 lives	-12%	6%	11%	19%	23%	-1%	-8%	-13%
50-99 lives	23%	14%	11%	-8%	-10%	1%	-2%	-9%
100-199 lives	35%	18%	-2%	-1%	-18%	-6%	-6%	-10%
200-499 lives	38%	33%	-21%	-1%	-35%	-27%	-23%	-21%
500-999 lives	42%	-37%	170%	-31%	+	6%	-2%	+
1,000-4,999 lives	-	-18%	61%	-47%	-14%	-12%	-	1%
5,000 or more lives	-41%	-54%	742%	234%	-8%	-24%	-19%	-23%

Source: LIMRA's quarterly *Canadian Group Life and Health Insurance Sales*.

\*\*Other health includes STD/Weekly indemnity, dental, and supplemental healthcare products.

Data include revisions to prior quarters. Percent change from same period prior year. Based on carriers providing two years of comparable sales data.

+/- Growth/decline of less than ½ of one percent.

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