

Voluntary/100 Percent Employee-Paid Product Growth Rate Sales Trends

Summary — 1Q 2021

Product	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021
	Annualized Premiums				
Life Total	-9%	-6%	-26%	-8%	-11%
Term life	-8%	1%	-29%	-6%	-12%
Permanent life	-16%	-23%	-17%	-11%	-3%
Standalone AD&D	-25%	1%	12%	1%	2%
Disability Total	6%	-40%	-25%	-21%	-20%
Short-term disability	4%	-44%	-26%	-27%	-23%
Long-term disability	9%	-29%	-21%	-3%	-16%
Supplemental Health Total	1%	-32%	-26%	-24%	-7%
Accident	-2%	-42%	-32%	-31%	-15%
Critical illness	7%	-21%	-12%	-20%	-4%
Cancer	-29%	-50%	-37%	-39%	-36%
Hospital indemnity	7%	-24%	-21%	-8%	3%
	Subscribers				
Dental*	-22%	-32%	-29%	-20%	-15%

Sources: LIMRA's quarterly *U.S. Workplace Benefits Life Insurance*, *U.S. Workplace Benefits Disability Insurance*, *U.S. Workplace Benefits Supplemental Health*, and *U.S. Workplace Benefits Dental and Vision Plans Sales* surveys.

Data include revisions to prior quarters.

Percent change from same period prior year. Based on carriers providing two years of comparable sales data.

+/- refers to growth/decline of one-half of one percent.

* Excludes estimates for Delta Dental Association.

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