

Canadian Workplace Benefits Product Growth Rate Trends Summary — 1Q 2021

Product	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021
	Annualized Premiums				
Total	-7%	-11%	-10%	-12%	17%
Long-term disability	-21%	-15%	-26%	-25%	-5%
Other health**	-6%	-11%	-7%	-9%	26%
Total health	-9%	-12%	-12%	-13%	20%
Life	22%	-9%	3%	-3%	-12%
Total by Case Size					
Less than 10 lives	7%	-11%	-15%	-11%	-11%
10-19 lives	16%	-4%	-10%	-9%	-7%
20-49 lives	23%	-1%	-8%	-13%	-8%
50-99 lives	-10%	1%	-2%	-9%	-11%
100-199 lives	-18%	-6%	-6%	-10%	-5%
200-499 lives	-35%	-27%	-23%	-21%	36%
500-999 lives	+	6%	-2%	+	-31%
1,000-4,999 lives	-14%	-12%	-	1%	-39%
5,000 or more lives	-8%	-24%	-19%	-23%	154%

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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