

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

Product	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021
	Annualized Premiums				
Life Total	-10%	-5%	-17%	-6%	-6%
Term life	-10%	-1%	-20%	-6%	-7%
Permanent life	-14%	-14%	-5%	-7%	1%
Standalone AD&D	-21%	-11%	4%	-17%	-5%
Disability Total	-1%	-20%	-29%	+	-3%
Short-term disability	5%	-34%	-28%	5%	-6%
Long-term disability	-8%	4%	-30%	-7%	-
Supplemental Health Total	1%	-32%	-26%	-24%	-7%
Accident	-2%	-42%	-33%	-31%	-15%
Critical illness	7%	-21%	-12%	-19%	-4%
Cancer	-29%	-50%	-37%	-39%	-35%
Hospital indemnity	6%	-24%	-22%	-8%	4%
	Subscribers				
Dental*	-18%	-1 %	-24%	-28%	-19%

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.

©2021, LL Global, Inc. All rights reserved.