

## Voluntary/100 Percent Employee-Paid Product Growth Rate Sales Trends Summary — 2Q 2021

Product	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	YTD 2021
	<b>Annualized Premiums</b>						
<b>Life Total</b>	-9%	-6%	-26%	-8%	-1%	1%	-1%
Term life	-8%	1%	-29%	-6%	-1%	-6%	-2%
Permanent life	-16%	-23%	-17%	-11%	-1%	21%	7%
Standalone AD&D	-25%	1%	12%	1%	13%	-10%	8%
<b>Disability Total</b>	6%	-40%	-25%	-21%	-9%	39%	9%
Short-term disability	4%	-44%	-26%	-27%	-16%	41%	-
Long-term disability	9%	-29%	-21%	-3%	-1%	98%	22%
<b>Supplemental Health Total</b>	1%	-32%	-26%	-24%	-4%	17%	1%
Accident	-2%	-42%	-32%	-31%	-14%	22%	-4%
Critical illness	7%	-21%	-12%	-20%	1%	16%	4%
Cancer	-29%	-50%	-37%	-39%	-36%	37%	-10%
Hospital indemnity	7%	-24%	-21%	-8%	6%	16%	9%
	<b>Subscribers</b>						
Dental*	-22%	-32%	-29%	-20%	-15%	10%	-4%

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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