

Canadian Workplace Benefits Product Growth Rate Trends Summary — 2Q 2021

Product	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021
	Annualized Premiums					
Total	-7%	-18%	-8%	-13%	17%	29%
Long-term disability	-21%	-11%	-41%	-14%	-5%	8%
Other health**	-6%	-21%	+	-12%	26%	39%
Total health	-9%	-19%	-12%	-13%	20%	32%
Life	22%	-12%	21%	-13%	-12%	5%
Total by Case Size						
Less than 10 lives	7%	-28%	-24%	5%	-14%	58%
10-19 lives	16%	-23%	-19%	2%	-9%	50%
20-49 lives	23%	-20%	-22%	-17%	-8%	33%
50-99 lives	1%	2%	-8%	-14%	-13%	28%
100-199 lives	-9%	-1%	-7%	-11%	-8%	28%
200-499 lives	-28%	-27%	-8%	-10%	38%	46%
500-999 lives	+	19%	-18%	-1%	-32%	-6%
1,000-4,999 lives	-14%	2%	38%	5%	-39%	-22%
5,000 or more lives	-8%	-53%	-15%	-47%	154%	91%

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

**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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