

Workplace Benefits Product Growth Rate Sales Trends Summary — 1Q 2022

Product	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022
	Annualized Premiums				
Life Total	4%	6%	32%	32%	-16%
Term life	4%	3%	35%	7%	-17%
Permanent life	7%	15%	20%	128%	-3%
Standalone AD&D	11%	4%	-14%	-28%	-37%
Disability Total	2%	15%	14%	-14%	-12%
Short-term disability	-3%	30%	14%	-20%	-19%
Long-term disability	8%	-1%	14%	-6%	-6%
Supplemental Health Total	-4%	18%	16%	9%	6%
Accident	-13%	25%	18%	9%	9%
Critical illness	1%	19%	9%	11%	2%
Cancer	-36%	37%	10%	6%	13%
Hospital indemnity	7%	17%	22%	3%	12%
	Subscribers				
Dental*	-19%	-16%	8%	21%	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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