

Voluntary/100 Percent Employee-Paid Product Growth Rate Sales Trends Summary — 2Q 2022

Product	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	YTD 2022
	Annualized Premiums						
Life Total	5%	11%	52%	60%	1%	4%	2%
Term life	5%	6%	57%	15%	-1%	2%	–
Permanent life	3%	26%	38%	165%	15%	10%	13%
Standalone AD&D	21%	3%	-19%	-36%	-33%	-4%	-27%
Disability Total	-3%	64%	20%	-7%	-8%	-15%	-11%
Short-term disability	-11%	44%	20%	-4%	-5%	8%	–
Long-term disability	10%	106%	21%	-15%	-13%	-49%	-27%
Supplemental Health Total	-5%	18%	16%	9%	11%	9%	10%
Accident	-14%	24%	18%	9%	10%	7%	9%
Critical illness	+	17%	9%	10%	10%	8%	9%
Cancer	-36%	37%	10%	6%	13%	9%	11%
Hospital indemnity	6%	17%	22%	3%	16%	11%	15%
	Subscribers						
Dental*	-15%	10%	10%	26%	17%	2%	14%

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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