

Workplace Benefits 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	4%	6%	32%	32%	-6%	8%	-3%
Term life	4%	3%	35%	7%	-8%	9%	-4%
Permanent life	7%	15%	20%	128%	7%	3%	5%
Standalone AD&D	11%	4%	-14%	-28%	-22%	-7%	-19%
Disability Total	2%	15%	14%	-14%	-8%	10%	-4%
Short-term disability	-3%	30%	14%	-20%	-15%	4%	-10%
Long-term disability	8%	-1%	14%	-6%	-2%	18%	3%
Supplemental Health Total	-4%	18%	16%	9%	10%	9%	10%
Accident	-13%	25%	18%	9%	11%	6%	9%
Critical illness	1%	19%	9%	11%	10%	8%	10%
Cancer	-36%	37%	10%	6%	14%	9%	11%
Hospital indemnity	7%	17%	22%	3%	16%	10%	15%
	Subscribers						
Dental*	-19%	-16%	8%	21%	22%	14%	20%

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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