

Workplace Benefits Product Growth Rate Sales Trends Summary — 3Q 2022

Product	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	YTD 2022
	Annualized Premiums							
Life Total	4%	6%	32%	32%	-4%	14%	-6%	-1%
Term life	4%	3%	35%	7%	-5%	17%	-21%	-5%
Permanent life	7%	15%	20%	128%	6%	5%	54%	20%
Standalone AD&D	11%	4%	-14%	-28%	-17%	-1	-35%	-18%
Disability Total	2%	15%	14%	-14%	-5%	16%	3%	1%
Short-term disability	-3%	30%	14%	-20%	-12%	10%	1%	-4%
Long-term disability	8%	-1%	14%	-6%	1%	24%	6%	6%
Supplemental Health Total	-4%	18%	16%	9%	15%	9%	3%	11%
Accident	-13%	25%	18%	9%	15%	6%	5%	10%
Critical illness	1%	19%	9%	11%	15%	9%	5%	12%
Cancer	-36%	37%	10%	6%	14%	10%	6%	10%
Hospital indemnity	7%	17%	22%	3%	20%	11%	2%	14%
	Subscribers							
Dental*	-19%	-16%	8%	21%	22%	14%	16%	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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