

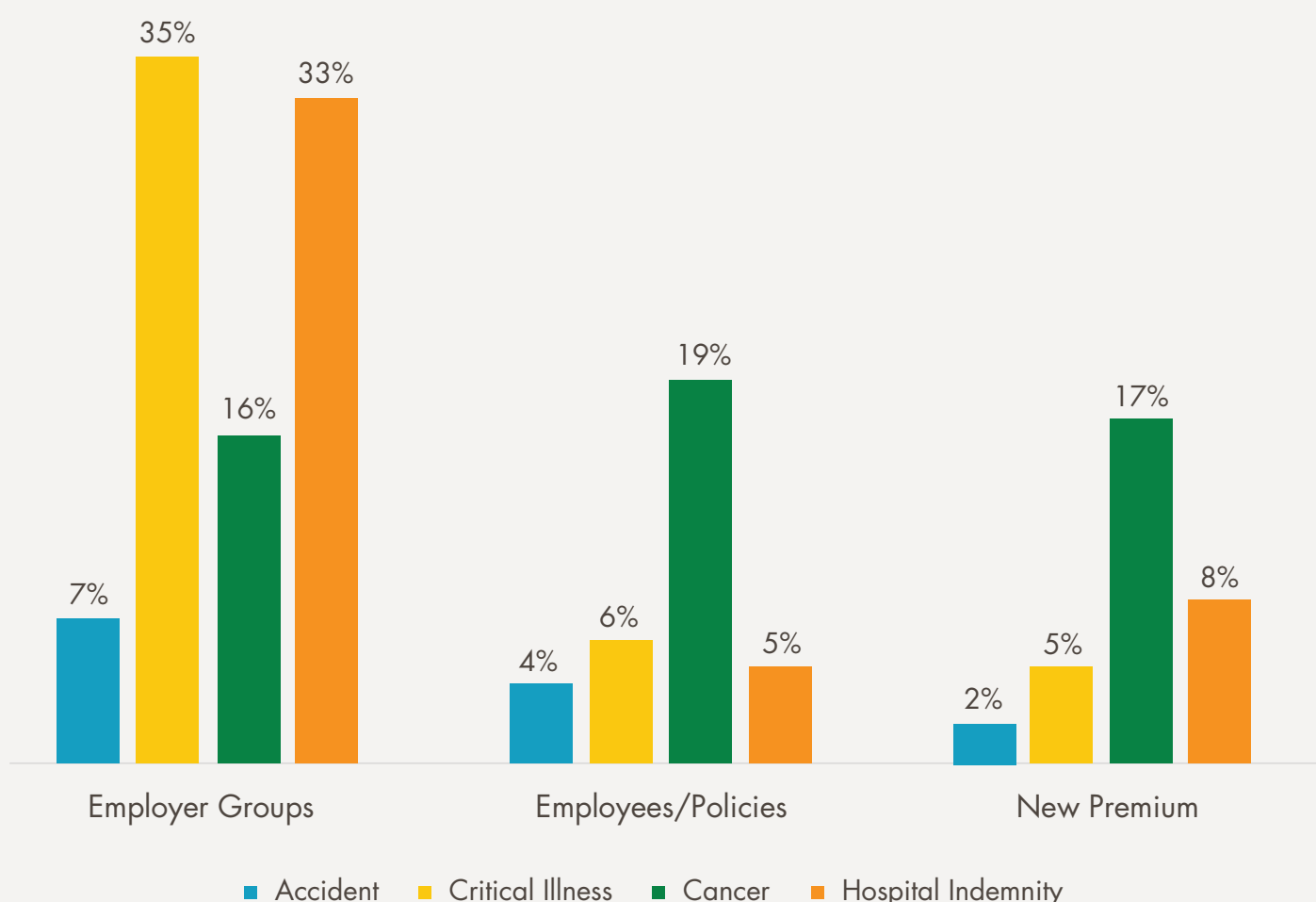
# Strong U.S. Workplace Benefits Sales Growth in First Half of 2023



## Supplemental Health

Total supplemental health new premium was nearly **\$1.8 billion** in the first six months of 2023, an increase of 6% from the same period in 2022.

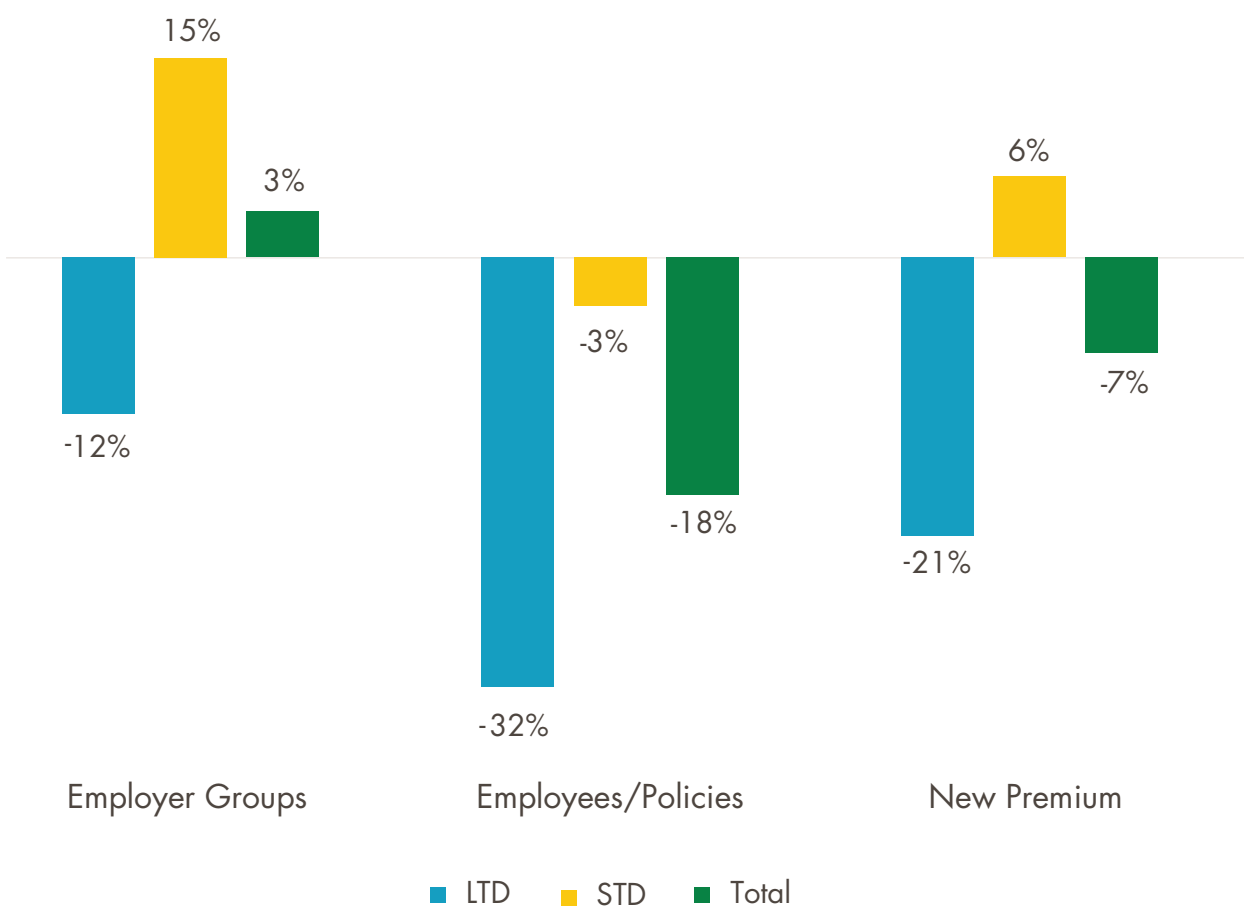
Workplace Supplemental Health Insurance Sales — 2Q 2023



## Disability

U.S. workplace disability carriers wrote more than **\$2.4 billion** in total new annualized premium sales in the first six months of 2023, a year-over-year increase of 8%.

Workplace Disability Insurance Sales — 2Q 2023

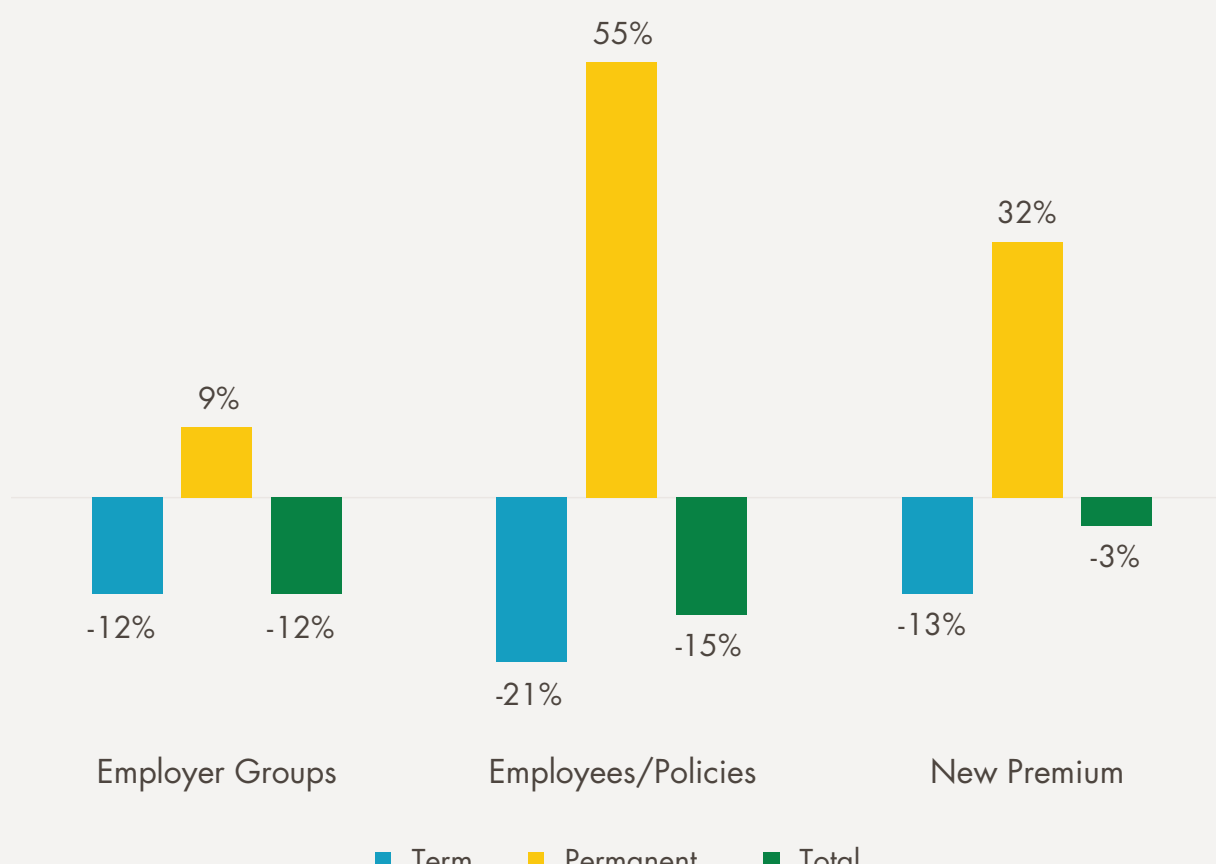


For the second quarter, the participating workplace disability insurance carriers wrote \$594 million in total new annualized premium sales, a year-over-year **quarterly decrease of 7%**.

## Life

U.S. workplace life carriers saw a year-over-year **7% increase** in total new annualized premium sales in the first six months of 2023.

Workplace Life Insurance Sales — 2Q 2023



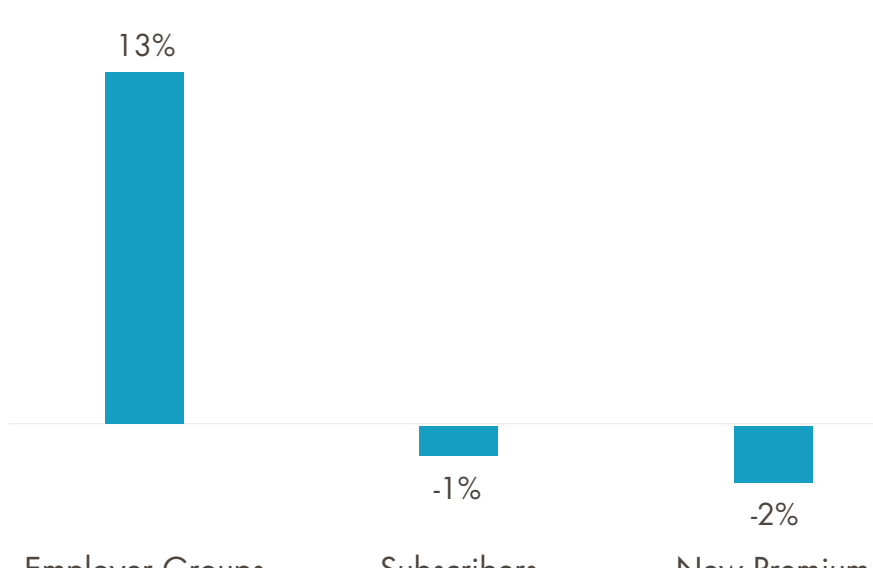
Permanent life insurance represents about 10% of the overall workplace life insurance sales market.

In the first six months of 2023, group life new premium sales were up **5%** versus a **26%** increase in individual life sales.

## Dental

The total workplace dental plans recorded an overall new subscriber **increase of 7%** compared to 2022.

Workplace Dental Insurance Sales — 2Q 2023



Data excludes Delta Dental Association.