

Canadian Workplace Benefits Product Growth Rate Trends Summary — 4Q 2023

Product	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
	Annualized Premiums							
Total	-10%	38%	4%	1%	-7%	-8%	80%	75%
Long-term disability	-5%	3%	-10%	-18%	-24%	5%	18%	28%
Other health**	-13%	49%	7%	5%	-2%	-10%	97%	90%
Total health	-12%	41%	4%	1%	-6%	-8%	87%	80%
Life	22%	2%	6%	+	-18%	-14%	-4%	5%
Total by Case Size								
Less than 10 lives	31%	-2%	9%	2%	2%	2%	-2%	1%
10-19 lives	15%	3%	8%	4%	-8%	-8%	-2%	-
20-49 lives	10%	2%	9%	5%	3%	3%	4%	12%
50-99 lives	24%	-12%	-2%	-1%	-9%	-9%	4%	8%
100-199 lives	21%	-14%	1%	-3%	21%	21%	38%	33%
200-499 lives	-7%	-25%	-10%	-4%	12%	-12%	-	3%
500-999 lives	23%	-37%	-14%	-17%	-18%	-18%	30%	41%
1,000-4,999 lives	11%	-	+	-7%	-31%	-31%	30%	40%
5,000 or more lives	-39%	316%	13%	11%	3%	3%	226%	221%

Source: LIMRA's quarterly *Canadian Group Life and Health Insurance Sales*.

**Other health includes STD/Weekly indemnity, dental, and supplemental healthcare products.

Data include revisions to prior quarters. Percent change from same period prior year. Based on carriers providing two years of comparable sales data.

+/- Growth/decline of less than ½ of one percent.

©2024, LL Global, Inc. All rights reserved.