

Canadian Workplace Benefits Product Growth Rate Trends Summary — 1Q 2024

Product	1Q 2023	2Q 2023	3Q 2023	4Q 2023	1Q 2024
	Annualized Premiums				
Total	-7%	-8%	80%	75%	39%
Long-term disability	-24%	5%	18%	28%	82%
Other health**	-2%	-10%	97%	90%	29%
Total health	-6%	-8%	87%	80%	36%
Life	-18%	-14%	-4%	5%	85%
Total by Case Size					
Less than 10 lives	2%	2%	-2%	1%	-4%
10-19 lives	-8%	-8%	-2%	-	17%
20-49 lives	3%	3%	4%	12%	9%
50-99 lives	-9%	-9%	4%	8%	24%
100-199 lives	21%	21%	38%	33%	-5%
200-499 lives	12%	-12%	-	3%	50%
500-999 lives	-18%	-18%	30%	41%	59%
1,000-4,999 lives	-31%	-31%	30%	40%	43%
5,000 or more lives	3%	3%	226%	221%	72%

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.

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