

## Canadian Workplace Benefits Product Growth Rate Trends Summary — 3Q 2024

Product	1Q 2023	2Q 2023	3Q 2023	4Q 2023	1Q 2024	2Q 2024	3Q 2024
	<b>Annualized Premiums</b>						
<b>Total</b>	-7%	-8%	80%	75%	39%	41%	-62%
Long-term disability	-24%	5%	18%	28%	82%	43%	-6%
Other health**	-2%	-10%	97%	90%	29%	39%	-67%
Total health	-6%	-8%	87%	80%	36%	39%	-64%
Life	-18%	-14%	-4%	5%	85%	56%	1%
<b>Total by Case Size</b>							
Less than 10 lives	2%	2%	-2%	1%	-4%	6%	-27%
10–19 lives	-8%	-8%	-2%	–	17%	18%	14%
20–49 lives	3%	3%	4%	12%	9%	11%	30%
50–99 lives	-9%	-9%	4%	8%	24%	23%	6%
100–199 lives	21%	21%	38%	33%	-5%	2%	0%
200–499 lives	12%	-12%	–	3%	50%	61%	19%
500–999 lives	-18%	-18%	30%	41%	59%	33%	19%
1,000–4,999 lives	-31%	-31%	30%	40%	43%	18%	-4%
5,000 or more lives	3%	3%	226%	221%	72%	97%	-83%

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

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

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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