

Workplace Benefits Product Growth Rate Sales Trends Summary — 2Q 2019

Product	1Q 2018	2Q 2018	3Q 2018	4Q 2018	YE 2018	1Q 2019	2Q 2019	YTD 2019
	Annualized Premiums							
Life Total	-	-3%	-	-9%	-2%	5%	+	4%
Term life	-1%	-5%	+	-11%	-4%	5%	-2%	4%
Permanent life	11%	5%	-2%	-2%	4%	2%	7%	4%
Standalone AD&D	-22%	116%	36%	123%	30%	34%	-41%	4%
Disability Total	-1%	-6%	-11%	-1%	-3%	4%	10%	6%
Short-term disability	-1%	-3%	-10%	4%	-2%	-3%	10%	1%
Long-term disability	-1%	-10%	-12%	-6%	-5%	11%	11%	11%
Supplemental Health Total	11%	3%	9%	-4%	4%	18%	26%	21%
Accident	12%	5%	5%	-2%	5%	11%	13%	12%
Critical illness	17%	8%	11%	-3%	8%	20%	51%	29%
Cancer	-3%	1%	9%	-	2%	17%	-15%	1%
Hospital indemnity	5%	-7%	22%	-10%	+	32%	47%	38%
Other supplemental health	14%	24%	-5%	-13%	4%	-1%	63%	21%
	Subscribers							
Dental	NA	NA	NA	NA	3%	11%	-3%	8%

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.

NA means not available.

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