

# Second Quarter 2020 U.S. Life Sales Results

## U.S. Individual Life Insurance Growth Rates by Product

		Percent Change 2019-2020			
		Annualized Premiums	Face amount	Number of policies	Market Share by premium
Universal Life	Second Quarter 2020	-12%	-13%	-15%	34%
	Year-to-date	-8%	-9%	-11%	34%
»Indexed UL	Second Quarter 2020	-8%	-7%	-4%	24%
	Year-to-date	-5%	-3%	-1%	24%
»Fixed UL	Second Quarter 2020	-21%	-25%	-26%	10%
	Year-to-date	-14%	-22%	-21%	10%
Variable Universal Life	Second Quarter 2020	17%	13%	-4%	7%
	Year-to-date	9%	17%	1%	7%
Term	Second Quarter 2020	3%	7%	6%	24%
	Year-to-date	5%	9%	6%	24%
Whole Life	Second Quarter 2020	-8%	-9%	3%	35%
	Year-to-date	-5%	-4%	-1%	35%
Total	Second Quarter 2020	-5%	3%	2%	100%
	Year-to-date	-3%	5%	1%	100%