

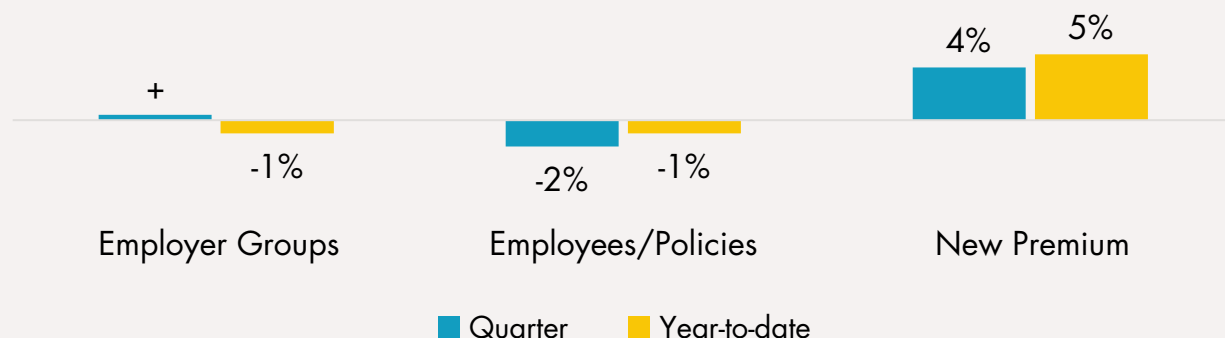
Supplemental Health Sales Carry 2024 Second Quarter Workplace Benefits Results



Life

Carriers wrote **\$2.75 billion** in total new annualized premium sales through the second quarter, a year-over-year increase of **5%**.

Workplace Life Insurance Sales

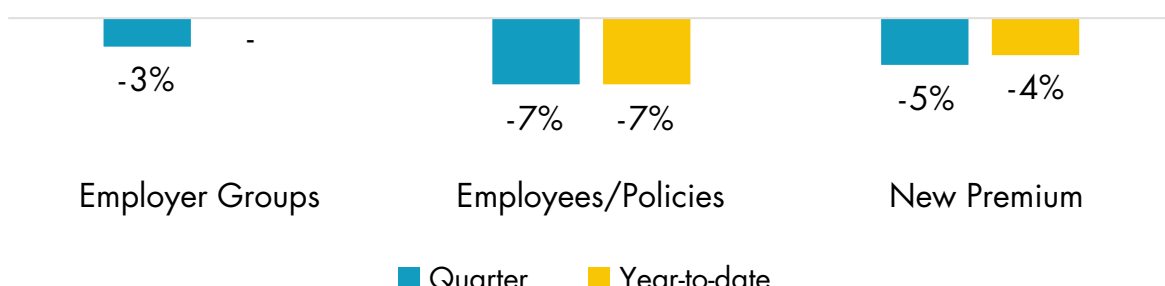


+Less than one-half of 1 percent.

Disability

Total new annualized premium sales were **\$2.4 billion** through mid year, a decrease of **4%**. STD sales are down **7% year-to-date**, while LTD sales remain flat (down **1%**).

Workplace Disability Insurance Sales

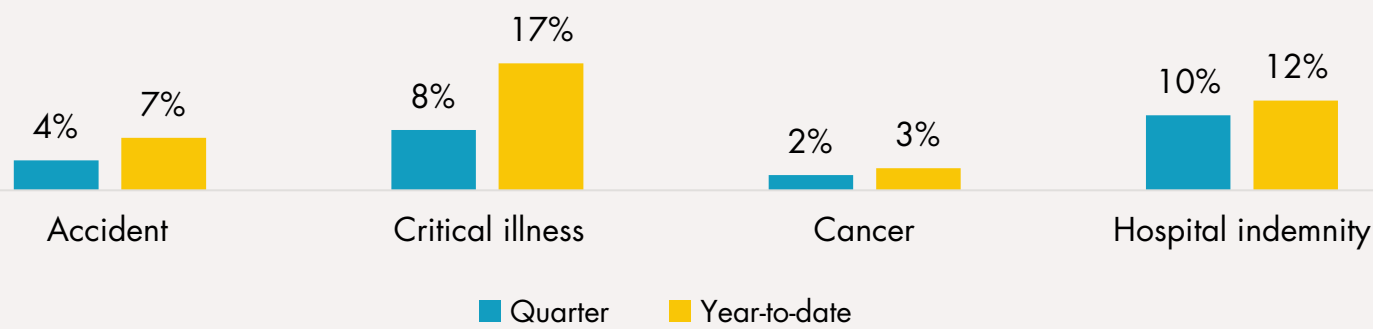


- Less than one half of -1 percent

Supplemental Health

Carriers reported just over **\$2.0 billion** in total new sales in the first half of 2024, an increase of **10%** from the same period last year. Accident, critical illness, and hospital indemnity insurance account for **92%** of all new supplemental health premium so far this year.

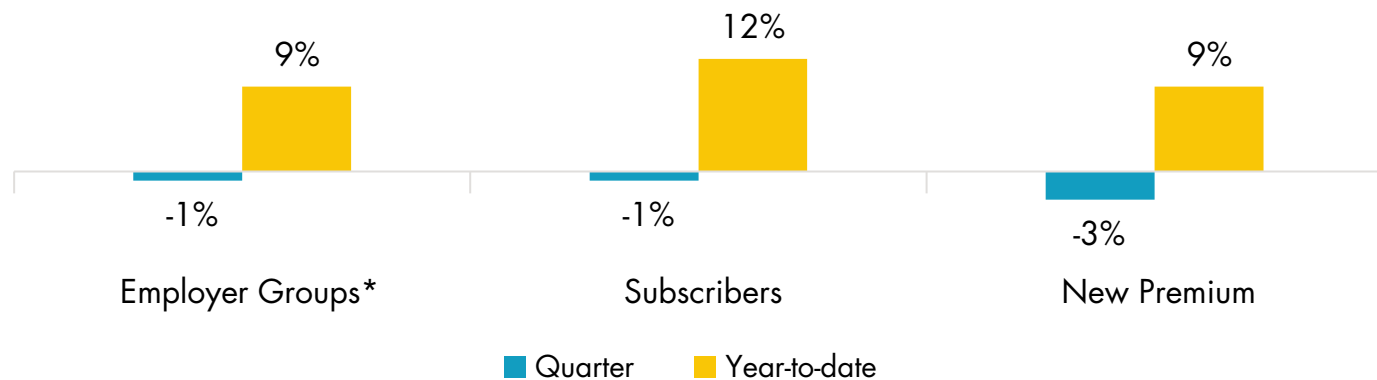
Workplace Supplemental Health Insurance Sales



Dental

Dental carriers reported over 3.3 million new subscribers in the first half of 2024 and wrote just over **\$2.2 billion** in new premiums through the second quarter of 2024, a **9% gain** compared to 2023 year-to-date.

Workplace Dental Insurance Sales



*Employer Groups reflect group plans only.

Not every company can supply all measures. Percent change from same period prior year. Based on carriers providing two years of comparable sales data. Sales refer to annualized new premiums. Source: LIMRA's U.S. Workplace Life, Disability, Supplemental Health, and Dental Insurance Sales Surveys, Second Quarter 2024.