

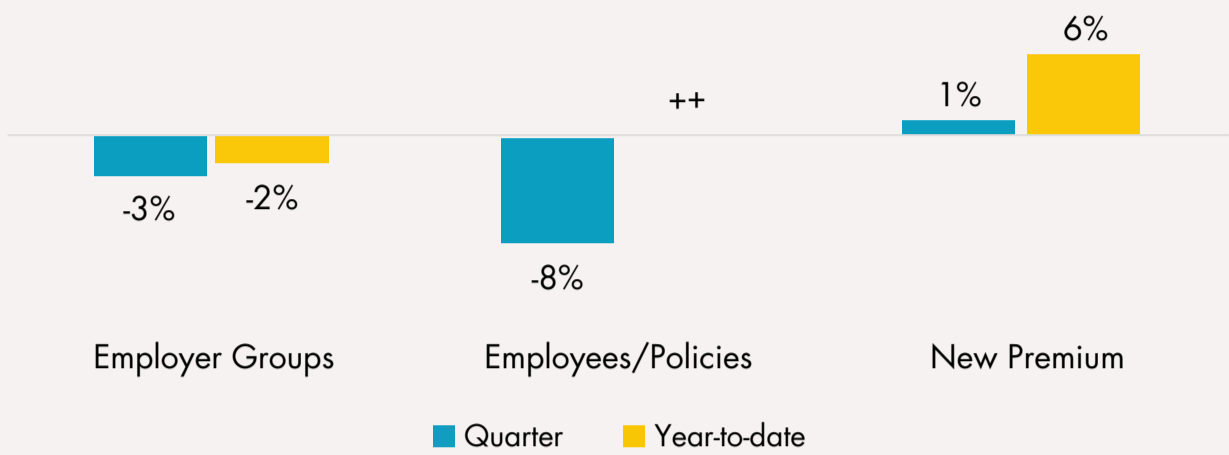
Strong Supplemental Health Sales Drive 2024 Third Quarter Workplace Benefits Results



Life Insurance

Carriers wrote **\$620 million** in total new annualized premium sales in the third quarter and **\$3.44 billion** over the first 9 months of 2023.

Workplace Life Insurance Sales

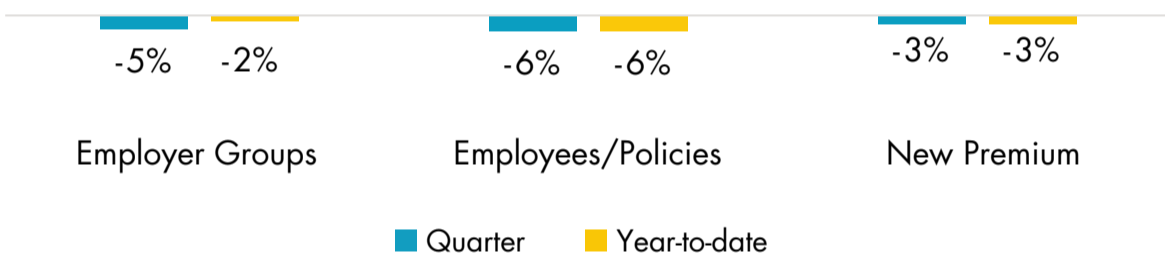


++Less than half of -1 percent.

Disability Insurance

Carriers wrote **\$649 million** in total new annualized premium sales in the third quarter, a **3% decrease** from the same period last year.

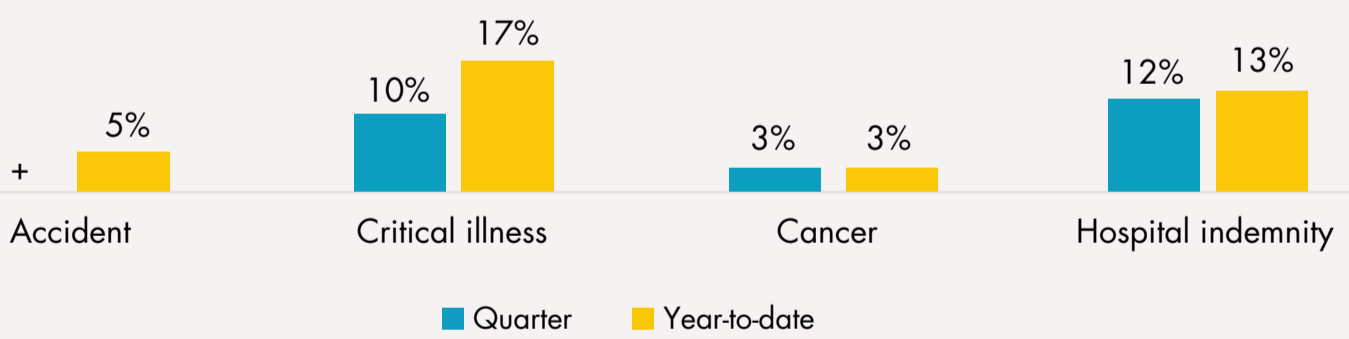
Workplace Disability Insurance Sales



Supplemental Health Insurance

Carriers sold over **\$543 million** in new supplemental health premium in the third quarter, an **increase of 6%** over the same period of the previous year.

Workplace Supplemental Health Insurance Sales

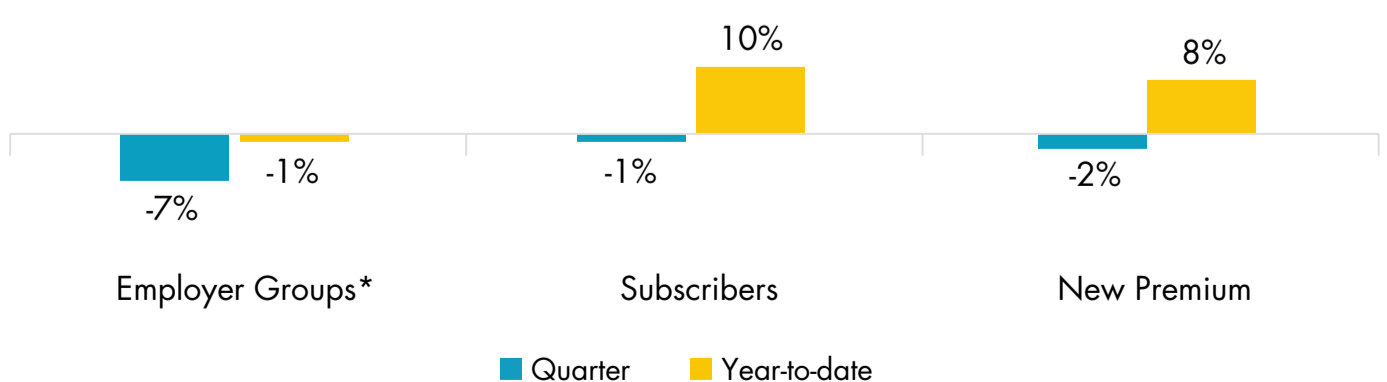


+ Less than half of 1 percent.

Dental Insurance

Dental sales, based on new subscribers, increased **10%**. DPPO sales account for **97%** of sales.

Workplace Dental Insurance Sales



*Employer Groups reflect group plans only.

Not every company can supply all measures. Results represent 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, Third Quarter 2024.

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