

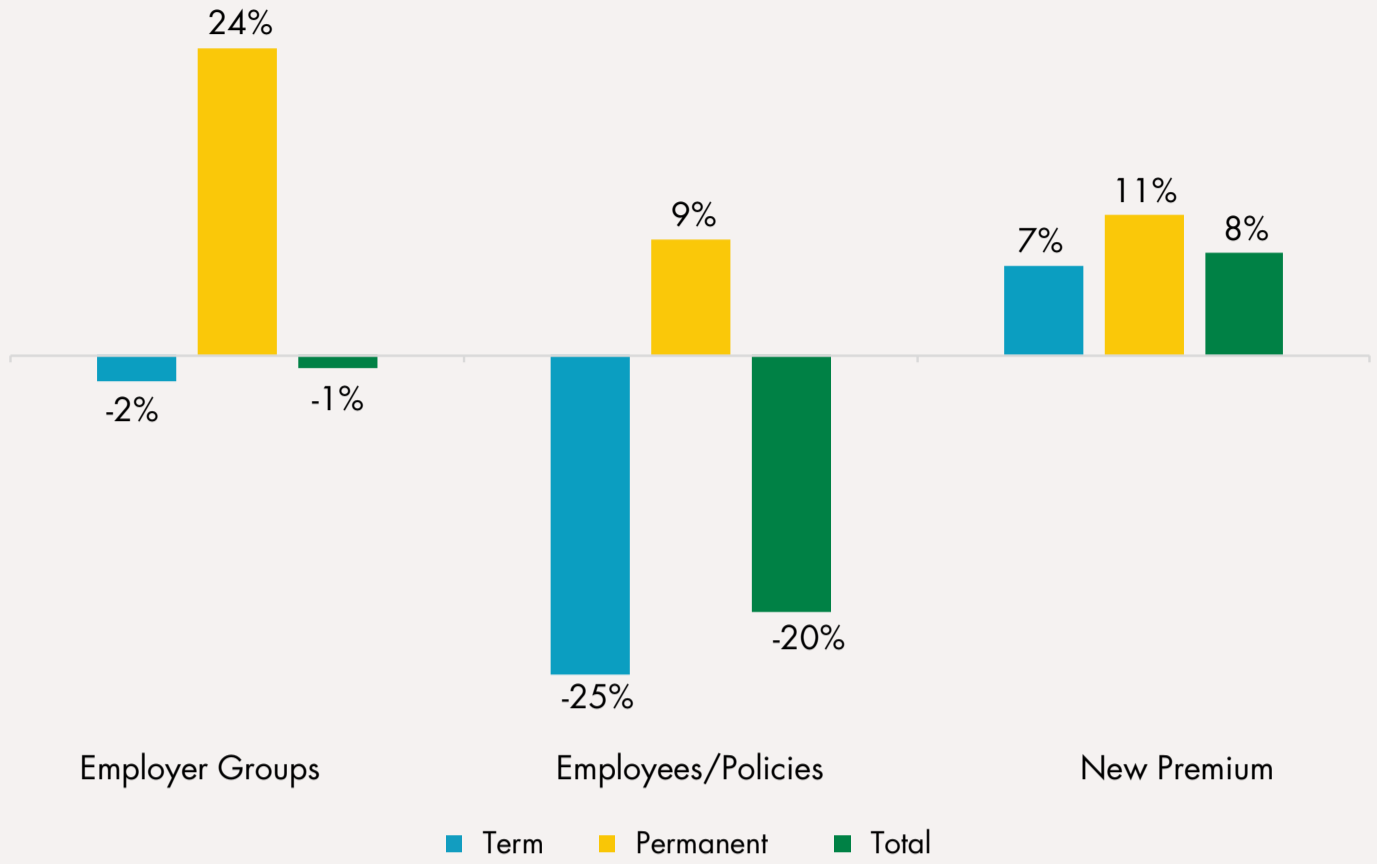
# Life Sales Carry 2023 Fourth Quarter Workplace Benefits Results



## Life

U.S. workplace life insurance new premium totaled **\$4.2 billion**, a **6% increase** over the prior year.

### Workplace Life Insurance Sales

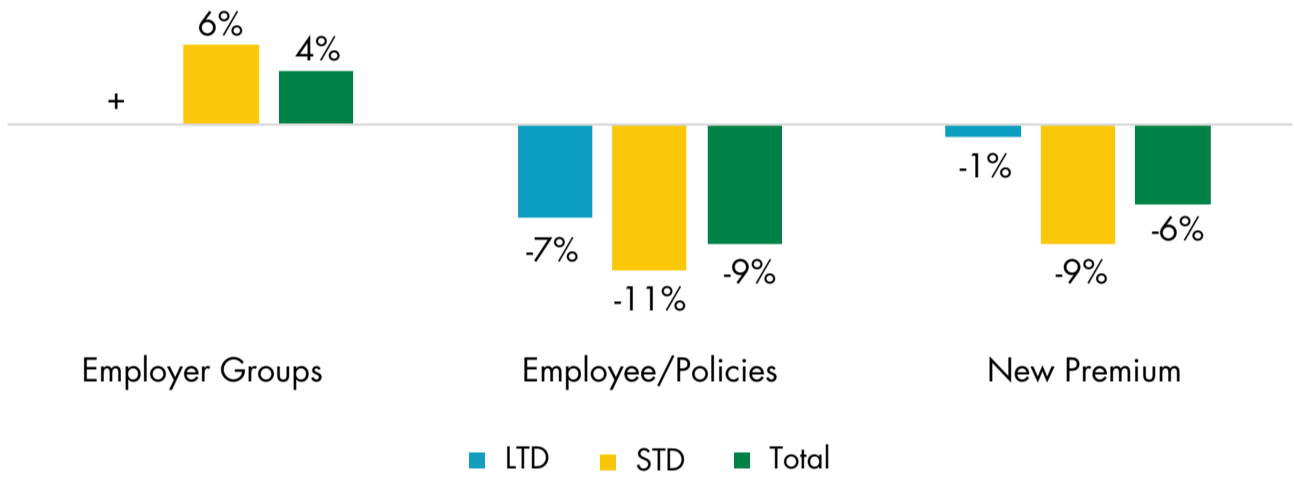


Permanent life insurance represents approximately 10% of the overall workplace life insurance sales market.

## Disability

U.S. workplace disability new premium increased **8% over 2022 sales**.

### Workplace Disability Insurance Sales

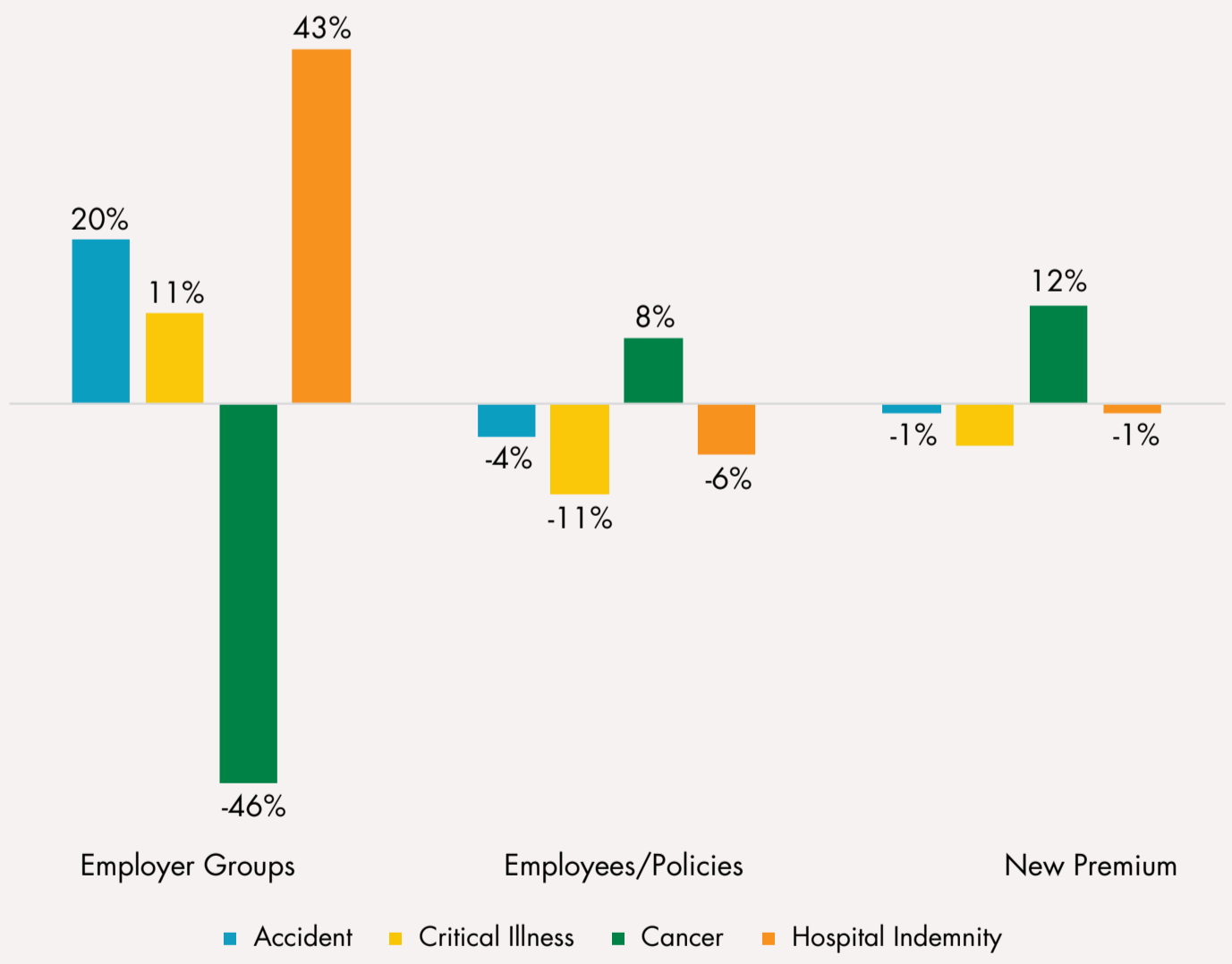


+ Less than 1/2 of -1 percent

## Supplemental Health

New annualized premium for supplemental health products increased **5% in 2023**.

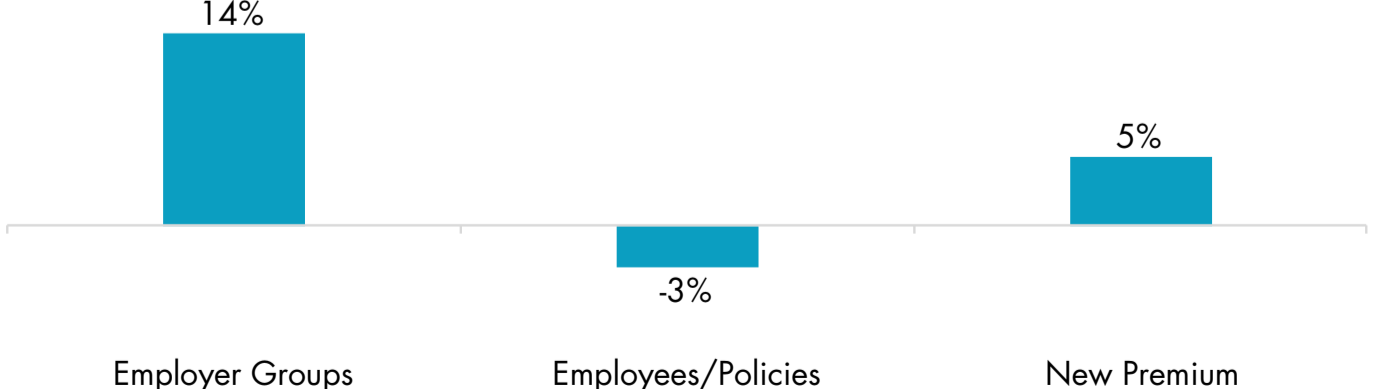
### Workplace Supplemental Health Insurance Sales



## Dental

New sales finished the year with a **4% increase**.

### Workplace Dental Insurance Sales



Data excludes Delta Dental Association. Based on new subscribers.