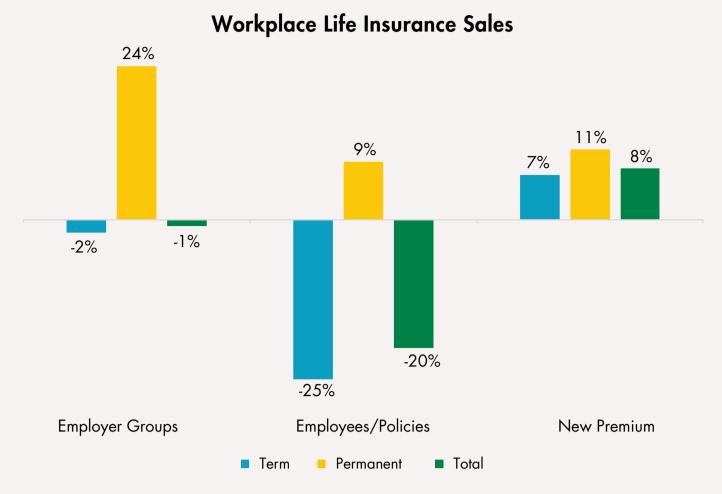
Life Sales Carry 2023 Fourth Quarter Workplace Benefits Results



Life

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



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

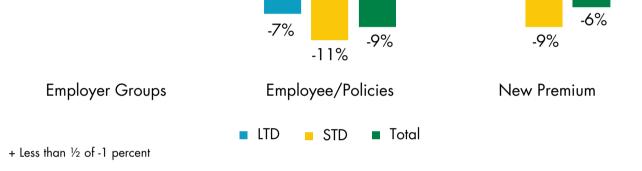
Disability

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

Workplace Disability Insurance Sales

-1%

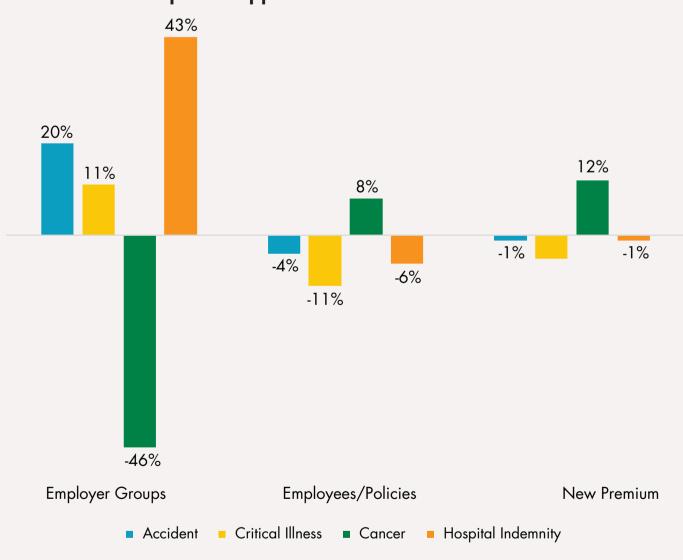




Supplemental Health

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

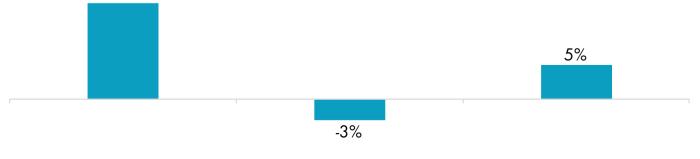
Workplace Supplemental Health Insurance Sales



Dental

New sales finished the year with a 4% increase.

Workplace Dental Insurance Sales



Employer Groups

Employees/Policies

New Premium

Data excludes Delta Dental Association. Based on new subscribers.

Sources: LIMRA's U.S. Workplace Life, Disability, Supplemental Health, and Dental Insurance Sales Surveys, Fourth Quarter 2023. Quarter-to-quarter percent change from prior year. 0140-2024 © 2024, LL Global, Inc. All rights reserved.

