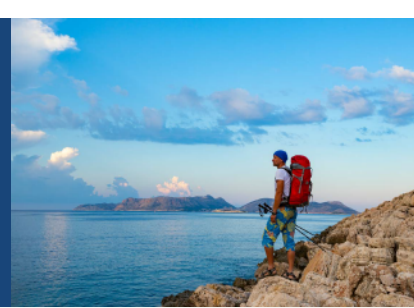


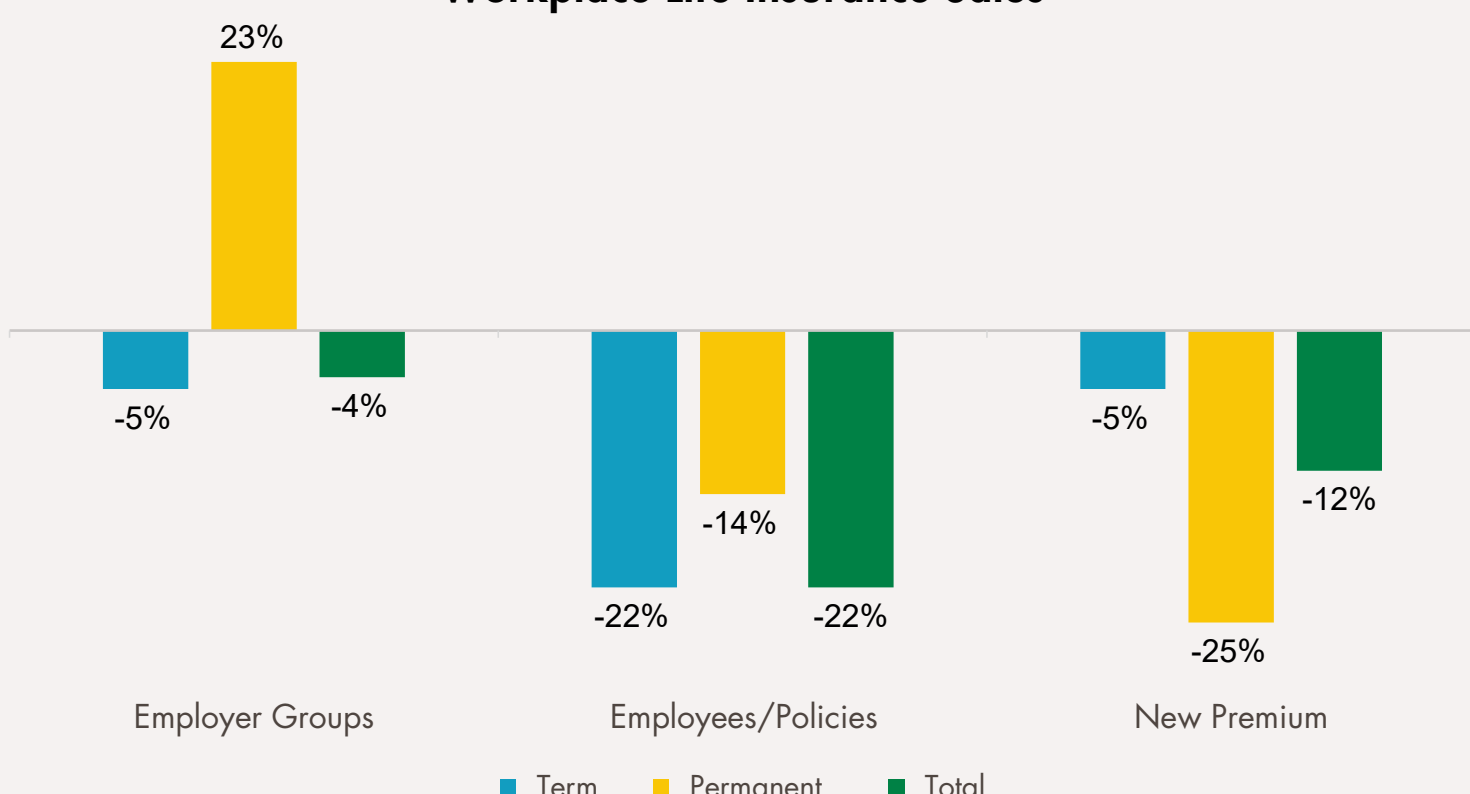
Workplace Benefits Sales Remain Up After First Nine Months of 2023



Life

U.S. workplace life insurance new premium fell **12%** in the third quarter but increased **3%** YTD.

Workplace Life Insurance Sales

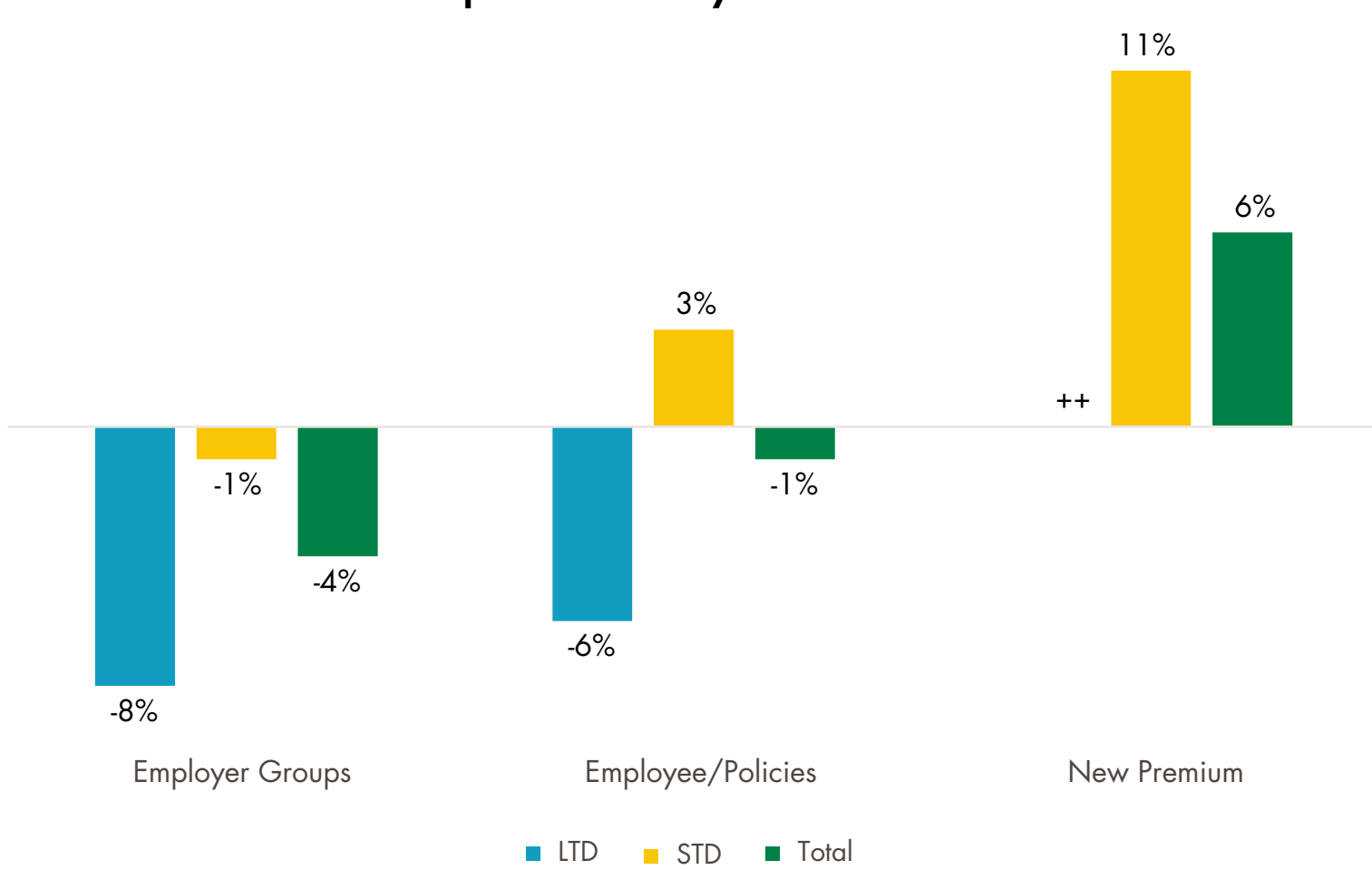


Permanent life insurance represents about 10% of the overall workplace life insurance sales market.

Disability

Disability insurance new premium was up **6%**, driven by short-term disability sales.

Workplace Disability Insurance Sales



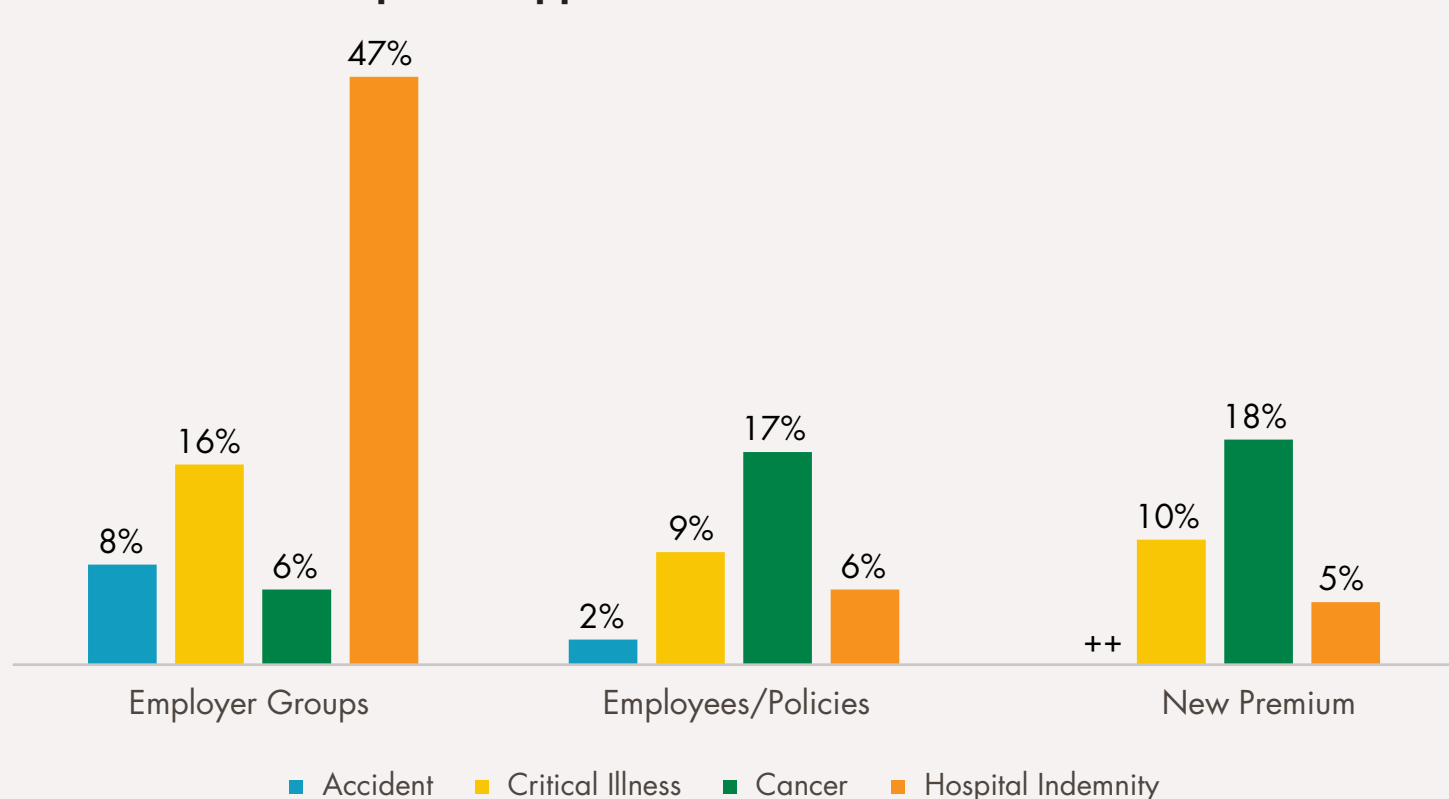
++ Less than 1/2 of -1 percent

Total workplace disability insurance new premium for the third quarter was **\$628 million**, **6%** higher than prior year results.

Supplemental Health

New premium for supplemental health insurance products grew **5%** in third quarter 2023.

Workplace Supplemental Health Insurance Sales

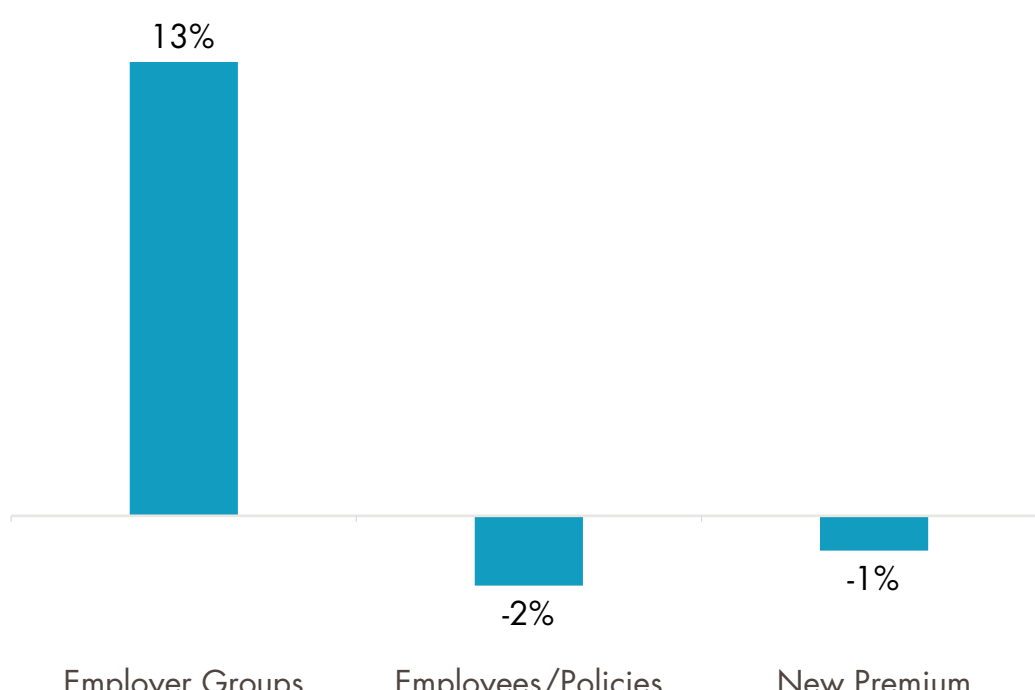


++ Less than 1/2 of -1 percent

Dental

Total workplace dental new premium was nearly **\$2.5 billion** in the first nine months of 2023, an **increase of 5 percent**, based on new premiums.

Workplace Dental Insurance Sales



Data excludes Delta Dental Association.