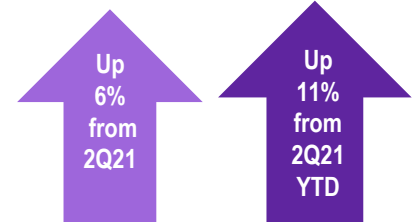
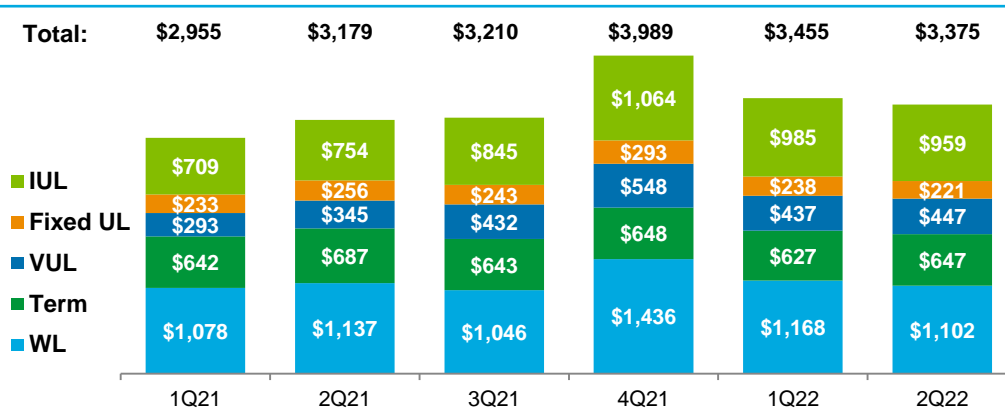


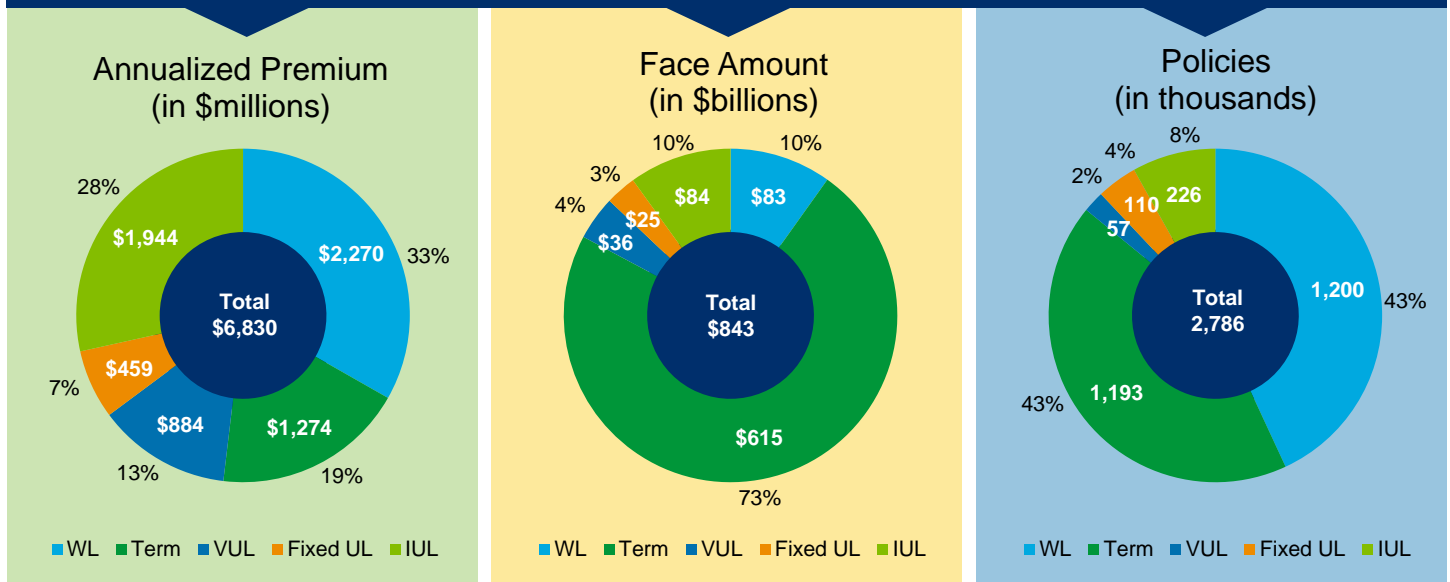
2Q 2022

U.S. Retail Individual Life Insurance Sales

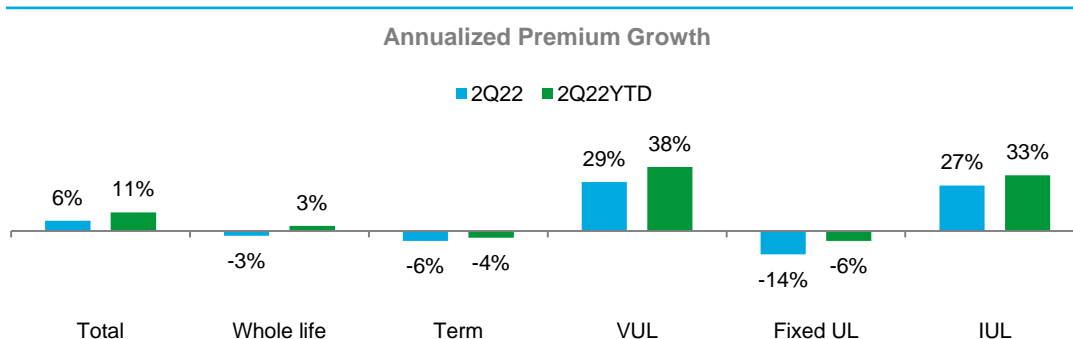
Annualized Premium Trend (in \$millions)



Market Share by Product Type
Second Quarter 2022 Year-to-Date



Growth Rates by Product



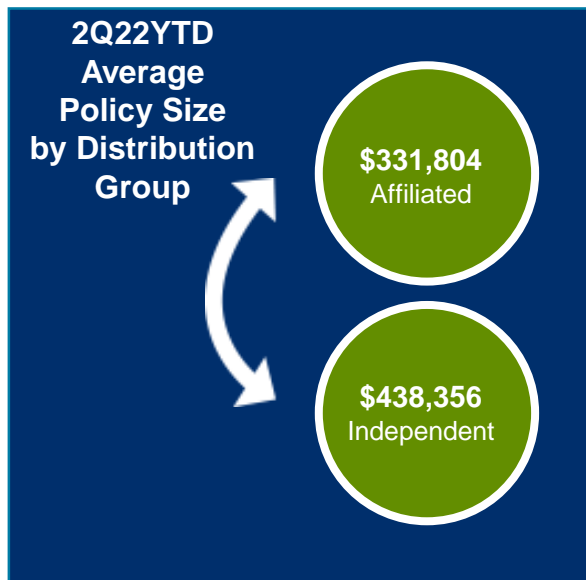
Average Policy Size
2Q22 YTD

WL	\$69,252
Term	\$515,457
VUL	\$626,468
Fixed UL	\$229,820
IUL	\$371,357
Total	\$302,581

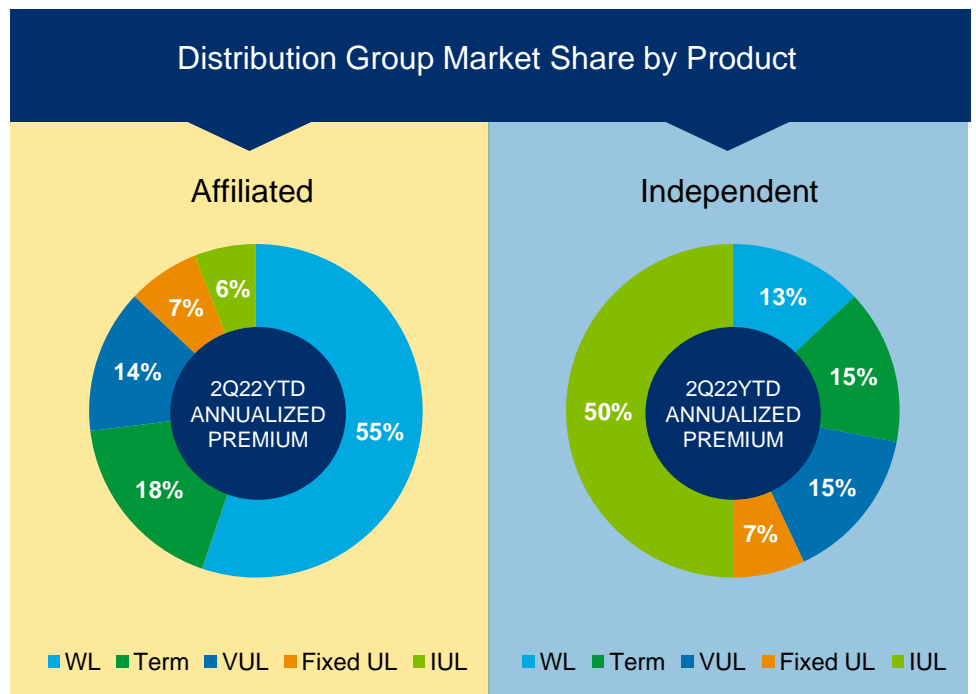
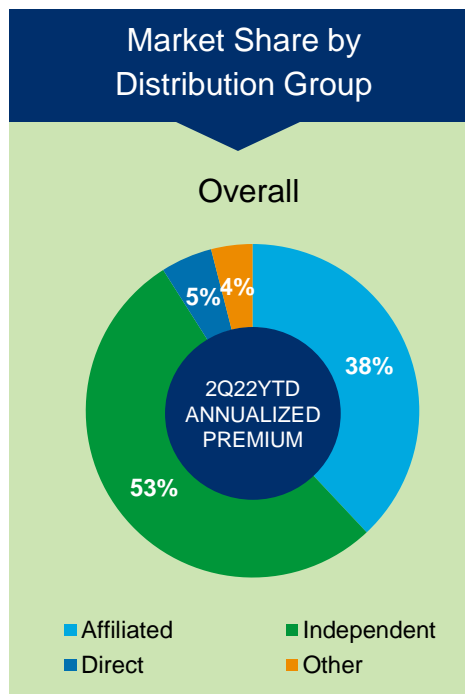
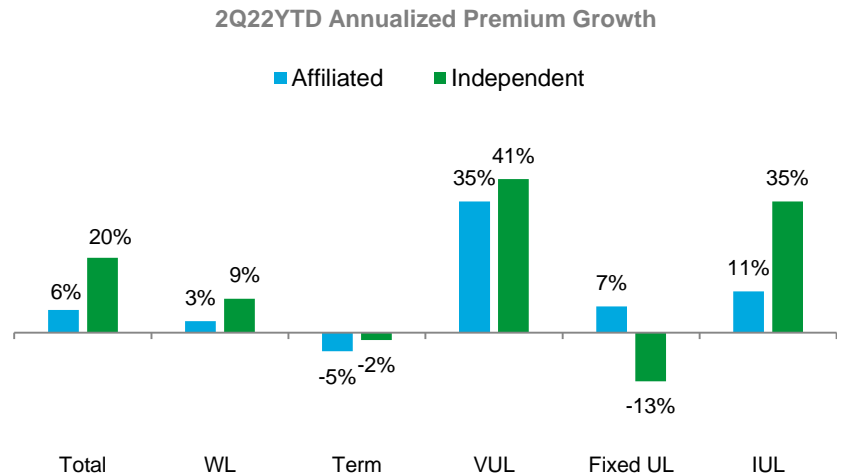
Source: LIMRA's U.S. Retail Individual Life Insurance Sales Survey

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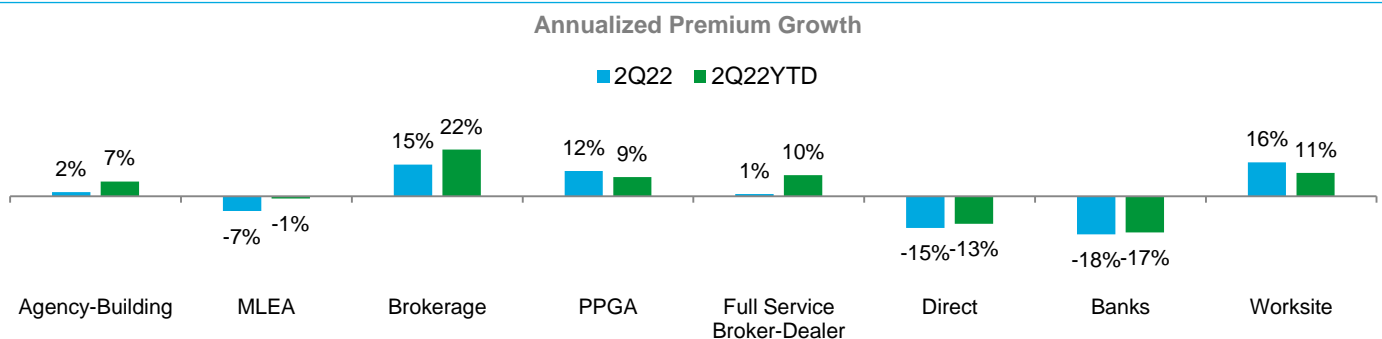
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Product Growth Rates by Distribution Group



Growth Rates by Distribution Channel



Affiliated includes agency-building, MLEA and home service; Independent includes Brokerage, PPGA, and Full Service BD;
 Direct includes Direct to Consumer and Internet Direct; and Other includes banks, worksite and channels other than those listed
 Source: LIMRA's U.S. Retail Individual Life Insurance Sales Survey