

INDIVIDUAL DISABILITY



U.S. Individual Disability Market Survey
Summary Report – 2022 Results

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PARTICIPATING COMPANIES

- Ameritas Life
- Assurity Life
- Federated Life
- Guardian Life
- Illinois Mutual
- Knights of Columbus
- MassMutual
- MetLife
- Mutual of Omaha
- New York Life
- Northwestern Mutual
- Principal Financial Group
- RiverSource Life
- The Standard
- State Farm
- Thrivent Financial
- Unum

BACKGROUND

Gen Re is pleased to present the *2022 U.S. Individual Disability Market Survey* results. This annual benchmarking survey covers Non-Cancelable (Non-Can), Guaranteed Renewable (GR), Buy-Sell, and Guaranteed Standard Issue (GSI) product lines for 2021 and 2022. Seventeen carriers participated in the survey representing \$5.3 billion of in-force premium. Of those companies, 15 reported Non-Can results, 14 provided GR results and six reported on their Buy-Sell product. Eight companies provided GSI results.

Growth calculations for 2021 to 2022 are based upon comparable data for both years for those companies providing the data and include any adjustments made to the 2021 reported data.

SURVEY HIGHLIGHTS

17 companies participated in the 2022 survey

\$5.3 billion in total in-force premium (Non-Can, GR and Buy-Sell) was reported for 2022

Total in-force premium increased by **3%** over 2021 results

Non-Can accounts for **\$4.5 billion (85%)** of the total premium in-force

Total GSI (Non-Can and GR) in-force premium grew by **6%** over 2021 results

Employee-paid accounts for **59%** of the total GSI premium in-force

\$457 million in total new sales premium (Non-Can, GR and Buy-Sell) was reported for 2022

Total GSI new sales premium increased **24%** for participating companies

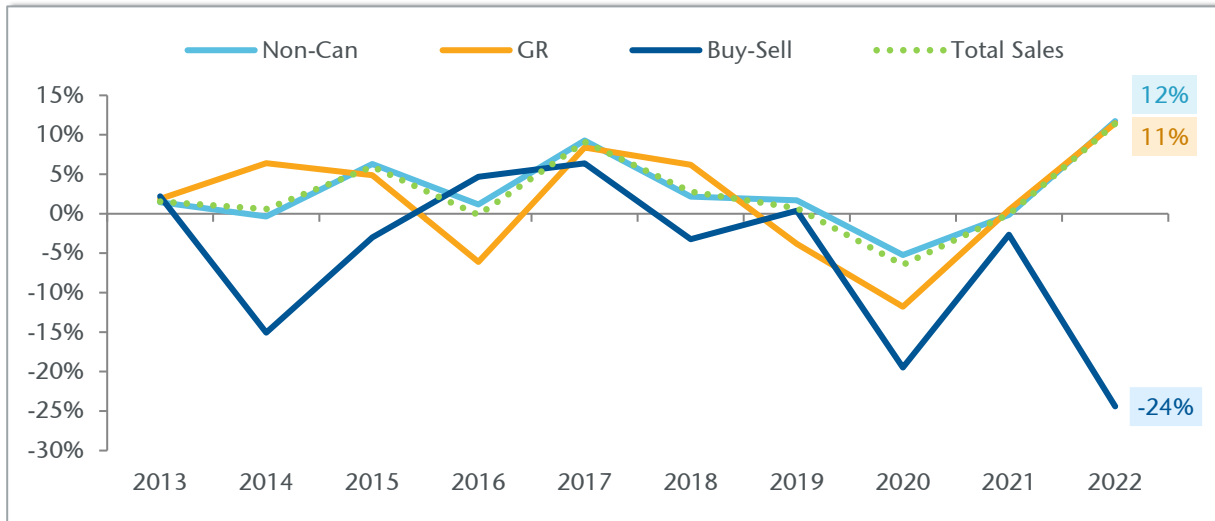
New sales premium for employer-paid and employee-paid GSI grew **35%** and **11%**, respectively

EXECUTIVE SUMMARY

Market Growth – New Business (Non-Can, GR and Buy-Sell)

Total new sales premium from Non-Can, GR and Buy-Sell combined increased 11% to \$457 million for 2022. Non-Can and GR sales premium grew 12% and 11%, respectively, while Buy-Sell sales declined 24% compared to 2021.

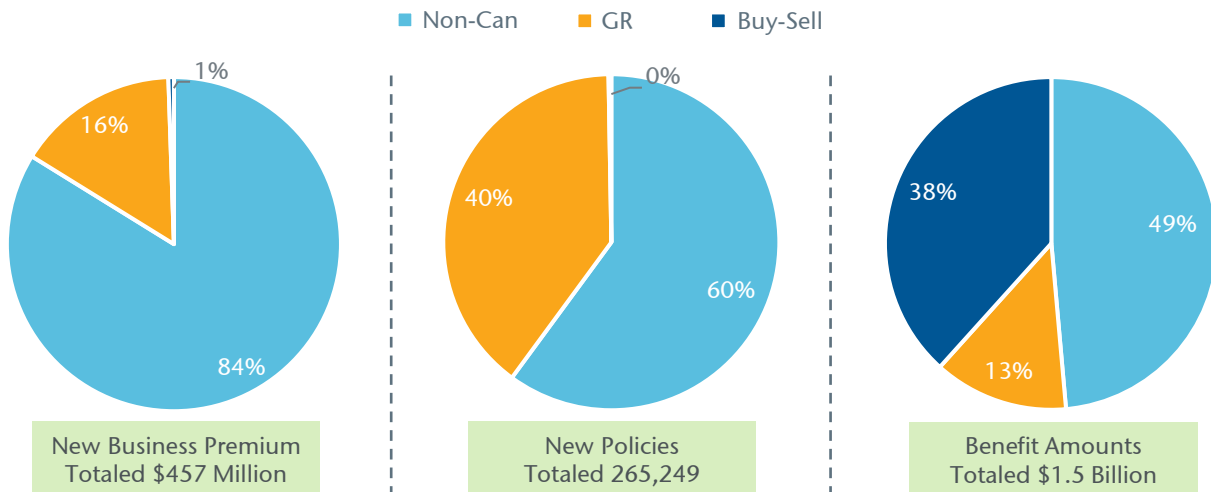
Sales Premium Growth Rate Trends



Of the \$457 million in total new sales premium, Non-Can products represent 84% or \$383 million, and GR represents 16% or \$71.5 million. Buy-Sell accounts for less than 1% of the total new sales premium and policies but 38% of total new benefit amounts for 2022.

The total number of new policies issued increased 3% to 265,249, while total benefit amounts declined 6% to \$1.5 billion.

2022 New Business by Product



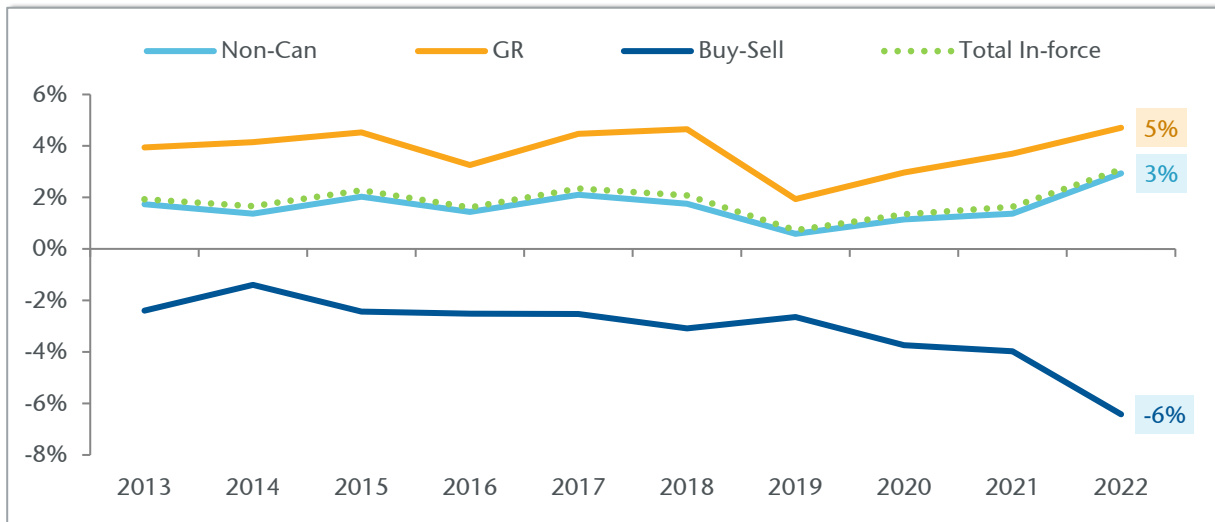
Note: Exhibits may not total 100% due to rounding.

EXECUTIVE SUMMARY

Market Growth – In-force Business (Non-Can, GR and Buy-Sell)

Total in-force premium from Non-Can, GR and Buy-Sell combined increased 3% to \$5.3 billion in 2022. Non-Can and GR increased 3% and 5%, respectively, while Buy-Sell declined 6%.

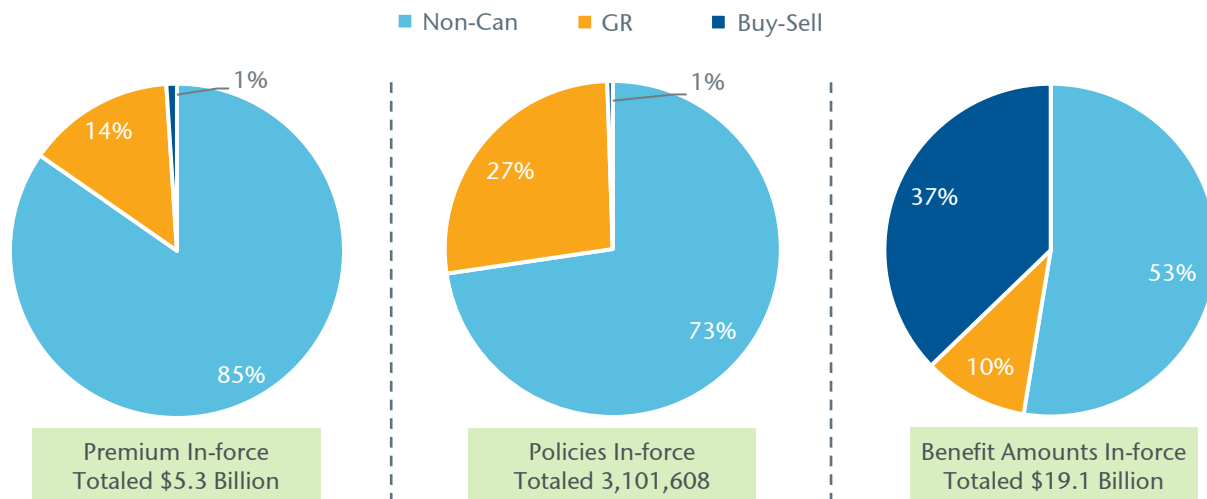
In-force Premium Growth Rate Trends



Of the \$5.3 billion in total in-force premium, Non-Can products represent 85% or \$4.5 billion, GR represents 14% or \$763.7 million and Buy-Sell accounts for 1% or about \$49 million.

The number of in-force policies remained level with 2021 at 3.1 million, while total benefit amounts declined 2% to \$19.1 billion.

2022 In-force Business by Product



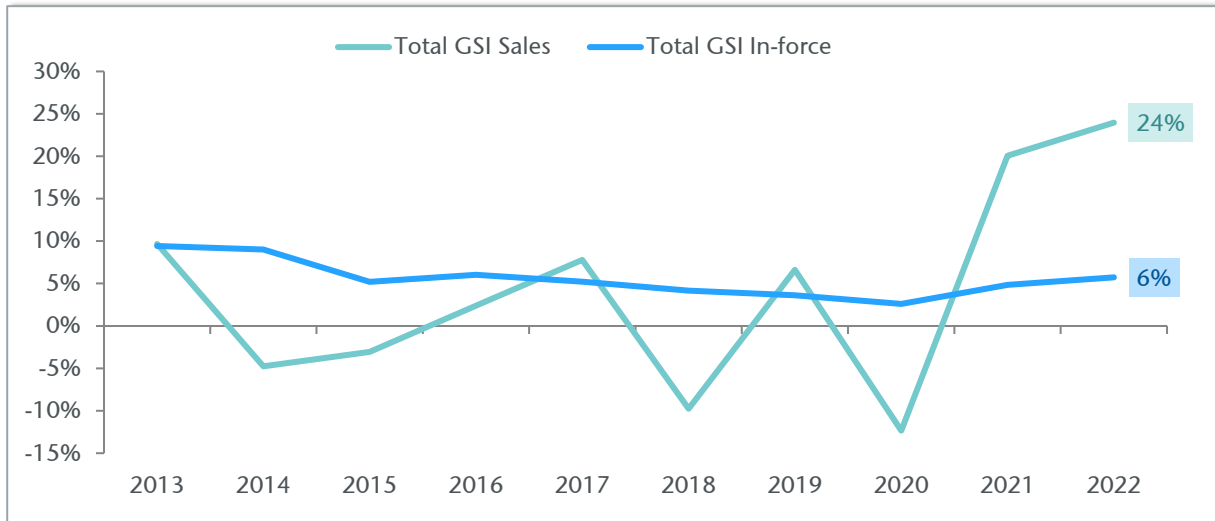
Note: Exhibits may not total 100% due to rounding.

EXECUTIVE SUMMARY

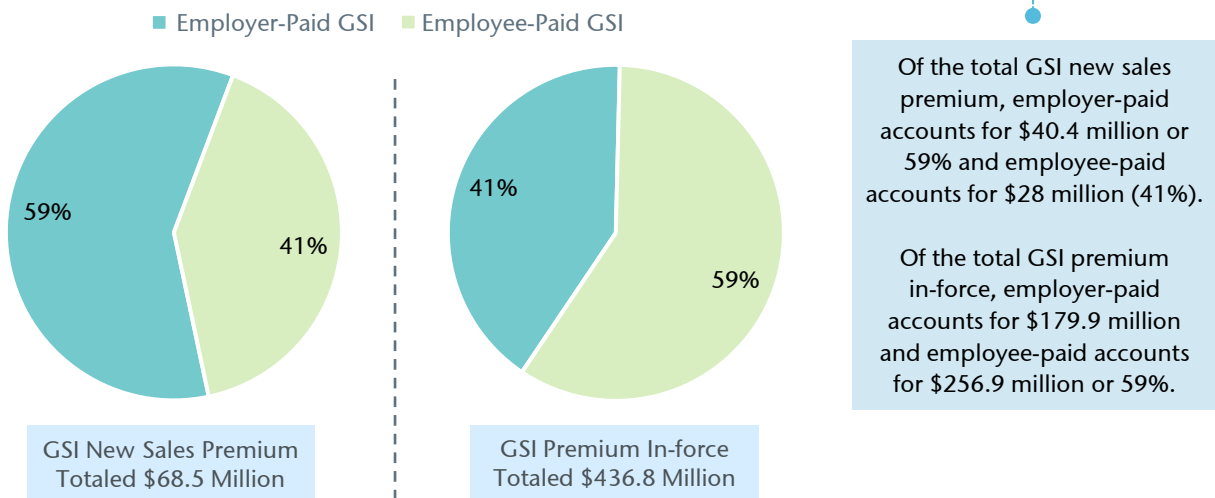
Market Growth – GSI Business (Non-Can and GR)

Total GSI new sales premium (Non-Can and GR combined) rose 24% to \$68.5 million in 2022. Total GSI in-force premium grew 6% to \$436.8 million, with Non-Can representing \$427.6 million or 98% of the total.

GSI Premium Growth Rate Trends



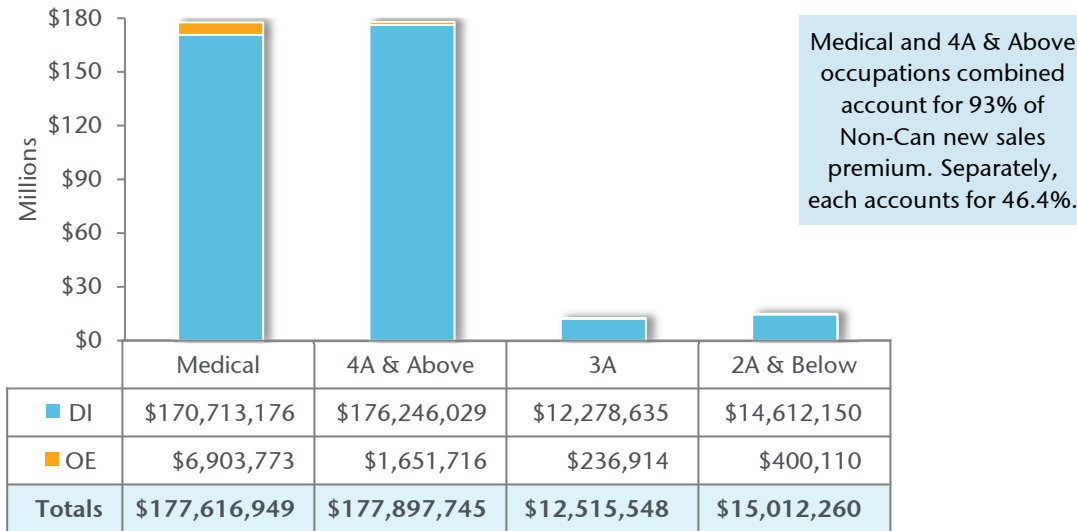
Percentage of Employer-Paid and Employee-Paid GSI, 2022



Non-Can New Business

Participating companies reported \$383 million of Non-Can new sales premium. Disability Income (DI) represents \$373.8 million or 98% and Overhead Expense (OE) accounts for about \$9.2 million.

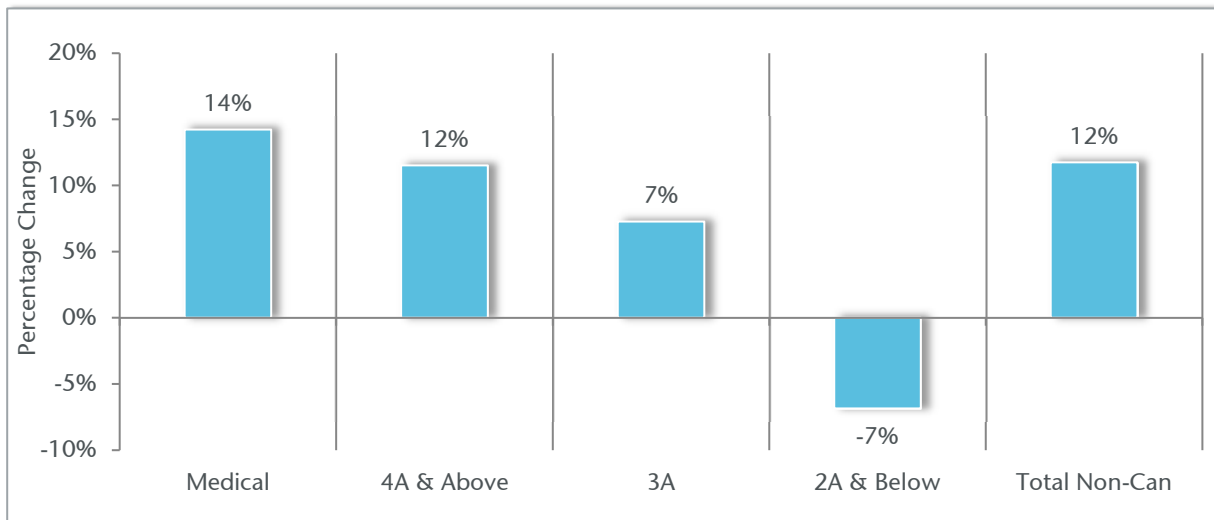
Non-Can Sales Premium by Policy Type and Occupational Class



Note: Sums may not equal totals due to rounding.

Overall, Non-Can new sales premium increased 12%. On a combined basis, new sales premium from Medical and 4A & Above occupations grew by 13% over 2021. New sales premium from 3A occupations increased 7%, while decreasing 7% for 2A & Below occupations.

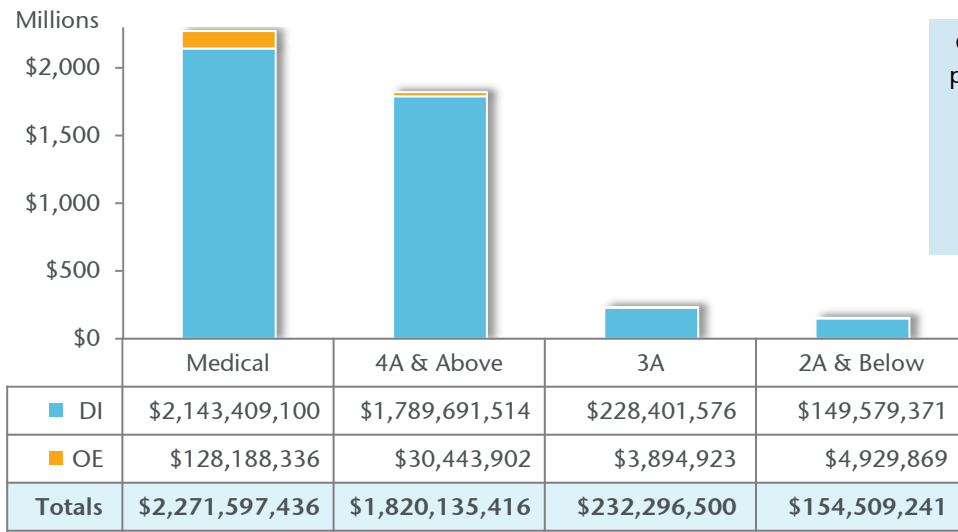
Percentage Change in Non-Can New Sales Premium by Occupational Class



Non-Can In-force Business

Participants reported nearly \$4.5 billion of Non-Can in-force premium. DI represents \$4.3 billion or 96% and OE accounts for the remainder.

Non-Can In-force Premium by Policy Type and Occupational Class

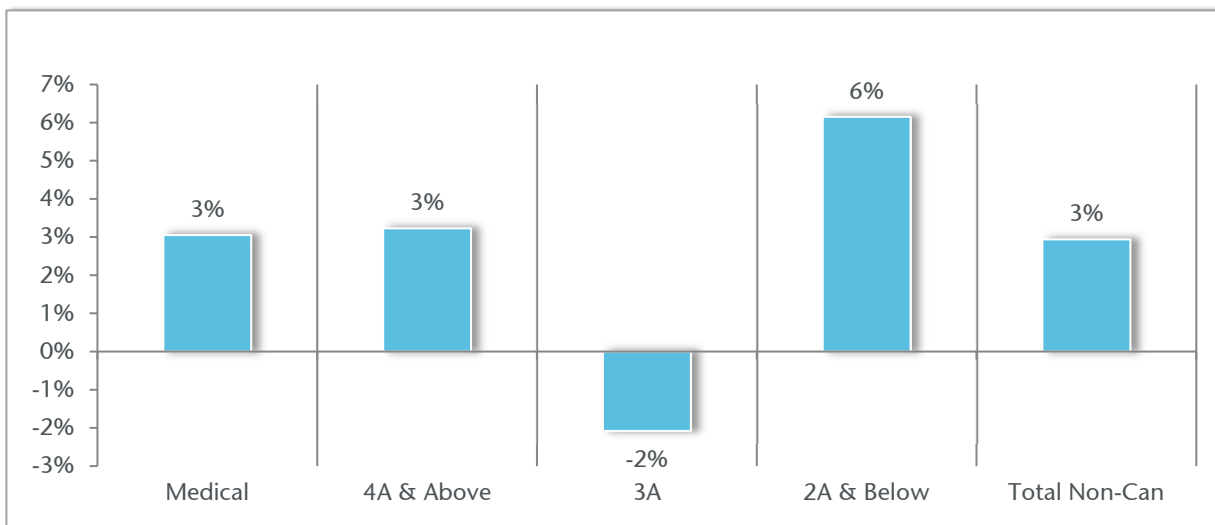


Combined, DI and OE premium from Medical occupations reached nearly \$2.3 billion; accounting for 51% of the total Non-Can premium in-force.

Note: Sums may not equal totals due to rounding.

Overall, Non-Can in-force premium increased 3%, with all but the 3A occupations showing an increase.

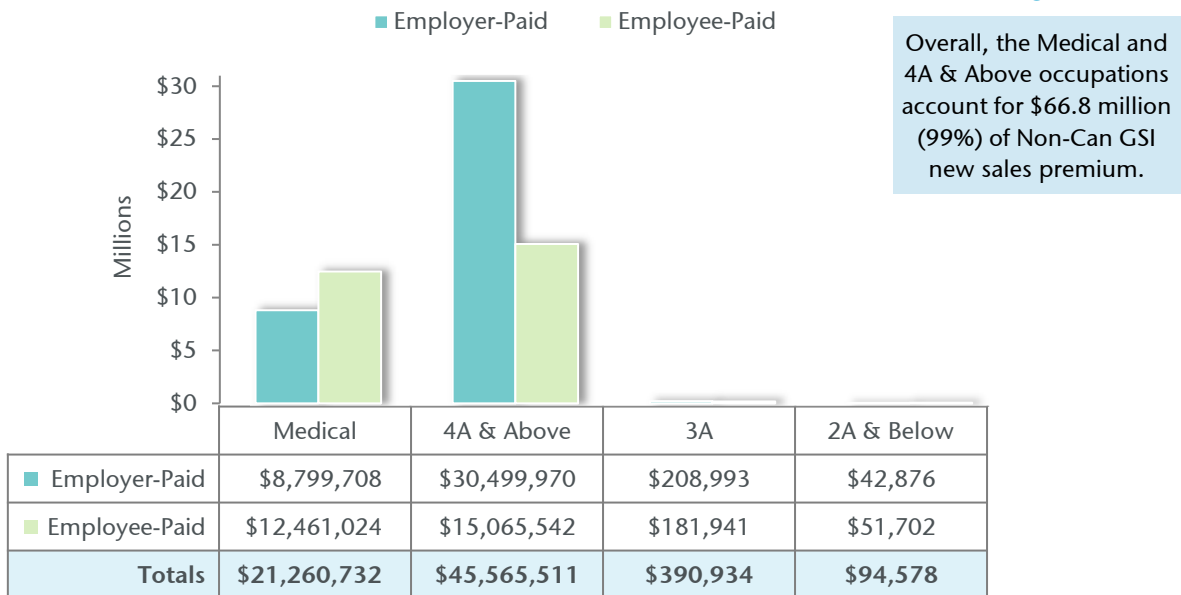
Percentage Change in Non-Can In-force Premium by Occupational Class



Non-Can GSI New Sales and In-force Business

Participating companies reported \$67.3 million of Non-Can GSI sales premium for 2022, increasing 24% over 2021. Employer-paid premium accounts for 59% or \$39.6 million and employee-paid premium accounts for \$27.8 million.

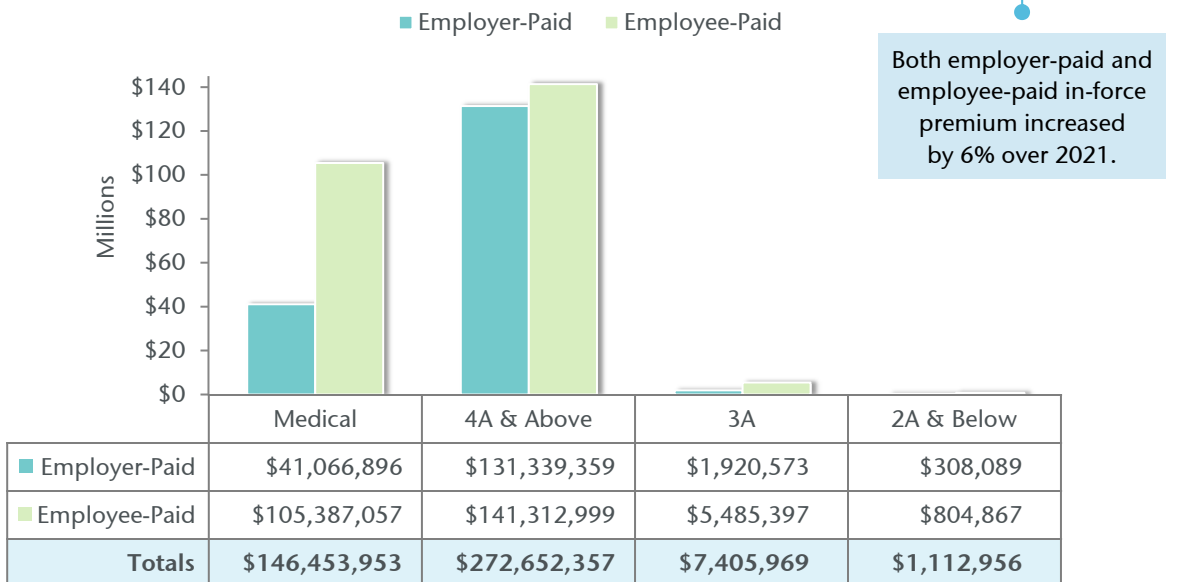
Non-Can GSI Sales Premium



Note: Sums may not equal totals due to rounding.

Seven companies reported \$427.6 million of Non-Can GSI in-force premium for 2022, an increase of 6% over 2021. On a combined basis, premium from Medical and 4A & Above occupations grew 6% in 2022, representing 98% of the total GSI premium in-force. The combined premium from 3A and 2A & Below occupations fell 7%, representing only 2% of the total.

Non-Can GSI In-force Premium

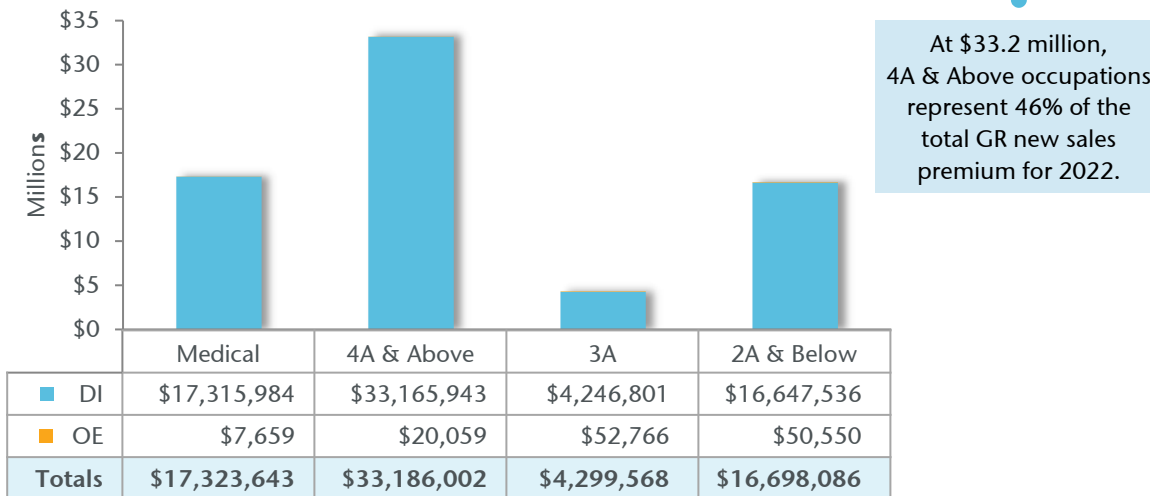


Note: Sums may not equal totals due to rounding.

GR New Business

Participants reported \$71.5 million of GR new sales premium for 2022, increasing by more than 11% over 2021. DI accounts for \$71.4 million and OE accounts for about \$131,000.

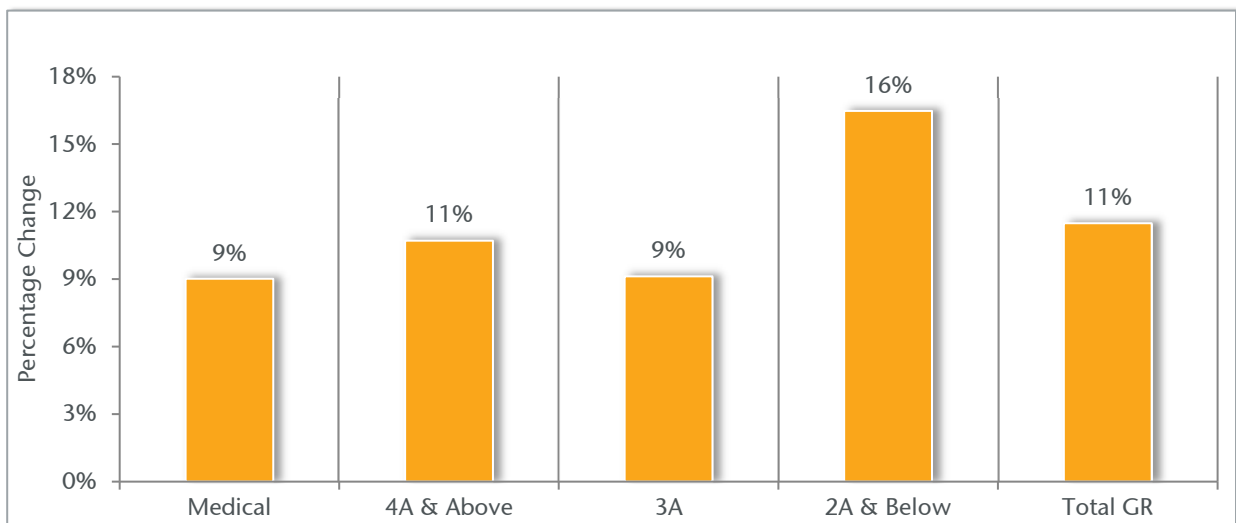
GR Sales Premium by Policy Type and Occupational Class



Note: Sums may not equal totals due to rounding.

GR new sales premium grew 11%, with all occupational categories showing an increase over 2021 results.

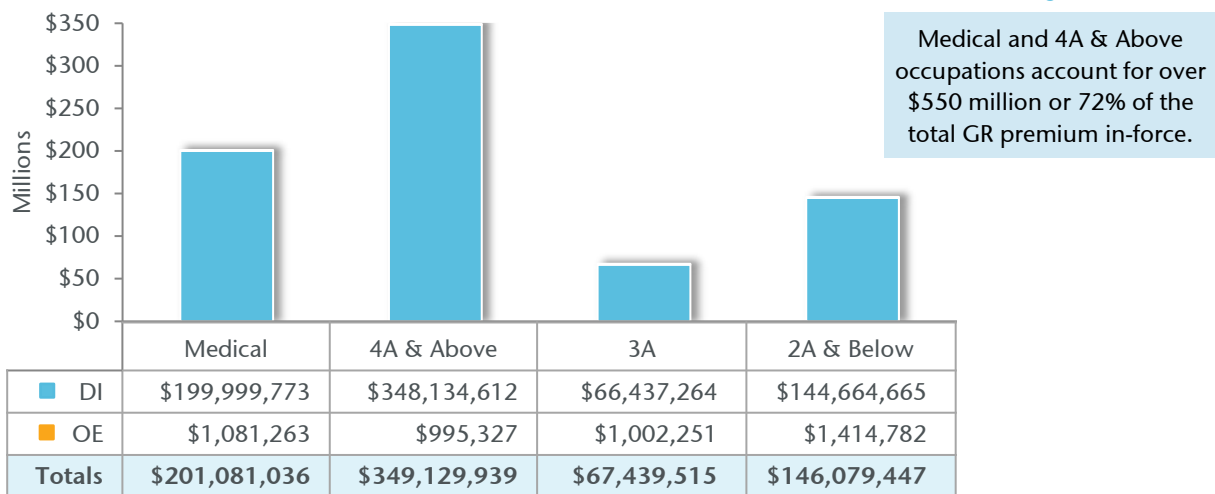
Percentage Change in GR New Sales Premium by Occupational Class



GR In-force Business

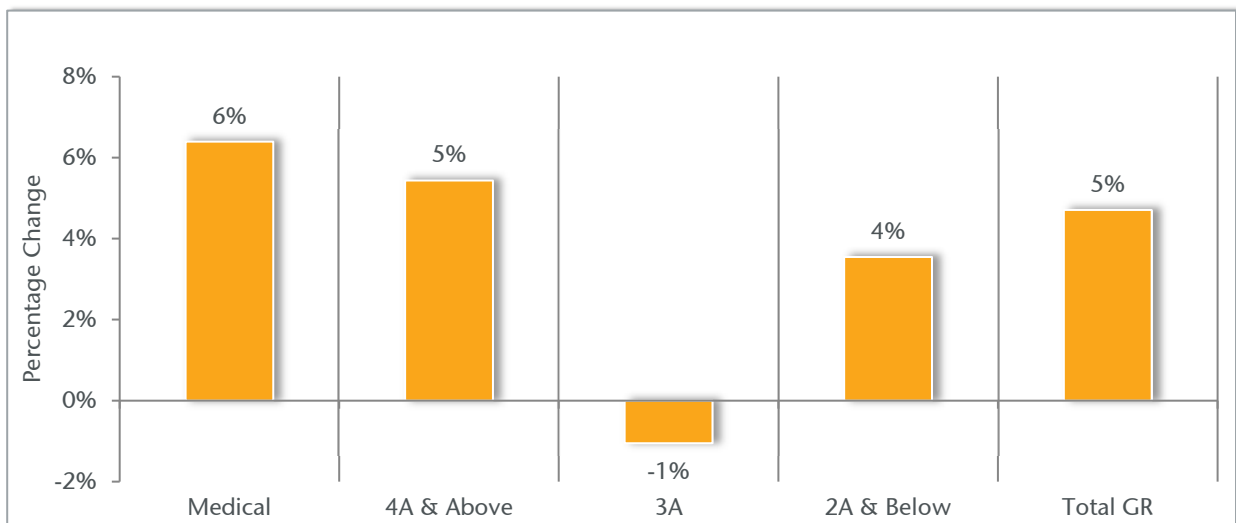
Participants reported \$763.7 million of GR in-force premium, up 5% over 2021. Disability Income accounts for \$759.2 million or 99%.

GR In-force Premium by Policy Type and Occupational Class



As with Non-Can in-force results, GR in-force premium increased for all occupational categories except 3A.

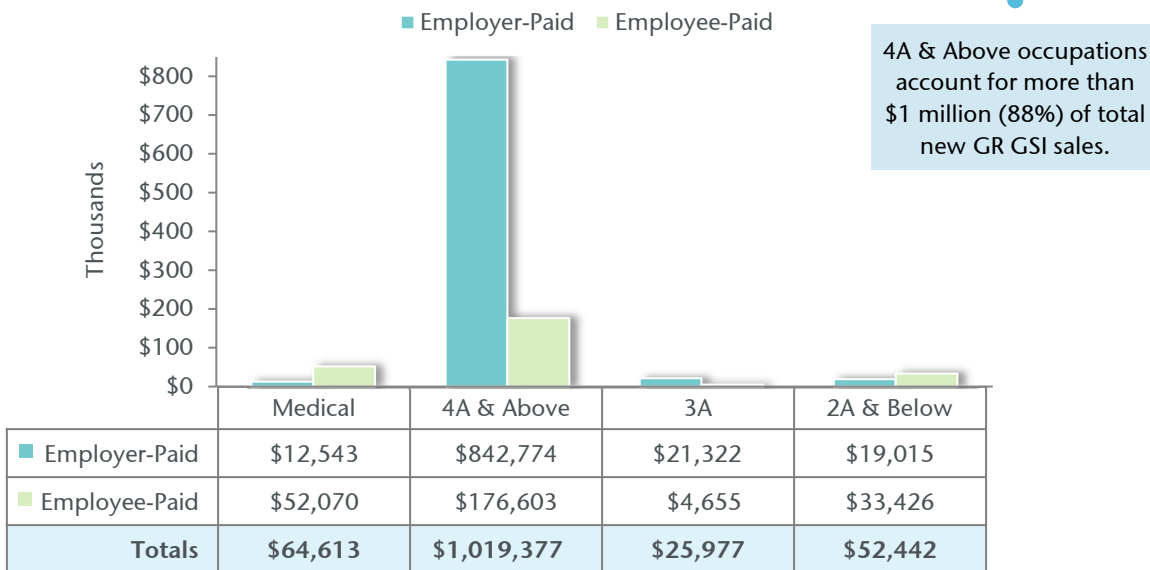
Percentage Change in GR In-force Premium by Occupational Class



GR GSI New Sales and In-force Business

Participating companies reported nearly \$1.2 million in GR GSI new sales premium, increasing 25% over 2021. Employer-paid business accounts for 77%.

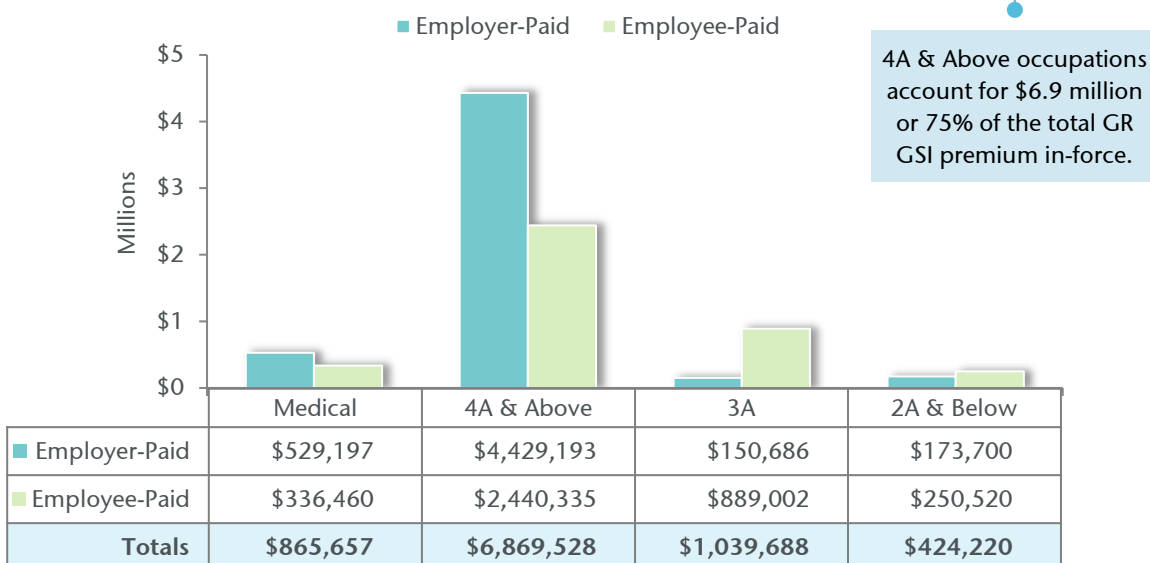
GR GSI Sales Premium



Note: Sums may not equal totals due to rounding.

Five companies reported \$9.2 million of GR GSI in-force premium for 2022, a decline of 2% compared to 2021 results. Employer-paid premium represents 57% or \$5.3 million and employee-paid accounts for the remainder, \$3.9 million.

GR GSI In-force Premium

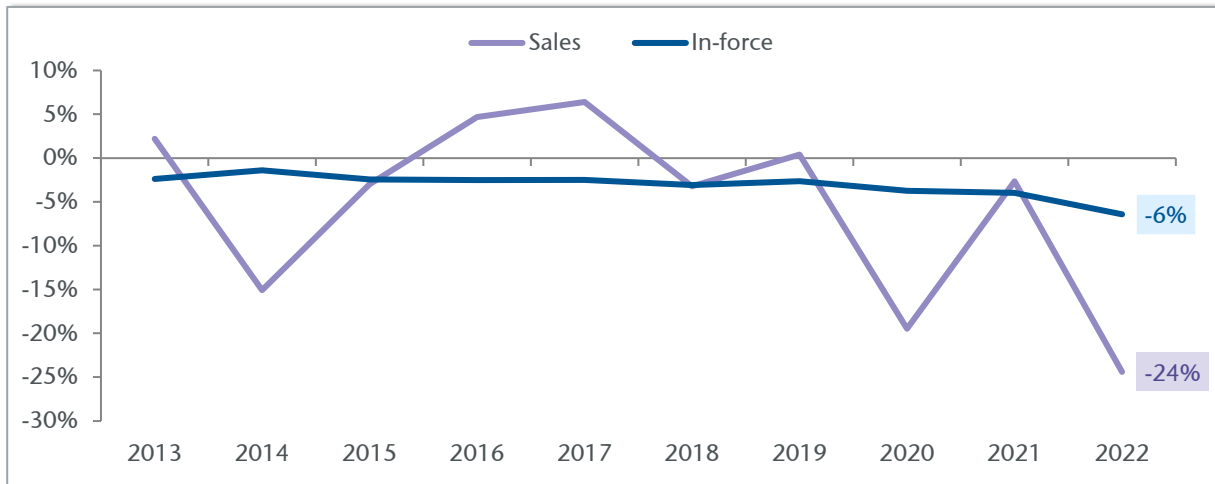


Note: Sums may not equal totals due to rounding.

Buy-Sell New Sales and In-force Business

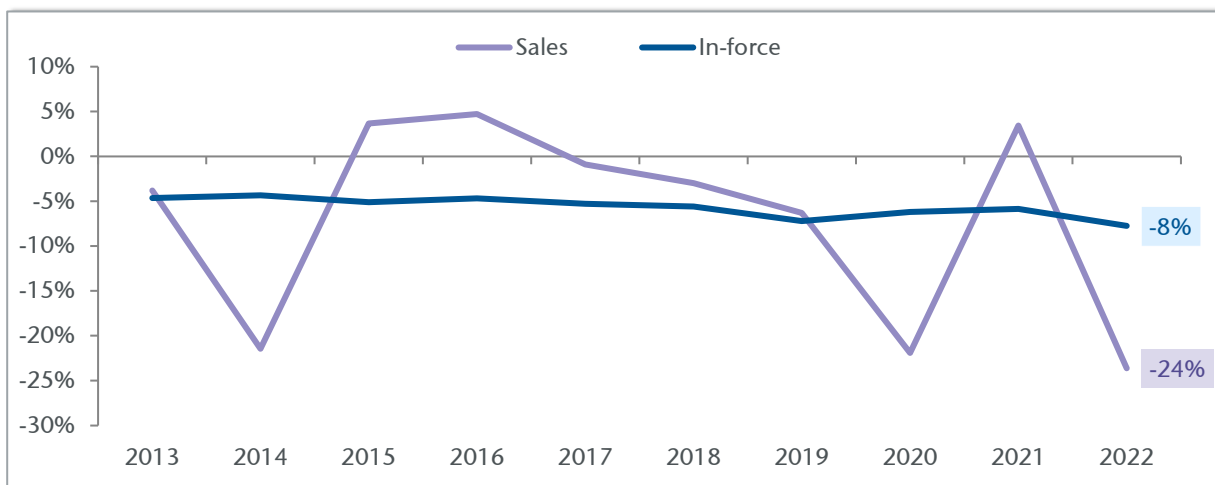
Six companies reported \$2.4 million in Buy-Sell new sales premium in 2022, a decline of 24% compared to 2021. Buy-Sell in-force premium fell 6% to \$48.9 million, marking a 14-year trend of declining results.

Buy-Sell Premium Growth Rate Trends



More than 700 new Buy-Sell policies were issued in 2022, falling short compared to the 936 that were issued in 2021. Buy-Sell policies in-force totaled 16,485, a decline of 8%.

Buy-Sell Policy Growth Rate Trends



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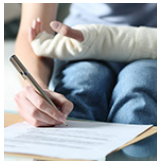
AA+

Standard & Poor's

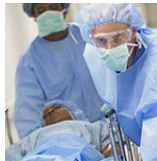
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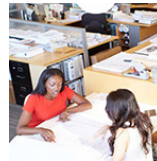
Accident



**Critical
Illness**



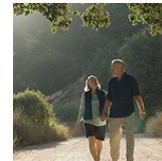
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