

Fourth Quarter 2022 Canadian Life Insurance Sales Results

Canadian					
Individual Life Insurance Growth Rates by Product					
Percent Change 2021-2022					
		Annualized Premiums	Face Amount	Number of Policies	Market Share by Premium
Universal Life	Fourth Quarter 2022	-7%	-1%	-4%	15%
	Year-end	9%	22%	6%	15%
Term	Fourth Quarter 2022	-10%	-8%	-13%	19%
	Year-end	-8%	-5%	-14%	20%
Whole Life	Fourth Quarter 2022	1%	2%	+	66%
	Year-end	2%	++	-4%	65%
Total	Fourth Quarter 2022	-2%	-5%	-7%	100%
	Year-end	1%	++	-8%	100%

+ Less than ½ of 1 percent

++ Less than ½ of -1 percent

Excludes Direct to Consumer.