



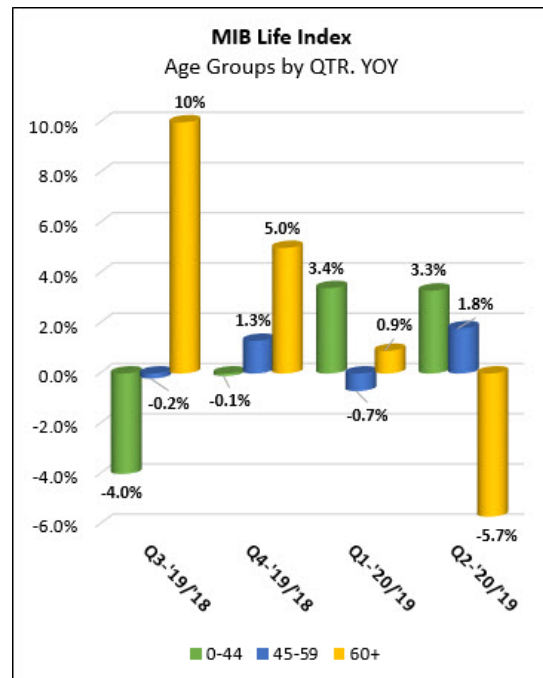
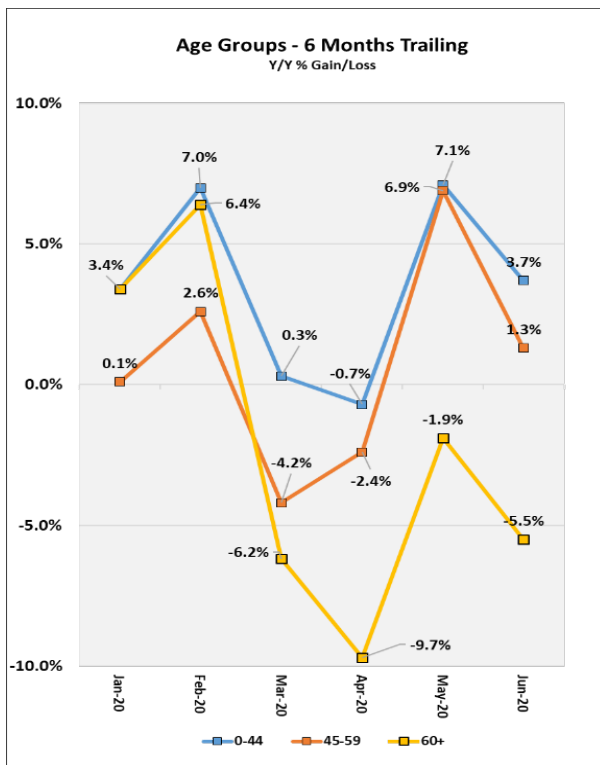
FOR IMMEDIATE RELEASE

U.S. Life Insurance Activity Stays Positive in June Reports the MIB Life Index

YTD Application Activity is up 1.5% at Q2 Close

Braintree, MA. (July 13, 2020) — After pandemic related declines in March thru April, U.S. life insurance application activity rose for the second consecutive month, up 1.2% in June YOY, according to the [MIB Life Index](#). Despite the initial quarantine period straddling both the first and second quarters of 2020, Q2 finished up 1.0% YOY, with Q1 showing 1.8% YOY gains. At the close of the second quarter, the composite MIB Life Index is up 1.5% YTD. June's application activity was off -1.7% from that of May, a time period where gains and losses have been historically mixed.

Below age 60 life insurance buyers led once again but at a slowing pace compared to May. June's application activity ages 0-44 were up 3.7, ages 45-59 were up 1.3%, and ages 60+ were off -5.5 YOY.



At the second quarter's close, YTD application activity ages 0-44 remained consistent from last month, up 3.4%, ages 45-59 are up 0.5%, and ages 60+ were off -2.3%.

-more-

June 2019 MIB Life Index (2)



Coming Soon— Watch for our “2020 At-the-Half” video containing additional insights into the first half of 2020 and the impact of COVID19 on life insurance applications. Login to the Enhanced Life Index Portal to download the 2019 [MIB Life Index Annual Report](#) at no charge or register to view at: www.mibsolutions.com/regLI.

| Monthly Percent Change Composite Index (year-over-year) | |
|--|-------|
| Jun-20 | 1.2% |
| May-20 | 5.2% |
| Apr-20 | -3.0% |
| Mar-20 | -2.2% |
| Feb-20 | 5.6% |
| Jan-20 | 2.5% |
| YTD - 2020 1.5% | |
| YTD - 2019 1.8% | |
| Q2-2020 1.0% | |
| Q1-2020 1.8% | |
| Q4-2019 1.3% | |
| Q3-2019 -0.3% | |
| Q2-2019 1.5% | |

| % Change Age Groups (year-over-year) | 0-44 | 45-59 | 60+ |
|---|-------------|--------------|--------------|
| Jun-20 | 3.7% | 1.3% | -5.5% |
| May-20 | 7.1% | 6.9% | -1.9% |
| Apr-20 | -0.7% | -2.4% | -9.7% |
| Mar-20 | 0.3% | -4.2% | -6.2% |
| Feb-20 | 7.0% | 2.6% | 6.4% |
| Jan-20 | 3.4% | 0.1% | 3.4% |
| YTD 2020 | 3.4% | 0.5% | -2.3% |

About the MIB Life Index

The MIB Life Index is the life insurance industry's timeliest measure of application activity in the United States. Released to the media each month, the Index is based on the number of searches MIB life member company underwriters perform on the MIB Checking Service database. Since over 95% of life insurance applications in North America include an MIB search, as a routine underwriting requirement, the MIB Life Index provides a reasonable means to estimate new business activity. For past releases, methodology or to subscribe visit www.mibgroup.com/lifeindex.

| U.S. Monthly Percent Change vs. Prior Month | |
|--|-------|
| June | -1.7% |

About MIB

MIB is the life and health insurance industry's most trusted and secure resource for data-driven risk management services that protect the financial integrity of its members and address their evolving needs. Owned by its members, MIB is uniquely positioned to securely collect and analyze confidential data. MIB services help to detect fraud, errors and omissions on insurance applications; to analyze industry data needed to

manage a variety of financial risks; and to make regulatory reporting compliance less onerous and more efficient. As the life insurance industry's experience reporting agent, our MIB Solutions, Inc. subsidiary cost-effectively performs annual data calls for those insurers subject to principles-based reserving. MIB Group, Inc., a membership corporation, provides services through its wholly-owned operating subsidiaries, MIB, Inc. and MIB Solutions, Inc. For more information, visit www.mibgroup.com.

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