



## **Summary of Key Results From The 2014 and 2015 U.S. Group Disability Market Survey**

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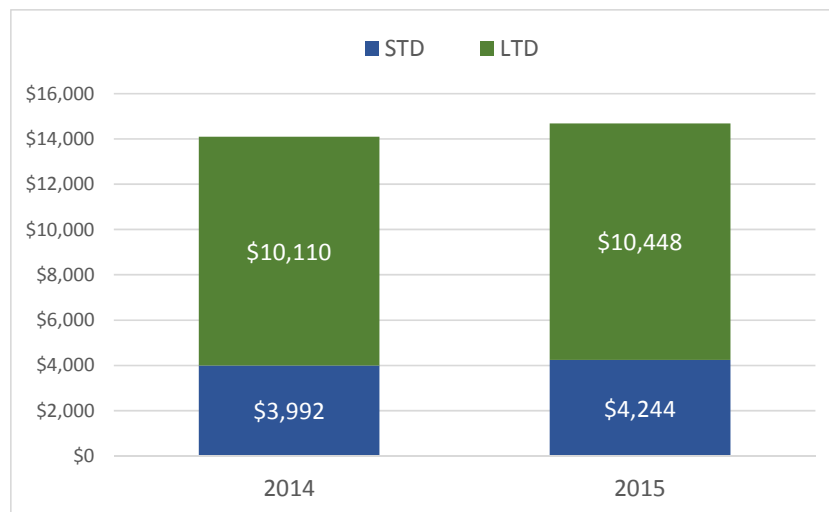
The 2014 and 2015 U.S. Group Disability Market Survey covers Employer-paid and Employee-paid short-term disability (STD) and long-term disability (LTD) insurance products, and includes an analysis of premiums, cases, and covered lives from new sales and in-force business in 2014 and 2015. This document summarizes some of the key results from the survey.

In total, 26 disability insurance companies contributed data to the 2014 and 2015 U.S. Group Disability Market Survey. These companies are shown below:

Aetna Inc.	OneAmerica
Allstate Benefits	Prudential Group Insurance
Anthem Inc.	Reliance Standard
Assurant Employee Benefits	The Standard
Cigna	Sun Life Financial
Dearborn National	Symetra
Guardian Life	Trustmark Insurance
The Hartford	The Union Labor Life Insurance Company
Kansas City Life Insurance Company	UnitedHealthcare Specialty Benefits
Liberty Mutual Benefits	Unum
Lincoln Financial Group	USABLE Life
MetLife	Voya Employee Benefits
Mutual of Omaha	Zurich

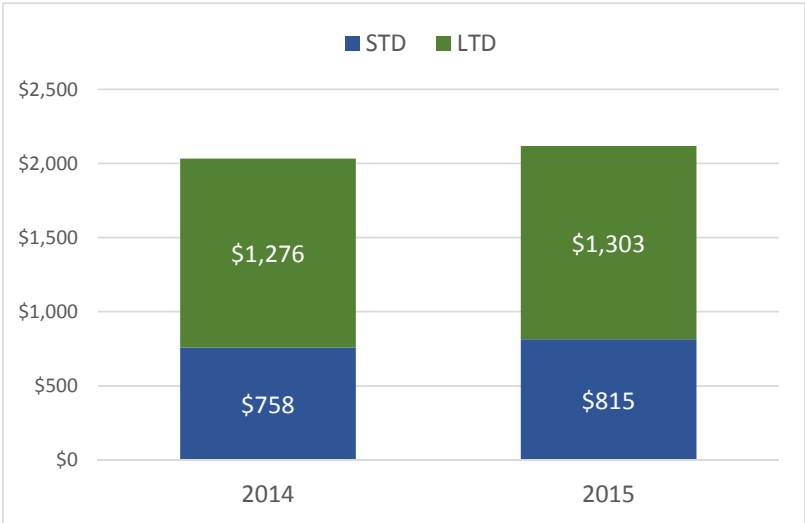
The combined STD and LTD in-force premium was approximately \$14.7 billion among contributing companies in 2015, versus \$14.1 billion in 2014. We estimate that their total premium represents 90% to 95% of the group disability insurance market in terms of in-force business. STD in-force premium increased by approximately 6% from 2014 to 2015, and LTD in-force premium increased by approximately 3%. The 2014 and 2015 in-force premiums are shown in Figure 1.

**Figure 1:** Total In-force Premium Among Contributing Companies From 2014 and 2015 (in \$ millions)



The combined STD and LTD premium from new sales was approximately \$2.1 billion in 2015, versus \$2.0 billion in 2014. STD premium from new sales increased by approximately 8% from 2014 to 2015, and LTD premium from new sales increased by approximately 2%, as shown in Figure 2 below.

**Figure 2:** Total New Sales Premium Among Contributing Companies From 2014 and 2015 (in \$ millions)



The table in Figure 3 shows average premium per life for in-force business and new sales in 2014 and 2015.

**Figure 3:** Group Disability Average Premium per Life

	STD	LTD
In-force	\$216	\$253
New Sales	\$239	\$222

The table in Figure 4 shows the average growth rates by case count and covered lives from 2014 to 2015.

**Figure 4:** Group Disability Growth Rates

STD	New Sales	In-force
Cases	-4.0%	0.0%
Lives	-2.1%	3.4%
LTD	New Sales	In-force
Cases	-0.2%	-0.4%
Lives	0.8%	3.2%

The tables in Figures 5 and 6 show 2014 and 2015 in-force premiums reported by survey contributors. Please note that the company rankings in each of the tables were determined based upon reported results from 2015.

Figure 5: STD In-force Premium From 2014 and 2015 (\$ millions)				
Rank	Company	2014	2015	% Change
1	Unum	\$581.9	\$628.9	8.1%
2	Cigna	\$402.0	\$445.3	10.8%
3	The Hartford	\$360.4	\$385.3	6.9%
4	Lincoln Financial Group	\$392.1	\$382.9	-2.3%
5	MetLife	\$268.0	\$282.3	5.3%
6	Aetna	\$252.5	\$270.7	7.2%
7	Sun Life Financial	\$281.0	\$269.3	-4.2%
8	Guardian Life	\$234.8	\$262.4	11.7%
9	The Standard	\$214.3	\$249.8	16.6%
10	Mutual of Omaha	\$181.0	\$197.6	9.2%
11	Liberty Mutual	\$140.3	\$182.8	30.3%
12	Reliance Standard	\$171.5	\$178.8	4.3%
13	Prudential	\$170.5	\$151.3	-11.3%
14	Assurant Employee Benefits	\$83.0	\$78.9	-5.0%
15	Dearborn National	\$55.4	\$59.3	7.0%
16	Anthem Life	\$46.4	\$53.9	16.1%
17	US Able Life	\$50.2	\$47.0	-6.3%
18	OneAmerica	\$33.0	\$37.8	14.6%
19	Voya Employee Benefits	\$19.9	\$21.5	8.0%
20	UnitedHealthcare	\$16.4	\$17.6	6.9%
21	Symetra	\$9.5	\$15.0	57.4%
22	Kansas City Life	\$13.6	\$10.6	-22.2%
23	Trustmark Insurance	\$5.9	\$6.1	4.5%
24	Allstate Benefits	\$4.3	\$4.2	-0.9%
25	Union Labor Life	\$3.7	\$4.0	10.9%
26	Zurich	\$0.1	\$0.1	-6.7%
	Grand Total	\$3,991.7	\$4,243.5	6.3%

**Figure 6:  
LTD In-force Premium From 2014 and 2015  
(\$ millions)**

Rank	Company	2014	2015	% Change
1	Unum	\$1,585.6	\$1,660.8	4.7%
2	Cigna	\$1,279.2	\$1,364.5	6.7%
3	MetLife	\$1,199.2	\$1,199.7	0.0%
4	The Hartford	\$1,015.2	\$1,031.9	1.6%
5	The Standard	\$709.6	\$741.7	4.5%
6	Liberty Mutual	\$581.8	\$686.2	18.0%
7	Aetna	\$603.1	\$637.9	5.8%
8	Prudential	\$627.4	\$593.9	-5.3%
9	Lincoln Financial Group	\$603.3	\$572.7	-5.1%
10	Sun Life Financial	\$435.2	\$423.3	-2.7%
11	Reliance Standard	\$404.5	\$406.6	0.5%
12	Guardian Life	\$336.9	\$363.0	7.7%
13	Mutual of Omaha	\$236.3	\$248.1	5.0%
14	Assurant Employee Benefits	\$177.3	\$169.9	-4.2%
15	Dearborn National	\$53.6	\$62.5	16.7%
16	Anthem Life	\$50.2	\$61.4	22.3%
17	Voya Employee Benefits	\$56.9	\$52.7	-7.4%
18	USABLE Life	\$48.9	\$44.8	-8.3%
19	OneAmerica	\$38.8	\$41.9	8.0%
20	UnitedHealthcare	\$28.8	\$32.6	13.2%
21	Symetra	\$20.4	\$29.8	46.0%
22	Kansas City Life	\$9.8	\$13.3	35.0%
23	Zurich	\$4.8	\$5.8	20.7%
24	Trustmark Insurance	\$1.9	\$1.9	-2.1%
25	Allstate Benefits	\$1.0	\$1.1	7.9%
26	Union Labor Life	\$0.2	\$0.3	2.0%
	<b>Grand Total</b>	<b>\$10,109.9</b>	<b>\$10,448.2</b>	<b>3.3%</b>