

Globe Life Inc. Investor Update

March 2024



Globe Life

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Non-GAAP Financial Measures. This presentation contains certain non-GAAP financial measures that differ from the comparable GAAP measures. Globe Life’s definitions of non-GAAP measures may differ from non-GAAP financial measures used by other companies. The presentation of this financial information, which is not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation of, or as a substitute for, the financial information prepared and presented in accordance with GAAP. Please see the appendix of this presentation for reconciliations to the most directly comparable GAAP financial measures and related information.

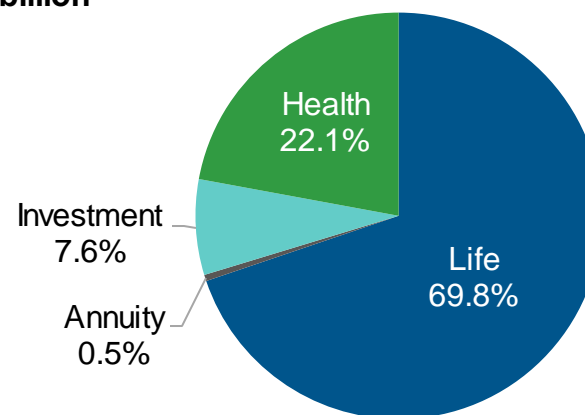
Globe Life Works to Make Tomorrow Better

Overview 2023 Selected Metrics

- Globe Life operates in the underserved lower-middle income to middle income market by selling basic protection life insurance and supplemental health products
- Sells basic protection insurance products that have historically been insulated from interest rates and equity market fluctuations
- Distributes products primarily through exclusive independent agency network and direct-to-consumer marketing channels
- Focuses on cost efficiency, resulting in consistent and strong underwriting margins
- Maintains a stable in-force block of business, regardless of changes in economic conditions, with over 90% of premium revenue generated from policies sold in prior years

Market Capitalization ¹	\$11.6 BN
GAAP Total Assets	\$28.1 BN
GAAP Equity excl. Accumulated Other Comprehensive Income (AOCI) ²	\$7.3 BN
Premium Income	\$4.5 BN
Policies In-Force	17.1 MN
Net Operating Income ²	\$1.0 BN
Net Operating Income as ROE ²	14.7%

2023 Segment Profitability (pre-tax)³: \$1.7 billion



Source: Company financials.

¹ Assumes a stock price of \$121.72 as of 12/31/23 based on 95.254mm basic shares outstanding as of 12/31/23.

² This is a non-GAAP financial measure. See the reconciliation of non-GAAP financial measures in the Appendix.


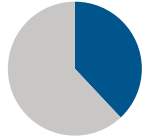





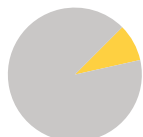

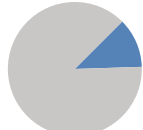
³ Calculated as segment profitability (pre-tax) before corporate & other expenses during 2023.

See the Company's 2023 10-K. Note: Numbers may not sum due to rounding in the presentation.

Key Highlights

- 1 Diversified, Controlled Distribution Channels Offering Low-Risk, Basic Protection Products
- 2 Stable Sales and Profitability Growth
- 3 Large In-force Block and Efficient Cost Control Generates Stable Net Operating Income
- 4 Conservative Investment Management with “Hold-to-Maturity” Strategy
- 5 Consistent Premium Income, Earnings and Shareholders’ Equity Growth
- 6 Consistent Excess Cash Flow and Dividend Capacity from Operating Subsidiaries
- 7 Long-Tenured and Experienced Management

① Diversified, Controlled Distribution Channels Offer Low-Risk, Basic Protection Products

	Products and Target Markets	Distribution ¹	Premium Income ² \$4.5BN
 American Income life insurance company	Individual life and supplemental health insurance to working families	10,725 producing agents in the U.S., Canada, and New Zealand.	 38%
 Globe Life	Individual life and supplemental health insurance including juvenile and senior life coverage and Medicare Supplement to lower middle-income to middle-income families	National distribution through direct-to consumer channels, including direct mail, electronic media and insert media	 24%
 Globe Life Liberty National Division	Individual life and supplemental health insurance to lower middle-income to middle-income families	3,392 producing agents in the U.S.	 12%
 Globe Life Family Heritage Division	Supplemental limited-benefit health insurance to lower middle-income to middle-income families	1,349 producing agents in the U.S.	 9%
 United American insurance company	Medicare Supplemental coverage to Medicare beneficiaries and, to a lesser extent, group worksite supplemental health coverage to people under age 65	3,223 independent producing agents in the U.S.	 12%

Source: Company financials.

¹ Agent count as of end of period 12/31/23.

² Premium Income is calculated for ended 12/31/2023.

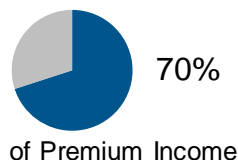
Note: Percentages do not add up to 100% due to the table not including the 'Other' category, which accounts for ~4.4% of premium income in 2023.

② Stable Sales and Profitability Growth

Life Segment

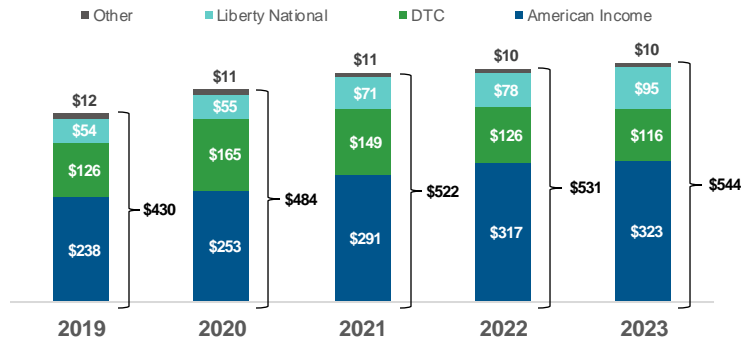
Business Focus

Consists of nonparticipating ordinary life insurance products, including traditional whole life and term life insurance



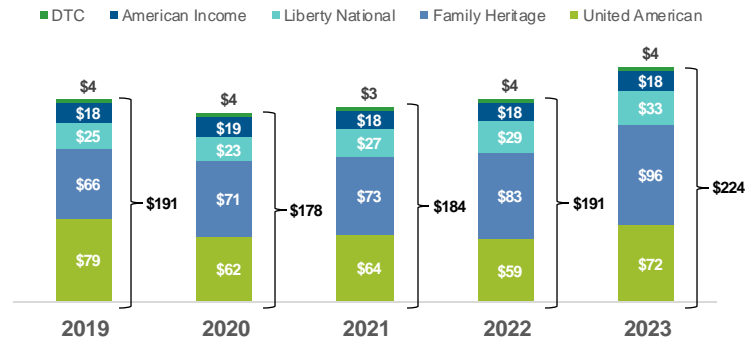
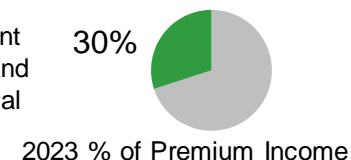
Net Sales by Distribution Channels¹

\$ in millions



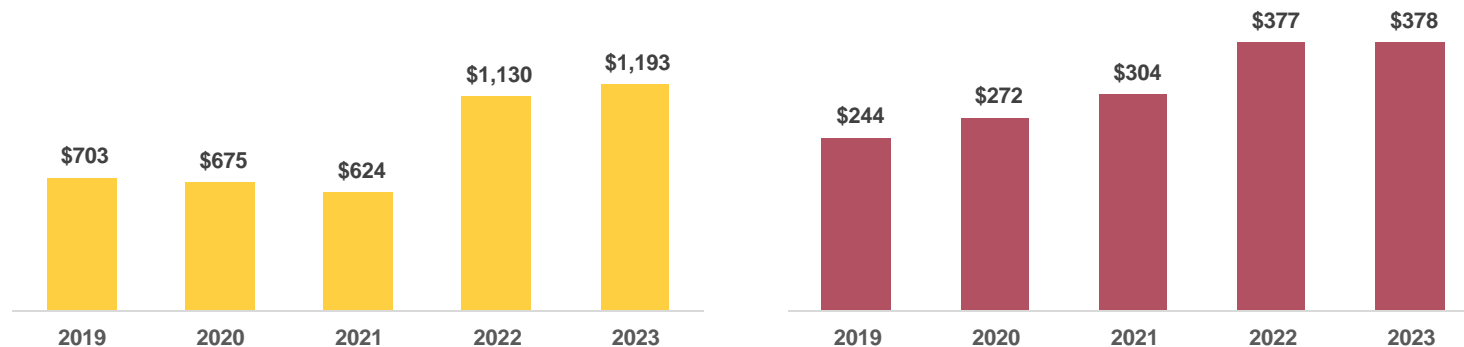
Supplemental Health Segment

Consists of Medicare Supplement insurance, accident coverage, and other limited-benefit supplemental health products



Underwriting Margins^{2,3}

\$ in millions



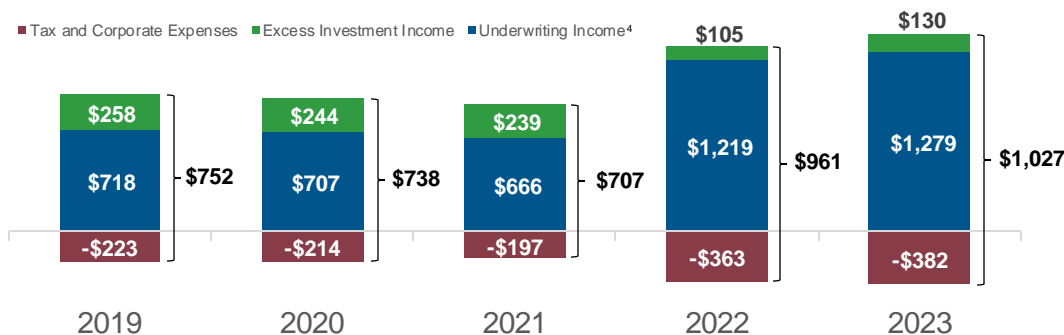
Source: Company financials. ¹ See the Appendix for 2013-2023 data and growth. (LDTI) accounting change ³ 2020 and beyond results were impacted by COVID life claims

² Underwriting Margin for 2022 & 2023 post Long-Duration Targeted Improvement

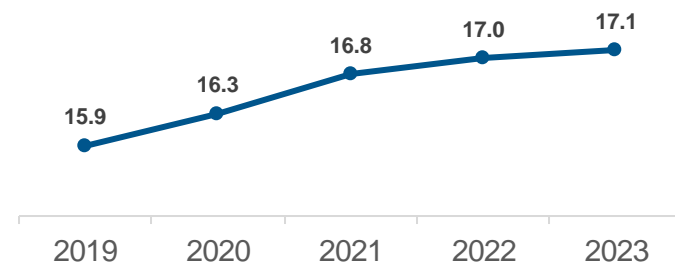
③ Large In-force Block and Efficient Cost Control Generates Stable Net Operating Income

- The lower-middle income to middle income market remains vastly underserved with low competition and significant growth potential
- Large stable in-force block is anchored by a highly persistent group of policies with more than 90% of our premium income generated from policies sold in prior years
- Low risk flexible business model that can weather the cyclical storms of the economy
- With an emphasis on expense control and a consistent menu of products for more than 60 years, Globe Life has been able to generate significant underwriting income in addition to excess investment income

Net Operating Income^{1,2,3} \$ in millions



In-Force Policies \$ in millions



Administrative Expenses as % of Premiums

6.7%	6.6%	6.6%	6.9%	6.8%
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Source: Company financials.

¹ 2020 and beyond results were impacted by COVID life claims.

² Net Operating Income for 2022 & 2023 post LDTI

³ This is a non-GAAP financial measure. See the reconciliation of non-GAAP financial measures in the Appendix.

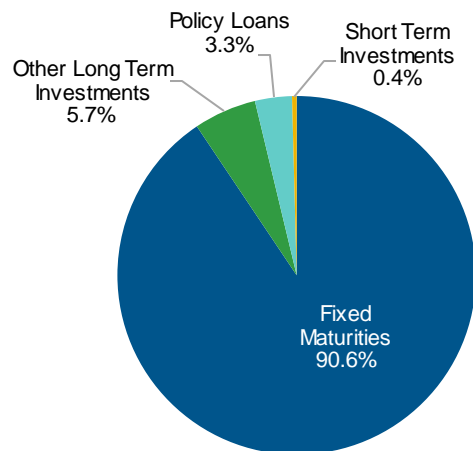
⁴ Underwriting income is the sum of the insurance underwriting margins of the life, health, and annuity segments, plus other income, less insurance administrative expenses. It excludes the investment segment, Parent Company expense, stock compensation expense and income taxes.

④ Conservative Investment Management with “Hold-to-Maturity” Strategy

- Composed primarily of longer-dated fixed maturity securities (average maturity of ~19 years) that more closely match the long-term nature of the Company's fixed policy liabilities
- Strong and predictable cash flows allow the Company to hold its fixed income securities until maturity
- Diversified across multiple sectors with limited exposure to higher risk assets including derivatives, equities, and asset-backed securities
- Annual effective yield of 5.23% for the three months ended December 31, 2023, in the fixed maturity available for sale portfolio
- Average rating of A- for the total fixed maturity portfolio

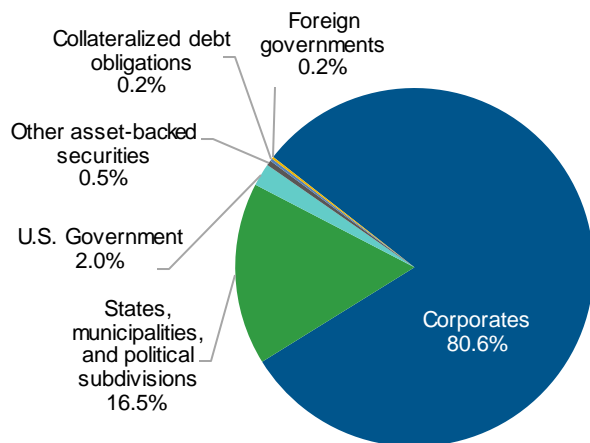
Investment Portfolio by Type

Total Invested Assets¹: \$19.7 billion

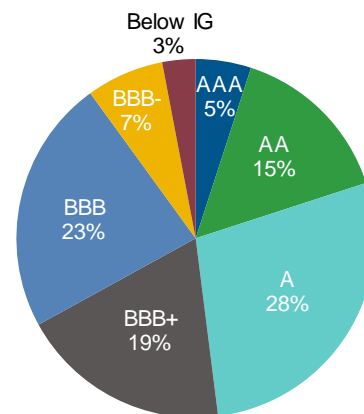


Fixed Maturities by Type

Fixed Maturities¹: \$17.9 billion



Fixed Maturities by Rating



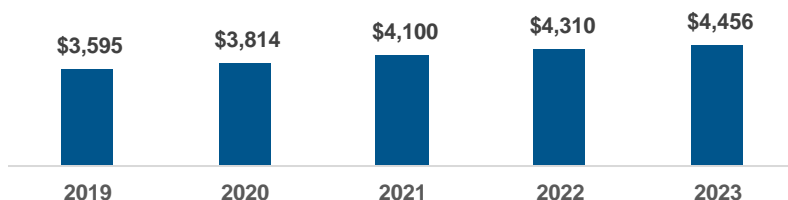
Source: Company financials.

¹ Balance at fair value as of 12/31/23.

5 Consistent Premium Income, Earnings, and Shareholders' Equity Growth¹ \$ in millions

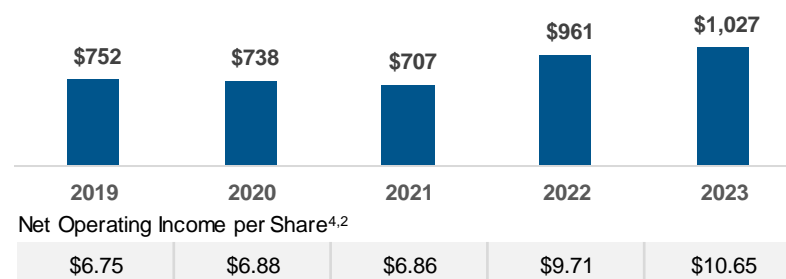
Premium Income^{1,4}

Premium Income 5-Year CAGR 5.4% and 10-Year CAGR 4.9%



Net Operating Income^{1,2,3}

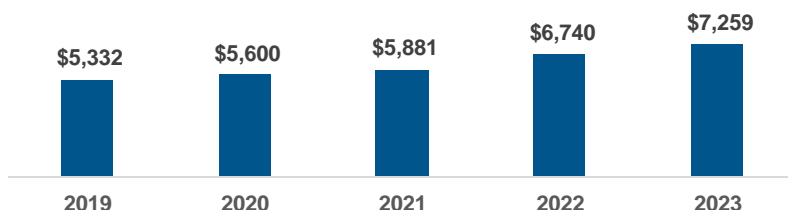
Net Operating EPS 5-Year CAGR 11.7% and 10-Year CAGR 11.3%



Shareholders' Equity

Excl. Net Unrealized Gains and Losses on Fixed Maturities/AOCI^{1,2,5}

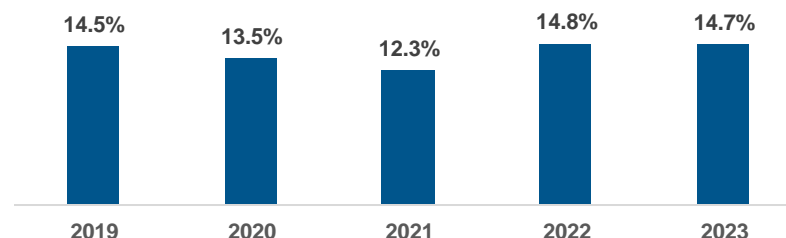
Book Value per Share⁴ (Excl. Net Unrealized Gains or Losses on Fixed Maturities/AOCI) 5-Year CAGR 11.5% and 10-Year CAGR 11.4%



Book Value per Share (Excl. Net Unrealized Gains or Losses on Fixed Maturities/AOCI)

2019	2020	2021	2022	2023
\$48.26	\$53.12	\$58.50	\$68.35	\$76.21

Net Operating Income as ROE^{1,2,4}



Source: Company financials. ¹ 2022 & 2023 data post LDTI

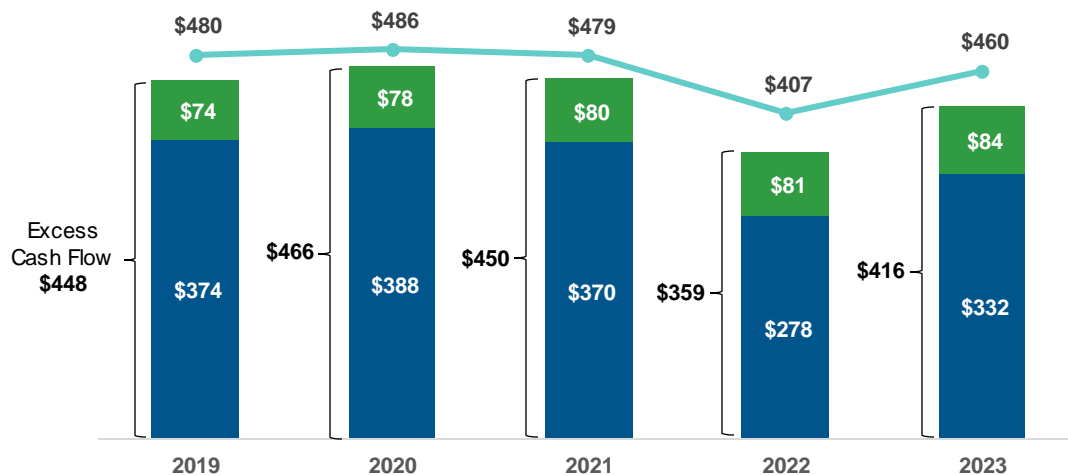
³ 2020 and beyond results were impacted by COVID life claims

² This is a non-GAAP financial measure. See the reconciliation of non-GAAP financial measures in the Appendix.

⁴ See the Appendix for 2013-2023 data and growth. ⁵ Excl: AOCI for 2022 & 2023

⑥ Consistent Excess Cash Flow and Dividend Capacity from Operating Subsidiaries *\$ in millions*

In each of the past 5 years, Parent Company excess cash flows before shareholder dividends have been at least \$350 million. Parent Company liquidity is supported by subsidiary dividends, cash, intercompany agreements, intercompany borrowing capacity, and a revolving credit facility.



■ Shareholder Dividends
■ Excess Cash Flow After Shareholder Dividends¹
— Dividends from Subsidiaries

Source: Company financials.

¹ Excess cash flow at the Parent Company is primarily comprised of dividends received from the insurance subsidiaries less interest expense paid on its debt and other limited operating activities. Dividends from insurance subsidiaries generally were paid in amounts equal to the subsidiaries' prior year statutory net income excluding realized capital gains.

- On December 31, 2023, the Parent Company had approximately \$48 million of invested cash and net intercompany receivables and other liquid assets.
- Globe Life maintains a \$750 million credit facility due September 2026 allowing for unsecured revolving borrowings and stand-by letters of credit, which could be increased to up to \$1 billion
 - Up to \$250 million in letters of credit can be issued against the facility
 - The facility serves as a back-up credit line for a commercial paper program under which Globe Life may issue commercial paper at any time

⑦ Long-Tenured and Experienced Management

Frank M. Svoboda

*Co-Chairman & Co-Chief Executive Officer
20 years with Globe Life
37 years relevant experience*

J. Matthew Darden

*Co-Chairman & Co-Chief Executive Officer
9 years with Globe Life
30 years relevant experience*

Michael C. Majors

*Executive Vice President of Administration &
Investor Relations
29 years with Globe Life
37 years relevant experience*

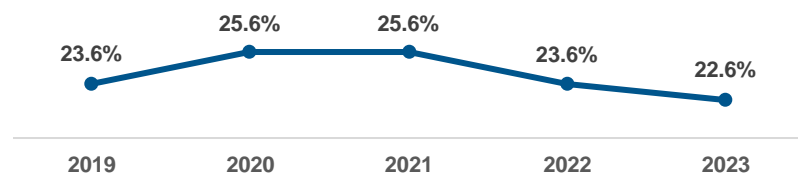
Thomas P. Kalmbach

*Executive Vice President & Chief Financial Officer
5 years with Globe Life
34 years relevant experience*

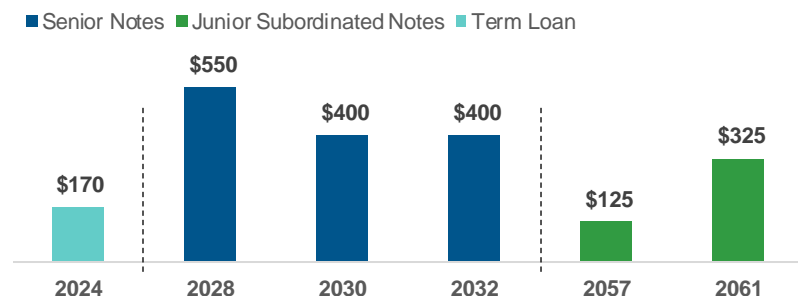
Appendix

Prudently Managed Capital Structure and Well-Capitalized Balance Sheet *\$ in millions*

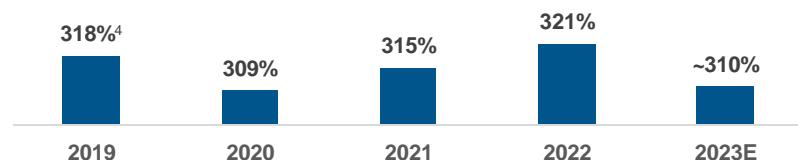
Historical Debt / Capitalization and Short-Term Debt (excl. net unrealized gains and losses on fixed maturities/AOCI¹) 2019–2023



Debt Maturity Profile (excl. Commercial Paper)^{2,3}



Stable RBC Ratio Over Time



Capitalization as of 12/31/23 (Debt at Book Value)

Short Term Debt	
Current Maturity of Long-Term Debt	\$170
Commercial Paper	\$316
Total Short-Term Debt	\$486
Long Term Debt	
Senior Notes	\$1,189
Junior Subordinated Debentures	\$441
Total Long-Term Debt	\$1,630
Total Debt	\$2,116
Total Shareholders' Equity (incl. AOCI)	\$4,487
Total Capitalization and Short-Term Debt	\$6,603
Total Debt/Capitalization and Short-Term Debt (incl. AOCI)	32.0%
Total Shareholders' Equity (excl. AOCI)	\$7,259
Total Capitalization and Short-Term Debt (excl. AOCI)	\$9,375
Total Debt/Capitalization and Short-Term Debt (excl. AOCI)	22.6%

Credit Ratings⁴

Rating Agency	Financial Strength	Globe Life Inc. Long-term Debt Rating
MOODY'S	A1 (Stable)	Baa1 (Stable)
S&P Global	AA- (Stable)	A (Stable)
FitchRatings	A+ (Positive)	A- (Positive)
AM BEST	A (Stable)	BBB+ (Stable)

Source: Company financials ¹ 2022 & 2023 data post LDTI ² Par amount outstanding. ³ \$150 million par value is held by insurance subsidiaries that eliminates in consolidation

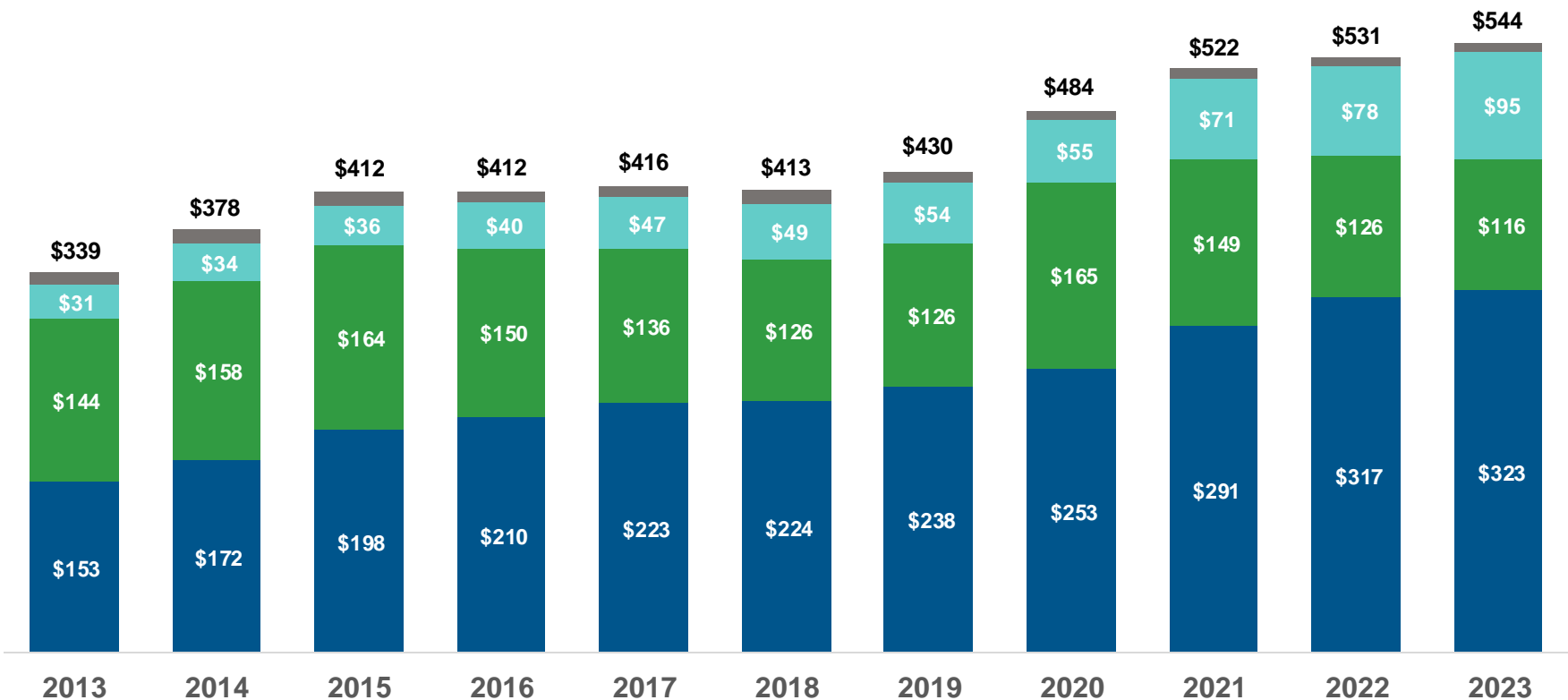
⁴ Ratings are not a recommendation to buy, sell, or hold securities and may be subject to revision or withdrawal at any time.

Selected Financial Metrics *\$ in millions*

Life Segment Net Sales by Distribution Channels

■ American Income ■ Direct to Consumer ■ Liberty National ■ Other

Compound Annual Growth Rate	
5-Year	5.7%
10-Year	4.8%

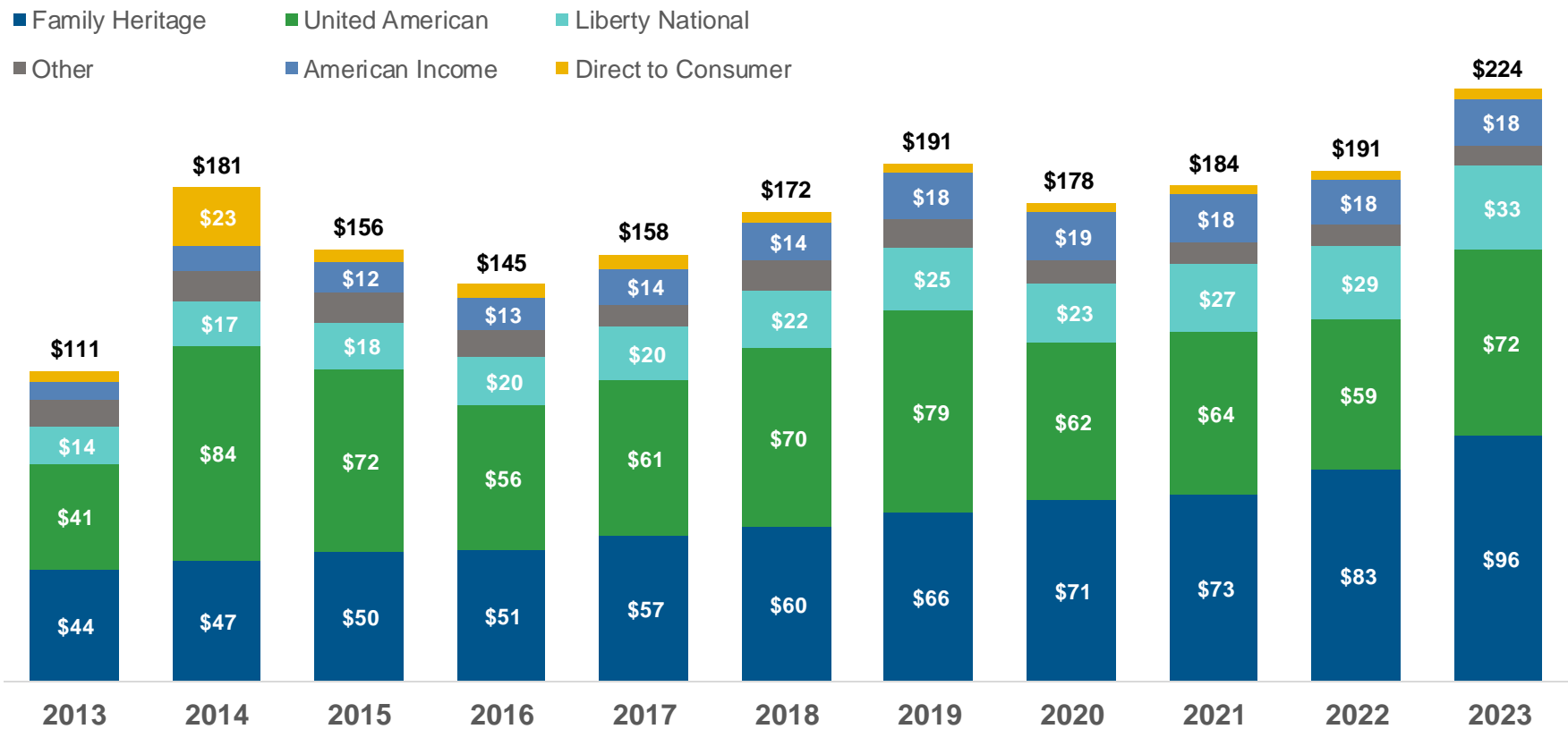


Source: Company financials.

Selected Financial Metrics (Cont'd) *\$ in millions*

Supplemental Health Segment Net Sales by Distribution Channels

Compound Annual Growth Rate	
5-Year	5.4%
10-Year	7.3%



Source: Company financials.

Selected Financial Metrics (Cont'd) *\$ in millions*

Premium Income by Life & Health¹

■ Health ■ Life

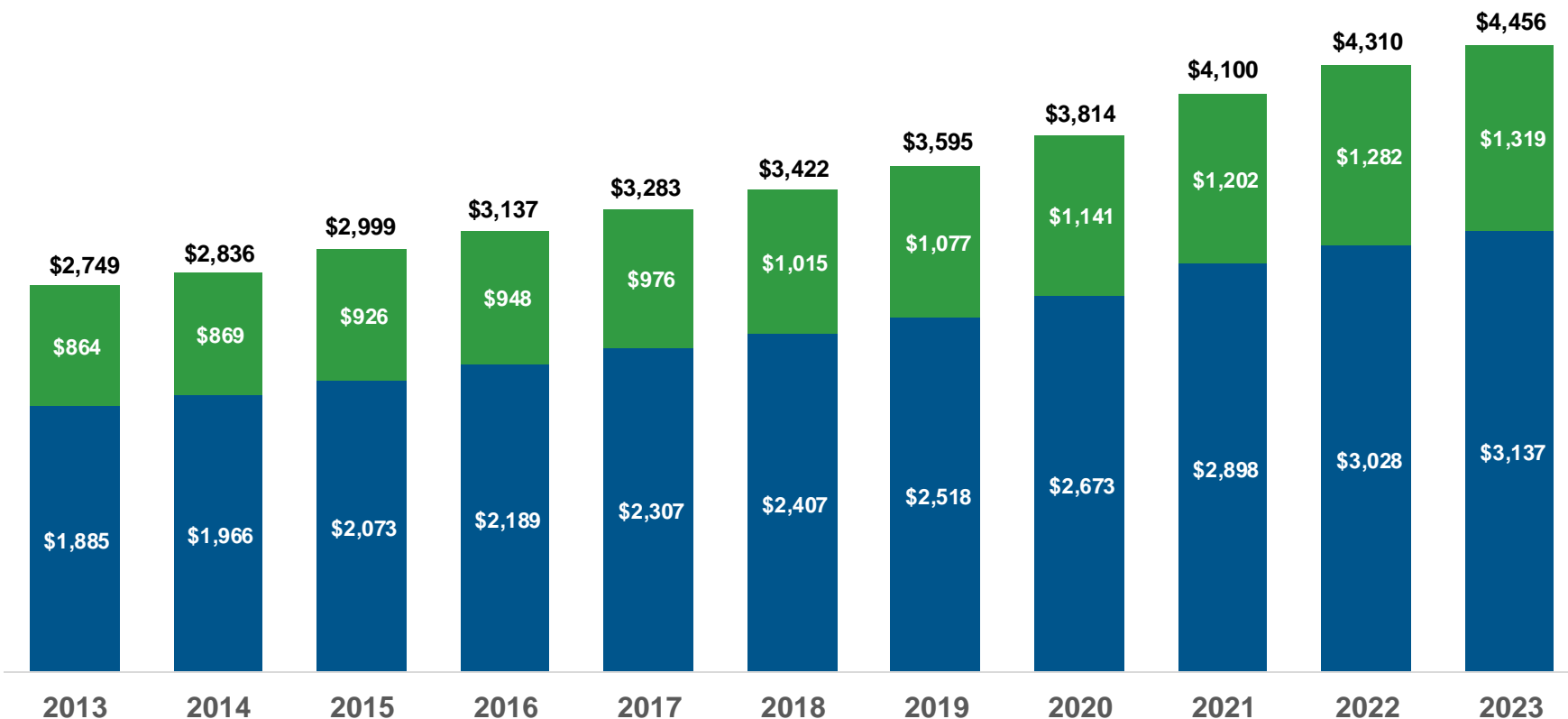
Compound Annual Growth Rate

5-Year

5.4%

10-Year

4.9%



Source: Company financials. Excludes Medicare Part D

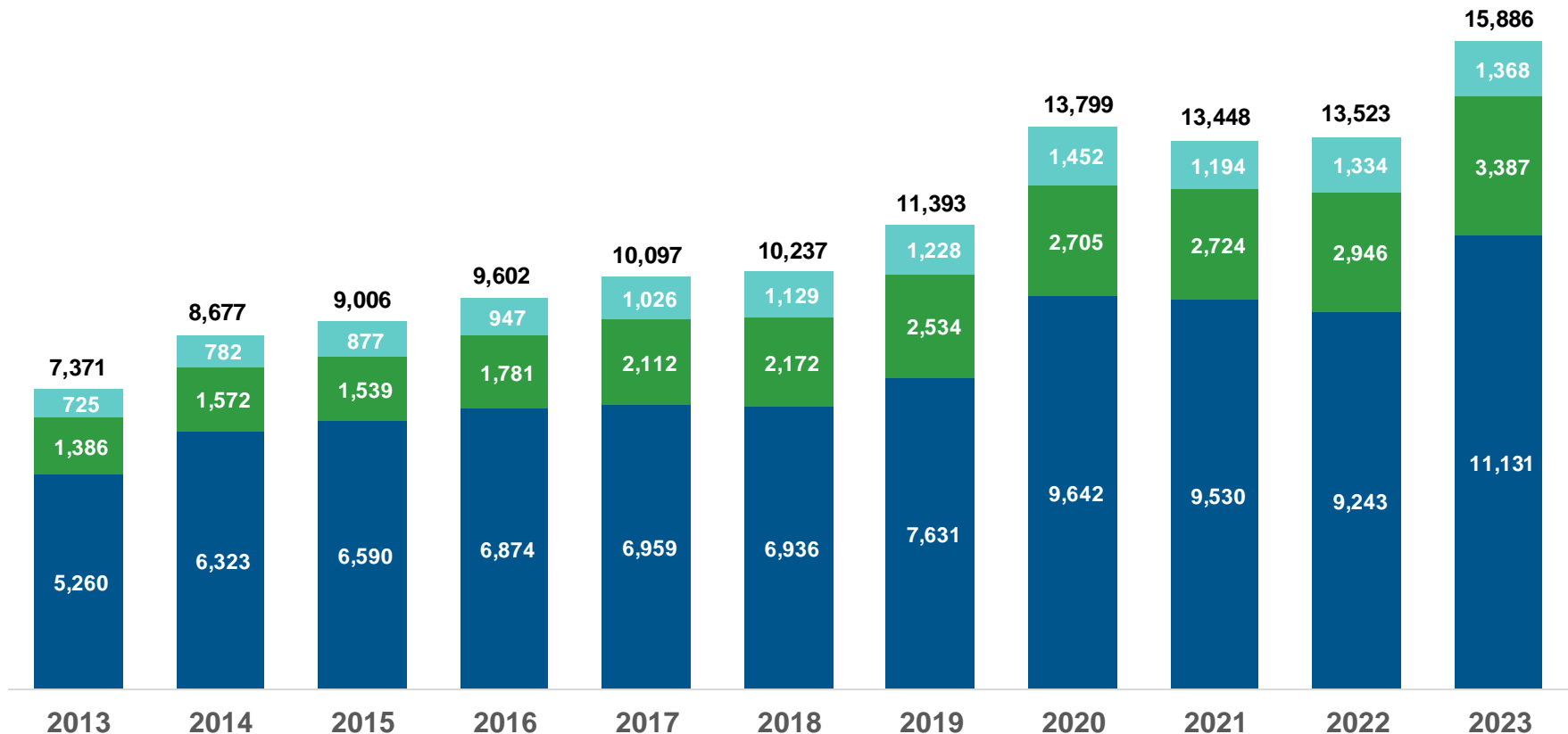
¹ Premium income for 2022 & 2023 post LDTI

Selected Financial Metrics (Cont'd) *\$ in millions*

Producing Agent Count Trending (Based on 4Q average)

■ American Income ■ Liberty National ■ Family Heritage

Compound Annual Growth Rate	
5-Year	9.2%
10-Year	8.0%



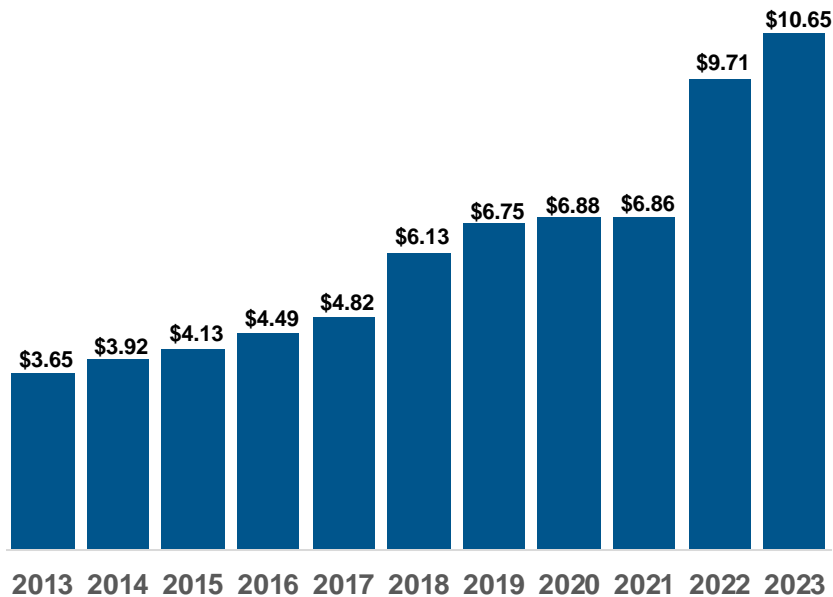
Source: Company financials.

The Average Weekly Producing Agents is based on the actual count at the end of each week during the last quarter of the period. Total agent count exclude Non-Captive agents.

Selected Financial Metrics (Cont'd)

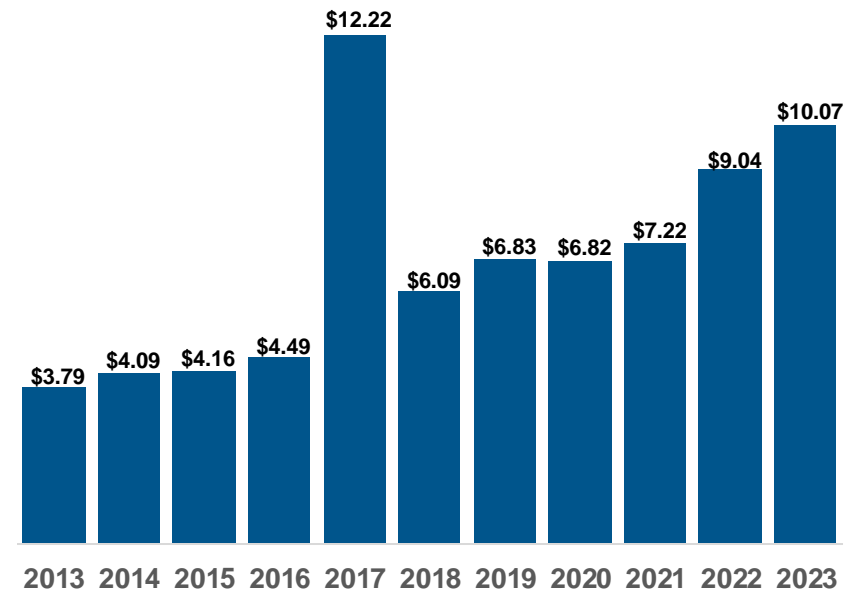
Net Operating Income Per Share from Continuing Operations^{1,2,3,5}

Compound Annual Growth Rate	
5-Year	11.7%
10-Year	11.3%



Net Income Per Share^{1,2,4}

Compound Annual Growth Rate	
5-Year	10.6%
10-Year	10.3%



Source: Company financials.

¹ The Company's financial results were negatively impacted by estimated incurred net life claims, as a result of COVID-19, of \$67 million ([Y 2020]), \$140 million ([Y 2021]).

² 2022-2023 data post LDTI.

³ Net operating income for 2016 and after reflects the impact of new accounting guidance implemented on a prospective basis at the beginning of 2016 relating to excess tax benefits on equity compensation.

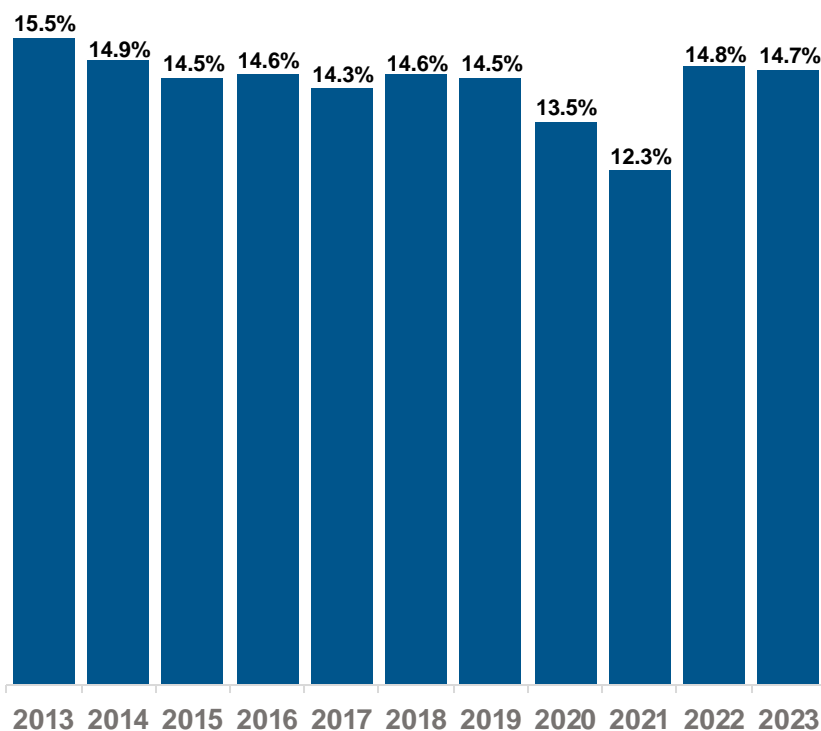
⁴ On December 22, 2017, tax legislation was signed into law which revised the corporate income tax rate from 35% to 21% effective January 1, 2018, among other modifications.

⁵ Net operating income per share is a non-GAAP measure.

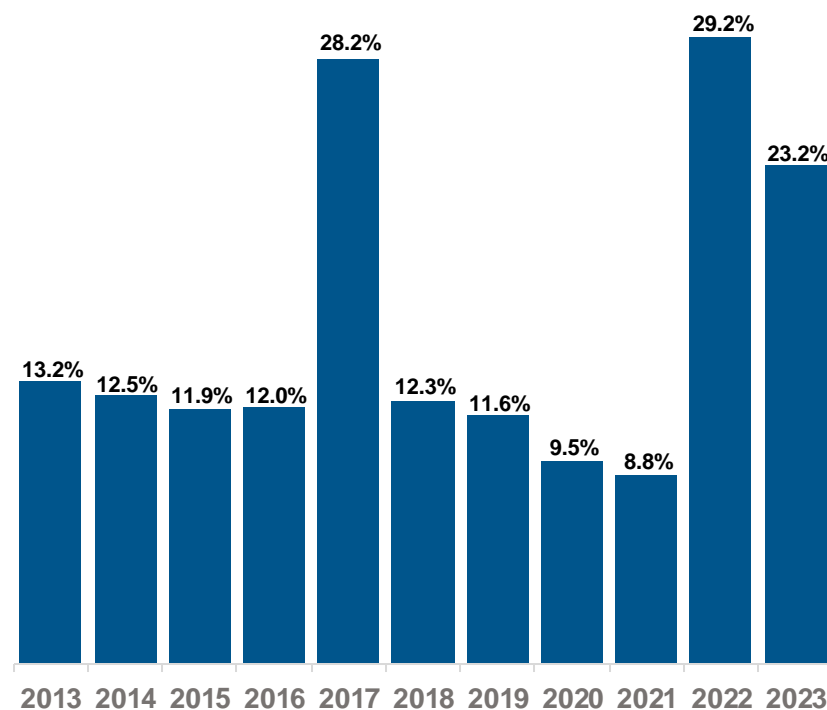
Selected Financial Metrics (Cont'd)

Net Operating Income as ROE^{1,2,3}

(excludes net unrealized gains on fixed maturities/AOCI¹)



Net Income as ROE²



Source: Company financials. Note: 2022-2023 data post LDTI. 2020 and beyond results were impacted by COVID life claims.

¹ Excl: AOCI for 2022 & 2023

² On December 22, 2017, tax legislation was signed into law which revised the corporate income tax rate from 35% to 21% effective January 1, 2018, among other modifications

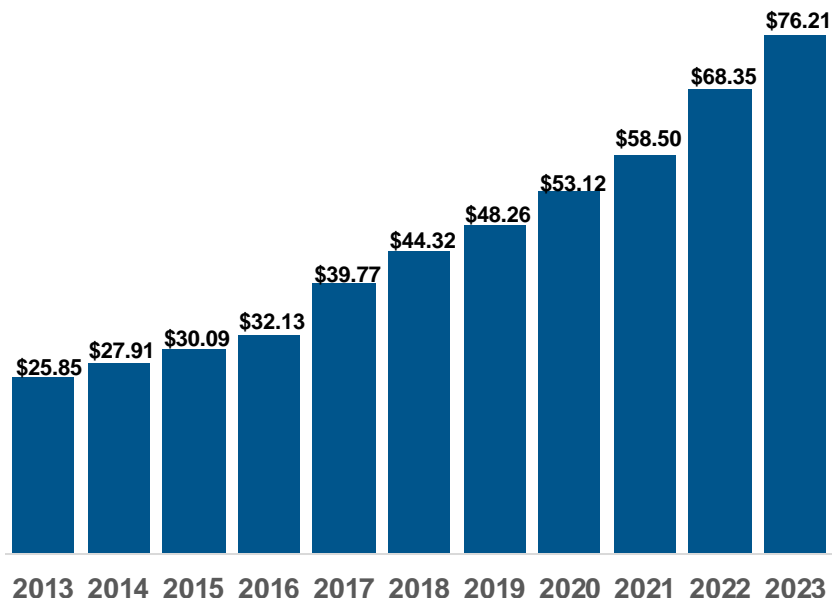
³ Net operating income per share is a non-GAAP measure.

Selected Financial Metrics (Cont'd)

Book Value Per Share^{1,3}

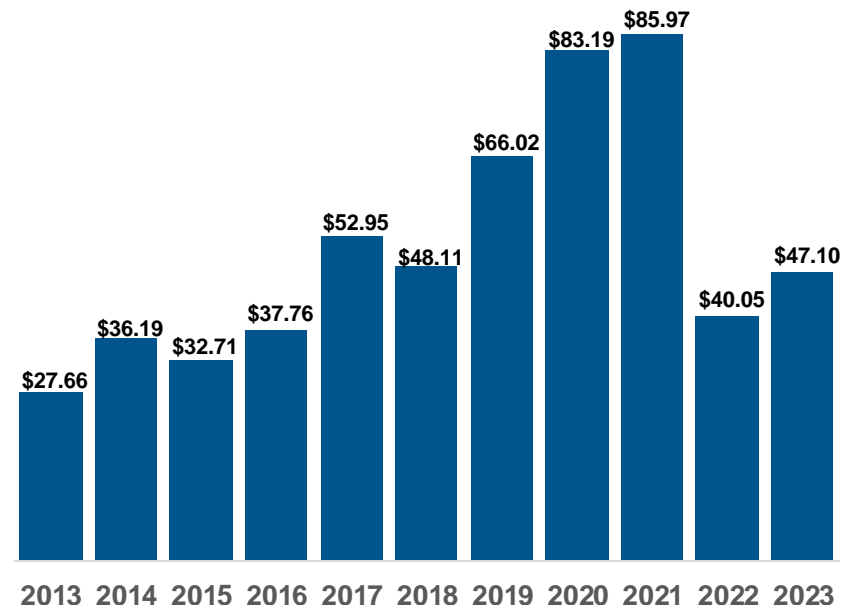
(excludes net unrealized gains on fixed maturities/AOCI)

Compound Annual Growth Rate	
5-Year	11.5%
10-Year	11.4%



Book Value Per Share²

Compound Annual Growth Rate	
5-Year	-0.4%
10-Year	5.5%



Source: Company financials.

Book value per share as presented above is 2022-2023 data post LDTI

¹ Excl: AOCI for 2022 & 2023

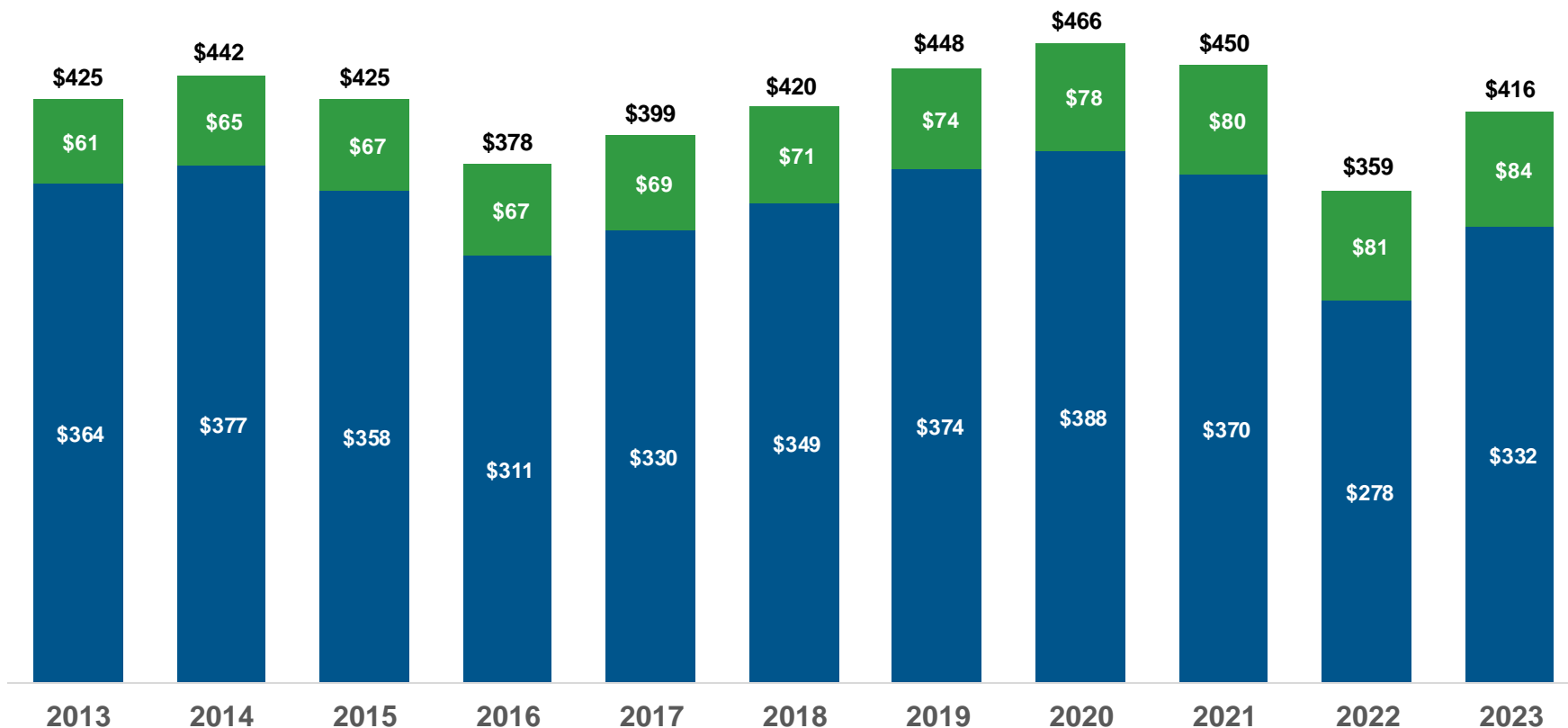
² On December 22, 2017, tax legislation was signed into law which revised the corporate income tax rate from 35% to 21% effective January 1, 2018, among other modifications.

³ Book Value per share excluding net unrealized gains on fixed maturities/AOCI is a non-GAAP measure.

Selected Financial Metrics (Cont'd) *\$ in millions*

Total Excess Cash Flow

■ Excess Cash Flow After Shareholder Dividends ■ Shareholder Dividends



Source: Company financials.

Excess cash flow at the Parent Company is primarily comprised of dividends received from the insurance subsidiaries less interest expense paid on its debt and other limited operating activities. Dividends from insurance subsidiaries generally were paid in amounts equal to the subsidiaries' prior year statutory net income excluding realized capital gains.

Non-GAAP Financial Information

(\$ in millions, except per share amounts. Shares outstanding amounts in thousands)

Twelve Months Ended December 31					
	2019	2020	2021	LDTI 2022	LDTI 2023
Life Insurance Underwriting Margin	\$703	\$675	\$624	\$1,130	\$1,193
Health Insurance Underwriting Margin	\$244	\$272	\$304	\$377	\$378
Annuity Underwriting Margin	\$9	\$9	\$9	\$11	\$8
Total Underwriting Margin	\$957	\$956	\$937	\$1,517	\$1,579
Other Insurance:					
Other Income	\$1	\$1	\$1	\$1	\$0
Administrative Expense	(\$240)	(\$251)	(\$272)	(\$299)	(\$301)
Underwriting Income	\$718	\$707	\$666	\$1,219	\$1,279
Excess Investment Income	\$258	\$244	\$239	\$105	\$130
Corporate and Other	(\$10)	(\$10)	(\$10)	(\$102)	(\$113)
Pre-Tax Operating Income	\$965	\$941	\$895	\$1,222	\$1,296
Income Tax	(\$189)	(\$180)	(\$169)	(\$238)	(\$250)
Stock Compensation Expense, Net of Tax	(\$24)	(\$23)	(\$18)	(\$23)	(\$20)
Net Operating Income	\$752	\$738	\$707	\$961	\$1,027
Reconciling Items, Net of Tax:					
Realized Gains (Losses)-Investments	\$16	(\$2)	\$54	(\$60)	(\$45)
Realized Loss-Redemption of Debt	\$0	(\$1)	(\$7)	\$0	\$0
Other	(\$8)	(\$3)	(\$9)	(\$7)	(\$11)
Tax Reform Adjustment	\$0	\$0	\$0	\$0	\$0
Net Income	\$761	\$732	\$745	\$894	\$971
Per Share:					
Weighted Average Diluted Shares Outstanding	111,381	107,225	103,170	98,985	96,364
Net Operating Income	\$6.75	\$6.88	\$6.86	\$9.71	\$10.65
Reconciling Items, Net of Tax:					
Realized Gains (Losses)-Investments	\$0.15	(\$0.02)	\$0.53	(\$0.61)	(\$0.46)
Realized Loss-Redemption of Debt	\$0.00	(\$0.00)	(\$0.07)	\$0.00	\$0.00
Other	(\$0.07)	(\$0.03)	(\$0.09)	(\$0.07)	(\$0.12)
Net Income	\$6.83	\$6.82	\$7.22	\$9.04	\$10.07

Source: Company financials. Net operating income, a non-GAAP financial measure, has been used consistently by Globe Life's management for many years to evaluate the operating performance of the Company, and is a measure commonly used in the life insurance industry. It differs from net income primarily because it excludes certain non-operating items such as realized investment gains and losses and certain significant and unusual items included in net income. Management believes an analysis of net operating income is important in understanding the profitability and operating trends of the Company's business. Net income is the most directly comparable GAAP measure.

Non-GAAP Financial Information (Cont'd)

(\$ in millions, except per share amounts. Shares outstanding amounts in thousands)

	Twelve Months Ended December 31				
	2019	2020	2021	LDTI 2022	LDTI 2023
Net Operating Income as ROE (excl. net unrealized gains on fixed maturities/AOCI¹)	14.5%	13.5%	12.3%	14.8%	14.7%
Shareholders' Equity	\$7,294	\$8,771	\$8,643	\$3,950	\$4,487
Impact of Adjustment to Exclude Net Unrealized Gains on Fixed Maturities/AOCI ¹	(\$1,962)	(\$3,171)	(\$2,762)	\$2,790	\$2,772
Shareholders' Equity (excl. net unrealized gains on fixed maturities/AOCI¹)	\$5,332	\$5,600	\$5,881	\$6,740	\$7,259
Per Share:					
Diluted Shares Outstanding	110,494	105,429	100,535	98,615	95,254
Book Value Per Share	\$66.02	\$83.19	\$85.97	\$40.05	\$47.10
Impact of Adjustment to Exclude Net Unrealized Gains on Fixed Maturities/AOCI ¹	(\$17.76)	(\$30.07)	(\$27.47)	\$28.30	\$29.11
Book Value Per Share (excl. net unrealized gains on fixed maturities/AOCI¹)	\$48.26	\$53.12	\$58.50	\$68.35	\$76.21

Source: Company financials.

Shareholders' equity, excluding net unrealized gains on fixed maturities, and book value per share, excluding net unrealized gains on fixed maturities, are non-GAAP measures that are utilized by management to view the business without the effect of unrealized gains or losses which are primarily attributable to fluctuation in interest rates associated with the available-for-sale portfolio. Management views the business in this manner because the Company does not intend to sell and it is likely that management will not be required to sell the fixed maturities prior to their anticipated recovery, and meaningful trends can more easily be identified without the fluctuations.

¹ Excl: AOCI for 2022 & 2023