GLOBE LIFE INC. Operating Summary

(Unaudited)

(Dollar amounts in thousands, except per share data)

-	Three Mon Marc				Q1	Q4	Q3	Q2	Q1
	2024		2023		2024	2023	2023	2023	2023
				Underwriting income					
				Life:					
\$	804,265	\$	772,597	Premium	\$804,265	\$ 794,815	\$ 788,099	\$ 781,733	\$ 772,597
	(320,164)		(318,156)	Net policy obligations	(320,164)	(317,572)	(321,477)	(320,883)	(318,156)
	(141,544)		(131,324)	Non-deferred commissions and amortization	(141,544)	(137,668)	(135,094)	(133,589)	(131,324)
	(33,546)		(31,843)	Non-deferred acquisition expense	(33,546)	(34,095)	(31,440)	(31,131)	(31,843)
	309,011		291,274	Underwriting margin	309,011	305,480	300,088	296,130	291,274
				Health:					
	341,019		322,493	Premium	341,019	335,857	331,236	329,187	322,493
	(175,154)		(164,639)	Net policy obligations	(175,154)	(168,773)	(167,058)	(169,376)	(164,639)
	(59,276)		(55,883)	Non-deferred commissions and amortization	(59,276)	(58,129)	(56,724)	(56,494)	(55,883)
_	(12,819)		(10,639)	Non-deferred acquisition expense	(12,819)	(11,469)	(10,754)	(10,898)	(10,639)
	93,770		91,332	Underwriting margin	93,770	97,486	96,700	92,419	91,332
	1,915		2,288	Annuity underwriting margin	1,915	1,946	2,077	2,181	2,288
	404,696		384,894	Total underwriting margin	404,696	404,912	398,865	390,730	384,894
	76		50	Other income	76	123	50	85	50
	(80,411)		(73,907)	Administrative expense	(80,411)	(77,210)	(74,585)	(75,459)	(73,907)
	324,361		311,037	Underwriting income	324,361	327,825	324,330	315,356	311,037
				Excess investment income					
	282,578		257,105	Net investment income	282,578	271,609	266,926	261,244	257,105
	(238,793)		(227,850)	Required interest on policy liabilities	(238,793)	(235,785)	(233,008)	(229,859)	(227,850)
	43,785		29,255	Total excess investment income	43,785	35,824	33,918	31,385	29,255
	(28,621)		(24,867)	Interest on debt	(28,621)	(25,676)	(25,955)	(25,818)	(24,867)
	(2,826)	_	(2,585)	Parent company expenses	(2,826)	(2,612)	(2,581)	(3,088)	(2,585)
	336,699		312,840	Pre-tax operating income	336,699	335,361	329,712	317,835	312,840
	(66,227)	_	(59,849)	Income tax expense	(66,227)	(64,993)	(63,903)	(60,801)	(59,849)
	270,472		252,991	Net operating income before stock compensation expense	270,472	270,368	265,809	257,034	252,991
_	(6,373)		(4,949)	Stock compensation expense, net of tax	(6,373)	(2,955)	(6,096)	(5,558)	(4,949)
\$	264,099	\$	248,042	Net operating income	\$264,099	\$ 267,413	\$ 259,713	\$ 251,476	\$ 248,042
\$	2.78	\$	2.53	Per share	\$ 2.78		\$ 2.71	\$ 2.61	\$ 2.53
	95,115		97,911	Average diluted shares outstanding	95,115	95,464	95,818	96,251	97,911
				Reconciling items, net of tax:					
\$	(9,321)	\$	(24,432)	Realized gain (loss)—investments	\$ (9,321)			\$ (36,216)	\$ (24,432)
	(561)		_	Non-operating expenses	(561)	(2,396)	(898)	_	_
				Legal proceedings		(711)			
\$		\$	223,610	Net income	\$254,217	\$ 274,802			\$ 223,610
\$	2.67	\$	2.28	Per share	\$ 2.67	\$ 2.88	\$ 2.68	\$ 2.24	\$ 2.28

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC. Insurance Operations—Quarter (Unaudited) (Dollar amounts in thousands)

	Three Months Ended March 31,									
		L	ife		_	-	alth			
	2024	%	2023	%	2024	%	2023	%		
American Income Life Division										
Premium	\$ 414,044		\$ 387,51	2	\$ 30,497		\$ 29,594			
Net policy obligations	132,060	32	126,09	0 33	6,114	20	6,174	21		
Non-deferred commission & amortization	77,972	19	69,85	5 18	4,118	14	4,019	14		
Non-deferred acquisition expenses	16,944	4	16,00	0 4	1,073	4	1,015	3		
Underwriting margin	187,068	45	175,56	7 45	19,192	63	18,386	62		
Direct to Consumer Division										
Premium	248,040		247,66	7	17,866		17,248			
Net policy obligations	150,135	61	151,98	4 61	16,587	93	14,992	87		
Non-deferred commission & amortization	30,336	12	30,07	6 12	790	4	821	5		
Non-deferred acquisition expenses	8,984	4	9,44	6 4	327	2	46	_		
Underwriting margin	58,585	24	56,16	1 23	162	1	1,389	8		
Liberty National Division										
Premium	90,777		85,20	3	47,630		46,972			
Net policy obligations	29,695	33	30,37	6 36	12,527	26	12,487	27		
Non-deferred commission & amortization	23,129	25	21,16	7 25	6,776	14	6,245	13		
Non-deferred acquisition expenses	7,240	8	5,97	0 7	1,655	3	1,370	3		
Underwriting margin	30,713	34	27,69	0 32	26,672	56	26,870	57		
Family Heritage Division										
Premium	1,616		1,48	D	103,391		96,072			
Net policy obligations	695	43	74	4 50	43,913	42	42,522	44		
Non-deferred commission & amortization	248	15	22	7 15	19,715	19	18,249	19		
Non-deferred acquisition expenses	60	4	5	5 4	3,925	4	3,552	4		
Underwriting margin	613	38	45	4 31	35,838	35	31,749	33		
Other										
Premium	49,788		50,73	5	141,635		132,607			
Net policy obligations	7,579	15	8,96	2 18	96,013	68	88,464	67		
Non-deferred commission & amortization	9,859	20	9,99	9 20	27,877	20	26,549	20		
Non-deferred acquisition expenses	318	1	37	2 1	5,839	4	4,656	4		
Underwriting margin	32,032	64	31,40	2 62	11,906	8	12,938	10		
Total										
Premium	804,265		772,59	7	341,019		322,493			
Net policy obligations	320,164	40	318,15	6 41	175,154	51	164,639	51		
Non-deferred commission & amortization	141,544	18	131,32	4 17	59,276	17	55,883	17		
Non-deferred acquisition expenses	33,546	4	31,84	3 4	12,819	4	10,639	3		
Underwriting margin	\$ 309,011	38	\$ 291,27	4 38	\$ 93,770	27	\$ 91,332	28		

	 Three Months Ended March 31,			
	 2024		2023	
Total Underwriting Margins:				
Life	\$ 309,011	\$	291,274	
Health	93,770		91,332	
Annuity	1,915		2,288	
Other income	76		50	
Administrative & other expenses	 (80,411)		(73,907)	
Underwriting income	\$ 324,361	\$	311,037	

Note: The following divisions are exclusive agencies of Globe Life Inc.: American Income Life Division, Family Heritage Division, and Liberty National Division.

GLOBE LIFE INC. Net Sales and First-Year Collected Premium (Unaudited) (Dollar amounts in thousands)

Net Sales ⁽¹⁾	Three Mor Marc	Increase (Decrease)			
	2024		2023	(Declease) %	
Life					
American Income Life Division	\$ 97,195	\$	83,329	17	
Direct to Consumer Division	28,563		32,467	(12)	
Liberty National Division	21,605		21,979	(2)	
Other	 2,134		2,594	(18)	
Total Life	149,497		140,369	7	
<u>Health</u>					
United American Division	16,423		15,380	7	
Family Heritage Division	24,966		22,543	11	
Liberty National Division	7,613		7,096	7	
American Income Life Division	4,594		4,504	2	
Direct to Consumer Division	 804		550	46	
Total Health	 54,400		50,073	9	
Total Net Sales	\$ 203,897	\$	190,442	7	

First-Year Collected Premium ⁽²⁾	 Three Mor Marc	Increase (Decrease)			
	2024	2023		%	
Life					
American Income Life Division	\$ 72,954	\$	63,758	14	
Direct to Consumer Division	17,927		20,795	(14)	
Liberty National Division	17,807		15,795	13	
Other	 1,992		2,263	(12)	
Total Life	 110,680		102,611	8	
<u>Health</u>					
United American Division	19,181		15,096	27	
Family Heritage Division	18,983		17,200	10	
Liberty National Division	6,895		6,111	13	
American Income Life Division	4,590		4,117	11	
Direct to Consumer Division	 884		814	9	
Total Health	 50,533		43,338	17	
Total First-Year Collected Premium	\$ 161,213	\$	145,949	10	

Net sales and first-year collected premium are statistical measures utilized as indicators of future premium growth. Below are definitions:

- (1) Net sales is calculated as annualized premium issued, net of cancellations in the first thirty days after issue, except in the case of Direct to Consumer, where net sales is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired. Management considers net sales to be a better indicator of the rate of premium growth than annualized premium issued.
- (2) First-year collected premium is defined as the premium collected during the reporting period for all policies in their first policy year. First-year collected premium takes lapses into account in the first year when lapses are more likely to occur, and thus is a useful indicator of how much new premium is expected to be added to premium income in the future.

Note: The following divisions are exclusive agencies of Globe Life Inc.: American Income Life Division, Family Heritage Division, and Liberty National Division.

GLOBE LIFE INC. Condensed Consolidated Balance Sheet

(Unaudited)

(Dollar amounts in thousands, except per share data)

		Marc	h 3	-
		2024		2023
ssets:				
Investments:				
Fixed maturities—available for sale, at fair value (amortized cost: 2024—\$19,504,784; 2023 —\$18,526,703, allowance for credit losses: 2024—\$7,027; 2023—\$32,767)	\$	18,144,353	\$	17,206,88
Mortgage loans		329,033		204,27
Policy loans		664,641		622,73
Other long-term investments (includes: 2024—\$844,916; 2023—\$789,197 under the fair value option)		899,085		818,33
Short-term investments		58,413		74,37
Total investments		20,095,525		18,926,60
Cash		83,547		172,10
Accrued investment income		299,398		279,44
Other receivables		645,966		594,51
Deferred acquisition costs		6,131,237		5,654,43
Goodwill		481,791		481,79
Other assets		833,129		813,51
Total assets	\$	28,570,593	\$	26,922,42
iabilities:				
Future policy benefits at current discount rates (at original rates: 2024—\$17,110,880; 2023 —\$16,491,765)	\$	18,882,023	\$	18,956,49
Unearned and advance premium		270,105		271,73
Policy claims and other benefits payable		520,094		491,45
Other policyholders' funds		401,269		142,68
Total policy liabilities	_	20,073,491		19,862,37
Current and deferred income taxes		630,268		427,60
Short-term debt		733,544		514,24
Long-term debt (estimated fair value: 2024—\$1,510,512; 2023—\$1,484,172)		1,629,978		1,628,35
Other liabilities		464,151		643,55
Total liabilities		23,531,432		23,076,12
ommitments and Contingencies				
hareholders' equity:				
Preferred stock, par value \$1 per share—5,000,000 shares authorized; outstanding: 0 in 2024 and 2023	ļ	_		-
Common stock, par value \$1 per share—320,000,000 shares authorized; outstanding: (2024 —102,218,183 issued; 2023—105,218,183 issued)		102,218		105,21
Additional paid-in-capital		526,862		528,63
Accumulated other comprehensive income (loss)		(2,467,236)		(2,961,09
Retained earnings		7,706,655		7,092,54
Treasury stock, at cost (2024—8,141,299 shares; 2023—9,489,745 shares)		(829,338)		(919,01
Total shareholders' equity		5,039,161		3,846,29
Total liabilities and shareholders' equity	\$	28,570,593	\$	26,922,42
iluted basis:				
		95,017		96,78
Shares outstanding Book value per common share	\$	53.03	\$	39.7

(1) This is considered a non-GAAP measure.

GLOBE LIFE INC. Invested Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

Investment Portfolio at March 31, 2024

	Am	ortized Cost, net ⁽¹⁾	Fair Value	% of Total Amortized Cost, net	Life & Health Insurance Industry % ⁽²⁾
Fixed maturities available for sale	\$	19,497,757	\$ 18,144,353	91	72
Policy loans		664,641	664,641	3	2
Equities		37,072	38,043	—	1
Mortgage loans		329,033	329,033	2	16
Investment real estate		203	203	—	1
Other long-term investments		845,403	860,839	4	7
Short-term investments		58,413	58,413		1
Total	\$	21,432,522	\$ 20,095,525	100	100

(1) Fixed maturities at amortized cost as of March 31, 2024 were \$19.5 billion net of \$7.0 million of allowance for credit losses.

(2) Data available from SNL as of December 31, 2023.

Fixed Maturities Available-For-Sale by Amortized Cost, net and Fair Value at March 31, 2024

Summary	Amortized Cost, net	Net Unrealized Gain/(Loss)	Fair Value	Average Rating	% of Total Amortized Cost, net
Investment Grade	\$18,955,735	\$ (1,282,799)	\$ 17,672,936	A-	97
Below Investment Grade	542,022	(70,605)	471,417	BB	3
Total	\$19,497,757	\$ (1,353,404)	\$ 18,144,353	A-	100
<u>Ву Туре</u>					
Corporates	\$15,632,304	\$ (887,307)	\$ 14,744,997	BBB+	80
Municipals	3,301,276	(416,354)	2,884,922	AA	17
Government, agencies, and GSEs ⁽¹⁾	441,417	(49,265)	392,152	AAA	2
Collateralized debt obligations (CDOs)	36,730	3,001	39,731	CC	
Other asset-backed securities	86,030	(3,479)	82,551	BBB-	1
Total	\$19,497,757	\$ (1,353,404)	\$ 18,144,353	A-	100

(1) Government-Sponsored Enterprises

GLOBE LIFE INC.

Fixed Maturity Assets (Unaudited)

(Dollar amounts in thousands, except per share data)

	March 31, 2024								
By Sector:		Amortized Net Unrealized Cost, net Gain/(Loss)		Fair Value ⁽¹⁾		Average Rating	% of Total Amortized Cost, net		
Corporate									
Financial—life/health/PC insurance	\$	2,586,145	\$	(130,961)	\$	2,455,184	A-	13	
Financial—bank		1,323,380		(54,812)		1,268,568	A-	7	
Financial—other		1,304,448		(141,367)		1,163,081	BBB+	7	
Utilities		2,127,792		(53,722)		2,074,070	A-	11	
Energy		1,458,409		(20,337)		1,438,072	BBB+	7	
Consumer, non-cyclical		2,160,594		(177,533)		1,983,061	BBB+	11	
Consumer, cyclical		538,264		(54,103)		484,161	BBB	3	
Communications		910,801		(72,985)		837,816	BBB+	4	
Basic materials		1,176,895		(47,657)		1,129,238	BBB	6	
Transportation		549,406		(16,078)		533,328	BBB+	3	
Technology		354,938		(48,993)		305,945	A-	2	
Other industrials		1,141,232		(68,759)		1,072,473	BBB+	6	
Municipal									
General obligation		890,336		(144,249)		746,087	AA	5	
Revenue		2,410,940		(272,105)		2,138,835	AA	12	
Governments (U.S., foreign)		441,417		(49,265)		392,152	AAA	2	
Collateralized debt obligations		36,730		3,001		39,731	СС		
Other asset-backed securities		86,030		(3,479)		82,551	BBB-	1	
Total	\$	19,497,757	\$	(1,353,404)	\$	18,144,353	A-	100	

(1) Amounts reported on the balance sheet.

GLOBE LIFE INC. Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

	March 31, 2024								
Rating by Sector at Amortized Cost, net:	AAA	AA	Α	BBB	BIG	Total			
Corporate									
Financial—life/health/PC insurance	\$ —	\$ 249,762	\$1,008,616	\$1,220,847	\$106,920	\$ 2,586,145			
Financial—bank	—	107,344	608,061	571,079	36,896	1,323,380			
Financial—other	—	7,800	647,690	573,992	74,966	1,304,448			
Utilities	—	27,167	1,045,138	1,025,381	30,106	2,127,792			
Energy	—	81,930	223,446	1,108,399	44,634	1,458,409			
Consumer, non-cyclical	20,363	37,960	802,962	1,299,309	_	2,160,594			
Consumer, cyclical	—	5,490	73,389	323,058	136,327	538,264			
Communications	—	60,566	163,169	687,066	_	910,801			
Basic materials	—	16,319	94,539	1,066,037	—	1,176,895			
Transportation	—	_	218,390	322,613	8,403	549,406			
Technology	26,965	58,644	134,610	84,439	50,280	354,938			
Other industrials	—	39,799	256,936	839,316	5,181	1,141,232			
Municipal									
General obligation	122,922	736,403	31,011	—	—	890,336			
Revenue	387,475	1,785,488	235,977	2,000	—	2,410,940			
Governments (U.S., foreign)	407,658	33,759	—	—	—	441,417			
Collateralized debt obligations	—	—	—	—	36,730	36,730			
Other asset-backed securities	46			74,405	11,579	86,030			
Total Amortized Cost, net	\$965,429	\$3,248,431	\$5,543,934	\$9,197,941	\$542,022	\$19,497,757			
% of Total Amortized Cost, net	5%	17%	28%	47%	3%	100%			

Below Investment Grade Bonds by Sector at Amortized Cost, net:	Mar	ch 31, 2024	Decembe	r 31, 2023	Increase (Decrease) Amount
Financial—life/health/PC insurance	\$	106,920	\$	107,010	\$ (90)
Financial—bank		36,896		36,906	(10)
Financial—other		74,966		74,965	1
Utilities		30,106		34,698	(4,592)
Energy		44,634		44,652	(18)
Consumer, non-cyclical		_		_	_
Consumer, cyclical		136,327		136,343	(16)
Communications		—		_	_
Basic materials		—		—	—
Transportation		8,403		8,403	—
Technology		50,280		32,543	17,737
Other industrials		5,181		5,185	(4)
Municipal					
General obligation		_		_	_
Revenue		—		—	—
Governments (U.S., foreign)		—		_	—
Collateralized debt obligations		36,730		37,110	(380)
Other asset-backed securities		11,579		11,696	(117)
Total, net of credit losses	\$	542,022	\$	529,511	\$ 12,511

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC. Fixed Maturity Assets (Unaudited) (Dollar amounts in thousands, except per share data)

	Three Months Ended March 31,					
Fixed Maturity Acquisitions:		2024		2023		
Amount	\$	682,427	\$	310,504		
Average annual effective yield		5.9%		5.8%		
Average rating		A-		А		
Average Life (in years) to:						
Next Call		30.4		19.7		
Maturity		32.3		24.9		

Below Investment Grade Bonds By SVO ⁽¹⁾ Class at Statutory Adjusted Carrying Value:	м	arch 31, 2024	Dee	cember 31, 2023	(C	ncrease Decrease) Amount
Asset Class 3	\$	402,930	\$	441,437	\$	(38,507)
Asset Class 4		52,855		48,953		3,902
Asset Class 5		—		_		—
Asset Class 6 (at lower of cost or market value)		36,730		37,110		(380)
	\$	492,515	\$	527,500	\$	(34,985)

(1) NAIC Securities Valuation Office