

**GLOBE LIFE INC.**  
**Health Net Sales Detail<sup>(1)</sup>**  
(Unaudited)  
(Dollar amounts in thousands)

	<b>YTD</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>YTD</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>
United American Independent Agency	\$ 47,276	\$15,795	\$16,587	\$14,894	\$ 69,967	\$29,752	\$12,622	\$13,410	\$14,183
Family Heritage Exclusive Agency	47,453	17,525	16,898	13,030	60,268	15,221	16,026	15,537	13,484
Liberty National Exclusive Agency	17,332	5,903	5,864	5,565	22,098	6,392	5,452	5,277	4,977
American Income Exclusive Agency	13,108	4,910	4,299	3,899	14,432	3,735	3,611	3,700	3,386
Direct Response	2,273	546	582	1,145	4,769	1,330	878	986	1,575
<b>Total Health Net Sales</b>	<b>\$127,442</b>	<b>\$44,679</b>	<b>\$44,230</b>	<b>\$38,533</b>	<b>\$171,534</b>	<b>\$56,430</b>	<b>\$38,589</b>	<b>\$38,910</b>	<b>\$37,605</b>

(1) Net sales is annualized premium issued (gross premium that would be received during the policies' first year in force and assuming that none of the policies lapsed or terminated), net of cancellations in the first thirty days after issue, except in the case of our Direct Response channel, where net sales is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired. We believe that net sales is a better indicator of the rate of premium growth as compared with annualized premium issued.