

GLOBE LIFE INC.
Annualized Premium In Force⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	At end of period		Change	%
	September 30, 2019	September 30, 2018		
LIFE				
American Income Exclusive Agency	\$ 1,198,567	\$ 1,117,557	\$ 81,010	7
Direct Response	831,499	814,188	17,311	2
Liberty National Exclusive Agency	307,081	299,845	7,236	2
Other Agencies	220,215	221,998	(1,783)	(1)
Total Life	2,557,362	2,453,588	103,774	4
HEALTH				
Medicare Supplement:				
United American Independent Agency	421,407	381,635	39,772	10
Direct Response	78,655	79,272	(617)	(1)
Liberty National Exclusive Agency	37,361	43,810	(6,449)	(15)
American Income Exclusive Agency	162	210	(48)	(23)
Total Medicare Supplement	537,585	504,927	32,658	6
Other Health:				
Family Heritage Exclusive Agency	306,340	285,282	21,058	7
Liberty National Exclusive Agency	160,049	155,691	4,358	3
American Income Exclusive Agency	93,843	87,521	6,322	7
United American Independent Agency	10,814	11,674	(860)	(7)
Direct Response	348	397	(49)	(12)
Total Other Health	571,394	540,565	30,829	6
Total Health	1,108,979	1,045,492	63,487	6
Total Premium In Force	\$ 3,666,341	\$ 3,499,080	\$ 167,261	5

(1) Annualized premium in force is defined as the premium income that would be received over the following twelve months at any given date on all active policies if those policies remain in force throughout the twelve-month period. Annualized premium in force is an indicator of potential growth in premium revenue.