

GLOBE LIFE INC.
Health Net Sales Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

| | YTD | Q4 | Q3 | Q2 | Q1 | YTD | Q4 | Q3 | Q2 | Q1 |
|-------------------------------|-------------------|-----------------|-----------------|-----------------|-----------------|-------------------|-----------------|-----------------|-----------------|-----------------|
| | 2019 | 2019 | 2019 | 2019 | 2019 | 2018 | 2018 | 2018 | 2018 | 2018 |
| United American Division | \$ 79,218 | \$31,942 | \$15,795 | \$16,587 | \$14,894 | \$ 69,967 | \$29,752 | \$12,622 | \$13,410 | \$14,183 |
| Family Heritage Division | 65,626 | 18,173 | 17,525 | 16,898 | 13,030 | 60,268 | 15,221 | 16,026 | 15,537 | 13,484 |
| Liberty National Division | 24,504 | 7,172 | 5,903 | 5,864 | 5,565 | 22,098 | 6,392 | 5,452 | 5,277 | 4,977 |
| American Income Life Division | 18,059 | 4,951 | 4,910 | 4,299 | 3,899 | 14,432 | 3,735 | 3,611 | 3,700 | 3,386 |
| Direct to Consumer Division | 3,827 | 1,554 | 546 | 582 | 1,145 | 4,769 | 1,330 | 878 | 986 | 1,575 |
| Total Health Net Sales | \$ 191,234 | \$63,792 | \$44,679 | \$44,230 | \$38,533 | \$ 171,534 | \$56,430 | \$38,589 | \$38,910 | \$37,605 |

(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 to Consumer Division, 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.

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