

**GLOBE LIFE INC.**  
**Annualized Premium In Force<sup>(1)</sup>**  
(Unaudited)  
(Dollar amounts in thousands)

	At end of period		Change	%
	December 31, 2019	December 31, 2018		
<b>LIFE</b>				
American Income Life Division	\$ 1,220,483	\$ 1,129,384	\$ 91,099	8
Direct to Consumer Division	831,739	812,780	18,959	2
Liberty National Division	309,792	300,846	8,946	3
Other	219,614	221,718	(2,104)	(1)
<b>Total Life</b>	<b>2,581,628</b>	<b>2,464,728</b>	<b>116,900</b>	<b>5</b>
<b>HEALTH</b>				
<b>Medicare Supplement:</b>				
United American Division	444,132	403,207	40,925	10
Direct to Consumer Division	77,902	78,939	(1,037)	(1)
Liberty National Division	35,799	42,073	(6,274)	(15)
American Income Life Division	149	196	(47)	(24)
<b>Total Medicare Supplement</b>	<b>557,982</b>	<b>524,415</b>	<b>33,567</b>	<b>6</b>
<b>Other Health:</b>				
Family Heritage Division	312,479	290,186	22,293	8
Liberty National Division	161,364	159,221	2,143	1
American Income Life Division	96,298	88,041	8,257	9
United American Division	10,588	11,449	(861)	(8)
Direct to Consumer Division	327	386	(59)	(15)
<b>Total Other Health</b>	<b>581,056</b>	<b>549,283</b>	<b>31,773</b>	<b>6</b>
<b>Total Health</b>	<b>1,139,038</b>	<b>1,073,698</b>	<b>65,340</b>	<b>6</b>
<b>Total Premium In Force</b>	<b>\$ 3,720,666</b>	<b>\$ 3,538,426</b>	<b>\$ 182,240</b>	<b>5</b>

(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.

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