

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

	Q1	YTD	Q4	Q3	Q2	Q1
	2020	2019	2019	2019	2019	2019
United American Division	\$ 14,464	\$ 79,218	\$ 31,942	\$ 15,795	\$ 16,587	\$ 14,894
Family Heritage Division	16,281	65,626	18,173	17,525	16,898	13,030
Liberty National Division	5,943	24,504	7,172	5,903	5,864	5,565
American Income Life Division	4,752	18,059	4,951	4,910	4,299	3,899
Direct to Consumer Division	590	3,827	1,554	546	582	1,145
Total Health Net Sales	\$ 42,030	\$ 191,234	\$ 63,792	\$ 44,679	\$ 44,230	\$ 38,533

(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.