

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

	<u>At end of period</u>			
	<u>March 31, 2020</u>	<u>March 31, 2019</u>	<u>Change</u>	<u>%</u>
LIFE				
American Income Life Division	\$ 1,230,659	\$ 1,152,414	\$ 78,245	7
Direct to Consumer Division	842,040	821,990	20,050	2
Liberty National Division	311,003	301,829	9,174	3
Other	218,959	221,270	(2,311)	(1)
Total Life	<u>2,602,661</u>	<u>2,497,503</u>	<u>105,158</u>	<u>4</u>
HEALTH				
Medicare Supplement:				
United American Division	436,519	404,292	32,227	8
Direct to Consumer Division	77,208	78,936	(1,728)	(2)
Liberty National Division	34,671	40,301	(5,630)	(14)
American Income Life Division	127	172	(45)	(26)
Total Medicare Supplement	<u>548,525</u>	<u>523,701</u>	<u>24,824</u>	<u>5</u>
Other Health:				
Family Heritage Division	316,951	293,137	23,814	8
Liberty National Division	164,961	158,466	6,495	4
American Income Life Division	96,256	89,680	6,576	7
United American Division	10,341	11,205	(864)	(8)
Direct to Consumer Division	311	378	(67)	(18)
Total Other Health	<u>588,820</u>	<u>552,866</u>	<u>35,954</u>	<u>7</u>
Total Health	<u>1,137,345</u>	<u>1,076,567</u>	<u>60,778</u>	<u>6</u>
Total Premium In Force	<u>\$ 3,740,006</u>	<u>\$ 3,574,070</u>	<u>\$ 165,936</u>	<u>5</u>

(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.