

GLOBE LIFE INC.
Health First-Year Collected Premium Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	Q1	YTD	Q4	Q3	Q2	Q1
	2020	2019	2019	2019	2019	2019
United American Division	\$ 19,005	\$ 72,021	\$ 20,879	\$ 17,644	\$ 17,414	\$ 16,084
Family Heritage Division	13,446	50,204	13,081	12,658	12,529	11,936
Liberty National Division	5,286	19,698	5,006	5,031	5,060	4,601
American Income Life Division	4,507	17,142	4,675	4,683	4,026	3,758
Direct to Consumer Division	767	3,749	910	860	956	1,023
Total Health First-Year Collected Premium	\$ 43,011	\$162,814	\$ 44,551	\$ 40,876	\$ 39,985	\$ 37,402

(1) First-year collected premium is defined as the premium collected during the reporting period for all policies in their first policy year. First-year collected premium takes lapses into account in the first year when lapses are more likely to occur, and thus is a useful indicator of how much new premium is expected to be added to premium income in the future.

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