

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

	<u>At end of period</u>			
	<u>June 30, 2020</u>	<u>June 30, 2019</u>	<u>Change</u>	<u>%</u>
LIFE				
American Income Life Division	\$ 1,252,472	\$ 1,178,642	\$ 73,830	6
Direct to Consumer Division	869,556	832,370	37,186	4
Liberty National Division	311,296	304,832	6,464	2
Other	218,365	220,792	(2,427)	(1)
Total Life	<u>2,651,689</u>	<u>2,536,636</u>	<u>115,053</u>	<u>5</u>
HEALTH				
Medicare Supplement:				
United American Division	450,769	413,626	37,143	9
Direct to Consumer Division	78,122	79,186	(1,064)	(1)
Liberty National Division	34,162	38,829	(4,667)	(12)
American Income Life Division	96	168	(72)	(43)
Total Medicare Supplement	<u>563,149</u>	<u>531,809</u>	<u>31,340</u>	<u>6</u>
Other Health:				
Family Heritage Division	321,039	300,148	20,891	7
Liberty National Division	162,493	159,927	2,566	2
American Income Life Division	98,148	91,666	6,482	7
United American Division	10,115	11,007	(892)	(8)
Direct to Consumer Division	302	362	(60)	(17)
Total Other Health	<u>592,097</u>	<u>563,110</u>	<u>28,987</u>	<u>5</u>
Total Health	<u>1,155,246</u>	<u>1,094,919</u>	<u>60,327</u>	<u>6</u>
Total Premium In Force	<u>\$ 3,806,935</u>	<u>\$ 3,631,555</u>	<u>\$ 175,380</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.