

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

	June 30, 2020		March 31, 2020		December 31, 2019		September 30, 2019		June 30, 2019	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
<b>American Income Life Division</b>										
Beginning of quarter	\$1,230,659		\$1,220,483		\$1,198,567		\$1,178,642		\$1,152,414	
Net sales	51,414		62,869		59,296		59,692		61,048	
Lapses										
First year	(15,086)	7.51%	(19,144)	9.49%	(17,558)	8.87%	(17,250)	8.86%	(15,389)	8.05%
Renewal year	(19,910)	1.95%	(23,194)	2.29%	(20,840)	2.10%	(21,502)	2.20%	(20,054)	2.10%
	(34,996)	2.86%	(42,338)	3.49%	(38,398)	3.22%	(38,752)	3.31%	(35,443)	3.09%
Deaths and other <sup>(2)</sup>	5,395		(10,355)		1,018		(1,015)		623	
End of quarter	1,252,472		1,230,659		1,220,483		1,198,567		1,178,642	
<b>Direct to Consumer Division</b>										
Beginning of quarter	842,040		831,739		831,499		832,370		821,990	
Net sales	49,396		32,547		29,788		29,517		34,456	
Lapses										
First year	(8,686)	9.85%	(10,345)	12.67%	(13,835)	16.65%	(14,432)	16.88%	(10,226)	12.16%
Renewal year	(10,553)	1.43%	(15,396)	2.10%	(15,180)	2.07%	(15,224)	2.09%	(13,402)	1.86%
	(19,239)	2.33%	(25,741)	3.16%	(29,015)	3.56%	(29,656)	3.64%	(23,628)	2.93%
Deaths and other <sup>(2)</sup>	(2,641)		3,495		(533)		(732)		(448)	
End of quarter	869,556		842,040		831,739		831,499		832,370	
<b>Liberty National Division</b>										
Beginning of quarter	311,003		309,792		307,081		304,832		301,829	
Net sales	10,709		12,488		14,618		13,413		13,428	
Lapses										
First year	(4,216)	7.92%	(4,390)	8.09%	(4,697)	8.86%	(4,396)	8.53%	(4,075)	8.07%
Renewal year	(5,456)	2.12%	(6,963)	2.72%	(6,521)	2.56%	(6,217)	2.45%	(6,137)	2.43%
	(9,672)	3.12%	(11,353)	3.66%	(11,218)	3.65%	(10,613)	3.48%	(10,212)	3.37%
Deaths and other <sup>(2)</sup>	(744)		76		(689)		(551)		(213)	
End of quarter	311,296		311,003		309,792		307,081		304,832	
<b>Other</b>	<b>218,365</b>		<b>218,959</b>		<b>219,614</b>		<b>220,215</b>		<b>220,792</b>	
<b>Total Life</b>	<b>\$2,651,689</b>		<b>\$2,602,661</b>		<b>\$2,581,628</b>		<b>\$2,557,362</b>		<b>\$2,536,636</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.

(2) Include foreign exchange adjustments, changes in coverage and timing differences.

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