

**GLOBE LIFE INC.**  
**Health First-Year Collected Premium Detail<sup>(1)</sup>**  
(Unaudited)  
(Dollar amounts in thousands)

|  | <b>YTD</b>       | <b>Q2</b>        | <b>Q1</b>        | <b>YTD</b>        | <b>Q4</b>        | <b>Q3</b>        | <b>Q2</b>        | <b>Q1</b>        |
|--|------------------|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|
|  | <b>2020</b>      | <b>2020</b>      | <b>2020</b>      | <b>2019</b>       | <b>2019</b>      | <b>2019</b>      | <b>2019</b>      | <b>2019</b>      |
| United American Division                         | \$ 39,853        | \$ 20,848        | \$ 19,005        | \$ 72,021         | \$ 20,879        | \$ 17,644        | \$ 17,414        | \$ 16,084        |
| Family Heritage Division                         | 26,584           | 13,138           | 13,446           | 50,204            | 13,081           | 12,658           | 12,529           | 11,936           |
| Liberty National Division                        | 10,407           | 5,121            | 5,286            | 19,698            | 5,006            | 5,031            | 5,060            | 4,601            |
| American Income Life Division                    | 8,951            | 4,444            | 4,507            | 17,142            | 4,675            | 4,683            | 4,026            | 3,758            |
| Direct to Consumer Division                      | 1,508            | 741              | 767              | 3,749             | 910              | 860              | 956              | 1,023            |
| <b>Total Health First-Year Collected Premium</b> | <b>\$ 87,303</b> | <b>\$ 44,292</b> | <b>\$ 43,011</b> | <b>\$ 162,814</b> | <b>\$ 44,551</b> | <b>\$ 40,876</b> | <b>\$ 39,985</b> | <b>\$ 37,402</b> |

(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.