

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

|                                  | At end of period      |                       | Change            | %        |
|----------------------------------|-----------------------|-----------------------|-------------------|----------|
|                                  | September 30,<br>2020 | September 30,<br>2019 |                   |          |
| <b>LIFE</b>                      |                       |                       |                   |          |
| American Income Life Division    | \$ 1,292,549          | \$ 1,198,567          | \$ 93,982         | 8        |
| Direct to Consumer Division      | 891,794               | 831,499               | 60,295            | 7        |
| Liberty National Division        | 315,033               | 307,081               | 7,952             | 3        |
| Other                            | 217,460               | 220,215               | (2,755)           | (1)      |
| <b>Total Life</b>                | <b>2,716,836</b>      | <b>2,557,362</b>      | <b>159,474</b>    | <b>6</b> |
| <b>HEALTH</b>                    |                       |                       |                   |          |
| <b>Medicare Supplement:</b>      |                       |                       |                   |          |
| United American Division         | 457,134               | 421,407               | 35,727            | 8        |
| Direct to Consumer Division      | 77,868                | 78,655                | (787)             | (1)      |
| Liberty National Division        | 33,075                | 37,361                | (4,286)           | (11)     |
| American Income Life Division    | 83                    | 162                   | (79)              | (49)     |
| <b>Total Medicare Supplement</b> | <b>568,160</b>        | <b>537,585</b>        | <b>30,575</b>     | <b>6</b> |
| <b>Other Health:</b>             |                       |                       |                   |          |
| Family Heritage Division         | 330,528               | 306,340               | 24,188            | 8        |
| Liberty National Division        | 163,623               | 160,049               | 3,574             | 2        |
| American Income Life Division    | 102,250               | 93,843                | 8,407             | 9        |
| United American Division         | 9,933                 | 10,814                | (881)             | (8)      |
| Direct to Consumer Division      | 294                   | 348                   | (54)              | (16)     |
| <b>Total Other Health</b>        | <b>606,628</b>        | <b>571,394</b>        | <b>35,234</b>     | <b>6</b> |
| <b>Total Health</b>              | <b>1,174,788</b>      | <b>1,108,979</b>      | <b>65,809</b>     | <b>6</b> |
| <b>Total Premium In Force</b>    | <b>\$ 3,891,624</b>   | <b>\$ 3,666,341</b>   | <b>\$ 225,283</b> | <b>6</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.

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