

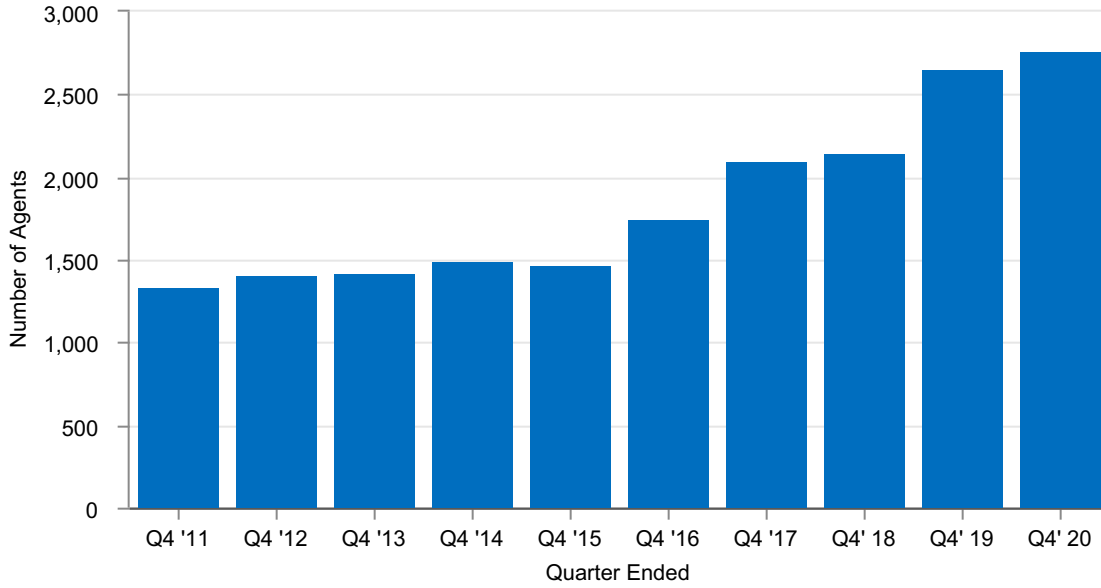
GLOBE LIFE INC.
Producing Exclusive Agent Counts
(Unaudited)

		Liberty National Division				American Income Life Division				Family Heritage Division			
		First year	Renewal year	Total	Quarter avg ⁽¹⁾	First year	Renewal year	Total	Quarter avg ⁽¹⁾	First year	Renewal year	Total	Quarter avg ⁽¹⁾
12	20	1,934	836	2,770	2,705	7,010	2,654	9,664	9,642	943	520	1,463	1,452
9	20	1,765	809	2,574	2,551	7,002	2,581	9,583	9,288	949	520	1,469	1,371
6	20	1,604	775	2,379	2,395	6,137	2,460	8,597	8,393	734	490	1,224	1,248
3	20	1,923	765	2,688	2,648	5,690	2,354	8,044	7,630	753	537	1,290	1,227
12	19	1,914	746	2,660	2,534	5,249	2,302	7,551	7,631	694	592	1,286	1,228
9	19	1,687	734	2,421	2,398	5,418	2,282	7,700	7,578	668	568	1,236	1,135
6	19	1,687	703	2,390	2,290	5,227	2,250	7,477	7,364	569	520	1,089	1,081
3	19	1,619	678	2,297	2,179	5,053	2,180	7,233	6,865	510	510	1,020	1,002
12	18	1,501	658	2,159	2,172	4,770	2,124	6,894	6,936	571	526	1,097	1,129
9	18	1,551	670	2,221	2,180	4,940	2,126	7,066	7,105	626	517	1,143	1,086
6	18	1,529	669	2,198	2,185	5,000	2,143	7,143	7,064	586	504	1,090	1,052
3	18	1,573	651	2,224	2,087	4,839	2,108	6,947	6,780	532	494	1,026	988
12	17	1,490	616	2,106	2,112	4,788	2,092	6,880	6,959	562	514	1,076	1,026
9	17	1,542	581	2,123	2,132	4,925	2,056	6,981	7,165	535	495	1,030	1,024
6	17	1,526	580	2,106	2,004	5,139	2,031	7,170	7,009	559	471	1,030	1,035
3	17	1,385	568	1,953	1,820	4,755	2,013	6,768	6,713	509	471	980	894
12	16	1,206	552	1,758	1,781	4,862	2,008	6,870	6,874	459	450	909	947
9	16	1,245	540	1,785	1,799	5,019	2,006	7,025	7,004	556	448	1,004	986
6	16	1,305	507	1,812	1,739	4,857	1,916	6,773	6,599	528	427	955	933
3	16	1,222	489	1,711	1,542	4,404	1,821	6,225	6,206	443	438	881	827
12	15	976	502	1,478	1,539	4,771	1,781	6,552	6,590	464	447	911	877
9	15	1,092	510	1,602	1,586	4,873	1,785	6,658	6,604	432	422	854	905
6	15	1,064	486	1,550	1,550	4,844	1,672	6,516	6,603	544	425	969	960
3	15	1,039	505	1,544	1,464	4,909	1,632	6,541	6,317	448	433	881	784

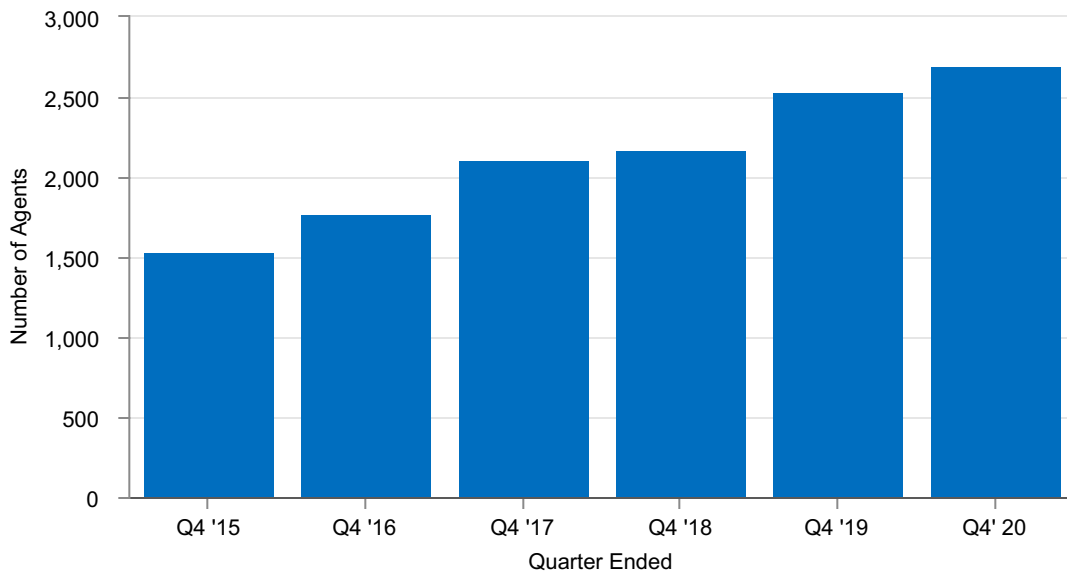
(1) The quarterly average producing agent count is based on the actual count at the end of each week during the period.

GLOBE LIFE INC.
Producing Exclusive Agent Counts
(Unaudited)

Liberty National Division
Total Agent Count

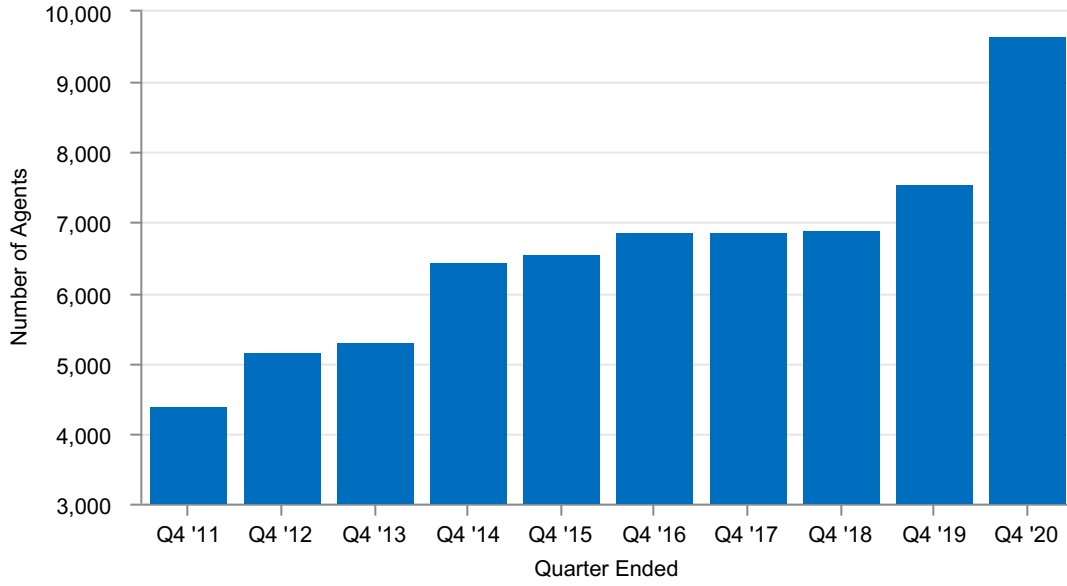


Liberty National Division
Quarterly Average Producing Agent Count

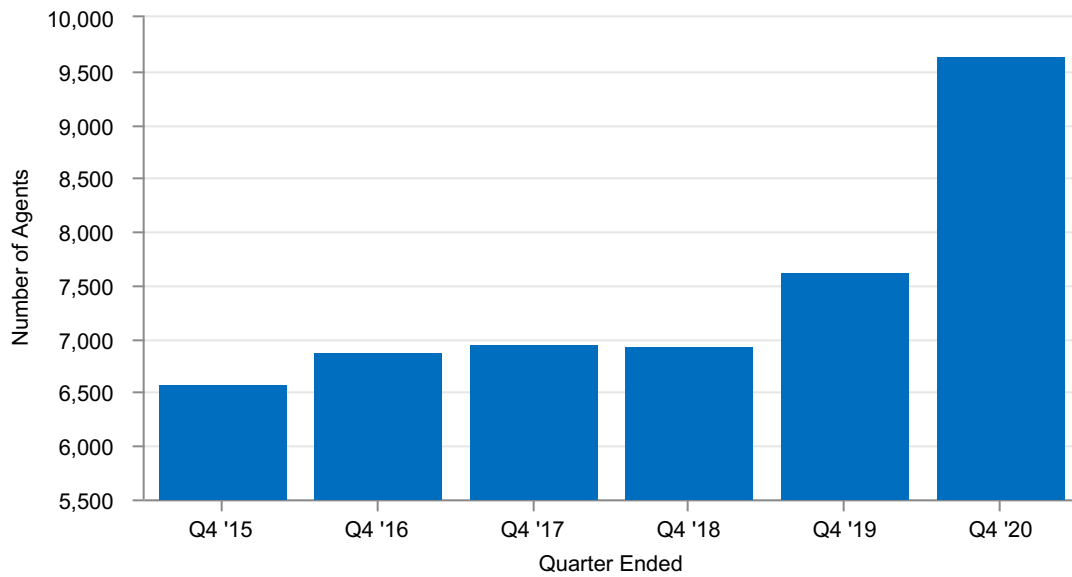


GLOBE LIFE INC.
Producing Exclusive Agent Counts
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American Income Life Division
Total Agent Count

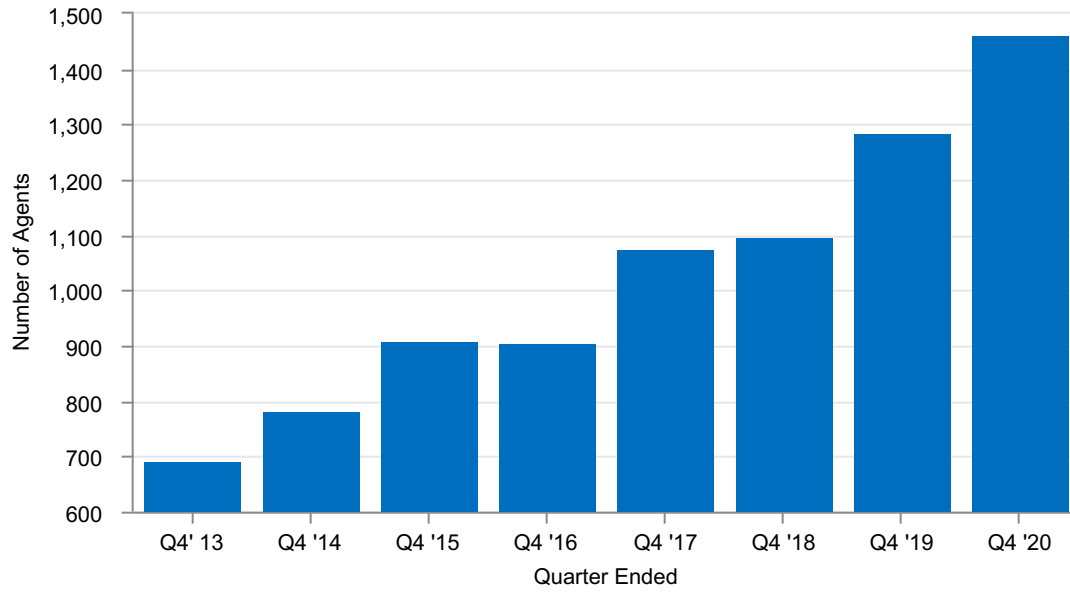


American Income Life Division
Quarterly Average Producing Agent Count

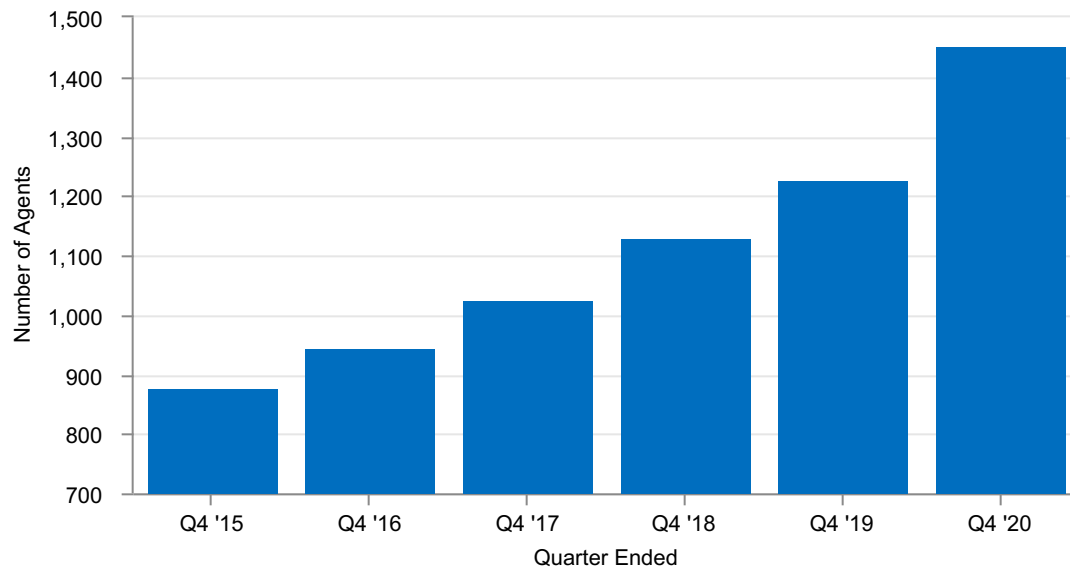


GLOBE LIFE INC.
Producing Exclusive Agent Counts
(Unaudited)

Family Heritage Division(1)
Total Agent Count



Family Heritage Division
Quarterly Average Producing Agent



(1) Globe Life Inc. acquired Family Heritage Division on November 1, 2012. Agent count data for Family Heritage Division is only available post-acquisition.