

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

	At end of period		Change	%
	December 31, 2020	December 31, 2019		
LIFE				
American Income Life Division	\$ 1,325,293	\$ 1,220,483	\$ 104,810	9
Direct to Consumer Division	881,012	831,739	49,273	6
Liberty National Division	318,545	309,792	8,753	3
Other	215,099	219,614	(4,515)	(2)
Total Life	2,739,949	2,581,628	158,321	6
HEALTH				
Medicare Supplement:				
United American Division	466,590	444,132	22,458	5
Direct to Consumer Division	77,236	77,902	(666)	(1)
Liberty National Division	31,694	35,799	(4,105)	(11)
American Income Life Division	83	149	(66)	(44)
Total Medicare Supplement	575,603	557,982	17,621	3
Other Health:				
Family Heritage Division	338,309	312,479	25,830	8
Liberty National Division	164,840	161,364	3,476	2
American Income Life Division	104,618	96,298	8,320	9
United American Division	9,706	10,588	(882)	(8)
Direct to Consumer Division	286	327	(41)	(13)
Total Other Health	617,759	581,056	36,703	6
Total Health	1,193,362	1,139,038	54,324	5
Total Premium In Force	\$ 3,933,311	\$ 3,720,666	\$ 212,645	6

(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.