

GLOBE LIFE INC.
Health First-Year Collected Premium Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	YTD 2020	Q4 2020	Q3 2020	Q2 2020	Q1 2020	YTD 2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019
United American Division	\$ 79,628	\$ 19,680	\$ 20,095	\$ 20,848	\$ 19,005	\$ 72,021	\$ 20,879	\$ 17,644	\$ 17,414	\$ 16,084
Family Heritage Division	54,242	13,817	13,841	13,138	13,446	50,204	13,081	12,658	12,529	11,936
Liberty National Division	20,169	4,770	4,992	5,121	5,286	19,698	5,006	5,031	5,060	4,601
American Income Life Division	18,536	4,677	4,908	4,444	4,507	17,142	4,675	4,683	4,026	3,758
Direct to Consumer Division	3,051	795	748	741	767	3,749	910	860	956	1,023
Total Health First-Year Collected Premium	\$175,626	\$43,739	\$44,584	\$44,292	\$43,011	\$162,814	\$44,551	\$40,876	\$39,985	\$37,402

(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.