

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

	At end of period			
	March 31, 2021	March 31, 2020	Change	%
LIFE				
American Income Life Division	\$ 1,354,878	\$ 1,230,659	\$ 124,219	10
Direct to Consumer Division	899,778	842,040	57,738	7
Liberty National Division	322,693	311,003	11,690	4
Other	215,015	218,959	(3,944)	(2)
Total Life	2,792,364	2,602,661	189,703	7
HEALTH				
Medicare Supplement:				
United American Division	454,867	436,519	18,348	4
Direct to Consumer Division	75,463	77,208	(1,745)	(2)
Liberty National Division	30,110	34,671	(4,561)	(13)
American Income Life Division	81	127	(46)	(36)
Total Medicare Supplement	560,521	548,525	11,996	2
Other Health:				
Family Heritage Division	340,425	316,951	23,474	7
Liberty National Division	167,457	164,961	2,496	2
American Income Life Division	106,185	96,256	9,929	10
United American Division	9,497	10,341	(844)	(8)
Direct to Consumer Division	265	311	(46)	(15)
Total Other Health	623,829	588,820	35,009	6
Total Health	1,184,350	1,137,345	47,005	4
Total Premium In Force	\$ 3,976,714	\$ 3,740,006	\$ 236,708	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.