

GLOBE LIFE INC.
Life Annualized Premium In Force⁽¹⁾ Rollforward and Lapse Rates
(Unaudited)
(Dollar amounts in thousands)

	June 30, 2021		March 31, 2021		December 31, 2020		September 30, 2020		June 30, 2020	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
American Income Life Division										
Beginning of quarter	\$1,354,878		\$1,325,293		\$1,292,549		\$1,252,472		\$1,230,659	
Net sales	73,233		69,623		71,185		67,808		51,414	
Lapses										
First year	(15,028)	6.81%	(17,627)	8.16%	(16,002)	7.55%	(12,610)	6.31%	(15,086)	7.51%
Renewal year	(20,366)	1.80%	(18,821)	1.71%	(18,746)	1.74%	(17,549)	1.67%	(19,910)	1.95%
	(35,394)	2.62%	(36,448)	2.76%	(34,748)	2.70%	(30,159)	2.41%	(34,996)	2.86%
Deaths and other ⁽²⁾	1,747		(3,590)		(3,693)		2,428		5,395	
End of quarter	1,394,464		1,354,878		1,325,293		1,292,549		1,252,472	
Direct to Consumer Division										
Beginning of quarter	899,778		881,012		891,794		869,556		842,040	
Net sales	42,281		39,691		39,230		44,253		49,396	
Lapses										
First year	(11,365)	10.43%	(12,226)	11.38%	(17,557)	15.59%	(11,162)	10.58%	(8,686)	9.85%
Renewal year	(10,029)	1.29%	(9,979)	1.31%	(11,265)	1.48%	(9,258)	1.24%	(10,553)	1.43%
	(21,394)	2.42%	(22,205)	2.56%	(28,822)	3.30%	(20,420)	2.39%	(19,239)	2.33%
Deaths and other ⁽²⁾	(2,005)		1,280		(21,190)		(1,595)		(2,641)	
End of quarter	918,660		899,778		881,012		891,794		869,556	
Liberty National Division										
Beginning of quarter	322,693		318,545		315,033		311,296		311,003	
Net sales	17,923		16,225		18,065		13,669		10,709	
Lapses										
First year	(4,289)	7.20%	(4,651)	8.27%	(4,523)	8.31%	(4,020)	7.69%	(4,216)	7.92%
Renewal year	(5,343)	2.01%	(7,015)	2.66%	(5,773)	2.20%	(5,320)	2.05%	(5,456)	2.12%
	(9,632)	2.96%	(11,666)	3.65%	(10,296)	3.25%	(9,340)	2.99%	(9,672)	3.12%
Deaths and other ⁽²⁾	(827)		(411)		(4,257)		(592)		(744)	
End of quarter	330,157		322,693		318,545		315,033		311,296	
Other	214,801		215,015		215,099		217,460		218,365	
Total Life	\$2,858,082		\$2,792,364		\$2,739,949		\$2,716,836		\$2,651,689	

(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.

(2) Include foreign exchange adjustments, source data adjustments, changes in coverage and timing differences.

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