

GLOBE LIFE INC.
Health Net Sales Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	YTD	Q3	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2021	2021	2021	2021	2020	2020	2020	2020	2020
United American Division	\$ 36,876	\$ 11,849	\$ 12,082	\$ 12,945	\$ 61,690	\$ 22,355	\$ 12,870	\$ 12,001	\$ 14,464
Family Heritage Division	54,111	19,367	19,165	15,579	70,665	21,351	19,469	13,564	16,281
Liberty National Division	18,943	6,890	6,214	5,839	22,905	7,085	5,788	4,089	5,943
American Income Life Division	13,777	4,500	4,666	4,611	18,817	4,237	6,140	3,688	4,752
Direct to Consumer Division	1,707	481	584	642	3,594	1,986	496	522	590
Total Health Net Sales	\$125,414	\$43,087	\$42,711	\$39,616	\$177,671	\$57,014	\$44,763	\$33,864	\$42,030

(1) Net sales, a statistical performance measure, is calculated as annualized premium issued, net of cancellations in the first thirty days after issue, except in the case of Direct to Consumer, where net sales is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired. Management considers net sales to be a better indicator of the rate of premium growth than annualized premium issued.

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