

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

	At end of period		Change	%
	September 30, 2021	September 30, 2020		
LIFE				
American Income Life Division	\$ 1,427,818	\$ 1,292,549	\$ 135,269	10
Direct to Consumer Division	928,520	891,794	36,726	4
Liberty National Division	336,199	315,033	21,166	7
Other	214,842	217,460	(2,618)	(1)
Total Life	2,907,379	2,716,836	190,543	7
HEALTH				
Medicare Supplement:				
United American Division	470,788	457,134	13,654	3
Direct to Consumer Division	74,703	77,868	(3,165)	(4)
Liberty National Division	28,341	33,075	(4,734)	(14)
American Income Life Division	77	83	(6)	(7)
Total Medicare Supplement	573,909	568,160	5,749	1
Other Health:				
Family Heritage Division	358,132	330,528	27,604	8
Liberty National Division	168,636	163,623	5,013	3
American Income Life Division	109,765	102,250	7,515	7
United American Division	55,506	9,933	45,573	459
Direct to Consumer Division	247	294	(47)	(16)
Total Other Health	692,286	606,628	85,658	14
Total Health	1,266,195	1,174,788	91,407	8
Total Premium In Force	\$ 4,173,574	\$ 3,891,624	\$ 281,950	7

(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.