

GLOBE LIFE INC.
Health First-Year Collected Premium 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	\$ 43,038	\$14,336	\$14,396	\$14,306	\$ 79,628	\$19,680	\$20,095	\$20,848	\$19,005
Family Heritage Division	42,835	14,670	14,354	13,811	54,242	13,817	13,841	13,138	13,446
Liberty National Division	15,049	5,202	5,032	4,815	20,169	4,770	4,992	5,121	5,286
American Income Life Division	14,220	4,886	4,747	4,587	18,536	4,677	4,908	4,444	4,507
Direct to Consumer Division	2,376	795	822	759	3,051	795	748	741	767
Total Health First-Year Collected Premium	\$ 117,518	\$39,889	\$39,351	\$38,278	\$175,626	\$43,739	\$44,584	\$44,292	\$43,011

(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.