

GLOBE LIFE INC.
Operating Summary

(Unaudited)

(Dollar amounts in thousands, except per share data)

Twelve Months Ended December 31,			Q4	Q3	Q2	Q1	Q4
2021	2020		2021	2021	2021	2021	2020
		Underwriting income					
		Life:					
\$ 2,898,210	\$ 2,672,804	Premium	\$ 732,997	\$ 728,924	\$ 728,170	\$ 708,119	\$ 678,331
(1,335,203)	(1,111,261)	Net policy obligations	(350,620)	(330,901)	(315,976)	(337,706)	(290,722)
(853,399)	(808,307)	Non-deferred commissions and amortization	(213,755)	(214,641)	(211,555)	(213,448)	(204,287)
(85,933)	(78,290)	Non-deferred acquisition expense	(22,342)	(21,388)	(21,884)	(20,319)	(19,581)
623,675	674,946	Underwriting margin	146,280	161,994	178,755	136,646	163,741
		Health:					
1,201,676	1,141,097	Premium	312,774	299,143	295,586	294,173	290,220
(656,171)	(640,006)	Net policy obligations	(167,870)	(162,047)	(163,420)	(162,834)	(162,693)
(214,373)	(204,617)	Non-deferred commissions and amortization	(56,806)	(53,286)	(51,315)	(52,966)	(50,094)
(26,830)	(24,105)	Non-deferred acquisition expense	(7,415)	(6,832)	(6,390)	(6,193)	(5,629)
304,302	272,369	Underwriting margin	80,683	76,978	74,461	72,180	71,804
8,704	9,029	Annuity underwriting margin	2,163	2,178	2,176	2,187	2,241
936,681	956,344	Total underwriting margin	229,126	241,150	255,392	211,013	237,786
1,216	1,325	Other income	212	321	388	295	304
(271,631)	(250,947)	Administrative expense	(69,916)	(68,036)	(67,503)	(66,176)	(62,753)
666,266	706,722	Underwriting income	159,422	173,435	188,277	145,132	175,337
		Excess investment income					
952,447	927,062	Net investment income	239,344	238,975	238,308	235,820	235,071
(630,433)	(595,934)	Required interest on net policy liabilities	(160,900)	(158,855)	(156,580)	(154,098)	(152,438)
(83,486)	(86,704)	Interest on debt	(19,653)	(20,886)	(21,769)	(21,178)	(21,409)
238,528	244,424	Total excess investment income	58,791	59,234	59,959	60,544	61,224
(9,553)	(9,891)	Parent company expenses	(2,302)	(2,176)	(2,757)	(2,318)	(2,355)
895,241	941,255	Pre-tax operating income	215,911	230,493	245,479	203,358	234,206
(169,426)	(180,321)	Income tax expense	(40,283)	(43,258)	(47,323)	(38,562)	(44,546)
725,815	760,934	Net operating income before stock compensation expense	175,628	187,235	198,156	164,796	189,660
(18,318)	(23,342)	Stock compensation expense, net of tax	(3,695)	(4,745)	(5,173)	(4,705)	(5,441)
\$ 707,497	\$ 737,592	Net operating income	\$ 171,933	\$ 182,490	\$ 192,983	\$ 160,091	\$ 184,219
\$ 6.86	\$ 6.88	Per share	\$ 1.70	\$ 1.78	\$ 1.85	\$ 1.53	\$ 1.74
103,170	107,225	Average diluted shares outstanding	101,343	102,381	104,233	104,838	105,778
		Reconciling items, net of tax:					
\$ 54,220	\$ (1,915)	Realized gain (loss)—investments	\$ 9,506	\$ 15,633	\$ 6,841	\$ 22,240	\$ 20,021
(7,358)	(501)	Realized gain (loss)—redemption of debt	—	(7,358)	—	—	—
(1,047)	—	Administrative settlements	(1,047)	—	—	—	—
(1,923)	(816)	Non-operating expenses	(29)	(1,894)	—	—	—
(6,430)	(2,587)	Legal proceedings	(2,410)	—	(206)	(3,814)	—
\$ 744,959	\$ 731,773	Net income	\$ 177,953	\$ 188,871	\$ 199,618	\$ 178,517	\$ 204,240
\$ 7.22	\$ 6.82	Per share	\$ 1.76	\$ 1.84	\$ 1.92	\$ 1.70	\$ 1.93

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC.
Insurance Operations—Quarter
(Unaudited)
(Dollar amounts in thousands)

	Three Months Ended December 31,							
	Life				Health			
	2021	%	2020	%	2021	%	2020	%
American Income Life Division								
Premium	\$ 363,831		\$ 327,282		\$ 29,740		\$ 27,424	
Net policy obligations	135,090	37	106,777	33	5,736	19	6,655	24
Non-deferred commission & amortization	115,191	32	105,705	32	5,662	19	5,143	19
Non-deferred acquisition expenses	11,605	3	9,744	3	724	2	613	2
Underwriting margin	101,945	28	105,056	32	17,618	59	15,013	55
Direct to Consumer Division								
Premium	237,415		223,981		17,944		18,654	
Net policy obligations	164,435	69	139,346	62	14,286	80	14,774	79
Non-deferred commission & amortization	55,028	23	56,348	25	929	5	983	5
Non-deferred acquisition expenses	5,952	3	5,560	2	17	—	5	—
Underwriting margin	12,000	5	22,727	10	2,712	15	2,892	16
Liberty National Division								
Premium	78,963		73,888		46,453		46,605	
Net policy obligations	34,931	44	30,131	41	22,085	48	24,034	52
Non-deferred commission & amortization	27,478	35	26,073	35	8,292	18	8,273	18
Non-deferred acquisition expenses	4,557	6	4,029	5	1,035	2	953	2
Underwriting margin	11,997	15	13,655	18	15,041	32	13,345	29
Family Heritage Division								
Premium	1,327		1,109		88,567		81,826	
Net policy obligations	563	42	579	52	41,366	47	40,709	50
Non-deferred commission & amortization	333	25	215	19	19,695	22	17,450	21
Non-deferred acquisition expenses	31	2	23	2	2,064	2	1,678	2
Underwriting margin	400	30	292	26	25,442	29	21,989	27
Other								
Premium	51,461		52,071		130,070		115,711	
Net policy obligations	15,601	30	13,889	27	84,397	65	76,521	66
Non-deferred commission & amortization	15,725	31	15,946	31	22,228	17	18,245	16
Non-deferred acquisition expenses	197	—	225	—	3,575	3	2,380	2
Underwriting margin	19,938	39	22,011	42	19,870	15	18,565	16
Total								
Premium	732,997		678,331		312,774		290,220	
Net policy obligations	350,620	48	290,722	43	167,870	54	162,693	56
Non-deferred commission & amortization	213,755	29	204,287	30	56,806	18	50,094	17
Non-deferred acquisition expenses	22,342	3	19,581	3	7,415	2	5,629	2
Underwriting margin	<u>\$ 146,280</u>	20	<u>\$ 163,741</u>	24	<u>\$ 80,683</u>	26	<u>\$ 71,804</u>	25
Three Months Ended December 31,								
2021								
2020								
Total Underwriting Margins:								
Life	\$ 146,280		\$ 163,741					
Health	80,683		71,804					
Annuity	2,163		2,241					
Other income	212		304					
Administrative & other expenses	(69,916)		(62,753)					
Underwriting income	<u>\$ 159,422</u>		<u>\$ 175,337</u>					

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

GLOBE LIFE INC.
Insurance Operations—Year-to-Date
(Unaudited)
(Dollar amounts in thousands)

	Twelve Months Ended December 31,							
	Life				Health			
	2021	%	2020	%	2021	%	2020	%
American Income Life Division								
Premium	\$ 1,402,878		\$ 1,257,726		\$ 114,950		\$ 105,734	
Net policy obligations	487,075	35	406,951	32	23,939	21	24,286	23
Non-deferred commission & amortization	451,792	32	411,782	33	22,147	19	20,700	20
Non-deferred acquisition expenses	44,764	3	40,455	3	2,773	2	2,540	2
Underwriting margin	419,247	30	398,538	32	66,091	57	58,208	55
Direct to Consumer Division								
Premium	971,461		906,959		73,946		76,527	
Net policy obligations	654,234	67	535,023	59	58,708	79	60,912	80
Non-deferred commission & amortization	227,729	23	228,308	25	3,944	5	4,063	5
Non-deferred acquisition expenses	22,369	2	20,153	2	48	—	24	—
Underwriting margin	67,129	7	123,475	14	11,246	15	11,528	15
Liberty National Division								
Premium	311,081		293,897		187,327		188,835	
Net policy obligations	130,383	42	108,627	37	90,469	48	95,419	51
Non-deferred commission & amortization	109,051	35	102,343	35	33,610	18	36,786	19
Non-deferred acquisition expenses	17,710	6	16,761	6	4,066	2	4,252	2
Underwriting margin	53,937	17	66,166	23	59,182	32	52,378	28
Family Heritage Division								
Premium	4,957		4,253		343,839		317,021	
Net policy obligations	2,362	48	2,223	52	167,249	49	158,910	50
Non-deferred commission & amortization	1,057	21	836	20	74,277	22	67,766	21
Non-deferred acquisition expenses	118	2	100	2	8,204	2	7,448	2
Underwriting margin	1,420	29	1,094	26	94,109	27	82,897	26
Other								
Premium	207,833		209,969		481,614		452,980	
Net policy obligations	61,149	29	58,437	28	315,806	66	300,479	66
Non-deferred commission & amortization	63,770	31	65,038	31	80,395	17	75,302	17
Non-deferred acquisition expenses	972	—	821	—	11,739	2	9,841	2
Underwriting margin	81,942	39	85,673	41	73,674	15	67,358	15
Total								
Premium	2,898,210		2,672,804		1,201,676		1,141,097	
Net policy obligations	1,335,203	46	1,111,261	42	656,171	55	640,006	56
Non-deferred commission & amortization	853,399	29	808,307	30	214,373	18	204,617	18
Non-deferred acquisition expenses	85,933	3	78,290	3	26,830	2	24,105	2
Underwriting margin	<u>\$ 623,675</u>	22	<u>\$ 674,946</u>	25	<u>\$ 304,302</u>	25	<u>\$ 272,369</u>	24
Twelve Months Ended December 31,								
2021								
2020								
Total Underwriting Margins:								
Life	\$ 623,675		\$ 674,946					
Health	304,302		272,369					
Annuity	8,704		9,029					
Other income	1,216		1,325					
Administrative & other expenses	(271,631)		(250,947)					
Underwriting income	<u>\$ 666,266</u>		<u>\$ 706,722</u>					

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

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC.
Net Sales and First-Year Collected Premium
(Unaudited)
(Dollar amounts in thousands)

Net Sales ⁽¹⁾	Three Months Ended December 31,		Increase (Decrease) %	Twelve Months Ended December 31,		Increase (Decrease) %
	2021	2020		2021	2020	
Life						
American Income Life Division	\$ 74,007	\$ 71,185	4	\$ 290,512	\$ 253,276	15
Direct to Consumer Division	33,805	39,230	(14)	148,846	165,426	(10)
Liberty National Division	18,827	18,065	4	71,184	54,931	30
Other	2,694	2,683	—	11,055	10,371	7
Total Life	129,333	131,163	(1)	521,597	484,004	8
Health						
United American Division	26,675	22,355	19	63,551	61,690	3
Family Heritage Division	18,489	21,351	(13)	72,600	70,665	3
Liberty National Division	7,569	7,085	7	26,512	22,905	16
American Income Life Division	4,453	4,237	5	18,230	18,817	(3)
Direct to Consumer Division	1,758	1,986	(11)	3,465	3,594	(4)
Total Health	58,944	57,014	3	184,358	177,671	4
Total Net Sales	\$ 188,277	\$ 188,177	—	\$ 705,955	\$ 661,675	7

First-Year Collected Premium ⁽²⁾	Three Months Ended December 31,		Increase (Decrease) %	Twelve Months Ended December 31,		Increase (Decrease) %
	2021	2020		2021	2020	
Life						
American Income Life Division	\$ 64,794	\$ 57,388	13	\$ 250,937	\$ 214,566	17
Direct to Consumer Division	24,626	28,069	(12)	111,761	104,262	7
Liberty National Division	13,352	10,482	27	50,336	42,435	19
Other	2,443	2,373	3	9,705	10,190	(5)
Total Life	105,215	98,312	7	422,739	371,453	14
Health						
United American Division	17,348	19,680	(12)	60,386	79,628	(24)
Family Heritage Division	14,592	13,817	6	57,427	54,242	6
Liberty National Division	5,299	4,770	11	20,348	20,169	1
American Income Life Division	4,719	4,677	1	18,939	18,536	2
Direct to Consumer Division	877	795	10	3,253	3,051	7
Total Health	42,835	43,739	(2)	160,353	175,626	(9)
Total First-Year Collected Premium	\$ 148,050	\$ 142,051	4	\$ 583,092	\$ 547,079	7

Net sales and first-year collected premium are statistical measures utilized as indicators of future premium growth. Below are definitions:

(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.

(2) 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.

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC.
Condensed Consolidated Balance Sheet
(Unaudited)
(Dollar amounts in thousands, except per share data)

	December 31,	
	2021	2020
Assets:		
Investments:		
Fixed maturities—available for sale, at fair value (amortized cost: 2021—\$17,805,309; 2020—\$17,197,145, allowance for credit losses: 2021—\$387; 2020—\$3,346)	\$ 21,305,287	\$ 21,213,509
Policy loans	589,634	584,379
Other long-term investments (includes: 2021—\$640,263; 2020—\$385,038 under the fair value option)	793,925	546,981
Short-term investments	69,145	107,782
Total investments	22,757,991	22,452,651
Cash	92,163	94,847
Accrued investment income	251,307	248,991
Other receivables	487,443	474,180
Deferred acquisition costs	4,914,728	4,595,444
Goodwill	481,791	441,591
Other assets	782,625	739,027
Total assets	\$ 29,768,048	\$ 29,046,731
Liabilities:		
Future policy benefits	\$ 16,034,727	\$ 15,243,536
Unearned and advance premium	65,472	61,728
Policy claims and other benefits payable	412,940	399,507
Other policyholders' funds	98,935	97,968
Total policy liabilities	16,612,074	15,802,739
Current and deferred income taxes	1,765,021	1,833,723
Short-term debt	479,644	254,918
Long-term debt (estimated fair value: 2021—\$1,667,009; 2020—\$1,871,754)	1,546,494	1,667,886
Other liabilities	722,009	716,373
Total liabilities	21,125,242	20,275,639
Commitments and Contingencies		
Shareholders' equity:		
Preferred stock, par value \$1 per share—5,000,000 shares authorized; outstanding: 0 in 2021 and 2020	—	—
Common stock, par value \$1 per share—320,000,000 shares authorized; outstanding: (2021—109,218,183 issued; 2020—113,218,183 issued)	109,218	113,218
Additional paid-in-capital	520,564	527,435
Accumulated other comprehensive income (loss)	2,677,583	3,029,244
Retained earnings	6,182,100	5,874,109
Treasury stock, at cost: (2021—9,650,845 shares; 2020—9,420,699 shares)	(846,659)	(772,914)
Total shareholders' equity	8,642,806	8,771,092
Total liabilities and shareholders' equity	\$ 29,768,048	\$ 29,046,731
Diluted Basis:		
Shares outstanding	100,535	105,429
Book value per common share	\$ 85.97	\$ 83.19
Book value per common share excluding net unrealized gains on fixed maturities ⁽¹⁾	\$ 58.50	\$ 53.12

(1) ASC 320 includes guidance for treatment of unrealized gains and losses on available-for-sale fixed maturities previously included in FAS 115. This is considered a non-GAAP measure.

GLOBE LIFE INC.

Invested Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

Investment Portfolio at December 31, 2021

	Amortized Cost, net ⁽¹⁾	Fair Value	% of Total Amortized Cost, net	Life & Health Insurance Industry % ⁽²⁾
Fixed maturities available for sale	\$ 17,804,922	\$ 21,305,287	93	78
Policy loans	589,634	589,634	3	2
Equities	10,688	11,616	—	1
Mortgage loans	141,843	141,843	1	12
Investment real estate	203	203	—	1
Other long-term investments	606,802	640,263	3	5
Short-term investments	69,145	69,145	—	1
Total	<u>\$ 19,223,237</u>	<u>\$ 22,757,991</u>	<u>100</u>	<u>100</u>

1) Fixed maturities at amortized cost as of December 31, 2021 were \$17.8 billion less \$387 thousand for allowance for credit losses.

(2) Data available from SNL as of December 31, 2020.

Fixed Maturities Available-For-Sale by Amortized Cost, net and Fair Value at December 31, 2021

Summary	Amortized Cost, net	Net Unrealized Gain/(Loss)	Fair Value	Average Rating	% of Total Amortized Cost, net
Investment Grade	\$17,103,376	\$ 3,418,772	\$20,522,148	A-	96
Below Investment Grade	701,546	81,593	783,139	BB-	4
Total	<u>\$17,804,922</u>	<u>\$ 3,500,365</u>	<u>\$21,305,287</u>	A-	<u>100</u>
By Type					
Corporates	\$14,967,515	\$ 3,173,698	\$ 18,141,213	BBB+	84
Municipals	2,252,997	236,228	2,489,225	AA	13
Government, agencies & GSEs	442,799	60,106	502,905	AAA	2
Collateralized debt obligations (CDOs)	36,468	27,037	63,505	C+	—
Other asset-backed securities	105,143	3,296	108,439	BBB-	1
Total	<u>\$17,804,922</u>	<u>\$ 3,500,365</u>	<u>\$21,305,287</u>	A-	<u>100</u>

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC.
Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

December 31, 2021

By Sector:	Amortized Cost, net	Net Unrealized Gain/(Loss)	Fair Value⁽¹⁾	Average Rating	% of Total Amortized Cost, net
Financial—life/health/PC insurance	\$ 2,345,116	\$ 508,291	\$ 2,853,407	BBB+	13
Financial—bank	983,317	205,831	1,189,148	BBB+	6
Financial—other	1,240,340	184,270	1,424,610	BBB+	7
Utilities	1,931,391	489,107	2,420,498	A-	11
Energy	1,587,892	345,097	1,932,989	BBB+	9
Consumer, non-cyclical	2,256,802	471,615	2,728,417	BBB+	13
Consumer, cyclical	575,597	102,844	678,441	BBB	3
Communications	876,058	149,685	1,025,743	BBB+	5
Basic materials	1,145,222	279,125	1,424,347	BBB	6
Transportation	559,399	135,543	694,942	BBB+	3
Technology	212,138	15,990	228,128	A	1
Other industrials	1,254,243	286,300	1,540,543	BBB+	7
Governments (U.S., municipal, foreign)	2,695,796	296,334	2,992,130	AA	15
Collateralized debt obligations	36,468	27,037	63,505	C+	—
Other asset-backed securities	105,143	3,296	108,439	BBB-	1
Total	\$ 17,804,922	\$ 3,500,365	\$ 21,305,287	A-	100

(1) Amounts reported on the balance sheet.

December 31, 2021

Rating by Sector at Amortized Cost, net:	AAA	AA	A	BBB	BIG	Total
Financial—life/health/PC insurance	\$ —	\$ 176,862	\$ 836,223	\$1,274,561	\$ 57,470	\$ 2,345,116
Financial—bank	—	110,230	287,747	558,360	26,980	983,317
Financial—other	—	—	500,126	642,414	97,800	1,240,340
Utilities	—	25,842	970,545	898,720	36,284	1,931,391
Energy	—	111,736	148,345	1,209,273	118,538	1,587,892
Consumer, non-cyclical	10,708	13,267	616,779	1,531,942	84,106	2,256,802
Consumer, cyclical	—	5,033	85,145	334,795	150,624	575,597
Communications	—	60,856	144,709	641,794	28,699	876,058
Basic materials	—	16,445	115,796	1,012,981	—	1,145,222
Transportation	—	—	200,728	333,116	25,555	559,399
Technology	14,961	58,538	53,262	85,377	—	212,138
Other industrials	—	23,883	182,511	1,022,284	25,565	1,254,243
Governments (U.S., municipal, foreign)	735,619	1,612,487	345,691	1,999	—	2,695,796
Collateralized debt obligations	—	—	—	—	36,468	36,468
Other asset-backed securities	238	—	—	91,448	13,457	105,143
Total Amortized Cost, net	\$761,526	\$2,215,179	\$4,487,607	\$9,639,064	\$701,546	\$17,804,922
% of Total Amortized Cost, net	4%	13%	25%	54%	4%	100%

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC.
Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

<u>Below Investment Grade Bonds by Sector at Amortized Cost, net:</u>	December 31, 2021	September 30, 2021	Increase (Decrease) Amount
Financial—life/health/PC insurance	\$ 57,470	\$ 57,518	\$ (48)
Financial—bank	26,980	26,988	(8)
Financial—other	97,800	98,180	(380)
Utilities	36,284	49,351	(13,067)
Energy	118,538	185,930	(67,392)
Consumer, non-cyclical	84,106	84,191	(85)
Consumer, cyclical	150,624	150,704	(80)
Communications	28,699	28,749	(50)
Basic materials	—	—	—
Transportation	25,555	25,545	10
Technology	—	—	—
Other industrials	25,565	25,589	(24)
Governments (U.S., municipal, foreign)	—	—	—
Collateralized debt obligations	36,468	36,088	380
Other asset-backed securities	13,457	13,618	(161)
Total, net of credit losses	\$ 701,546	\$ 782,451	\$ (80,905)

Fixed Maturity Acquisitions:	Three Months Ended December 31,	
	2021	2020
Amount	\$ 270,959	\$ 358,732
Average annual effective yield	3.5%	3.5%
Average rating	A+	A
Average Life (in years) to:		
Next Call	12.8	14.1
Maturity	31.1	26.5

<u>Below Investment Grade Bonds By SVO⁽¹⁾ Class at Statutory Adjusted Carrying Value:</u>	December 31, 2021	September 30, 2021	Increase (Decrease) Amount
Asset Class 3	\$ 745,163	\$ 863,641	\$ (118,478)
Asset Class 4	224,484	105,763	118,721
Asset Class 5	—	—	—
Asset Class 6 (at lower of cost or market value)	36,467	36,088	379
	\$ 1,006,114	\$ 1,005,492	\$ 622

(1) NAIC Securities Valuation Office

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).