

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

	March 31, 2022		December 31, 2021		September 30, 2021		June 30, 2021		March 31, 2021	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
American Income Life Division										
Beginning of quarter	\$1,458,408		\$1,427,818		\$1,394,464		\$1,354,878		\$1,325,293	
Net sales	85,350		74,007		73,649		73,233		69,623	
Lapses										
First year	(24,008)	10.19%	(19,181)	8.23%	(16,700)	7.30%	(15,028)	6.81%	(17,627)	8.16%
Renewal year	(26,705)	2.20%	(22,655)	1.91%	(20,721)	1.79%	(20,366)	1.80%	(18,821)	1.71%
	(50,713)	3.49%	(41,836)	2.95%	(37,421)	2.70%	(35,394)	2.62%	(36,448)	2.76%
Deaths and other ⁽²⁾	(822)		(1,581)		(2,874)		1,747		(3,590)	
End of quarter	1,492,223		1,458,408		1,427,818		1,394,464		1,354,878	
Direct to Consumer Division										
Beginning of quarter	929,197		928,520		918,660		899,778		881,012	
Net sales	33,913		33,805		33,069		42,281		39,691	
Lapses										
First year	(12,731)	13.87%	(15,445)	15.83%	(16,304)	15.52%	(11,365)	10.43%	(12,226)	11.38%
Renewal year	(14,096)	1.73%	(15,363)	1.90%	(13,326)	1.67%	(10,029)	1.29%	(9,979)	1.31%
	(26,827)	2.95%	(30,808)	3.39%	(29,630)	3.29%	(21,394)	2.42%	(22,205)	2.56%
Deaths and other ⁽²⁾	2,955		(2,320)		6,421		(2,005)		1,280	
End of quarter	939,238		929,197		928,520		918,660		899,778	
Liberty National Division										
Beginning of quarter	341,332		336,199		330,157		322,693		318,545	
Net sales	17,365		18,827		18,209		17,923		16,225	
Lapses										
First year	(6,585)	9.46%	(6,062)	8.88%	(5,308)	8.14%	(4,289)	7.20%	(4,651)	8.27%
Renewal year	(8,454)	3.10%	(6,653)	2.47%	(5,971)	2.23%	(5,343)	2.01%	(7,015)	2.66%
	(15,039)	4.40%	(12,715)	3.76%	(11,279)	3.39%	(9,632)	2.96%	(11,666)	3.65%
Deaths and other ⁽²⁾	508		(979)		(888)		(827)		(411)	
End of quarter	344,166		341,332		336,199		330,157		322,693	
Other	213,164		214,248		214,842		214,801		215,015	
Total Life	<u>\$2,988,791</u>		<u>\$2,943,185</u>		<u>\$2,907,379</u>		<u>\$2,858,082</u>		<u>\$2,792,364</u>	

(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.