

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

	September 30, 2022		June 30, 2022		March 31, 2022		December 31, 2021		September 30, 2021	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
American Income Life Division										
Beginning of quarter	\$1,521,840		\$1,492,223		\$1,458,408		\$1,427,818		\$1,394,464	
Net sales	76,405		85,164		85,350		74,007		73,649	
Lapses										
First year	(23,918)	9.70%	(22,335)	9.29%	(24,008)	10.19%	(19,181)	8.23%	(16,700)	7.30%
Renewal year	(31,289)	2.47%	(29,875)	2.40%	(26,705)	2.20%	(22,655)	1.91%	(20,721)	1.79%
	(55,207)	3.65%	(52,210)	3.51%	(50,713)	3.49%	(41,836)	2.95%	(37,421)	2.70%
Deaths and other ⁽²⁾	(6,600)		(3,337)		(822)		(1,581)		(2,874)	
End of quarter	1,536,438		1,521,840		1,492,223		1,458,408		1,427,818	
Direct to Consumer Division										
Beginning of quarter	939,186		939,238		929,197		928,520		918,660	
Net sales	28,774		32,616		33,913		33,805		33,069	
Lapses										
First year	(15,190)	18.37%	(13,331)	15.17%	(12,731)	13.87%	(15,445)	15.83%	(16,304)	15.52%
Renewal year	(18,815)	2.25%	(17,499)	2.11%	(14,096)	1.73%	(15,363)	1.90%	(13,326)	1.67%
	(34,005)	3.70%	(30,830)	3.36%	(26,827)	2.95%	(30,808)	3.39%	(29,630)	3.29%
Deaths and other ⁽²⁾	4,378		(1,838)		2,955		(2,320)		6,421	
End of quarter	938,333		939,186		939,238		929,197		928,520	
Liberty National Division										
Beginning of quarter	349,377		344,166		341,332		336,199		330,157	
Net sales	18,513		19,260		17,365		18,827		18,209	
Lapses										
First year	(6,429)	8.94%	(5,854)	8.27%	(6,585)	9.46%	(6,062)	8.88%	(5,308)	8.14%
Renewal year	(7,552)	2.71%	(6,773)	2.46%	(8,454)	3.10%	(6,653)	2.47%	(5,971)	2.23%
	(13,981)	3.99%	(12,627)	3.65%	(15,039)	4.40%	(12,715)	3.76%	(11,279)	3.39%
Deaths and other ⁽²⁾	(796)		(1,422)		508		(979)		(888)	
End of quarter	353,113		349,377		344,166		341,332		336,199	
Other	211,408		212,349		213,164		214,248		214,842	
Total Life	\$3,039,292		\$3,022,752		\$2,988,791		\$2,943,185		\$2,907,379	

(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.