

GLOBE LIFE INC.
Health First-Year Collected Premium Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	YTD	Q3	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2022	2022	2022	2022	2021	2021	2021	2021	2021
United American Division	\$ 47,345	\$16,342	\$16,241	\$14,762	\$ 60,386	\$17,348	\$14,336	\$14,396	\$14,306
Family Heritage Division	44,617	15,021	14,928	14,668	57,427	14,592	14,670	14,354	13,811
Liberty National Division	16,870	5,744	5,682	5,444	20,348	5,299	5,202	5,032	4,815
American Income Life Division	13,167	4,456	4,388	4,323	18,939	4,719	4,886	4,747	4,587
Direct to Consumer Division	2,228	761	776	691	3,253	877	795	822	759
Total Health First-Year Collected Premium	\$ 124,227	\$42,324	\$42,015	\$39,888	\$160,353	\$42,835	\$39,889	\$39,351	\$38,278

(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.