

GLOBE LIFE INC.
Health Net Sales Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	YTD	Q4	Q3	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2022	2022	2022	2022	2022	2021	2021	2021	2021	2021
United American Division	\$ 58,601	\$ 20,110	\$ 13,144	\$ 12,377	\$ 12,970	\$ 63,551	\$ 26,675	\$ 11,849	\$ 12,082	\$ 12,945
Family Heritage Division	82,529	22,432	22,090	19,405	18,602	72,600	18,489	19,367	19,165	15,579
Liberty National Division	28,916	8,612	7,267	6,823	6,214	26,512	7,569	6,890	6,214	5,839
American Income Life Division	17,555	3,921	4,206	4,807	4,621	18,230	4,453	4,500	4,666	4,611
Direct to Consumer Division	3,825	2,188	574	642	421	3,465	1,758	481	584	642
Total Health Net Sales	\$191,426	\$57,263	\$47,281	\$44,054	\$42,828	\$184,358	\$58,944	\$43,087	\$42,711	\$39,616

(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.

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