

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

	YTD	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2023	2023	2023	2022	2022	2022	2022	2022
United American Division	\$ 28,313	\$ 12,933	\$ 15,380	\$ 58,601	\$ 20,110	\$ 13,144	\$ 12,377	\$ 12,970
Family Heritage Division	45,553	23,010	22,543	82,529	22,432	22,090	19,405	18,602
Liberty National Division	15,154	8,058	7,096	28,916	8,612	7,267	6,823	6,214
American Income Life Division	9,216	4,712	4,504	17,555	3,921	4,206	4,807	4,621
Direct to Consumer Division	1,257	707	550	3,825	2,188	574	642	421
Total Health Net Sales	\$ 99,493	\$ 49,420	\$ 50,073	\$ 191,426	\$ 57,263	\$ 47,281	\$ 44,054	\$ 42,828

(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.