

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

	June 30, 2023		March 31, 2023		December 31, 2022		September 30, 2022		June 30, 2022	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
American Income Life Division										
Beginning of quarter	\$1,580,423		\$1,553,003		\$1,536,438		\$1,521,840		\$1,492,223	
Net sales	81,940		83,329		69,796		76,405		85,164	
Lapses										
First year	(20,233)	7.93%	(21,793)	8.92%	(21,697)	8.83%	(23,918)	9.70%	(22,335)	9.29%
Renewal year	(32,381)	2.45%	(32,016)	2.46%	(32,577)	2.55%	(31,289)	2.47%	(29,875)	2.40%
	(52,614)	3.34%	(53,809)	3.48%	(54,274)	3.56%	(55,207)	3.65%	(52,210)	3.51%
Deaths and other ⁽²⁾	3,666		(2,100)		1,043		(6,600)		(3,337)	
End of quarter	1,613,415		1,580,423		1,553,003		1,536,438		1,521,840	
Direct to Consumer Division										
Beginning of quarter	946,496		936,507		938,333		939,186		939,238	
Net sales	31,629		32,467		30,676		28,774		32,616	
Lapses										
First year	(12,988)	16.74%	(11,164)	14.61%	(13,207)	16.99%	(15,190)	18.37%	(13,331)	15.17%
Renewal year	(17,586)	2.08%	(15,003)	1.79%	(17,951)	2.14%	(18,815)	2.25%	(17,499)	2.11%
	(30,574)	3.31%	(26,167)	2.86%	(31,158)	3.40%	(34,005)	3.70%	(30,830)	3.36%
Deaths and other ⁽²⁾	(4,692)		3,689		(1,344)		4,378		(1,838)	
End of quarter	942,859		946,496		936,507		938,333		939,186	
Liberty National Division										
Beginning of quarter	367,543		360,963		353,113		349,377		344,166	
Net sales	23,269		21,979		23,252		18,513		19,260	
Lapses										
First year	(6,703)	8.00%	(5,810)	7.38%	(6,684)	9.01%	(6,429)	8.94%	(5,854)	8.27%
Renewal year	(8,264)	2.88%	(7,796)	2.74%	(8,013)	2.85%	(7,552)	2.71%	(6,773)	2.46%
	(14,967)	4.03%	(13,606)	3.75%	(14,697)	4.13%	(13,981)	3.99%	(12,627)	3.65%
Deaths and other ⁽²⁾	(952)		(1,793)		(705)		(796)		(1,422)	
End of quarter	374,893		367,543		360,963		353,113		349,377	
Other	209,714		210,829		211,047		211,408		212,349	
Total Life	<u>\$3,140,881</u>		<u>\$3,105,291</u>		<u>\$3,061,520</u>		<u>\$3,039,292</u>		<u>\$3,022,752</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.