

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

	YTD	Q3	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2023	2023	2023	2023	2022	2022	2022	2022	2022
United American Division	\$ 47,819	\$16,234	\$16,489	\$15,096	\$ 64,410	\$17,065	\$16,342	\$16,241	\$14,762
Family Heritage Division	53,456	18,426	17,830	17,200	60,699	16,082	15,021	14,928	14,668
Liberty National Division	18,877	6,463	6,303	6,111	22,415	5,545	5,744	5,682	5,444
American Income Life Division	12,857	4,486	4,254	4,117	17,294	4,127	4,456	4,388	4,323
Direct to Consumer Division	2,638	906	918	814	3,115	887	761	776	691
Total Health First-Year Collected Premium	\$ 135,647	\$46,515	\$45,794	\$43,338	\$167,933	\$43,706	\$42,324	\$42,015	\$39,888

(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.