

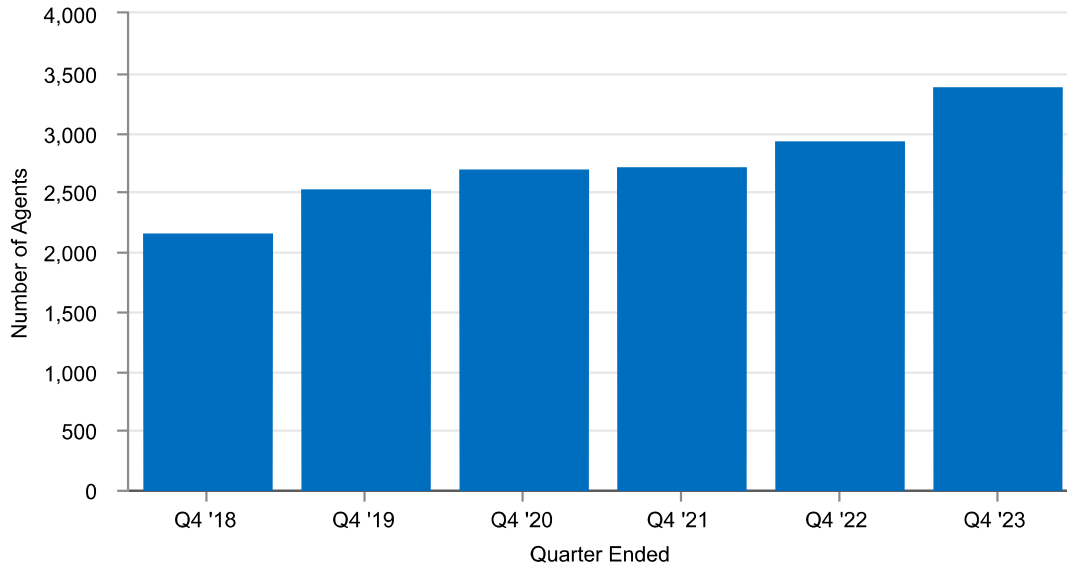
**GLOBE LIFE INC.**  
**Producing Exclusive Agent Counts**  
(Unaudited)

		Liberty National Division				American Income Life Division				Family Heritage Division			
		First year	Renewal year	Total	Quarter avg <sup>(1)</sup>	First year	Renewal year	Total	Quarter avg <sup>(1)</sup>	First year	Renewal year	Total	Quarter avg <sup>(1)</sup>
12	23	2,376	1,016	3,392	3,387	7,556	3,169	10,725	11,131	711	638	1,349	1,368
9	23	2,464	1,010	3,474	3,339	8,064	3,142	11,206	10,983	753	621	1,374	1,323
6	23	2,324	954	3,278	3,180	7,273	3,024	10,297	10,488	698	617	1,315	1,345
3	23	2,207	923	3,130	3,011	7,100	3,034	10,134	9,714	713	624	1,337	1,298
12	22	2,178	895	3,073	2,946	6,353	2,963	9,316	9,243	743	594	1,337	1,334
9	22	1,951	901	2,852	2,784	6,369	3,072	9,441	9,477	699	603	1,302	1,233
6	22	1,884	898	2,782	2,713	6,487	3,150	9,637	9,670	624	577	1,201	1,173
3	22	1,786	901	2,687	2,656	6,455	3,088	9,543	9,385	546	584	1,130	1,100
12	21	1,894	910	2,804	2,724	6,354	3,061	9,415	9,530	567	590	1,157	1,194
9	21	1,799	901	2,700	2,706	6,811	2,989	9,800	9,959	639	553	1,192	1,152
6	21	1,837	863	2,700	2,700	7,535	2,871	10,406	10,478	633	538	1,171	1,220
3	21	1,879	848	2,727	2,734	7,572	2,757	10,329	9,918	715	520	1,235	1,285
12	20	1,934	836	2,770	2,705	7,010	2,654	9,664	9,642	943	520	1,463	1,452
9	20	1,765	809	2,574	2,551	7,002	2,581	9,583	9,288	949	520	1,469	1,371
6	20	1,604	775	2,379	2,395	6,137	2,460	8,597	8,393	734	490	1,224	1,248
3	20	1,923	765	2,688	2,648	5,690	2,354	8,044	7,630	753	537	1,290	1,227
12	19	1,914	746	2,660	2,534	5,249	2,302	7,551	7,631	694	592	1,286	1,228
9	19	1,687	734	2,421	2,398	5,418	2,282	7,700	7,578	668	568	1,236	1,135
6	19	1,687	703	2,390	2,290	5,227	2,250	7,477	7,364	569	520	1,089	1,081
3	19	1,619	678	2,297	2,179	5,053	2,180	7,233	6,865	510	510	1,020	1,002
12	18	1,501	658	2,159	2,172	4,770	2,124	6,894	6,936	571	526	1,097	1,129
9	18	1,551	670	2,221	2,180	4,940	2,126	7,066	7,105	626	517	1,143	1,086
6	18	1,529	669	2,198	2,185	5,000	2,143	7,143	7,064	586	504	1,090	1,052
3	18	1,573	651	2,224	2,087	4,839	2,108	6,947	6,780	532	494	1,026	988

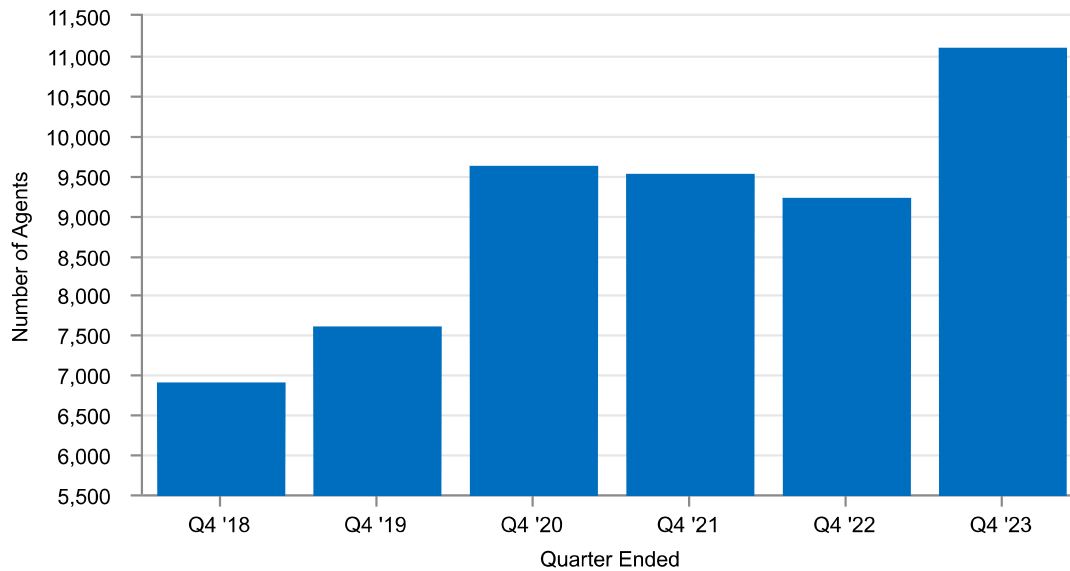
(1) The quarterly average producing agent count is based on the actual count at the beginning and end of each week during the period.

**GLOBE LIFE INC.**  
**Producing Exclusive Agent Counts**  
(Unaudited)

**Liberty National Division**  
**Quarterly Average Producing Agent Count**



**American Income Life Division**  
**Quarterly Average Producing Agent Count**



**GLOBE LIFE INC.**  
**Producing Exclusive Agent Counts**  
(Unaudited)

**Family Heritage Division**  
**Quarterly Average Producing Agent**

