

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

	YTD	Q3	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2024	2024	2024	2024	2023	2023	2023	2023	2023
United American Division	\$ 50,180	\$ 15,529	\$ 18,228	\$ 16,423	\$ 72,208	\$ 28,155	\$ 15,740	\$ 12,933	\$ 15,380
Family Heritage Division	78,862	29,326	24,570	24,966	96,093	25,228	25,312	23,010	22,543
Liberty National Division	24,091	8,122	8,356	7,613	33,155	9,349	8,652	8,058	7,096
American Income Life Division	15,952	5,566	5,792	4,594	18,124	4,235	4,673	4,712	4,504
Direct to Consumer Division	2,306	663	839	804	3,993	2,220	516	707	550
Total Health Net Sales	\$171,391	\$59,206	\$57,785	\$54,400	\$223,573	\$69,187	\$54,893	\$49,420	\$50,073

(1) Net sales 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 (typically 1 month) has expired. Management considers net sales to be a better indicator of the rate of premium growth than annualized premium issued since annualized premium issued excludes cancellations, and cancellations do not contribute to premium income.

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