GLOBE LIFE INC. Operating Summary

(Unaudited)

(Dollar amounts in thousands, except per share data)

	Nine Mont Septem					Q3	Q2	Q1	Q4		Q3
	2024		2023			2024	2024	2024	2023		2023
				Underwriting income							
				Life:							
\$	2,438,385	\$:	2,342,429	Premium	\$8	18,638	\$ 815,482	\$ 804,265	\$ 794,815	\$	788,099
	(887,768)		(960,516)	Net policy obligations	(2	50,627)	(316,977)	(320,164)	(317,572)	(;	321,477)
	(433,487)		(400,007)	Non-deferred commissions and amortization	(1	47,130)	(144,813)	(141,544)	(137,668)	(135,094)
	(100,613)		(94,414)	Non-deferred acquisition expense	((33,698)	(33,369)	(33,546)	(34,095)		(31,440)
	1,016,517		887,492	Underwriting margin	3	87,183	320,323	309,011	305,480	;	300,088
				Health:							
	1,046,617		982,916	Premium	3	53,955	351,643	341,019	335,857	;	331,236
	(547,376)		(501,073)	Net policy obligations	(1	94,209)	(178,013)	(175,154)	(168,773)	(167,058)
	(179,768)		(169,101)	Non-deferred commissions and amortization	((59,946)	(60,546)	(59,276)	(58,129)	ı	(56,724)
	(38,252)		(32,291)	Non-deferred acquisition expense	((12,837)	(12,596)	(12,819)	(11,469)		(10,754)
	281,221		280,451	Underwriting margin		86,963	100,488	93,770	97,486		96,700
	5,384		6,546	Annuity underwriting margin		1,721	1,748	1,915	1,946		2,077
	1,303,122		1,174,489	Total underwriting margin	4	75,867	422,559	404,696	404,912	;	398,865
	192		185	Other income		42	74	76	123		50
	(251,072)	_	(223,951)	Administrative expense	((88,465)	(82,196)	(80,411)	(77,210)		(74,585)
	1,052,242		950,723	Underwriting income	3	87,444	340,437	324,361	327,825	;	324,330
				Excess investment income							
	853,178		785,275	Net investment income	2	84,964	285,636	282,578	271,609	:	266,926
	(727,099)		(690,717)	Required interest on policy liabilities	(2	45,461)	(242,845)	(238,793)	(235,785)	(2	233,008)
	126,079		94,558	Total excess investment income		39,503	42,791	43,785	35,824		33,918
	(91,413)		(76,640)	Interest on debt	((31,388)	(31,404)	(28,621)	(25,676)	ı	(25,955)
_	(9,166)		(8,254)	Parent company expenses		(3,210)	(3,130)	(2,826)	(2,612)		(2,581)
	1,077,742		960,387	Pre-tax operating income	3	92,349	348,694	336,699	335,361	;	329,712
_	(211,971)		(184,553)	Income tax expense	((76,887)	(68,857)	(66,227)	(64,993)		(63,903)
	865,771		775,834	Net operating income before stock compensation expense	3	15,462	279,837	270,472	270,368	2	265,809
_	(22,596)		(16,603)	Stock compensation expense, net of tax		(7,603)	(8,620)	(6,373)	(2,955)		(6,096)
\$	843,175	\$	759,231	Net operating income	\$3	07,859	\$ 271,217	\$ 264,099	\$ 267,413	\$ 2	259,713
\$	9.23	\$	7.85	Per share	\$	3.49	\$ 2.97	\$ 2.78	\$ 2.80	\$	2.71
	91,323		96,657	Average diluted shares outstanding		88,087	91,441	95,115	95,464		95,818
				Reconciling items, net of tax:							
\$	(20,998)	\$	(62,380)	Realized gain (loss)—investments	\$	(1,732)	\$ (9,945)	\$ (9,321)	\$ 10,496	\$	(1,732)
	(2,057)		(898)	Non-operating expenses		(503)	(993)	(561)	(2,396)		(898)
	(4,554)			Legal costs and proceedings		(2,630)	(1,924)		(711)		_
\$	815,566	\$	695,953	Net income	\$3	02,994	\$ 258,355	\$ 254,217	\$ 274,802	\$ 2	257,083
\$	8.93	\$	7.20	Per share	\$	3.44	\$ 2.83	\$ 2.67	\$ 2.88	\$	2.68

GLOBE LIFE INC.

Insurance Operations—Quarter

(Unaudited)

(Dollar amounts in thousands)

Three Months Ended September 30,

	Life						Hea	ith		
		2024	%		2023	%	2024	%	2023	%
American Income Life Division										
Premium	\$	427,839		\$	400,214		\$ 31,277		\$ 30,535	
Net policy obligations		106,657	25		130,085	33	15,084	48	6,362	21
Non-deferred commission & amortization		82,228	19		72,845	18	4,261	14	4,116	13
Non-deferred acquisition expenses		17,708	4		16,186	4	1,092	3	1,024	3
Underwriting margin	'	221,246	52		181,098	45	10,840	35	19,033	62
Direct to Consumer Division										
Premium		246,425			247,858		18,072		17,153	
Net policy obligations		119,933	49		146,164	59	15,196	84	14,682	86
Non-deferred commission & amortization		30,449	12		29,997	12	714	4	755	4
Non-deferred acquisition expenses		7,764	3		8,639	3	203	1	209	1
Underwriting margin		88,279	36		63,058	25	1,959	11	1,507	9
Liberty National Division										
Premium		93,625			88,199		47,277		46,643	
Net policy obligations		17,070	18		32,549	37	12,609	27	13,652	29
Non-deferred commission & amortization		24,334	26		22,085	25	6,949	15	6,581	14
Non-deferred acquisition expenses		7,520	8		6,139	7	1,610	3	1,328	3
Underwriting margin		44,701	48	_	27,426	31	26,109	55	25,082	54
Family Heritage Division										
Premium		1,684			1,561		107,819		99,828	
Net policy obligations		711	42		766	49	49,445	46	41,947	42
Non-deferred commission & amortization		250	15		233	15	20,395	19	18,813	19
Non-deferred acquisition expenses		60	4		54	3	3,947	4	3,463	3
Underwriting margin		663	39		508	33	34,032	32	35,605	36
Other										
Premium		49,065			50,267		149,510		137,077	
Net policy obligations		6,256	13		11,913	24	101,875	68	90,415	66
Non-deferred commission & amortization		9,869	20		9,934	20	27,627	18	26,459	19
Non-deferred acquisition expenses		646	1		422	1	5,985	4	4,730	3
Underwriting margin		32,294	66		27,998	56	14,023	9	15,473	11
Total										
Premium		818,638			788,099		353,955		331,236	
Net policy obligations		250,627	31		321,477	41	194,209	55	167,058	50
Non-deferred commission & amortization		147,130	18		135,094	17	59,946	17	56,724	17
Non-deferred acquisition expenses		33,698	4		31,440	4	12,837	4	10,754	3
Underwriting margin	\$	387,183	47	\$	300,088	38	\$ 86,963	25	\$ 96,700	29
	Thi	ree Months	Ended 9	Sent	ember 30					
		2024			2023					
Total Underwriting Margins:										
Life	Φ.	207 102		Φ.	200.000					

	Th	Three Months Ended September 30,				
		2024		2023		
Total Underwriting Margins:						
Life	\$	387,183	\$	300,0	88	
Health		86,963		96,7	00	
Annuity		1,721		2,0	77	
Other income		42		:	50	
Administrative & other expenses		(88,465)		(74,5	85)	
Underwriting income	\$	387,444	\$	324,3	30	

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

GLOBE LIFE INC.

Insurance Operations—Year-to-Date

(Unaudited)

(Dollar amounts in thousands)

Nine Months Ended September 30,

	Life Health						alth	
	2024	%	2023	%	2024	%	2023	%
American Income Life Division								
Premium	\$ 1,265,417		\$ 1,182,346		\$ 92,495		\$ 89,656	
Net policy obligations	373,295	29	383,989	32	27,611	30	18,857	21
Non-deferred commission & amortization	240,057	19	213,962	18	12,586	14	12,157	14
Non-deferred acquisition expenses	51,089	4	48,193	4	3,174	3	3,054	3
Underwriting margin	600,976	47	536,202	45	49,124	53	55,588	62
Direct to Consumer Division								
Premium	743,304		744,132		54,070		51,576	
Net policy obligations	415,741	56	451,122	61	47,169	87	45,262	88
Non-deferred commission & amortization	91,667	12	90,469	12	2,380	4	2,343	5
Non-deferred acquisition expenses	25,184	3	26,889	4	586	1	490	1
Underwriting margin	210,712	28	175,652	24	3,935	7	3,481	7
Liberty National Division								
Premium	276,599		260,036		142,612		140,518	
Net policy obligations	76,156	28	93,599	36	37,625	26	39,174	28
Non-deferred commission & amortization	71,238	26	64,979	25	20,819	15	19,232	14
Non-deferred acquisition expenses	22,719	8	17,956	7	4,987	3	3,952	3
Underwriting margin	106,486	38	83,502	32	79,181	56	78,160	56
Family Heritage Division								
Premium	4,945		4,554		317,065		294,029	
Net policy obligations	2,186	44	2,198	48	138,577	44	127,989	44
Non-deferred commission & amortization	758	15	699	15	60,145	19	55,516	19
Non-deferred acquisition expenses	181	4	162	4	11,862	4	10,466	4
Underwriting margin	1,820	37	1,495	33	106,481	34	100,058	34
Other								
Premium	148,120		151,361		440,375		407,137	
Net policy obligations	20,390	14	29,608	20	296,394	67	269,791	66
Non-deferred commission & amortization	29,767	20	29,898	20	83,838	19	79,853	20
Non-deferred acquisition expenses	1,440	1	1,214	1	17,643	4	14,329	4
Underwriting margin	96,523	65	90,641	60	42,500	10	43,164	11
Total								
Premium	2,438,385		2,342,429		1,046,617		982,916	
Net policy obligations	887,768	36	960,516	41	547,376	52	501,073	51
Non-deferred commission & amortization	433,487	18	400,007	17	179,768	17	169,101	17
Non-deferred acquisition expenses	100,613	4	94,414	4	38,252	4	32,291	3
Underwriting margin	\$ 1,016,517	42	\$ 887,492	38	\$ 281,221	27	\$ 280,451	29
0 0								
	Nine Months I	Ended Se	eptember 30,					
	2024		2023					
Total Underwriting Margins:								
Life	\$ 1,016,517		\$ 887,492					
Health	281,221		280,451					
Annuity	5,384		6,546					
Other income	192		185					
Administrative & other expenses	(251,072)		(223,951)					
Underwriting income	\$ 1,052,242		\$ 950,723					

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

GLOBE LIFE INC. Net Sales and First-Year Collected Premium

(Unaudited)
(Dollar amounts in thousands)

Net Sales ⁽¹⁾		nths Ended nber 30,	Increase (Decrease)	Nine Mon Septen	Increase (Decrease)		
	2024	2023	<u>%</u>	2024	2023	<u></u> %	
<u>Life</u>							
American Income Life Division	\$ 96,739	\$ 81,066	19	\$ 288,602	\$ 246,335	17	
Direct to Consumer Division	24,074	26,497	(9)	83,251	90,593	(8)	
Liberty National Division	24,352	24,165	1	71,846	69,413	4	
Other	2,259	2,469	(9)	6,725	7,513	(10)	
Total Life	147,424	134,197	10	450,424	413,854	9	
<u>Health</u>							
United American Division	15,529	15,740	(1)	50,180	44,053	14	
Family Heritage Division	29,326	25,312	16	78,862	70,865	11	
Liberty National Division	8,122	8,652	(6)	24,091	23,806	1	
American Income Life Division	5,566	4,673	19	15,952	13,889	15	
Direct to Consumer Division	663	516	28	2,306	1,773	30	
Total Health	59,206	54,893	8	171,391	154,386	11	
Total Net Sales	\$ 206,630	\$ 189,090	9	\$ 621,815	\$ 568,240	9	

First-Year Collected Premium ⁽²⁾		Three Mor Septen			Increase (Decrease)	Nine Months Ended September 30,				Increase (Decrease)	
		2024		2023	<u>%</u>	2024		2023		%	
<u>Life</u>											
American Income Life Division	\$	77,455	\$	67,317	15	\$	227,817	\$	197,224	16	
Direct to Consumer Division		16,364		18,900	(13)		52,080		59,735	(13)	
Liberty National Division		19,279		17,387	11		56,043		49,810	13	
Other		1,903		2,132	(11)		5,850		6,513	(10)	
Total Life		115,001		105,736	9		341,790		313,282	9	
<u>Health</u>											
United American Division		24,510		16,234	51		66,944		47,819	40	
Family Heritage Division		20,212		18,426	10		58,878		53,456	10	
Liberty National Division		7,170		6,463	11		21,272		18,877	13	
American Income Life Division		5,172		4,486	15		14,740		12,857	15	
Direct to Consumer Division		1,006		906	11		2,891		2,638	10	
Total Health		58,070		46,515	25		164,725		135,647	21	
Total First-Year Collected Premium	\$	173,071	\$	152,251	14	\$	506,515	\$	448,929	13	

Net sales and first-year collected premium are statistical measures utilized as indicators of future premium growth. Below are definitions:

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

⁽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.

⁽²⁾ 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.

GLOBE LIFE INC. Condensed Consolidated Balance Sheet

(Unaudited)

(Dollar amounts in thousands, except per share data)

	Septen	nber 30,
	2024	2023
Assets:		
Investments:		
Fixed maturities—available for sale, at fair value (amortized cost: 2024—\$19,084,454; 2023—\$18,914,693, allowance for credit losses: 2024—\$7,132; 2023—\$7,500)	\$ 18,334,570	\$ 16,260,034
Mortgage loans	381,315	228,802
Policy loans	691,072	644,553
Other long-term investments (includes: 2024—\$979,397; 2023—\$782,210 under the fair value option)	1,221,888	821,304
Short-term investments	100,501	83,934
Total investments	20,729,346	18,038,627
Cash	134,549	85,546
Accrued investment income	284,952	284,642
Other receivables	651,871	616,969
Deferred acquisition costs	6,386,682	5,889,293
Goodwill	490,446	481,791
Other assets	878,974	826,565
Total assets	\$ 29,556,820	\$ 26,223,433
Liabilities:		-
Future policy benefits at current discount rates	\$ 19,814,913	\$ 17,273,102
Unearned and advance premium	264,644	261,055
Policy claims and other benefits payable	530,399	505,262
Other policyholders' funds	469,288	218,210
Total policy liabilities	21,079,244	18,257,629
Current and deferred income taxes	619,970	554,853
Short-term debt	437,418	447,537
Long-term debt (estimated fair value: 2024—\$2,202,644; 2023—\$1,586,674)	2,323,676	1,798,583
Other liabilities	457,887	541,700
Total liabilities	24,918,195	21,600,302
Commitments and Contingencies	, ,	
Shareholders' equity:		
Preferred stock, par value \$1 per share—5,000,000 shares authorized; outstanding: 0 in 2024 and 2023	_	_
Common stock, par value \$1 per share—320,000,000 shares authorized; outstanding: (2024—102,218,183 issued; 2023—105,218,183 issued)	102,218	105,218
Additional paid-in-capital	543,255	543,693
Accumulated other comprehensive income (loss)	(2,484,743)	(2,458,974
Retained earnings	8,225,030	7,519,893
Treasury stock, at cost (2024—17,942,902 shares; 2023—10,952,084 shares)	(1,747,135)	(1,086,699
Total shareholders' equity	4,638,625	4,623,131
Total liabilities and shareholders' equity	\$ 29,556,820	\$ 26,223,433
Diluted basis:		
Shares outstanding	84,880	95,310
Book value per common share	\$ 54.65	\$ 48.51
Book value per common share excluding accumulated other comprehensive Income (AOCI) ⁽¹⁾		\$ 74.31

(1) This is considered a non-GAAP measure.

GLOBE LIFE INC. Invested Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

Investment Portfolio at September 30, 2024

	Am	ortized Cost, net ⁽¹⁾	Fair Value	% of Total Amortized Cost, net	Life & Health Insurance Industry % ⁽²⁾
Fixed maturities available for sale	\$	19,077,322	\$ 18,334,570	89	72
Policy loans		691,072	691,072	3	2
Equities		32,662	33,794	<u> </u>	1
Mortgage loans		381,315	381,315	2	16
Investment real estate		203	203	_	1
Other long-term investments		1,175,235	1,187,891	5	7
Short-term investments		100,501	100,501	1_	1
Total	\$	21,458,310	\$ 20,729,346	100	100

⁽¹⁾ Fixed maturities at amortized cost as of September 30, 2024 were \$19.1 billion net of \$7.1 million of allowance for credit losses.

Fixed Maturities Available-For-Sale by Amortized Cost, net and Fair Value at September 30, 2024

Summary	Amortized Cost, net	Net Inrealized ain/(Loss)	Fair Value	Average Rating	% of Total Amortized Cost, net
Investment Grade	\$18,521,459	\$ (679,771)	\$ 17,841,688	A-	97
Below Investment Grade	555,863	(62,981)	492,882	BB-	3
Total	\$19,077,322	\$ (742,752)	\$ 18,334,570	A-	100
By Type					
Corporates	\$15,263,482	\$ (340,438)	\$ 14,923,044	BBB+	80
Municipals	3,253,819	(375,580)	2,878,239	AA	17
Government, agencies, and GSEs ⁽¹⁾	439,763	(30,856)	408,907	AAA	2
Collateralized debt obligations (CDOs)	36,685	5,798	42,483	CC	_
Other asset-backed securities	83,573	(1,676)	81,897	BBB-	1
Total	\$19,077,322	\$ (742,752)	\$ 18,334,570	A-	100

⁽¹⁾ Government-Sponsored Enterprises

⁽²⁾ Data available from SNL as of December 31, 2023.

GLOBE LIFE INC. Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

September 30, 2024

By Sector:	_	Amortized Cost, net		Net Unrealized Gain/(Loss)		Fair Value ⁽¹⁾	Average Rating	% of Total Amortized Cost, net
Corporate	_		_			- Tajao		
Financial—life/health/PC insurance	\$	2,612,716	\$	(37,835)	\$	2,574,881	A-	13
Financial—bank		1,097,327		(2,336)		1,094,991	A-	6
Financial—other		1,304,126		(87,970)		1,216,156	BBB+	7
Utilities		2,140,610		37,627		2,178,237	A-	11
Energy		1,372,980		18,416		1,391,396	BBB+	7
Consumer, non-cyclical		2,132,998		(107,409)		2,025,589	BBB+	11
Consumer, cyclical		504,368		(50,947)		453,421	BBB-	3
Communications		891,588		(45,300)		846,288	BBB+	5
Basic materials		1,196,412		1,987		1,198,399	BBB	6
Transportation		566,520		6,229		572,749	BBB+	3
Technology		357,825		(41,539)		316,286	A-	2
Other industrials		1,086,012		(31,361)		1,054,651	BBB+	6
Municipal								
General obligation		893,380		(135,132)		758,248	AA	5
Revenue		2,360,439		(240,448)		2,119,991	AA	12
Governments (U.S., foreign)		439,763		(30,856)		408,907	AAA	2
Collateralized debt obligations		36,685		5,798		42,483	CC	_
Other asset-backed securities		83,573		(1,676)		81,897	BBB-	1
Total	\$	19,077,322	\$	(742,752)	\$	18,334,570	A-	100

⁽¹⁾ Amounts reported on the balance sheet.

GLOBE LIFE INC. Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

	September 30, 2024						
Rating by Sector at Amortized Cost, net:	AAA	AA	A	BBB	BIG	Total	
Corporate							
Financial—life/health/PC insurance	\$ <u> </u>	\$ 259,000	\$1,075,572	\$1,171,408	\$106,736	\$ 2,612,716	
Financial—bank	_	127,115	480,015	424,433	65,764	1,097,327	
Financial—other		7,464	653,366	568,329	74,967	1,304,126	
Utilities	_	27,221	1,137,680	946,401	29,308	2,140,610	
Energy		81,541	233,114	1,013,729	44,596	1,372,980	
Consumer, non-cyclical	20,348	27,878	807,184	1,277,588	_	2,132,998	
Consumer, cyclical	_	21,853	61,437	289,703	131,375	504,368	
Communications	_	60,518	164,096	666,974	_	891,588	
Basic materials		16,288	94,499	1,085,625	_	1,196,412	
Transportation	_	277	295,076	262,764	8,403	566,520	
Technology	26,994	58,669	111,243	110,642	50,277	357,825	
Other industrials	_	39,802	259,648	786,562	_	1,086,012	
Municipal							
General obligation	123,536	762,238	7,606	_	_	893,380	
Revenue	389,984	1,734,122	234,333	2,000	_	2,360,439	
Governments (U.S., foreign)	404,097	35,666	_	_	_	439,763	
Collateralized debt obligations	_	_	_	_	36,685	36,685	
Other asset-backed securities	40	_	_	75,781	7,752	83,573	
Total Amortized Cost, net	\$964,999	\$3,259,652	\$5,614,869	\$8,681,939	\$555,863	\$19,077,322	
Below Investment Grade Bonds by Secto Cost, net:	r at Amortiz		ber 30, 2024	June 30,	2024	Increase (Decrease) Amount	
Financial—life/health/PC insurance		\$	106,736	\$ \$	106,829 \$	(93	
Financial—bank		φ	65,764	Ψ	65,814	(50	
Financial—other			74,967		74,966	1	
Utilities							
			29,308 44,596		29,309 44,615	(1	
Energy Consumer, non-cyclical			44,590		44,013	(19	
Consumer, cyclical			131,375		135,775	(4,400	
Communications			131,373		133,773	(4,400	
Basic materials					_	_	
Transportation			8,403		8,403	_	
Technology			50,277		50,279	(2	
Other industrials			30,211		5,178	(5,178	
Municipal			<u> </u>		5,176	(0,170	
General obligation			_				
Revenue					<u> </u>	_	
Governments (U.S., foreign)					_	_	
Collateralized debt obligations			36,685		36,945	(260	
Other asset-backed securities			7,752		5,989	1,763	
					0,000	1,103	

\$

Total, net of credit losses

555,863 \$

(8,239)

564,102 \$

GLOBE LIFE INC. Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

	Thre	Three Months Ended September							
Fixed Maturity Acquisitions:		2024		2023					
Amount	\$	81,569	\$	426,867					
Average annual effective yield		6.2%		6.1%					
Average rating		A-		A+					
Average Life (in years) to:									
Next Call		18.3		16.6					
Maturity		30.1		26.6					

Below Investment Grade Bonds By SVO ⁽¹⁾ Class at Statutory Adjusted Carrying Value:	Septe	mber 30, 2024	24 June 30, 2024		(Decrease) Amount	
Asset Class 3	\$	401,573	\$	396,344	\$	5,229
Asset Class 4		98,004		47,302		50,702
Asset Class 5		_		<u> </u>		_
Asset Class 6 (at lower of cost or market value)		36,685		36,945		(260)
	\$	536,262	\$	480,591	\$	55,671

⁽¹⁾ NAIC Securities Valuation Office