

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

	December 31, 2024		September 30, 2024		June 30, 2024		March 31, 2024		December 31, 2023	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
American Income Life Division										
Beginning of quarter	\$1,747,878		\$1,716,823		\$1,685,853		\$1,654,197		\$1,635,206	
Net sales	93,343		96,739		94,668		97,195		76,323	
Lapses										
First year	(29,186)	9.36%	(30,070)	10.12%	(25,366)	8.75%	(25,714)	9.60%	(23,242)	8.71%
Renewal year	(37,607)	2.62%	(38,449)	2.74%	(39,631)	2.85%	(35,186)	2.57%	(36,229)	2.67%
	(66,793)	3.83%	(68,519)	4.02%	(64,997)	3.87%	(60,900)	3.72%	(59,471)	3.67%
Deaths and other ⁽²⁾	(12,715)		2,835		1,299		(4,639)		2,139	
End of quarter	1,761,713		1,747,878		1,716,823		1,685,853		1,654,197	
Direct to Consumer Division										
Beginning of quarter	932,016		940,965		944,494		933,057		938,656	
Net sales	23,059		24,074		30,614		28,563		25,861	
Lapses										
First year	(12,607)	20.00%	(14,043)	20.96%	(11,651)	16.91%	(10,091)	15.00%	(12,780)	17.98%
Renewal year	(18,440)	2.17%	(18,917)	2.22%	(17,639)	2.07%	(15,776)	1.86%	(17,583)	2.07%
	(31,047)	3.40%	(32,960)	3.58%	(29,290)	3.18%	(25,867)	2.83%	(30,363)	3.30%
Deaths and other ⁽²⁾	(1,520)		(63)		(4,853)		8,741		(1,097)	
End of quarter	922,508		932,016		940,965		944,494		933,057	
Liberty National Division										
Beginning of quarter	406,044		401,319		391,734		390,693		382,511	
Net sales	26,316		24,352		25,889		21,605		26,046	
Lapses										
First year	(6,912)	8.39%	(7,633)	8.84%	(7,847)	8.65%	(8,153)	8.59%	(8,459)	9.07%
Renewal year	(10,201)	3.29%	(10,084)	3.29%	(9,139)	3.03%	(9,805)	3.29%	(8,949)	3.06%
	(17,113)	4.36%	(17,717)	4.51%	(16,986)	4.33%	(17,958)	4.57%	(17,408)	4.51%
Deaths and other ⁽²⁾	(4,335)		(1,910)		682		(2,606)		(456)	
End of quarter	410,912		406,044		401,319		391,734		390,693	
Other										
	204,128		205,263		206,183		207,179		207,798	
Total Life	<u>\$3,299,261</u>		<u>\$3,291,201</u>		<u>\$3,265,290</u>		<u>\$3,229,260</u>		<u>\$3,185,745</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.