

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

	March 31, 2025		December 31, 2024		September 30, 2024		June 30, 2024		March 31, 2024	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
American Income Life Division										
Beginning of quarter	\$1,761,713		\$1,747,878		\$1,716,823		\$1,685,853		\$1,654,197	
Net sales	98,555		93,343		96,739		94,668		97,195	
Lapses										
First year	(32,450)	10.48%	(29,186)	9.36%	(30,070)	10.12%	(25,366)	8.75%	(25,714)	9.60%
Renewal year	(39,693)	2.75%	(37,607)	2.62%	(38,449)	2.74%	(39,631)	2.85%	(35,186)	2.57%
	(72,143)	4.11%	(66,793)	3.83%	(68,519)	4.02%	(64,997)	3.87%	(60,900)	3.72%
Deaths and other ⁽²⁾	4,495		(12,715)		2,835		1,299		(4,639)	
End of quarter	1,792,620		1,761,713		1,747,878		1,716,823		1,685,853	
Direct to Consumer Division										
Beginning of quarter	922,508		932,016		940,965		944,494		933,057	
Net sales	25,175		23,059		24,074		30,614		28,563	
Lapses										
First year	(9,086)	15.48%	(12,607)	20.00%	(14,043)	20.96%	(11,651)	16.91%	(10,091)	15.00%
Renewal year	(15,315)	1.80%	(18,440)	2.17%	(18,917)	2.22%	(17,639)	2.07%	(15,776)	1.86%
	(24,401)	2.68%	(31,047)	3.40%	(32,960)	3.58%	(29,290)	3.18%	(25,867)	2.83%
Deaths and other ⁽²⁾	9,891		(1,520)		(63)		(4,853)		8,741	
End of quarter	933,173		922,508		932,016		940,965		944,494	
Liberty National Division										
Beginning of quarter	410,912		406,044		401,319		391,734		390,693	
Net sales	22,469		26,316		24,352		25,889		21,605	
Lapses										
First year	(8,470)	8.77%	(6,912)	8.39%	(7,633)	8.84%	(7,847)	8.65%	(8,153)	8.59%
Renewal year	(10,680)	3.39%	(10,201)	3.29%	(10,084)	3.29%	(9,139)	3.03%	(9,805)	3.29%
	(19,150)	4.65%	(17,113)	4.36%	(17,717)	4.51%	(16,986)	4.33%	(17,958)	4.57%
Deaths and other ⁽²⁾	(572)		(4,335)		(1,910)		682		(2,606)	
End of quarter	413,659		410,912		406,044		401,319		391,734	
Other										
	203,018		204,128		205,263		206,183		207,179	
Total Life	<u>\$3,342,470</u>		<u>\$3,299,261</u>		<u>\$3,291,201</u>		<u>\$3,265,290</u>		<u>\$3,229,260</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.