

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

	Q1	YTD	Q4	Q3	Q2	Q1
	2025	2024	2024	2024	2024	2024
United American Division	\$27,708	\$ 80,296	\$30,116	\$15,529	\$18,228	\$16,423
Family Heritage Division	26,816	105,623	26,761	29,326	24,570	24,966
Liberty National Division	7,198	33,001	8,910	8,122	8,356	7,613
American Income Life Division	4,870	21,103	5,151	5,566	5,792	4,594
Direct to Consumer Division	645	5,004	2,698	663	839	804
Total Health Net Sales	\$67,237	\$245,027	\$73,636	\$59,206	\$57,785	\$54,400

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.