GLOBE LIFE INC.
Health First-Year Collected Premium Detail[(1)]
(Dollar amounts in thousands)
(Unaudited)

	YTD 2025	Q3 2025	Q2 2025	Q1 2025	YTD 2024	Q4 2024	Q3 2024	Q2 2024	Q1 2024
United American Division	$ 66,863	$24,140	$22,561	$20,162	$ 87,190	$20,246	$24,510	$23,253	$19,181
Family Heritage Division	66,954	23,033	22,445	21,476	79,934	21,056	20,212	19,683	18,983
Liberty National Division	20,900	6,918	6,937	7,045	28,114	6,842	7,170	7,207	6,895
American Income Life Division	14,386	4,763	4,856	4,767	19,740	5,000	5,172	4,978	4,590
Direct to Consumer Division	3,551	1,232	1,230	1,089	4,064	1,173	1,006	1,001	884
Total Health First-Year Collected Premium	$ 172,654	$60,086	$58,029	$54,539	$219,042	$54,317	$58,070	$56,122	$50,533

(1) 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.

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