

GLOBE LIFE INC.
Health Net Sales 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	\$ 77,666	\$24,504	\$25,454	\$27,708	\$ 80,296	\$30,116	\$15,529	\$18,228	\$16,423
Family Heritage Division	89,440	33,063	29,561	26,816	105,623	26,761	29,326	24,570	24,966
Liberty National Division	23,862	8,482	8,182	7,198	33,001	8,910	8,122	8,356	7,613
American Income Life Division	14,242	4,623	4,749	4,870	21,103	5,151	5,566	5,792	4,594
Direct to Consumer Division	2,176	745	786	645	5,004	2,698	663	839	804
Total Health Net Sales	<u>\$207,386</u>	<u>\$71,417</u>	<u>\$68,732</u>	<u>\$67,237</u>	<u>\$245,027</u>	<u>\$73,636</u>	<u>\$59,206</u>	<u>\$57,785</u>	<u>\$54,400</u>

(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 is before cancellations, as 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.