

**GLOBE LIFE INC.**  
**Health Net Sales Detail<sup>(1)</sup>**  
(Dollar amounts in thousands)  
(Unaudited)

	<b>Q1</b>	<b>YTD</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>
	<b>2026</b>	<b>2025</b>	<b>2025</b>	<b>2025</b>	<b>2025</b>	<b>2025</b>
United American Division	\$61,534	\$154,476	\$76,810	\$24,504	\$25,454	\$27,708
Family Heritage Division	32,713	120,311	30,871	33,063	29,561	26,816
Liberty National Division	6,968	32,741	8,879	8,482	8,182	7,198
American Income Life Division	4,317	18,937	4,695	4,623	4,749	4,870
Direct to Consumer Division	618	6,706	4,530	745	786	645
<b>Total Health Net Sales</b>	<b>\$106,150</b>	<b>\$333,171</b>	<b>\$125,785</b>	<b>\$71,417</b>	<b>\$68,732</b>	<b>\$67,237</b>

(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.