

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

	YTD 2026	Q3 2026	Q2 2026	Q1 2026	YTD 2025	Q4 2025	Q3 2025	Q2 2025	Q1 2025
United American Division	\$137,115	\$47,687	\$27,894	\$61,534	\$154,476	\$76,810	\$24,504	\$25,454	\$27,708
Family Heritage Division	98,083	34,645	30,725	32,713	120,311	30,871	33,063	29,561	26,816
Liberty National Division	21,333	7,374	6,991	6,968	32,741	8,879	8,482	8,182	7,198
American Income Life Division	12,298	3,888	4,093	4,317	18,937	4,695	4,623	4,749	4,870
Direct to Consumer Division	1,831	517	696	618	6,706	4,530	745	786	645
Total Health Net Sales	<u>\$270,660</u>	<u>\$94,111</u>	<u>\$70,399</u>	<u>\$106,150</u>	<u>\$333,171</u>	<u>\$125,785</u>	<u>\$71,417</u>	<u>\$68,732</u>	<u>\$67,237</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 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.