

GLOBE LIFE INC.
Operating Summary

(Unaudited)

(Dollar amounts in thousands, except per share data)

Three Months Ended March 31,			Q1	Q4	Q3	Q2	Q1
2022	2021		2022	2021	2021	2021	2021
		Underwriting income					
		Life:					
\$ 754,602	\$ 708,119	Premium	\$754,602	\$ 732,997	\$ 728,924	\$ 728,170	\$ 708,119
(359,634)	(337,706)	Net policy obligations	(359,634)	(350,620)	(330,901)	(315,976)	(337,706)
(221,904)	(213,448)	Non-deferred commissions and amortization	(221,904)	(213,755)	(214,641)	(211,555)	(213,448)
(22,610)	(20,319)	Non-deferred acquisition expense	(22,610)	(22,342)	(21,388)	(21,884)	(20,319)
150,454	136,646	Underwriting margin	150,454	146,280	161,994	178,755	136,646
		Health:					
317,000	294,173	Premium	317,000	312,774	299,143	295,586	294,173
(169,990)	(162,834)	Net policy obligations	(169,990)	(167,870)	(162,047)	(163,420)	(162,834)
(59,655)	(52,966)	Non-deferred commissions and amortization	(59,655)	(56,806)	(53,286)	(51,315)	(52,966)
(8,262)	(6,193)	Non-deferred acquisition expense	(8,262)	(7,415)	(6,832)	(6,390)	(6,193)
79,093	72,180	Underwriting margin	79,093	80,683	76,978	74,461	72,180
2,108	2,187	Annuity underwriting margin	2,108	2,163	2,178	2,176	2,187
231,655	211,013	Total underwriting margin	231,655	229,126	241,150	255,392	211,013
164	295	Other income	164	212	321	388	295
(72,565)	(66,176)	Administrative expense	(72,565)	(69,916)	(68,036)	(67,503)	(66,176)
159,254	145,132	Underwriting income	159,254	159,422	173,435	188,277	145,132
		Excess investment income					
243,834	235,820	Net investment income	243,834	239,344	238,975	238,308	235,820
(162,498)	(154,098)	Required interest on net policy liabilities	(162,498)	(160,900)	(158,855)	(156,580)	(154,098)
(19,944)	(21,178)	Interest on debt	(19,944)	(19,653)	(20,886)	(21,769)	(21,178)
61,392	60,544	Total excess investment income	61,392	58,791	59,234	59,959	60,544
(2,640)	(2,318)	Parent company expenses	(2,640)	(2,302)	(2,176)	(2,757)	(2,318)
218,006	203,358	Pre-tax operating income	218,006	215,911	230,493	245,479	203,358
(41,645)	(38,562)	Income tax expense	(41,645)	(40,283)	(43,258)	(47,323)	(38,562)
176,361	164,796	Net operating income before stock compensation expense	176,361	175,628	187,235	198,156	164,796
(6,189)	(4,705)	Stock compensation expense, net of tax	(6,189)	(3,695)	(4,745)	(5,173)	(4,705)
\$ 170,172	\$ 160,091	Net operating income	\$170,172	\$ 171,933	\$ 182,490	\$ 192,983	\$ 160,091
\$ 1.70	\$ 1.53	Per share	\$ 1.70	\$ 1.70	\$ 1.78	\$ 1.85	\$ 1.53
100,250	104,838	Average diluted shares outstanding	100,250	101,343	102,381	104,233	104,838
		Reconciling items, net of tax:					
\$ (5,723)	\$ 22,240	Realized gain (loss)—investments	\$ (5,723)	\$ 9,506	\$ 15,633	\$ 6,841	\$ 22,240
—	—	Realized gain (loss)—redemption of debt	—	—	(7,358)	—	—
—	—	Administrative settlements	—	(1,047)	—	—	—
(88)	—	Non-operating expenses	(88)	(29)	(1,894)	—	—
—	(3,814)	Legal proceedings	—	(2,410)	—	(206)	(3,814)
\$ 164,361	\$ 178,517	Net income	\$164,361	\$ 177,953	\$ 188,871	\$ 199,618	\$ 178,517
\$ 1.64	\$ 1.70	Per share	\$ 1.64	\$ 1.76	\$ 1.84	\$ 1.92	\$ 1.70

Refer to 10-Q/10-K for supplemental information on www.sec.gov (NYSE: GL).

GLOBE LIFE INC.
Insurance Operations—Quarter
(Unaudited)
(Dollar amounts in thousands)

	Three Months Ended March 31,							
	Life				Health			
	2022	%	2021	%	2022	%	2021	%
American Income Life Division								
Premium	\$ 369,987		\$ 334,895		\$ 28,854		\$ 27,351	
Net policy obligations	128,489	35	116,594	35	5,539	19	6,678	24
Non-deferred commission & amortization	119,105	32	109,774	33	5,768	20	5,521	20
Non-deferred acquisition expenses	11,403	3	10,369	3	720	2	645	2
Underwriting margin	110,990	30	98,158	29	16,827	58	14,507	53
Direct to Consumer Division								
Premium	251,126		244,028		18,756		19,360	
Net policy obligations	178,095	71	169,433	69	14,915	80	15,355	79
Non-deferred commission & amortization	58,223	23	60,709	25	966	5	1,031	5
Non-deferred acquisition expenses	5,926	2	5,270	2	—	—	8	—
Underwriting margin	8,882	4	8,616	4	2,875	15	2,966	15
Liberty National Division								
Premium	80,719		75,737		47,186		47,040	
Net policy obligations	33,785	42	34,955	46	21,744	46	23,290	50
Non-deferred commission & amortization	28,526	35	26,663	35	8,609	18	8,551	18
Non-deferred acquisition expenses	5,055	6	4,227	6	1,129	2	1,034	2
Underwriting margin	13,353	17	9,892	13	15,704	33	14,165	30
Family Heritage Division								
Premium	1,369		1,118		89,540		83,335	
Net policy obligations	612	45	562	50	41,790	47	40,587	49
Non-deferred commission & amortization	295	22	227	20	21,078	24	18,813	23
Non-deferred acquisition expenses	41	3	26	2	2,656	3	1,910	2
Underwriting margin	421	31	303	27	24,016	27	22,025	26
Other								
Premium	51,401		52,341		132,664		117,087	
Net policy obligations	18,653	36	16,162	31	86,002	65	76,924	66
Non-deferred commission & amortization	15,755	31	16,075	31	23,234	18	19,050	16
Non-deferred acquisition expenses	185	—	427	1	3,757	3	2,596	2
Underwriting margin	16,808	33	19,677	38	19,671	15	18,517	16
Total								
Premium	754,602		708,119		317,000		294,173	
Net policy obligations	359,634	48	337,706	48	169,990	54	162,834	55
Non-deferred commission & amortization	221,904	29	213,448	30	59,655	19	52,966	18
Non-deferred acquisition expenses	22,610	3	20,319	3	8,262	3	6,193	2
Underwriting margin	<u>\$ 150,454</u>	20	<u>\$ 136,646</u>	19	<u>\$ 79,093</u>	25	<u>\$ 72,180</u>	25
Three Months Ended March 31,								
2022								
2021								
Total Underwriting Margins:								
Life	\$ 150,454		\$ 136,646					
Health	79,093		72,180					
Annuity	2,108		2,187					
Other income	164		295					
Administrative & other expenses	(72,565)		(66,176)					
Underwriting income	<u>\$ 159,254</u>		<u>\$ 145,132</u>					

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

GLOBE LIFE INC.
Net Sales and First-Year Collected Premium
(Unaudited)
(Dollar amounts in thousands)

Net Sales ⁽¹⁾	Three Months Ended March 31,		Increase (Decrease) %
	2022	2021	
Life			
American Income Life Division	\$ 85,350	\$ 69,623	23
Direct to Consumer Division	33,913	39,691	(15)
Liberty National Division	17,365	16,225	7
Other	2,375	2,688	(12)
Total Life	139,003	128,227	8
Health			
United American Division	12,970	12,945	—
Family Heritage Division	18,602	15,579	19
Liberty National Division	6,214	5,839	6
American Income Life Division	4,621	4,611	—
Direct to Consumer Division	421	642	(34)
Total Health	42,828	39,616	8
Total Net Sales	\$ 181,831	\$ 167,843	8

First-Year Collected Premium ⁽²⁾	Three Months Ended March 31,		Increase (Decrease) %
	2022	2021	
Life			
American Income Life Division	\$ 65,294	\$ 58,597	11
Direct to Consumer Division	24,212	30,627	(21)
Liberty National Division	13,748	11,240	22
Other	2,397	2,330	3
Total Life	105,651	102,794	3
Health			
United American Division	14,762	14,306	3
Family Heritage Division	14,668	13,811	6
Liberty National Division	5,444	4,815	13
American Income Life Division	4,323	4,587	(6)
Direct to Consumer Division	691	759	(9)
Total Health	39,888	38,278	4
Total First-Year Collected Premium	\$ 145,539	\$ 141,072	3

Net sales and first-year collected premium are statistical measures utilized as indicators of future premium growth. Below are definitions:

(1) Net sales, a statistical performance measure, 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 has expired. Management considers net sales to be a better indicator of the rate of premium growth than annualized premium issued.

(2) 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.

GLOBE LIFE INC.
Condensed Consolidated Balance Sheet
(Unaudited)
(Dollar amounts in thousands, except per share data)

	March 31,	
	2022	2021
Assets:		
Investments:		
Fixed maturities—available for sale, at fair value (amortized cost: 2022—\$17,975,410; 2021—\$17,411,959, allowance for credit losses: 2022—\$0; 2021—\$0)	\$ 19,179,107	\$ 20,154,910
Policy loans	591,958	584,297
Other long-term investments (includes: 2022—\$732,360; 2021—\$459,707 under the fair value option)	889,769	619,741
Short-term investments	57,344	93,348
Total investments	20,718,178	21,452,296
Cash	127,628	81,504
Accrued investment income	269,975	268,384
Other receivables	487,929	477,596
Deferred acquisition costs	4,999,935	4,662,509
Goodwill	481,791	441,591
Other assets	764,892	729,016
Total assets	\$ 27,850,328	\$ 28,112,896
Liabilities:		
Future policy benefits	\$ 16,229,940	\$ 15,433,249
Unearned and advance premium	70,889	68,817
Policy claims and other benefits payable	433,553	398,190
Other policyholders' funds	99,606	98,251
Total policy liabilities	16,833,988	15,998,507
Current and deferred income taxes	1,298,911	1,586,288
Short-term debt	522,079	274,919
Long-term debt (estimated fair value: 2022—\$1,525,731; 2021—\$1,799,129)	1,546,858	1,668,322
Other liabilities	754,472	752,523
Total liabilities	20,956,308	20,280,559
Commitments and Contingencies		
Shareholders' equity:		
Preferred stock, par value \$1 per share—5,000,000 shares authorized; outstanding: 0 in 2022 and 2021	—	—
Common stock, par value \$1 per share—320,000,000 shares authorized; outstanding: (2022—109,218,183 issued; 2021—113,218,183 issued)	109,218	113,218
Additional paid-in-capital	523,068	516,013
Accumulated other comprehensive income (loss)	869,495	2,024,515
Retained earnings	6,315,609	6,020,552
Treasury stock, at cost: (2022—10,343,676 shares; 2021—10,025,038 shares)	(923,370)	(841,961)
Total shareholders' equity	6,894,020	7,832,337
Total liabilities and shareholders' equity	\$ 27,850,328	\$ 28,112,896
Diluted basis:		
Shares outstanding	99,689	104,292
Book value per common share	\$ 69.16	\$ 75.10
Book value per common share excluding net unrealized gains on fixed maturities ⁽¹⁾	\$ 59.65	\$ 54.36

(1) ASC 320 includes guidance for treatment of unrealized gains and losses on available-for-sale fixed maturities previously included in FAS 115. This is considered a non-GAAP measure.

GLOBE LIFE INC.

Invested Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

Investment Portfolio at March 31, 2022

	Amortized Cost, net ⁽¹⁾	Fair Value	% of Total Amortized Cost, net	Life & Health Insurance Industry % ⁽²⁾
Fixed maturities available for sale	\$ 17,975,410	\$ 19,179,107	92	77
Policy loans	591,958	591,958	3	2
Equities	12,204	13,132	—	1
Mortgage loans	144,074	144,074	1	12
Investment real estate	203	203	—	1
Other long-term investments	704,237	732,360	4	6
Short-term investments	57,344	57,344	—	1
Total	<u>\$ 19,485,430</u>	<u>\$ 20,718,178</u>	<u>100</u>	<u>100</u>

(1) Fixed maturities at amortized cost as of March 31, 2022 were \$18.0 billion less \$— thousand for allowance for credit losses.

(2) Data available from SNL as of December 31, 2021.

Fixed Maturities Available-For-Sale by Amortized Cost, net and Fair Value at March 31, 2022

Summary	Amortized Cost, net	Net Unrealized Gain/(Loss)	Fair Value	Average Rating	% of Total Amortized Cost, net
Investment Grade	\$17,392,141	\$ 1,192,670	\$18,584,811	A-	97
Below Investment Grade	583,269	11,027	594,296	BB-	3
Total	<u>\$17,975,410</u>	<u>\$ 1,203,697</u>	<u>\$19,179,107</u>	A-	<u>100</u>
By Type					
Corporates	\$14,999,964	\$ 1,254,320	\$ 16,254,284	BBB+	84
Municipals	2,398,188	(88,452)	2,309,736	AA	13
Government, agencies & GSEs	439,701	14,933	454,634	AAA	2
Collateralized debt obligations (CDOs)	36,310	23,228	59,538	C+	—
Other asset-backed securities	101,247	(332)	100,915	BBB-	1
Total	<u>\$17,975,410</u>	<u>\$ 1,203,697</u>	<u>\$19,179,107</u>	A-	<u>100</u>

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GLOBE LIFE INC.
Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

March 31, 2022

By Sector:	Amortized Cost, net	Net Unrealized Gain/(Loss)	Fair Value⁽¹⁾	Average Rating	% of Total Amortized Cost, net
Financial—life/health/PC insurance	\$ 2,368,933	\$ 219,579	\$ 2,588,512	BBB+	13
Financial—bank	1,019,590	87,439	1,107,029	BBB+	6
Financial—other	1,267,845	28,953	1,296,798	BBB+	7
Utilities	1,913,100	241,422	2,154,522	A-	11
Energy	1,586,815	158,733	1,745,548	BBB+	9
Consumer, non-cyclical	2,229,773	156,592	2,386,365	BBB+	12
Consumer, cyclical	609,623	24,852	634,475	BBB	4
Communications	891,222	41,288	932,510	BBB+	5
Basic materials	1,103,460	123,790	1,227,250	BBB	6
Transportation	539,199	66,643	605,842	BBB+	3
Technology	217,913	(12,308)	205,605	A	1
Other industrials	1,252,491	117,337	1,369,828	BBB+	7
Governments (U.S., municipal, foreign)	2,837,889	(73,519)	2,764,370	AA	15
Collateralized debt obligations	36,310	23,228	59,538	C+	—
Other asset-backed securities	101,247	(332)	100,915	BBB-	1
Total	\$ 17,975,410	\$ 1,203,697	\$ 19,179,107	A-	100

(1) Amounts reported on the balance sheet.

March 31, 2022

Rating by Sector at Amortized Cost, net:	AAA	AA	A	BBB	BIG	Total
Financial—life/health/PC insurance	\$ —	\$ 176,781	\$ 840,671	\$1,294,060	\$ 57,421	\$ 2,368,933
Financial—bank	—	110,311	291,647	590,661	26,971	1,019,590
Financial—other	—	—	542,226	631,967	93,652	1,267,845
Utilities	—	25,840	914,651	936,328	36,281	1,913,100
Energy	—	111,483	148,293	1,241,845	85,194	1,586,815
Consumer, non-cyclical	10,701	13,266	613,788	1,570,697	21,321	2,229,773
Consumer, cyclical	—	5,033	85,134	368,946	150,510	609,623
Communications	—	60,834	146,602	655,135	28,651	891,222
Basic materials	—	16,432	115,796	971,232	—	1,103,460
Transportation	—	—	197,650	333,492	8,057	539,199
Technology	14,964	58,549	53,245	91,155	—	217,913
Other industrials	—	24,884	182,540	1,019,528	25,539	1,252,491
Governments (U.S., municipal, foreign)	736,329	1,744,484	355,076	2,000	—	2,837,889
Collateralized debt obligations	—	—	—	—	36,310	36,310
Other asset-backed securities	206	—	—	87,679	13,362	101,247
Total Amortized Cost, net	\$762,200	\$2,347,897	\$4,487,319	\$9,794,725	\$583,269	\$17,975,410
% of Total Amortized Cost, net	4%	13%	25%	55%	3%	100%

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GLOBE LIFE INC.
Fixed Maturity Assets

(Unaudited)

(Dollar amounts in thousands, except per share data)

<u>Below Investment Grade Bonds by Sector at Amortized Cost, net:</u>	March 31, 2022	December 31, 2021	Increase (Decrease) Amount
Financial—life/health/PC insurance	\$ 57,421	\$ 57,470	\$ (49)
Financial—bank	26,971	26,980	(9)
Financial—other	93,652	97,800	(4,148)
Utilities	36,281	36,284	(3)
Energy	85,194	118,538	(33,344)
Consumer, non-cyclical	21,321	84,106	(62,785)
Consumer, cyclical	150,510	150,624	(114)
Communications	28,651	28,699	(48)
Basic materials	—	—	—
Transportation	8,057	25,555	(17,498)
Technology	—	—	—
Other industrials	25,539	25,565	(26)
Governments (U.S., municipal, foreign)	—	—	—
Collateralized debt obligations	36,310	36,468	(158)
Other asset-backed securities	13,362	13,457	(95)
Total, net of credit losses	\$ 583,269	\$ 701,546	\$ (118,277)

Fixed Maturity Acquisitions:	Three Months Ended March 31,	
	2022	2021
Amount	\$ 351,215	\$ 298,849
Average annual effective yield	4.0%	3.4%
Average rating	A	A
Average Life (in years) to:		
Next Call	15.8	29.6
Maturity	26.9	33.7

<u>Below Investment Grade Bonds By SVO⁽¹⁾ Class at Statutory Adjusted Carrying Value:</u>	March 31, 2022	December 31, 2021	Increase (Decrease) Amount
Asset Class 3	\$ 649,115	\$ 745,163	\$ (96,048)
Asset Class 4	175,908	224,484	(48,576)
Asset Class 5	—	—	—
Asset Class 6 (at lower of cost or market value)	36,310	36,467	(157)
	\$ 861,333	\$ 1,006,114	\$ (144,781)

(1) NAIC Securities Valuation Office