

**GLOBE LIFE INC.**  
**Analysis of Profitability by Segment**  
(Unaudited)  
(Dollar amounts in thousands)

	Six Months Ended June 30,		Change	%
	2021	2020		
Life insurance underwriting margin	\$ 315,401	\$ 340,502	\$ (25,101)	(7)
Health insurance underwriting margin	146,641	127,705	18,936	15
Annuity underwriting margin	4,363	4,535	(172)	(4)
Excess investment income	120,503	123,874	(3,371)	(3)
Other insurance:				
Other income	683	729	(46)	(6)
Administrative expense	(133,679)	(125,186)	(8,493)	7
Corporate and other	(21,597)	(22,835)	1,238	(5)
Pre-tax total	432,315	449,324	(17,009)	(4)
Applicable taxes	(79,241)	(83,748)	4,507	(5)
<b>Net operating income<sup>(1)</sup></b>	<b>353,074</b>	<b>365,576</b>	<b>(12,502)</b>	<b>(3)</b>
Reconciling items, net of tax:				
Realized gain (loss)—investments	29,081	(24,401)	53,482	
Legal proceedings	(4,020)	(2,587)	(1,433)	
<b>Net income</b>	<b>\$ 378,135</b>	<b>\$ 338,588</b>	<b>\$ 39,547</b>	<b>12</b>

(1) Net operating income is the consolidated total of segment profits after tax and as such is considered a non-GAAP measure.