

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

	Nine Months Ended September 30,		Change	%
	2021	2020		
Life insurance underwriting margin	\$ 477,395	\$ 511,205	\$ (33,810)	(7)
Health insurance underwriting margin	223,619	200,565	23,054	11
Annuity underwriting margin	6,541	6,788	(247)	(4)
Excess investment income	179,737	183,200	(3,463)	(2)
Other insurance:				
Other income	1,004	1,021	(17)	(2)
Administrative expense	(201,715)	(188,194)	(13,521)	7
Corporate and other	(31,549)	(34,191)	2,642	(8)
Pre-tax total	655,032	680,394	(25,362)	(4)
Applicable taxes	(119,468)	(127,021)	7,553	(6)
<b>Net operating income<sup>(1)</sup></b>	<b>535,564</b>	<b>553,373</b>	<b>(17,809)</b>	<b>(3)</b>
Reconciling items, net of tax:				
Realized gain (loss)—investments	44,714	(21,936)	66,650	
Realized loss—redemption of debt	(7,358)	(501)	(6,857)	
Non-operating expenses	(1,894)	(816)	(1,078)	
Legal proceedings	(4,020)	(2,587)	(1,433)	
<b>Net income</b>	<b>\$ 567,006</b>	<b>\$ 527,533</b>	<b>\$ 39,473</b>	<b>7</b>

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