

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

	Nine Months Ended September 30,			
	2022	2021	Change	%
Life insurance underwriting margin	\$ 556,159	\$ 477,395	\$ 78,764	16
Health insurance underwriting margin	239,044	223,619	15,425	7
Annuity underwriting margin	6,268	6,541	(273)	(4)
Excess investment income	175,257	179,737	(4,480)	(2)
Other insurance:				
Other income	861	1,004	(143)	(14)
Administrative expense	(221,313)	(201,715)	(19,598)	10
Corporate and other	(34,692)	(31,549)	(3,143)	10
Pre-tax total	721,584	655,032	66,552	10
Applicable taxes	(135,777)	(119,468)	(16,309)	14
Net operating income⁽¹⁾	585,807	535,564	50,243	9
Reconciling items, net of tax:				
Realized gain (loss)—investments	(52,808)	44,714	(97,522)	
Realized gain (loss)—redemption of debt	—	(7,358)	7,358	
Non-operating expenses	(3,736)	(1,894)	(1,842)	
Legal proceedings	(1,119)	(4,020)	2,901	
Net income	\$ 528,144	\$ 567,006	\$ (38,862)	(7)

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