

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

	Nine Months Ended September 30,		Change	%
	2023	2022 ⁽²⁾		
Life insurance underwriting margin	\$ 887,492	\$ 836,603	\$ 50,889	6
Health insurance underwriting margin	280,451	280,913	(462)	—
Annuity underwriting margin	6,546	7,882	(1,336)	(17)
Excess investment income	94,558	73,873	20,685	28
Other insurance:				
Other income	185	862	(677)	(79)
Administrative expense	(223,951)	(221,313)	(2,638)	1
Corporate and other	(107,626)	(100,429)	(7,197)	7
Pre-tax total	937,655	878,391	59,264	7
Applicable taxes	(178,424)	(168,685)	(9,739)	6
Net operating income⁽¹⁾	759,231	709,706	49,525	7
Reconciling items, net of tax:				
Realized gain (loss)—investments	(62,380)	(52,808)	(9,572)	
Non-operating expenses	(898)	(3,736)	2,838	
Legal proceedings	—	(1,119)	1,119	
Net income	\$ 695,953	\$ 652,043	\$ 43,910	7

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

(2) The amounts presented for 2022 have been retrospectively restated due to the adoption of ASU 2018-12.