

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

	Year Ended December 31,		Change	%
	2023	2022 ⁽²⁾		
Life insurance underwriting margin	\$ 1,192,972	\$ 1,129,525	\$ 63,447	6
Health insurance underwriting margin	377,937	377,137	800	—
Annuity underwriting margin	8,492	10,511	(2,019)	(19)
Excess investment income	130,382	104,589	25,793	25
Other insurance:				
Other income	308	1,246	(938)	(75)
Administrative expense	(301,161)	(299,341)	(1,820)	1
Corporate and other	(143,918)	(137,201)	(6,717)	5
Pre-tax total	1,265,012	1,186,466	78,546	7
Applicable taxes	(238,368)	(225,439)	(12,929)	6
Net operating income⁽¹⁾	1,026,644	961,027	65,617	7
Reconciling items, net of tax:				
Realized gain (loss)—investments	(51,884)	(60,473)	8,589	
Non-operating expenses	(3,294)	(4,196)	902	
Legal proceedings	(711)	(1,972)	1,261	
Net income	\$ 970,755	\$ 894,386	\$ 76,369	9

(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.