

**Torchmark Corporation
Producing Exclusive Agent Counts**

| | <u>UA Branch Office</u> | | | <u>Liberty National</u> | | | <u>American Income</u> | | |
|-------|-------------------------|---------------------|----------------------|-------------------------|-----------------------|-------------------------|------------------------|---------------------|--------------|
| | <u>First Year</u> | <u>Renewal Year</u> | <u>Total</u> | <u>First Year</u> | <u>Renewal Year</u> | <u>Total</u> | <u>First Year</u> | <u>Renewal Year</u> | <u>Total</u> |
| 3 04 | 1,042 | 598 | 1,640 | NA | NA | NA | 1,327 | 700 | 2,027 |
| 6 04 | 1,081 | 599 | 1,680 | NA | NA | NA | 1,339 | 712 | 2,051 |
| 9 04 | 1,056 | 645 | 1,701 | NA | NA | NA | 1,334 | 716 | 2,050 |
| 12 04 | 1,055 | 622 | 1,677 | 767 | 1,258 | 2,025 | 1,374 | 716 | 2,090 |
| 3 05 | 1,132 | 645 | 1,777 | NA | NA | NA | 1,422 | 723 | 2,145 |
| 6 05 | 1,294 | 621 | 1,915 | NA | NA | NA | 1,393 | 745 | 2,138 |
| 9 05 | 1,232 | 622 | 1,854 | NA | NA | NA | 1,409 | 743 | 2,152 |
| 12 05 | 1,517 | 649 | 2,166 | 1,059 ⁽²⁾ | 1,117 ⁽²⁾ | 2,176 ⁽²⁾ | 1,266 | 761 | 2,027 |
| 3 06 | 1,733 | 658 | 2,391 | 1,043 ⁽²⁾ | 1,095 ⁽²⁾ | 2,138 ⁽²⁾ | 1,520 | 737 | 2,257 |
| 6 06 | 2,068 | 697 | 2,765 | 1,019 ⁽²⁾ | 994 ⁽²⁾ | 2,013 ⁽²⁾ | 1,569 | 743 | 2,312 |
| 9 06 | 2,244 | 729 | 2,973 | 1,137 ⁽²⁾ | 883 ⁽²⁾ | 2,020 ⁽²⁾ | 1,668 | 780 | 2,448 |
| 12 06 | 2,221 | 794 | 3,015 | 951 ⁽²⁾ | 783 ⁽²⁾ | 1,734 ⁽²⁾ | 1,584 | 769 | 2,353 |
| 3 07 | 2,326 | 825 | 3,151 | 1,110 ⁽²⁾ | 723 ⁽²⁾ | 1,833 ⁽²⁾ | 1,623 | 782 | 2,405 |
| 6 07 | 2,411 | 841 | 3,252 | 1,326 ⁽²⁾ | 669 ⁽²⁾ | 1,995 ⁽²⁾ | 1,639 | 764 | 2,403 |
| 9 07 | 2,448 | 898 | 3,346 | 1,541 ⁽²⁾ | 624 ⁽²⁾ | 2,165 ⁽²⁾ | 1,829 | 787 | 2,616 |
| 12 07 | 2,097 | 882 | 2,979 | 1,825 ⁽³⁾ | 585 ⁽³⁾ | 2,410 ⁽³⁾ | 1,776 | 769 | 2,545 |
| 3 08 | 1,820 | 850 | 2,670 | 2,219 ⁽³⁾ | 584 ⁽³⁾ | 2,803 ⁽³⁾ | 1,827 | 789 | 2,616 |
| 6 08 | 1,548 | 758 | 2,306 | 2,487 ⁽³⁾ | 614 ⁽³⁾ | 3,101 ⁽³⁾ | 1,987 | 818 | 2,805 |
| 9 08 | 1,205 | 627 | 1,832 | 2,667 ⁽³⁾ | 653 ⁽³⁾ | 3,320 ⁽³⁾ | 2,051 | 836 | 2,887 |
| 12 08 | 1,118 ⁽¹⁾ | 533 ⁽¹⁾ | 1,651 ⁽¹⁾ | 2,758 ⁽¹⁾⁽³⁾ | 611 ⁽¹⁾⁽³⁾ | 3,369 ⁽¹⁾⁽³⁾ | 2,209 | 876 | 3,085 |
| 3 09 | 1,059 | 508 | 1,567 | 2,998 | 565 | 3,563 | 2,587 | 919 | 3,506 |

(1) Revised due to reclass of agents between UA and LNL

(2) Revised to exclude agents who sold only lead generating products and to include all agents who produced within last 60 days

(3) Revised to exclude agents who sold only lead generating products