

**Torchmark Corporation
Producing Exclusive Agent Counts**

	UA Branch Office			Liberty National			American Income		
	<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
6 09	795	370	1,165	2,669	590	3,259	2,801	1,021	3,822

(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