

**Torchmark Corporation  
Producing Exclusive Agent Counts**

|       | UA Branch Office     |                    |                      | Liberty National        |                       |                         | American Income |              |       |
|-------|----------------------|--------------------|----------------------|-------------------------|-----------------------|-------------------------|-----------------|--------------|-------|
|       | First Year           | Renewal Year       | Total                | First Year              | Renewal Year          | Total                   | First Year      | Renewal Year | Total |
| 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 <sup>(2)</sup>    | 1,117 <sup>(2)</sup>  | 2,176 <sup>(2)</sup>    | 1,266           | 761          | 2,027 |
| 3 06  | 1,733                | 658                | 2,391                | 1,043 <sup>(2)</sup>    | 1,095 <sup>(2)</sup>  | 2,138 <sup>(2)</sup>    | 1,520           | 737          | 2,257 |
| 6 06  | 2,068                | 697                | 2,765                | 1,019 <sup>(2)</sup>    | 994 <sup>(2)</sup>    | 2,013 <sup>(2)</sup>    | 1,569           | 743          | 2,312 |
| 9 06  | 2,244                | 729                | 2,973                | 1,137 <sup>(2)</sup>    | 883 <sup>(2)</sup>    | 2,020 <sup>(2)</sup>    | 1,668           | 780          | 2,448 |
| 12 06 | 2,221                | 794                | 3,015                | 951 <sup>(2)</sup>      | 783 <sup>(2)</sup>    | 1,734 <sup>(2)</sup>    | 1,584           | 769          | 2,353 |
| 3 07  | 2,326                | 825                | 3,151                | 1,110 <sup>(2)</sup>    | 723 <sup>(2)</sup>    | 1,833 <sup>(2)</sup>    | 1,623           | 782          | 2,405 |
| 6 07  | 2,411                | 841                | 3,252                | 1,326 <sup>(2)</sup>    | 669 <sup>(2)</sup>    | 1,995 <sup>(2)</sup>    | 1,639           | 764          | 2,403 |
| 9 07  | 2,448                | 898                | 3,346                | 1,541 <sup>(2)</sup>    | 624 <sup>(2)</sup>    | 2,165 <sup>(2)</sup>    | 1,829           | 787          | 2,616 |
| 12 07 | 2,097                | 882                | 2,979                | 1,825 <sup>(3)</sup>    | 585 <sup>(3)</sup>    | 2,410 <sup>(3)</sup>    | 1,776           | 769          | 2,545 |
| 3 08  | 1,820                | 850                | 2,670                | 2,219 <sup>(3)</sup>    | 584 <sup>(3)</sup>    | 2,803 <sup>(3)</sup>    | 1,827           | 789          | 2,616 |
| 6 08  | 1,548                | 758                | 2,306                | 2,487 <sup>(3)</sup>    | 614 <sup>(3)</sup>    | 3,101 <sup>(3)</sup>    | 1,987           | 818          | 2,805 |
| 9 08  | 1,205                | 627                | 1,832                | 2,667 <sup>(3)</sup>    | 653 <sup>(3)</sup>    | 3,320 <sup>(3)</sup>    | 2,051           | 836          | 2,887 |
| 12 08 | 1,118 <sup>(1)</sup> | 533 <sup>(1)</sup> | 1,651 <sup>(1)</sup> | 2,758 <sup>(1)(3)</sup> | 611 <sup>(1)(3)</sup> | 3,369 <sup>(1)(3)</sup> | 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 |
| 9 09  | 619                  | 280                | 899                  | 2,114                   | 579                   | 2,693                   | 2,877           | 1,052        | 3,929 |
| 12 09 | 463                  | 268                | 731                  | 1,226                   | 514                   | 1,740                   | 3,111           | 1,043        | 4,154 |
| 3 10  | 441                  | 252                | 693                  | 1,092                   | 443                   | 1,535                   | 3,020           | 1,181        | 4,201 |
| 6 10  | 418                  | 228                | 646                  | 1,167                   | 439                   | 1,606                   | 3,023           | 1,177        | 4,200 |

(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