

TORCHMARK CORPORATION

Premium Information

(In thousands)

| | <u>2011</u> | <u>3rd Qtr 2011</u> | <u>2nd Qtr 2011</u> | <u>1st Qtr 2011</u> | <u>2010</u> | <u>4th Qtr 2010</u> | <u>3rd Qtr 2010</u> | <u>2nd Qtr 2010</u> | <u>1st Qtr 2010</u> |
|--------------------------|----------------|-------------------------|-------------------------|-------------------------|----------------|-------------------------|-------------------------|-------------------------|-------------------------|
| <u>LIFE</u> | | | | | | | | | |
| Direct Response | 447,500 | 145,268 | 150,655 | 151,577 | 566,604 | 138,347 | 141,503 | 143,040 | 143,714 |
| LNL | 217,560 | 71,891 | 72,526 | 73,143 | 294,587 | 73,008 | 73,228 | 73,926 | 74,425 |
| AIL | 451,054 | 154,046 | 150,893 | 146,115 | 560,649 | 144,331 | 141,748 | 139,772 | 134,798 |
| Other | <u>178,043</u> | <u>58,722</u> | <u>59,499</u> | <u>59,822</u> | <u>241,859</u> | <u>59,698</u> | <u>60,565</u> | <u>60,607</u> | <u>60,989</u> |
| Total Life | 1,294,157 | 429,927 | 433,573 | 430,657 | 1,663,699 | 415,384 | 417,044 | 417,345 | 413,926 |
| <u>HEALTH</u> | | | | | | | | | |
| UA GA | | | | | | | | | |
| Limited-Benefit Plans | 27,879 | 7,865 | 9,274 | 10,740 | 47,244 | 11,113 | 10,498 | 11,787 | 13,846 |
| Medicare | <u>202,823</u> | <u>65,090</u> | <u>68,336</u> | <u>69,397</u> | <u>267,280</u> | <u>65,545</u> | <u>64,938</u> | <u>68,762</u> | <u>68,035</u> |
| Total | 230,702 | 72,955 | 77,610 | 80,137 | 314,524 | 76,658 | 75,436 | 80,549 | 81,881 |
| Direct Response | | | | | | | | | |
| Limited-Benefit Plans | 283 | 84 | 93 | 106 | 398 | 91 | 95 | 100 | 112 |
| Medicare | <u>42,599</u> | <u>13,977</u> | <u>14,066</u> | <u>14,556</u> | <u>53,930</u> | <u>13,421</u> | <u>13,655</u> | <u>13,787</u> | <u>13,067</u> |
| Total | 42,882 | 14,061 | 14,159 | 14,662 | 54,328 | 13,512 | 13,750 | 13,887 | 13,179 |
| LNL | | | | | | | | | |
| Limited-Benefit Plans | 133,159 | 42,115 | 44,543 | 46,501 | 201,037 | 47,933 | 47,961 | 51,019 | 54,124 |
| Medicare | <u>87,880</u> | <u>27,618</u> | <u>29,285</u> | <u>30,977</u> | <u>130,019</u> | <u>30,498</u> | <u>31,771</u> | <u>33,315</u> | <u>34,435</u> |
| Total | 221,039 | 69,733 | 73,828 | 77,478 | 331,056 | 78,431 | 79,732 | 84,334 | 88,559 |
| AIL | | | | | | | | | |
| Limited-Benefit Plans | 59,329 | 20,453 | 19,566 | 19,310 | 78,141 | 19,514 | 20,215 | 19,615 | 18,797 |
| Medicare | <u>614</u> | <u>199</u> | <u>218</u> | <u>197</u> | <u>918</u> | <u>222</u> | <u>224</u> | <u>237</u> | <u>235</u> |
| Total | 59,943 | 20,652 | 19,784 | 19,507 | 79,059 | 19,736 | 20,439 | 19,852 | 19,032 |
| Total Health | | | | | | | | | |
| Limited-Benefit Plans | 220,650 | 70,517 | 73,476 | 76,657 | 326,820 | 78,651 | 78,769 | 82,521 | 86,879 |
| Medicare | <u>333,916</u> | <u>106,884</u> | <u>111,905</u> | <u>115,127</u> | <u>452,147</u> | <u>109,686</u> | <u>110,588</u> | <u>116,101</u> | <u>115,772</u> |
| Total Health | 554,566 | 177,401 | 185,381 | 191,784 | 778,967 | 188,337 | 189,357 | 198,622 | 202,651 |
| Health - Medicare Part D | 148,241 | 49,931 | 48,859 | 49,451 | 208,970 | 51,243 | 52,506 | 52,893 | 52,328 |
| <u>ANNUITY</u> | 438 | 140 | 160 | 138 | 638 | 196 | 152 | 138 | 152 |
| TOTAL PREMIUM | 1,997,402 | 657,399 | 667,973 | 672,030 | 2,652,274 | 655,160 | 659,059 | 668,998 | 669,057 |
| Discontinued Operations | 0 | 0 | 0 | 0 | 73,675 | 18,479 | 18,235 | 18,536 | 18,425 |