

TORCHMARK CORPORATION

Annualized Premium In Force (Unaudited)

(In thousands)

IN FORCE AT END OF PERIOD

	<u>4Q 12</u>	<u>4Q 11</u>	<u>\$ Incr (Decr)</u>	<u>% Incr (Decr)</u>
LIFE				
Direct Response	\$659,026	\$630,044	\$28,982	5
American Income Agency	705,417	642,803	62,614	10
LNL Exclusive Agency	295,396	302,489	-7,093	-2
Other Distribution	<u>235,178</u>	<u>238,369</u>	<u>-3,191</u>	<u>-1</u>
Total Life	1,895,017	1,813,705	81,312	4
HEALTH				
Direct Response	60,206	58,512	1,694	3
American Income Agency	73,280	72,991	289	0
LNL Exclusive Agency	259,452	284,204	-24,752	-9
UA Independent	321,836	317,699	4,137	1
Family Heritage	187,979	0	187,979	-
Part D	<u>325,749</u>	<u>282,987</u>	<u>42,762</u>	<u>15</u>
Total Health	1,228,502	1,016,393	212,109	21
TOTAL IN FORCE	\$3,123,519	\$2,830,098	\$293,421	10