

TORCHMARK CORPORATION

Premium Information

(In thousands)

	<u>2013</u>	<u>2nd Qtr 2013</u>	<u>1st Qtr 2013</u>	<u>2012</u>	<u>4th Qtr 2012</u>	<u>3rd Qtr 2012</u>	<u>2nd Qtr 2012</u>	<u>1st Qtr 2012</u>
<u>LIFE</u>								
Direct Response	337,328	169,191	168,137	630,111	153,223	157,934	157,672	161,282
LNL	139,436	69,433	70,003	281,723	69,171	70,111	70,912	71,529
AIL	352,634	178,377	174,257	663,696	171,315	167,497	164,379	160,505
Other	<u>116,525</u>	<u>58,109</u>	<u>58,416</u>	<u>232,994</u>	<u>58,288</u>	<u>58,157</u>	<u>57,987</u>	<u>58,562</u>
Total Life	945,923	475,110	470,813	1,808,524	451,997	453,699	450,950	451,878
<u>HEALTH</u>								
UA GA								
Limited-Benefit Plans	14,155	6,146	8,009	26,377	7,005	3,893	7,128	8,351
Medicare	<u>139,700</u>	<u>70,169</u>	<u>69,531</u>	<u>272,382</u>	<u>68,167</u>	<u>67,330</u>	<u>68,683</u>	<u>68,202</u>
Total	153,855	76,315	77,540	298,759	75,172	71,223	75,811	76,553
Direct Response								
Limited-Benefit Plans	168	79	89	341	79	82	84	96
Medicare	<u>27,511</u>	<u>13,194</u>	<u>14,317</u>	<u>57,625</u>	<u>14,203</u>	<u>14,376</u>	<u>14,553</u>	<u>14,493</u>
Total	27,679	13,273	14,406	57,966	14,282	14,458	14,637	14,589
LNL								
Limited-Benefit Plans	77,720	38,351	39,369	162,607	39,808	39,371	40,812	42,616
Medicare	<u>47,207</u>	<u>23,124</u>	<u>24,083</u>	<u>100,928</u>	<u>23,647</u>	<u>24,477</u>	<u>25,849</u>	<u>26,955</u>
Total	124,927	61,475	63,452	263,535	63,455	63,848	66,661	69,571
AIL								
Limited-Benefit Plans	39,312	19,489	19,823	78,957	19,815	19,819	19,617	19,706
Medicare	<u>298</u>	<u>155</u>	<u>143</u>	<u>683</u>	<u>162</u>	<u>165</u>	<u>179</u>	<u>177</u>
Total	39,610	19,644	19,966	79,640	19,977	19,984	19,796	19,883
FHL								
Limited-Benefit Plans	93,680	47,517	46,163	30,119	30,119	0	0	0
Medicare	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	93,680	47,517	46,163	30,119	30,119	0	0	0
Total Health								
Limited-Benefit Plans	225,035	111,582	113,453	298,401	96,826	63,165	67,641	70,769
Medicare	<u>214,716</u>	<u>106,642</u>	<u>108,074</u>	<u>431,618</u>	<u>106,179</u>	<u>106,348</u>	<u>109,264</u>	<u>109,827</u>
Total Health	439,751	218,224	221,527	730,019	203,005	169,513	176,905	180,596
Health - Medicare Part D	149,809	73,089	76,720	317,764	83,953	81,636	78,114	74,061
<u>ANNUITY</u>	287	157	130	559	119	161	126	153
TOTAL PREMIUM	1,535,770	766,580	769,190	2,856,866	739,074	705,009	706,095	706,688