

**TORCHMARK CORPORATION**  
Annualized Premium In Force (Unaudited)  
(In thousands)

**IN FORCE AT END OF PERIOD**

|                        | <u>2Q 13</u>       | <u>2Q 12</u>       | <u>\$ Incr<br/>(Decr)</u> | <u>% Incr<br/>(Decr)</u> |
|------------------------|--------------------|--------------------|---------------------------|--------------------------|
| <b>LIFE</b>            |                    |                    |                           |                          |
| Direct Response        | \$688,818          | \$659,421          | \$29,397                  | 4                        |
| American Income Agency | 727,970            | 675,112            | 52,858                    | 8                        |
| LNL Exclusive Agency   | 290,868            | 298,810            | -7,942                    | -3                       |
| Other Distribution     | <u>233,376</u>     | <u>236,251</u>     | <u>-2,875</u>             | <u>-1</u>                |
| Total Life             | 1,941,032          | 1,869,594          | 71,438                    | 4                        |
| <b>HEALTH</b>          |                    |                    |                           |                          |
| Direct Response        | 55,134             | 60,353             | -5,219                    | -9                       |
| American Income Agency | 71,683             | 73,019             | -1,336                    | -2                       |
| LNL Exclusive Agency   | 249,521            | 270,270            | -20,749                   | -8                       |
| UA Independent         | 306,771            | 307,981            | -1,210                    | 0                        |
| Family Heritage        | 195,129            | 0                  | 195,129                   | -                        |
| Part D                 | <u>295,284</u>     | <u>322,257</u>     | <u>-26,973</u>            | <u>-8</u>                |
| Total Health           | 1,173,522          | 1,033,880          | 139,642                   | 14                       |
| <b>TOTAL IN FORCE</b>  | <b>\$3,114,554</b> | <b>\$2,903,474</b> | <b>\$211,080</b>          | <b>7</b>                 |