

TORCHMARK CORPORATION

Premium Information

(In thousands)

	<u>2013</u>	<u>3rd Qtr 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	501,333	164,005	169,191	168,137	630,111	153,223	157,934	157,672	161,282
LNL	208,369	68,933	69,433	70,003	281,723	69,171	70,111	70,912	71,529
AIL	533,348	180,714	178,377	174,257	663,696	171,315	167,497	164,379	160,505
Other	<u>173,809</u>	<u>57,284</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	1,416,859	470,936	475,110	470,813	1,808,524	451,997	453,699	450,950	451,878
<u>HEALTH</u>									
UA GA									
Limited-Benefit Plans	17,365	3,210	6,146	8,009	26,377	7,005	3,893	7,128	8,351
Medicare	<u>206,122</u>	<u>66,422</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	<u>223,487</u>	<u>69,632</u>	<u>76,315</u>	<u>77,540</u>	<u>298,759</u>	<u>75,172</u>	<u>71,223</u>	<u>75,811</u>	<u>76,553</u>
Direct Response									
Limited-Benefit Plans	242	74	79	89	341	79	82	84	96
Medicare	<u>40,624</u>	<u>13,113</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	<u>40,866</u>	<u>13,187</u>	<u>13,273</u>	<u>14,406</u>	<u>57,966</u>	<u>14,282</u>	<u>14,458</u>	<u>14,637</u>	<u>14,589</u>
LNL									
Limited-Benefit Plans	114,546	36,826	38,351	39,369	162,607	39,808	39,371	40,812	42,616
Medicare	<u>68,418</u>	<u>21,211</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	<u>182,964</u>	<u>58,037</u>	<u>61,475</u>	<u>63,452</u>	<u>263,535</u>	<u>63,455</u>	<u>63,848</u>	<u>66,661</u>	<u>69,571</u>
AIL									
Limited-Benefit Plans	59,353	20,041	19,489	19,823	78,957	19,815	19,819	19,617	19,706
Medicare	<u>440</u>	<u>142</u>	<u>155</u>	<u>143</u>	<u>683</u>	<u>162</u>	<u>165</u>	<u>179</u>	<u>177</u>
Total	<u>59,793</u>	<u>20,183</u>	<u>19,644</u>	<u>19,966</u>	<u>79,640</u>	<u>19,977</u>	<u>19,984</u>	<u>19,796</u>	<u>19,883</u>
FHL									
Limited-Benefit Plans	141,808	48,128	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>	<u>0</u>
Total	<u>141,808</u>	<u>48,128</u>	<u>47,517</u>	<u>46,163</u>	<u>30,119</u>	<u>30,119</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Health									
Limited-Benefit Plans	333,314	108,279	111,582	113,453	298,401	96,826	63,165	67,641	70,769
Medicare	<u>315,604</u>	<u>100,888</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	<u>648,918</u>	<u>209,167</u>	<u>218,224</u>	<u>221,527</u>	<u>730,019</u>	<u>203,005</u>	<u>169,513</u>	<u>176,905</u>	<u>180,596</u>
Health - Medicare Part D	226,779	76,970	73,089	76,720	317,764	83,953	81,636	78,114	74,061
<u>ANNUITY</u>	401	114	157	130	559	119	161	126	153
TOTAL PREMIUM	2,292,957	757,187	766,580	769,190	2,856,866	739,074	705,009	706,095	706,688