

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

IN FORCE AT END OF PERIOD

	<u>3Q 13</u>	<u>3Q 12</u>	<u>\$ Incr (Decr)</u>	<u>% Incr (Decr)</u>
LIFE				
Direct Response	\$688,607	\$658,008	\$30,599	5
American Income Agency	741,680	694,640	47,040	7
LNL Exclusive Agency	288,767	296,311	-7,544	-3
Other Distribution	<u>231,956</u>	<u>235,053</u>	<u>-3,097</u>	<u>-1</u>
Total Life	1,951,010	1,884,012	66,998	4
HEALTH				
Direct Response	55,425	60,488	-5,063	-8
American Income Agency	71,806	73,664	-1,858	-3
LNL Exclusive Agency	244,955	264,564	-19,609	-7
UA Independent	305,981	309,609	-3,628	-1
Family Heritage	198,366	0	198,366	-
Part D	<u>301,898</u>	<u>344,236</u>	<u>-42,338</u>	<u>-12</u>
Total Health	1,178,431	1,052,561	125,870	12
TOTAL IN FORCE	\$3,129,441	\$2,936,573	\$192,868	7