

**Torchmark Corporation**  
**Producing Exclusive Agent Counts**

|       | Liberty National        |                         |                         | American Income |              |       | Family Heritage Life |              |       |
|-------|-------------------------|-------------------------|-------------------------|-----------------|--------------|-------|----------------------|--------------|-------|
|       | First Year              | Renewal Year            | Total                   | First Year      | Renewal Year | Total | First Year           | Renewal Year | Total |
| 3 04  | 1,042                   | 598                     | 1,640                   | 1,327           | 700          | 2,027 |                      |              |       |
| 6 04  | 1,081                   | 599                     | 1,680                   | 1,339           | 712          | 2,051 |                      |              |       |
| 9 04  | 1,056                   | 645                     | 1,701                   | 1,334           | 716          | 2,050 |                      |              |       |
| 12 04 | 1,822                   | 1,880                   | 3,702                   | 1,374           | 716          | 2,090 |                      |              |       |
| 3 05  | 1,132                   | 645                     | 1,777                   | 1,422           | 723          | 2,145 |                      |              |       |
| 6 05  | 1,294                   | 621                     | 1,915                   | 1,393           | 745          | 2,138 |                      |              |       |
| 9 05  | 1,232                   | 622                     | 1,854                   | 1,409           | 743          | 2,152 |                      |              |       |
| 12 05 | 2,576                   | 1,766                   | 4,342 <sup>(2)</sup>    | 1,266           | 761          | 2,027 |                      |              |       |
| 3 06  | 2,776 <sup>(2)</sup>    | 1,753 <sup>(2)</sup>    | 4,529 <sup>(2)</sup>    | 1,520           | 737          | 2,257 |                      |              |       |
| 6 06  | 3,087 <sup>(2)</sup>    | 1,691 <sup>(2)</sup>    | 4,778 <sup>(2)</sup>    | 1,569           | 743          | 2,312 |                      |              |       |
| 9 06  | 3,381 <sup>(2)</sup>    | 1,612 <sup>(2)</sup>    | 4,993 <sup>(2)</sup>    | 1,668           | 780          | 2,448 |                      |              |       |
| 12 06 | 3,172 <sup>(2)</sup>    | 1,577 <sup>(2)</sup>    | 4,749 <sup>(2)</sup>    | 1,584           | 769          | 2,353 |                      |              |       |
| 3 07  | 3,436 <sup>(2)</sup>    | 1,548 <sup>(2)</sup>    | 4,984 <sup>(2)</sup>    | 1,623           | 782          | 2,405 |                      |              |       |
| 6 07  | 3,737 <sup>(2)</sup>    | 1,510 <sup>(2)</sup>    | 5,247 <sup>(2)</sup>    | 1,639           | 764          | 2,403 |                      |              |       |
| 9 07  | 3,989 <sup>(2)</sup>    | 1,522 <sup>(2)</sup>    | 5,511 <sup>(2)</sup>    | 1,829           | 787          | 2,616 |                      |              |       |
| 12 07 | 3,922 <sup>(3)</sup>    | 1,467 <sup>(3)</sup>    | 5,389 <sup>(3)</sup>    | 1,776           | 769          | 2,545 |                      |              |       |
| 3 08  | 4,039 <sup>(3)</sup>    | 1,434 <sup>(3)</sup>    | 5,473 <sup>(3)</sup>    | 1,827           | 789          | 2,616 |                      |              |       |
| 6 08  | 4,035 <sup>(3)</sup>    | 1,372 <sup>(3)</sup>    | 5,407 <sup>(3)</sup>    | 1,987           | 818          | 2,805 |                      |              |       |
| 9 08  | 3,872 <sup>(3)</sup>    | 1,280 <sup>(3)</sup>    | 5,152 <sup>(3)</sup>    | 2,051           | 836          | 2,887 |                      |              |       |
| 12 08 | 3,876 <sup>(1)(3)</sup> | 1,144 <sup>(1)(3)</sup> | 5,020 <sup>(1)(3)</sup> | 2,209           | 876          | 3,085 |                      |              |       |
| 3 09  | 4,057                   | 1,073                   | 5,130                   | 2,587           | 919          | 3,506 |                      |              |       |
| 6 09  | 3,464                   | 960                     | 4,424                   | 2,801           | 1,021        | 3,822 |                      |              |       |
| 9 09  | 2,733                   | 859                     | 3,592                   | 2,877           | 1,052        | 3,929 |                      |              |       |
| 12 09 | 1,689                   | 782                     | 2,471                   | 3,111           | 1,043        | 4,154 |                      |              |       |
| 3 10  | 1,533                   | 695                     | 2,228                   | 3,020           | 1,181        | 4,201 |                      |              |       |
| 6 10  | 1,585                   | 667                     | 2,252                   | 3,023           | 1,177        | 4,200 |                      |              |       |
| 9 10  | 1,546                   | 626                     | 2,172                   | 2,868           | 1,197        | 4,065 |                      |              |       |
| 12 10 | 1,375                   | 626                     | 2,001                   | 2,710           | 1,202        | 3,912 |                      |              |       |
| 3 11  | 1,217                   | 627                     | 1,844                   | 2,809           | 1,230        | 4,039 |                      |              |       |
| 6 11  | 1,213                   | 579                     | 1,792                   | 3,100           | 1,232        | 4,332 |                      |              |       |
| 9 11  | 1,026                   | 552                     | 1,578                   | 3,195           | 1,253        | 4,448 |                      |              |       |
| 12 11 | 697                     | 648                     | 1,345                   | 3,127           | 1,254        | 4,381 |                      |              |       |
| 3 12  | 644                     | 632                     | 1,276                   | 3,812           | 1,292        | 5,104 |                      |              |       |
| 6 12  | 726                     | 629                     | 1,355                   | 4,012           | 1,306        | 5,318 |                      |              |       |
| 9 12  | 808                     | 593                     | 1,401                   | 4,142           | 1,330        | 5,472 |                      |              |       |
| 12 12 | 854                     | 565                     | 1,419                   | 3,809           | 1,367        | 5,176 | 330                  | 372          | 702   |
| 3 13  | 837                     | 538                     | 1,375                   | 4,197           | 1,415        | 5,612 | 325                  | 404          | 729   |
| 6 13  | 769                     | 514                     | 1,283                   | 4,113           | 1,427        | 5,540 | 345                  | 399          | 744   |
| 9 13  | 800                     | 520                     | 1,320                   | 4,000           | 1,449        | 5,449 | 332                  | 385          | 717   |
| 12 13 | 925                     | 505                     | 1,430                   | 3,874           | 1,428        | 5,302 | 311                  | 384          | 695   |

(1) Revised due to reclass of agents between UA and LNL

(2) Revised to exclude agents who sold only lead generating products and to include all agents who produced within last 60 days

(3) Revised to exclude agents who sold only lead generating products