

# TORCHMARK CORPORATION

## Premium Information

(In thousands)

	<u>2014</u>	<u>2nd Qtr 2014</u>	<u>1st Qtr 2014</u>	<u>2013</u>	<u>4th Qtr 2013</u>	<u>3rd Qtr 2013</u>	<u>2nd Qtr 2013</u>	<u>1st Qtr 2013</u>
<b><u>LIFE</u></b>								
Direct Response	354,710	176,838	177,872	663,544	162,211	164,005	169,191	168,137
LNL	137,048	68,270	68,778	275,980	67,611	68,933	69,433	70,003
AIL	376,221	190,330	185,891	715,366	182,018	180,714	178,377	174,257
Other	<u>113,031</u>	<u>56,514</u>	<u>56,517</u>	<u>230,442</u>	<u>56,633</u>	<u>57,284</u>	<u>58,109</u>	<u>58,416</u>
Total Life	981,010	491,952	489,058	1,885,332	468,473	470,936	475,110	470,813
<b><u>HEALTH</u></b>								
UA GA								
Limited-Benefit Plans	10,576	4,687	5,889	24,173	6,808	3,210	6,146	8,009
Medicare	<u>143,359</u>	<u>71,092</u>	<u>72,267</u>	<u>274,125</u>	<u>68,003</u>	<u>66,422</u>	<u>70,169</u>	<u>69,531</u>
Total	153,935	75,779	78,156	298,298	74,811	69,632	76,315	77,540
Direct Response								
Limited-Benefit Plans	390	159	231	313	71	74	79	89
Medicare	<u>26,716</u>	<u>13,040</u>	<u>13,676</u>	<u>53,585</u>	<u>12,961</u>	<u>13,113</u>	<u>13,194</u>	<u>14,317</u>
Total	27,106	13,199	13,907	53,898	13,032	13,187	13,273	14,406
LNL								
Limited-Benefit Plans	72,761	35,441	37,320	152,415	37,869	36,826	38,351	39,369
Medicare	<u>41,541</u>	<u>20,244</u>	<u>21,297</u>	<u>88,849</u>	<u>20,431</u>	<u>21,211</u>	<u>23,124</u>	<u>24,083</u>
Total	114,302	55,685	58,617	241,264	58,300	58,037	61,475	63,452
AIL								
Limited-Benefit Plans	38,678	19,511	19,167	78,862	19,509	20,041	19,489	19,823
Medicare	<u>250</u>	<u>130</u>	<u>120</u>	<u>573</u>	<u>133</u>	<u>142</u>	<u>155</u>	<u>143</u>
Total	38,928	19,641	19,287	79,435	19,642	20,183	19,644	19,966
FHL								
Limited-Benefit Plans	100,262	50,794	49,468	190,923	49,115	48,128	47,517	46,163
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	100,262	50,794	49,468	190,923	49,115	48,128	47,517	46,163
Total Health								
Limited-Benefit Plans	222,667	110,592	112,075	446,686	113,372	108,279	111,582	113,453
Medicare	<u>211,866</u>	<u>104,506</u>	<u>107,360</u>	<u>417,132</u>	<u>101,528</u>	<u>100,888</u>	<u>106,642</u>	<u>108,074</u>
Total Health	434,533	215,098	219,435	863,818	214,900	209,167	218,224	221,527
Health - Medicare Part D	167,990	84,957	83,033	300,008	73,229	76,970	73,089	76,720
<b><u>ANNUITY</u></b>	222	123	99	532	131	114	157	130
<b>TOTAL PREMIUM</b>	1,583,755	792,130	791,625	3,049,690	756,733	757,187	766,580	769,190