

TORCHMARK CORPORATION

Life Annualized Premium In Force Rollforward and Lapse Rates

(In Thousands)

	2Q 2015		1Q 2015		4Q 2014		3Q 2014		2Q 2014	
	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate
American Income Life										
Beginning of Qtr	\$ 820,160		\$ 807,935		\$ 794,833		\$ 781,649		\$ 758,062	
Net Sales	50,212		47,144		46,156		43,362		44,628	
Lapses										
First Year	(11,875)	7.82%	(12,499)	8.63%	(14,029)	9.95%	(11,196)	8.23%	(10,369)	8.02%
Renewal Year	<u>(13,676)</u>	2.05%	<u>(14,009)</u>	2.13%	<u>(14,659)</u>	2.25%	<u>(14,303)</u>	2.23%	<u>(14,013)</u>	2.24%
	(25,551)	3.13%	(26,508)	3.30%	(28,688)	3.63%	(25,499)	3.28%	(24,382)	3.23%
Deaths and Other *	(86)		(8,411)		(4,366)		(4,679)		3,341	
End of Qtr	<u>\$ 844,735</u>		<u>\$ 820,160</u>		<u>\$ 807,935</u>		<u>\$ 794,833</u>		<u>\$ 781,649</u>	
Globe Life Direct Response										
Beginning of Qtr	\$ 737,170		\$ 721,261		\$ 718,014		\$ 713,833		\$ 705,695	
Net Sales	44,630		44,813		37,768		35,464		44,418	
Lapses										
First Year	(14,358)	13.24%	(13,894)	13.60%	(18,225)	17.65%	(17,494)	16.77%	(13,634)	13.64%
Renewal Year	<u>(12,266)</u>	2.04%	<u>(13,807)</u>	2.34%	<u>(14,276)</u>	2.43%	<u>(14,219)</u>	2.45%	<u>(12,425)</u>	2.17%
	(26,624)	3.75%	(27,701)	4.00%	(32,501)	4.71%	(31,713)	4.63%	(26,058)	3.87%
Deaths and Other *	(3,517)		(1,203)		(2,020)		430		(10,222)	
End of Qtr	<u>\$ 751,659</u>		<u>\$ 737,170</u>		<u>\$ 721,261</u>		<u>\$ 718,014</u>		<u>\$ 713,833</u>	
Liberty National										
Beginning of Qtr	\$ 284,235		\$ 285,201		\$ 285,715		\$ 285,528		\$ 285,162	
Net Sales	9,275		8,546		9,414		8,876		8,732	
Lapses										
First Year	(2,626)	7.78%	(2,853)	8.64%	(2,970)	9.09%	(2,753)	8.71%	(2,236)	7.20%
Renewal Year	<u>(4,830)</u>	1.93%	<u>(5,707)</u>	2.27%	<u>(5,463)</u>	2.16%	<u>(5,085)</u>	2.00%	<u>(5,165)</u>	2.03%
	(7,456)	2.62%	(8,560)	3.01%	(8,433)	2.95%	(7,838)	2.75%	(7,401)	2.59%
Deaths and Other *	(990)		(952)		(1,495)		(851)		(965)	
End of Qtr	<u>\$ 285,064</u>		<u>\$ 284,235</u>		<u>\$ 285,201</u>		<u>\$ 285,715</u>		<u>\$ 285,528</u>	

* Include foreign exchange adjustments, changes in coverage and timing differences