

## TORCHMARK CORPORATION

### Life Annualized Premium In Force Rollforward and Lapse Rates

(In Thousands)

	3Q 2015		2Q 2015		1Q 2015		4Q 2014		3Q 2014	
	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate
<b>American Income Life</b>										
Beginning of Qtr	\$ 844,735		\$ 820,160		\$ 807,935		\$ 794,833		\$ 781,649	
Net Sales	50,425		50,212		47,144		46,156		43,362	
Lapses										
First Year	(13,985)	8.84%	(11,875)	7.82%	(12,499)	8.63%	(14,029)	9.95%	(11,196)	8.23%
Renewal Year	<u>(14,701)</u>	2.16%	<u>(13,676)</u>	2.05%	<u>(14,009)</u>	2.13%	<u>(14,659)</u>	2.25%	<u>(14,303)</u>	2.23%
	(28,686)	3.42%	(25,551)	3.13%	(26,508)	3.30%	(28,688)	3.63%	(25,499)	3.28%
Deaths and Other *	(5,826)		(86)		(8,411)		(4,366)		(4,679)	
End of Qtr	<u>\$ 860,648</u>		<u>\$ 844,735</u>		<u>\$ 820,160</u>		<u>\$ 807,935</u>		<u>\$ 794,833</u>	
<b>Globe Life Direct Response</b>										
Beginning of Qtr	\$ 751,659		\$ 737,170		\$ 721,261		\$ 718,014		\$ 713,833	
Net Sales	38,198		44,630		44,813		37,768		35,464	
Lapses										
First Year	(19,562)	17.71%	(14,358)	13.24%	(13,894)	13.60%	(18,225)	17.65%	(17,494)	16.77%
Renewal Year	<u>(13,682)</u>	2.23%	<u>(12,266)</u>	2.04%	<u>(13,807)</u>	2.34%	<u>(14,276)</u>	2.43%	<u>(14,219)</u>	2.45%
	(33,244)	4.60%	(26,624)	3.75%	(27,701)	4.00%	(32,501)	4.71%	(31,713)	4.63%
Deaths and Other *	(1,149)		(3,517)		(1,203)		(2,020)		430	
End of Qtr	<u>\$ 755,464</u>		<u>\$ 751,659</u>		<u>\$ 737,170</u>		<u>\$ 721,261</u>		<u>\$ 718,014</u>	
<b>Liberty National</b>										
Beginning of Qtr	\$ 285,064		\$ 284,235		\$ 285,201		\$ 285,715		\$ 285,528	
Net Sales	9,006		9,275		8,546		9,414		8,876	
Lapses										
First Year	(3,163)	9.17%	(2,626)	7.78%	(2,853)	8.64%	(2,970)	9.09%	(2,753)	8.71%
Renewal Year	<u>(5,414)</u>	2.16%	<u>(4,830)</u>	1.93%	<u>(5,707)</u>	2.27%	<u>(5,463)</u>	2.16%	<u>(5,085)</u>	2.00%
	(8,577)	3.01%	(7,456)	2.62%	(8,560)	3.01%	(8,433)	2.95%	(7,838)	2.75%
Deaths and Other *	(714)		(990)		(952)		(1,495)		(851)	
End of Qtr	<u>\$ 284,779</u>		<u>\$ 285,064</u>		<u>\$ 284,235</u>		<u>\$ 285,201</u>		<u>\$ 285,715</u>	

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