

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

IN FORCE AT END OF PERIOD

| | <u>1Q 16</u> | <u>1Q 15</u> | <u>\$ Incr (Decr)</u> | <u>% Incr (Decr)</u> |
|----------------------------------|--------------------|--------------------|---------------------------|--------------------------|
| LIFE | | | | |
| Direct Response | \$768,518 | \$737,170 | \$31,348 | 4 |
| American Income Agency | 901,914 | 820,160 | 81,754 | 10 |
| LNL Exclusive Agency | 284,645 | 284,235 | 410 | 0 |
| Other Distribution | 227,648 | 229,627 | (1,979) | (1) |
| Total Life | <u>2,182,725</u> | <u>2,071,192</u> | <u>111,533</u> | <u>5</u> |
| HEALTH | | | | |
| Direct Response | 73,561 | 72,806 | 755 | 1 |
| American Income Agency | 75,322 | 71,816 | 3,506 | 5 |
| LNL Exclusive Agency | 212,773 | 221,366 | (8,593) | (4) |
| UA Independent | 366,780 | 357,921 | 8,859 | 2 |
| Family Heritage | 235,893 | 220,768 | 15,125 | 7 |
| Total Health | <u>964,329</u> | <u>944,677</u> | <u>19,652</u> | <u>2</u> |
| TOTAL IN FORCE | \$3,147,054 | \$3,015,869 | \$131,185 | 4 |
| Discontinued Operations - Part D | 220,532 | 306,316 | (85,784) | (28) |