

**TORCHMARK CORPORATION**  
Life Annualized Premium In Force Rollforward and Lapse Rates  
(In Thousands)

	1Q 2016		4Q 2015		3Q 2015		2Q 2015		1Q 2015	
	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate	\$	Lapse Rate
<b>American Income Life</b>										
Beginning of Qtr	\$ 880,021		\$ 860,648		\$ 844,735		\$ 820,160		\$ 807,935	
Net Sales	50,240		50,265		50,425		50,212		47,144	
Lapses										
First Year	(14,586)	8.77%	(14,379)	8.78%	(13,985)	8.84%	(11,875)	7.82%	(12,499)	8.63%
Renewal Year	<u>(16,076)</u>	2.28%	<u>(14,843)</u>	2.14%	<u>(14,701)</u>	2.16%	<u>(13,676)</u>	2.05%	<u>(14,009)</u>	2.13%
	(30,662)	3.51%	(29,222)	3.41%	(28,686)	3.42%	(25,551)	3.13%	(26,508)	3.30%
Deaths and Other *	2,315		(1,670)		(5,826)		(86)		(8,411)	
End of Qtr	<u>\$ 901,914</u>		<u>\$ 880,021</u>		<u>\$ 860,648</u>		<u>\$ 844,735</u>		<u>\$ 820,160</u>	
<b>Globe Life Direct Response</b>										
Beginning of Qtr	\$ 757,518		\$ 755,464		\$ 751,659		\$ 737,170		\$ 721,261	
Net Sales	41,155		36,707		38,198		44,630		44,813	
Lapses										
First Year	(15,072)	14.40%	(18,293)	17.02%	(19,562)	17.71%	(14,358)	13.24%	(13,894)	13.60%
Renewal Year	<u>(14,051)</u>	2.24%	<u>(13,429)</u>	2.16%	<u>(13,682)</u>	2.23%	<u>(12,266)</u>	2.04%	<u>(13,807)</u>	2.34%
	(29,123)	3.98%	(31,722)	4.35%	(33,244)	4.60%	(26,624)	3.75%	(27,701)	4.00%
Deaths and Other *	(1,032)		(2,931)		(1,149)		(3,517)		(1,203)	
End of Qtr	<u>\$ 768,518</u>		<u>\$ 757,518</u>		<u>\$ 755,464</u>		<u>\$ 751,659</u>		<u>\$ 737,170</u>	
<b>Liberty National</b>										
Beginning of Qtr	\$ 284,597		\$ 284,779		\$ 285,064		\$ 284,235		\$ 285,201	
Net Sales	9,451		8,955		9,006		9,275		8,546	
Lapses										
First Year	(2,774)	7.99%	(3,031)	8.74%	(3,163)	9.17%	(2,626)	7.78%	(2,853)	8.64%
Renewal Year	<u>(5,782)</u>	2.32%	<u>(5,329)</u>	2.13%	<u>(5,414)</u>	2.16%	<u>(4,830)</u>	1.93%	<u>(5,707)</u>	2.27%
	(8,556)	3.01%	(8,360)	2.94%	(8,577)	3.01%	(7,456)	2.62%	(8,560)	3.01%
Deaths and Other *	(847)		(777)		(714)		(990)		(952)	
End of Qtr	<u>\$ 284,645</u>		<u>\$ 284,597</u>		<u>\$ 284,779</u>		<u>\$ 285,064</u>		<u>\$ 284,235</u>	

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