

## TORCHMARK CORPORATION

### Premium Information

(In thousands)

|                                  | <u>2016</u>    | <u>2nd Qtr<br/>2016</u> | <u>1st Qtr<br/>2016</u> | <u>2015</u>    | <u>4th Qtr<br/>2015</u> | <u>3rd Qtr<br/>2015</u> | <u>2nd Qtr<br/>2015</u> | <u>1st Qtr<br/>2015</u> |
|----------------------------------|----------------|-------------------------|-------------------------|----------------|-------------------------|-------------------------|-------------------------|-------------------------|
| <b><u>LIFE</u></b>               |                |                         |                         |                |                         |                         |                         |                         |
| Globe Life Direct Response       | 398,608        | 198,607                 | 200,001                 | 746,693        | 184,975                 | 185,827                 | 188,484                 | 187,407                 |
| LNL                              | 135,600        | 67,708                  | 67,892                  | 271,113        | 67,198                  | 67,857                  | 68,255                  | 67,803                  |
| AIL                              | 446,643        | 226,241                 | 220,402                 | 830,903        | 212,525                 | 209,331                 | 207,006                 | 202,041                 |
| Other                            | <u>111,890</u> | <u>56,034</u>           | <u>55,856</u>           | <u>224,356</u> | <u>56,058</u>           | <u>55,914</u>           | <u>56,293</u>           | <u>56,091</u>           |
| Total Life                       | 1,092,741      | 548,590                 | 544,151                 | 2,073,065      | 520,756                 | 518,929                 | 520,038                 | 513,342                 |
| <b><u>HEALTH</u></b>             |                |                         |                         |                |                         |                         |                         |                         |
| UA GA                            |                |                         |                         |                |                         |                         |                         |                         |
| Limited-Benefit Plans            | 6,535          | 3,205                   | 3,330                   | 15,260         | 3,544                   | 3,338                   | 4,103                   | 4,275                   |
| Medicare                         | <u>171,309</u> | <u>86,589</u>           | <u>84,720</u>           | <u>330,070</u> | <u>86,741</u>           | <u>80,830</u>           | <u>83,602</u>           | <u>78,897</u>           |
| Total                            | <u>177,844</u> | <u>89,794</u>           | <u>88,050</u>           | <u>345,330</u> | <u>90,285</u>           | <u>84,168</u>           | <u>87,705</u>           | <u>83,172</u>           |
| Direct Response                  |                |                         |                         |                |                         |                         |                         |                         |
| Limited-Benefit Plans            | 354            | 177                     | 177                     | 869            | 195                     | 169                     | 242                     | 263                     |
| Medicare                         | <u>35,230</u>  | <u>17,183</u>           | <u>18,047</u>           | <u>68,741</u>  | <u>16,871</u>           | <u>17,022</u>           | <u>17,051</u>           | <u>17,797</u>           |
| Total                            | <u>35,584</u>  | <u>17,360</u>           | <u>18,224</u>           | <u>69,610</u>  | <u>17,066</u>           | <u>17,191</u>           | <u>17,293</u>           | <u>18,060</u>           |
| LNL                              |                |                         |                         |                |                         |                         |                         |                         |
| Limited-Benefit Plans            | 70,962         | 35,412                  | 35,550                  | 142,130        | 35,213                  | 34,783                  | 35,999                  | 36,135                  |
| Medicare                         | <u>31,446</u>  | <u>15,124</u>           | <u>16,322</u>           | <u>67,020</u>  | <u>15,558</u>           | <u>16,926</u>           | <u>16,691</u>           | <u>17,845</u>           |
| Total                            | <u>102,408</u> | <u>50,536</u>           | <u>51,872</u>           | <u>209,150</u> | <u>50,771</u>           | <u>51,709</u>           | <u>52,690</u>           | <u>53,980</u>           |
| AIL                              |                |                         |                         |                |                         |                         |                         |                         |
| Limited-Benefit Plans            | 41,017         | 20,861                  | 20,156                  | 79,984         | 20,322                  | 20,113                  | 19,734                  | 19,815                  |
| Medicare                         | <u>168</u>     | <u>90</u>               | <u>78</u>               | <u>355</u>     | <u>63</u>               | <u>88</u>               | <u>107</u>              | <u>97</u>               |
| Total                            | <u>41,185</u>  | <u>20,951</u>           | <u>20,234</u>           | <u>80,339</u>  | <u>20,385</u>           | <u>20,201</u>           | <u>19,841</u>           | <u>19,912</u>           |
| FHL                              |                |                         |                         |                |                         |                         |                         |                         |
| Limited-Benefit Plans            | 115,928        | 58,611                  | 57,317                  | 221,091        | 56,792                  | 55,870                  | 54,880                  | 53,549                  |
| 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                            | <u>115,928</u> | <u>58,611</u>           | <u>57,317</u>           | <u>221,091</u> | <u>56,792</u>           | <u>55,870</u>           | <u>54,880</u>           | <u>53,549</u>           |
| Total Health                     |                |                         |                         |                |                         |                         |                         |                         |
| Limited-Benefit Plans            | 234,796        | 118,266                 | 116,530                 | 459,334        | 116,066                 | 114,273                 | 114,958                 | 114,037                 |
| Medicare                         | <u>238,153</u> | <u>118,986</u>          | <u>119,167</u>          | <u>466,186</u> | <u>119,233</u>          | <u>114,866</u>          | <u>117,451</u>          | <u>114,636</u>          |
| Total Health                     | <u>472,949</u> | <u>237,252</u>          | <u>235,697</u>          | <u>925,520</u> | <u>235,299</u>          | <u>229,139</u>          | <u>232,409</u>          | <u>228,673</u>          |
| <b><u>ANNUITY</u></b>            |                |                         |                         |                |                         |                         |                         |                         |
|                                  | 25             | 13                      | 12                      | 135            | 16                      | 41                      | 37                      | 41                      |
| TOTAL PREMIUM                    | 1,565,715      | 785,855                 | 779,860                 | 2,998,720      | 756,071                 | 748,109                 | 752,484                 | 742,056                 |
| Discontinued Operations - Part D | 110,512        | 53,556                  | 56,956                  | 307,401        | 75,299                  | 77,397                  | 75,358                  | 79,347                  |