

TORCHMARK CORPORATION

Premium Information

(In thousands)

| | <u>2016</u> | <u>3rd Qtr 2016</u> | <u>2nd Qtr 2016</u> | <u>1st Qtr 2016</u> | <u>2015</u> | <u>4th Qtr 2015</u> | <u>3rd Qtr 2015</u> | <u>2nd Qtr 2015</u> | <u>1st Qtr 2015</u> |
|----------------------------------|----------------|-------------------------|-------------------------|-------------------------|----------------|-------------------------|-------------------------|-------------------------|-------------------------|
| <u>LIFE</u> | | | | | | | | | |
| Globe Life Direct Response | 591,084 | 192,476 | 198,607 | 200,001 | 746,693 | 184,975 | 185,827 | 188,484 | 187,407 |
| LNL | 203,040 | 67,440 | 67,708 | 67,892 | 271,113 | 67,198 | 67,857 | 68,255 | 67,803 |
| AIL | 677,702 | 231,059 | 226,241 | 220,402 | 830,903 | 212,525 | 209,331 | 207,006 | 202,041 |
| Other | <u>167,330</u> | <u>55,440</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 | 1,639,156 | 546,415 | 548,590 | 544,151 | 2,073,065 | 520,756 | 518,929 | 520,038 | 513,342 |
| <u>HEALTH</u> | | | | | | | | | |
| UA GA | | | | | | | | | |
| Limited-Benefit Plans | 9,737 | 3,202 | 3,205 | 3,330 | 15,260 | 3,544 | 3,338 | 4,103 | 4,275 |
| Medicare | <u>256,572</u> | <u>85,263</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>266,309</u> | <u>88,465</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 | 407 | 53 | 177 | 177 | 869 | 195 | 169 | 242 | 263 |
| Medicare | <u>52,541</u> | <u>17,311</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>52,948</u> | <u>17,364</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 | 106,343 | 35,381 | 35,412 | 35,550 | 142,130 | 35,213 | 34,783 | 35,999 | 36,135 |
| Medicare | <u>46,080</u> | <u>14,634</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>152,423</u> | <u>50,015</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 | 62,477 | 21,460 | 20,861 | 20,156 | 79,984 | 20,322 | 20,113 | 19,734 | 19,815 |
| Medicare | <u>241</u> | <u>73</u> | <u>90</u> | <u>78</u> | <u>355</u> | <u>63</u> | <u>88</u> | <u>107</u> | <u>97</u> |
| Total | <u>62,718</u> | <u>21,533</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 | 175,538 | 59,610 | 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> | <u>0</u> |
| Total | <u>175,538</u> | <u>59,610</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 | 354,502 | 119,706 | 118,266 | 116,530 | 459,334 | 116,066 | 114,273 | 114,958 | 114,037 |
| Medicare | <u>355,434</u> | <u>117,281</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>709,936</u> | <u>236,987</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> |
| <u>ANNUITY</u> | | | | | | | | | |
| | 34 | 9 | 13 | 12 | 135 | 16 | 41 | 37 | 41 |
| TOTAL PREMIUM | 2,349,126 | 783,411 | 785,855 | 779,860 | 2,998,720 | 756,071 | 748,109 | 752,484 | 742,056 |
| Discontinued Operations - Part D | 167,855 | 57,343 | 53,556 | 56,956 | 307,401 | 75,299 | 77,397 | 75,358 | 79,347 |