

## TORCHMARK CORPORATION

Life Annualized Premium In Force Rollforward and Lapse Rates

(Unaudited)

(Dollar amounts in thousands)

	1Q 2017		4Q 2016		3Q 2016		2Q 2016		1Q 2016	
	\$	Lapse	\$	Lapse	\$	Lapse	\$	Lapse	\$	Lapse
<b>American Income Life</b>										
Beginning of Qtr	\$ 966,990		\$ 949,430		\$ 930,966		\$ 901,914		\$ 880,021	
Net Sales	53,397		51,907		52,348		55,361		50,240	
Lapses										
First Year	(15,329)	8.59%	(15,543)	8.78%	(15,203)	8.55%	(12,987)	7.51%	(14,586)	8.77%
Renewal Year	(17,256)	2.20%	(16,707)	2.18%	(16,201)	2.17%	(14,923)	2.06%	(16,076)	2.28%
	(32,585)	3.39%	(32,250)	3.42%	(31,404)	3.40%	(27,910)	3.11%	(30,662)	3.51%
Deaths and Other <sup>(1)</sup>	(576)		(2,097)		(2,480)		1,601		2,315	
End of Qtr	<u>\$ 987,226</u>		<u>\$ 966,990</u>		<u>\$ 949,430</u>		<u>\$ 930,966</u>		<u>\$ 901,914</u>	
<b>Globe Life Direct Response</b>										
Beginning of Qtr	\$ 782,222		\$ 782,808		\$ 781,632		\$ 768,518		\$ 757,518	
Net Sales	38,731		34,043		34,613		40,456		41,155	
Lapses										
First Year	(14,101)	14.75%	(17,582)	17.65%	(18,472)	17.64%	(13,748)	13.02%	(15,072)	14.40%
Renewal Year	(15,086)	2.26%	(14,740)	2.23%	(14,299)	2.19%	(12,598)	1.97%	(14,051)	2.24%
	(29,187)	3.83%	(32,322)	4.25%	(32,771)	4.33%	(26,346)	3.53%	(29,123)	3.98%
Deaths and Other <sup>(1)</sup>	2,261		(2,307)		(666)		(996)		(1,032)	
End of Qtr	<u>\$ 794,027</u>		<u>\$ 782,222</u>		<u>\$ 782,808</u>		<u>\$ 781,632</u>		<u>\$ 768,518</u>	
<b>Liberty National</b>										
Beginning of Qtr	\$ 288,005		\$ 287,259		\$ 286,757		\$ 284,645		\$ 284,597	
Net Sales	10,946		10,303		9,984		10,421		9,451	
Lapses										
First Year	(3,333)	8.42%	(3,523)	9.16%	(3,020)	8.02%	(2,693)	7.42%	(2,774)	7.99%
Renewal Year	(5,867)	2.36%	(5,388)	2.16%	(5,578)	2.24%	(4,848)	1.95%	(5,782)	2.32%
	(9,200)	3.19%	(8,911)	3.10%	(8,598)	3.00%	(7,541)	2.64%	(8,556)	3.01%
Deaths and Other <sup>(1)</sup>	(1,053)		(646)		(884)		(768)		(847)	
End of Qtr	<u>\$ 288,698</u>		<u>\$ 288,005</u>		<u>\$ 287,259</u>		<u>\$ 286,757</u>		<u>\$ 284,645</u>	

<sup>(1)</sup> Include foreign exchange adjustments, changes in coverage and timing differences.

Annualized premium in force is a statistical measure used as an indicator of potential growth in premium revenue. It is defined as the premium income that would be received over the following twelve months at any given date on all active policies if those policies remain in force throughout the twelve month period.