

Torchmark Corporation
Annualized Health Premium Inforce Detail
(Unaudited)
(Dollar amounts in thousands)

	Mar-17	Dec-16	Sep-16	Jun-16	Mar-16
Medicare Supplement					
General Agency	\$359,401	\$371,587	\$355,231	\$352,819	\$351,944
Liberty Captive Agency	55,042	57,110	59,375	61,220	63,243
American Income Agency	278	299	315	325	339
Direct Response	74,873	73,695	72,944	72,661	72,900
Total Medicare Supplement	489,594	502,691	487,865	487,025	488,426
Hospital-Surgical Expense					
General Agency	4,279	4,500	4,712	4,910	5,122
Liberty Captive Agency	7,007	7,436	7,842	8,221	8,683
Direct Response	3	3	3	3	3
Total Hospital-Surgical Expense	11,289	11,939	12,557	13,134	13,808
Other Health					
General Agency	9,074	9,222	9,438	9,632	9,714
Liberty Captive Agency Worksite	54,188	53,839	52,233	50,997	49,345
Liberty Captive Agency Non-Worksite	90,559	91,875	90,104	90,969	91,502
American Income Agency	79,737	78,648	77,910	76,773	74,983
Family Heritage	253,176	249,857	246,133	241,227	235,893
Direct Response	540	563	596	645	658
Total Other Health	487,274	484,004	476,414	470,243	462,095
Total Torchmark Health	<u>\$988,157</u>	<u>\$998,634</u>	<u>\$976,836</u>	<u>\$970,402</u>	<u>\$964,329</u>

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.