## **Torchmark Corporation**

## Annualized Health Premium Inforce Detail (Unaudited)

(Dollar amounts in thousands)

	Jun-17	Mar-17	Dec-16	Sep-16	Jun-16
Medicare Supplement					
General Agency	\$356,513	\$359,401	\$371,587	\$355,231	\$352,819
Liberty Captive Agency	53,076	55,042	57,110	59,375	61,220
American Income Agency	261	278	299	315	325
Direct Response	75,919	74,873	73,695	72,944	72,661
Total Medicare Supplement	485,769	489,594	502,691	487,865	487,025
Hospital-Surgical Expense					
General Agency	4,123	4,279	4,500	4,712	4,910
Liberty Captive Agency	6,740	7,007	7,436	7,842	8,221
Direct Response	1	3	3	3	3
Total Hospital-Surgical Expense	10,864	11,289	11,939	12,557	13,134
Other Health					
General Agency	8,948	9,074	9,222	9,438	9,632
Liberty Captive Agency Worksite	54,933	54,188	53,839	52,233	50,997
Liberty Captive Agency Non-Worksite	90,118	90,559	91,875	90,104	90,969
American Income Agency	81,248	79,737	78,648	77,910	76,773
Family Heritage	258,850	253,176	249,857	246,133	241,227
Direct Response	528	540	563	596	645
Total Other Health	494,625	487,274	484,004	476,414	470,243
Total Torchmark Health	\$991,258	\$988,157	\$998,634	\$976,836	\$970,402

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.