

## TORCHMARK CORPORATION

Annualized Premium In Force

(Unaudited)

(Dollar amounts in thousands)

### IN FORCE AT END OF PERIOD

	<u>3Q 17</u>	<u>3Q 16</u>	<u>\$ Incr (Decr)</u>	<u>% Incr (Decr)</u>
<b>LIFE</b>				
Globe Life Direct Response	\$799,336	\$782,808	\$16,528	2
American Income Agency	1,042,049	949,430	92,619	10
LNL Exclusive Agency	292,672	287,259	5,413	2
Other Distribution	<u>222,823</u>	<u>226,352</u>	<u>(3,529)</u>	<u>(2)</u>
Total Life	<u>2,356,880</u>	<u>2,245,849</u>	<u>111,031</u>	<u>5</u>
<b>HEALTH</b>				
Direct Response	76,620	73,585	3,035	4
American Income Agency	83,976	78,225	5,751	7
LNL Exclusive Agency	203,199	209,512	(6,313)	(3)
UA Independent	371,755	369,381	2,374	1
Family Heritage	<u>263,894</u>	<u>246,133</u>	<u>17,761</u>	<u>7</u>
Total Health	<u>999,444</u>	<u>976,836</u>	<u>22,608</u>	<u>2</u>
TOTAL IN FORCE	\$3,356,324	\$3,222,685	\$133,639	4
Discontinued Operations - Part D	\$0	\$221,817	(\$221,817)	(100)

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.