

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

	Sep-17	Jun-17	Mar-17	Dec-16	Sep-16
Medicare Supplement					
General Agency	\$358,970	\$356,513	\$359,401	\$371,587	\$355,231
Liberty Captive Agency	51,375	53,076	55,042	57,110	59,375
American Income Agency	259	261	278	299	315
Direct Response	76,114	75,919	74,873	73,695	72,944
Total Medicare Supplement	486,718	485,769	489,594	502,691	487,865
Hospital-Surgical Expense					
General Agency	4,001	4,123	4,279	4,500	4,712
Liberty Captive Agency	6,536	6,740	7,007	7,436	7,842
Direct Response	1	1	3	3	3
Total Hospital-Surgical Expense	10,538	10,864	11,289	11,939	12,557
Other Health					
General Agency	8,784	8,948	9,074	9,222	9,438
Liberty Captive Agency Worksite	56,136	54,933	54,188	53,839	52,233
Liberty Captive Agency Non-Worksite	89,152	90,118	90,559	91,875	90,104
American Income Agency	83,717	81,248	79,737	78,648	77,910
Family Heritage	263,894	258,850	253,176	249,857	246,133
Direct Response	505	528	540	563	596
Total Other Health	502,188	494,625	487,274	484,004	476,414
Total Torchmark Health	<u>\$999,444</u>	<u>\$991,258</u>	<u>\$988,157</u>	<u>\$998,634</u>	<u>\$976,836</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.