

## Torchmark Corporation

### Annualized Health Premium Inforce Detail

(Unaudited)

(Dollar amounts in thousands)

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Medicare Supplement					
General Agency	\$370,332	\$358,970	\$356,513	\$359,401	\$371,587
Liberty Captive Agency	49,207	51,375	53,076	55,042	57,110
American Income Agency	245	259	261	278	299
Direct Response	76,198	76,114	75,919	74,873	73,695
Total Medicare Supplement	495,982	486,718	485,769	489,594	502,691
Hospital-Surgical Expense					
General Agency	3,851	4,001	4,123	4,279	4,500
Liberty Captive Agency	6,269	6,536	6,740	7,007	7,436
Direct Response	1	1	1	3	3
Total Hospital-Surgical Expense	10,121	10,538	10,864	11,289	11,939
Other Health					
General Agency	8,670	8,784	8,948	9,074	9,222
Liberty Captive Agency Worksite	58,831	56,136	54,933	54,188	53,839
Liberty Captive Agency Non-Worksite	90,829	89,152	90,118	90,559	91,875
American Income Agency	84,530	83,717	81,248	79,737	78,648
Family Heritage	268,584	263,894	258,850	253,176	249,857
Direct Response	473	505	528	540	563
Total Other Health	511,917	502,188	494,625	487,274	484,004
Total Torchmark Health	<u>\$1,018,020</u>	<u>\$999,444</u>	<u>\$991,258</u>	<u>\$988,157</u>	<u>\$998,634</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.