

**TORCHMARK CORPORATION**  
**Annualized Premium In Force**  
(Unaudited)  
(Dollar amounts in thousands)

**IN FORCE AT END OF PERIOD**

	<u>Q1 2018</u>	<u>Q1 2017</u>	<u>\$ Incr (Decr)</u>	<u>% Incr (Decr)</u>
<b>LIFE</b>				
Globe Life Direct Response .....	\$ 804,289	\$ 794,027	\$ 10,262	1
American Income Agency .....	1,073,409	987,226	86,183	9
LNL Exclusive Agency .....	295,301	288,698	6,603	2
Other Distribution .....	221,422	224,533	(3,111)	(1)
Total Life .....	<u>2,394,421</u>	<u>2,294,484</u>	<u>99,937</u>	<u>4</u>
<b>HEALTH</b>				
Direct Response .....	77,467	75,416	2,051	3
American Income Agency .....	77,985	80,015	(2,030)	(3)
LNL Exclusive Agency .....	201,761	206,796	(5,035)	(2)
UA Independent .....	381,198	372,754	8,444	2
Family Heritage .....	272,538	253,176	19,362	8
Total Health .....	<u>1,010,949</u>	<u>988,157</u>	<u>22,792</u>	<u>2</u>
<b>TOTAL IN FORCE .....</b>	<b>\$ 3,405,370</b>	<b>\$ 3,282,641</b>	<b>\$ 122,729</b>	<b>4</b>

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.