

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

	<u>Mar-2018</u>	<u>Dec-2017</u>	<u>Sept-2017</u>	<u>Jun-2017</u>	<u>Mar-2017</u>
Medicare Supplement					
General Agency	\$ 369,025	\$ 370,332	\$ 358,970	\$ 356,513	\$ 359,401
Liberty Captive Agency	47,004	49,207	51,375	53,076	55,042
American Income Agency	240	245	259	261	278
Direct Response	77,046	76,198	76,114	75,919	74,873
Total Medicare Supplement.....	493,315	495,982	486,718	485,769	489,594
Hospital-Surgical Expense					
General Agency	3,665	3,851	4,001	4,123	4,279
Liberty Captive Agency	5,942	6,269	6,536	6,740	7,007
Direct Response	1	1	1	1	3
Total Hospital-Surgical Expense.....	9,608	10,121	10,538	10,864	11,289
Other Health					
General Agency	8,508	8,670	8,784	8,948	9,074
Liberty Captive Agency Worksite.....	59,584	58,831	56,136	54,933	54,188
Liberty Captive Agency Non-Worksite..	89,231	90,829	89,152	90,118	90,559
American Income Agency	77,745	84,530	83,717	81,248	79,737
Family Heritage	272,538	268,584	263,894	258,850	253,176
Direct Response	420	473	505	528	540
Total Other Health	508,026	511,917	502,188	494,625	487,274
Total Torchmark Health	\$ 1,010,949	\$ 1,018,020	\$ 999,444	\$ 991,258	\$ 988,157

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.