

TORCHMARK CORPORATION
Producing Exclusive Agent Counts
(Unaudited)

		Liberty National				American Income				Family Heritage Life			
		First Year	Renewal Year	Total	Qtr Avg ⁽¹⁾	First Year	Renewal Year	Total	Qtr Avg ⁽¹⁾	First Year	Renewal Year	Total	Qtr Avg ⁽¹⁾
3	13	837	538	1,375		4,197	1,415	5,612		325	404	729	
6	13	769	514	1,283		4,113	1,427	5,540		345	399	744	
9	13	800	520	1,320		4,000	1,449	5,449		332	385	717	
12	13	925	505	1,430		3,874	1,428	5,302		311	384	695	
3	14	944	507	1,451	1,400	4,121	1,379	5,500	5,298	288	401	689	658
6	14	1,003	497	1,500	1,492	4,463	1,427	5,890	5,744	348	423	771	758
9	14	1,100	504	1,604	1,554	4,615	1,540	6,155	6,106	352	409	761	763
12	14	994	504	1,498	1,572	4,826	1,608	6,434	6,323	348	437	785	782
3	15	1,039	505	1,544	1,464	4,909	1,632	6,541	6,317	448	433	881	784
6	15	1,064	486	1,550	1,550	4,844	1,672	6,516	6,603	544	425	969	960
9	15	1,092	510	1,602	1,586	4,873	1,785	6,658	6,604	432	422	854	905
12	15	976	502	1,478	1,539	4,771	1,781	6,552	6,590	464	447	911	877
3	16	1,222	489	1,711	1,542	4,404	1,821	6,225	6,206	443	438	881	827
6	16	1,305	507	1,812	1,739	4,857	1,916	6,773	6,599	528	427	955	933
9	16	1,245	540	1,785	1,799	5,019	2,006	7,025	7,004	556	448	1,004	986
12	16	1,206	552	1,758	1,781	4,862	2,008	6,870	6,874	459	450	909	947
3	17	1,385	568	1,953	1,820	4,755	2,013	6,768	6,713	509	471	980	894
6	17	1,526	580	2,106	2,004	5,139	2,031	7,170	7,009	559	471	1,030	1,035
9	17	1,542	581	2,123	2,132	4,925	2,056	6,981	7,165	535	495	1,030	1,024
12	17	1,490	616	2,106	2,112	4,788	2,092	6,880	6,959	562	514	1,076	1,026
3	18	1,573	651	2,224	2,087	4,839	2,108	6,947	6,780	532	494	1,026	988

(1) The agent counts at the end of each week are used to calculate the average agent count for the quarter.