

TORCHMARK CORPORATION
Premium Information
(Unaudited)
(Dollar amounts in thousands)

	<u>YTD</u> <u>2018</u>	<u>Q2</u> <u>2018</u>	<u>Q1</u> <u>2018</u>	<u>YTD</u> <u>2017</u>	<u>Q4</u> <u>2017</u>	<u>Q3</u> <u>2017</u>	<u>Q2</u> <u>2017</u>	<u>Q1</u> <u>2017</u>
<u>LIFE</u>								
Globe Life Direct Response	\$ 420,832	\$ 209,021	\$ 211,811	\$ 812,907	\$ 199,339	\$ 199,786	\$ 203,365	\$ 210,417
Liberty National exclusive Agency ...	139,017	69,456	69,561	274,635	68,860	68,699	68,344	68,732
American Income Exclusive Agency	532,188	269,658	262,530	999,279	257,887	252,923	247,309	241,160
Other Agencies	108,800	54,399	54,401	219,726	54,565	54,815	54,818	55,528
Total Life	1,200,837	602,534	598,303	2,306,547	580,651	576,223	573,836	575,837
<u>HEALTH</u>								
UA GA								
Limited-Benefit Plans	5,696	2,804	2,892	11,438	2,752	2,803	2,857	3,026
Medicare	182,190	90,751	91,439	352,690	88,786	86,574	88,100	89,230
Total	187,886	93,555	94,331	364,128	91,538	89,377	90,957	92,256
Direct Response								
Limited-Benefit Plans	239	125	114	545	120	123	149	153
Medicare	38,148	18,874	19,274	72,923	18,079	18,205	17,961	18,678
Total	38,387	18,999	19,388	73,468	18,199	18,328	18,110	18,831
LNL								
Limited-Benefit Plans	73,821	36,755	37,066	144,128	36,043	35,927	35,746	36,412
Medicare	23,216	11,124	12,092	52,079	12,091	12,608	13,088	14,292
Total	97,037	47,879	49,158	196,207	48,134	48,535	48,834	50,704
AIL								
Limited-Benefit Plans	45,952	23,307	22,645	88,776	22,699	22,774	21,944	21,359
Medicare	122	65	57	260	62	60	73	65
Total	46,074	23,372	22,702	89,036	22,761	22,834	22,017	21,424
FHL								
Limited-Benefit Plans	133,854	67,635	66,219	253,534	65,184	63,917	62,857	61,576
Medicare	—	—	—	—	—	—	—	—
Total	133,854	67,635	66,219	253,534	65,184	63,917	62,857	61,576
Total Health								
Limited-Benefit Plans	259,562	130,626	128,936	498,421	126,798	125,544	123,553	122,526
Medicare	243,676	120,814	122,862	477,952	119,018	117,447	119,222	122,265
Total Health	503,238	251,440	251,798	976,373	245,816	242,991	242,775	244,791
<u>ANNUITY</u>								
	10	5	5	15	6	3	3	3
Total Premium	\$1,704,085	\$ 853,979	\$ 850,106	\$3,282,935	\$ 826,473	\$ 819,217	\$ 816,614	\$ 820,631