

TORCHMARK CORPORATIONAnnualized Premium In Force
(Unaudited)

(Dollar amounts in thousands)

	At end of period		Increase (Decrease)	
	Jun 2018	Jun 2017	Amount	%
LIFE				
Globe Life Direct Response	\$ 814,212	\$ 802,960	\$ 11,252	1
American Income Agency	1,097,253	1,013,333	83,920	8
LNL Exclusive Agency	298,466	290,819	7,647	3
Other Distribution	221,709	223,754	(2,045)	(1)
Total Life	2,431,640	2,330,866	100,774	4
HEALTH				
Direct Response	79,695	76,448	3,247	4
American Income Agency	86,297	81,509	4,788	6
LNL Exclusive Agency	200,706	204,867	(4,161)	(2)
UA Independent	387,067	369,584	17,483	5
Family Heritage	278,995	258,850	20,145	8
Total Health	1,032,760	991,258	41,502	4
Total In Force	<u>\$ 3,464,400</u>	<u>\$ 3,322,124</u>	<u>\$ 142,276</u>	<u>4</u>

Annualized premium in force 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. Annualized premium in force is an indicator of potential growth in premium revenue.