

**TORCHMARK CORPORATION**  
Life Annualized Premium In Force Rollforward and Lapse Rates  
(Unaudited)  
(Dollar amounts in thousands)

	Q2 2018		Q1 2018		Q4 2017		Q3 2017		Q2 2017	
	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate	Amount	Lapse Rate
<b>American Income Life</b>										
Beginning of Quarter .....	\$1,073,409		\$1,059,216		\$1,042,049		\$1,013,333		987,226	
Net Sales .....	59,670		55,101		55,781		57,327		56,754	
Lapses										
First Year .....	(13,928)	7.25%	(16,479)	8.72%	(16,343)	8.67%	(16,030)	8.63%	(13,630)	7.53%
Renewal Year .....	(18,805)	2.14%	(20,197)	2.34%	(19,525)	2.30%	(17,906)	2.17%	(16,906)	2.11%
	<u>(32,733)</u>	3.06%	<u>(36,676)</u>	3.49%	<u>(35,868)</u>	3.46%	<u>(33,936)</u>	3.36%	<u>(30,536)</u>	3.11%
Deaths and Other <sup>(1)</sup> .....	(3,093)		(4,232)		(2,746)		5,325		(111)	
End of Quarter .....	<u>\$1,097,253</u>		<u>\$1,073,409</u>		<u>\$1,059,216</u>		<u>\$1,042,049</u>		<u>\$1,013,333</u>	
<b>Globe Life Direct Response</b>										
Beginning of Quarter .....	\$ 804,289		\$ 796,628		\$ 799,336		\$ 802,960		794,027	
Net Sales .....	35,040		32,183		29,052		30,927		36,994	
Lapses										
First Year .....	(10,923)	12.92%	(12,442)	14.84%	(15,561)	17.35%	(17,281)	18.03%	(12,892)	13.25%
Renewal Year .....	(13,700)	1.95%	(15,557)	2.24%	(15,159)	2.19%	(14,979)	2.18%	(13,591)	2.01%
	<u>(24,623)</u>	3.13%	<u>(27,999)</u>	3.60%	<u>(30,720)</u>	3.93%	<u>(32,260)</u>	4.13%	<u>(26,483)</u>	3.42%
Deaths and Other <sup>(1)</sup> .....	(494)		3,477		(1,040)		(2,291)		(1,578)	
End of Quarter .....	<u>\$ 814,212</u>		<u>\$ 804,289</u>		<u>\$ 796,628</u>		<u>\$ 799,336</u>		<u>\$ 802,960</u>	
<b>Liberty National</b>										
Beginning of Quarter .....	\$ 295,301		\$ 295,235		\$ 292,672		\$ 290,819		\$ 288,698	
Net Sales .....	12,869		11,361		12,277		11,896		11,767	
Lapses										
First Year .....	(3,891)	8.31%	(3,957)	8.68%	(3,962)	8.93%	(3,846)	8.98%	(3,418)	8.26%
Renewal Year .....	(5,253)	2.10%	(5,942)	2.38%	(5,215)	2.09%	(5,255)	2.11%	(5,136)	2.07%
	<u>(9,144)</u>	3.08%	<u>(9,899)</u>	3.36%	<u>(9,177)</u>	3.13%	<u>(9,101)</u>	3.12%	<u>(8,554)</u>	2.96%
Deaths and Other <sup>(1)</sup> .....	(560)		(1,396)		(537)		(942)		(1,092)	
End of Quarter .....	<u>\$ 298,466</u>		<u>\$ 295,301</u>		<u>\$ 295,235</u>		<u>\$ 292,672</u>		<u>\$ 290,819</u>	

<sup>(1)</sup> Include foreign exchange adjustments, changes in coverage and timing differences.

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.