

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

	At end of period				
	Jun 2018	Mar 2018	Dec 2017	Sept 2017	Jun 2017
Medicare Supplement					
General Agency	\$ 375,132	\$ 369,025	\$ 370,332	\$ 358,970	\$ 356,513
Liberty Captive Agency	45,277	47,004	49,207	51,375	53,076
American Income Agency	238	240	245	259	261
Direct Response	79,279	77,046	76,198	76,114	75,919
Total Medicare Supplement	<u>499,926</u>	<u>493,315</u>	<u>495,982</u>	<u>486,718</u>	<u>485,769</u>
Hospital-Surgical Expense					
General Agency	3,517	3,665	3,851	4,001	4,123
Liberty Captive Agency	5,710	5,942	6,269	6,536	6,740
Direct Response	1	1	1	1	1
Total Hospital-Surgical Expense	<u>9,228</u>	<u>9,608</u>	<u>10,121</u>	<u>10,538</u>	<u>10,864</u>
Other Health					
General Agency	8,418	8,508	8,670	8,784	8,948
Liberty Captive Agency Worksite	61,050	59,584	58,831	56,136	54,933
Liberty Captive Agency Non-Worksite	88,669	89,231	90,829	89,152	90,118
American Income Agency	86,059	77,745	84,530	83,717	81,248
Family Heritage	278,995	272,538	268,584	263,894	258,850
Direct Response	415	420	473	505	528
Total Other Health	<u>523,606</u>	<u>508,026</u>	<u>511,917</u>	<u>502,188</u>	<u>494,625</u>
Total Health	<u>\$ 1,032,760</u>	<u>\$ 1,010,949</u>	<u>\$ 1,018,020</u>	<u>\$ 999,444</u>	<u>\$ 991,258</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.