

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

	<u>YTD</u>	<u>Q3</u>	<u>Q2</u>	<u>Q1</u>	<u>YTD</u>	<u>Q4</u>	<u>Q3</u>	<u>Q2</u>	<u>Q1</u>
	<u>2018</u>	<u>2018</u>	<u>2018</u>	<u>2018</u>	<u>2017</u>	<u>2017</u>	<u>2017</u>	<u>2017</u>	<u>2017</u>
<u>LIFE</u>									
Globe Life Direct Response	\$ 628,525	\$ 207,693	\$ 209,021	\$ 211,811	\$ 812,907	\$ 199,339	\$ 199,786	\$ 203,365	\$ 210,417
Liberty National exclusive Agency	209,224	70,207	69,456	69,561	274,635	68,860	68,699	68,344	68,732
American Income Exclusive Agency	805,372	273,184	269,658	262,530	999,279	257,887	252,923	247,309	241,160
Other Agencies	163,263	54,463	54,399	54,401	219,726	54,565	54,815	54,818	55,528
Total Life	1,806,384	605,547	602,534	598,303	2,306,547	580,651	576,223	573,836	575,837
<u>HEALTH</u>									
UA GA									
Limited-Benefit Plans	8,370	2,674	2,804	2,892	11,438	2,752	2,803	2,857	3,026
Medicare	275,365	93,175	90,751	91,439	352,690	88,786	86,574	88,100	89,230
Total	283,735	95,849	93,555	94,331	364,128	91,538	89,377	90,957	92,256
Direct Response									
Limited-Benefit Plans	338	99	125	114	545	120	123	149	153
Medicare	57,102	18,954	18,874	19,274	72,923	18,079	18,205	17,961	18,678
Total	57,440	19,053	18,999	19,388	73,468	18,199	18,328	18,110	18,831
LNL									
Limited-Benefit Plans	110,617	36,796	36,755	37,066	144,128	36,043	35,927	35,746	36,412
Medicare	33,981	10,765	11,124	12,092	52,079	12,091	12,608	13,088	14,292
Total	144,598	47,561	47,879	49,158	196,207	48,134	48,535	48,834	50,704
AIL									
Limited-Benefit Plans	69,579	23,627	23,307	22,645	88,776	22,699	22,774	21,944	21,359
Medicare	172	50	65	57	260	62	60	73	65
Total	69,751	23,677	23,372	22,702	89,036	22,761	22,834	22,017	21,424
FHL									
Limited-Benefit Plans	202,915	69,061	67,635	66,219	253,534	65,184	63,917	62,857	61,576
Medicare	—	—	—	—	—	—	—	—	—
Total	202,915	69,061	67,635	66,219	253,534	65,184	63,917	62,857	61,576
Total Health									
Limited-Benefit Plans	391,819	132,257	130,626	128,936	498,421	126,798	125,544	123,553	122,526
Medicare	366,620	122,944	120,814	122,862	477,952	119,018	117,447	119,222	122,265
Total Health	758,439	255,201	251,440	251,798	976,373	245,816	242,991	242,775	244,791
<u>ANNUITY</u>									
	12	2	5	5	15	6	3	3	3
Total Premium	\$ 2,564,835	\$ 860,750	\$ 853,979	\$ 850,106	\$ 3,282,935	\$ 826,473	\$ 819,217	\$ 816,614	\$ 820,631