

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

| | At end of period | | | | |
|---|---------------------|---------------------|---------------------|---------------------|-------------------|
| | Sept 2018 | Jun 2018 | Mar 2018 | Dec 2017 | Sept 2017 |
| Medicare Supplement | | | | | |
| General Agency | \$ 381,635 | \$ 375,132 | \$ 369,025 | \$ 370,332 | \$ 358,970 |
| Liberty Captive Agency | 43,810 | 45,277 | 47,004 | 49,207 | 51,375 |
| American Income Agency | 210 | 238 | 240 | 245 | 259 |
| Direct Response | 79,272 | 79,279 | 77,046 | 76,198 | 76,114 |
| Total Medicare Supplement | <u>504,927</u> | <u>499,926</u> | <u>493,315</u> | <u>495,982</u> | <u>486,718</u> |
| Hospital-Surgical Expense | | | | | |
| General Agency | 3,336 | 3,517 | 3,665 | 3,851 | 4,001 |
| Liberty Captive Agency | 5,421 | 5,710 | 5,942 | 6,269 | 6,536 |
| Direct Response | — | 1 | 1 | 1 | 1 |
| Total Hospital-Surgical Expense | <u>8,757</u> | <u>9,228</u> | <u>9,608</u> | <u>10,121</u> | <u>10,538</u> |
| Other Health | | | | | |
| General Agency | 8,338 | 8,418 | 8,508 | 8,670 | 8,784 |
| Liberty Captive Agency Worksite | 62,717 | 61,050 | 59,584 | 58,831 | 56,136 |
| Liberty Captive Agency Non-Worksite | 87,553 | 88,669 | 89,231 | 90,829 | 89,152 |
| American Income Agency | 87,521 | 86,059 | 77,745 | 84,530 | 83,717 |
| Family Heritage | 285,282 | 278,995 | 272,538 | 268,584 | 263,894 |
| Direct Response | 397 | 415 | 420 | 473 | 505 |
| Total Other Health | <u>531,808</u> | <u>523,606</u> | <u>508,026</u> | <u>511,917</u> | <u>502,188</u> |
| Total Health | <u>\$ 1,045,492</u> | <u>\$ 1,032,760</u> | <u>\$ 1,010,949</u> | <u>\$ 1,018,020</u> | <u>\$ 999,444</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.