

TORCHMARK CORPORATION
Producing Exclusive Agent Counts
(Unaudited)

| | | Liberty National | | | | American Income | | | | Family Heritage Life | | | |
|----|----|------------------|-----------------|-------|---------------------------|-----------------|-----------------|-------|---------------------------|----------------------|-----------------|-------|---------------------------|
| | | First Year | Renewal Year | Total | Qtr Avg ⁽¹⁾ | First Year | Renewal Year | Total | Qtr Avg ⁽¹⁾ | First Year | Renewal Year | Total | Qtr Avg ⁽¹⁾ |
| 3 | 13 | 837 | 538 | 1,375 | | 4,197 | 1,415 | 5,612 | | 325 | 404 | 729 | |
| 6 | 13 | 769 | 514 | 1,283 | | 4,113 | 1,427 | 5,540 | | 345 | 399 | 744 | |
| 9 | 13 | 800 | 520 | 1,320 | | 4,000 | 1,449 | 5,449 | | 332 | 385 | 717 | |
| 12 | 13 | 925 | 505 | 1,430 | | 3,874 | 1,428 | 5,302 | | 311 | 384 | 695 | |
| 3 | 14 | 944 | 507 | 1,451 | 1,400 | 4,121 | 1,379 | 5,500 | 5,298 | 288 | 401 | 689 | 658 |
| 6 | 14 | 1,003 | 497 | 1,500 | 1,492 | 4,463 | 1,427 | 5,890 | 5,744 | 348 | 423 | 771 | 758 |
| 9 | 14 | 1,100 | 504 | 1,604 | 1,554 | 4,615 | 1,540 | 6,155 | 6,106 | 352 | 409 | 761 | 763 |
| 12 | 14 | 994 | 504 | 1,498 | 1,572 | 4,826 | 1,608 | 6,434 | 6,323 | 348 | 437 | 785 | 782 |
| 3 | 15 | 1,039 | 505 | 1,544 | 1,464 | 4,909 | 1,632 | 6,541 | 6,317 | 448 | 433 | 881 | 784 |
| 6 | 15 | 1,064 | 486 | 1,550 | 1,550 | 4,844 | 1,672 | 6,516 | 6,603 | 544 | 425 | 969 | 960 |
| 9 | 15 | 1,092 | 510 | 1,602 | 1,586 | 4,873 | 1,785 | 6,658 | 6,604 | 432 | 422 | 854 | 905 |
| 12 | 15 | 976 | 502 | 1,478 | 1,539 | 4,771 | 1,781 | 6,552 | 6,590 | 464 | 447 | 911 | 877 |
| 3 | 16 | 1,222 | 489 | 1,711 | 1,542 | 4,404 | 1,821 | 6,225 | 6,206 | 443 | 438 | 881 | 827 |
| 6 | 16 | 1,305 | 507 | 1,812 | 1,739 | 4,857 | 1,916 | 6,773 | 6,599 | 528 | 427 | 955 | 933 |
| 9 | 16 | 1,245 | 540 | 1,785 | 1,799 | 5,019 | 2,006 | 7,025 | 7,004 | 556 | 448 | 1,004 | 986 |
| 12 | 16 | 1,206 | 552 | 1,758 | 1,781 | 4,862 | 2,008 | 6,870 | 6,874 | 459 | 450 | 909 | 947 |
| 3 | 17 | 1,385 | 568 | 1,953 | 1,820 | 4,755 | 2,013 | 6,768 | 6,713 | 509 | 471 | 980 | 894 |
| 6 | 17 | 1,526 | 580 | 2,106 | 2,004 | 5,139 | 2,031 | 7,170 | 7,009 | 559 | 471 | 1,030 | 1,035 |
| 9 | 17 | 1,542 | 581 | 2,123 | 2,132 | 4,925 | 2,056 | 6,981 | 7,165 | 535 | 495 | 1,030 | 1,024 |
| 12 | 17 | 1,490 | 616 | 2,106 | 2,112 | 4,788 | 2,092 | 6,880 | 6,959 | 562 | 514 | 1,076 | 1,026 |
| 3 | 18 | 1,573 | 651 | 2,224 | 2,087 | 4,839 | 2,108 | 6,947 | 6,780 | 532 | 494 | 1,026 | 988 |
| 6 | 18 | 1,529 | 669 | 2,198 | 2,185 | 5,000 | 2,143 | 7,143 | 7,064 | 586 | 504 | 1,090 | 1,052 |
| 9 | 18 | 1,551 | 670 | 2,221 | 2,180 | 4,940 | 2,126 | 7,066 | 7,105 | 626 | 517 | 1,143 | 1,086 |

(1)The quarterly average producing agent count is based on the actual count at the end of each week during the period.