

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

	YTD 2018	Q4 2018	Q3 2018	Q2 2018	Q1 2018	YTD 2017	Q4 2017	Q3 2017	Q2 2017	Q1 2017
LIFE										
Globe Life Direct Response	\$ 828,935	\$ 200,410	\$ 207,693	\$ 209,021	\$ 211,811	\$ 812,907	\$ 199,339	\$ 199,786	\$ 203,365	\$ 210,417
Liberty National Exclusive Agency	278,878	69,654	70,207	69,456	69,561	274,635	68,860	68,699	68,344	68,732
American Income Exclusive Agency	1,081,333	275,961	273,184	269,658	262,530	999,279	257,887	252,923	247,309	241,160
Other Agencies	217,409	54,146	54,463	54,399	54,401	219,726	54,565	54,815	54,818	55,528
Total Life	2,406,555	600,171	605,547	602,534	598,303	2,306,547	580,651	576,223	573,836	575,837
HEALTH										
UA GA										
Limited-Benefit Plans	10,992	2,622	2,674	2,804	2,892	11,438	2,752	2,803	2,857	3,026
Medicare	370,084	94,719	93,175	90,751	91,439	352,690	88,786	86,574	88,100	89,230
Total	381,076	97,341	95,849	93,555	94,331	364,128	91,538	89,377	90,957	92,256
Direct Response										
Limited-Benefit Plans	439	101	99	125	114	545	120	123	149	153
Medicare	75,858	18,756	18,954	18,874	19,274	72,923	18,079	18,205	17,961	18,678
Total	76,297	18,857	19,053	18,999	19,388	73,468	18,199	18,328	18,110	18,831
LNL										
Limited-Benefit Plans	147,250	36,633	36,796	36,755	37,066	144,128	36,043	35,927	35,746	36,412
Medicare	44,128	10,147	10,765	11,124	12,092	52,079	12,091	12,608	13,088	14,292
Total	191,378	46,780	47,561	47,879	49,158	196,207	48,134	48,535	48,834	50,704
AIL										
Limited-Benefit Plans	93,093	23,514	23,627	23,307	22,645	88,776	22,699	22,774	21,944	21,359
Medicare	220	48	50	65	57	260	62	60	73	65
Total	93,313	23,562	23,677	23,372	22,702	89,036	22,761	22,834	22,017	21,424
FHL										
Limited-Benefit Plans	273,275	70,360	69,061	67,635	66,219	253,534	65,184	63,917	62,857	61,576
Medicare	—	—	—	—	—	—	—	—	—	—
Total	273,275	70,360	69,061	67,635	66,219	253,534	65,184	63,917	62,857	61,576
Total Health										
Limited-Benefit Plans	525,049	133,230	132,257	130,626	128,936	498,421	126,798	125,544	123,553	122,526
Medicare	490,290	123,670	122,944	120,814	122,862	477,952	119,018	117,447	119,222	122,265
Total Health	1,015,339	256,900	255,201	251,440	251,798	976,373	245,816	242,991	242,775	244,791
ANNUITY										
	12	—	2	5	5	15	6	3	3	3
Total Premium	\$ 3,421,906	\$ 857,071	\$ 860,750	\$ 853,979	\$ 850,106	\$ 3,282,935	\$ 826,473	\$ 819,217	\$ 816,614	\$ 820,631