

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

	At end of period				
	Dec 2018	Sep 2018	Jun 2018	Mar 2018	Dec 2017
<b>Medicare Supplement</b>					
General Agency	\$ 403,207	\$ 381,635	\$ 375,132	\$ 369,025	\$ 370,332
Liberty Captive Agency	42,073	43,810	45,277	47,004	49,207
American Income Agency	196	210	238	240	245
Direct Response	78,939	79,272	79,279	77,046	76,198
Total Medicare Supplement	<u>524,415</u>	<u>504,927</u>	<u>499,926</u>	<u>493,315</u>	<u>495,982</u>
<b>Hospital-Surgical Expense</b>					
General Agency	3,225	3,336	3,517	3,665	3,851
Liberty Captive Agency	5,216	5,421	5,710	5,942	6,269
Direct Response	—	—	1	1	1
Total Hospital-Surgical Expense	<u>8,441</u>	<u>8,757</u>	<u>9,228</u>	<u>9,608</u>	<u>10,121</u>
<b>Other Health</b>					
General Agency	8,224	8,338	8,418	8,508	8,670
Liberty Captive Agency Worksite	64,759	62,717	61,050	59,584	58,831
Liberty Captive Agency Non-Worksite	89,246	87,553	88,669	89,231	90,829
American Income Agency	88,041	87,521	86,059	77,745	84,530
Family Heritage	290,186	285,282	278,995	272,538	268,584
Direct Response	386	397	415	420	473
Total Other Health	<u>540,842</u>	<u>531,808</u>	<u>523,606</u>	<u>508,026</u>	<u>511,917</u>
Total Health	<u>\$ 1,073,698</u>	<u>\$ 1,045,492</u>	<u>\$ 1,032,760</u>	<u>\$ 1,010,949</u>	<u>\$ 1,018,020</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.