

**TORCHMARK CORPORATION**  
**Annualized Health Premium In Force Detail**

(Unaudited)  
(Dollar amounts in thousands)

	At end of period				
	Mar 2019	Dec 2018	Sept 2018	Jun 2018	Mar 2018
<b>Medicare Supplement</b>					
General Agency	\$ 404,292	\$ 403,207	\$ 381,635	\$ 375,132	\$ 369,025
Liberty Captive Agency	40,301	42,073	43,810	45,277	47,004
American Income Agency	172	196	210	238	240
Direct Response	78,936	78,939	79,272	79,279	77,046
Total Medicare Supplement	<u>523,701</u>	<u>524,415</u>	<u>504,927</u>	<u>499,926</u>	<u>493,315</u>
<b>Hospital-Surgical Expense</b>					
General Agency	3,093	3,225	3,336	3,517	3,665
Liberty Captive Agency	4,924	5,216	5,421	5,710	5,942
Direct Response	—	—	—	1	1
Total Hospital-Surgical Expense	<u>8,017</u>	<u>8,441</u>	<u>8,757</u>	<u>9,228</u>	<u>9,608</u>
<b>Other Health</b>					
General Agency	8,112	8,224	8,338	8,418	8,508
Liberty Captive Agency Worksite	66,011	64,759	62,717	61,050	59,584
Liberty Captive Agency Non-Worksite	87,531	89,246	87,553	88,669	89,231
American Income Agency	89,680	88,041	87,521	86,059	77,745
Family Heritage	293,137	290,186	285,282	278,995	272,538
Direct Response	378	386	397	415	420
Total Other Health	<u>544,849</u>	<u>540,842</u>	<u>531,808</u>	<u>523,606</u>	<u>508,026</u>
Total Health	<u>\$ 1,076,567</u>	<u>\$ 1,073,698</u>	<u>\$ 1,045,492</u>	<u>\$ 1,032,760</u>	<u>\$ 1,010,949</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.