

**TORCHMARK CORPORATION**  
**Annualized Premium In Force<sup>(1)</sup>**  
(Unaudited)  
(Dollar amounts in thousands)

	At end of period			
	June 30, 2019	June 30, 2018	Change	%
<b>LIFE</b>				
American Income Exclusive Agency	\$ 1,178,642	\$ 1,097,253	\$ 81,389	7
Globe Life Direct Response	832,370	814,212	18,158	2
Liberty National Exclusive Agency	304,832	298,466	6,366	2
Other Distribution	220,792	221,709	(917)	—
<b>Total Life</b>	<b>2,536,636</b>	<b>2,431,640</b>	<b>104,996</b>	<b>4</b>
<b>HEALTH</b>				
<b>Medicare Supplement:</b>				
United American Independent Agency	413,626	375,132	38,494	10
Liberty National Exclusive Agency	38,829	45,277	(6,448)	(14)
American Income Exclusive Agency	168	238	(70)	(29)
Direct Response	79,186	79,279	(93)	—
<b>Total Medicare Supplement</b>	<b>531,809</b>	<b>499,926</b>	<b>31,883</b>	<b>6</b>
<b>Other Health:</b>				
United American Independent Agency	11,007	11,935	(928)	(8)
Family Heritage Exclusive Agency	300,148	278,995	21,153	8
Liberty National Exclusive Agency	159,927	155,429	4,498	3
American Income Exclusive Agency	91,666	86,059	5,607	7
Direct Response	362	416	(54)	(13)
<b>Total Other Health</b>	<b>563,110</b>	<b>532,834</b>	<b>30,276</b>	<b>6</b>
<b>Total Health</b>	<b>1,094,919</b>	<b>1,032,760</b>	<b>62,159</b>	<b>6</b>
<b>Total Premium In Force</b>	<b>\$ 3,631,555</b>	<b>\$ 3,464,400</b>	<b>\$ 167,155</b>	<b>5</b>

(1) 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.