## TORCHMARK CORPORATION

## Life Annualized Premium In Force<sup>(1)</sup> Rollforward and Lapse Rates

(Unaudited)

(Dollar amounts in thousands)

Net sales   61.048   57,551   54,482   54,671   59,671     Lapses   First year   (15,389)   8.05%   (16,473)   8.68%   (15,232)   8.51%   (15,420)   7.99%   (13,92)     Renewal year   (20.054)   2.10%   (20.019)   2.14%   (19,869)   2.25%   (36,101)   3.25%   (35,443)   3.29%   (32,73)   (32,73)     Deaths and other <sup>479</sup> 623   1.971   (6,554)   1.037   (3.09     End of quarter   1,178,642   1,152,414   1,129,384   1,117,557   1,097,25     Globe Life Direct   Response   Beginning of quarter   821,990   812,780   814,188   814,212   804,28     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses	une 30, 2018	September 30, June 30 2018 2018		December 31, 2018		March 31, 2019		June 30, 2019			
Exclusive Agency     Beginning of quarter   \$ 1,152,414   \$ 1,129,384   \$ 1,117,557   \$ 1,097,253   \$ 1,107,40     Net sales   61,048   57,551   54,482   54,671   59,67     Lapses	Lapse nt Rate	Amount		Amount		Amount		Amount		Amount	
Net sales   61,048   57,551   54,482   54,671   59,67     Lapses   First year   (15,389)   8.05%   (16,473)   8.68%   (16,232)   8.51%   (15,420)   7.99%   (13,32)     Renewal year   (20,054)   2.10%   (20,019)   2.14%   (19,869)   2.16%   (19,944)   2.23%   (18,80)     (35,443)   3.09%   (36,492)   3.25%   (36,101)   3.25%   (35,404)   3.25%   (32,73)     Deaths and other <sup>420</sup> 623   1,971   (6,554)   1.037   (3.09)     End of quarter   1,178,642   1,152,414   1,129,384   1,117,557   1,097,25     Globe Life Direct   Response   814,188   814,212   804,28     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses											
Lapses   International and the state of the s	409	\$1,073,409		\$1,097,253		\$1,117,557		\$ 1,129,384		\$ 1,152,414	Beginning of quarter
First year (15,389) 8.05% (16,473) 8.68% (16,232) 8.51% (15,420) 7.99% (13,92)   Renewal year (20,054) 2.10% (20,019) 2.14% (19,869) 2.16% (19,984) 2.23% (18,80)   (35,443) 3.09% (36,492) 3.25% (36,101) 3.25% (35,404) 3.25% (32,73)   Deaths and other <sup>(2)</sup> 623 1.971 (6,554) 1.037 (3.09)   End of quarter 1,178,642 1,152,414 1,129,384 1,117,557 1.097,25   Globe Life Direct Response Beginning of quarter 821,990 812,780 814,188 814,212 804,28   Net sales 34,456 32,447 29,155 29,755 35,04   Lapses (11,428) 14.11% (14,606) 17.32% (14,802) 17.35% (10,92)   Renewal year (10,226) 12.16% (11,428) 14.11% (14,606) 17.32% (14,802) 17.35% (10,92)   Renewal year (13,422) 1.86% (15.005) 2.10% (15.138) <	370	59,670		54,671		54,482		57,551		61,048	Net sales
Renewal year   (20,054)   2.10%   (20,019)   2.14%   (19,869)   2.16%   (19,984)   2.23%   (18,80)     (35,443)   3.09%   (36,492)   3.25%   (36,101)   3.25%   (35,404)   3.25%   (32,73)     Deaths and other <sup>(2)</sup> 623   1,971   (6,554)   1,037   (3,09)     End of quarter   1,178,642   1,152,414   1,129,384   1,117,557   1,097,255     Globe Life Direct   Esponse   1,152,414   1,129,384   1,117,557   1,097,255     Beginning of quarter   821,990   812,780   814,188   814,212   804,28     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses   (10,226)   12,16%   (11,428)   14,11%   (14,606)   17,32%   (14,802)   17,35%   (10,92     Renewal year   (13,242)   1,86%   (15,005)   2,10%   (15,138)   2,12%   (14,917)   2,10%   (14,927)   2,10%   (14,927)   2,10%   (14,927)   2,1											Lapses
Image: constraint of the state of	928) 7.25%	(13,928)	7.99%	(15,420)	8.51%	(16,232)	8.68%	(16,473)	8.05%	(15,389)	First year
Deaths and other <sup>(2)</sup> 623   1,971   (6,554)   1,037   (3,09     End of quarter   1,178,642   1,152,414   1,129,384   1,117,557   1,097,25     Globe Life Direct   Response   8   814,212   804,28     Beginning of quarter   821,990   812,780   814,188   814,212   804,28     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses   (10,226)   12.16%   (11,428)   14,11%   (14,606)   17.32%   (14,802)   17.35%   (10,92     Renewal year   (10,226)   12.16%   (11,428)   14,11%   (14,606)   17.32%   (14,802)   17.35%   (10,92     Renewal year   (13,402)   1.86%   (15,005)   2.10%   (15,138)   2.12%   (14,917)   2.10%   (13,70     Deaths and other <sup>(2)</sup> (448)   3,196   (819)   (60)   (449     Exclusive Agency   832,370   821,990   812,780   814,188   814,21     Beginning of q	805) 2.14%	(18,805)	2.23%	(19,984)	2.16%	(19,869)	2.14%	(20,019)	2.10%	(20,054)	Renewal year
End of quarter   1,178,642   1,152,414   1,129,384   1,117,557   1,097,25     Globe Life Direct Response   Seginning of quarter   821,990   812,780   814,188   814,212   804,28     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses   11,12,2384   17,32%   (14,802)   17,35%   (10,92     Renewal year   (10,226)   12.16%   (11,428)   14.11%   (14,606)   17,32%   (14,802)   17,35%   (10,92     Renewal year   (13,402)   1.86%   (15,005)   2.10%   (15,138)   2.12%   (14,917)   2.10%   (13,700     Cashes   2.93%   (26,433)   3.32%   (29,744)   3.73%   (29,719)   3.74%   (24,62)     Deaths and other <sup>(2)</sup> (448)   3.196   (819)   (60)   (49     Exclusive Agency   3.13,428   12,259   12,984   11,959   12,86     Beginning of quarter   301,829   300,846   299,845   298,466   295,30	733) 3.06%	(32,733)	3.25%	(35,404)	3.25%	(36,101)	3.25%	(36,492)	3.09%	(35,443)	
Globe Life Direct Response   Seginning of quarter   821,990   812,780   814,188   814,212   804,283     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses	)93)	(3,093)		1,037		(6,554)		1,971		623	Deaths and other <sup>(2)</sup>
Response   Beginning of quarter   821,990   812,780   814,188   814,212   804,28     Net sales   34,456   32,447   29,155   29,755   35,04     Lapses	253	1,097,253		1,117,557		1,129,384		1,152,414		1,178,642	End of quarter
Net sales   34,456   32,447   29,155   29,755   35,04     Lapses   First year   (10,226)   12.16%   (11,428)   14.11%   (14,606)   17.32%   (14,802)   17.35%   (10,92     Renewal year   (13,402)   1.86%   (15,005)   2.10%   (15,138)   2.12%   (14,917)   2.10%   (13,70     (23,628)   2.93%   (26,433)   3.32%   (29,744)   3.73%   (29,719)   3.74%   (24,62     Deaths and other <sup>(2)</sup> (448)   3,196   (819)   (60)   (49     End of quarter   832,370   821,990   812,780   814,188   814,21     Exclusive Agency											
Lapses Image: constraint of the second s	289	804,289		814,212		814,188		812,780		821,990	Beginning of quarter
First year (10,226) 12.16% (11,428) 14.11% (14,606) 17.32% (14,802) 17.35% (10,92   Renewal year (13,402) 1.86% (15,005) 2.10% (15,138) 2.12% (14,917) 2.10% (13,70)   (23,628) 2.93% (26,433) 3.32% (29,744) 3.73% (29,719) 3.74% (24,62)   Deaths and other <sup>(2)</sup> (448) 3,196 (819) (60) (49)   End of quarter 832,370 821,990 812,780 814,188 814,21   Liberty National Exclusive Agency 9 </td <td>)40</td> <td>35,040</td> <td></td> <td>29,755</td> <td></td> <td>29,155</td> <td></td> <td>32,447</td> <td></td> <td>34,456</td> <td>Net sales</td>	)40	35,040		29,755		29,155		32,447		34,456	Net sales
Renewal year   (13,402)   1.86%   (15,005)   2.10%   (15,138)   2.12%   (14,917)   2.10%   (13,70     (23,628)   2.93%   (26,433)   3.32%   (29,744)   3.73%   (29,719)   3.74%   (24,62)     Deaths and other <sup>(2)</sup> (448)   3,196   (819)   (60)   (49)     End of quarter   832,370   821,990   812,780   814,188   814,21     Liberty National Exclusive Agency   301,829   300,846   299,845   298,466   295,30     Net sales   13,428   12,259   12,984   11,959   12,866     Lapses   (10,212)   3.37%   (6,599)   2.61%   (6,409)   2.55%   (5,835)   2.32%   (5,25     (10,212)   3.37%   (10,365)   3.45%   (11,103)   3.70%   (10,456)   3.49%   (9,14     Deaths and other <sup>(2)</sup> (213)   (911)   (880)   (124)   (56     End of quarter   304,832   301,829   300,846   299,845   298,466<											Lapses
Image: Constraint of the constrant of the constraint of the constraint of the constraint of the c	923) 12.92%	(10,923)	17.35%	(14,802)	17.32%	(14,606)	14.11%	(11,428)	12.16%	(10,226)	First year
Deaths and other <sup>(2)</sup> (448)   3,196   (819)   (60)   (49     End of quarter   832,370   821,990   812,780   814,188   814,21     Liberty National Exclusive Agency	700) 1.95%	(13,700)	2.10%	(14,917)	2.12%	(15,138)	2.10%	(15,005)	1.86%	(13,402)	Renewal year
End of quarter   832,370   821,990   812,780   814,188   814,21     Liberty National Exclusive Agency	623) 3.13%	(24,623)	3.74%	(29,719)	3.73%	(29,744)	3.32%	(26,433)	2.93%	(23,628)	
Liberty National Exclusive Agency   Subscription	494)	(494)		(60)		(819)		3,196		(448)	Deaths and other <sup>(2)</sup>
Exclusive Agency     Beginning of quarter   301,829   300,846   299,845   298,466   295,30     Net sales   13,428   12,259   12,984   11,959   12,86     Lapses	212	814,212		814,188		812,780		821,990		832,370	End of quarter
Net sales   13,428   12,259   12,984   11,959   12,86     Lapses   First year   (4,075)   8.07%   (3,766)   7.77%   (4,694)   9.78%   (4,621)   9.70%   (3,89     Renewal year   (6,137)   2.43%   (6,599)   2.61%   (6,409)   2.55%   (5,835)   2.32%   (5,25)     (10,212)   3.37%   (10,365)   3.45%   (11,103)   3.70%   (10,456)   3.49%   (9,14)     Deaths and other <sup>(2)</sup> (213)   (911)   (880)   (124)   (56)     End of quarter   304,832   301,829   300,846   299,845   298,46											
Lapses First year (4,075) 8.07% (3,766) 7.77% (4,694) 9.78% (4,621) 9.70% (3,89)   Renewal year (6,137) 2.43% (6,599) 2.61% (6,409) 2.55% (5,835) 2.32% (5,25)   (10,212) 3.37% (10,365) 3.45% (11,103) 3.70% (10,456) 3.49% (9,14)   Deaths and other <sup>(2)</sup> (213) (911) (880) (124) (56)   End of quarter 304,832 301,829 300,846 299,845 298,46	301	295,301		298,466		299,845		300,846		301,829	Beginning of quarter
First year (4,075) 8.07% (3,766) 7.77% (4,694) 9.78% (4,621) 9.70% (3,89   Renewal year (6,137) 2.43% (6,599) 2.61% (6,409) 2.55% (5,835) 2.32% (5,25   (10,212) 3.37% (10,365) 3.45% (11,103) 3.70% (10,456) 3.49% (9,14   Deaths and other <sup>(2)</sup> (213) (911) (880) (124) (56   End of quarter 304,832 301,829 300,846 299,845 298,466	369	12,869		11,959		12,984		12,259		13,428	Net sales
Renewal year   (6,137)   2.43%   (6,599)   2.61%   (6,409)   2.55%   (5,835)   2.32%   (5,25)     (10,212)   3.37%   (10,365)   3.45%   (11,103)   3.70%   (10,456)   3.49%   (9,14)     Deaths and other <sup>(2)</sup> (213)   (911)   (880)   (124)   (56     End of quarter   304,832   301,829   300,846   299,845   298,46											Lapses
(10,212)   3.37%   (10,365)   3.45%   (11,103)   3.70%   (10,456)   3.49%   (9,14)     Deaths and other <sup>(2)</sup> (213)   (911)   (880)   (124)   (56)     End of quarter   304,832   301,829   300,846   299,845   298,46	891) 8.31%	(3,891)	9.70%	(4,621)	9.78%	(4,694)	7.77%	(3,766)	8.07%	(4,075)	First year
Deaths and other <sup>(2)</sup> (213)   (911)   (880)   (124)   (56)     End of quarter   304,832   301,829   300,846   299,845   298,46	253) 2.10%	(5,253)	2.32%	(5,835)	2.55%	(6,409)	2.61%	(6,599)	2.43%	(6,137)	Renewal year
End of quarter 304,832 301,829 300,846 299,845 298,46	144) 3.08%	(9,144)	3.49%	(10,456)	3.70%	(11,103)	3.45%	(10,365)	3.37%	(10,212)	
	560)	(560)		(124)		(880)		(911)		(213)	Deaths and other <sup>(2)</sup>
Other distributions   220,792   221,270   221,718   221,998   221,70	166	298,466		299,845		300,846		301,829		304,832	End of quarter
	709	221,709		221,998		221,718		221,270		220,792	Other distributions
Total Life \$ 2,536,636 \$ 2,497,503 \$ 2,464,728 \$ 2,453,588 \$ 2,431,64		\$2,431,640								·	

(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.

(2) Include foreign exchange adjustments, changes in coverage and timing differences.