

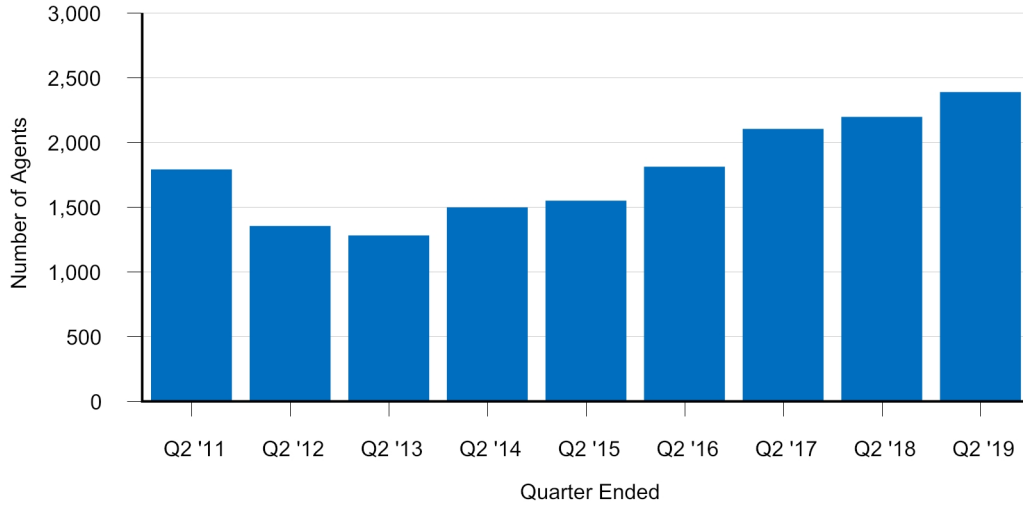
TORCHMARK CORPORATION
Producing Exclusive Agent Counts
(Unaudited)

| | | Liberty National Exclusive Agency | | | | American Income Exclusive Agency | | | | Family Heritage Exclusive Agency | | | |
|----|----|-----------------------------------|--------------|-------|----------------------------|----------------------------------|--------------|-------|----------------------------|----------------------------------|--------------|-------|----------------------------|
| | | First year | Renewal year | Total | Quarter avg ⁽¹⁾ | First year | Renewal year | Total | Quarter avg ⁽¹⁾ | First year | Renewal year | Total | Quarter avg ⁽¹⁾ |
| 6 | 19 | 1,687 | 703 | 2,390 | 2,290 | 5,227 | 2,250 | 7,477 | 7,364 | 569 | 520 | 1,089 | 1,081 |
| 3 | 19 | 1,619 | 678 | 2,297 | 2,179 | 5,053 | 2,180 | 7,233 | 6,865 | 510 | 510 | 1,020 | 1,002 |
| 12 | 18 | 1,501 | 658 | 2,159 | 2,172 | 4,770 | 2,124 | 6,894 | 6,936 | 571 | 526 | 1,097 | 1,129 |
| 9 | 18 | 1,551 | 670 | 2,221 | 2,180 | 4,940 | 2,126 | 7,066 | 7,105 | 626 | 517 | 1,143 | 1,086 |
| 6 | 18 | 1,529 | 669 | 2,198 | 2,185 | 5,000 | 2,143 | 7,143 | 7,064 | 586 | 504 | 1,090 | 1,052 |
| 3 | 18 | 1,573 | 651 | 2,224 | 2,087 | 4,839 | 2,108 | 6,947 | 6,780 | 532 | 494 | 1,026 | 988 |
| 12 | 17 | 1,490 | 616 | 2,106 | 2,112 | 4,788 | 2,092 | 6,880 | 6,959 | 562 | 514 | 1,076 | 1,026 |
| 9 | 17 | 1,542 | 581 | 2,123 | 2,132 | 4,925 | 2,056 | 6,981 | 7,165 | 535 | 495 | 1,030 | 1,024 |
| 6 | 17 | 1,526 | 580 | 2,106 | 2,004 | 5,139 | 2,031 | 7,170 | 7,009 | 559 | 471 | 1,030 | 1,035 |
| 3 | 17 | 1,385 | 568 | 1,953 | 1,820 | 4,755 | 2,013 | 6,768 | 6,713 | 509 | 471 | 980 | 894 |
| 12 | 16 | 1,206 | 552 | 1,758 | 1,781 | 4,862 | 2,008 | 6,870 | 6,874 | 459 | 450 | 909 | 947 |
| 9 | 16 | 1,245 | 540 | 1,785 | 1,799 | 5,019 | 2,006 | 7,025 | 7,004 | 556 | 448 | 1,004 | 986 |
| 6 | 16 | 1,305 | 507 | 1,812 | 1,739 | 4,857 | 1,916 | 6,773 | 6,599 | 528 | 427 | 955 | 933 |
| 3 | 16 | 1,222 | 489 | 1,711 | 1,542 | 4,404 | 1,821 | 6,225 | 6,206 | 443 | 438 | 881 | 827 |
| 12 | 15 | 976 | 502 | 1,478 | 1,539 | 4,771 | 1,781 | 6,552 | 6,590 | 464 | 447 | 911 | 877 |
| 9 | 15 | 1,092 | 510 | 1,602 | 1,586 | 4,873 | 1,785 | 6,658 | 6,604 | 432 | 422 | 854 | 905 |
| 6 | 15 | 1,064 | 486 | 1,550 | 1,550 | 4,844 | 1,672 | 6,516 | 6,603 | 544 | 425 | 969 | 960 |
| 3 | 15 | 1,039 | 505 | 1,544 | 1,464 | 4,909 | 1,632 | 6,541 | 6,317 | 448 | 433 | 881 | 784 |
| 12 | 14 | 994 | 504 | 1,498 | 1,572 | 4,826 | 1,608 | 6,434 | 6,323 | 348 | 437 | 785 | 782 |
| 9 | 14 | 1,100 | 504 | 1,604 | 1,554 | 4,615 | 1,540 | 6,155 | 6,106 | 352 | 409 | 761 | 763 |
| 6 | 14 | 1,003 | 497 | 1,500 | 1,492 | 4,463 | 1,427 | 5,890 | 5,744 | 348 | 423 | 771 | 758 |
| 3 | 14 | 944 | 507 | 1,451 | 1,400 | 4,121 | 1,379 | 5,500 | 5,298 | 288 | 401 | 689 | 658 |

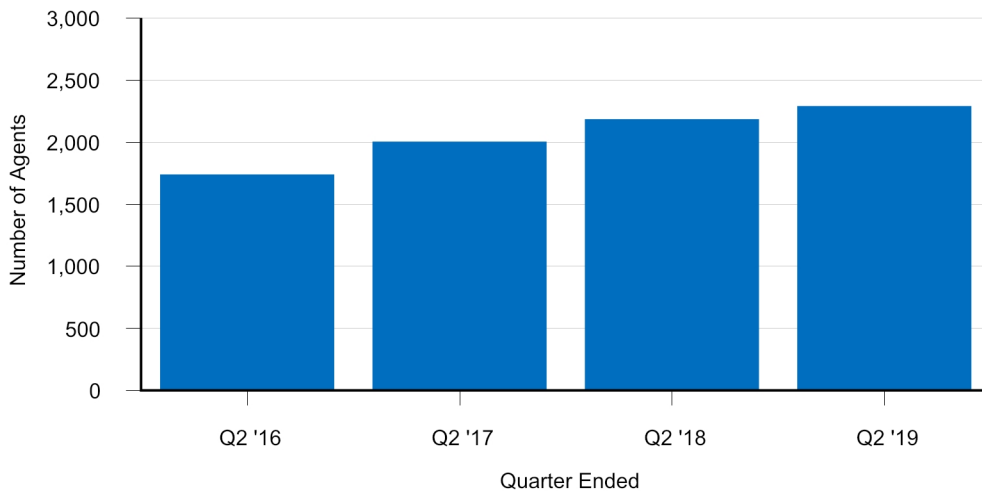
(1) The quarterly average producing agent count is based on the actual count at the end of each week during the period.

TORCHMARK CORPORATION
Producing Exclusive Agent Counts
(Unaudited)

**Liberty National Exclusive Agency
Total Agent Count**

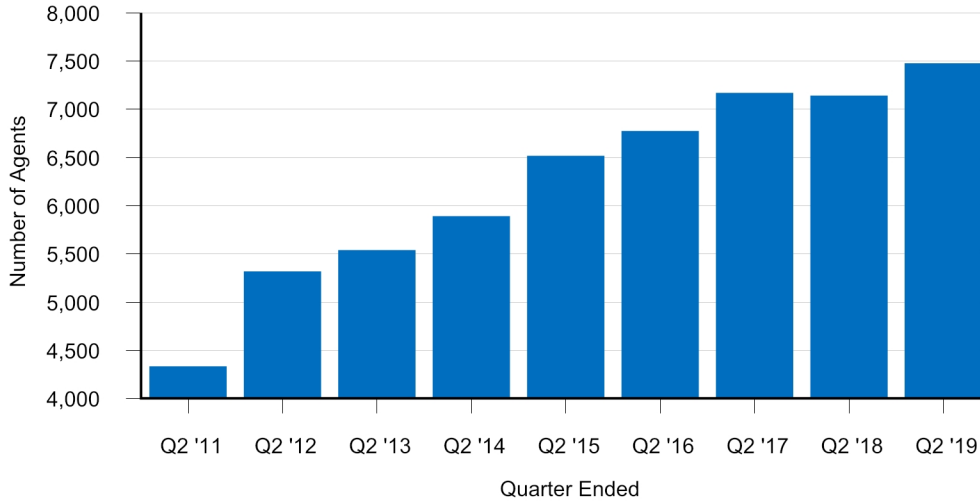


**Liberty National Exclusive Agency
Quarterly Average Producing Agent Count**

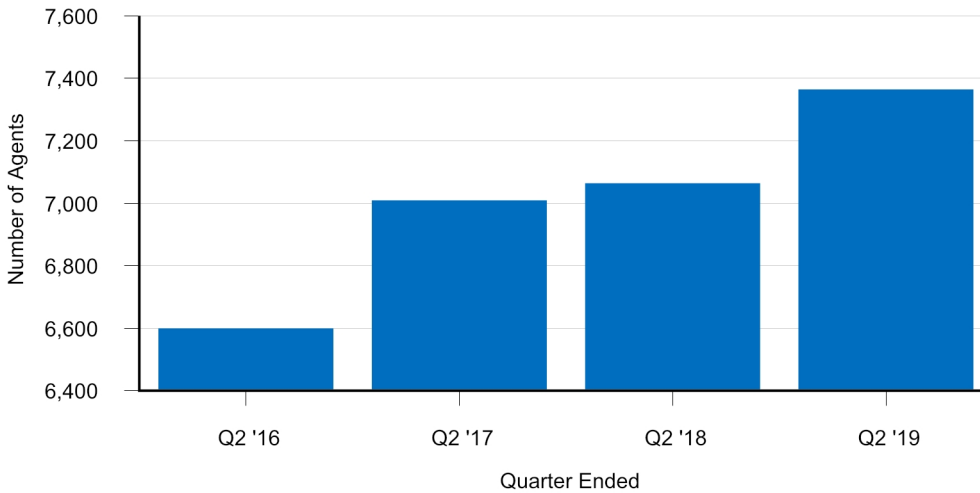


TORCHMARK CORPORATION
Producing Exclusive Agent Counts
(Unaudited)

**American Income Exclusive Agency
Total Agent Count**

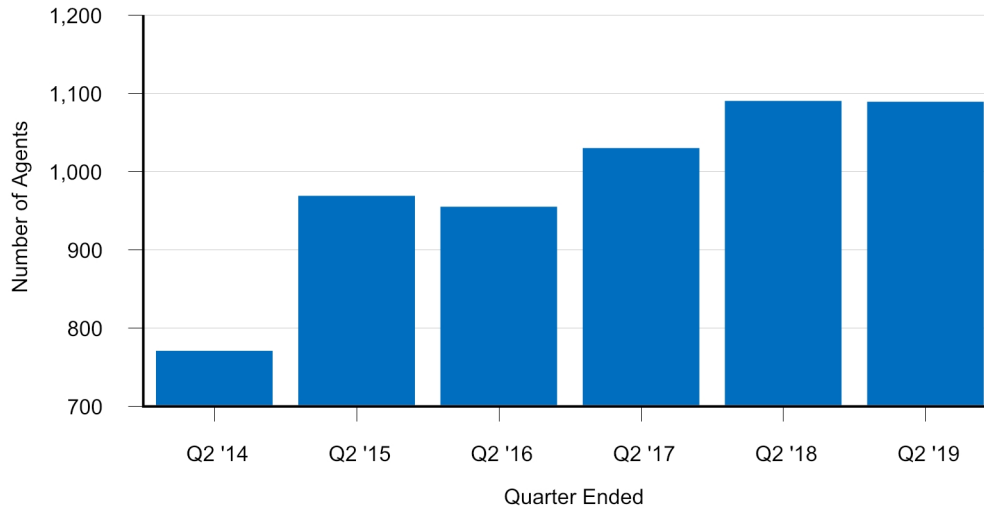


**American Income Exclusive Agency
Quarterly Average Producing Agent Count**

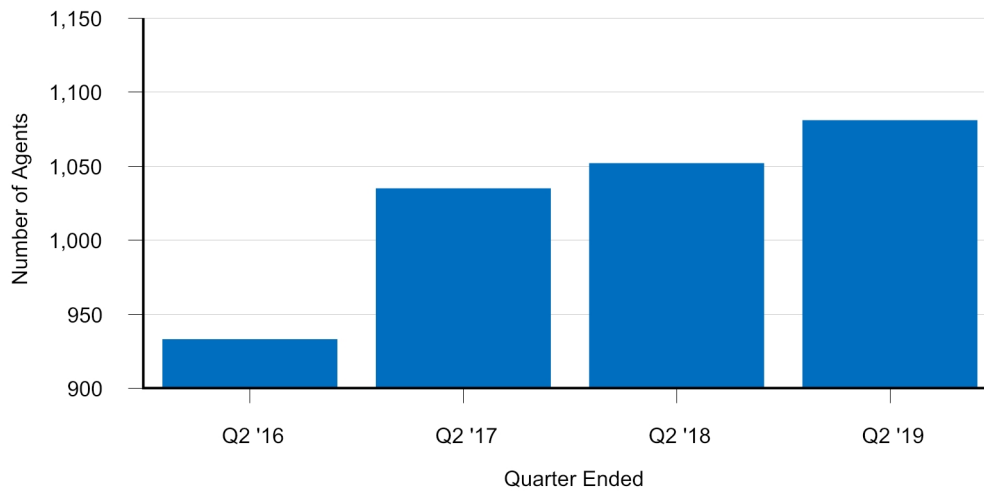


TORCHMARK CORPORATION
Producing Exclusive Agent Counts
(Unaudited)

Family Heritage Exclusive Agency(1)
Total Agent Count



Family Heritage Exclusive Agency
Quarterly Average Producing Agent



(1) Torchmark Corporation acquired Family Heritage Exclusive Agency on November 1, 2012. Agent count data for Family Heritage Exclusive Agency is only available post-acquisition