

Torchmark First Year Collected Premium Detail

	<u>First Qtr 2004</u>	<u>Second Qtr 2004</u>	<u>Third Qtr 2004</u>	<u>Fourth Qtr 2004</u>	<u>YTD 2004</u>	<u>First Qtr 2005</u>
United American General Agency						
Life	2,519	2,054	1,676	1,398	7,647	1,211
Health						
Health Med Supp	6,340	6,375	6,190	5,843	24,748	5,209
Health Other	<u>10,984</u>	<u>11,637</u>	<u>11,291</u>	<u>10,256</u>	<u>44,168</u>	<u>9,502</u>
Health Total	<u>17,324</u>	<u>18,012</u>	<u>17,481</u>	<u>16,099</u>	<u>68,916</u>	<u>14,711</u>
United American Branch Office Agency						
Life	486	485	472	454	1,897	441
Health						
Health Med Supp	5,780	5,522	5,084	4,923	21,309	4,496
Health Other	<u>9,466</u>	<u>10,996</u>	<u>11,577</u>	<u>11,291</u>	<u>43,330</u>	<u>11,442</u>
Health Total	<u>15,246</u>	<u>16,518</u>	<u>16,661</u>	<u>16,214</u>	<u>64,639</u>	<u>15,938</u>
Direct Response						
Life	18,318	19,304	18,534	18,064	74,220	19,585
Health						
Health Med Supp	2,938	2,370	2,002	1,552	8,862	1,744
Health Other	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>2,938</u>	<u>2,370</u>	<u>2,002</u>	<u>1,552</u>	<u>8,862</u>	<u>1,744</u>
Liberty National Captive						
Life	10,270	10,376	9,796	9,282	39,724	9,287
Health						
Health Med Supp	111	115	100	93	419	92
Health Other	<u>2,234</u>	<u>2,455</u>	<u>2,357</u>	<u>2,319</u>	<u>9,365</u>	<u>2,399</u>
Health Total	<u>2,345</u>	<u>2,570</u>	<u>2,457</u>	<u>2,412</u>	<u>9,784</u>	<u>2,491</u>
American Income						
Life	19,217	19,697	19,074	18,789	76,777	18,540
Health						
Health Med Supp	0	0	0	0	0	0
Health Other	<u>2,843</u>	<u>3,164</u>	<u>3,454</u>	<u>3,320</u>	<u>12,781</u>	<u>3,020</u>
Health Total	<u>2,843</u>	<u>3,164</u>	<u>3,454</u>	<u>3,320</u>	<u>12,781</u>	<u>3,020</u>
Military						
Life	6,572	6,938	7,042	6,874	27,426	6,465
UI Agency						
Life	1,250	1,366	1,314	1,273	5,203	1,183
Other Distribution						
Life	636	691	723	677	2,727	704
Total First Year Collected Premium						
Life	59,268	60,911	58,631	56,811	235,621	57,416
Health						
Health Med Supp	15,169	14,382	13,376	12,411	55,338	11,541
Health Other	<u>25,527</u>	<u>28,252</u>	<u>28,679</u>	<u>27,186</u>	<u>109,644</u>	<u>26,363</u>
Health Total	<u>40,696</u>	<u>42,634</u>	<u>42,055</u>	<u>39,597</u>	<u>164,982</u>	<u>37,904</u>
Total Life + Health	<u>99,964</u>	<u>103,545</u>	<u>100,686</u>	<u>96,408</u>	<u>400,603</u>	<u>95,320</u>