

Torchmark First Year Collected Premium Detail

| | First Qtr 2004 | Second Qtr 2004 | Third Qtr 2004 | Fourth Qtr 2004 | YTD 2004 | First Qtr 2005 | Second Qtr 2005 |
|---|-------------------|--------------------|-------------------|--------------------|-------------|-------------------|--------------------|
| United American General Agency | | | | | | | |
| Life | 2,519 | 2,054 | 1,676 | 1,398 | 7,647 | 1,211 | 1,056 |
| Health | | | | | | | |
| Health Med Supp | 6,340 | 6,375 | 6,190 | 5,843 | 24,748 | 5,209 | 4,327 |
| Health Other | 10,984 | 11,637 | 11,291 | 10,256 | 44,168 | 9,502 | 8,391 |
| Health Total | 17,324 | 18,012 | 17,481 | 16,099 | 68,916 | 14,711 | 12,718 |
| United American Branch Office Agency | | | | | | | |
| Life | 486 | 485 | 472 | 454 | 1,897 | 441 | 415 |
| Health | | | | | | | |
| Health Med Supp | 5,780 | 5,522 | 5,084 | 4,923 | 21,309 | 4,496 | 4,401 |
| Health Other | 9,466 | 10,996 | 11,577 | 11,291 | 43,330 | 11,442 | 11,269 |
| Health Total | 15,246 | 16,518 | 16,661 | 16,214 | 64,639 | 15,938 | 15,670 |
| Direct Response | | | | | | | |
| Life | 18,318 | 19,304 | 18,534 | 18,064 | 74,220 | 19,585 | 20,084 |
| Health | | | | | | | |
| Health Med Supp | 2,938 | 2,370 | 2,002 | 1,552 | 8,862 | 1,744 | 1,541 |
| Health Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Health Total | 2,938 | 2,370 | 2,002 | 1,552 | 8,862 | 1,744 | 1,541 |
| Liberty National Captive | | | | | | | |
| Life | 10,270 | 10,376 | 9,796 | 9,282 | 39,724 | 9,287 | 9,035 |
| Health | | | | | | | |
| Health Med Supp | 111 | 115 | 100 | 93 | 419 | 92 | 91 |
| Health Other | 2,234 | 2,455 | 2,357 | 2,319 | 9,365 | 2,399 | 2,383 |
| Health Total | 2,345 | 2,570 | 2,457 | 2,412 | 9,784 | 2,491 | 2,474 |
| American Income | | | | | | | |
| Life | 19,217 | 19,697 | 19,074 | 18,789 | 76,777 | 18,540 | 18,839 |
| Health | | | | | | | |
| Health Med Supp | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Health Other | 2,843 | 3,164 | 3,454 | 3,320 | 12,781 | 3,020 | 3,215 |
| Health Total | 2,843 | 3,164 | 3,454 | 3,320 | 12,781 | 3,020 | 3,215 |
| Military | | | | | | | |
| Life | 6,572 | 6,938 | 7,042 | 6,874 | 27,426 | 6,465 | 5,741 |
| UI Agency | | | | | | | |
| Life | 1,250 | 1,366 | 1,314 | 1,273 | 5,203 | 1,183 | 1,281 |
| Other Distribution | | | | | | | |
| Life | 636 | 691 | 723 | 677 | 2,727 | 704 | 860 |
| Total First Year Collected Premium | | | | | | | |
| Life | 59,268 | 60,911 | 58,631 | 56,811 | 235,621 | 57,416 | 57,311 |
| Health | | | | | | | |
| Health Med Supp | 15,169 | 14,382 | 13,376 | 12,411 | 55,338 | 11,541 | 10,360 |
| Health Other | 25,527 | 28,252 | 28,679 | 27,186 | 109,644 | 26,363 | 25,258 |
| Health Total | 40,696 | 42,634 | 42,055 | 39,597 | 164,982 | 37,904 | 35,618 |
| Total Life + Health | 99,964 | 103,545 | 100,686 | 96,408 | 400,603 | 95,320 | 92,929 |