

Torchmark First Year Collected Premium Detail

	YTD 2005	Third Qtr 2005	Second Qtr 2005	First Qtr 2005	YTD 2004	Fourth Qtr 2004	Third Qtr 2004	Second Qtr 2004	First Qtr 2004
United American General Agency									
Life	3,108	841	1,056	1,211	7,647	1,398	1,676	2,054	2,519
Health									
Health Med Supp	13,244	3,708	4,327	5,209	24,748	5,843	6,190	6,375	6,340
Health Other	26,085	8,192	8,391	9,502	44,168	10,256	11,291	11,637	10,984
Health Total	39,329	11,900	12,718	14,711	68,916	16,099	17,481	18,012	17,324
United American Branch Office Agency									
Life	1,191	335	415	441	1,897	454	472	485	486
Health									
Health Med Supp	13,077	4,180	4,401	4,496	21,309	4,923	5,084	5,522	5,780
Health Other	34,965	12,254	11,269	11,442	43,330	11,291	11,577	10,996	9,466
Health Total	48,042	16,434	15,670	15,938	64,639	16,214	16,661	16,518	15,246
Direct Response									
Life	58,210	18,541	20,084	19,585	74,220	18,064	18,534	19,304	18,318
Health									
Health Med Supp	4,478	1,193	1,541	1,744	8,862	1,552	2,002	2,370	2,938
Health Other	0	0	0	0	0	0	0	0	0
Health Total	4,478	1,193	1,541	1,744	8,862	1,552	2,002	2,370	2,938
Liberty National Captive									
Life	27,173	8,851	9,035	9,287	39,724	9,282	9,796	10,376	10,270
Health									
Health Med Supp	258	75	91	92	419	93	100	115	111
Health Other	7,149	2,367	2,383	2,399	9,365	2,319	2,357	2,455	2,234
Health Total	7,407	2,442	2,474	2,491	9,784	2,412	2,457	2,570	2,345
American Income									
Life	55,619	18,240	18,839	18,540	76,777	18,789	19,074	19,697	19,217
Health									
Health Med Supp	0	0	0	0	0	0	0	0	0
Health Other	9,706	3,471	3,215	3,020	12,781	3,320	3,454	3,164	2,843
Health Total	9,706	3,471	3,215	3,020	12,781	3,320	3,454	3,164	2,843
Military									
Life	17,292	5,086	5,741	6,465	27,426	6,874	7,042	6,938	6,572
UI Agency									
Life	3,641	1,177	1,281	1,183	5,203	1,273	1,314	1,366	1,250
Other Distribution									
Life	2,487	923	860	704	2,727	677	723	691	636
Total First Year Collected Premium									
Life	168,721	53,994	57,311	57,416	235,621	56,811	58,631	60,911	59,268
Health									
Health Med Supp	31,057	9,156	10,360	11,541	55,338	12,411	13,376	14,382	15,169
Health Other	77,905	26,284	25,258	26,363	109,644	27,186	28,679	28,252	25,527
Health Total	108,962	35,440	35,618	37,904	164,982	39,597	42,055	42,634	40,696
Total Life + Health	<u>277,683</u>	<u>89,434</u>	<u>92,929</u>	<u>95,320</u>	<u>400,603</u>	<u>96,408</u>	<u>100,686</u>	<u>103,545</u>	<u>99,964</u>