

## Torchmark Net Sales Detail

|   | YTD<br>2006    | Fourth Qtr<br>2006 | Third Qtr<br>2006 | Second Qtr<br>2006 | First Qtr<br>2006 | YTD<br>2005    | Fourth Qtr<br>2005 | Third Qtr<br>2005 | Second Qtr<br>2005 | First Qtr<br>2005 |
|---|----------------|--------------------|-------------------|--------------------|-------------------|----------------|--------------------|-------------------|--------------------|-------------------|
| <b>United American General Agency</b>       |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 1,336          | 0                  | 520               | 400                | 416               | 3,664          | 454                | 755               | 1,290              | 1,165             |
| Health                                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Limited - Benefit Plans                     | 29,194         | 0                  | 9,257             | 10,501             | 9,436             | 42,753         | 9,648              | 12,859            | 10,550             | 9,696             |
| Med Supp                                    | 11,999         | 0                  | 2,547             | 5,731              | 3,721             | 15,813         | 4,053              | 3,319             | 3,982              | 4,459             |
| Health Total                                | 41,193         | 0                  | 11,804            | 16,232             | 13,157            | 58,566         | 13,701             | 16,178            | 14,532             | 14,155            |
| <b>United American Branch Office Agency</b> |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 1,256          | 0                  | 540               | 384                | 332               | 1,531          | 259                | 318               | 435                | 519               |
| Health                                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Limited - Benefit Plans                     | 105,833        | 0                  | 38,405            | 37,280             | 30,148            | 78,137         | 26,494             | 21,658            | 16,293             | 13,692            |
| Med Supp                                    | 9,755          | 0                  | 2,504             | 3,275              | 3,976             | 17,953         | 4,417              | 3,694             | 4,890              | 4,952             |
| Health Total                                | 115,588        | 0                  | 40,909            | 40,555             | 34,124            | 96,090         | 30,911             | 25,352            | 21,183             | 18,644            |
| <b>Direct Response</b>                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 89,185         | 0                  | 28,280            | 30,948             | 29,957            | 112,240        | 25,887             | 25,964            | 31,497             | 28,892            |
| Health                                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Limited - Benefit Plans                     | 244            | 0                  | 137               | 45                 | 62                | 738            | 738                | 0                 | 0                  | 0                 |
| Med Supp                                    | 3,787          | 0                  | 793               | 1,236              | 1,758             | 5,232          | 819                | 817               | 1,399              | 2,197             |
| Health Total                                | 4,031          | 0                  | 930               | 1,281              | 1,820             | 5,970          | 1,557              | 817               | 1,399              | 2,197             |
| <b>Liberty National Captive</b>             |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 32,189         | 0                  | 9,722             | 11,256             | 11,211            | 47,088         | 11,912             | 11,244            | 12,533             | 11,399            |
| Health                                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Limited - Benefit Plans                     | 8,975          | 0                  | 3,009             | 2,979              | 2,987             | 13,218         | 3,614              | 3,259             | 3,260              | 3,085             |
| Med Supp                                    | 163            | 0                  | 35                | 64                 | 64                | 330            | 54                 | 100               | 69                 | 107               |
| Health Total                                | 9,138          | 0                  | 3,044             | 3,043              | 3,051             | 13,548         | 3,668              | 3,359             | 3,329              | 3,192             |
| <b>American Income</b>                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 65,377         | 0                  | 22,142            | 22,470             | 20,765            | 84,270         | 20,155             | 20,863            | 22,735             | 20,517            |
| Health                                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Limited - Benefit Plans                     | 8,933          | 0                  | 3,035             | 3,092              | 2,806             | 11,347         | 2,708              | 2,762             | 3,085              | 2,792             |
| Med Supp                                    | 0              | 0                  | 0                 | 0                  | 0                 | 0              | 0                  | 0                 | 0                  | 0                 |
| Health Total                                | 8,933          | 0                  | 3,035             | 3,092              | 2,806             | 11,347         | 2,708              | 2,762             | 3,085              | 2,792             |
| <b>Military</b>                             |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 9,437          | 0                  | 2,657             | 3,390              | 3,390             | 17,571         | 3,669              | 3,873             | 5,007              | 5,022             |
| <b>UI Agency</b>                            |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 2,845          | 0                  | 906               | 1,038              | 901               | 4,436          | 1,038              | 925               | 1,607              | 866               |
| <b>Health - Medicare Part D</b>             | 269,883        | 0                  | 7,888             | 78,169             | 183,826           | 0              | 0                  | 0                 | 0                  | 0                 |
| <b>Other Distribution</b>                   |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 2,674          | 0                  | 786               | 1,024              | 864               | 4,166          | 990                | 993               | 1,169              | 1,014             |
| <b>Total Net Sales</b>                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Life  | 204,299        | 0                  | 65,553            | 70,910             | 67,836            | 274,966        | 64,364             | 64,935            | 76,273             | 69,394            |
| Health                                      |                |                    |                   |                    |                   |                |                    |                   |                    |                   |
| Limited - Benefit Plans                     | 153,179        | 0                  | 53,843            | 53,897             | 45,439            | 146,193        | 43,202             | 40,538            | 33,188             | 29,265            |
| Med Supp                                    | 25,704         | 0                  | 5,879             | 10,306             | 9,519             | 39,328         | 9,343              | 7,930             | 10,340             | 11,715            |
| Medicare Part D                             | 269,883        | 0                  | 7,888             | 78,169             | 183,826           | 0              | 0                  | 0                 | 0                  | 0                 |
| Health Total                                | 448,766        | 0                  | 67,610            | 142,372            | 238,784           | 185,521        | 52,545             | 48,468            | 43,528             | 40,980            |
| <b>Total Life + Health</b>                  | <u>653,065</u> | <u>0</u>           | <u>133,163</u>    | <u>213,282</u>     | <u>306,620</u>    | <u>460,487</u> | <u>116,909</u>     | <u>113,403</u>    | <u>119,801</u>     | <u>110,374</u>    |

\* Net sales is defined as annualized premium issued, net of cancellations in the first 30 days after issue, except at Direct Response where net sales is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired.