

## Torchmark Health First Year Collected Premium Detail

|  | YTD<br>2011 | Fourth Qtr<br>2011 | Third Qtr<br>2011 | Second Qtr<br>2011 | First Qtr<br>2011 | YTD<br>2010 | Fourth Qtr<br>2010 | Third Qtr<br>2010 | Second Qtr<br>2010 | First Qtr<br>2010 |
|--|-------------|--------------------|-------------------|--------------------|-------------------|-------------|--------------------|-------------------|--------------------|-------------------|
| <b>United American General Agency</b>            |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Health   |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Limited - Benefit Plans                          | 1,531       | 206                | 251               | 405                | 669               | 5,638       | 942                | 1,293             | 1,532              | 1,871             |
| Med Supp   | 28,044      | 8,269              | 6,677             | 6,753              | 6,345             | 29,999      | 8,817              | 8,083             | 7,910              | 5,189             |
| Health Total                                     | 29,575      | 8,475              | 6,928             | 7,158              | 7,014             | 35,637      | 9,759              | 9,376             | 9,442              | 7,060             |
| <b>Direct Response</b>                           |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Health   |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Limited - Benefit Plans                          | 572         | 172                | 170               | 132                | 98                | 488         | 103                | 127               | 142                | 116               |
| Med Supp   | 4,209       | 923                | 895               | 901                | 1,490             | 9,162       | 2,511              | 2,550             | 2,600              | 1,501             |
| Health Total                                     | 4,781       | 1,095              | 1,065             | 1,033              | 1,588             | 9,650       | 2,614              | 2,677             | 2,742              | 1,617             |
| <b>Liberty National Captive</b>                  |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Health   |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Limited - Benefit Plans                          | 10,432      | 3,253              | 2,600             | 2,336              | 2,243             | 12,435      | 2,418              | 2,809             | 3,290              | 3,918             |
| Med Supp   | 2,144       | 459                | 450               | 551                | 684               | 3,324       | 568                | 865               | 897                | 994               |
| Health Total                                     | 12,576      | 3,712              | 3,050             | 2,887              | 2,927             | 15,759      | 2,986              | 3,674             | 4,187              | 4,912             |
| <b>American Income</b>                           |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Health   |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Limited - Benefit Plans                          | 11,652      | 2,742              | 3,083             | 2,960              | 2,867             | 13,965      | 3,208              | 4,013             | 3,444              | 3,300             |
| Med Supp   | 0           | 0                  | 0                 | 0                  | 0                 | 0           | 0                  | 0                 | 0                  | 0                 |
| Health Total                                     | 11,652      | 2,742              | 3,083             | 2,960              | 2,867             | 13,965      | 3,208              | 4,013             | 3,444              | 3,300             |
| <b>Total Health First Year Collected Premium</b> |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Health   |             |                    |                   |                    |                   |             |                    |                   |                    |                   |
| Limited - Benefit Plans                          | 24,187      | 6,373              | 6,104             | 5,833              | 5,877             | 32,526      | 6,671              | 8,242             | 8,408              | 9,205             |
| Med Supp   | 34,397      | 9,651              | 8,022             | 8,205              | 8,519             | 42,485      | 11,896             | 11,498            | 11,407             | 7,684             |
| Health Total                                     | 58,584      | 16,024             | 14,126            | 14,038             | 14,396            | 75,011      | 18,567             | 19,740            | 19,815             | 16,889            |