

## Torchmark Health First Year Collected Premium Detail

	<u>YTD 2012</u>	<u>Second Qtr 2012</u>	<u>First Qtr 2012</u>	<u>YTD 2011</u>	<u>Fourth Qtr 2011</u>	<u>Third Qtr 2011</u>	<u>Second Qtr 2011</u>	<u>First Qtr 2011</u>
<b>United American General Agency</b>								
Health								
Limited - Benefit Plans	420	211	209	1,531	206	251	405	669
Med Supp	<u>14,449</u>	<u>7,841</u>	<u>6,608</u>	<u>28,044</u>	<u>8,269</u>	<u>6,677</u>	<u>6,753</u>	<u>6,345</u>
Health Total	<u>14,869</u>	<u>8,052</u>	<u>6,817</u>	<u>29,575</u>	<u>8,475</u>	<u>6,928</u>	<u>7,158</u>	<u>7,014</u>
<b>Direct Response</b>								
Health								
Limited - Benefit Plans	330	162	168	572	172	170	132	98
Med Supp	<u>1,882</u>	<u>927</u>	<u>955</u>	<u>4,209</u>	<u>923</u>	<u>895</u>	<u>901</u>	<u>1,490</u>
Health Total	<u>2,212</u>	<u>1,089</u>	<u>1,123</u>	<u>4,781</u>	<u>1,095</u>	<u>1,065</u>	<u>1,033</u>	<u>1,588</u>
<b>Liberty National Captive</b>								
Health								
Limited - Benefit Plans	6,856	3,518	3,338	10,432	3,253	2,600	2,336	2,243
Med Supp	<u>632</u>	<u>300</u>	<u>332</u>	<u>2,144</u>	<u>459</u>	<u>450</u>	<u>551</u>	<u>684</u>
Health Total	<u>7,488</u>	<u>3,818</u>	<u>3,670</u>	<u>12,576</u>	<u>3,712</u>	<u>3,050</u>	<u>2,887</u>	<u>2,927</u>
<b>American Income</b>								
Health								
Limited - Benefit Plans	4,990	2,508	2,482	11,652	2,742	3,083	2,960	2,867
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>4,990</u>	<u>2,508</u>	<u>2,482</u>	<u>11,652</u>	<u>2,742</u>	<u>3,083</u>	<u>2,960</u>	<u>2,867</u>
<b>Total Health First Year Collected Premium</b>								
Health								
Limited - Benefit Plans	12,596	6,399	6,197	24,187	6,373	6,104	5,833	5,877
Med Supp	<u>16,963</u>	<u>9,068</u>	<u>7,895</u>	<u>34,397</u>	<u>9,651</u>	<u>8,022</u>	<u>8,205</u>	<u>8,519</u>
Health Total	<u>29,559</u>	<u>15,467</u>	<u>14,092</u>	<u>58,584</u>	<u>16,024</u>	<u>14,126</u>	<u>14,038</u>	<u>14,396</u>