

## Torchmark Health Net Sales 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	462	232	230	1,065	284	243	289	249
Med Supp	12,966	5,359	7,607	31,584	12,925	7,368	4,420	6,871
Health Total	<u>13,428</u>	<u>5,591</u>	<u>7,837</u>	<u>32,649</u>	<u>13,209</u>	<u>7,611</u>	<u>4,709</u>	<u>7,120</u>
<b>Direct Response</b>								
Health								
Limited - Benefit Plans	551	479	72	868	71	103	669	25
Med Supp	2,276	764	1,512	4,123	897	894	659	1,673
Health Total	<u>2,827</u>	<u>1,243</u>	<u>1,584</u>	<u>4,991</u>	<u>968</u>	<u>997</u>	<u>1,328</u>	<u>1,698</u>
<b>Liberty National Captive</b>								
Health								
Limited - Benefit Plans	6,758	3,511	3,247	15,033	4,310	4,517	3,791	2,415
Med Supp	373	163	210	1,814	464	417	377	556
Health Total	<u>7,131</u>	<u>3,674</u>	<u>3,457</u>	<u>16,847</u>	<u>4,774</u>	<u>4,934</u>	<u>4,168</u>	<u>2,971</u>
<b>American Income</b>								
Health								
Limited - Benefit Plans	4,432	2,247	2,185	9,572	2,202	2,286	2,585	2,499
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>4,432</u>	<u>2,247</u>	<u>2,185</u>	<u>9,572</u>	<u>2,202</u>	<u>2,286</u>	<u>2,585</u>	<u>2,499</u>
<b>Total Health Net Sales</b>								
Health								
Limited - Benefit Plans	12,203	6,469	5,734	26,538	6,867	7,149	7,334	5,188
Med Supp	15,615	6,286	9,329	37,521	14,286	8,679	5,456	9,100
Health Total	<u>27,818</u>	<u>12,755</u>	<u>15,063</u>	<u>64,059</u>	<u>21,153</u>	<u>15,828</u>	<u>12,790</u>	<u>14,288</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.