

## Torchmark Health First Year Collected Premium Detail

	<u>YTD 2012</u>	<u>Third Qtr 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	629	209	211	209	1,531	206	251	405	669
Med Supp	<u>22,970</u>	<u>8,521</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	23,599	8,730	8,052	6,817	29,575	8,475	6,928	7,158	7,014
<b>Direct Response</b>									
Health									
Limited - Benefit Plans	485	155	162	168	572	172	170	132	98
Med Supp	<u>2,794</u>	<u>912</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	3,279	1,067	1,089	1,123	4,781	1,095	1,065	1,033	1,588
<b>Liberty National Captive</b>									
Health									
Limited - Benefit Plans	9,961	3,105	3,518	3,338	10,432	3,253	2,600	2,336	2,243
Med Supp	<u>889</u>	<u>257</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	10,850	3,362	3,818	3,670	12,576	3,712	3,050	2,887	2,927
<b>American Income</b>									
Health									
Limited - Benefit Plans	7,813	2,823	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>	<u>0</u>
Health Total	7,813	2,823	2,508	2,482	11,652	2,742	3,083	2,960	2,867
<b>Total Health First Year Collected Premium</b>									
Health									
Limited - Benefit Plans	18,888	6,292	6,399	6,197	24,187	6,373	6,104	5,833	5,877
Med Supp	<u>26,653</u>	<u>9,690</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	45,541	15,982	15,467	14,092	58,584	16,024	14,126	14,038	14,396