

Torchmark Health First Year Collected Premium Detail

| | YTD 2012 | Fourth Qtr 2012 | Third Qtr 2012 | Second Qtr 2012 | First Qtr 2012 | YTD 2011 | Fourth Qtr 2011 | Third Qtr 2011 | Second Qtr 2011 | First Qtr 2011 |
|--|-------------|--------------------|-------------------|--------------------|-------------------|-------------|--------------------|-------------------|--------------------|-------------------|
| United American General Agency | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 838 | 209 | 209 | 211 | 209 | 1,531 | 206 | 251 | 405 | 669 |
| Med Supp | 33,176 | 10,206 | 8,521 | 7,841 | 6,608 | 28,044 | 8,269 | 6,677 | 6,753 | 6,345 |
| Health Total | 34,014 | 10,415 | 8,730 | 8,052 | 6,817 | 29,575 | 8,475 | 6,928 | 7,158 | 7,014 |
| Direct Response | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 623 | 138 | 155 | 162 | 168 | 572 | 172 | 170 | 132 | 98 |
| Med Supp | 3,714 | 920 | 912 | 927 | 955 | 4,209 | 923 | 895 | 901 | 1,490 |
| Health Total | 4,337 | 1,058 | 1,067 | 1,089 | 1,123 | 4,781 | 1,095 | 1,065 | 1,033 | 1,588 |
| Liberty National Captive | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 13,105 | 3,144 | 3,105 | 3,518 | 3,338 | 10,432 | 3,253 | 2,600 | 2,336 | 2,243 |
| Med Supp | 1,127 | 238 | 257 | 300 | 332 | 2,144 | 459 | 450 | 551 | 684 |
| Health Total | 14,232 | 3,382 | 3,362 | 3,818 | 3,670 | 12,576 | 3,712 | 3,050 | 2,887 | 2,927 |
| American Income | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 10,364 | 2,551 | 2,823 | 2,508 | 2,482 | 11,652 | 2,742 | 3,083 | 2,960 | 2,867 |
| Med Supp | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Health Total | 10,364 | 2,551 | 2,823 | 2,508 | 2,482 | 11,652 | 2,742 | 3,083 | 2,960 | 2,867 |
| Family Heritage | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 5,710 | 5,710 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Med Supp | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Health Total | 5,710 | 5,710 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Health First Year Collected Premium | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 30,640 | 11,752 | 6,292 | 6,399 | 6,197 | 24,187 | 6,373 | 6,104 | 5,833 | 5,877 |
| Med Supp | 38,017 | 11,364 | 9,690 | 9,068 | 7,895 | 34,397 | 9,651 | 8,022 | 8,205 | 8,519 |
| Health Total | 68,657 | 23,116 | 15,982 | 15,467 | 14,092 | 58,584 | 16,024 | 14,126 | 14,038 | 14,396 |