

## Torchmark Health Net Sales 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
<b>United American General Agency</b>										
Health										
Limited - Benefit Plans	989	236	291	232	230	1,065	284	243	289	249
Med Supp	41,218	20,615	7,637	5,359	7,607	31,584	12,925	7,368	4,420	6,871
Health Total	42,207	20,851	7,928	5,591	7,837	32,649	13,209	7,611	4,709	7,120
<b>Direct Response</b>										
Health										
Limited - Benefit Plans	727	49	127	479	72	868	71	103	669	25
Med Supp	3,876	653	947	764	1,512	4,123	897	894	659	1,673
Health Total	4,603	702	1,074	1,243	1,584	4,991	968	997	1,328	1,698
<b>Liberty National Captive</b>										
Health										
Limited - Benefit Plans	14,274	3,921	3,595	3,511	3,247	15,033	4,310	4,517	3,791	2,415
Med Supp	818	284	161	163	210	1,814	464	417	377	556
Health Total	15,092	4,205	3,756	3,674	3,457	16,847	4,774	4,934	4,168	2,971
<b>American Income</b>										
Health										
Limited - Benefit Plans	8,695	2,128	2,135	2,247	2,185	9,572	2,202	2,286	2,585	2,499
Med Supp	0	0	0	0	0	0	0	0	0	0
Health Total	8,695	2,128	2,135	2,247	2,185	9,572	2,202	2,286	2,585	2,499
<b>Family Heritage</b>										
Health										
Limited - Benefit Plans	7,441	7,441	0	0	0	0	0	0	0	0
Med Supp	0	0	0	0	0	0	0	0	0	0
Health Total	7,441	7,441	0	0	0	0	0	0	0	0
<b>Total Health Net Sales</b>										
Health										
Limited - Benefit Plans	32,126	13,775	6,148	6,469	5,734	26,538	6,867	7,149	7,334	5,188
Med Supp	45,912	21,552	8,745	6,286	9,329	37,521	14,286	8,679	5,456	9,100
Health Total	78,038	35,327	14,893	12,755	15,063	64,059	21,153	15,828	12,790	14,288

\* 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.