

Torchmark Health First Year Collected Premium Detail

	<u>YTD 2013</u>	<u>Fourth Qtr 2013</u>	<u>Third Qtr 2013</u>	<u>Second Qtr 2013</u>	<u>First Qtr 2013</u>	<u>YTD 2012</u>	<u>Fourth Qtr 2012</u>	<u>Third Qtr 2012</u>	<u>Second Qtr 2012</u>	<u>First Qtr 2012</u>
United American General Agency										
Health										
Limited - Benefit Plans	795	189	190	198	218	838	209	209	211	209
Med Supp	<u>38,399</u>	<u>10,683</u>	<u>9,874</u>	<u>9,885</u>	<u>7,957</u>	<u>33,176</u>	<u>10,206</u>	<u>8,521</u>	<u>7,841</u>	<u>6,608</u>
Health Total	<u>39,194</u>	<u>10,872</u>	<u>10,064</u>	<u>10,083</u>	<u>8,175</u>	<u>34,014</u>	<u>10,415</u>	<u>8,730</u>	<u>8,052</u>	<u>6,817</u>
Direct Response										
Health										
Limited - Benefit Plans	544	120	141	151	132	623	138	155	162	168
Med Supp	<u>3,310</u>	<u>834</u>	<u>793</u>	<u>797</u>	<u>886</u>	<u>3,714</u>	<u>920</u>	<u>912</u>	<u>927</u>	<u>955</u>
Health Total	<u>3,854</u>	<u>954</u>	<u>934</u>	<u>948</u>	<u>1,018</u>	<u>4,337</u>	<u>1,058</u>	<u>1,067</u>	<u>1,089</u>	<u>1,123</u>
Liberty National Captive										
Health										
Limited - Benefit Plans	12,010	2,867	2,929	3,017	3,197	13,105	3,144	3,105	3,518	3,338
Med Supp	<u>558</u>	<u>114</u>	<u>132</u>	<u>153</u>	<u>159</u>	<u>1,127</u>	<u>238</u>	<u>257</u>	<u>300</u>	<u>332</u>
Health Total	<u>12,568</u>	<u>2,981</u>	<u>3,061</u>	<u>3,170</u>	<u>3,356</u>	<u>14,232</u>	<u>3,382</u>	<u>3,362</u>	<u>3,818</u>	<u>3,670</u>
American Income										
Health										
Limited - Benefit Plans	8,957	2,029	2,557	2,157	2,214	10,364	2,551	2,823	2,508	2,482
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>	<u>0</u>
Health Total	<u>8,957</u>	<u>2,029</u>	<u>2,557</u>	<u>2,157</u>	<u>2,214</u>	<u>10,364</u>	<u>2,551</u>	<u>2,823</u>	<u>2,508</u>	<u>2,482</u>
Family Heritage										
Health										
Limited - Benefit Plans	36,340	8,931	9,025	9,227	9,157	5,710	5,710	0	0	0
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>	<u>0</u>
Health Total	<u>36,340</u>	<u>8,931</u>	<u>9,025</u>	<u>9,227</u>	<u>9,157</u>	<u>5,710</u>	<u>5,710</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Health First Year Collected Premium										
Health										
Limited - Benefit Plans	58,646	14,136	14,842	14,750	14,918	30,640	11,752	6,292	6,399	6,197
Med Supp	<u>42,267</u>	<u>11,631</u>	<u>10,799</u>	<u>10,835</u>	<u>9,002</u>	<u>38,017</u>	<u>11,364</u>	<u>9,690</u>	<u>9,068</u>	<u>7,895</u>
Health Total	<u>100,913</u>	<u>25,767</u>	<u>25,641</u>	<u>25,585</u>	<u>23,920</u>	<u>68,657</u>	<u>23,116</u>	<u>15,982</u>	<u>15,467</u>	<u>14,092</u>