

Torchmark Health Net Sales 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	916	211	245	227	233	989	236	291	232	230
Med Supp	<u>40,512</u>	<u>21,755</u>	<u>6,037</u>	<u>6,318</u>	<u>6,402</u>	<u>41,218</u>	<u>20,615</u>	<u>7,637</u>	<u>5,359</u>	<u>7,607</u>
Health Total	<u>41,428</u>	<u>21,966</u>	<u>6,282</u>	<u>6,545</u>	<u>6,635</u>	<u>42,207</u>	<u>20,851</u>	<u>7,928</u>	<u>5,591</u>	<u>7,837</u>
Direct Response										
Health										
Limited - Benefit Plans	591	11	51	453	76	727	49	127	479	72
Med Supp	<u>3,685</u>	<u>735</u>	<u>966</u>	<u>545</u>	<u>1,439</u>	<u>3,876</u>	<u>653</u>	<u>947</u>	<u>764</u>	<u>1,512</u>
Health Total	<u>4,276</u>	<u>746</u>	<u>1,017</u>	<u>998</u>	<u>1,515</u>	<u>4,603</u>	<u>702</u>	<u>1,074</u>	<u>1,243</u>	<u>1,584</u>
Liberty National Captive										
Health										
Limited - Benefit Plans	13,906	4,139	3,463	3,396	2,908	14,274	3,921	3,595	3,511	3,247
Med Supp	<u>394</u>	<u>131</u>	<u>52</u>	<u>99</u>	<u>112</u>	<u>818</u>	<u>284</u>	<u>161</u>	<u>163</u>	<u>210</u>
Health Total	<u>14,300</u>	<u>4,270</u>	<u>3,515</u>	<u>3,495</u>	<u>3,020</u>	<u>15,092</u>	<u>4,205</u>	<u>3,756</u>	<u>3,674</u>	<u>3,457</u>
American Income										
Health										
Limited - Benefit Plans	6,985	1,928	1,594	1,749	1,714	8,695	2,128	2,135	2,247	2,185
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>6,985</u>	<u>1,928</u>	<u>1,594</u>	<u>1,749</u>	<u>1,714</u>	<u>8,695</u>	<u>2,128</u>	<u>2,135</u>	<u>2,247</u>	<u>2,185</u>
Family Heritage										
Health										
Limited - Benefit Plans	43,520	11,044	10,537	11,216	10,723	7,441	7,441	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>43,520</u>	<u>11,044</u>	<u>10,537</u>	<u>11,216</u>	<u>10,723</u>	<u>7,441</u>	<u>7,441</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Health Net Sales										
Health										
Limited - Benefit Plans	65,918	17,333	15,890	17,041	15,654	32,126	13,775	6,148	6,469	5,734
Med Supp	<u>44,591</u>	<u>22,621</u>	<u>7,055</u>	<u>6,962</u>	<u>7,953</u>	<u>45,912</u>	<u>21,552</u>	<u>8,745</u>	<u>6,286</u>	<u>9,329</u>
Health Total	<u><u>110,509</u></u>	<u><u>39,954</u></u>	<u><u>22,945</u></u>	<u><u>24,003</u></u>	<u><u>23,607</u></u>	<u><u>78,038</u></u>	<u><u>35,327</u></u>	<u><u>14,893</u></u>	<u><u>12,755</u></u>	<u><u>15,063</u></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.