

## Torchmark Health First Year Collected Premium Detail

	<u>YTD 2014</u>	<u>Third Qtr 2014</u>	<u>Second Qtr 2014</u>	<u>First Qtr 2014</u>	<u>YTD 2013</u>	<u>Fourth Qtr 2013</u>	<u>Third Qtr 2013</u>	<u>Second Qtr 2013</u>	<u>First Qtr 2013</u>
<b>United American General Agency</b>									
Health									
Limited - Benefit Plans	537	184	182	171	795	189	190	198	218
Med Supp	<u>32,655</u>	<u>11,898</u>	<u>10,972</u>	<u>9,785</u>	<u>38,399</u>	<u>10,683</u>	<u>9,874</u>	<u>9,885</u>	<u>7,957</u>
Health Total	<u>33,192</u>	<u>12,082</u>	<u>11,154</u>	<u>9,956</u>	<u>39,194</u>	<u>10,872</u>	<u>10,064</u>	<u>10,083</u>	<u>8,175</u>
<b>Direct Response</b>									
Health									
Limited - Benefit Plans	142	6	43	93	544	120	141	151	132
Med Supp	<u>3,942</u>	<u>2,075</u>	<u>978</u>	<u>889</u>	<u>3,310</u>	<u>834</u>	<u>793</u>	<u>797</u>	<u>886</u>
Health Total	<u>4,084</u>	<u>2,081</u>	<u>1,021</u>	<u>982</u>	<u>3,854</u>	<u>954</u>	<u>934</u>	<u>948</u>	<u>1,018</u>
<b>Liberty National Captive</b>									
Health									
Limited - Benefit Plans	9,673	3,321	3,248	3,104	12,010	2,867	2,929	3,017	3,197
Med Supp	<u>229</u>	<u>74</u>	<u>74</u>	<u>81</u>	<u>558</u>	<u>114</u>	<u>132</u>	<u>153</u>	<u>159</u>
Health Total	<u>9,902</u>	<u>3,395</u>	<u>3,322</u>	<u>3,185</u>	<u>12,568</u>	<u>2,981</u>	<u>3,061</u>	<u>3,170</u>	<u>3,356</u>
<b>American Income</b>									
Health									
Limited - Benefit Plans	6,895	2,752	2,216	1,927	8,957	2,029	2,557	2,157	2,214
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	<u>6,895</u>	<u>2,752</u>	<u>2,216</u>	<u>1,927</u>	<u>8,957</u>	<u>2,029</u>	<u>2,557</u>	<u>2,157</u>	<u>2,214</u>
<b>Family Heritage</b>									
Health									
Limited - Benefit Plans	26,987	9,264	9,094	8,629	36,340	8,931	9,025	9,227	9,157
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	<u>26,987</u>	<u>9,264</u>	<u>9,094</u>	<u>8,629</u>	<u>36,340</u>	<u>8,931</u>	<u>9,025</u>	<u>9,227</u>	<u>9,157</u>
<b>Total Health First Year Collected Premium</b>									
Health									
Limited - Benefit Plans	44,234	15,527	14,783	13,924	58,646	14,136	14,842	14,750	14,918
Med Supp	<u>36,826</u>	<u>14,047</u>	<u>12,024</u>	<u>10,755</u>	<u>42,267</u>	<u>11,631</u>	<u>10,799</u>	<u>10,835</u>	<u>9,002</u>
Health Total	<u>81,060</u>	<u>29,574</u>	<u>26,807</u>	<u>24,679</u>	<u>100,913</u>	<u>25,767</u>	<u>25,641</u>	<u>25,585</u>	<u>23,920</u>