

Torchmark Health Net Sales Detail

	<u>First Qtr 2015</u>	<u>YTD 2014</u>	<u>Fourth Qtr 2014</u>	<u>Third Qtr 2014</u>	<u>Second Qtr 2014</u>	<u>First Qtr 2014</u>
United American General Agency						
Health						
Limited - Benefit Plans	204	873	226	189	252	206
Med Supp	<u>12,066</u>	<u>82,971</u>	<u>50,685</u>	<u>9,674</u>	<u>8,507</u>	<u>14,105</u>
Health Total	<u>12,270</u>	<u>83,844</u>	<u>50,911</u>	<u>9,863</u>	<u>8,759</u>	<u>14,311</u>
Direct Response						
Health						
Limited - Benefit Plans	0	6	2	0	4	0
Med Supp	<u>1,809</u>	<u>23,099</u>	<u>1,174</u>	<u>19,018</u>	<u>889</u>	<u>2,018</u>
Health Total	<u>1,809</u>	<u>23,105</u>	<u>1,176</u>	<u>19,018</u>	<u>893</u>	<u>2,018</u>
Liberty National Captive						
Health						
Limited - Benefit Plans	4,036	17,084	4,948	4,220	4,217	3,699
Med Supp	<u>40</u>	<u>299</u>	<u>112</u>	<u>54</u>	<u>47</u>	<u>86</u>
Health Total	<u>4,076</u>	<u>17,383</u>	<u>5,060</u>	<u>4,274</u>	<u>4,264</u>	<u>3,785</u>
American Income						
Health						
Limited - Benefit Plans	2,567	9,162	2,717	2,448	2,233	1,764
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>2,567</u>	<u>9,162</u>	<u>2,717</u>	<u>2,448</u>	<u>2,233</u>	<u>1,764</u>
Family Heritage						
Health						
Limited - Benefit Plans	11,675	47,102	11,968	12,390	12,879	9,865
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>11,675</u>	<u>47,102</u>	<u>11,968</u>	<u>12,390</u>	<u>12,879</u>	<u>9,865</u>
Total Health Net Sales						
Health						
Limited - Benefit Plans	18,482	74,227	19,861	19,247	19,585	15,534
Med Supp	<u>13,915</u>	<u>106,369</u>	<u>51,971</u>	<u>28,746</u>	<u>9,443</u>	<u>16,209</u>
Health Total	<u><u>32,397</u></u>	<u><u>180,596</u></u>	<u><u>71,832</u></u>	<u><u>47,993</u></u>	<u><u>29,028</u></u>	<u><u>31,743</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.