

## Torchmark Health Net Sales Detail

	YTD 2015	Second Qtr 2015	First Qtr 2015	YTD 2014	Fourth Qtr 2014	Third Qtr 2014	Second Qtr 2014	First Qtr 2014
<b>United American General Agency</b>								
Health								
Limited - Benefit Plans	395	191	204	873	226	189	252	206
Med Supp	21,648	9,582	12,066	82,971	50,685	9,674	8,507	14,105
Health Total	22,043	9,773	12,270	83,844	50,911	9,863	8,759	14,311
<b>Direct Response</b>								
Health								
Limited - Benefit Plans	0	0	0	6	2	0	4	0
Med Supp	2,633	824	1,809	23,099	1,174	19,018	889	2,018
Health Total	2,633	824	1,809	23,105	1,176	19,018	893	2,018
<b>Liberty National Captive</b>								
Health								
Limited - Benefit Plans	8,474	4,438	4,036	17,084	4,948	4,220	4,217	3,699
Med Supp	40	0	40	299	112	54	47	86
Health Total	8,514	4,438	4,076	17,383	5,060	4,274	4,264	3,785
<b>American Income</b>								
Health								
Limited - Benefit Plans	5,490	2,923	2,567	9,162	2,717	2,448	2,233	1,764
Med Supp	0	0	0	0	0	0	0	0
Health Total	5,490	2,923	2,567	9,162	2,717	2,448	2,233	1,764
<b>Family Heritage</b>								
Health								
Limited - Benefit Plans	25,077	13,402	11,675	47,102	11,968	12,390	12,879	9,865
Med Supp	0	0	0	0	0	0	0	0
Health Total	25,077	13,402	11,675	47,102	11,968	12,390	12,879	9,865
<b>Total Health Net Sales</b>								
Health								
Limited - Benefit Plans	39,436	20,954	18,482	74,227	19,861	19,247	19,585	15,534
Med Supp	24,321	10,406	13,915	106,369	51,971	28,746	9,443	16,209
Health Total	63,757	31,360	32,397	180,596	71,832	47,993	29,028	31,743

\* 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.