

Torchmark Health First Year Collected Premium Detail

	<u>YTD 2015</u>	<u>Third Qtr 2015</u>	<u>Second Qtr 2015</u>	<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	504	165	168	171	710	173	184	182	171
Med Supp	<u>53,728</u>	<u>18,425</u>	<u>20,307</u>	<u>14,996</u>	<u>49,519</u>	<u>16,864</u>	<u>11,898</u>	<u>10,972</u>	<u>9,785</u>
Health Total	<u>54,232</u>	<u>18,590</u>	<u>20,475</u>	<u>15,167</u>	<u>50,229</u>	<u>17,037</u>	<u>12,082</u>	<u>11,154</u>	<u>9,956</u>
Direct Response									
Health									
Limited - Benefit Plans	(2)	(3)	1	0	143	1	6	43	93
Med Supp	<u>12,704</u>	<u>2,381</u>	<u>5,155</u>	<u>5,168</u>	<u>9,196</u>	<u>5,254</u>	<u>2,075</u>	<u>978</u>	<u>889</u>
Health Total	<u>12,702</u>	<u>2,378</u>	<u>5,156</u>	<u>5,168</u>	<u>9,339</u>	<u>5,255</u>	<u>2,081</u>	<u>1,021</u>	<u>982</u>
Liberty National Captive									
Health									
Limited - Benefit Plans	10,831	3,487	3,901	3,443	13,132	3,459	3,321	3,248	3,104
Med Supp	<u>143</u>	<u>33</u>	<u>51</u>	<u>59</u>	<u>306</u>	<u>77</u>	<u>74</u>	<u>74</u>	<u>81</u>
Health Total	<u>10,974</u>	<u>3,520</u>	<u>3,952</u>	<u>3,502</u>	<u>13,438</u>	<u>3,536</u>	<u>3,395</u>	<u>3,322</u>	<u>3,185</u>
American Income									
Health									
Limited - Benefit Plans	8,869	3,432	2,821	2,616	9,500	2,605	2,752	2,216	1,927
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>8,869</u>	<u>3,432</u>	<u>2,821</u>	<u>2,616</u>	<u>9,500</u>	<u>2,605</u>	<u>2,752</u>	<u>2,216</u>	<u>1,927</u>
Family Heritage									
Health									
Limited - Benefit Plans	29,314	10,028	9,779	9,507	36,392	9,405	9,264	9,094	8,629
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>29,314</u>	<u>10,028</u>	<u>9,779</u>	<u>9,507</u>	<u>36,392</u>	<u>9,405</u>	<u>9,264</u>	<u>9,094</u>	<u>8,629</u>
Total Health First Year Collected Premium									
Health									
Limited - Benefit Plans	49,516	17,109	16,670	15,737	59,877	15,643	15,527	14,783	13,924
Med Supp	<u>66,575</u>	<u>20,839</u>	<u>25,513</u>	<u>20,223</u>	<u>59,021</u>	<u>22,195</u>	<u>14,047</u>	<u>12,024</u>	<u>10,755</u>
Health Total	<u><u>116,091</u></u>	<u><u>37,948</u></u>	<u><u>42,183</u></u>	<u><u>35,960</u></u>	<u><u>118,898</u></u>	<u><u>37,838</u></u>	<u><u>29,574</u></u>	<u><u>26,807</u></u>	<u><u>24,679</u></u>