

Torchmark Health Net Sales 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	550	155	191	204	873	226	189	252	206
Med Supp	32,978	11,330	9,582	12,066	82,971	50,685	9,674	8,507	14,105
Health Total	<u>33,528</u>	<u>11,485</u>	<u>9,773</u>	<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	0	0	0	6	2	0	4	0
Med Supp	3,601	968	824	1,809	23,099	1,174	19,018	889	2,018
Health Total	<u>3,601</u>	<u>968</u>	<u>824</u>	<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	13,158	4,684	4,438	4,036	17,084	4,948	4,220	4,217	3,699
Med Supp	40	0	0	40	299	112	54	47	86
Health Total	<u>13,198</u>	<u>4,684</u>	<u>4,438</u>	<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	8,492	3,002	2,923	2,567	9,162	2,717	2,448	2,233	1,764
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	<u>8,492</u>	<u>3,002</u>	<u>2,923</u>	<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	38,005	12,928	13,402	11,675	47,102	11,968	12,390	12,879	9,865
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	<u>38,005</u>	<u>12,928</u>	<u>13,402</u>	<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	60,205	20,769	20,954	18,482	74,227	19,861	19,247	19,585	15,534
Med Supp	36,619	12,298	10,406	13,915	106,369	51,971	28,746	9,443	16,209
Health Total	<u>96,824</u>	<u>33,067</u>	<u>31,360</u>	<u>32,397</u>	<u>180,596</u>	<u>71,832</u>	<u>47,993</u>	<u>29,028</u>	<u>31,743</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.