

Torchmark Health First Year Collected Premium Detail

| | YTD 2015 | Fourth Qtr 2015 | Third Qtr 2015 | Second Qtr 2015 | First Qtr 2015 | YTD 2014 | Fourth Qtr 2014 | Third Qtr 2014 | Second Qtr 2014 | First Qtr 2014 |
|--|-------------|--------------------|-------------------|--------------------|-------------------|-------------|--------------------|-------------------|--------------------|-------------------|
| United American General Agency | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 660 | 156 | 165 | 168 | 171 | 710 | 173 | 184 | 182 | 171 |
| Med Supp | 76,575 | 22,847 | 18,425 | 20,307 | 14,996 | 49,519 | 16,864 | 11,898 | 10,972 | 9,785 |
| Health Total | 77,235 | 23,003 | 18,590 | 20,475 | 15,167 | 50,229 | 17,037 | 12,082 | 11,154 | 9,956 |
| Direct Response | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | (2) | 0 | (3) | 1 | 0 | 143 | 1 | 6 | 43 | 93 |
| Med Supp | 13,843 | 1,139 | 2,381 | 5,155 | 5,168 | 9,196 | 5,254 | 2,075 | 978 | 889 |
| Health Total | 13,841 | 1,139 | 2,378 | 5,156 | 5,168 | 9,339 | 5,255 | 2,081 | 1,021 | 982 |
| Liberty National Captive | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 14,690 | 3,859 | 3,487 | 3,901 | 3,443 | 13,132 | 3,459 | 3,321 | 3,248 | 3,104 |
| Med Supp | 168 | 25 | 33 | 51 | 59 | 306 | 77 | 74 | 74 | 81 |
| Health Total | 14,858 | 3,884 | 3,520 | 3,952 | 3,502 | 13,438 | 3,536 | 3,395 | 3,322 | 3,185 |
| American Income | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 12,041 | 3,172 | 3,432 | 2,821 | 2,616 | 9,500 | 2,605 | 2,752 | 2,216 | 1,927 |
| Med Supp | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Health Total | 12,041 | 3,172 | 3,432 | 2,821 | 2,616 | 9,500 | 2,605 | 2,752 | 2,216 | 1,927 |
| Family Heritage | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 39,196 | 9,882 | 10,028 | 9,779 | 9,507 | 36,392 | 9,405 | 9,264 | 9,094 | 8,629 |
| Med Supp | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Health Total | 39,196 | 9,882 | 10,028 | 9,779 | 9,507 | 36,392 | 9,405 | 9,264 | 9,094 | 8,629 |
| Total Health First Year Collected Premium | | | | | | | | | | |
| Health | | | | | | | | | | |
| Limited - Benefit Plans | 66,585 | 17,069 | 17,109 | 16,670 | 15,737 | 59,877 | 15,643 | 15,527 | 14,783 | 13,924 |
| Med Supp | 90,586 | 24,011 | 20,839 | 25,513 | 20,223 | 59,021 | 22,195 | 14,047 | 12,024 | 10,755 |
| Health Total | 157,171 | 41,080 | 37,948 | 42,183 | 35,960 | 118,898 | 37,838 | 29,574 | 26,807 | 24,679 |