

Torchmark Health Net Sales Detail

	<u>YTD 2015</u>	<u>Fourth Qtr 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	734	184	155	191	204	873	226	189	252	206
Med Supp	<u>70,891</u>	<u>37,913</u>	<u>11,330</u>	<u>9,582</u>	<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>71,625</u>	<u>38,097</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	0	6	2	0	4	0
Med Supp	<u>5,003</u>	<u>1,402</u>	<u>968</u>	<u>824</u>	<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>5,003</u>	<u>1,402</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	18,021	4,863	4,684	4,438	4,036	17,084	4,948	4,220	4,217	3,699
Med Supp	<u>41</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>40</u>	<u>299</u>	<u>112</u>	<u>54</u>	<u>47</u>	<u>86</u>
Health Total	<u>18,062</u>	<u>4,864</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	11,501	3,009	3,002	2,923	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>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>11,501</u>	<u>3,009</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	50,266	12,261	12,928	13,402	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>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>50,266</u>	<u>12,261</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	80,522	20,317	20,769	20,954	18,482	74,227	19,861	19,247	19,585	15,534
Med Supp	<u>75,935</u>	<u>39,316</u>	<u>12,298</u>	<u>10,406</u>	<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>156,457</u></u>	<u><u>59,633</u></u>	<u><u>33,067</u></u>	<u><u>31,360</u></u>	<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.