

Torchmark Health Net Sales Detail

| | <u>First Qtr 2016</u> | <u>YTD 2015</u> | <u>Fourth Qtr 2015</u> | <u>Third Qtr 2015</u> | <u>Second Qtr 2015</u> | <u>First Qtr 2015</u> |
|---------------------------------------|---------------------------|-----------------------|----------------------------|---------------------------|----------------------------|---------------------------|
| United American General Agency | | | | | | |
| Health | | | | | | |
| Limited - Benefit Plans | 174 | 734 | 184 | 155 | 191 | 204 |
| Med Supp | <u>11,885</u> | <u>70,891</u> | <u>37,913</u> | <u>11,330</u> | <u>9,582</u> | <u>12,066</u> |
| Health Total | <u>12,059</u> | <u>71,625</u> | <u>38,097</u> | <u>11,485</u> | <u>9,773</u> | <u>12,270</u> |
| Direct Response | | | | | | |
| Health | | | | | | |
| Limited - Benefit Plans | 0 | 0 | 0 | 0 | 0 | 0 |
| Med Supp | <u>1,572</u> | <u>5,003</u> | <u>1,402</u> | <u>968</u> | <u>824</u> | <u>1,809</u> |
| Health Total | <u>1,572</u> | <u>5,003</u> | <u>1,402</u> | <u>968</u> | <u>824</u> | <u>1,809</u> |
| Liberty National Captive | | | | | | |
| Health | | | | | | |
| Limited - Benefit Plans | 4,846 | 18,021 | 4,863 | 4,684 | 4,438 | 4,036 |
| Med Supp | <u>1</u> | <u>41</u> | <u>1</u> | <u>0</u> | <u>0</u> | <u>40</u> |
| Health Total | <u>4,847</u> | <u>18,062</u> | <u>4,864</u> | <u>4,684</u> | <u>4,438</u> | <u>4,076</u> |
| American Income | | | | | | |
| Health | | | | | | |
| Limited - Benefit Plans | 2,821 | 11,501 | 3,009 | 3,002 | 2,923 | 2,567 |
| Med Supp | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| Health Total | <u>2,821</u> | <u>11,501</u> | <u>3,009</u> | <u>3,002</u> | <u>2,923</u> | <u>2,567</u> |
| Family Heritage | | | | | | |
| Health | | | | | | |
| Limited - Benefit Plans | 10,629 | 50,266 | 12,261 | 12,928 | 13,402 | 11,675 |
| Med Supp | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| Health Total | <u>10,629</u> | <u>50,266</u> | <u>12,261</u> | <u>12,928</u> | <u>13,402</u> | <u>11,675</u> |
| Total Health Net Sales | | | | | | |
| Health | | | | | | |
| Limited - Benefit Plans | 18,470 | 80,522 | 20,317 | 20,769 | 20,954 | 18,482 |
| Med Supp | <u>13,458</u> | <u>75,935</u> | <u>39,316</u> | <u>12,298</u> | <u>10,406</u> | <u>13,915</u> |
| Health Total | <u><u>31,928</u></u> | <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> |

* 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.