

## Torchmark Health First Year Collected Premium Detail

	<u>YTD 2016</u>	<u>Second Qtr 2016</u>	<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>
<b>United American General Agency</b>								
Health								
Limited - Benefit Plans	309	146	163	660	156	165	168	171
Med Supp	<u>32,006</u>	<u>16,449</u>	<u>15,557</u>	<u>76,575</u>	<u>22,847</u>	<u>18,425</u>	<u>20,307</u>	<u>14,996</u>
Health Total	<u>32,315</u>	<u>16,595</u>	<u>15,720</u>	<u>77,235</u>	<u>23,003</u>	<u>18,590</u>	<u>20,475</u>	<u>15,167</u>
<b>Direct Response</b>								
Health								
Limited - Benefit Plans	0	0	0	(2)	0	(3)	1	0
Med Supp	<u>2,099</u>	<u>1,025</u>	<u>1,074</u>	<u>13,843</u>	<u>1,139</u>	<u>2,381</u>	<u>5,155</u>	<u>5,168</u>
Health Total	<u>2,099</u>	<u>1,025</u>	<u>1,074</u>	<u>13,841</u>	<u>1,139</u>	<u>2,378</u>	<u>5,156</u>	<u>5,168</u>
<b>Liberty National Captive</b>								
Health								
Limited - Benefit Plans	7,850	4,019	3,831	14,690	3,859	3,487	3,901	3,443
Med Supp	<u>1</u>	<u>0</u>	<u>1</u>	<u>168</u>	<u>25</u>	<u>33</u>	<u>51</u>	<u>59</u>
Health Total	<u>7,851</u>	<u>4,019</u>	<u>3,832</u>	<u>14,858</u>	<u>3,884</u>	<u>3,520</u>	<u>3,952</u>	<u>3,502</u>
<b>American Income</b>								
Health								
Limited - Benefit Plans	6,416	3,316	3,100	12,041	3,172	3,432	2,821	2,616
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>
Health Total	<u>6,416</u>	<u>3,316</u>	<u>3,100</u>	<u>12,041</u>	<u>3,172</u>	<u>3,432</u>	<u>2,821</u>	<u>2,616</u>
<b>Family Heritage</b>								
Health								
Limited - Benefit Plans	20,091	10,218	9,873	39,196	9,882	10,028	9,779	9,507
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>
Health Total	<u>20,091</u>	<u>10,218</u>	<u>9,873</u>	<u>39,196</u>	<u>9,882</u>	<u>10,028</u>	<u>9,779</u>	<u>9,507</u>
<b>Total Health First Year Collected Premium</b>								
Health								
Limited - Benefit Plans	34,666	17,699	16,967	66,585	17,069	17,109	16,670	15,737
Med Supp	<u>34,106</u>	<u>17,474</u>	<u>16,632</u>	<u>90,586</u>	<u>24,011</u>	<u>20,839</u>	<u>25,513</u>	<u>20,223</u>
Health Total	<u><u>68,772</u></u>	<u><u>35,173</u></u>	<u><u>33,599</u></u>	<u><u>157,171</u></u>	<u><u>41,080</u></u>	<u><u>37,948</u></u>	<u><u>42,183</u></u>	<u><u>35,960</u></u>