

Torchmark Health Net Sales 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>
United American General Agency								
Health								
Limited - Benefit Plans	334	160	174	734	184	155	191	204
Med Supp	22,059	10,174	11,885	70,891	37,913	11,330	9,582	12,066
Health Total	<u>22,393</u>	<u>10,334</u>	<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	0	0
Med Supp	2,456	884	1,572	5,003	1,402	968	824	1,809
Health Total	<u>2,456</u>	<u>884</u>	<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	9,841	4,995	4,846	18,021	4,863	4,684	4,438	4,036
Med Supp	4	3	1	41	1	0	0	40
Health Total	<u>9,845</u>	<u>4,998</u>	<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	6,187	3,366	2,821	11,501	3,009	3,002	2,923	2,567
Med Supp	0	0	0	0	0	0	0	0
Health Total	<u>6,187</u>	<u>3,366</u>	<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	24,176	13,547	10,629	50,266	12,261	12,928	13,402	11,675
Med Supp	0	0	0	0	0	0	0	0
Health Total	<u>24,176</u>	<u>13,547</u>	<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	40,538	22,068	18,470	80,522	20,317	20,769	20,954	18,482
Med Supp	24,519	11,061	13,458	75,935	39,316	12,298	10,406	13,915
Health Total	<u>65,057</u>	<u>33,129</u>	<u>31,928</u>	<u>156,457</u>	<u>59,633</u>	<u>33,067</u>	<u>31,360</u>	<u>32,397</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.