

Torchmark Health Net Sales Detail

	<u>YTD 2016</u>	<u>Third Qtr 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	428	94	160	174	734	184	155	191	204
Med Supp	31,799	9,740	10,174	11,885	70,891	37,913	11,330	9,582	12,066
Health Total	<u>32,227</u>	<u>9,834</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	0
Med Supp	3,607	1,151	884	1,572	5,003	1,402	968	824	1,809
Health Total	<u>3,607</u>	<u>1,151</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	14,665	4,824	4,995	4,846	18,021	4,863	4,684	4,438	4,036
Med Supp	8	4	3	1	41	1	0	0	40
Health Total	<u>14,673</u>	<u>4,828</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	9,463	3,276	3,366	2,821	11,501	3,009	3,002	2,923	2,567
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	<u>9,463</u>	<u>3,276</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	38,144	13,968	13,547	10,629	50,266	12,261	12,928	13,402	11,675
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	<u>38,144</u>	<u>13,968</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	62,700	22,162	22,068	18,470	80,522	20,317	20,769	20,954	18,482
Med Supp	35,414	10,895	11,061	13,458	75,935	39,316	12,298	10,406	13,915
Health Total	<u>98,114</u>	<u>33,057</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.