

## Torchmark Health Net Sales Detail

	YTD 2016	Fourth Qtr 2016	Third Qtr 2016	Second Qtr 2016	First Qtr 2016	YTD 2015	Fourth Qtr 2015	Third Qtr 2015	Second Qtr 2015	First Qtr 2015
<b>United American General Agency</b>										
Health										
Limited - Benefit Plans	558	130	94	160	174	734	184	155	191	204
Med Supp	55,451	23,652	9,740	10,174	11,885	70,891	37,913	11,330	9,582	12,066
Health Total	56,009	23,782	9,834	10,334	12,059	71,625	38,097	11,485	9,773	12,270
<b>Direct Response</b>										
Health										
Limited - Benefit Plans	0	0	0	0	0	0	0	0	0	0
Med Supp	5,560	1,953	1,151	884	1,572	5,003	1,402	968	824	1,809
Health Total	5,560	1,953	1,151	884	1,572	5,003	1,402	968	824	1,809
<b>Liberty National Captive</b>										
Health										
Limited - Benefit Plans	19,513	4,848	4,824	4,995	4,846	18,021	4,863	4,684	4,438	4,036
Med Supp	9	1	4	3	1	41	1	0	0	40
Health Total	19,522	4,849	4,828	4,998	4,847	18,062	4,864	4,684	4,438	4,076
<b>American Income</b>										
Health										
Limited - Benefit Plans	12,666	3,203	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	0
Health Total	12,666	3,203	3,276	3,366	2,821	11,501	3,009	3,002	2,923	2,567
<b>Family Heritage</b>										
Health										
Limited - Benefit Plans	51,349	13,205	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	0
Health Total	51,349	13,205	13,968	13,547	10,629	50,266	12,261	12,928	13,402	11,675
<b>Total Health Net Sales</b>										
Health										
Limited - Benefit Plans	84,086	21,386	22,162	22,068	18,470	80,522	20,317	20,769	20,954	18,482
Med Supp	61,020	25,606	10,895	11,061	13,458	75,935	39,316	12,298	10,406	13,915
Health Total	145,106	46,992	33,057	33,129	31,928	156,457	59,633	33,067	31,360	32,397

\* 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.