

Torchmark Corporation
Health First-Year Collected Premium Detail
(Unaudited)
(Dollar amounts in thousands)

	<u>First Qtr 2017</u>	<u>YTD 2016</u>	<u>Fourth Qtr 2016</u>	<u>Third Qtr 2016</u>	<u>Second Qtr 2016</u>	<u>First Qtr 2016</u>
United American General Agency						
Health						
Limited - Benefit Plans	\$119	\$547	\$114	\$124	\$146	\$163
Med Supp	<u>12,309</u>	<u>64,848</u>	<u>17,195</u>	<u>15,647</u>	<u>16,449</u>	<u>15,557</u>
Health Total	12,428	65,395	17,309	15,771	16,595	15,720
Direct Response						
Health						
Limited - Benefit Plans	0	0	0	0	0	0
Med Supp	<u>1,327</u>	<u>4,457</u>	<u>1,296</u>	<u>1,062</u>	<u>1,025</u>	<u>1,074</u>
Health Total	1,327	4,457	1,296	1,062	1,025	1,074
Liberty National Captive						
Health						
Limited - Benefit Plans	4,314	16,103	4,157	4,096	4,019	3,831
Med Supp	<u>1</u>	<u>6</u>	<u>4</u>	<u>1</u>	<u>0</u>	<u>1</u>
Health Total	4,315	16,109	4,161	4,097	4,019	3,832
American Income						
Health						
Limited - Benefit Plans	3,310	13,710	3,522	3,772	3,316	3,100
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	3,310	13,710	3,522	3,772	3,316	3,100
Family Heritage						
Health						
Limited - Benefit Plans	10,867	40,822	10,511	10,220	10,218	9,873
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	10,867	40,822	10,511	10,220	10,218	9,873
Total Health First Year Collected Premium						
Health						
Limited - Benefit Plans	18,610	71,182	18,304	18,212	17,699	16,967
Med Supp	<u>13,637</u>	<u>69,311</u>	<u>18,495</u>	<u>16,710</u>	<u>17,474</u>	<u>16,632</u>
Health Total	<u>\$32,247</u>	<u>\$140,493</u>	<u>\$36,799</u>	<u>\$34,922</u>	<u>\$35,173</u>	<u>\$33,599</u>

First-year collected premium is the premium collected during the reporting period for all policies in their first policy year. First-year collected premium takes lapses into account in the first policy year when lapses are more likely to occur, and thus is a useful indicator of how much new premium is expected to be added to premium income in the future.