

Torchmark Corporation

Health Net Sales Detail

(Unaudited)

(Dollar amounts in thousands)

	<u>YTD 2017</u>	<u>Second Qtr 2017</u>	<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	\$276	\$136	\$140	\$558	\$130	\$94	\$160	\$174
Med Supp	<u>24,142</u>	<u>12,858</u>	<u>11,284</u>	<u>55,451</u>	<u>23,652</u>	<u>9,740</u>	<u>10,174</u>	<u>11,885</u>
Health Total	<u>24,418</u>	<u>12,994</u>	<u>11,424</u>	<u>56,009</u>	<u>23,782</u>	<u>9,834</u>	<u>10,334</u>	<u>12,059</u>
Direct Response								
Health								
Limited - Benefit Plans	0	0	0	0	0	0	0	0
Med Supp	<u>2,585</u>	<u>1,049</u>	<u>1,536</u>	<u>5,560</u>	<u>1,953</u>	<u>1,151</u>	<u>884</u>	<u>1,572</u>
Health Total	<u>2,585</u>	<u>1,049</u>	<u>1,536</u>	<u>5,560</u>	<u>1,953</u>	<u>1,151</u>	<u>884</u>	<u>1,572</u>
Liberty National Captive								
Health								
Limited - Benefit Plans	9,302	4,834	4,468	19,513	4,848	4,824	4,995	4,846
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>9</u>	<u>1</u>	<u>4</u>	<u>3</u>	<u>1</u>
Health Total	<u>9,302</u>	<u>4,834</u>	<u>4,468</u>	<u>19,522</u>	<u>4,849</u>	<u>4,828</u>	<u>4,998</u>	<u>4,847</u>
American Income								
Health								
Limited - Benefit Plans	6,572	3,449	3,123	12,666	3,203	3,276	3,366	2,821
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>6,572</u>	<u>3,449</u>	<u>3,123</u>	<u>12,666</u>	<u>3,203</u>	<u>3,276</u>	<u>3,366</u>	<u>2,821</u>
Family Heritage								
Health								
Limited - Benefit Plans	27,528	14,115	13,413	51,349	13,205	13,968	13,547	10,629
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>27,528</u>	<u>14,115</u>	<u>13,413</u>	<u>51,349</u>	<u>13,205</u>	<u>13,968</u>	<u>13,547</u>	<u>10,629</u>
Total Health Net Sales								
Health								
Limited - Benefit Plans	43,678	22,534	21,144	84,086	21,386	22,162	22,068	18,470
Med Supp	<u>26,727</u>	<u>13,907</u>	<u>12,820</u>	<u>61,020</u>	<u>25,606</u>	<u>10,895</u>	<u>11,061</u>	<u>13,458</u>
Health Total	<u>\$70,405</u>	<u>\$36,441</u>	<u>\$33,964</u>	<u>\$145,106</u>	<u>\$46,992</u>	<u>\$33,057</u>	<u>\$33,129</u>	<u>\$31,928</u>

Net sales is defined as annualized premium issued, net of cancellations in the first thirty days after issue, except for Direct Response, where net sales is annualized premium issued at the time the first full premium is paid after the introductory offer period has expired. Net sales is a useful indicator of the rate of acceleration of premium growth.