

Torchmark Corporation

Health Net Sales Detail
(Unaudited)
(Dollar amounts in thousands)

	YTD 2017	Third Qtr 2017	Second Qtr 2017	First Qtr 2017	YTD 2016	Fourth Qtr 2016	Third Qtr 2016	Second Qtr 2016	First Qtr 2016
United American General Agency									
Health									
Limited - Benefit Plans	\$388	\$112	\$136	\$140	\$558	\$130	\$94	\$160	\$174
Med Supp	33,052	8,910	12,858	11,284	55,451	23,652	9,740	10,174	11,885
Health Total	33,440	9,022	12,994	11,424	56,009	23,782	9,834	10,334	12,059
Direct Response									
Health									
Limited - Benefit Plans	0	0	0	0	0	0	0	0	0
Med Supp	3,790	1,205	1,049	1,536	5,560	1,953	1,151	884	1,572
Health Total	3,790	1,205	1,049	1,536	5,560	1,953	1,151	884	1,572
Liberty National Captive									
Health									
Limited - Benefit Plans	14,558	5,256	4,834	4,468	19,513	4,848	4,824	4,995	4,846
Med Supp	0	0	0	0	9	1	4	3	1
Health Total	14,558	5,256	4,834	4,468	19,522	4,849	4,828	4,998	4,847
American Income									
Health									
Limited - Benefit Plans	10,369	3,797	3,449	3,123	12,666	3,203	3,276	3,366	2,821
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	10,369	3,797	3,449	3,123	12,666	3,203	3,276	3,366	2,821
Family Heritage									
Health									
Limited - Benefit Plans	41,755	14,227	14,115	13,413	51,349	13,205	13,968	13,547	10,629
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	41,755	14,227	14,115	13,413	51,349	13,205	13,968	13,547	10,629
Total Health Net Sales									
Health									
Limited - Benefit Plans	67,070	23,392	22,534	21,144	84,086	21,386	22,162	22,068	18,470
Med Supp	36,842	10,115	13,907	12,820	61,020	25,606	10,895	11,061	13,458
Health Total	\$103,912	\$33,507	\$36,441	\$33,964	\$145,106	\$46,992	\$33,057	\$33,129	\$31,928

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.