

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

	<u>YTD 2017</u>	<u>Fourth Qtr 2017</u>	<u>Third Qtr 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	\$458	\$114	\$116	\$109	\$119	\$547	\$114	\$124	\$146	\$163
Med Supp	<u>54,393</u>	<u>15,087</u>	<u>13,494</u>	<u>13,503</u>	<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	<u>54,851</u>	<u>15,201</u>	<u>13,610</u>	<u>13,612</u>	<u>12,428</u>	<u>65,395</u>	<u>17,309</u>	<u>15,771</u>	<u>16,595</u>	<u>15,720</u>
Direct Response										
Health										
Limited - Benefit Plans	0	0	0	0	0	0	0	0	0	0
Med Supp	<u>5,657</u>	<u>1,549</u>	<u>1,419</u>	<u>1,362</u>	<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	<u>5,657</u>	<u>1,549</u>	<u>1,419</u>	<u>1,362</u>	<u>1,327</u>	<u>4,457</u>	<u>1,296</u>	<u>1,062</u>	<u>1,025</u>	<u>1,074</u>
Liberty National Captive										
Health										
Limited - Benefit Plans	16,425	4,169	4,013	3,929	4,314	16,103	4,157	4,096	4,019	3,831
Med Supp	<u>2</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>	<u>6</u>	<u>4</u>	<u>1</u>	<u>0</u>	<u>1</u>
Health Total	<u>16,427</u>	<u>4,169</u>	<u>4,013</u>	<u>3,930</u>	<u>4,315</u>	<u>16,109</u>	<u>4,161</u>	<u>4,097</u>	<u>4,019</u>	<u>3,832</u>
American Income										
Health										
Limited - Benefit Plans	14,673	3,833	3,998	3,532	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>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>14,673</u>	<u>3,833</u>	<u>3,998</u>	<u>3,532</u>	<u>3,310</u>	<u>13,710</u>	<u>3,522</u>	<u>3,772</u>	<u>3,316</u>	<u>3,100</u>
Family Heritage										
Health										
Limited - Benefit Plans	44,535	11,419	11,204	11,045	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>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>44,535</u>	<u>11,419</u>	<u>11,204</u>	<u>11,045</u>	<u>10,867</u>	<u>40,822</u>	<u>10,511</u>	<u>10,220</u>	<u>10,218</u>	<u>9,873</u>
Total Health First Year Collected Premium										
Health										
Limited - Benefit Plans	76,091	19,535	19,331	18,615	18,610	71,182	18,304	18,212	17,699	16,967
Med Supp	<u>60,052</u>	<u>16,636</u>	<u>14,913</u>	<u>14,866</u>	<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>\$136,143</u>	<u>\$36,171</u>	<u>\$34,244</u>	<u>\$33,481</u>	<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.