

Torchmark Corporation

Health Net Sales 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	\$500	\$112	\$112	\$136	\$140	\$558	\$130	\$94	\$160	\$174
Med Supp	60,670	27,618	8,910	12,858	11,284	55,451	23,652	9,740	10,174	11,885
Health Total	<u>61,170</u>	<u>27,730</u>	<u>9,022</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	0	0
Med Supp	5,582	1,792	1,205	1,049	1,536	5,560	1,953	1,151	884	1,572
Health Total	<u>5,582</u>	<u>1,792</u>	<u>1,205</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	20,407	5,849	5,256	4,834	4,468	19,513	4,848	4,824	4,995	4,846
Med Supp	0	0	0	0	0	9	1	4	3	1
Health Total	<u>20,407</u>	<u>5,849</u>	<u>5,256</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	13,943	3,574	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	0
Health Total	<u>13,943</u>	<u>3,574</u>	<u>3,797</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	56,534	14,779	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	0
Health Total	<u>56,534</u>	<u>14,779</u>	<u>14,227</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	91,384	24,314	23,392	22,534	21,144	84,086	21,386	22,162	22,068	18,470
Med Supp	66,252	29,410	10,115	13,907	12,820	61,020	25,606	10,895	11,061	13,458
Health Total	<u>\$157,636</u>	<u>\$53,724</u>	<u>\$33,507</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.