

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

	First Qtr 2018	YTD 2017	Fourth Qtr 2017	Third Qtr 2017	Second Qtr 2017	First Qtr 2017
United American General Agency						
Health						
Limited - Benefit Plans	\$ 102	\$ 458	\$ 114	\$ 116	\$ 109	\$ 119
Med Supp	<u>13,983</u>	<u>54,393</u>	<u>15,087</u>	<u>13,494</u>	<u>13,503</u>	<u>12,309</u>
Health Total	14,085	54,851	15,201	13,610	13,612	12,428
Direct Response						
Health						
Limited - Benefit Plans	0	0	0	0	0	0
Med Supp	<u>1,280</u>	<u>5,657</u>	<u>1,549</u>	<u>1,419</u>	<u>1,362</u>	<u>1,327</u>
Health Total	1,280	5,657	1,549	1,419	1,362	1,327
Liberty National Captive						
Health						
Limited - Benefit Plans	4,279	16,425	4,169	4,013	3,929	4,314
Med Supp	<u>(1)</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
Health Total	4,278	16,427	4,169	4,013	3,930	4,315
American Income						
Health						
Limited - Benefit Plans	3,535	14,673	3,833	3,998	3,532	3,310
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	3,535	14,673	3,833	3,998	3,532	3,310
Family Heritage						
Health						
Limited - Benefit Plans	11,369	44,535	11,419	11,204	11,045	10,867
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	11,369	44,535	11,419	11,204	11,045	10,867
Total Health First Year Collected Premium						
Health						
Limited - Benefit Plans	19,285	76,091	19,535	19,331	18,615	18,610
Med Supp	<u>15,262</u>	<u>60,052</u>	<u>16,636</u>	<u>14,913</u>	<u>14,866</u>	<u>13,637</u>
Health Total	<u>\$ 34,547</u>	<u>\$ 136,143</u>	<u>\$ 36,171</u>	<u>\$ 34,244</u>	<u>\$ 33,481</u>	<u>\$ 32,247</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.