

TORCHMARK CORPORATION

Health Net Sales 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	\$ 92	\$ 500	\$ 112	\$ 112	\$ 136	\$ 140
Med Supp.....	14,091	60,670	27,618	8,910	12,858	11,284
Health Total	<u>14,183</u>	<u>61,170</u>	<u>27,730</u>	<u>9,022</u>	<u>12,994</u>	<u>11,424</u>
Direct Response						
Health						
Limited - Benefit Plans	0	0	0	0	0	0
Med Supp.....	1,575	5,582	1,792	1,205	1,049	1,536
Health Total	<u>1,575</u>	<u>5,582</u>	<u>1,792</u>	<u>1,205</u>	<u>1,049</u>	<u>1,536</u>
Liberty National Captive						
Health						
Limited - Benefit Plans	4,977	20,407	5,849	5,256	4,834	4,468
Med Supp.....	0	0	0	0	0	0
Health Total	<u>4,977</u>	<u>20,407</u>	<u>5,849</u>	<u>5,256</u>	<u>4,834</u>	<u>4,468</u>
American Income						
Health						
Limited - Benefit Plans	3,386	13,943	3,574	3,797	3,449	3,123
Med Supp.....	0	0	0	0	0	0
Health Total	<u>3,386</u>	<u>13,943</u>	<u>3,574</u>	<u>3,797</u>	<u>3,449</u>	<u>3,123</u>
Family Heritage						
Health						
Limited - Benefit Plans	13,484	56,534	14,779	14,227	14,115	13,413
Med Supp.....	0	0	0	0	0	0
Health Total	<u>13,484</u>	<u>56,534</u>	<u>14,779</u>	<u>14,227</u>	<u>14,115</u>	<u>13,413</u>
Total Health Net Sales						
Health						
Limited - Benefit Plans	21,939	91,384	24,314	23,392	22,534	21,144
Med Supp	15,666	66,252	29,410	10,115	13,907	12,820
Health Total	<u>\$ 37,605</u>	<u>\$ 157,636</u>	<u>\$ 53,724</u>	<u>\$ 33,507</u>	<u>\$ 36,441</u>	<u>\$ 33,964</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.