

Torchmark Corporation
Torchmark Health First-Year Collected Premium Detail⁽¹⁾
(Unaudited)
(Dollar amounts in thousands)

	<u>YTD</u> <u>2018</u>	<u>Q2</u> <u>2018</u>	<u>Q1</u> <u>2018</u>	<u>YTD</u> <u>2017</u>	<u>Q4</u> <u>2017</u>	<u>Q3</u> <u>2017</u>	<u>Q2</u> <u>2017</u>	<u>Q1</u> <u>2017</u>
United American General Agency								
Health								
Limited—Benefit Plans	\$ 197	\$ 95	\$ 102	\$ 458	\$ 114	\$ 116	\$ 109	\$ 119
Medicare Supplement.....	29,346	15,363	13,983	54,393	15,087	13,494	13,503	12,309
Health Total	<u>29,543</u>	<u>15,458</u>	<u>14,085</u>	<u>54,851</u>	<u>15,201</u>	<u>13,610</u>	<u>13,612</u>	<u>12,428</u>
Direct Response								
Health								
Limited—Benefit Plans	—	—	—	—	—	—	—	—
Medicare Supplement.....	2,620	1,340	1,280	5,657	1,549	1,419	1,362	1,327
Health Total	<u>2,620</u>	<u>1,340</u>	<u>1,280</u>	<u>5,657</u>	<u>1,549</u>	<u>1,419</u>	<u>1,362</u>	<u>1,327</u>
Liberty National Captive								
Health								
Limited—Benefit Plans	8,696	4,417	4,279	16,425	4,169	4,013	3,929	4,314
Medicare Supplement.....	(1)	—	(1)	2	—	—	1	1
Health Total	<u>8,695</u>	<u>4,417</u>	<u>4,278</u>	<u>16,427</u>	<u>4,169</u>	<u>4,013</u>	<u>3,930</u>	<u>4,315</u>
American Income								
Health								
Limited—Benefit Plans	7,350	3,815	3,535	14,673	3,833	3,998	3,532	3,310
Medicare Supplement.....	—	—	—	—	—	—	—	—
Health Total	<u>7,350</u>	<u>3,815</u>	<u>3,535</u>	<u>14,673</u>	<u>3,833</u>	<u>3,998</u>	<u>3,532</u>	<u>3,310</u>
Family Heritage								
Health								
Limited—Benefit Plans	23,087	11,718	11,369	44,535	11,419	11,204	11,045	10,867
Medicare Supplement.....	—	—	—	—	—	—	—	—
Health Total	<u>23,087</u>	<u>11,718</u>	<u>11,369</u>	<u>44,535</u>	<u>11,419</u>	<u>11,204</u>	<u>11,045</u>	<u>10,867</u>
Total Health First Year Collected Premium								
Health								
Limited—Benefit Plans	39,330	20,045	19,285	76,091	19,535	19,331	18,615	18,610
Medicare Supplement	31,965	16,703	15,262	60,052	16,636	14,913	14,866	13,637
Health Total	<u>\$ 71,295</u>	<u>\$ 36,748</u>	<u>\$ 34,547</u>	<u>\$ 136,143</u>	<u>\$ 36,171</u>	<u>\$ 34,244</u>	<u>\$ 33,481</u>	<u>\$ 32,247</u>

(1) 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.