

TORCHMARK CORPORATION

Health Net Sales Detail⁽¹⁾

(Unaudited)

(Dollar amounts in thousands)

	<u>YTD</u> <u>2018</u>	<u>Q3</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	\$ 347	\$ 105	\$ 150	\$ 92	\$ 500	\$ 112	\$ 112	\$ 136	\$ 140
Medicare Supplement	39,868	12,517	13,260	14,091	60,670	27,618	8,910	12,858	11,284
Health Total	<u>40,215</u>	<u>12,622</u>	<u>13,410</u>	<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	—	—	—	—	—	—	—	—	—
Medicare Supplement	3,439	878	986	1,575	5,582	1,792	1,205	1,049	1,536
Health Total	<u>3,439</u>	<u>878</u>	<u>986</u>	<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	15,706	5,452	5,277	4,977	20,407	5,849	5,256	4,834	4,468
Medicare Supplement	—	—	—	—	—	—	—	—	—
Health Total	<u>15,706</u>	<u>5,452</u>	<u>5,277</u>	<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	10,697	3,611	3,700	3,386	13,943	3,574	3,797	3,449	3,123
Med Supp	—	—	—	—	—	—	—	—	—
Health Total	<u>10,697</u>	<u>3,611</u>	<u>3,700</u>	<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	45,047	16,026	15,537	13,484	56,534	14,779	14,227	14,115	13,413
Medicare Supplement	—	—	—	—	—	—	—	—	—
Health Total	<u>45,047</u>	<u>16,026</u>	<u>15,537</u>	<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	71,797	25,194	24,664	21,939	91,384	24,314	23,392	22,534	21,144
Medicare Supplement	43,307	13,395	14,246	15,666	66,252	29,410	10,115	13,907	12,820
Health Total	<u>\$115,104</u>	<u>\$ 38,589</u>	<u>\$ 38,910</u>	<u>\$ 37,605</u>	<u>\$157,636</u>	<u>\$ 53,724</u>	<u>\$ 33,507</u>	<u>\$ 36,441</u>	<u>\$ 33,964</u>

(1) Net sales is annualized premium issued (Gross premium that would be received during the policies' first year in force and assuming that none of the policies lapsed or terminated.), net of cancellations in the first thirty days after issue, except in the case of Globe Life Direct Response where net sales is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired. We believe that net sales is a better indicator of the rate of premium growth as compared to annualized premium issued.