

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

	YTD	Q4	Q3	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2018	2018	2018	2018	2018	2017	2017	2017	2017	2017
United American General Agency										
Health										
Limited—Benefit Plans	\$ 395	\$ 99	\$ 99	\$ 95	\$ 102	\$ 458	\$ 114	\$ 116	\$ 109	\$ 119
Medicare Supplement	62,325	17,604	15,375	15,363	13,983	54,393	15,087	13,494	13,503	12,309
Health Total	62,720	17,703	15,474	15,458	14,085	54,851	15,201	13,610	13,612	12,428
Direct Response										
Health										
Limited—Benefit Plans	—	—	—	—	—	—	—	—	—	—
Medicare Supplement	5,111	1,249	1,242	1,340	1,280	5,657	1,549	1,419	1,362	1,327
Health Total	5,111	1,249	1,242	1,340	1,280	5,657	1,549	1,419	1,362	1,327
Liberty National Captive										
Health										
Limited—Benefit Plans	17,809	4,479	4,634	4,417	4,279	16,425	4,169	4,013	3,929	4,314
Medicare Supplement	—	—	1	—	(1)	2	—	—	1	1
Health Total	17,809	4,479	4,635	4,417	4,278	16,427	4,169	4,013	3,930	4,315
American Income										
Health										
Limited—Benefit Plans	15,249	3,897	4,002	3,815	3,535	14,673	3,833	3,998	3,532	3,310
Medicare Supplement	—	—	—	—	—	—	—	—	—	—
Health Total	15,249	3,897	4,002	3,815	3,535	14,673	3,833	3,998	3,532	3,310
Family Heritage										
Health										
Limited—Benefit Plans	47,422	12,226	12,109	11,718	11,369	44,535	11,419	11,204	11,045	10,867
Medicare Supplement	—	—	—	—	—	—	—	—	—	—
Health Total	47,422	12,226	12,109	11,718	11,369	44,535	11,419	11,204	11,045	10,867
Total Health First Year Collected Premium										
Health										
Limited—Benefit Plans	80,875	20,701	20,844	20,045	19,285	76,091	19,535	19,331	18,615	18,610
Medicare Supplement	67,436	18,853	16,618	16,703	15,262	60,052	16,636	14,913	14,866	13,637
Health Total	\$ 148,311	\$ 39,554	\$ 37,462	\$ 36,748	\$ 34,547	\$ 136,143	\$ 36,171	\$ 34,244	\$ 33,481	\$ 32,247

(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.