

**Torchmark Corporation**  
**Torchmark Health First-Year Collected Premium Detail<sup>(1)</sup>**

(Unaudited)  
(Dollar amounts in thousands)

	<b>Q1</b>	<b>YTD</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>
	<b>2019</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>
<b>United American General Agency</b>						
Health						
Limited—Benefit Plans	\$ 101	\$ 395	\$ 99	\$ 99	\$ 95	\$ 102
Medicare Supplement	15,983	62,325	17,604	15,375	15,363	13,983
Health Total	<u>16,084</u>	<u>62,720</u>	<u>17,703</u>	<u>15,474</u>	<u>15,458</u>	<u>14,085</u>
<b>Direct Response</b>						
Health						
Limited—Benefit Plans	—	—	—	—	—	—
Medicare Supplement	1,023	5,111	1,249	1,242	1,340	1,280
Health Total	<u>1,023</u>	<u>5,111</u>	<u>1,249</u>	<u>1,242</u>	<u>1,340</u>	<u>1,280</u>
<b>Liberty National Captive</b>						
Health						
Limited—Benefit Plans	4,601	17,809	4,479	4,634	4,417	4,279
Medicare Supplement	—	—	—	1	—	(1)
Health Total	<u>4,601</u>	<u>17,809</u>	<u>4,479</u>	<u>4,635</u>	<u>4,417</u>	<u>4,278</u>
<b>American Income</b>						
Health						
Limited—Benefit Plans	3,758	15,249	3,897	4,002	3,815	3,535
Medicare Supplement	—	—	—	—	—	—
Health Total	<u>3,758</u>	<u>15,249</u>	<u>3,897</u>	<u>4,002</u>	<u>3,815</u>	<u>3,535</u>
<b>Family Heritage</b>						
Health						
Limited—Benefit Plans	11,936	47,422	12,226	12,109	11,718	11,369
Medicare Supplement	—	—	—	—	—	—
Health Total	<u>11,936</u>	<u>47,422</u>	<u>12,226</u>	<u>12,109</u>	<u>11,718</u>	<u>11,369</u>
<b>Total Health First Year Collected Premium</b>						
Health						
Limited—Benefit Plans	20,396	80,875	20,701	20,844	20,045	19,285
Medicare Supplement	17,006	67,436	18,853	16,618	16,703	15,262
Health Total	<u>\$ 37,402</u>	<u>\$ 148,311</u>	<u>\$ 39,554</u>	<u>\$ 37,462</u>	<u>\$ 36,748</u>	<u>\$ 34,547</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.