

TORCHMARK CORPORATION

Health Net Sales Detail⁽¹⁾

(Unaudited)

(Dollar amounts in thousands)

	<u>Q1</u> <u>2019</u>	<u>YTD</u> <u>2018</u>	<u>Q4</u> <u>2018</u>	<u>Q3</u> <u>2018</u>	<u>Q2</u> <u>2018</u>	<u>Q1</u> <u>2018</u>
United American General Agency						
Health						
Limited—Benefit Plans	\$ 92	\$ 480	\$ 133	\$ 105	\$ 150	\$ 92
Medicare Supplement	14,802	69,487	29,619	12,517	13,260	14,091
Health Total	<u>14,894</u>	<u>69,967</u>	<u>29,752</u>	<u>12,622</u>	<u>13,410</u>	<u>14,183</u>
Direct Response						
Health						
Limited—Benefit Plans	—	—	—	—	—	—
Medicare Supplement	1,145	4,769	1,330	878	986	1,575
Health Total	<u>1,145</u>	<u>4,769</u>	<u>1,330</u>	<u>878</u>	<u>986</u>	<u>1,575</u>
Liberty National Captive						
Health						
Limited—Benefit Plans	5,565	22,098	6,392	5,452	5,277	4,977
Medicare Supplement	—	—	—	—	—	—
Health Total	<u>5,565</u>	<u>22,098</u>	<u>6,392</u>	<u>5,452</u>	<u>5,277</u>	<u>4,977</u>
American Income						
Health						
Limited—Benefit Plans	3,899	14,432	3,735	3,611	3,700	3,386
Med Supp	—	—	—	—	—	—
Health Total	<u>3,899</u>	<u>14,432</u>	<u>3,735</u>	<u>3,611</u>	<u>3,700</u>	<u>3,386</u>
Family Heritage						
Health						
Limited—Benefit Plans	13,030	60,268	15,221	16,026	15,537	13,484
Medicare Supplement	—	—	—	—	—	—
Health Total	<u>13,030</u>	<u>60,268</u>	<u>15,221</u>	<u>16,026</u>	<u>15,537</u>	<u>13,484</u>
Total Health Net Sales						
Health						
Limited—Benefit Plans	22,586	97,278	25,481	25,194	24,664	21,939
Medicare Supplement	15,947	74,256	30,949	13,395	14,246	15,666
Health Total	<u>\$ 38,533</u>	<u>\$ 171,534</u>	<u>\$ 56,430</u>	<u>\$ 38,589</u>	<u>\$ 38,910</u>	<u>\$ 37,605</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.