

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

	YTD	Q2	Q1	YTD	Q4	Q3	Q2	Q1
	2019	2019	2019	2018	2018	2018	2018	2018
United American Independent Agency	\$33,498	\$17,414	\$16,084	\$ 62,720	\$17,703	\$15,474	\$15,458	\$14,085
Family Heritage Exclusive Agency	24,465	12,529	11,936	47,422	12,226	12,109	11,718	11,369
Liberty National Exclusive Agency	9,661	5,060	4,601	17,809	4,479	4,635	4,417	4,278
American Income Exclusive Agency	7,784	4,026	3,758	15,249	3,897	4,002	3,815	3,535
Direct Response	1,979	956	1,023	5,111	1,249	1,242	1,340	1,280
Total Health First-Year Collected Premium	\$77,387	\$39,985	\$37,402	\$148,311	\$39,554	\$37,462	\$36,748	\$34,547

(1) First-year collected premium is defined as 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 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.