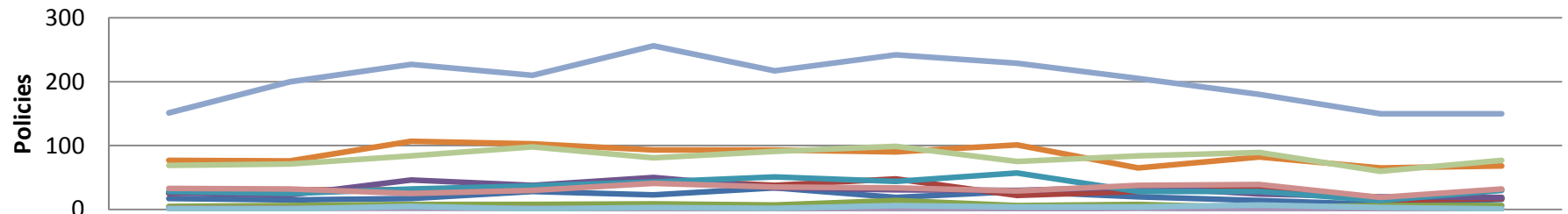


AIUA New Business (by Zone) (as of December 2014)



	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
— Gulf Front	17	15	17	28	23	34	19	28	20	14	8	16
— Zone 1 Baldwin	25	31	31	32	47	38	48	22	28	34	14	17
— Zone 1 Mobile	5	6	8	8	9	7	14	6	8	3	6	6
— Zone 2 Baldwin	26	23	46	38	50	34	31	30	35	24	20	19
— Zone 2 Mobile	28	25	32	37	43	51	44	57	28	28	14	30
— Zone 3 Baldwin	77	76	107	103	93	93	90	101	65	82	65	68
— Zone 3 Mobile	151	200	227	210	256	217	242	229	205	180	150	150
— Zone 4 Baldwin	33	32	25	30	41	35	34	29	38	39	19	32
— Zone 4 Mobile	69	71	84	98	81	91	99	75	84	89	60	77
— Zone 5 Baldwin	2	2	2	2	1	1	0	1	2	1	1	1
— Zone 5 Mobile	1	1	5	1	3	2	6	4	4	7	3	1