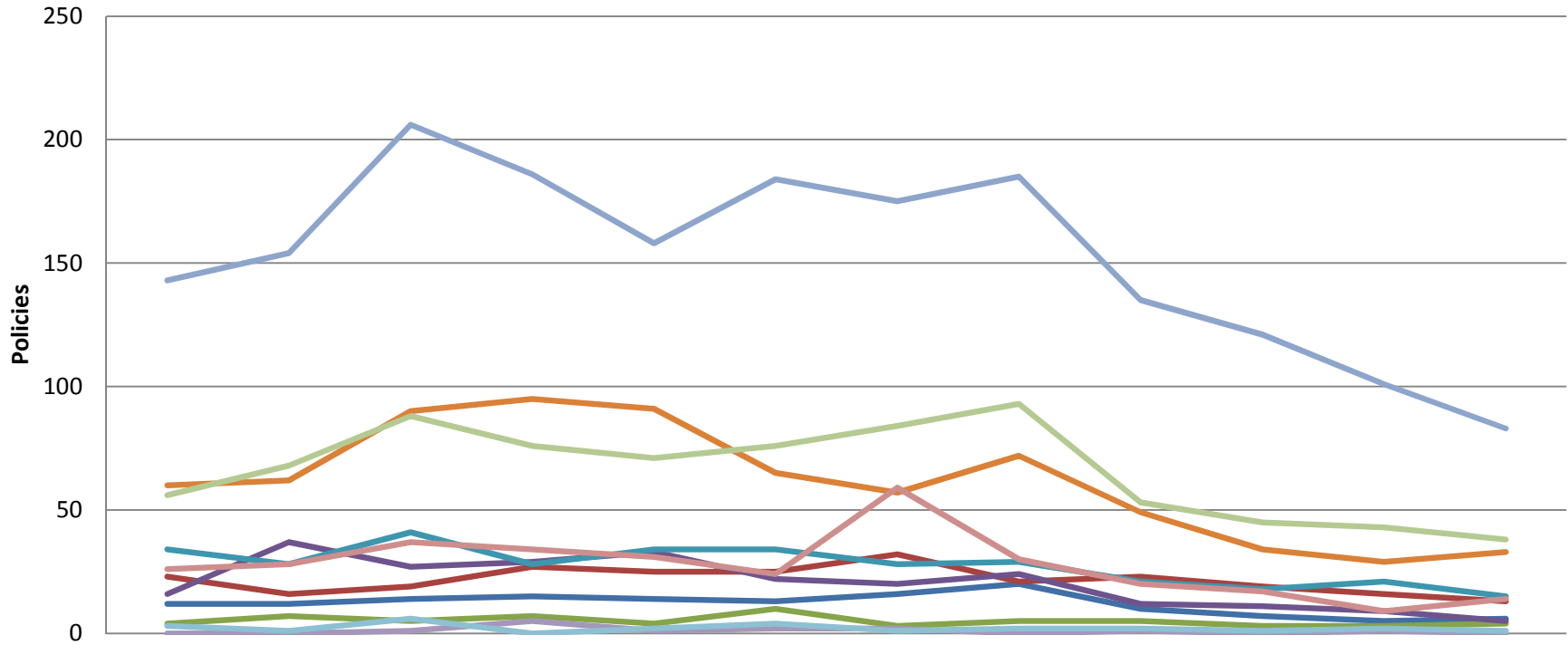


AIUA New Business (by Zone) (as of December 2015)



	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
— Gulf Front	12	12	14	15	14	13	16	20	10	7	5	6
— Zone 1 Baldwin	23	16	19	27	25	25	32	21	23	19	16	13
— Zone 1 Mobile	4	7	5	7	4	10	3	5	5	3	3	4
— Zone 2 Baldwin	16	37	27	29	33	22	20	24	12	11	9	5
— Zone 2 Mobile	34	28	41	28	34	34	28	29	21	18	21	15
— Zone 3 Baldwin	60	62	90	95	91	65	57	72	49	34	29	33
— Zone 3 Mobile	143	154	206	186	158	184	175	185	135	121	101	83
— Zone 4 Baldwin	26	28	37	34	31	24	59	30	20	17	9	14
— Zone 4 Mobile	56	68	88	76	71	76	84	93	53	45	43	38
— Zone 5 Baldwin	0	0	1	5	1	2	2	0	1	0	1	0
— Zone 5 Mobile	3	1	6	0	2	4	1	2	2	1	2	1