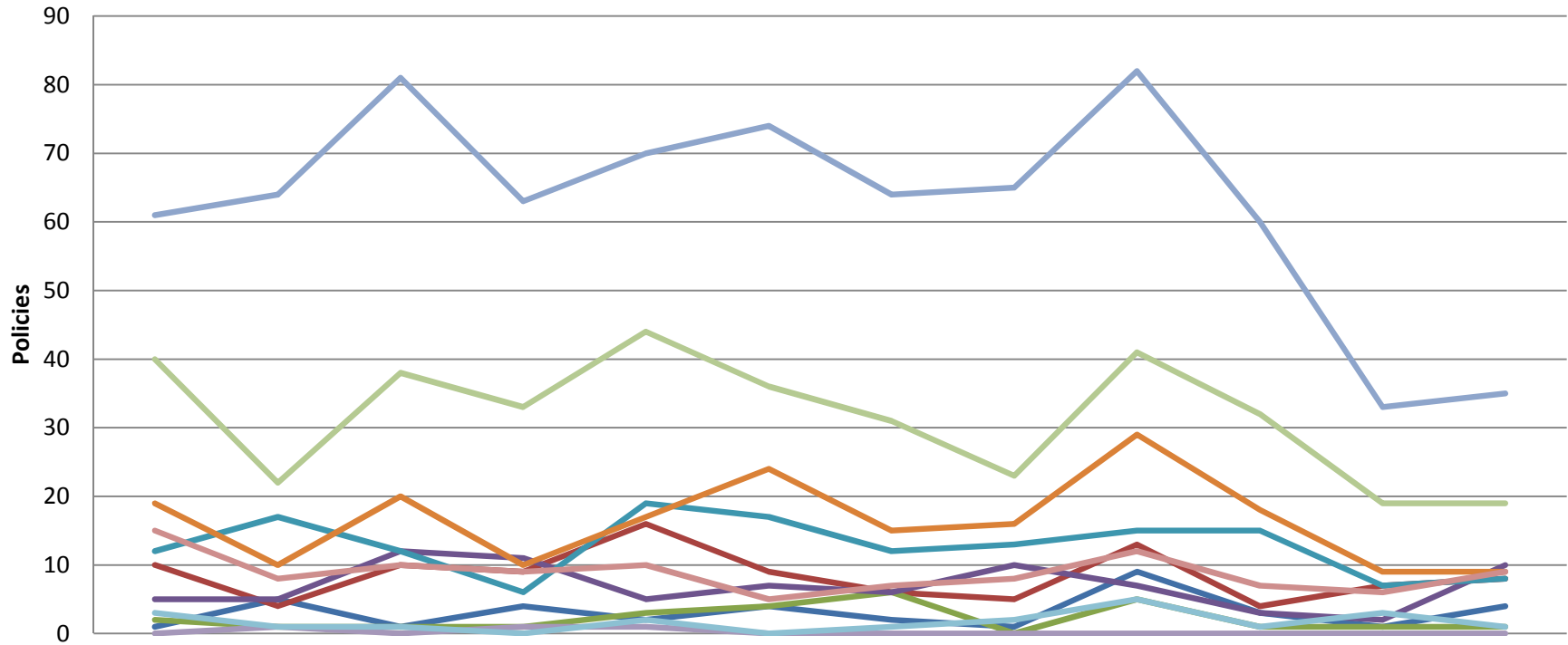


AIUA New Business (by Zone) (as of December 2017)



	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
— Gulf Front	1	5	1	4	2	4	2	1	9	3	1	4
— Zone 1 Baldwin	10	4	10	9	16	9	6	5	13	4	7	8
— Zone 1 Mobile	2	1	1	1	3	4	6	0	5	1	1	1
— Zone 2 Baldwin	5	5	12	11	5	7	6	10	7	3	2	10
— Zone 2 Mobile	12	17	12	6	19	17	12	13	15	15	7	8
— Zone 3 Baldwin	19	10	20	10	17	24	15	16	29	18	9	9
— Zone 3 Mobile	61	64	81	63	70	74	64	65	82	60	33	35
— Zone 4 Baldwin	15	8	10	9	10	5	7	8	12	7	6	9
— Zone 4 Mobile	40	22	38	33	44	36	31	23	41	32	19	19
— Zone 5 Baldwin	0	1	0	1	1	0	0	0	0	0	0	0
— Zone 5 Mobile	3	1	1	0	2	0	1	2	5	1	3	1