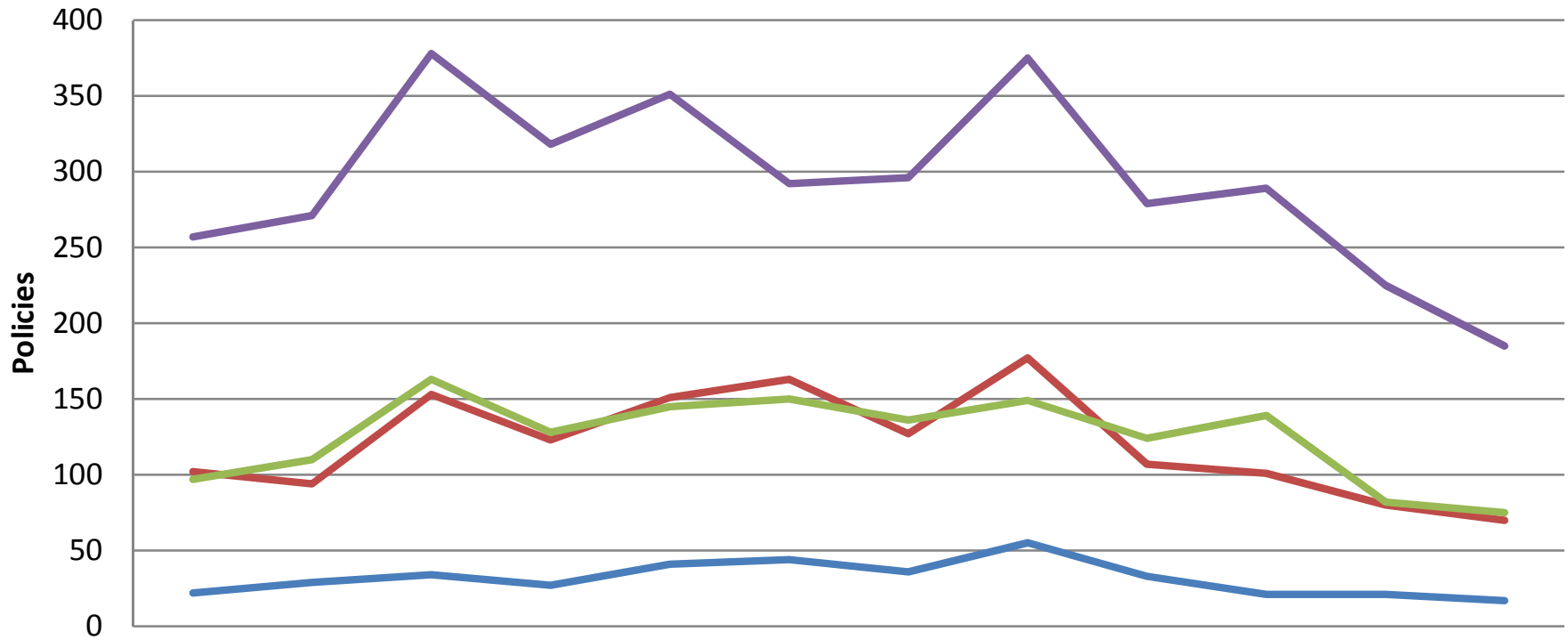


## AIUA New Business (by Zone) (as of December 2012)



	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
Zone 1	22	29	34	27	41	44	36	55	33	21	21	17
Zone 2	102	94	153	123	151	163	127	177	107	101	80	70
Zone 3	97	110	163	128	145	150	136	149	124	139	82	75
Zone 4	257	271	378	318	351	292	296	375	279	289	225	185