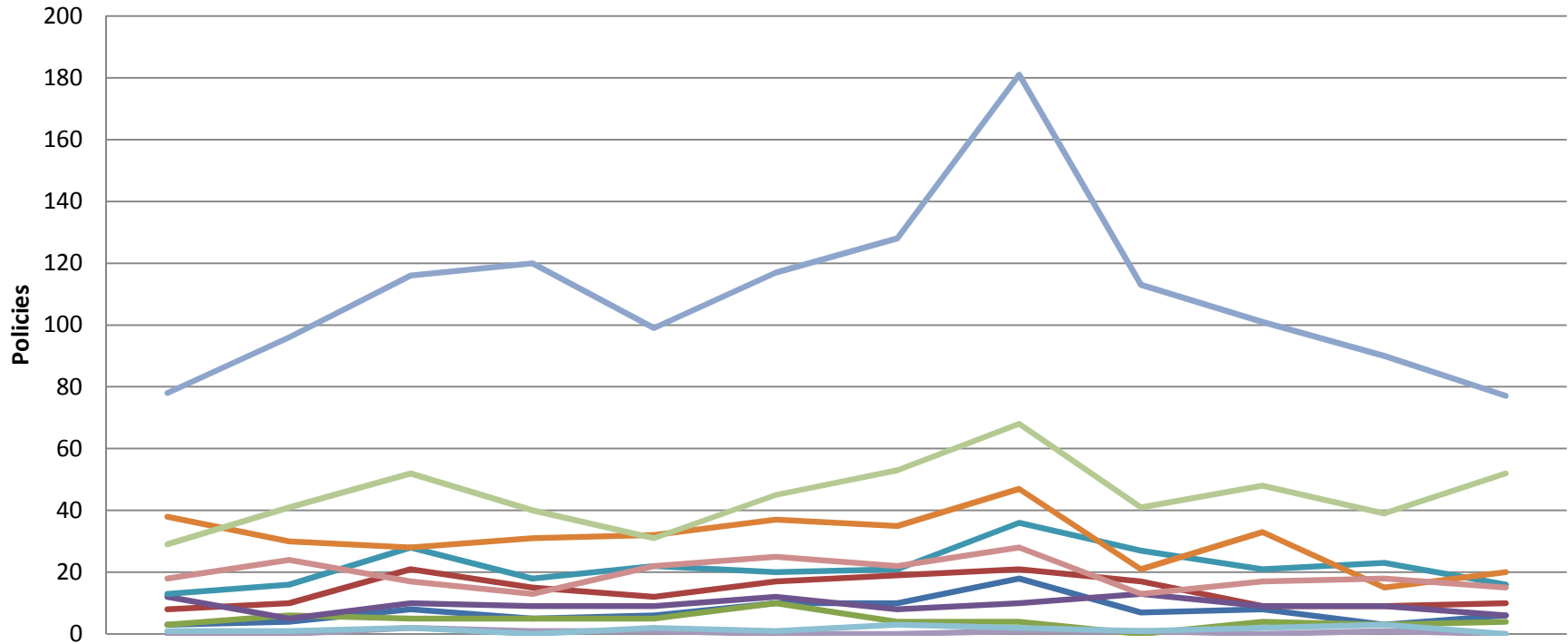


## AIUA New Business (by Zone) (as of December 2016)



	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
— Gulf Front	3	4	8	5	6	10	10	18	7	8	3	6
— Zone 1 Baldwin	8	10	21	15	12	17	19	21	17	9	9	10
— Zone 1 Mobile	3	6	5	5	5	10	4	4	0	4	3	4
— Zone 2 Baldwin	12	5	10	9	9	12	8	10	13	9	9	6
— Zone 2 Mobile	13	16	28	18	22	20	21	36	27	21	23	16
— Zone 3 Baldwin	38	30	28	31	32	37	35	47	21	33	15	20
— Zone 3 Mobile	78	96	116	120	99	117	128	181	113	101	90	77
— Zone 4 Baldwin	18	24	17	13	22	25	22	28	13	17	18	15
— Zone 4 Mobile	29	41	52	40	31	45	53	68	41	48	39	52
— Zone 5 Baldwin	0	0	2	1	1	0	0	1	1	0	1	0
— Zone 5 Mobile	1	1	2	0	2	1	3	2	1	2	3	0