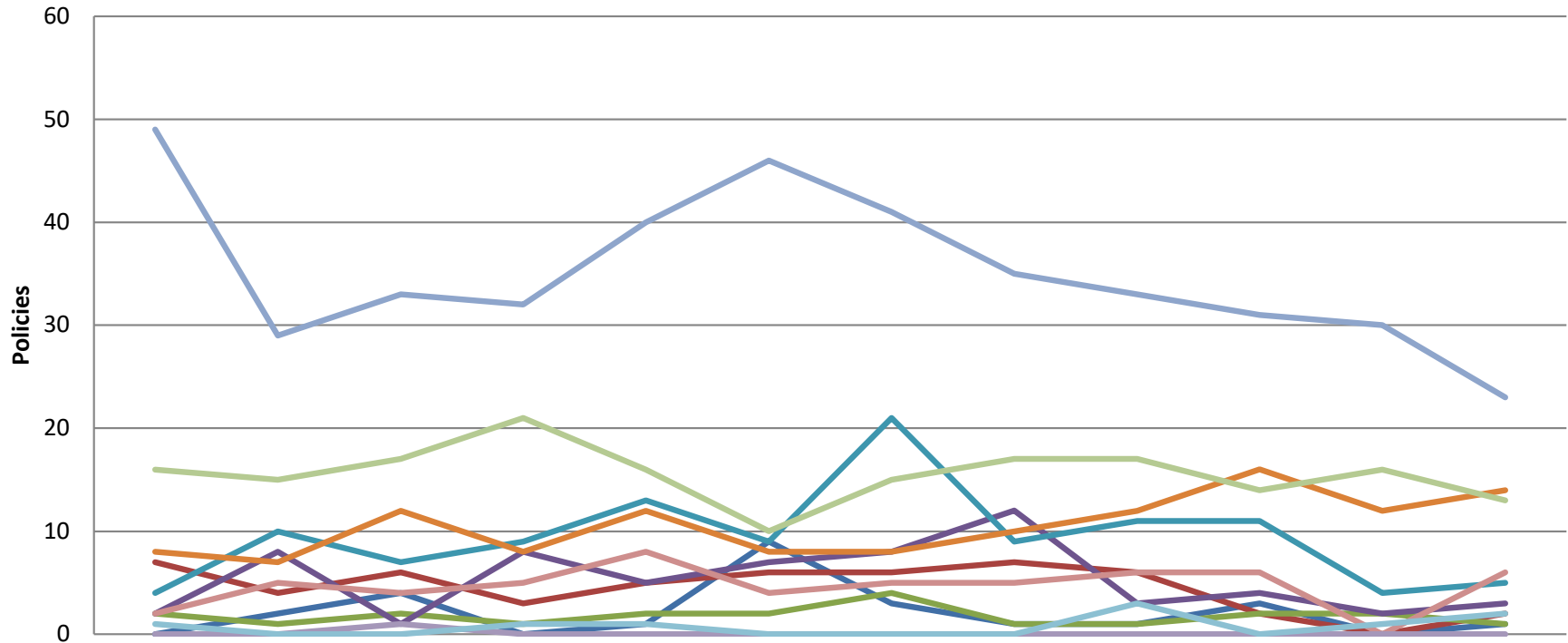


AIUA New Business (by Zone) (as of December 2019)



	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
— Gulf Front	0	2	4	0	1	9	3	1	1	3	0	1
— Zone 1 Baldwin	7	4	6	3	5	6	6	7	6	2	0	2
— Zone 1 Mobile	2	1	2	1	2	2	4	1	1	2	2	1
— Zone 2 Baldwin	2	8	1	8	5	7	8	12	3	4	2	3
— Zone 2 Mobile	4	10	7	9	13	9	21	9	11	11	4	5
— Zone 3 Baldwin	8	7	12	8	12	8	8	10	12	16	12	14
— Zone 3 Mobile	49	29	33	32	40	46	41	35	33	31	30	23
— Zone 4 Baldwin	2	5	4	5	8	4	5	5	6	6	0	6
— Zone 4 Mobile	16	15	17	21	16	10	15	17	17	14	16	13
— Zone 5 Baldwin	0	0	1	0	0	0	0	0	0	0	0	0
— Zone 5 Mobile	1	0	0	1	1	0	0	0	3	0	1	2