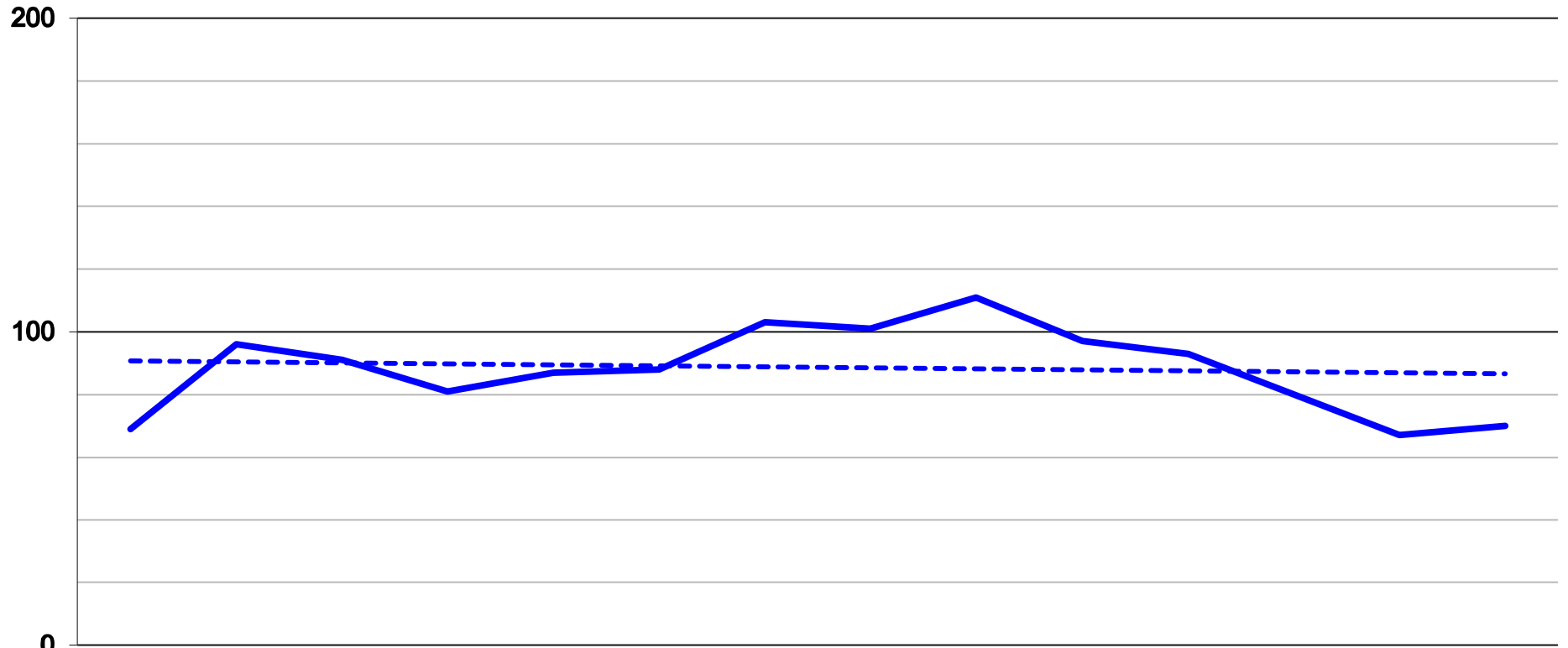


Total New Business

(as of December 2019)



| | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Apr-19 | May-19 | Jun-19 | Jul-19 | Aug-19 | Sep-19 | Nov-19 | Dec-19 |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total | 69 | 96 | 91 | 81 | 87 | 88 | 103 | 101 | 111 | 97 | 93 | 67 | 70 |