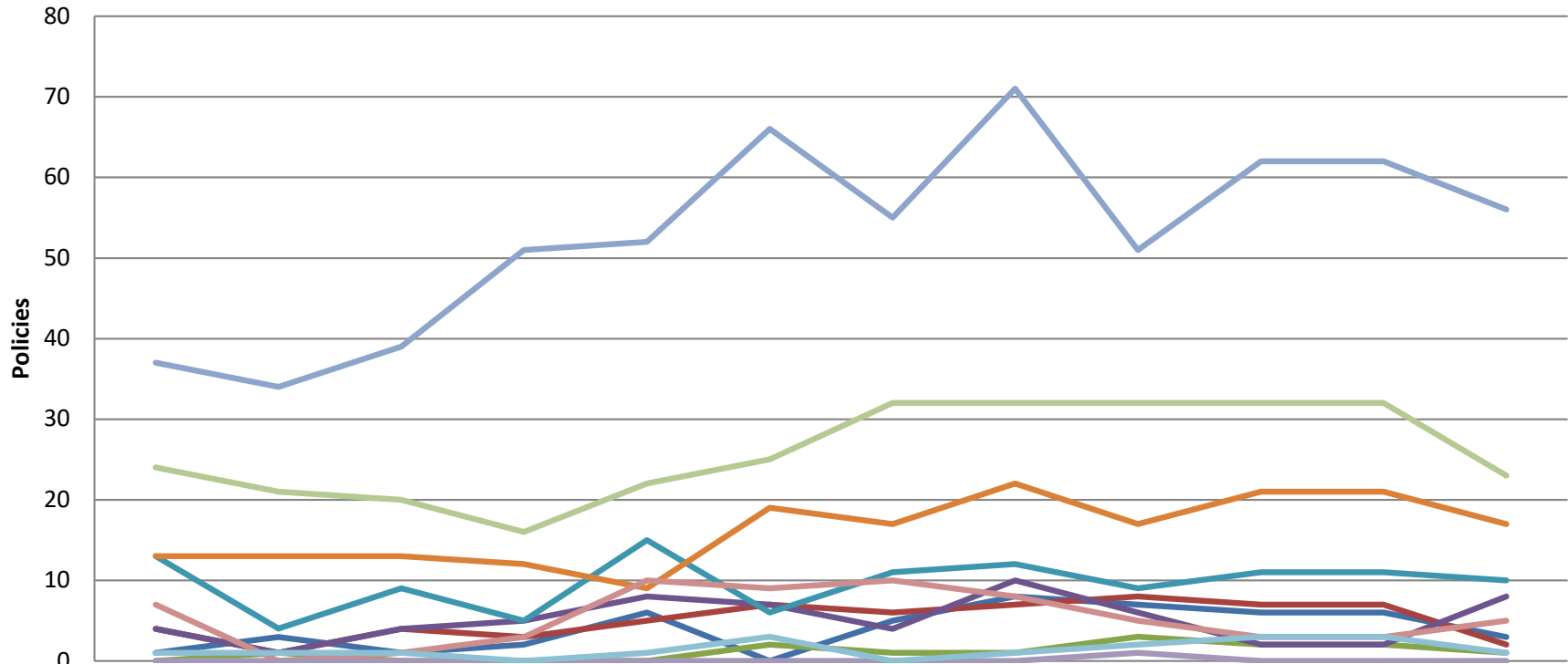


AIUA New Business (by Zone) (as of December 2020)



	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20
— Gulf Front	1	3	1	2	6	0	5	8	7	6	6	3
— Zone 1 Baldwin	4	1	4	3	5	7	6	7	8	7	7	2
— Zone 1 Mobile	0	1	0	0	0	2	1	1	3	2	2	1
— Zone 2 Baldwin	4	1	4	5	8	7	4	10	6	2	2	8
— Zone 2 Mobile	13	4	9	5	15	6	11	12	9	11	11	10
— Zone 3 Baldwin	13	13	13	12	9	19	17	22	17	21	21	17
— Zone 3 Mobile	37	34	39	51	52	66	55	71	51	62	62	56
— Zone 4 Baldwin	7	0	1	3	10	9	10	8	5	3	3	5
— Zone 4 Mobile	24	21	20	16	22	25	32	32	32	32	32	23
— Zone 5 Baldwin	0	0	0	0	0	0	0	0	1	0	0	0
— Zone 5 Mobile	1	1	1	0	1	3	0	1	2	3	3	1