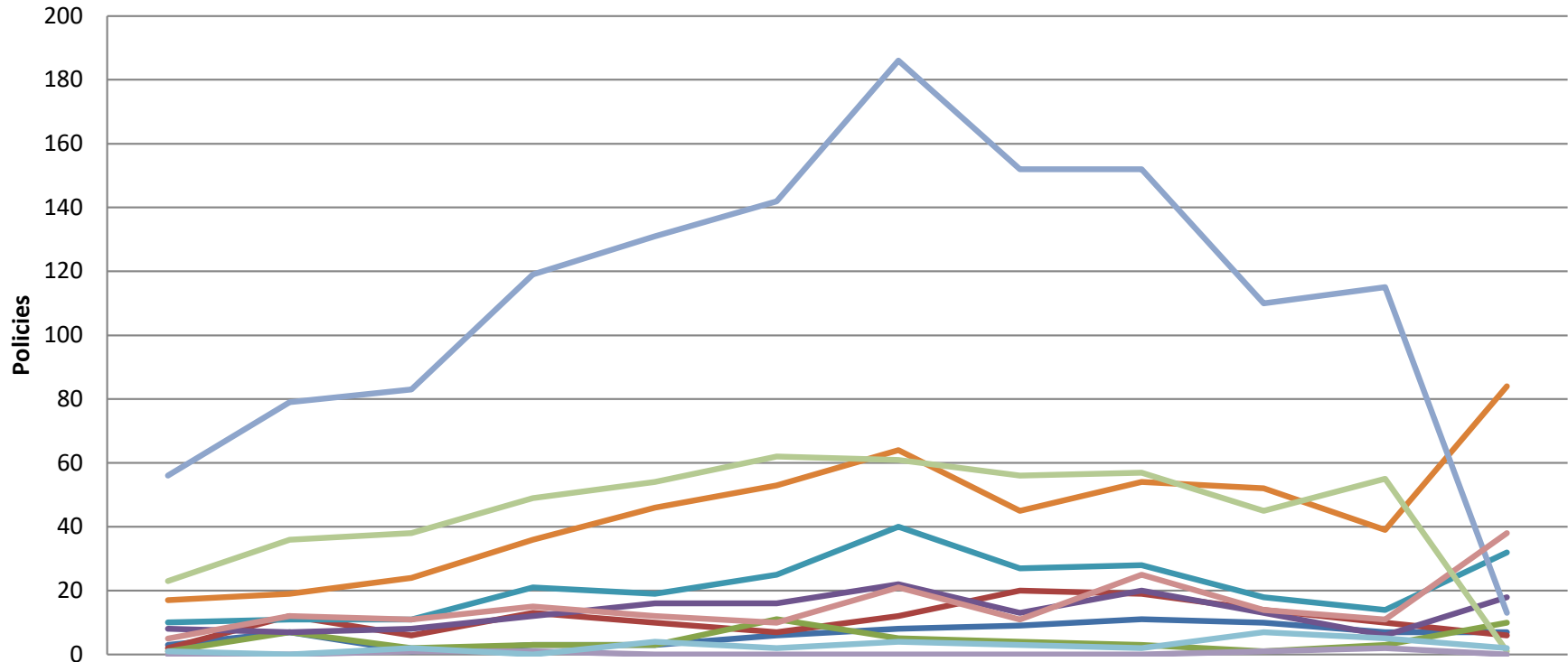


AIUA New Business (by Zone) (as of November 2021)



	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21
— Gulf Front	3	7	1	3	3	6	8	9	11	10	7	7
— Zone 1 Baldwin	2	12	6	13	10	7	12	20	19	14	10	6
— Zone 1 Mobile	1	7	2	3	3	11	5	4	3	1	3	10
— Zone 2 Baldwin	8	7	8	12	16	16	22	13	20	13	6	18
— Zone 2 Mobile	10	11	11	21	19	25	40	27	28	18	14	32
— Zone 3 Baldwin	17	19	24	36	46	53	64	45	54	52	39	84
— Zone 3 Mobile	56	79	83	119	131	142	186	152	152	110	115	13
— Zone 4 Baldwin	5	12	11	15	12	10	21	11	25	14	11	38
— Zone 4 Mobile	23	36	38	49	54	62	61	56	57	45	55	1
— Zone 5 Baldwin	0	0	1	1	0	0	0	0	0	1	2	0
— Zone 5 Mobile	1	0	2	0	4	2	4	3	2	7	5	2