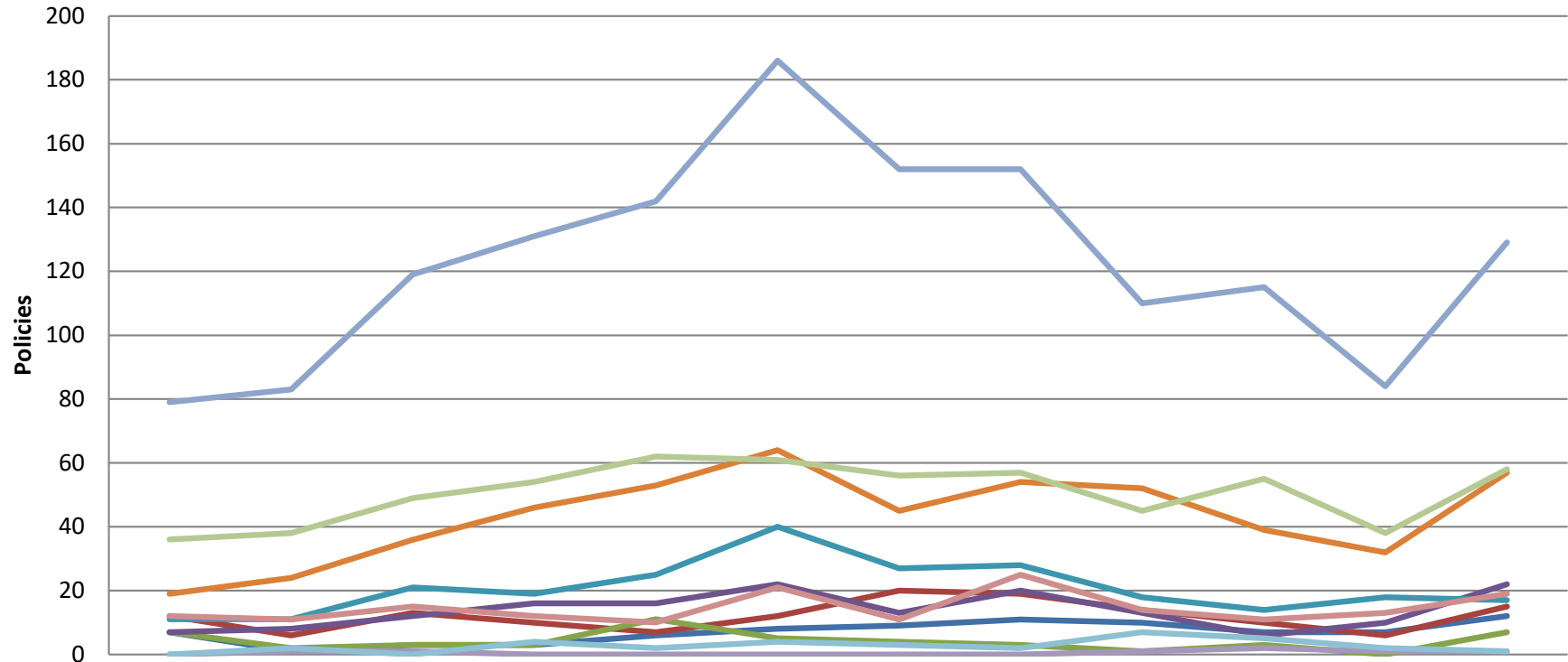


AIUA New Business (by Zone) (as of December 2021)



	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
— Gulf Front	7	1	3	3	6	8	9	11	10	7	7	12
— Zone 1 Baldwin	12	6	13	10	7	12	20	19	14	10	6	15
— Zone 1 Mobile	7	2	3	3	11	5	4	3	1	3	0	7
— Zone 2 Baldwin	7	8	12	16	16	22	13	20	13	6	10	22
— Zone 2 Mobile	11	11	21	19	25	40	27	28	18	14	18	17
— Zone 3 Baldwin	19	24	36	46	53	64	45	54	52	39	32	57
— Zone 3 Mobile	79	83	119	131	142	186	152	152	110	115	84	129
— Zone 4 Baldwin	12	11	15	12	10	21	11	25	14	11	13	19
— Zone 4 Mobile	36	38	49	54	62	61	56	57	45	55	38	58
— Zone 5 Baldwin	0	1	1	0	0	0	0	0	1	2	1	1
— Zone 5 Mobile	0	2	0	4	2	4	3	2	7	5	2	1