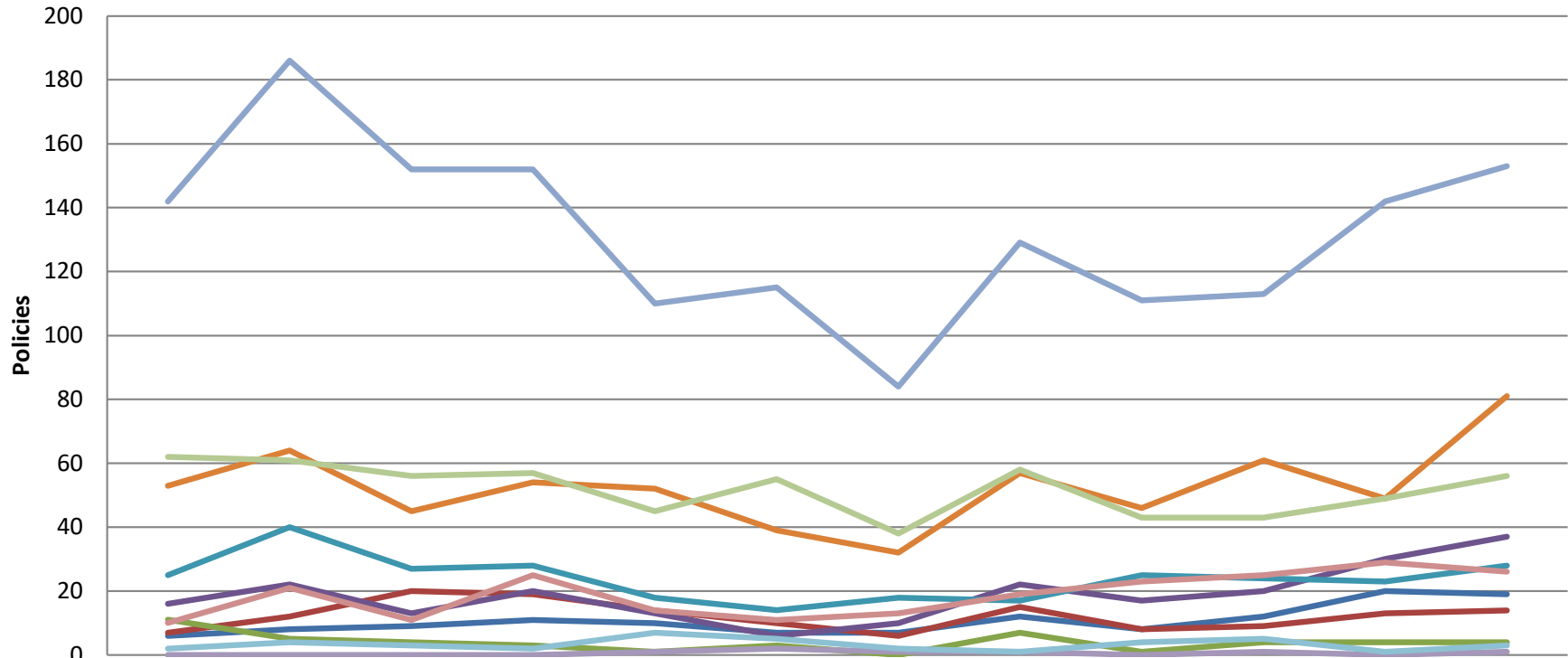


## AIUA New Business (by Zone) (as of April 2022)



	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
— Gulf Front	6	8	9	11	10	7	7	12	8	12	20	19
— Zone 1 Baldwin	7	12	20	19	14	10	6	15	8	9	13	14
— Zone 1 Mobile	11	5	4	3	1	3	0	7	1	4	4	4
— Zone 2 Baldwin	16	22	13	20	13	6	10	22	17	20	30	37
— Zone 2 Mobile	25	40	27	28	18	14	18	17	25	24	23	28
— Zone 3 Baldwin	53	64	45	54	52	39	32	57	46	61	49	81
— Zone 3 Mobile	142	186	152	152	110	115	84	129	111	113	142	153
— Zone 4 Baldwin	10	21	11	25	14	11	13	19	23	25	29	26
— Zone 4 Mobile	62	61	56	57	45	55	38	58	43	43	49	56
— Zone 5 Baldwin	0	0	0	0	1	2	1	1	0	1	0	1
— Zone 5 Mobile	2	4	3	2	7	5	2	1	4	5	1	3