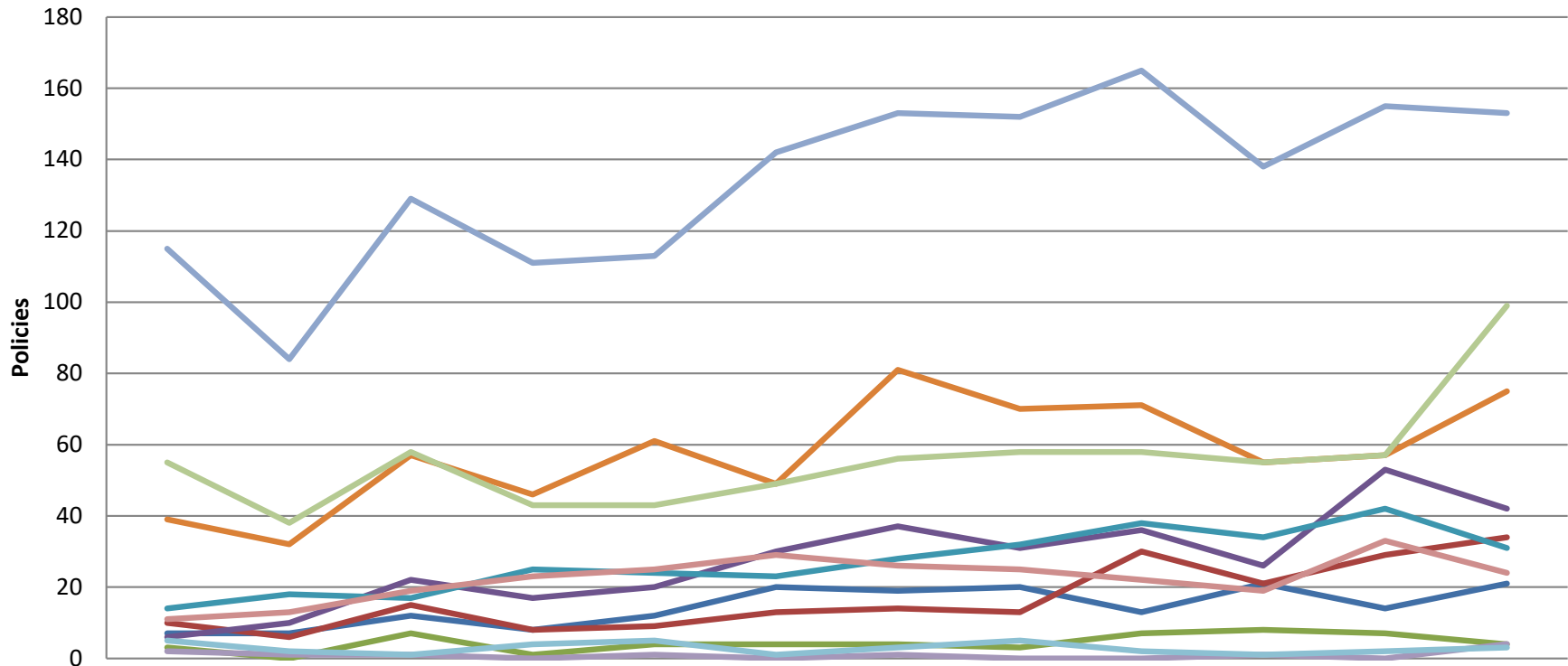


AIUA New Business (by Zone) (as of September 2022)



| | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | Sep-22 |
|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| — Gulf Front | 7 | 7 | 12 | 8 | 12 | 20 | 19 | 20 | 13 | 21 | 14 | 21 |
| — Zone 1 Baldwin | 10 | 6 | 15 | 8 | 9 | 13 | 14 | 13 | 30 | 21 | 29 | 34 |
| — Zone 1 Mobile | 3 | 0 | 7 | 1 | 4 | 4 | 4 | 3 | 7 | 8 | 7 | 4 |
| — Zone 2 Baldwin | 6 | 10 | 22 | 17 | 20 | 30 | 37 | 31 | 36 | 26 | 53 | 42 |
| — Zone 2 Mobile | 14 | 18 | 17 | 25 | 24 | 23 | 28 | 32 | 38 | 34 | 42 | 31 |
| — Zone 3 Baldwin | 39 | 32 | 57 | 46 | 61 | 49 | 81 | 70 | 71 | 55 | 57 | 75 |
| — Zone 3 Mobile | 115 | 84 | 129 | 111 | 113 | 142 | 153 | 152 | 165 | 138 | 155 | 153 |
| — Zone 4 Baldwin | 11 | 13 | 19 | 23 | 25 | 29 | 26 | 25 | 22 | 19 | 33 | 24 |
| — Zone 4 Mobile | 55 | 38 | 58 | 43 | 43 | 49 | 56 | 58 | 58 | 55 | 57 | 99 |
| — Zone 5 Baldwin | 2 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 4 |
| — Zone 5 Mobile | 5 | 2 | 1 | 4 | 5 | 1 | 3 | 5 | 2 | 1 | 2 | 3 |