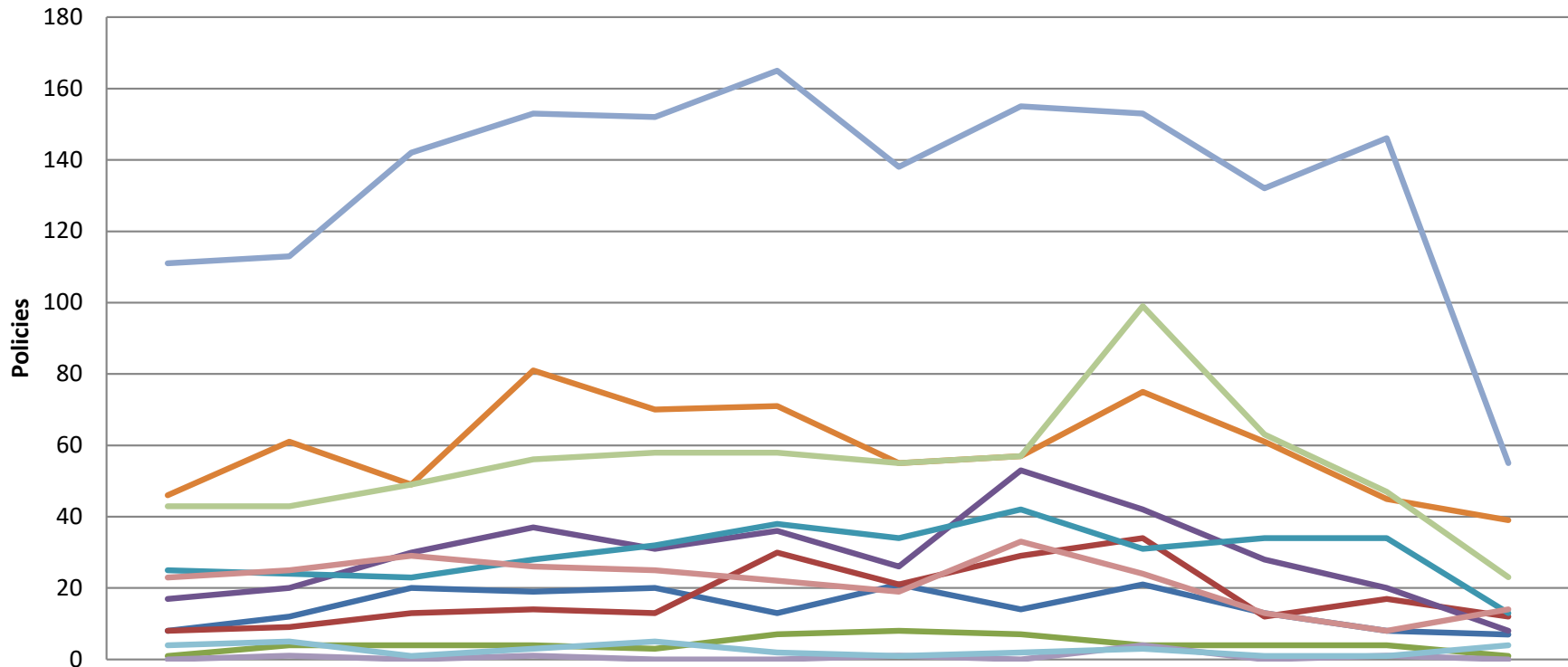


AIUA New Business (by Zone) (as of December 2022)



	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
— Gulf Front	8	12	20	19	20	13	21	14	21	13	8	7
— Zone 1 Baldwin	8	9	13	14	13	30	21	29	34	12	17	12
— Zone 1 Mobile	1	4	4	4	3	7	8	7	4	4	4	1
— Zone 2 Baldwin	17	20	30	37	31	36	26	53	42	28	20	8
— Zone 2 Mobile	25	24	23	28	32	38	34	42	31	34	34	13
— Zone 3 Baldwin	46	61	49	81	70	71	55	57	75	61	45	39
— Zone 3 Mobile	111	113	142	153	152	165	138	155	153	132	146	55
— Zone 4 Baldwin	23	25	29	26	25	22	19	33	24	13	8	14
— Zone 4 Mobile	43	43	49	56	58	58	55	57	99	63	47	23
— Zone 5 Baldwin	0	1	0	1	0	0	1	0	4	0	1	0
— Zone 5 Mobile	4	5	1	3	5	2	1	2	3	1	1	4