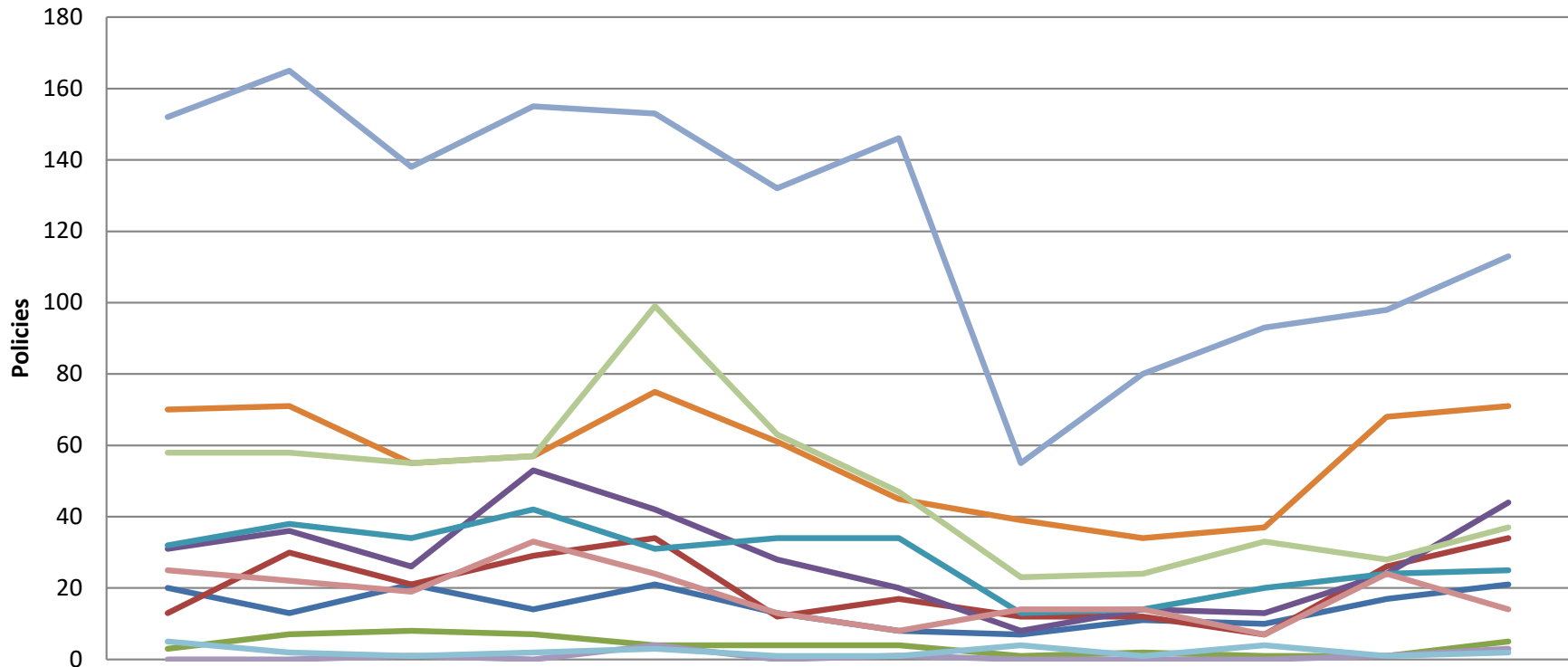


AIUA New Business (by Zone) (as of April 2023)



	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23
— Gulf Front	20	13	21	14	21	13	8	7	11	10	17	21
— Zone 1 Baldwin	13	30	21	29	34	12	17	12	12	7	26	34
— Zone 1 Mobile	3	7	8	7	4	4	4	1	2	1	1	5
— Zone 2 Baldwin	31	36	26	53	42	28	20	8	14	13	24	44
— Zone 2 Mobile	32	38	34	42	31	34	34	13	14	20	24	25
— Zone 3 Baldwin	70	71	55	57	75	61	45	39	34	37	68	71
— Zone 3 Mobile	152	165	138	155	153	132	146	55	80	93	98	113
— Zone 4 Baldwin	25	22	19	33	24	13	8	14	14	7	24	14
— Zone 4 Mobile	58	58	55	57	99	63	47	23	24	33	28	37
— Zone 5 Baldwin	0	0	1	0	4	0	1	0	0	0	1	3
— Zone 5 Mobile	5	2	1	2	3	1	1	4	1	4	1	2