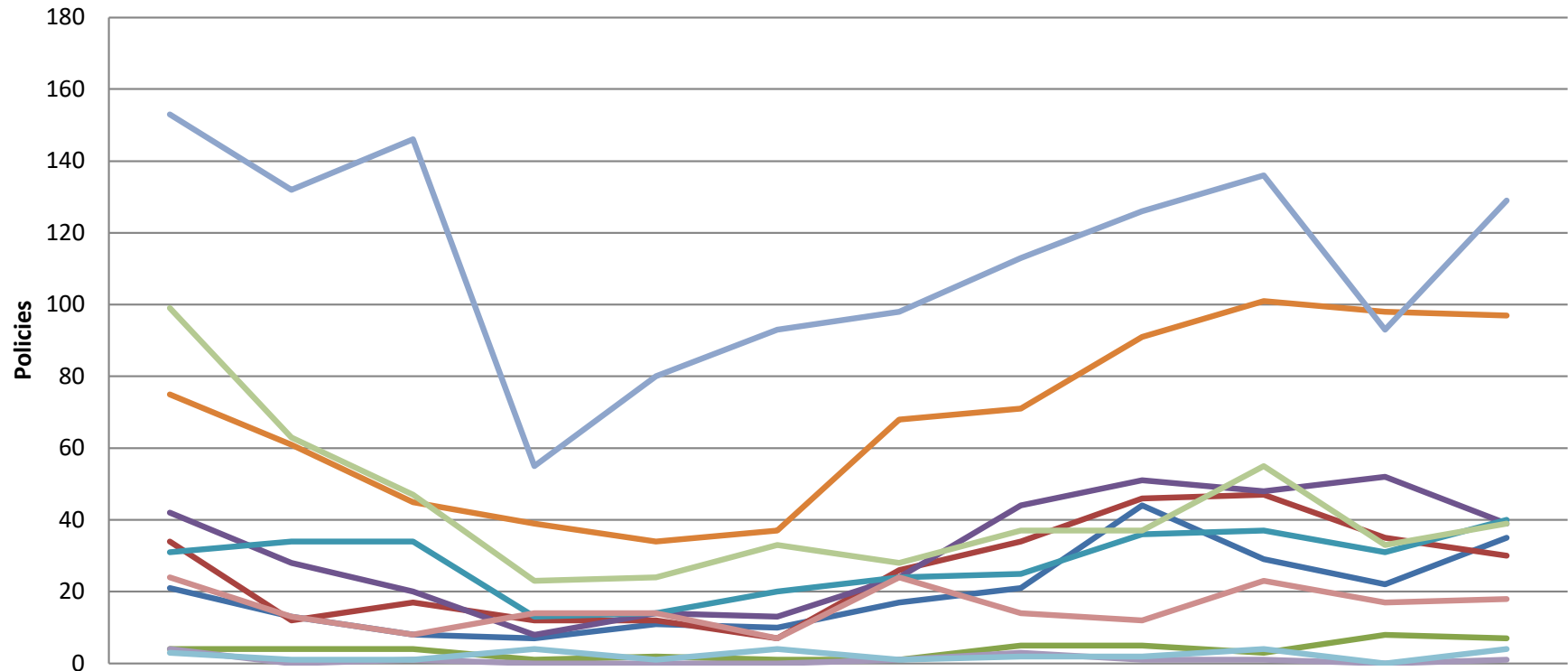


AIUA New Business (by Zone) (as of August 2023)



	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23
— Gulf Front	21	13	8	7	11	10	17	21	44	29	22	35
— Zone 1 Baldwin	34	12	17	12	12	7	26	34	46	47	35	30
— Zone 1 Mobile	4	4	4	1	2	1	1	5	5	3	8	7
— Zone 2 Baldwin	42	28	20	8	14	13	24	44	51	48	52	39
— Zone 2 Mobile	31	34	34	13	14	20	24	25	36	37	31	40
— Zone 3 Baldwin	75	61	45	39	34	37	68	71	91	101	98	97
— Zone 3 Mobile	153	132	146	55	80	93	98	113	126	136	93	129
— Zone 4 Baldwin	24	13	8	14	14	7	24	14	12	23	17	18
— Zone 4 Mobile	99	63	47	23	24	33	28	37	37	55	33	39
— Zone 5 Baldwin	4	0	1	0	0	0	1	3	1	1	0	1
— Zone 5 Mobile	3	1	1	4	1	4	1	2	2	4	0	4