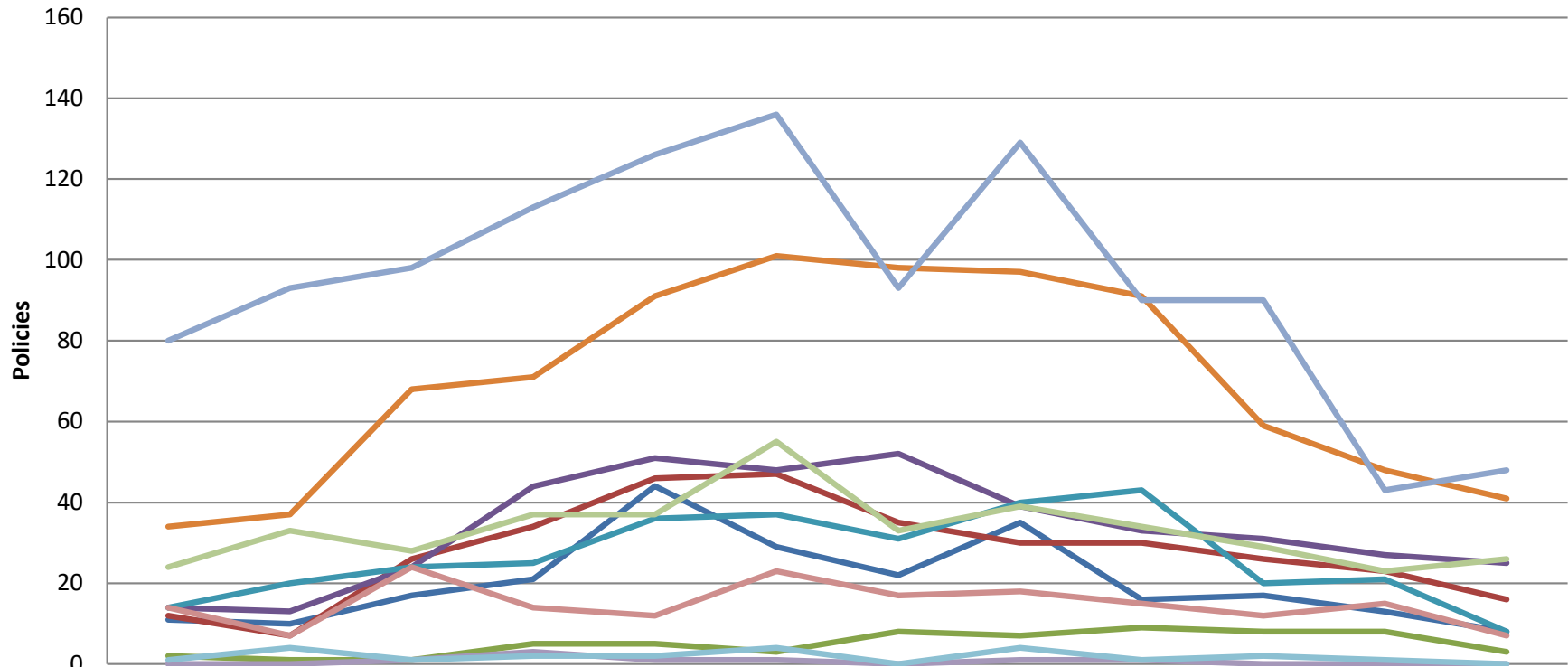


AIUA New Business (by Zone) (as of December 2023)



	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
— Gulf Front	11	10	17	21	44	29	22	35	16	17	13	8
— Zone 1 Baldwin	12	7	26	34	46	47	35	30	30	26	23	16
— Zone 1 Mobile	2	1	1	5	5	3	8	7	9	8	8	3
— Zone 2 Baldwin	14	13	24	44	51	48	52	39	33	31	27	25
— Zone 2 Mobile	14	20	24	25	36	37	31	40	43	20	21	8
— Zone 3 Baldwin	34	37	68	71	91	101	98	97	91	59	48	41
— Zone 3 Mobile	80	93	98	113	126	136	93	129	90	90	43	48
— Zone 4 Baldwin	14	7	24	14	12	23	17	18	15	12	15	7
— Zone 4 Mobile	24	33	28	37	37	55	33	39	34	29	23	26
— Zone 5 Baldwin	0	0	1	3	1	1	0	1	1	0	0	0
— Zone 5 Mobile	1	4	1	2	2	4	0	4	1	2	1	0