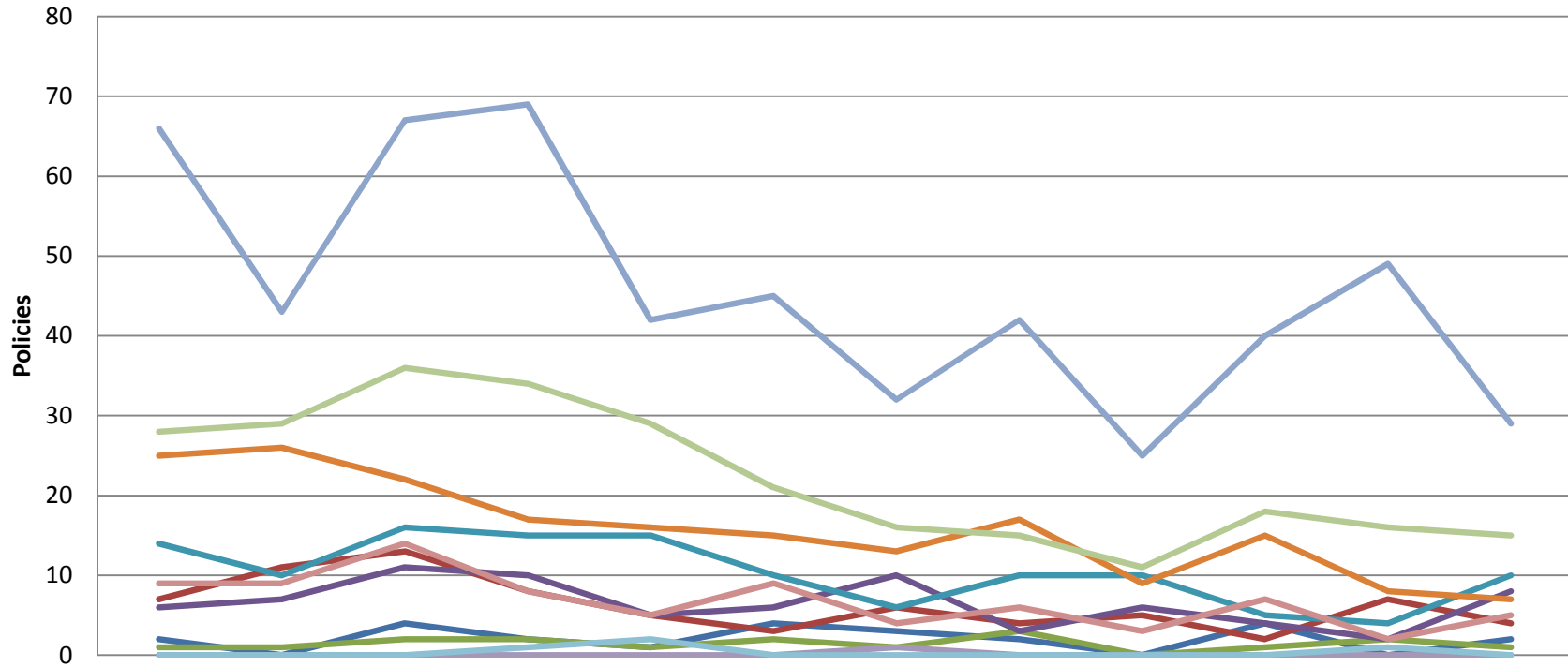


## AIUA New Business (by Zone) (as of February 2019)



	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19
— Gulf Front	2	0	4	2	1	4	3	2	0	4	0	2
— Zone 1 Baldwin	7	11	13	8	5	3	6	4	5	2	7	4
— Zone 1 Mobile	1	1	2	2	1	2	1	3	0	1	2	1
— Zone 2 Baldwin	6	7	11	10	5	6	10	3	6	4	2	8
— Zone 2 Mobile	14	10	16	15	15	10	6	10	10	5	4	10
— Zone 3 Baldwin	25	26	22	17	16	15	13	17	9	15	8	7
— Zone 3 Mobile	66	43	67	69	42	45	32	42	25	40	49	29
— Zone 4 Baldwin	9	9	14	8	5	9	4	6	3	7	2	5
— Zone 4 Mobile	28	29	36	34	29	21	16	15	11	18	16	15
— Zone 5 Baldwin	0	0	0	0	0	0	1	0	0	0	0	0
— Zone 5 Mobile	0	0	0	1	2	0	0	0	0	0	1	0