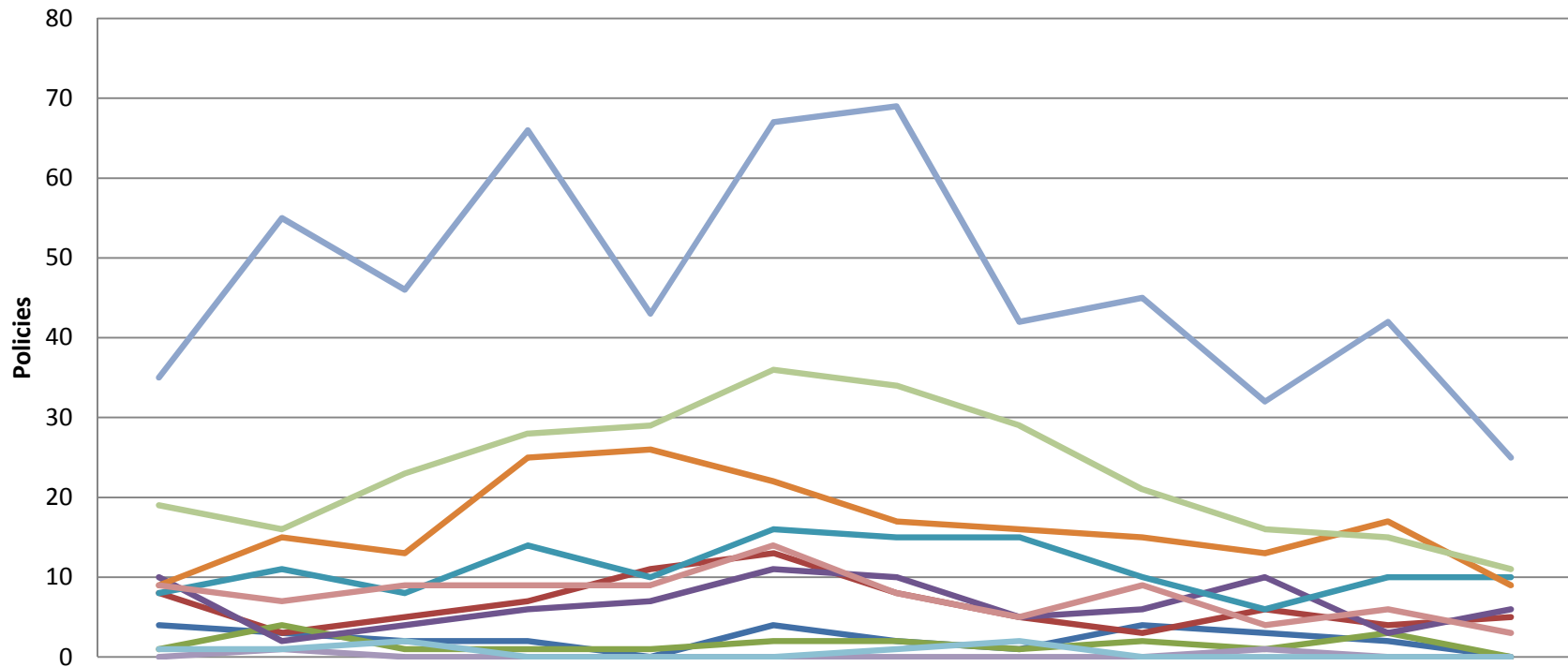


AIUA New Business (by Zone) (as of November 2018)



	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
— Gulf Front	4	3	2	2	0	4	2	1	4	3	2	0
— Zone 1 Baldwin	8	3	5	7	11	13	8	5	3	6	4	5
— Zone 1 Mobile	1	4	1	1	1	2	2	1	2	1	3	0
— Zone 2 Baldwin	10	2	4	6	7	11	10	5	6	10	3	6
— Zone 2 Mobile	8	11	8	14	10	16	15	15	10	6	10	10
— Zone 3 Baldwin	9	15	13	25	26	22	17	16	15	13	17	9
— Zone 3 Mobile	35	55	46	66	43	67	69	42	45	32	42	25
— Zone 4 Baldwin	9	7	9	9	9	14	8	5	9	4	6	3
— Zone 4 Mobile	19	16	23	28	29	36	34	29	21	16	15	11
— Zone 5 Baldwin	0	1	0	0	0	0	0	0	0	1	0	0
— Zone 5 Mobile	1	1	2	0	0	0	1	2	0	0	0	0