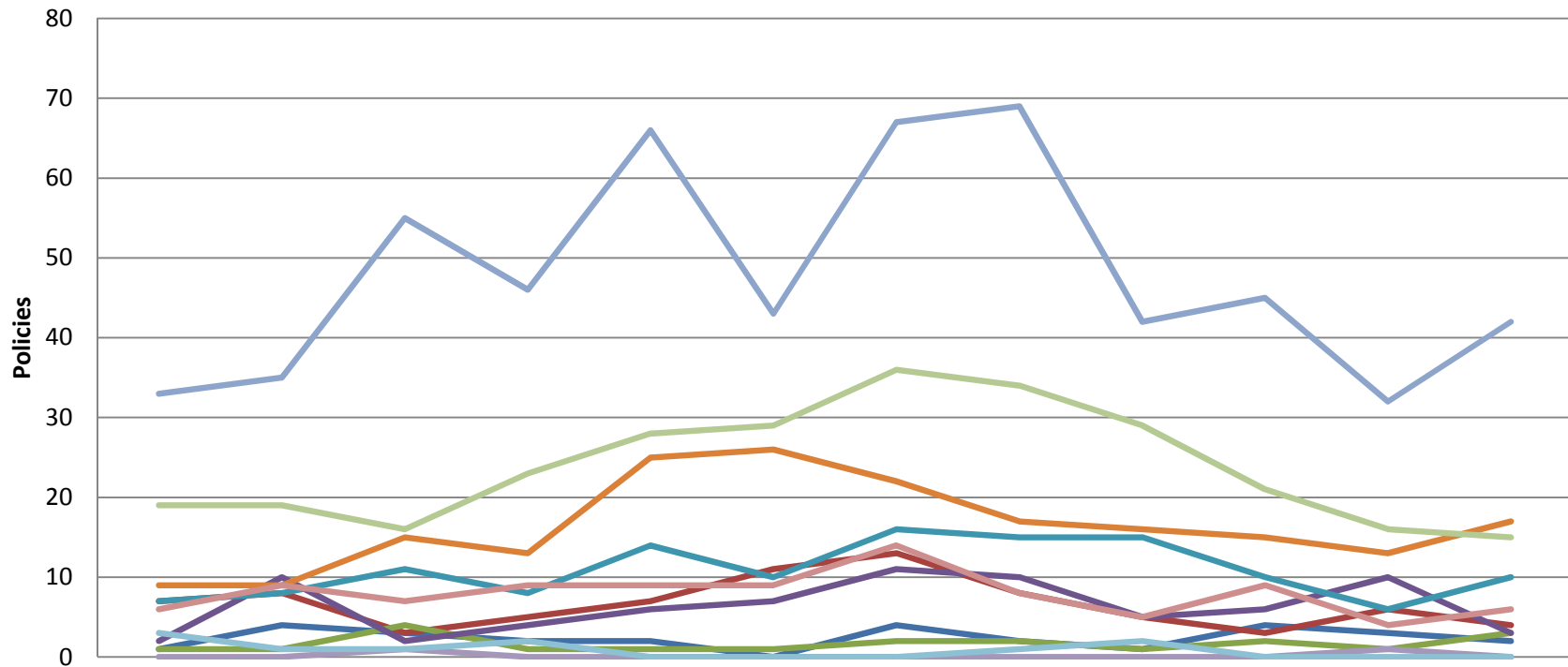


AIUA New Business (by Zone) (as of October 2018)



	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18
— Gulf Front	1	4	3	2	2	0	4	2	1	4	3	2
— Zone 1 Baldwin	7	8	3	5	7	11	13	8	5	3	6	4
— Zone 1 Mobile	1	1	4	1	1	1	2	2	1	2	1	3
— Zone 2 Baldwin	2	10	2	4	6	7	11	10	5	6	10	3
— Zone 2 Mobile	7	8	11	8	14	10	16	15	15	10	6	10
— Zone 3 Baldwin	9	9	15	13	25	26	22	17	16	15	13	17
— Zone 3 Mobile	33	35	55	46	66	43	67	69	42	45	32	42
— Zone 4 Baldwin	6	9	7	9	9	9	14	8	5	9	4	6
— Zone 4 Mobile	19	19	16	23	28	29	36	34	29	21	16	15
— Zone 5 Baldwin	0	0	1	0	0	0	0	0	0	0	1	0
— Zone 5 Mobile	3	1	1	2	0	0	0	1	2	0	0	0