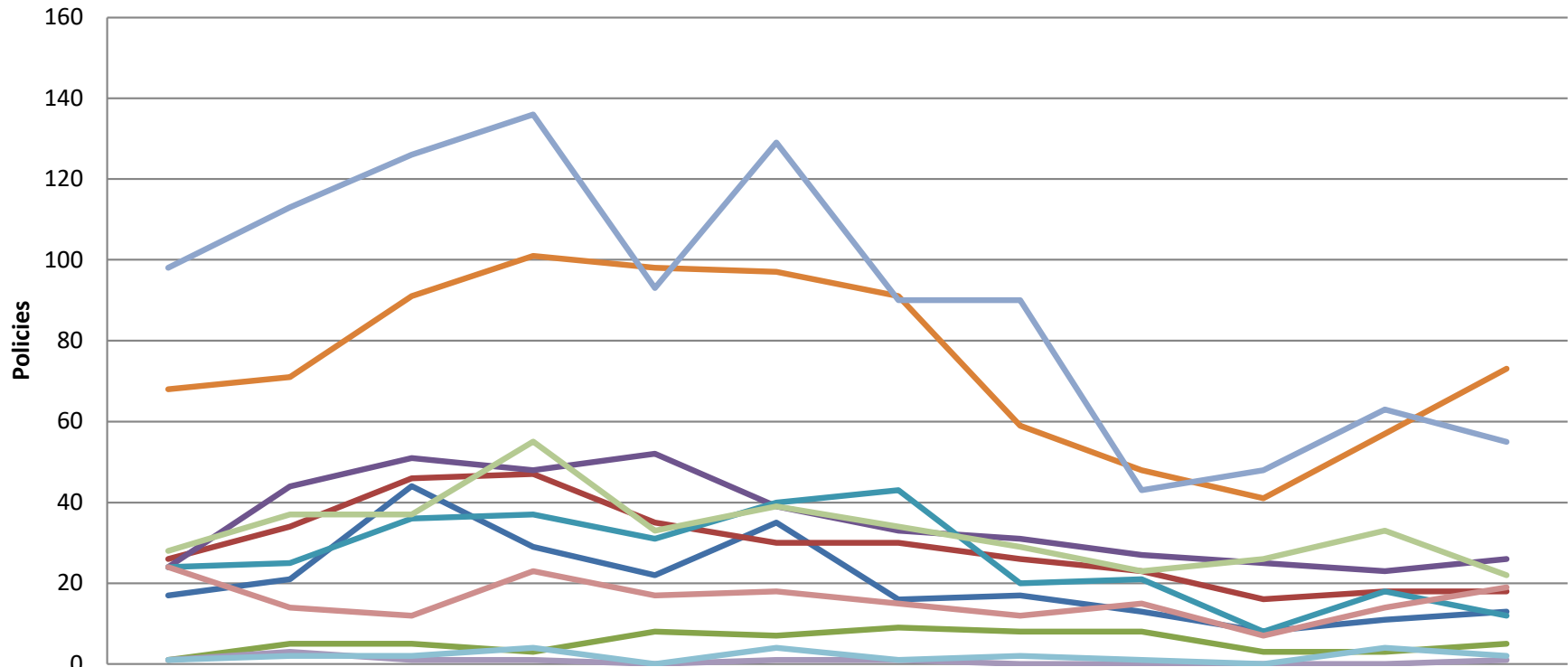


AIUA New Business (by Zone) (as of February 2024)



	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
— Gulf Front	17	21	44	29	22	35	16	17	13	8	11	13
— Zone 1 Baldwin	26	34	46	47	35	30	30	26	23	16	18	18
— Zone 1 Mobile	1	5	5	3	8	7	9	8	8	3	3	5
— Zone 2 Baldwin	24	44	51	48	52	39	33	31	27	25	23	26
— Zone 2 Mobile	24	25	36	37	31	40	43	20	21	8	18	12
— Zone 3 Baldwin	68	71	91	101	98	97	91	59	48	41	57	73
— Zone 3 Mobile	98	113	126	136	93	129	90	90	43	48	63	55
— Zone 4 Baldwin	24	14	12	23	17	18	15	12	15	7	14	19
— Zone 4 Mobile	28	37	37	55	33	39	34	29	23	26	33	22
— Zone 5 Baldwin	1	3	1	1	0	1	1	0	0	0	0	1
— Zone 5 Mobile	1	2	2	4	0	4	1	2	1	0	4	2