

ANALYSIS OF MARKET BY SOURCE OF BUSINESS  
OTHER THAN PRIVATE PASSENGER WRITTEN PREMIUM

	E.R.P. MARKET						VOLUNTARY AGENT/DIRECT WRITTEN MARKET					
	ERP RETAINED Premium	%	ERP CEDED Premium	%	TOT ERP Premium	ERP % TOT MKT	VOL AGT RETAINED Premium	%	VOL AGT CEDED Premium	%	TOT VOL AGT Premium	VOL AGT % TOT MKT
Final 92	6,296,719	4.6%	130,725,218	95.4%	137,021,937	26.3%	266,785,073	69.6%	116,514,324	30.4%	383,299,397	73.7%
Final 93	7,131,400	4.7%	143,539,309	95.3%	150,670,709	27.3%	289,618,310	72.3%	111,162,778	27.7%	400,781,088	72.7%
Final 94	9,093,709	6.4%	133,945,498	93.6%	143,039,207	25.7%	313,123,870	75.8%	100,166,942	24.2%	413,290,812	74.3%
Final 95	10,459,287	8.7%	109,447,895	91.3%	119,907,182	22.0%	336,253,423	78.9%	89,963,664	21.1%	426,217,087	78.0%
Final 96	10,131,327	11.2%	80,315,782	88.8%	90,447,109	16.8%	361,182,252	80.5%	87,496,958	19.5%	448,679,210	83.2%
Final 97	10,414,934	13.5%	66,681,764	86.5%	77,096,698	14.8%	372,159,690	83.9%	71,646,424	16.1%	443,806,114	85.2%
Final 98	9,778,077	16.7%	48,829,946	83.3%	58,608,023	12.1%	368,461,385	86.3%	58,367,677	13.7%	426,829,062	87.9%
Final 99	10,144,122	19.5%	41,895,212	80.5%	52,039,334	10.3%	400,890,926	88.4%	52,384,462	11.6%	453,275,388	89.7%
Final 00	11,090,617	19.6%	45,548,181	80.4%	56,638,798	10.6%	410,614,930	86.4%	64,830,189	13.6%	475,445,119	89.4%
Jan-01 Y-T-D	610,088	22.8%	2,065,219	77.2%	2,675,307	5.0%	44,813,007	89.1%	5,502,110	10.9%	50,315,117	95.0%
Feb-01 Y-T-D	943,228	11.9%	6,971,290	88.1%	7,914,518	9.2%	68,843,254	88.2%	9,227,598	11.8%	78,070,852	90.8%
Mar-01 Y-T-D	2,630,792	16.3%	13,473,337	83.7%	16,104,129	10.6%	114,233,527	84.5%	21,015,016	15.5%	135,248,543	89.4%
Apr-01 Y-T-D	3,937,848	18.0%	17,959,720	82.0%	21,897,568	10.5%	156,081,012	83.9%	29,865,289	16.1%	185,946,301	89.5%
May-01 Y-T-D	4,911,960	17.4%	23,346,263	82.6%	28,258,223	10.9%	192,641,737	83.3%	38,553,290	16.7%	231,195,027	89.1%
Jun-01 Y-T-D	5,971,672	18.0%	27,160,249	82.0%	33,131,921	10.7%	230,005,210	83.5%	45,318,099	16.5%	275,323,309	89.3%
Jul-01 Y-T-D	7,048,240	18.3%	31,490,722	81.7%	38,538,962	10.8%	265,082,175	83.6%	52,109,133	16.4%	317,191,308	89.2%
Aug-01 Y-T-D	7,811,912	17.9%	35,892,863	82.1%	43,704,775	10.7%	302,302,300	83.0%	61,943,410	17.0%	364,245,710	89.3%
Sep-01 Y-T-D	8,390,667	16.7%	41,878,623	83.3%	50,269,290	11.0%	338,810,281	83.3%	67,859,323	16.7%	406,669,604	89.0%
Oct-01 Y-T-D	8,888,303	16.4%	45,400,939	83.6%	54,289,242	10.8%	372,765,229	83.4%	74,227,688	16.6%	446,992,917	89.2%
Nov-01 Y-T-D	9,585,004	16.0%	50,280,472	84.0%	59,865,476	11.0%	404,043,647	83.4%	80,633,616	16.6%	484,677,263	89.0%
Dec-01 Y-T-D	10,381,459	15.6%	55,982,177	84.4%	66,363,636	11.0%	447,290,185	83.2%	90,128,296	16.8%	537,418,481	89.0%
Final 01 Y-T-D	10,381,459	15.6%	55,982,177	84.4%	66,363,636	10.6%	468,885,406	83.9%	90,128,296	16.1%	559,013,702	89.4%

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	TOTAL MARKET					
	RETAINED Premium	%	CEDED Premium	%	TOTAL MARKET Premium	%
Final 92	273,081,792	52.5%	247,239,542	47.5%	520,321,334	100.0%
Final 93	296,749,710	53.8%	254,702,087	46.2%	551,451,797	100.0%
Final 94	322,217,579	57.9%	234,112,440	42.1%	556,330,019	100.0%
Final 95	346,712,710	63.5%	199,411,559	36.5%	546,124,269	100.0%
Final 96	371,313,579	68.9%	167,812,740	31.1%	539,126,319	100.0%
Final 97	382,574,624	73.4%	138,328,188	26.6%	520,902,812	100.0%
Final 98	378,239,462	77.9%	107,197,623	22.1%	485,437,085	100.0%
Final 99	411,035,048	81.3%	94,279,674	18.7%	505,314,722	100.0%
Final 00	421,705,547	79.3%	110,378,370	20.7%	532,083,917	100.0%
Jan-01 Y-T-D	45,423,095	85.7%	7,567,329	14.3%	52,990,424	100.0%
Feb-01 Y-T-D	69,786,482	81.2%	16,198,888	18.8%	85,985,370	100.0%
Mar-01 Y-T-D	116,864,319	77.2%	34,488,353	22.8%	151,352,672	100.0%
Apr-01 Y-T-D	160,018,860	77.0%	47,825,009	23.0%	207,843,869	100.0%
May-01 Y-T-D	197,553,697	76.1%	61,899,553	23.9%	259,453,250	100.0%
Jun-01 Y-T-D	235,976,882	76.5%	72,478,348	23.5%	308,455,230	100.0%
Jul-01 Y-T-D	272,130,415	76.5%	83,599,855	23.5%	355,730,270	100.0%
Aug-01 Y-T-D	310,114,212	76.0%	97,836,273	24.0%	407,950,485	100.0%
Sep-01 Y-T-D	347,200,948	76.0%	109,737,946	24.0%	456,938,894	100.0%
Oct-01 Y-T-D	381,653,532	76.1%	119,628,627	23.9%	501,282,159	100.0%
Nov-01 Y-T-D	413,628,651	76.0%	130,914,088	24.0%	544,542,739	100.0%
Dec-01 Y-T-D	457,671,644	75.8%	146,110,473	24.2%	603,782,117	100.0%
Final 01 Y-T-D	479,266,865	76.6%	146,110,473	23.4%	625,377,338	100.0%