

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%
Final 01	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%
Final 02	6,383,576	7.6%	77,920,825	92.4%	84,304,401	12.0%	501,248,076	80.8%	119,437,406	19.2%	620,685,482	88.0%
Final-03	6,862,951	6.9%	93,209,497	93.1%	100,072,448	13.4%	531,752,486	82.2%	115,333,521	17.8%	647,086,007	86.6%
Final 04	14,818,270	13.4%	95,828,368	86.6%	110,646,638	14.2%	555,475,992	83.0%	114,010,544	17.0%	669,486,536	85.8%
Final 05	12,687,463	12.1%	92,428,364	87.9%	105,115,827	13.4%	565,936,797	83.3%	113,484,657	16.7%	679,421,454	86.6%
Jan-06 Y-T-D	1,065,764	10.8%	8,827,197	89.2%	9,892,961	11.2%	68,352,638	87.5%	9,743,810	12.5%	78,096,448	88.8%
Feb-06 Y-T-D	1,733,729	8.5%	18,754,918	91.5%	20,488,647	15.1%	98,334,974	85.7%	16,419,195	14.3%	114,754,169	84.9%
Mar-06 Y-T-D	2,589,991	8.6%	27,579,488	91.4%	30,169,479	15.4%	140,404,803	84.6%	25,523,039	15.4%	165,927,842	84.6%
Apr-06 Y-T-D	3,476,215	8.3%	38,222,562	91.7%	41,698,777	15.7%	189,174,426	84.7%	34,119,098	15.3%	223,293,524	84.3%
May-06 Y-T-D	4,239,526	8.3%	46,854,425	91.7%	51,093,951	15.5%	236,024,252	84.8%	42,365,586	15.2%	278,389,838	84.5%
Jun-06 Y-T-D	4,926,898	8.2%	54,921,535	91.8%	59,848,433	15.2%	283,583,516	84.9%	50,465,929	15.1%	334,049,445	84.8%
Jul-06 Y-T-D	5,844,105	8.7%	61,318,453	91.3%	67,162,558	14.2%	345,706,570	84.9%	61,493,270	15.1%	407,199,840	85.8%
Aug-06 Y-T-D	6,829,304	9.0%	68,902,909	91.0%	75,732,213	14.3%	386,558,561	85.0%	68,225,723	15.0%	454,784,284	85.7%
Sep-06 Y-T-D	7,648,819	8.8%	79,375,800	91.2%	87,024,619	14.8%	427,174,957	85.1%	74,932,134	14.9%	502,107,091	85.2%
Oct-06 Y-T-D	8,468,274	8.9%	86,356,286	91.1%	94,824,560	14.6%	472,914,404	85.2%	82,354,439	14.8%	555,268,843	85.4%
Nov-06 Y-T-D	9,221,555	8.9%	93,999,678	91.1%	103,221,233	14.7%	509,830,657	85.4%	87,051,598	14.6%	596,882,255	85.3%
Dec-06 Y-T-D	10,203,007	9.1%	101,745,909	90.9%	111,948,916	14.7%	559,075,446	85.7%	92,969,877	14.3%	652,045,323	85.3%
Final 06	10,203,007	9.1%	101,745,909	90.9%	111,948,916	14.6%	560,337,434	85.8%	92,969,877	14.2%	653,307,311	85.4%

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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%
Final 01	479,266,865	76.6%	146,110,473	23.4%	625,377,338	100.0%
Final 02	507,631,652	72.0%	197,358,231	28.0%	704,989,883	100.0%
Final-03	538,615,437	72.1%	208,543,018	27.9%	747,158,455	100.0%
Final-04	570,294,262	73.1%	209,838,912	26.9%	780,133,174	100.0%
Final-05	578,624,260	73.8%	205,913,021	26.2%	784,537,281	100.0%
Jan-06 Y-T-D	69,418,402	78.9%	18,571,007	21.1%	87,989,409	100.0%
Feb-06 Y-T-D	100,068,703	74.0%	35,174,113	26.0%	135,242,816	100.0%
Mar-06 Y-T-D	142,994,794	72.9%	53,102,527	27.1%	196,097,321	100.0%
Apr-06 Y-T-D	192,650,641	72.7%	72,341,660	27.3%	264,992,301	100.0%
May-06 Y-T-D	240,263,778	72.9%	89,220,011	27.1%	329,483,789	100.0%
Jun-06 Y-T-D	288,510,414	73.2%	105,387,464	26.8%	393,897,878	100.0%
Jul-06 Y-T-D	351,550,675	74.1%	122,811,723	25.9%	474,362,398	100.0%
Aug-06 Y-T-D	393,387,865	74.2%	137,128,632	25.8%	530,516,497	100.0%
Sep-06 Y-T-D	434,823,776	73.8%	154,307,934	26.2%	589,131,710	100.0%
Oct-06 Y-T-D	481,382,678	74.0%	168,710,725	26.0%	650,093,403	100.0%
Nov-06 Y-T-D	519,052,212	74.1%	181,051,276	25.9%	700,103,488	100.0%
Dec-06 Y-T-D	569,278,453	74.5%	194,715,786	25.5%	763,994,239	100.0%
Final 06	570,540,441	74.6%	194,715,786	25.4%	765,256,227	100.0%