

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 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%
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%
Final 07	12,333,722	12.7%	84,511,443	87.3%	96,845,165	13.0%	567,302,154	87.4%	82,084,110	12.6%	649,386,264	87.0%
Final 08	10,004,808	14.0%	61,353,117	86.0%	71,357,925	10.5%	539,532,223	88.9%	67,313,648	11.1%	606,845,871	89.5%
Final 09	5,707,800	10.7%	47,662,489	89.3%	53,370,289	8.3%	529,802,995	90.1%	58,077,091	9.9%	587,880,086	91.7%
Jan-10 Y-T-D	535,989	12.0%	3,927,362	88.0%	4,463,351	6.8%	55,236,455	90.3%	5,955,073	9.7%	61,191,528	93.2%
Feb-10 Y-T-D	859,859	10.4%	7,426,593	89.6%	8,286,452	7.9%	87,295,793	90.1%	9,609,221	9.9%	96,905,014	92.1%
Mar-10 Y-T-D	1,202,088	9.4%	11,612,182	90.6%	12,814,270	8.3%	126,761,178	89.3%	15,206,172	10.7%	141,967,350	91.7%
Apr-10 Y-T-D	1,542,071	8.8%	16,078,240	91.2%	17,620,311	8.4%	171,035,041	89.6%	19,930,215	10.4%	190,965,256	91.6%
May-10 Y-T-D	1,907,371	8.9%	19,462,959	91.1%	21,370,330	8.3%	211,072,448	89.5%	24,762,862	10.5%	235,835,310	91.7%
Jun-10 Y-T-D	2,204,901	9.0%	22,366,415	91.0%	24,571,316	7.9%	256,729,389	89.5%	30,059,962	10.5%	286,789,351	92.1%
Jul-10 Y-T-D	2,693,944	9.3%	26,122,244	90.7%	28,816,188	7.8%	303,685,007	89.6%	35,271,236	10.4%	338,956,243	92.2%
Aug-10 Y-T-D	2,983,530	9.4%	28,781,886	90.6%	31,765,416	7.8%	336,939,224	90.0%	37,586,795	10.0%	374,526,019	92.2%
Sep-10 Y-T-D	3,178,794	9.0%	32,120,375	91.0%	35,299,169	7.8%	375,020,670	90.3%	40,351,257	9.7%	415,371,927	92.2%
Oct-10 Y-T-D	3,695,323	9.4%	35,762,061	90.6%	39,457,384	7.9%	418,241,077	90.3%	44,671,301	9.7%	462,912,378	92.1%
Nov-10 Y-T-D	3,992,202	9.5%	38,070,607	90.5%	42,062,809	7.8%	451,240,135	90.5%	47,524,282	9.5%	498,764,417	92.2%
Dec-10 Y-T-D	4,386,116	9.8%	40,151,251	90.2%	44,537,367	7.3%	512,311,430	90.8%	51,970,871	9.2%	564,282,301	92.7%
Final 10	4,386,116	9.8%	40,151,251	90.2%	44,537,367	7.3%	513,230,818	90.8%	51,970,871	9.2%	565,201,689	92.7%

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	TOTAL MARKET					
	RETAINED Premium	%	CEDED Premium	%	TOTAL MARKET Premium	%
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%
Final06	570,540,441	74.6%	194,715,786	25.4%	765,256,227	100.0%
Final 07	579,635,876	77.7%	166,595,553	22.3%	746,231,429	100.0%
Final 08	549,537,031	81.0%	128,666,765	19.0%	678,203,796	100.0%
Final 09	535,510,795	83.5%	105,739,580	16.5%	641,250,375	100.0%
Jan-10 Y-T-D	55,772,444	84.9%	9,882,435	15.1%	65,654,879	100.0%
Feb-10 Y-T-D	88,155,652	83.8%	17,035,814	16.2%	105,191,466	100.0%
Mar-10 Y-T-D	127,963,266	82.7%	26,818,354	17.3%	154,781,620	100.0%
Apr-10 Y-T-D	172,577,112	82.7%	36,008,455	17.3%	208,585,567	100.0%
May-10 Y-T-D	212,979,819	82.8%	44,225,821	17.2%	257,205,640	100.0%
Jun-10 Y-T-D	258,934,290	83.2%	52,426,377	16.8%	311,360,667	100.0%
Jul-10 Y-T-D	306,378,951	83.3%	61,393,480	16.7%	367,772,431	100.0%
Aug-10 Y-T-D	339,922,754	83.7%	66,368,681	16.3%	406,291,435	100.0%
Sep-10 Y-T-D	378,199,464	83.9%	72,471,632	16.1%	450,671,096	100.0%
Oct-10 Y-T-D	421,936,400	84.0%	80,433,362	16.0%	502,369,762	100.0%
Nov-10 Y-T-D	455,232,337	84.2%	85,594,889	15.8%	540,827,226	100.0%
Dec-10 Y-T-D	516,697,546	84.9%	92,122,122	15.1%	608,819,668	100.0%
Final 10	517,616,934	84.9%	92,122,122	15.1%	609,739,056	100.0%