

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%
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%
Jan-11 Y-T-D	565,776	14.1%	3,449,411	85.9%	4,015,187	6.2%	55,086,664	91.2%	5,312,544	8.8%	60,399,208	93.8%
Feb-11 Y-T-D	810,601	11.8%	6,071,128	88.2%	6,881,729	7.1%	82,374,424	91.8%	7,313,256	8.2%	89,687,680	92.9%
Mar-11 Y-T-D	1,249,029	10.5%	10,698,583	89.5%	11,947,612	8.0%	124,346,261	90.6%	12,934,294	9.4%	137,280,555	92.0%
Apr-11 Y-T-D	1,485,208	9.1%	14,846,287	90.9%	16,331,495	8.1%	167,721,359	90.5%	17,554,251	9.5%	185,275,610	91.9%
May-11 Y-T-D	1,781,059	9.2%	17,586,926	90.8%	19,367,985	7.8%	206,626,694	90.6%	21,549,878	9.4%	228,176,572	92.2%
Jun-11 Y-T-D	2,112,493	9.2%	20,786,479	90.8%	22,898,972	7.6%	252,100,169	90.4%	26,730,076	9.6%	278,830,245	92.4%
Jul-11 Y-T-D	2,459,553	9.4%	23,767,145	90.6%	26,226,698	7.3%	300,938,785	90.4%	32,138,388	9.6%	333,077,173	92.7%
Aug-11 Y-T-D	2,768,232	9.5%	26,372,643	90.5%	29,140,875	7.2%	341,325,861	90.8%	34,724,928	9.2%	376,050,789	92.8%
Sep-11 Y-T-D	3,043,648	9.5%	29,009,411	90.5%	32,053,059	7.1%	380,981,871	90.8%	38,783,297	9.2%	419,765,168	92.9%
Oct-11 Y-T-D	3,610,180	10.1%	32,256,375	89.9%	35,866,555	7.1%	425,117,544	90.9%	42,514,936	9.1%	467,632,480	92.9%
Nov-11 Y-T-D	3,987,967	10.2%	35,037,010	89.8%	39,024,977	7.1%	461,906,173	90.9%	46,097,444	9.1%	508,003,617	92.9%
Dec-11 Y-T-D	4,322,789	10.0%	38,758,070	90.0%	43,080,859	7.1%	508,462,378	90.9%	51,162,199	9.1%	559,624,577	92.9%
Final 11	4,322,789	10.0%	38,758,070	90.0%	43,080,859	7.1%	508,810,507	90.9%	51,162,199	9.1%	559,972,706	92.9%

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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%
Final 10	517,616,934	84.9%	92,122,122	15.1%	609,739,056	100.0%
Jan-11 Y-T-D	55,652,440	86.4%	8,761,955	13.6%	64,414,395	100.0%
Feb-11 Y-T-D	83,185,025	86.1%	13,384,384	13.9%	96,569,409	100.0%
Mar-11 Y-T-D	125,595,290	84.2%	23,632,877	15.8%	149,228,167	100.0%
Apr-11 Y-T-D	169,206,567	83.9%	32,400,538	16.1%	201,607,105	100.0%
May-11 Y-T-D	208,407,753	84.2%	39,136,804	15.8%	247,544,557	100.0%
Jun-11 Y-T-D	254,212,662	84.3%	47,516,555	15.7%	301,729,217	100.0%
Jul-11 Y-T-D	303,398,338	84.4%	55,905,533	15.6%	359,303,871	100.0%
Aug-11 Y-T-D	344,094,093	84.9%	61,097,571	15.1%	405,191,664	100.0%
Sep-11 Y-T-D	384,025,519	85.0%	67,792,708	15.0%	451,818,227	100.0%
Oct-11 Y-T-D	428,727,724	85.1%	74,771,311	14.9%	503,499,035	100.0%
Nov-11 Y-T-D	465,894,140	85.2%	81,134,454	14.8%	547,028,594	100.0%
Dec-11 Y-T-D	512,785,167	85.1%	89,920,269	14.9%	602,705,436	100.0%
Final 11	513,133,296	85.1%	89,920,269	14.9%	603,053,565	100.0%