

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%
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%
Jan-12 Y-T-D	596,261	16.1%	3,101,200	83.9%	3,697,461	6.0%	52,558,731	91.0%	5,205,377	9.0%	57,764,108	94.0%
Feb-12 Y-T-D	912,049	11.5%	7,048,371	88.5%	7,960,420	7.8%	85,842,240	91.0%	8,532,397	9.0%	94,374,637	92.2%
Mar-12 Y-T-D	1,344,112	11.4%	10,427,479	88.6%	11,771,591	7.9%	125,197,887	90.7%	12,780,602	9.3%	137,978,489	92.1%
Apr-12 Y-T-D	1,585,984	9.5%	15,038,055	90.5%	16,624,039	8.1%	171,034,188	90.8%	17,338,649	9.2%	188,372,837	91.9%
May-12 Y-T-D	1,964,926	9.8%	18,169,726	90.2%	20,134,652	8.0%	209,171,645	90.4%	22,189,024	9.6%	231,360,669	92.0%
Jun-12 Y-T-D	2,324,207	9.9%	21,076,816	90.1%	23,401,023	7.6%	258,320,230	90.3%	27,640,390	9.7%	285,960,620	92.4%
Jul-12 Y-T-D	2,677,589	10.1%	23,901,989	89.9%	26,579,578	7.1%	310,139,615	89.7%	35,459,998	10.3%	345,599,613	92.9%
Aug-12 Y-T-D	2,953,727	10.0%	26,527,023	90.0%	29,480,750	7.0%	350,749,914	90.2%	38,303,808	9.8%	389,053,722	93.0%
Sep-12 Y-T-D	3,251,943	10.0%	29,380,475	90.0%	32,632,418	7.0%	393,408,243	90.2%	42,555,150	9.8%	435,963,393	93.0%
Oct-12 Y-T-D	3,837,781	10.5%	32,847,695	89.5%	36,685,476	7.0%	441,012,256	90.5%	46,429,440	9.5%	487,441,696	93.0%
Nov-12 Y-T-D	4,084,864	10.1%	36,395,980	89.9%	40,480,844	7.2%	474,546,411	90.4%	50,410,219	9.6%	524,956,630	92.8%
Dec-12 Y-T-D	4,478,142	10.1%	39,982,005	89.9%	44,460,147	7.1%	520,398,132	90.0%	57,623,970	10.0%	578,022,102	92.9%
Final 12	4,478,142	10.1%	39,982,005	89.9%	44,460,147	7.1%	522,018,413	90.1%	57,623,970	9.9%	579,642,383	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%
Final 11	513,133,296	85.1%	89,920,269	14.9%	603,053,565	100.0%
Jan-12 Y-T-D	53,154,992	86.5%	8,306,577	13.5%	61,461,569	100.0%
Feb-12 Y-T-D	86,754,289	84.8%	15,580,768	15.2%	102,335,057	100.0%
Mar-12 Y-T-D	126,541,999	84.5%	23,208,081	15.5%	149,750,080	100.0%
Apr-12 Y-T-D	172,620,172	84.2%	32,376,704	15.8%	204,996,876	100.0%
May-12 Y-T-D	211,136,571	84.0%	40,358,750	16.0%	251,495,321	100.0%
Jun-12 Y-T-D	260,644,437	84.3%	48,717,206	15.7%	309,361,643	100.0%
Jul-12 Y-T-D	312,817,204	84.1%	59,361,987	15.9%	372,179,191	100.0%
Aug-12 Y-T-D	353,703,641	84.5%	64,830,831	15.5%	418,534,472	100.0%
Sep-12 Y-T-D	396,660,186	84.6%	71,935,625	15.4%	468,595,811	100.0%
Oct-12 Y-T-D	444,850,037	84.9%	79,277,135	15.1%	524,127,172	100.0%
Nov-12 Y-T-D	478,631,275	84.6%	86,806,199	15.4%	565,437,474	100.0%
Dec-12 Y-T-D	524,876,274	84.3%	97,605,975	15.7%	622,482,249	100.0%
Final 12	526,496,555	84.4%	97,605,975	15.6%	624,102,530	100.0%