

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%
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%
Jan-13 Y-T-D	656,463	14.9%	3,746,436	85.1%	4,402,899	6.3%	59,499,310	91.0%	5,906,270	9.0%	65,405,580	93.7%
Feb-13 Y-T-D	950,601	10.7%	7,953,966	89.3%	8,904,567	8.3%	89,038,127	90.5%	9,345,415	9.5%	98,383,542	91.7%
Mar-13 Y-T-D	1,350,934	9.8%	12,439,452	90.2%	13,790,386	8.7%	131,239,680	90.4%	13,944,509	9.6%	145,184,189	91.3%
Apr-13 Y-T-D	1,665,346	8.7%	17,470,142	91.3%	19,135,488	8.8%	178,371,478	89.9%	20,064,305	10.1%	198,435,783	91.2%
May-13 Y-T-D	2,053,469	8.7%	21,573,187	91.3%	23,626,656	8.8%	219,188,833	89.9%	24,646,442	10.1%	243,835,275	91.2%
Jun-13 Y-T-D	2,451,401	8.9%	25,060,125	91.1%	27,511,526	8.5%	265,694,660	89.3%	31,832,175	10.7%	297,526,835	91.5%
Jul-13 Y-T-D	2,731,974	9.0%	27,625,227	91.0%	30,357,201	7.8%	319,897,860	89.2%	38,613,031	10.8%	358,510,891	92.2%
Aug-13 Y-T-D	3,066,164	8.8%	31,702,973	91.2%	34,769,137	7.9%	363,334,211	89.4%	43,230,855	10.6%	406,565,066	92.1%
Sep-13 Y-T-D	3,428,985	8.9%	34,920,687	91.1%	38,349,672	7.8%	407,133,177	89.6%	47,097,642	10.4%	454,230,819	92.2%
Oct-13 Y-T-D	3,848,649	8.8%	39,674,726	91.2%	43,523,375	7.9%	454,677,214	89.7%	52,481,462	10.3%	507,158,676	92.1%
Nov-13 Y-T-D	4,294,176	9.1%	42,960,052	90.9%	47,254,228	7.9%	491,288,765	89.5%	57,783,625	10.5%	549,072,390	92.1%
Dec-13 Y-T-D	4,694,541	9.1%	46,744,045	90.9%	51,438,586	7.9%	537,853,002	89.1%	65,696,929	10.9%	603,549,931	92.1%
Final 13	4,694,541	9.1%	46,744,045	90.9%	51,438,586	7.8%	543,569,943	89.2%	65,696,929	10.8%	609,266,872	92.2%

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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%
Final 12	526,496,555	84.4%	97,605,975	15.6%	624,102,530	100.0%
Jan-13 Y-T-D	60,155,773	86.2%	9,652,706	13.8%	69,808,479	100.0%
Feb-13 Y-T-D	89,988,728	83.9%	17,299,381	16.1%	107,288,109	100.0%
Mar-13 Y-T-D	132,590,614	83.4%	26,383,961	16.6%	158,974,575	100.0%
Apr-13 Y-T-D	180,036,824	82.7%	37,534,447	17.3%	217,571,271	100.0%
May-13 Y-T-D	221,242,302	82.7%	46,219,629	17.3%	267,461,931	100.0%
Jun-13 Y-T-D	268,146,061	82.5%	56,892,300	17.5%	325,038,361	100.0%
Jul-13 Y-T-D	322,629,834	83.0%	66,238,258	17.0%	388,868,092	100.0%
Aug-13 Y-T-D	366,400,375	83.0%	74,933,828	17.0%	441,334,203	100.0%
Sep-13 Y-T-D	410,562,162	83.3%	82,018,329	16.7%	492,580,491	100.0%
Oct-13 Y-T-D	458,525,863	83.3%	92,156,188	16.7%	550,682,051	100.0%
Nov-13 Y-T-D	495,582,941	83.1%	100,743,677	16.9%	596,326,618	100.0%
Dec-13 Y-T-D	542,547,543	82.8%	112,440,974	17.2%	654,988,517	100.0%
Final 13	548,264,484	83.0%	112,440,974	17.0%	660,705,458	100.0%