

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%
Final 13	4,694,541	9.1%	46,744,045	90.9%	51,438,586	73.7%	543,569,943	89.2%	65,696,929	10.8%	609,266,872	872.8%
Jan-14 Y-T-D	592,015	13.6%	3,747,282	86.4%	4,339,297	5.9%	62,424,619	90.5%	6,547,474	9.5%	68,972,093	94.1%
Feb-14 Y-T-D	844,866	9.1%	8,441,395	90.9%	9,286,261	8.3%	92,382,158	89.6%	10,745,131	10.4%	103,127,289	91.7%
Mar-14 Y-T-D	1,361,456	9.1%	13,632,298	90.9%	14,993,754	8.9%	135,300,410	88.4%	17,672,355	11.6%	152,972,765	91.1%
Apr-14 Y-T-D	1,852,324	8.9%	18,937,374	91.1%	20,789,698	9.1%	184,345,809	88.4%	24,153,254	11.6%	208,499,063	90.9%
May-14 Y-T-D	2,292,397	9.0%	23,127,554	91.0%	25,419,951	9.0%	226,648,224	88.6%	29,287,303	11.4%	255,935,527	91.0%
Jun-14 Y-T-D	2,721,570	9.1%	27,319,637	90.9%	30,041,207	8.8%	277,292,532	88.6%	35,724,226	11.4%	313,016,758	91.2%
Jul-14 Y-T-D	2,921,608	8.5%	31,523,318	91.5%	34,444,926	8.4%	330,299,761	88.2%	43,988,132	11.8%	374,287,893	91.6%
Aug-14 Y-T-D	3,296,947	8.5%	35,354,248	91.5%	38,651,195	8.4%	373,554,303	88.4%	48,885,875	11.6%	422,440,178	91.6%
Sep-14 Y-T-D	3,722,816	8.6%	39,789,304	91.4%	43,512,120	8.4%	422,046,220	88.6%	54,145,185	11.4%	476,191,405	91.6%
Oct-14 Y-T-D	4,101,203	8.4%	44,816,947	91.6%	48,918,150	8.4%	474,362,014	88.7%	60,157,346	11.3%	534,519,360	91.6%
Nov-14 Y-T-D	4,497,650	8.3%	49,848,753	91.7%	54,346,403	8.6%	511,411,805	88.6%	65,546,981	11.4%	576,958,786	91.4%
Dec-14 Y-T-D	4,960,721	8.3%	54,541,713	91.7%	59,502,434	8.5%	562,607,754	88.1%	75,850,706	11.9%	638,458,460	91.5%
Final 14	4,960,721	8.3%	54,541,713	91.7%	59,502,434	8.5%	563,045,176	88.1%	75,850,706	11.9%	638,895,882	91.5%

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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%
Final 13	548,264,484	83.0%	112,440,974	17.0%	660,705,458	100.0%
Jan-14 Y-T-D	63,016,634	86.0%	10,294,756	14.0%	73,311,390	100.0%
Feb-14 Y-T-D	93,227,024	82.9%	19,186,526	17.1%	112,413,550	100.0%
Mar-14 Y-T-D	136,661,866	81.4%	31,304,653	18.6%	167,966,519	100.0%
Apr-14 Y-T-D	186,198,133	81.2%	43,090,628	18.8%	229,288,761	100.0%
May-14 Y-T-D	228,940,621	81.4%	52,414,857	18.6%	281,355,478	100.0%
Jun-14 Y-T-D	280,014,102	81.6%	63,043,863	18.4%	343,057,965	100.0%
Jul-14 Y-T-D	333,221,369	81.5%	75,511,450	18.5%	408,732,819	100.0%
Aug-14 Y-T-D	376,851,250	81.7%	84,240,123	18.3%	461,091,373	100.0%
Sep-14 Y-T-D	425,769,036	81.9%	93,934,489	18.1%	519,703,525	100.0%
Oct-14 Y-T-D	478,463,217	82.0%	104,974,293	18.0%	583,437,510	100.0%
Nov-14 Y-T-D	515,909,455	81.7%	115,395,734	18.3%	631,305,189	100.0%
Dec-14 Y-T-D	567,568,475	81.3%	130,392,419	18.7%	697,960,894	100.0%
Final 14	568,005,897	81.3%	130,392,419	18.7%	698,398,316	100.0%