

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	7.8%	543,569,943	89.2%	65,696,929	10.8%	609,266,872	92.2%
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%
Final 15	5,089,006	7.1%	66,786,789	92.9%	71,875,795	9.5%	594,787,379	87.2%	87,047,320	12.8%	681,834,699	90.5%
Jan-16 Y-T-D	550,886	8.9%	5,607,659	91.1%	6,158,545	8.0%	63,356,309	89.8%	7,207,885	10.2%	70,564,194	92.0%
Feb-16 Y-T-D	951,746	8.2%	10,668,144	91.8%	11,619,890	9.7%	94,933,265	87.7%	13,321,037	12.3%	108,254,302	90.3%
Mar-16 Y-T-D	1,434,369	7.6%	17,540,498	92.4%	18,974,867	10.1%	146,922,472	87.4%	21,212,703	12.6%	168,135,175	89.9%
Apr-16 Y-T-D	1,960,575	7.4%	24,708,720	92.6%	26,669,295	10.3%	201,829,213	87.1%	29,804,643	12.9%	231,633,856	89.7%
May-16 Y-T-D	2,375,961	6.9%	32,241,191	93.1%	34,617,152	10.8%	249,322,506	87.1%	36,985,606	12.9%	286,308,112	89.2%
Jun-16 Y-T-D	2,837,912	6.8%	38,959,436	93.2%	41,797,348	10.7%	304,958,622	87.0%	45,419,661	13.0%	350,378,283	89.3%
Jul-16 Y-T-D	3,218,587	6.7%	44,802,547	93.3%	48,021,134	10.1%	369,552,535	86.7%	56,461,340	13.3%	426,013,875	89.9%
Aug-16 Y-T-D	3,575,702	6.5%	51,123,951	93.5%	54,699,653	10.2%	418,271,530	86.9%	62,975,435	13.1%	481,246,965	89.8%
Sep-16 Y-T-D	4,013,900	6.5%	57,545,143	93.5%	61,559,043	10.3%	468,643,048	87.1%	69,684,222	12.9%	538,327,270	89.7%
Oct-16 Y-T-D	4,579,928	6.7%	64,178,146	93.3%	68,758,074	10.3%	519,993,331	87.3%	75,815,655	12.7%	595,808,986	89.7%
Nov-16 Y-T-D	4,956,307	6.6%	70,055,292	93.4%	75,011,599	10.4%	561,806,972	87.1%	83,523,431	12.9%	645,330,403	89.6%
Dec-16 Y-T-D	5,434,862	6.6%	77,203,076	93.4%	82,637,938	10.4%	615,848,560	86.4%	96,529,727	13.6%	712,378,287	89.6%
Final 16	5,434,862	6.6%	77,203,076	93.4%	82,637,938	10.4%	617,365,061	86.5%	96,529,727	13.5%	713,894,788	89.6%

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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%
Final 14	568,005,897	81.3%	130,392,419	18.7%	698,398,316	100.0%
Final 15	599,876,385	79.6%	153,834,109	20.4%	753,710,494	100.0%
Jan-16 Y-T-D	63,907,195	83.3%	12,815,544	16.7%	76,722,739	100.0%
Feb-16 Y-T-D	95,885,011	80.0%	23,989,181	20.0%	119,874,192	100.0%
Mar-16 Y-T-D	148,356,841	79.3%	38,753,201	20.7%	187,110,042	100.0%
Apr-16 Y-T-D	203,789,788	78.9%	54,513,363	21.1%	258,303,151	100.0%
May-16 Y-T-D	251,698,467	78.4%	69,226,797	21.6%	320,925,264	100.0%
Jun-16 Y-T-D	307,796,534	78.5%	84,379,097	21.5%	392,175,631	100.0%
Jul-16 Y-T-D	372,771,122	78.6%	101,263,887	21.4%	474,035,009	100.0%
Aug-16 Y-T-D	421,847,232	78.7%	114,099,386	21.3%	535,946,618	100.0%
Sep-16 Y-T-D	472,656,948	78.8%	127,229,365	21.2%	599,886,313	100.0%
Oct-16 Y-T-D	524,573,259	78.9%	139,993,801	21.1%	664,567,060	100.0%
Nov-16 Y-T-D	566,763,279	78.7%	153,578,723	21.3%	720,342,002	100.0%
Dec-16 Y-T-D	621,283,422	78.1%	173,732,803	21.9%	795,016,225	100.0%
Final 16	622,799,923	78.2%	173,732,803	21.8%	796,532,726	100.0%