

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%
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%
Jan-17 Y-T-D	702,062	10.0%	6,296,789	90.0%	6,998,851	8.5%	68,179,385	90.2%	7,381,513	9.8%	75,560,898	91.5%
Feb-17 Y-T-D	945,800	6.7%	13,117,327	93.3%	14,063,127	10.8%	102,168,853	88.2%	13,616,743	11.8%	115,785,596	89.2%
Mar-17 Y-T-D	1,576,148	7.3%	20,032,675	92.7%	21,608,823	10.9%	154,210,132	87.5%	21,956,752	12.5%	176,166,884	89.1%
Apr-17 Y-T-D	2,140,170	7.2%	27,387,848	92.8%	29,528,018	10.9%	211,800,042	87.4%	30,600,995	12.6%	242,401,037	89.1%
May-17 Y-T-D	2,468,936	6.6%	34,980,000	93.4%	37,448,936	11.1%	262,843,706	87.4%	37,836,308	12.6%	300,680,014	88.9%
Jun-17 Y-T-D	2,919,373	6.3%	43,341,950	93.7%	46,261,323	11.3%	316,345,166	87.0%	47,403,199	13.0%	363,748,365	88.7%
Jul-17 Y-T-D	3,313,344	6.2%	50,527,123	93.8%	53,840,467	10.9%	382,563,242	86.9%	57,751,984	13.1%	440,315,226	89.1%
Aug-17 Y-T-D	3,573,730	5.8%	57,966,696	94.2%	61,540,426	11.0%	433,144,390	87.1%	64,064,876	12.9%	497,209,266	89.0%
Sep-17 Y-T-D	4,005,474	5.9%	63,862,818	94.1%	67,868,292	10.8%	486,702,518	87.2%	71,348,850	12.8%	558,051,368	89.2%
Oct-17 Y-T-D	4,530,191	5.9%	71,895,551	94.1%	76,425,742	10.9%	542,493,242	87.3%	79,093,736	12.7%	621,586,978	89.1%
Nov-17 Y-T-D	4,899,799	5.9%	77,959,816	94.1%	82,859,615	11.0%	586,625,965	87.2%	86,269,105	12.8%	672,895,070	89.0%
Dec-17 Y-T-D	5,284,170	5.8%	85,625,684	94.2%	90,909,854	10.9%	645,273,639	86.6%	99,567,157	13.4%	744,840,796	89.1%
Final 17	5,284,170	5.8%	85,625,684	94.2%	90,909,854	10.9%	646,438,296	86.7%	99,567,157	13.3%	746,005,453	89.1%

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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%
Final 16	622,799,923	78.2%	173,732,803	21.8%	796,532,726	100.0%
Jan-17 Y-T-D	68,881,447	83.4%	13,678,302	16.6%	82,559,749	100.0%
Feb-17 Y-T-D	103,114,653	79.4%	26,734,070	20.6%	129,848,723	100.0%
Mar-17 Y-T-D	155,786,280	78.8%	41,989,427	21.2%	197,775,707	100.0%
Apr-17 Y-T-D	213,940,212	78.7%	57,988,843	21.3%	271,929,055	100.0%
May-17 Y-T-D	265,312,642	78.5%	72,816,308	21.5%	338,128,950	100.0%
Jun-17 Y-T-D	319,264,539	77.9%	90,745,149	22.1%	410,009,688	100.0%
Jul-17 Y-T-D	385,876,586	78.1%	108,279,107	21.9%	494,155,693	100.0%
Aug-17 Y-T-D	436,718,120	78.2%	122,031,572	21.8%	558,749,692	100.0%
Sep-17 Y-T-D	490,707,992	78.4%	135,211,668	21.6%	625,919,660	100.0%
Oct-17 Y-T-D	547,023,433	78.4%	150,989,287	21.6%	698,012,720	100.0%
Nov-17 Y-T-D	591,525,764	78.3%	164,228,921	21.7%	755,754,685	100.0%
Dec-17 Y-T-D	650,557,809	77.8%	185,192,841	22.2%	835,750,650	100.0%
Final 17	651,722,466	77.9%	185,192,841	22.1%	836,915,307	100.0%