

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 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%
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%
Jan-18 Y-T-D	269,198	3.9%	6,550,478	96.1%	6,819,676	8.9%	64,323,915	92.5%	5,242,230	7.5%	69,566,145	91.1%
Feb-18 Y-T-D	823,565	5.3%	14,623,732	94.7%	15,447,297	11.3%	107,004,843	88.3%	14,158,055	11.7%	121,162,898	88.7%
Mar-18 Y-T-D	1,238,239	5.3%	22,061,722	94.7%	23,299,961	11.1%	163,588,026	87.4%	23,602,150	12.6%	187,190,176	88.9%
Apr-18 Y-T-D	1,712,661	5.3%	30,369,287	94.7%	32,081,948	11.1%	224,035,802	87.0%	33,445,280	13.0%	257,481,082	88.9%
May-18 Y-T-D	1,992,004	4.9%	38,764,865	95.1%	40,756,869	11.3%	276,423,538	86.3%	43,729,396	13.7%	320,152,934	88.7%
Jun-18 Y-T-D	2,457,846	5.1%	45,920,054	94.9%	48,377,900	11.1%	334,409,199	86.4%	52,647,328	13.6%	387,056,527	88.9%
Jul-18 Y-T-D	2,629,695	4.7%	53,522,436	95.3%	56,152,131	10.6%	410,876,240	86.7%	63,145,825	13.3%	474,022,065	89.4%
Aug-18 Y-T-D	2,889,329	4.6%	60,141,894	95.4%	63,031,223	10.7%	457,592,218	86.5%	71,175,754	13.5%	528,767,972	89.3%
Sep-18 Y-T-D	3,246,195	4.6%	67,024,425	95.4%	70,270,620	10.6%	513,219,912	86.6%	79,128,558	13.4%	592,348,470	89.4%
Oct-18 Y-T-D	3,599,880	4.6%	74,623,056	95.4%	78,222,936	10.5%	575,996,912	86.8%	87,865,621	13.2%	663,862,533	89.5%
Nov-18 Y-T-D	3,900,249	4.6%	81,641,191	95.4%	85,541,440	10.6%	623,540,149	86.6%	96,137,321	13.4%	719,677,470	89.4%
Dec-18 Y-T-D	4,152,413	4.4%	90,814,251	95.6%	94,966,664	10.7%	683,712,459	86.0%	111,070,742	14.0%	794,783,201	89.3%
Final 18	4,152,413	4.4%	90,814,251	95.6%	94,966,664	10.7%	685,071,279	86.0%	111,070,742	14.0%	796,142,021	89.3%

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	TOTAL MARKET					
	RETAINED Premium	%	CEDED Premium	%	TOTAL MARKET Premium	%
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%
Final 17	651,722,466	77.9%	185,192,841	22.1%	836,915,307	100.0%
Jan-18 Y-T-D	64,593,113	84.6%	11,792,708	15.4%	76,385,821	100.0%
Feb-18 Y-T-D	107,828,408	78.9%	28,781,787	21.1%	136,610,195	100.0%
Mar-18 Y-T-D	164,826,265	78.3%	45,663,872	21.7%	210,490,137	100.0%
Apr-18 Y-T-D	225,748,463	78.0%	63,814,567	22.0%	289,563,030	100.0%
May-18 Y-T-D	278,415,542	77.1%	82,494,261	22.9%	360,909,803	100.0%
Jun-18 Y-T-D	336,867,045	77.4%	98,567,382	22.6%	435,434,427	100.0%
Jul-18 Y-T-D	413,505,935	78.0%	116,668,261	22.0%	530,174,196	100.0%
Aug-18 Y-T-D	460,481,547	77.8%	131,317,648	22.2%	591,799,195	100.0%
Sep-18 Y-T-D	516,466,107	77.9%	146,152,983	22.1%	662,619,090	100.0%
Oct-18 Y-T-D	579,596,792	78.1%	162,488,677	21.9%	742,085,469	100.0%
Nov-18 Y-T-D	627,440,398	77.9%	177,778,512	22.1%	805,218,910	100.0%
Dec-18 Y-T-D	687,864,872	77.3%	201,884,993	22.7%	889,749,865	100.0%
Final 18	689,223,692	77.3%	201,884,993	22.7%	891,108,685	100.0%