

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%
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%
Jan-19 Y-T-D	282,016	4.1%	6,614,576	95.9%	6,896,592	7.5%	76,229,956	90.1%	8,356,145	9.9%	84,586,101	92.5%
Feb-19 Y-T-D	454,538	3.6%	12,065,218	96.4%	12,519,756	8.7%	115,016,403	87.9%	15,823,641	12.1%	130,840,044	91.3%
Mar-19 Y-T-D	812,827	4.1%	19,023,144	95.9%	19,835,971	8.9%	177,076,754	87.1%	26,231,811	12.9%	203,308,565	91.1%
Apr-19 Y-T-D	1,198,874	4.2%	27,408,778	95.8%	28,607,652	9.3%	243,048,432	86.6%	37,524,392	13.4%	280,572,824	90.7%
May-19 Y-T-D	1,404,948	3.7%	36,225,785	96.3%	37,630,733	9.7%	300,907,890	86.1%	48,463,881	13.9%	349,371,771	90.3%
Jun-19 Y-T-D	1,755,661	4.0%	42,291,304	96.0%	44,046,965	9.6%	357,187,360	86.1%	57,523,232	13.9%	414,710,592	90.4%
Jul-19 Y-T-D	1,993,647	3.9%	48,779,237	96.1%	50,772,884	9.0%	441,901,955	86.2%	70,717,282	13.8%	512,619,237	91.0%
Aug-19 Y-T-D	2,170,417	3.8%	55,321,364	96.2%	57,491,781	9.1%	492,411,674	85.7%	81,872,799	14.3%	574,284,473	90.9%
Sep-19 Y-T-D	2,359,934	3.7%	61,303,958	96.3%	63,663,892	9.0%	555,477,773	86.0%	90,304,511	14.0%	645,782,284	91.0%
Oct-19 Y-T-D	2,741,205	3.8%	68,655,486	96.2%	71,396,691	9.0%	621,465,684	86.2%	99,303,624	13.8%	720,769,308	91.0%
Nov-19 Y-T-D	3,063,260	4.0%	73,918,726	96.0%	76,981,986	9.0%	668,185,549	86.1%	108,261,552	13.9%	776,447,101	91.0%
Dec-19 Y-T-D	3,301,912	3.9%	80,771,133	96.1%	84,073,045	8.9%	739,057,002	85.6%	124,394,080	14.4%	863,451,082	91.1%
Final 19 Y-T-D	3,301,912	3.9%	80,771,133	96.1%	84,073,045	8.8%	742,006,793	85.6%	124,394,080	14.4%	866,400,873	91.2%

ANALYSIS OF MARKET BY SOURCE OF BUSINESS
OTHER THAN PRIVATE PASSENGER WRITTEN PREMIUM

	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%
Final 18	689,223,692	77.3%	201,884,993	22.7%	891,108,685	100.0%
Jan-19 Y-T-D	76,511,972	83.6%	14,970,721	16.4%	91,482,693	100.0%
Feb-19 Y-T-D	115,470,941	80.5%	27,888,859	19.5%	143,359,800	100.0%
Mar-19 Y-T-D	177,889,581	79.7%	45,254,955	20.3%	223,144,536	100.0%
Apr-19 Y-T-D	244,247,306	79.0%	64,933,170	21.0%	309,180,476	100.0%
May-19 Y-T-D	302,312,838	78.1%	84,689,666	21.9%	387,002,504	100.0%
Jun-19 Y-T-D	358,943,021	78.2%	99,814,536	21.8%	458,757,557	100.0%
Jul-19 Y-T-D	443,895,602	78.8%	119,496,519	21.2%	563,392,121	100.0%
Aug-19 Y-T-D	494,582,091	78.3%	137,194,163	21.7%	631,776,254	100.0%
Sep-19 Y-T-D	557,837,707	78.6%	151,608,469	21.4%	709,446,176	100.0%
Oct-19 Y-T-D	624,206,889	78.8%	167,959,110	21.2%	792,165,999	100.0%
Nov-19 Y-T-D	671,248,809	78.7%	182,180,278	21.3%	853,429,087	100.0%
Dec-19 Y-T-D	742,358,914	78.3%	205,165,213	21.7%	947,524,127	100.0%
Final 19 Y-T-D	745,308,705	78.4%	205,165,213	21.6%	950,473,918	100.0%