

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 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%
Final 19	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%
Final 20	2,587,761	3.8%	66,128,499	96.2%	68,716,260	7.2%	773,229,452	87.4%	111,140,625	12.6%	884,370,077	92.8%
Jan-21 Y-T-D	180,677	2.3%	7,520,771	97.7%	7,701,448	7.5%	85,659,423	90.2%	9,354,385	9.8%	95,013,808	92.5%
Feb-21 Y-T-D	381,078	3.2%	11,511,008	96.8%	11,892,086	7.5%	129,719,875	88.0%	17,612,088	12.0%	147,331,963	92.5%
Mar-21 Y-T-D	632,411	3.4%	17,965,089	96.6%	18,597,500	7.7%	196,786,217	88.6%	25,223,143	11.4%	222,009,360	92.3%
Apr-21 Y-T-D	864,057	3.2%	25,889,980	96.8%	26,754,037	8.0%	271,651,782	88.2%	36,432,356	11.8%	308,084,138	92.0%
May-21 Y-T-D	1,016,010	3.0%	32,949,103	97.0%	33,965,113	8.3%	330,425,281	87.8%	45,838,489	12.2%	376,263,770	91.7%
Jun-21 Y-T-D	1,106,697	2.9%	37,164,937	97.1%	38,271,634	7.8%	399,069,099	87.9%	54,842,325	12.1%	453,911,424	92.2%
Jul-21 Y-T-D	1,202,748	2.8%	41,372,473	97.2%	42,575,221	7.3%	474,695,924	88.1%	63,881,155	11.9%	538,577,079	92.7%
Aug-21 Y-T-D	1,352,656	2.7%	48,097,645	97.3%	49,450,301	7.4%	543,926,569	88.0%	74,314,023	12.0%	618,240,592	92.6%
Sep-21 Y-T-D	1,586,036	2.8%	55,481,914	97.2%	57,067,950	7.4%	630,298,210	88.2%	83,923,365	11.8%	714,221,575	92.6%
Oct-21 Y-T-D	1,756,277	2.8%	62,037,983	97.2%	63,794,260	7.3%	710,892,979	88.2%	94,658,590	11.8%	805,551,569	92.7%
Nov-21 Y-T-D	1,962,990	2.8%	68,569,952	97.2%	70,532,942	7.5%	769,485,114	88.3%	102,082,082	11.7%	871,567,196	92.5%
Dec-21 Y-T-D	2,119,863	2.7%	75,180,999	97.3%	77,300,862	7.5%	847,170,351	88.4%	111,428,593	11.6%	958,598,944	92.5%
Final 21	2,119,863	2.7%	75,180,999	97.3%	77,300,862	7.5%	848,433,024	88.4%	111,428,593	11.6%	959,861,617	92.5%

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	TOTAL MARKET					
	RETAINED Premium	%	CEDED Premium	%	TOTAL MARKET Premium	%
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%
Final 19	745,308,705	78.4%	205,165,213	21.6%	950,473,918	100.0%
Final 20	775,817,213	81.4%	177,269,124	18.6%	953,086,337	100.0%
Jan-21 Y-T-D	85,840,100	83.6%	16,875,156	16.4%	102,715,256	100.0%
Feb-21 Y-T-D	130,100,953	81.7%	29,123,096	18.3%	159,224,049	100.0%
Mar-21 Y-T-D	197,418,628	82.1%	43,188,232	17.9%	240,606,860	100.0%
Apr-21 Y-T-D	272,515,839	81.4%	62,322,336	18.6%	334,838,175	100.0%
May-21 Y-T-D	331,441,291	80.8%	78,787,592	19.2%	410,228,883	100.0%
Jun-21 Y-T-D	400,175,796	81.3%	92,007,262	18.7%	492,183,058	100.0%
Jul-21 Y-T-D	475,898,672	81.9%	105,253,628	18.1%	581,152,300	100.0%
Aug-21 Y-T-D	545,279,225	81.7%	122,411,668	18.3%	667,690,893	100.0%
Sep-21 Y-T-D	631,884,246	81.9%	139,405,279	18.1%	771,289,525	100.0%
Oct-21 Y-T-D	712,649,256	82.0%	156,696,573	18.0%	869,345,829	100.0%
Nov-21 Y-T-D	771,448,104	81.9%	170,652,034	18.1%	942,100,138	100.0%
Dec-21 Y-T-D	849,290,214	82.0%	186,609,592	18.0%	1,035,899,806	100.0%
Final 21	850,552,887	82.0%	186,609,592	18.0%	1,037,162,479	100.0%