

ANALYSIS OF MARKET BY SOURCE OF BUSINESS
PRIVATE PASSENGER P.D.L EXPOSURES

	E.R.P. MARKET						VOL AGENT/DIRECT WRITTEN MARKET					
	ERP RET Expos	%	ERP CEDED Expos	%	TOT ERP Expos	ERP % TOT MKT	VOL AGT RET Expos	%	VOL AGT CEDED Expos	%	TOT VOL AGT Expos	VOL AGT % TOT MKT
Final 92	715,000	66.1%	366,389	33.9%	1,081,389	31.4%	2,036,138	86.2%	326,065	13.8%	2,362,203	68.6%
w/o Aetna	720,645	68.0%	338,713	32.0%	1,059,357	31.5%	2,056,157	89.3%	246,566	10.7%	2,302,723	68.5%
Final 93	862,004	78.7%	232,809	21.3%	1,094,813	31.5%	2,215,806	93.0%	166,431	7.0%	2,382,237	68.5%
Final 94	833,799	74.7%	282,584	25.3%	1,116,383	31.6%	2,245,097	93.1%	165,955	6.9%	2,411,052	68.4%
Final 95	757,388	73.1%	278,588	26.9%	1,035,976	28.9%	2,378,937	93.2%	174,104	6.8%	2,553,041	71.1%
Final 96	699,580	73.3%	255,303	26.7%	954,883	25.7%	2,592,185	94.1%	161,559	5.9%	2,753,744	74.3%
Final 97	689,163	74.5%	235,527	25.5%	924,690	24.4%	2,716,989	94.9%	145,494	5.1%	2,862,483	75.6%
Final 98	669,580	72.9%	249,240	27.1%	918,820	23.6%	2,833,175	95.3%	138,461	4.7%	2,971,636	76.4%
Final 99	660,089	72.6%	248,574	27.4%	908,663	22.9%	2,928,354	95.6%	134,141	4.4%	3,062,495	77.1%
Final 00	686,549	75.2%	226,524	24.8%	913,073	22.6%	3,015,753	96.4%	112,824	3.6%	3,128,577	77.4%
Final 01	741,841	77.3%	218,069	22.7%	959,910	23.3%	3,063,440	96.8%	100,642	3.2%	3,164,082	76.7%
Final 02	803,403	77.7%	230,079	22.3%	1,033,482	24.6%	3,080,548	97.3%	83,955	2.7%	3,164,503	75.4%
Jan-03 Y-T-D	18,368	85.9%	3,007	14.1%	21,375	18.9%	89,373	97.6%	2,201	2.4%	91,574	81.1%
Feb-03 Y-T-D	130,894	81.7%	29,332	18.3%	160,226	20.1%	626,579	98.1%	12,119	1.9%	638,698	79.9%
Mar-03 Y-T-D	226,919	80.1%	56,290	19.9%	283,209	22.5%	957,309	98.0%	19,261	2.0%	976,570	77.5%
Apr-03 Y-T-D	311,183	78.9%	83,089	21.1%	394,272	23.9%	1,229,900	97.9%	26,415	2.1%	1,256,315	76.1%
May-03 Y-T-D	384,712	78.7%	104,219	21.3%	488,931	24.5%	1,470,327	97.8%	33,368	2.2%	1,503,695	75.5%
Jun-03 Y-T-D	458,227	78.7%	124,089	21.3%	582,316	24.4%	1,762,745	97.8%	39,938	2.2%	1,802,683	75.6%
Jul-03 Y-T-D	531,490	78.8%	143,146	21.2%	674,636	24.7%	2,009,573	97.8%	45,486	2.2%	2,055,059	75.3%
Aug-03 Y-T-D	608,631	79.0%	161,815	21.0%	770,446	25.0%	2,260,930	97.8%	50,899	2.2%	2,311,829	75.0%
Sep-03 Y-T-D	680,700	79.2%	179,241	20.8%	859,941	25.3%	2,487,367	97.8%	55,163	2.2%	2,542,530	74.7%
Oct-03 Y-T-D	751,368	79.1%	197,941	20.9%	949,309	25.6%	2,700,996	97.8%	59,789	2.2%	2,760,785	74.4%
Nov-03 Y-T-D	808,752	79.2%	212,693	20.8%	1,021,445	25.9%	2,866,070	97.8%	63,481	2.2%	2,929,551	74.1%
Dec-03 Y-T-D	868,449	79.4%	225,711	20.6%	1,094,160	25.9%	3,056,943	97.8%	67,293	2.2%	3,124,236	74.1%
Final-03 Y-T-D	868,444	79.4%	225,711	20.6%	1,094,155	25.9%	3,056,940	97.8%	67,293	2.2%	3,124,233	74.1%

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TOTAL MARKET						
	RETAINED Expos	%	CEDED Expos	%	TOTAL MARKET Expos	%
Final 92	2,751,138	79.9%	692,455	20.1%	3,443,592	100.0%
w/o Aetna	2,776,801	82.6%	585,279	17.4%	3,362,080	100.0%
Final 93	3,077,810	88.5%	399,239	11.5%	3,477,049	100.0%
Final 94	3,078,896	87.3%	448,539	12.7%	3,527,435	100.0%
Final 95	3,136,325	87.4%	452,692	12.6%	3,589,017	100.0%
Final 96	3,291,765	88.8%	416,862	11.2%	3,708,627	100.0%
Final 97	3,406,152	89.9%	381,021	10.1%	3,787,173	100.0%
Final 98	3,502,755	90.0%	387,701	10.0%	3,890,456	100.0%
Final 99	3,588,443	90.4%	382,715	9.6%	3,971,158	100.0%
Final 00	3,702,302	91.6%	339,348	8.4%	4,041,650	100.0%
Final 01	3,805,281	92.3%	318,711	7.7%	4,123,992	100.0%
Final 02	3,883,951	92.5%	314,034	7.5%	4,197,985	100.0%
Jan-03 Y-T-D	107,741	95.4%	5,208	4.6%	112,949	100.0%
Feb-03 Y-T-D	757,473	94.8%	41,451	5.2%	798,924	100.0%
Mar-03 Y-T-D	1,184,228	94.0%	75,551	6.0%	1,259,779	100.0%
Apr-03 Y-T-D	1,541,083	93.4%	109,504	6.6%	1,650,587	100.0%
May-03 Y-T-D	1,855,039	93.1%	137,587	6.9%	1,992,626	100.0%
Jun-03 Y-T-D	2,220,972	93.1%	164,027	6.9%	2,384,999	100.0%
Jul-03 Y-T-D	2,541,063	93.1%	188,632	6.9%	2,729,695	100.0%
Aug-03 Y-T-D	2,869,561	93.1%	212,714	6.9%	3,082,275	100.0%
Sep-03 Y-T-D	3,168,067	93.1%	234,404	6.9%	3,402,471	100.0%
Oct-03 Y-T-D	3,452,364	93.1%	257,730	6.9%	3,710,094	100.0%
Nov-03 Y-T-D	3,674,822	93.0%	276,174	7.0%	3,950,996	100.0%
Dec-03 Y-T-D	3,925,392	93.1%	293,004	6.9%	4,218,396	100.0%
Final-03 Y-T-D	3,925,384	93.1%	293,004	6.9%	4,218,388	100.0%