

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%
Jan-20 Y-T-D	200,447	2.8%	6,940,589	97.2%	7,141,036	7.0%	84,767,125	89.8%	9,679,773	10.2%	94,446,898	93.0%
Feb-20 Y-T-D	344,300	2.7%	12,212,841	97.3%	12,557,141	8.1%	124,732,273	87.2%	18,310,286	12.8%	143,042,559	91.9%
Mar-20 Y-T-D	671,915	3.9%	16,379,259	96.1%	17,051,174	7.3%	188,166,929	87.5%	26,816,546	12.5%	214,983,475	92.7%
Apr-20 Y-T-D	1,004,771	4.3%	22,314,523	95.7%	23,319,294	7.5%	251,168,651	87.4%	36,075,669	12.6%	287,244,320	92.5%
May-20 Y-T-D	1,174,496	4.0%	27,941,704	96.0%	29,116,200	7.6%	306,182,415	87.1%	45,443,308	12.9%	351,625,723	92.4%
Jun-20 Y-T-D	1,395,112	4.1%	32,370,283	95.9%	33,765,395	7.4%	368,727,136	87.7%	51,654,245	12.3%	420,381,381	92.6%
Jul-20 Y-T-D	1,531,687	3.9%	37,455,573	96.1%	38,987,260	7.0%	454,205,609	88.0%	62,192,558	12.0%	516,398,167	93.0%
Aug-20 Y-T-D	1,691,023	3.8%	43,231,350	96.2%	44,922,373	7.2%	509,548,768	87.6%	72,039,833	12.4%	581,588,601	92.8%
Sep-20 Y-T-D	1,895,801	3.8%	47,869,557	96.2%	49,765,358	7.1%	576,404,967	88.0%	78,441,913	12.0%	654,846,880	92.9%
Oct-20 Y-T-D	2,146,646	3.7%	55,240,461	96.3%	57,387,107	7.3%	642,957,822	87.8%	89,550,350	12.2%	732,508,172	92.7%
Nov-20 Y-T-D	2,370,035	3.7%	60,932,167	96.3%	63,302,202	7.4%	695,235,615	87.7%	97,201,503	12.3%	792,437,118	92.6%
Dec-20 Y-T-D	2,587,761	3.8%	66,128,499	96.2%	68,716,260	7.2%	773,089,058	87.4%	111,140,625	12.6%	884,229,683	92.8%
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%

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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%
Jan-20 Y-T-D	84,967,572	83.6%	16,620,362	16.4%	101,587,934	100.0%
Feb-20 Y-T-D	125,076,573	80.4%	30,523,127	19.6%	155,599,700	100.0%
Mar-20 Y-T-D	188,838,844	81.4%	43,195,805	18.6%	232,034,649	100.0%
Apr-20 Y-T-D	252,173,422	81.2%	58,390,192	18.8%	310,563,614	100.0%
May-20 Y-T-D	307,356,911	80.7%	73,385,012	19.3%	380,741,923	100.0%
Jun-20 Y-T-D	370,122,248	81.5%	84,024,528	18.5%	454,146,776	100.0%
Jul-20 Y-T-D	455,737,296	82.1%	99,648,131	17.9%	555,385,427	100.0%
Aug-20 Y-T-D	511,239,791	81.6%	115,271,183	18.4%	626,510,974	100.0%
Sep-20 Y-T-D	578,300,768	82.1%	126,311,470	17.9%	704,612,238	100.0%
Oct-20 Y-T-D	645,104,468	81.7%	144,790,811	18.3%	789,895,279	100.0%
Nov-20 Y-T-D	697,605,650	81.5%	158,133,670	18.5%	855,739,320	100.0%
Dec-20 Y-T-D	775,676,819	81.4%	177,269,124	18.6%	952,945,943	100.0%
Final-20	775,817,213	81.4%	177,269,124	18.6%	953,086,337	100.0%