

3Q21 SUBMIT DATE REPORT



FSLSO  EST. 1998

Florida Surplus Lines Service Office

FACILITATING COMPLIANCE THROUGH INNOVATIVE SOLUTIONS

FLORIDA MARKETPLACE ACTIVITY

TOTAL 3Q21 FLORIDA PREMIUM



↑ 23%
FROM 3Q20

3Q21 PREMIUM & POLICY COUNT

| | 3Q | YTD | FROM 3Q20 |
|-------------------------|-----------------|-----------------|-----------|
| Total Premium | \$2,123,859,913 | \$7,344,587,493 | ↑ 23% |
| Total Policy Count | 319,597 | 958,254 | ↑ 5% |
| Average Cost Per Policy | \$6,645 | \$7,665 | ↑ 16% |

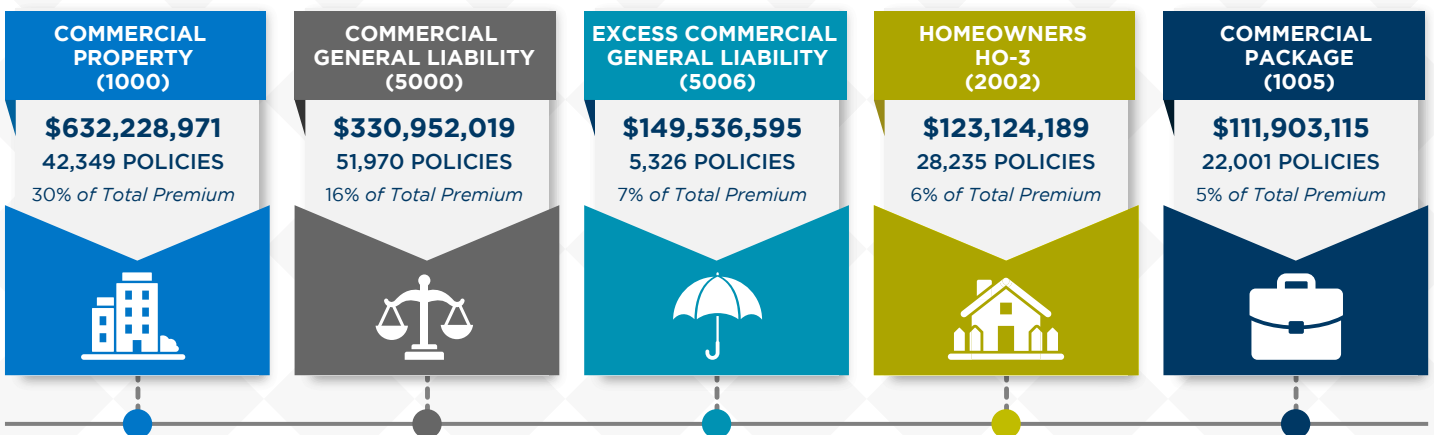
3Q21 TAXES, FEES, & ASSESSMENTS

| | 3Q | YTD |
|-------------|--------------|---------------|
| Taxes | \$98,834,048 | \$334,150,190 |
| Fees | \$1,896,584 | \$5,914,039 |
| Assessments | \$425,881 | \$1,346,942 |

TOP INSURERS BY PREMIUM

| 3Q21 RANK | INSURER | PREMIUM | PERCENT OF TOTAL PREMIUM | 3Q20 RANK |
|-----------|--|---------------|--------------------------|-----------|
| 1 | UNDERWRITERS AT LLOYD'S, LONDON | \$461,070,321 | 27% | 1 |
| 2 | LEXINGTON INSURANCE COMPANY | \$72,526,994 | 4% | 2 |
| 3 | SCOTTSDALE INSURANCE COMPANY | \$62,188,247 | 4% | 4 |
| 4 | NATIONAL FIRE AND MARINE INSURANCE COMPANY | \$53,978,538 | 3% | 5 |
| 5 | QBE SPECIALTY INSURANCE COMPANY | \$53,968,122 | 3% | 8 |

TOP COVERAGES BY PREMIUM



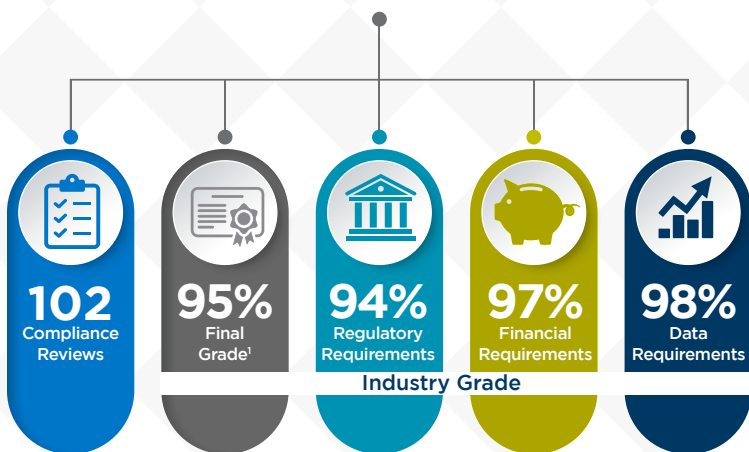
Data herein is based upon policy transactions submitted between 07/01/21 and 09/30/21 and is current as of 10/01/21. All figures have been rounded to the nearest dollar amount.

AGENT ACTIVITY

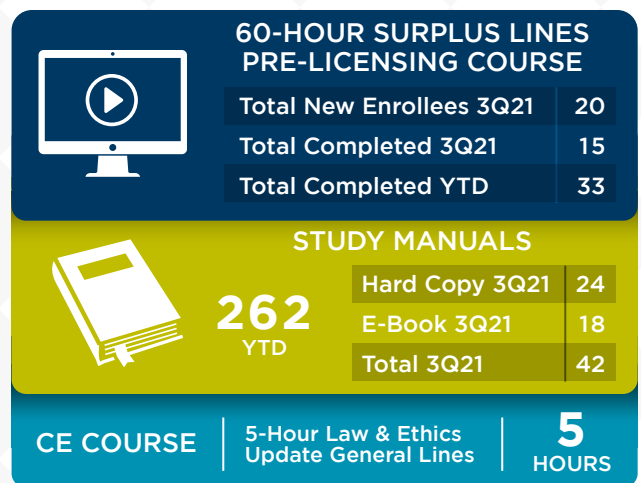
● Resident ● Non-Resident



MARKETPLACE MONITORING COMPLIANCE REVIEW

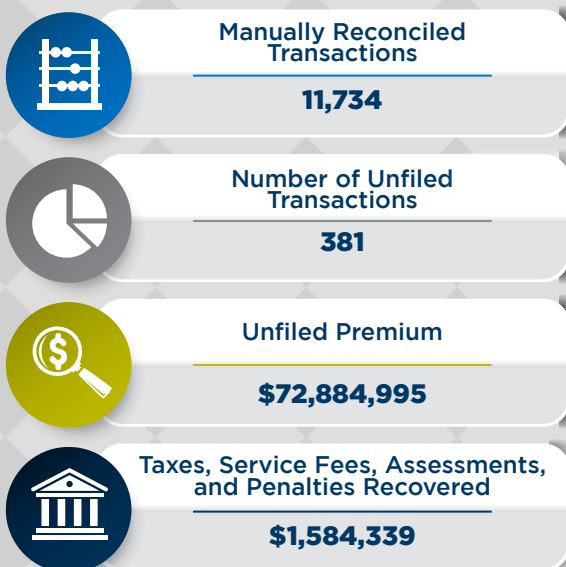


EDUCATION

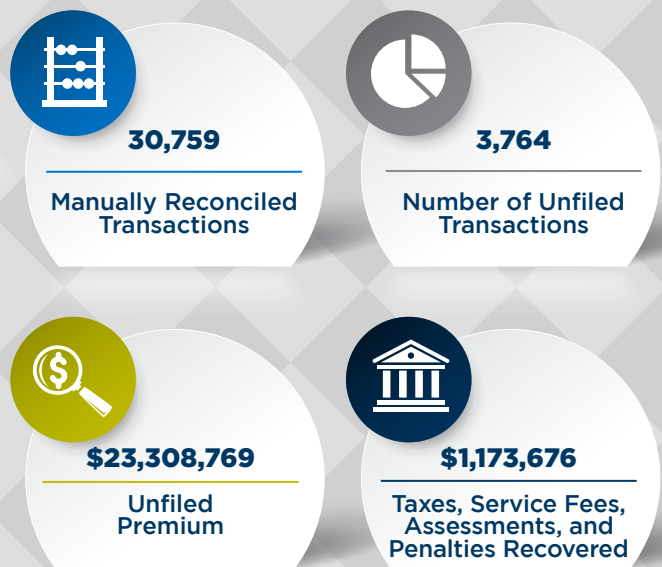


FINANCIAL REVIEWS

PREMIUM RECONCILIATION



PRODUCTION LEDGER REVIEW

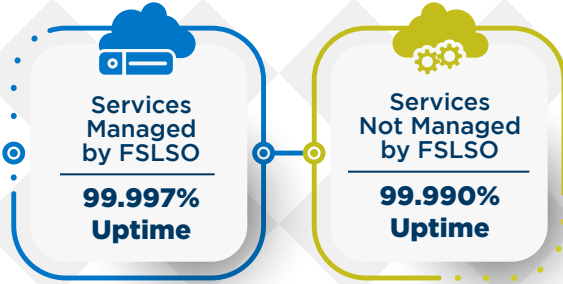


Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$3,470,007**
Unfiled Premium YTD | **\$169,710,167**

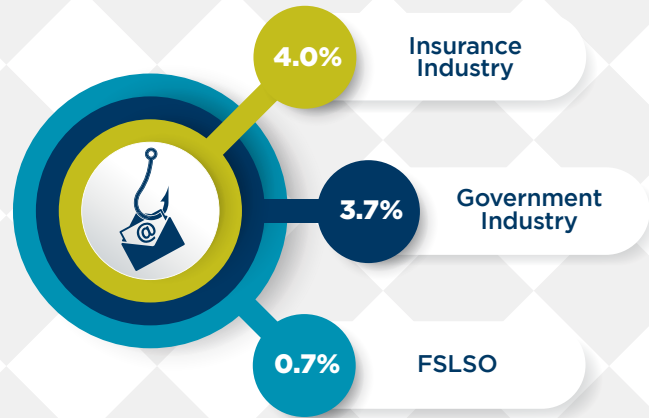
Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$3,493,969**
Unfiled Premium YTD | **\$73,265,214**

INFORMATION TECHNOLOGY

2021 1Q-3Q UPTIME OF FSLSO IT RESOURCES



EMAIL PHISH-PRONE PERCENTAGE

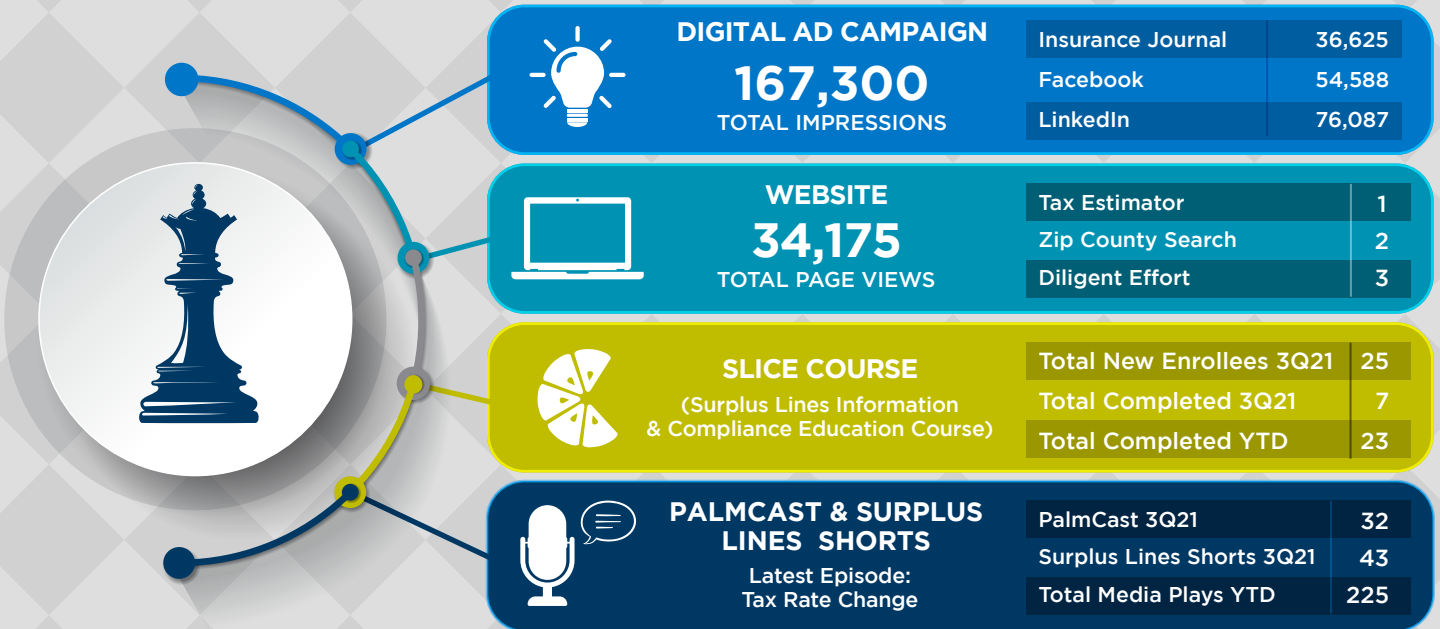


BACKUP STRATEGIES

| | |
|--|---------|
| Industry Standard Backup Strategy Rule | 3-2-1 |
| FSLSO Backup Strategy Rule | 6-3-2+1 |

PRODUCT & BUSINESS DEVELOPMENT

FEATURED PRODUCTS & SERVICES



ELECTRONIC COMMUNICATION

| | | |
|--|------------------------------|-----|
| | E-News, E-Alerts, & Advisors | 18 |
| | Viewed by Customers | 17% |
| | Electronic News Sent YTD | 54 |

CUSTOMER OUTREACH

| |
|-------------------------|
| FSLA Convention |
| LAAIA Annual Convention |

SOCIAL MEDIA

| | | | | |
|-------------|-------|-------|-----|-----|
| | | | | |
| Posts | 25 | 24 | 26 | 23 |
| Impressions | 9,827 | 3,682 | 672 | 736 |

COMMUNITY OUTREACH

| |
|---------------------------|
| ECHO Back to School Drive |
|---------------------------|