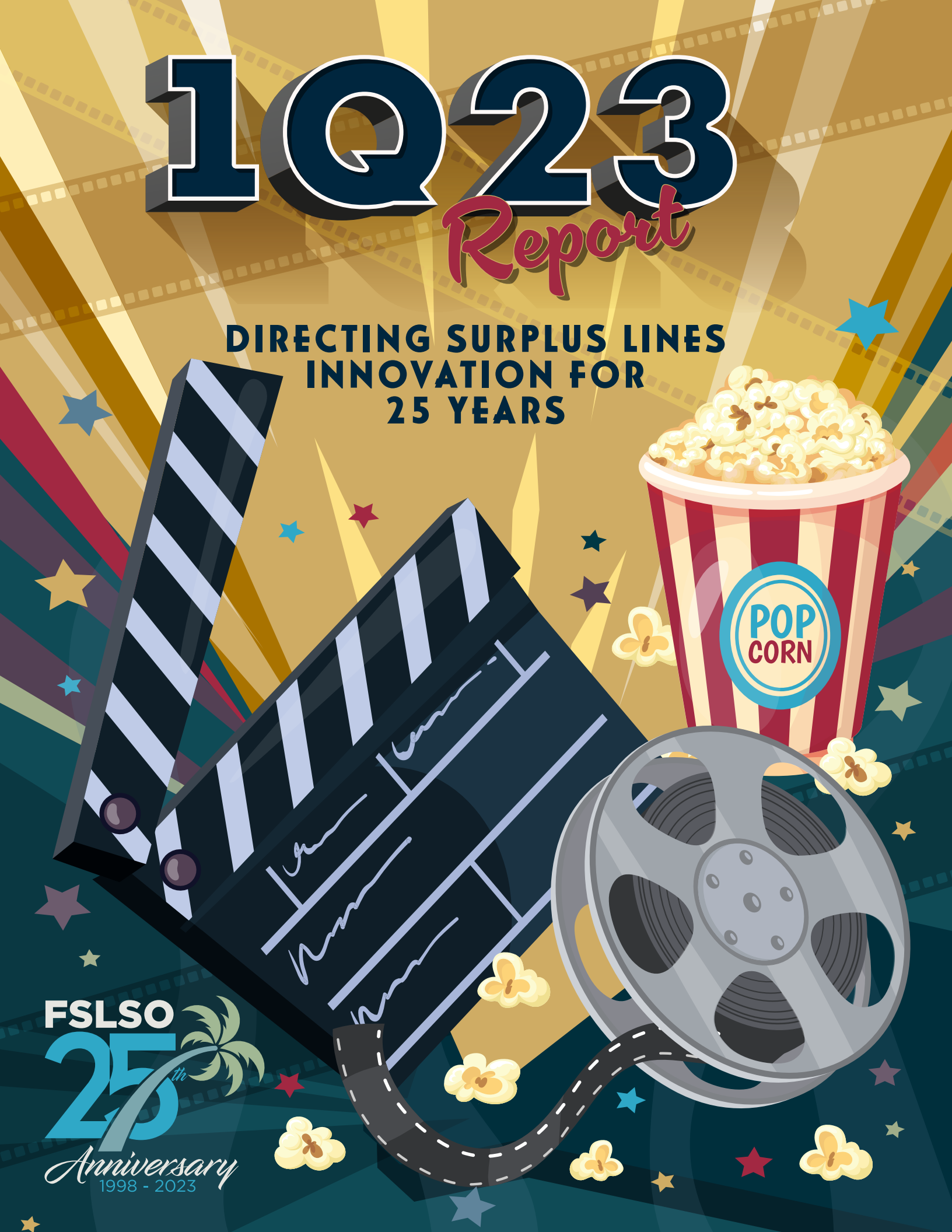


1Q23

Report

**DIRECTING SURPLUS LINES
INNOVATION FOR
25 YEARS**

FSLSO
25th
Anniversary
1998 - 2023



2023 Marketplace Statistics

2023 TOTAL PREMIUM

\$3.35B



28.8%
FROM 1Q22

2023 Premium & Policy Count

TOTAL PREMIUM

\$3.35B

 **28.8%**
FROM 1Q22

POLICY COUNT

321K

 **2.3%**
FROM 1Q22

AVERAGE COST
PER POLICY

\$10,433

 **26.0%**
FROM 1Q22

2023 Taxes, Fees, & Assessments

TAXES
\$155.9M



FEES
\$2.6M

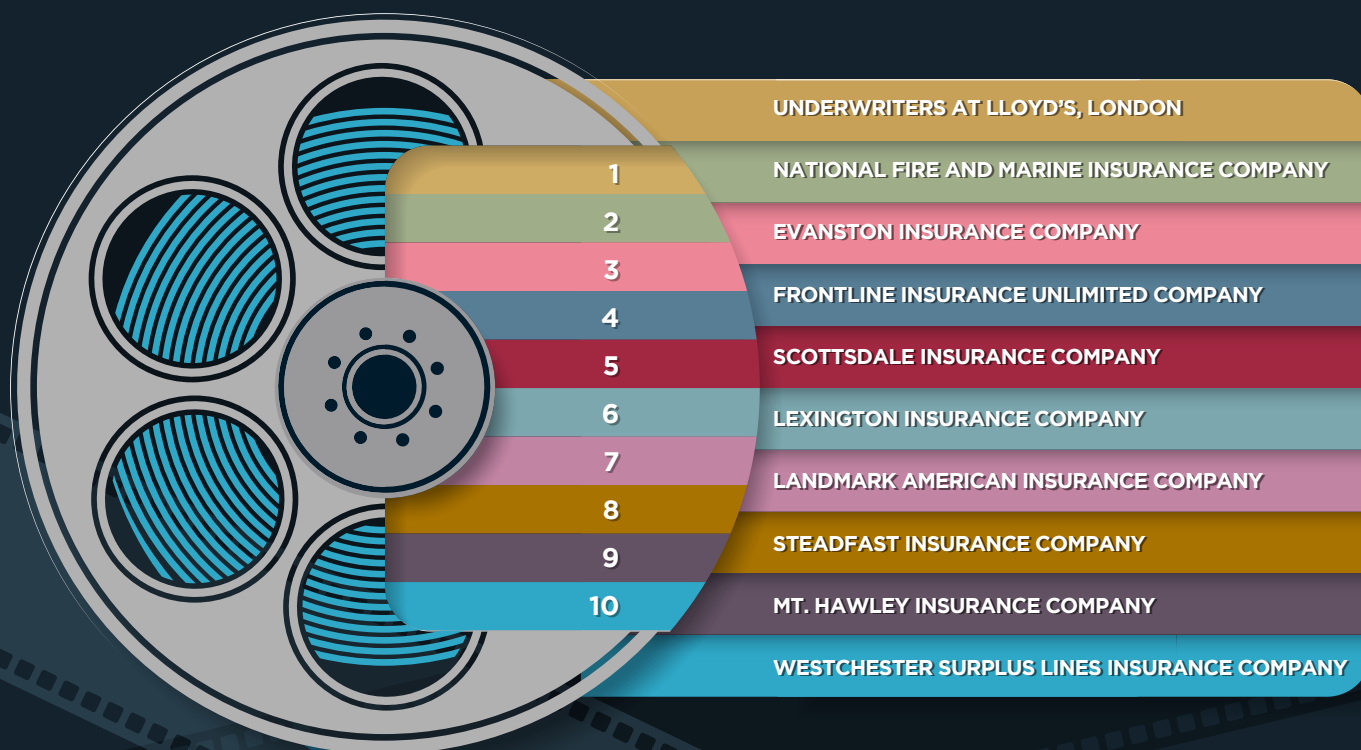


ASSESSMENTS
\$395K



Data herein is based upon policy transactions submitted between 01/01/23 and 03/31/23 and is current as of 04/01/23. All figures have been rounded to the nearest dollar amount.

Top 10 Insurers by Premium



1Q23 RANK	INSURER	PREMIUM	% of TOTAL PREMIUM	1Q22 RANK
1	UNDERWRITERS AT LLOYD'S, LONDON	\$625.1M	18.7%	1
2	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$121.6M	3.6%	3
3	EVANSTON INSURANCE COMPANY	\$82.9M	2.5%	6
4	FRONTLINE INSURANCE UNLIMITED COMPANY	\$79.3M	2.4%	20
5	SCOTTSDALE INSURANCE COMPANY	\$77.0M	2.3%	4
6	LEXINGTON INSURANCE COMPANY	\$76.7M	2.3%	2
7	LANDMARK AMERICAN INSURANCE COMPANY	\$75.0M	2.2%	24
8	STEADFAST INSURANCE COMPANY	\$73.3M	2.2%	8
9	MT. HAWLEY INSURANCE COMPANY	\$71.3M	2.1%	11
10	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$68.5M	2.0%	7

Top 10 Coverages by Premium

COMMERCIAL PROPERTY
(1000)



\$1.2B

43,545 POLICIES
35.5%
of Total Premium

COMMERCIAL GENERAL LIABILITY
(5000)



\$524.6M

56,845 POLICIES
15.7%
of Total Premium

COMMERCIAL PACKAGE
(1005)



\$213.7M

23,151 POLICIES
6.4%
of Total Premium

EXCESS COMMERCIAL GENERAL LIABILITY
(5006)



\$189.3M

8,034 POLICIES
5.7%
of Total Premium

HOMEOWNERS HO-3
(2002)



\$122.2M

19,837 POLICIES
3.6%
of Total Premium

BUILDERS RISK — COMMERCIAL
(1001)



\$88.7M

1,594 POLICIES
2.6%
of Total Premium

WINDSTORM AND/OR HAIL - COMMERCIAL
(1013)



\$86.2M

2,346 POLICIES
2.6%
of Total Premium

MISCELLANEOUS E&O LIABILITY
(7003)



\$80.2M

3,872 POLICIES
2.4%
of Total Premium

CYBER LIABILITY
(5022)



\$68.7M

2,785 POLICIES
2.1%
of Total Premium

COMMERCIAL UMBRELLA LIABILITY
(5001)



\$45.4M

1,716 POLICIES
1.4%
of Total Premium

Agent Activity

NEW AGENTS
112



34.8% • 39
65.2% • 73

TOTAL LICENSED AGENTS
2,969



38.7% • 1,149
61.3% • 1,820

TOTAL REPORTING AGENTS
960



33.3% • 320
66.7% • 640

POLICY COUNT
320,892



73.5% • 235,848
26.5% • 85,044

PREMIUM
\$3.34B



66.4% • \$2.22B
33.6% • \$1.12B

● Resident ● Non-Resident

Financial Reviews

PREMIUM RECONCILIATION

4,584



MANUALLY RECONCILED
TRANSACTIONS

PRODUCTION LEDGER REVIEW

27,511



NUMBER OF UNFILED
TRANSACTIONS

370

18,119



UNFILED
PREMIUM

\$79M

\$4M



TAXES, SERVICE FEES, ASSESSMENTS,
AND PENALTIES RECOVERED

\$2.85M

\$201K

Marketplace Monitoring

COMPLIANCE REVIEW

INDUSTRY
GRADE¹

98%



DATA
REQUIREMENTS

99%



COMPLIANCE
REVIEWS

102

REGULATORY
REQUIREMENTS

99%



FINANCIAL
REQUIREMENTS

98%



¹Weighted average of regulatory requirements, financial requirements, and data requirements.

Education



60-HOUR SURPLUS
LINES PRE-LICENSING
COURSE

43
NEW ENROLLEES
38 - Completions



STUDY MANUALS

146
TOTAL

98 - Hard Copy
48 - E-Book



CE COURSE

4
HOURS

4-Hour Law & Ethics
Update General Lines

Information Technology

1Q23 UPTIME OF FSLSO IT RESOURCES



SERVICES
MANAGED
BY FSLSO

99.993%
Uptime



SERVICES
NOT MANAGED
BY FSLSO

99.999%
Uptime



HELP DESK
REQUESTS
RESOLVED

175

EMAIL PHISH-PRONE PERCENTAGE



3.3%
INSURANCE
INDUSTRY

0.0%
FSLSO



3.9%
GOVERNMENT
INDUSTRY

Product & Business Development

FEATURED PRODUCTS & SERVICES

SLAS SUBMISSIONS**

\$1.52B
PREMIUM

116,508 • Policy Count
175,082 • Transaction Count




SLAS
SURPLUS LINES AUTOMATION SUITE

TAX ESTIMATOR

177,929
TOTAL USAGE


91,890 52.0% SLIP	35,558 20.0% Website
50,197 28.0% Web Service	284 0% Mobile App



WEBSITE

48,385
TOTAL PAGE VIEWS

- 1 • Tax Estimator
- 2 • County/City/Zip Search
- 3 • Florida Market Data



**SLAS states are Georgia, North Carolina, South Dakota, Tennessee, and Wyoming.

ELECTRONIC COMMUNICATION

25
E-NEWS, E-ALERTS, & ADVISORS
.....
29%
VIEWED BY CUSTOMERS



SOCIAL MEDIA

13
POSTS
.....
407
IMPRESSIONS



13
POSTS
.....
6,978
IMPRESSIONS



Outreach

CUSTOMER OUTREACH

SLAS OKLAHOMA MEETING

1

SPRING SURPLUS LINES LAW GROUP MEETING

2

WSIA UNDERWRITING SUMMIT

3

NAIC SPRING NATIONAL MEETING

4

PIA COMPLIANCE WEBINAR

5

COMMUNITY OUTREACH

ICE BOWL
BENEFITING SECOND
HARVEST FOOD BANK

1



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