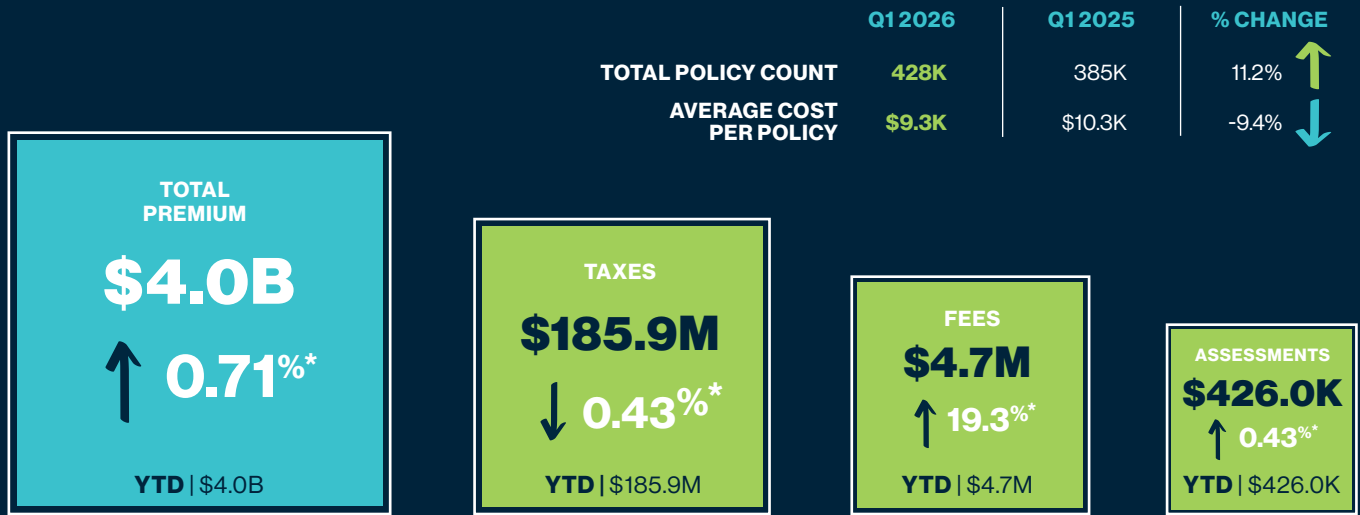




1Q 2026

THE QUARTER BY THE NUMBERS



*Percentage is YoY percent change based on the same reporting period last year. Data herein is based upon policy transactions submitted between 01/01/26 and 03/31/26 and is current as of 04/06/26. All figures have been rounded to the nearest dollar amount. Transaction data fees includes transactions related to SLIP+.

TOP INSURERS BY PREMIUM

RANK	INSURER	Q1 PREMIUM	Q1 2025 RANK	% OF PREMIUM
1	UNDERWRITERS AT LLOYD'S, LONDON	\$664.2M	1	17%
2	MS TRANSVERSE SPECIALTY INSURANCE COMPANY	\$137.9M	2	3%
3	OTHER CAPTIVE/NON-ADMITTED INSURERS	\$115.7M	21	3%
4	LEXINGTON INSURANCE COMPANY	\$112.5M	3	3%
5	EVANSTON INSURANCE COMPANY	\$90.9M	4	2%
6	AXIS SURPLUS INSURANCE COMPANY	\$85.1M	5	2%
7	KINSALE INSURANCE COMPANY	\$82.6M	7	2%
8	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$78.8M	6	2%
9	SCOTTSDALE INSURANCE COMPANY	\$74.0M	9	2%
10	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$69.5M	8	2%

TOP COVERAGES BY PREMIUM

RANK	COVERAGE	Q1 PREMIUM	POLICY COUNT	% OF PREMIUM
1	COMMERCIAL PROPERTY	\$1.2B	75,418	30%
2	COMMERCIAL GENERAL LIABILITY	\$671.6M	63,256	17%
3	EXCESS COMMERCIAL GENERAL LIABILITY	\$365.2M	10,821	9%
4	COMMERCIAL PACKAGE	\$203.6M	24,276	5%
5	HOMEOWNERS-HO-3	\$179.0M	46,208	4%
6	MISCELLANEOUS E&O LIABILITY	\$102.3M	5,861	3%
7	BUILDERS RISK - COMMERCIAL	\$100.0M	1,878	2%
8	COMMERCIAL UMBRELLA LIABILITY	\$81.9M	3,222	2%
9	CYBER LIABILITY	\$81.0M	7,047	2%
10	WINDSTORM AND/OR HAIL - COMMERCIAL	\$66.0M	4,569	2%

AGENT ACTIVITY

TOTAL
NEW AGENTS



129

32% 41
68% 88

TOTAL
LICENSED AGENTS



3,926

36% 1,404
64% 2,522

TOTAL
REPORTING AGENTS



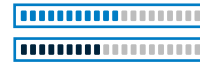
1,106

28% 314
72% 792



AGENT
POLICY COUNT

428K

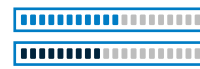


54% 231K
46% 197K



PREMIUM

\$3.9B



54% \$2.1B
46% \$1.8B

● RESIDENT

● NON-RESIDENT

PREMIUM RECONCILIATION

6,618

YTD: 6,618

Manually Reconciled Transactions

PRODUCTION LEDGER REVIEW

34,848

YTD: 34,848

355

YTD: 355

Number of Unfiled Transactions

1,731

YTD: 1,731

\$68.3M

YTD: \$68.3M

Unfiled Premium

\$6.8M

YTD: \$6.8M

\$2.4M

YTD: \$2.4M

Taxes, service fees, assessments,
and penalties recovered

\$341.2K

YTD: \$341.2K

COMPLIANCE REVIEW



COMPLIANCE REVIEWS

104

YTD: 104



INDUSTRY GRADE

98%

YTD: 98%



REGULATORY GRADE

98%

YTD: 98%



FINANCIAL GRADE

98%

YTD: 98%



DATA

99%

YTD: 99%

EDUCATION

CE COURSES & CUSTOMER FORUMS

DATE

HOURS

FISCE 4-HR Law & Ethics

03/04/26

1

Customer Forum | Hollywood

02/26/26

1

Customer Forum | Boca Raton

03/24/26

2 (1 FLSO & 1 FISCE)



E-Books **48** YTD: 48

Hard Copy **75** YTD: 75

TOTAL **123** YTD: 123

60-HOUR PRE-LICENSING COURSE

ENROLLED

52

YTD: 52

COMPLETED

41

YTD: 41



EVENTS

INTERNSHIP PROGRAM UPDATE

- Hosted five interns from Florida State University
- Participated in professional development, including the 60-hour Surplus Lines Pre-Licensing Course, SLICE Course, corporate culture sessions, and an introduction to surplus lines
- Supported AIS, PR, CR, SLIP, SLIP+, and Communications projects, including shadowing across teams
- Developed and delivered presentations promoting RMI degrees to prospective college students
- Two interns received two-week internship extensions



RMI EVENTS

- FSU I-Days | Tallahassee, FL
- FSU Sales Challenge Part 1 | Tallahassee, FL
- FSU Sales Challenge Part 2 | Orlando, FL
- UCF RMI Event | Orlando, FL
- USF RMI - Meet The Employer | Tampa, FL
- FSU GIS Panel | Tallahassee, FL
- Troy RMI Top Golf Event | Birmingham, AL
- FSU RMI London Event | London, UK
- UCF RMI Event | Orlando, FL
- University of Colorado Denver RMI London Trip | London, UK
- Samford University Classroom Presentation | Birmingham, AL



PROFESSIONAL EVENTS

- Board of Governors Meeting | Ponte Vedra Beach, FL
- World Captive Conference | Orlando, FL
- RIMS Tampa Chapter Meeting | Tampa, FL
- PIA Conference | Clearwater, FL
- LASLA Annual Conference | New Orleans, LA
- NCSLA Annual Conference | Greenville, NC
- WSIA Underwriting Summit | Nashville, TN
- NAIC Spring National Conference | San Diego, CA



COMMUNITY SERVICE EVENTS

- Annual Ice Bowl Benefiting Second Harvest of the Big Bend | February
- Habitat for Humanity | March



COMMUNICATIONS AND PRODUCT ENGAGEMENT

MEDIA HITS & OUTLETS



1	Insurance Journal
1	SILA Regulatory Updates
5	ReSourcePro

TOTAL WEBSITE PAGE VIEWS

118,904



LINKEDIN POSTS

FSLSO

52

YTD: 52

Posts for Q1

SLIP+

14

YTD: 14

22%

YTD: 22%

Average Engagement Rate

17%

YTD: 17%

12,222

YTD: 12,222

Average Impressions per month

1,402

YTD: 1,402

Top 3 Pages

PAGE VIEWS

% OF TOTAL

73,779

62%

- Tax Estimator
- County/City/Zip Search
- Agent/Agency Search

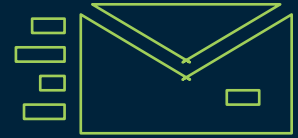
40,835
21,989
10,955

34%
18%
9%



EMAIL CAMPAIGNS

	Q1 SENT	Q1 OPEN RATE	YTD SENT	YTD OPEN RATE
The Wire	3	42%	3	42%
Florida Premium Report	3	36%	3	36%
The Carrier	5	28%	5	28%
SLIP & SLIP+	21	34%	21	34%
FLSO E-Alert	6	42%	6	42%
Market Insights	1	18%	1	18%
Top 25 Brokerages	1	24%	1	24%
Insurance Compliance	3	35%	3	35%



INFORMATION TECHNOLOGY



UPTIME OF FLSO
IT RESOURCES

99.979%

YTD: 99.979%

HELP DESK AND CODE DEPLOYMENTS

Help Desk Requests
Resolved

370

YTD: 370

Average Response
Time

29m

YTD: 29 minutes

Average Resolution
Time

21h

YTD: 21 hours

Code
Deployments

219

YTD: 219

CYBERSECURITY METRICS	Q1	YTD
Malicious and Spam Emails Blocked	54,278	54,278
Threats Blocked by Firewall	4,990	4,990
Security Enhancements Made	75	75
Successful Backups	2,397	2,397

CYBERSECURITY TRAINING	Q1	YTD
FLSO Email Phish-Prone Percentage	0.57%	0.57%
Gov Email Phish-Prone Percentage	4.00%	4.00%
Insurance Email Phish-Prone Percentage	3.40%	3.40%
Cybersecurity Education Hours	103 hrs	103 hrs

AGENT TRANSACTIONS SUBMITTED	Q1	YTD
Transactions Submitted via SLIP Batch	191,236	191,236
Transactions Submitted via Batch API	286,780	286,780
Transactions Submitted via Batch CSV	22,578	22,578
Transactions Submitted via SLIP	107,569	107,569



SLIP+ & SLIP FOR STATES | QUARTER BY THE NUMBERS

<p>TOTAL PREMIUM</p> <p>\$3.2B</p> <p>↑ 19%*</p> <p>Q1 2025 \$2.7B YTD \$3.2B</p>	<p>TOTAL POLICY COUNT</p> <p>251K</p> <p>↑ 35%*</p> <p>Q1 2025 176K YTD 251K</p>	<p>AVERAGE COST PER POLICY</p> <p>\$114.9K</p> <p>↑ 12%*</p> <p>Q1 2025 \$102.1K YTD \$114.9K</p>	<p>TAXES</p> <p>\$136.7M</p> <p>↑ 20%*</p> <p>Q1 2025 \$111.0M YTD \$136.7M</p>
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STATE BREAKOUT

STATE	Q1 PREMIUM	YOY PREMIUM	POLICY COUNT	YOY POLICY COUNT
ALABAMA	\$ 270.3M	-	27,045	-
COLORADO	\$ 650.2M	51%	34,629	55%
GEORGIA	\$ 975.9M	-2%	77,827	30%
MONTANA	\$ 59.2M	-	6,700	-
NORTH CAROLINA	\$ 512.5M	19%	45,999	20%
OKLAHOMA	\$ 245.8M	-8%	22,518	12%
SOUTH DAKOTA	\$ 58.5M	14%	3,797	9%
TENNESSE	\$ 378.4M	-14%	28,810	-8%
WYOMING	\$ 50.7M	28%	3,569	11%

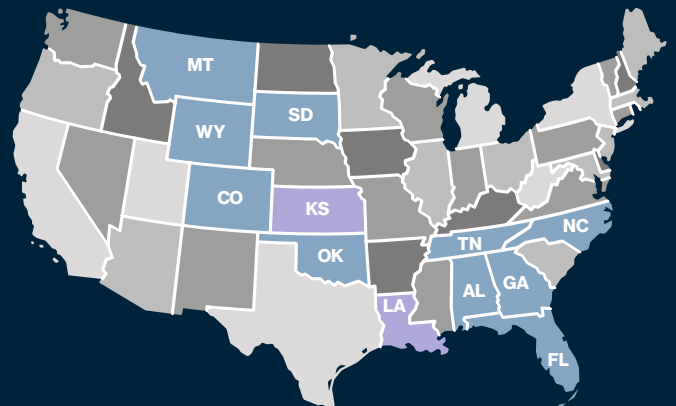


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PREMIUM RECONCILIATION

STATES		GEORGIA
6,147 YTD: 6,147	Manually Reconciled Transactions	1,699 YTD: 1,699
304 YTD: 304	Number of Unfiled Transactions	255 YTD: 255
\$38.5M YTD: \$38.5M	Unfiled Premium	\$84.0M YTD: \$84.0M
\$1.1M YTD: \$1.1M	Taxes recovered	\$2.5M YTD: \$2.5M

State Clients by Quarter's End →



1441 MACLAY COMMERCE DRIVE | TALLAHASSEE, FL 32312
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