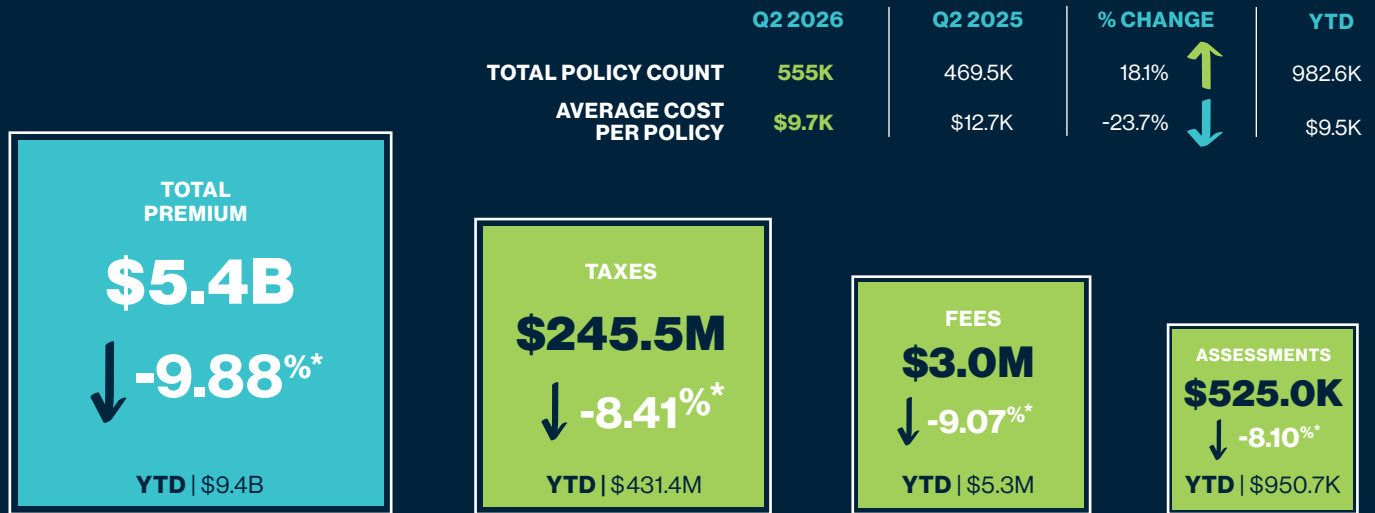




2Q 2026

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 04/01/26 and 06/30/26 and is current as of 07/31/26. All figures have been rounded to the nearest dollar amount.

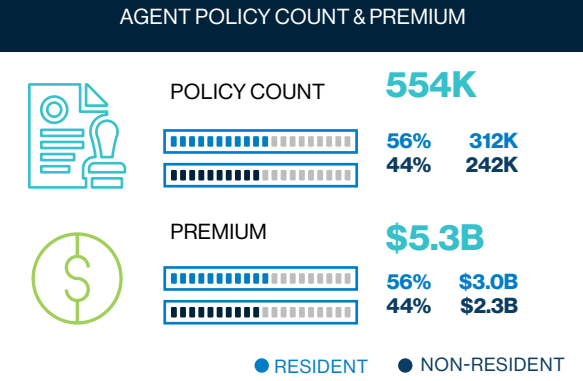
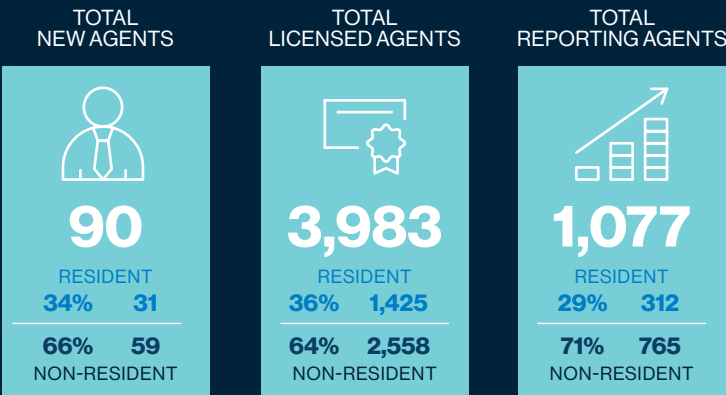
TOP INSURERS BY PREMIUM

RANK	INSURER	Q2 PREMIUM	Q2 2025 RANK	% OF PREMIUM
1	UNDERWRITERS AT LLOYD'S, LONDON	\$1.0B	1	19.5%
2	MS TRANSVERSE SPECIALTY INSURANCE COMPANY	\$224.0M	2	4.2%
3	LEXINGTON INSURANCE COMPANY	\$183.0M	3	3.4%
4	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$128.3M	4	2.4%
5	AXIS SURPLUS INSURANCE COMPANY	\$125.5M	7	2.3%
6	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$111.9M	6	2.1%
7	EVANSTON INSURANCE COMPANY	\$101.4M	8	1.9%
8	KINSALE INSURANCE COMPANY	\$92.5M	9	1.7%
9	SCOTTSDALE INSURANCE COMPANY	\$87.2M	12	1.6%
10	MT. HAWLEY INSURANCE COMPANY	\$74.7M	15	1.4%

TOP COVERAGES BY PREMIUM

RANK	COVERAGE	Q2 PREMIUM	POLICY COUNT	% OF PREMIUM
1	COMMERCIAL PROPERTY	\$2.1B	117,614	40.0%
2	COMMERCIAL GENERAL LIABILITY	\$778.4M	68,632	14.5%
3	EXCESS COMMERCIAL GENERAL LIABILITY	\$430.8M	12,526	8.1%
4	HOMEOWNERS-HO-3	\$240.9M	66,876	4.5%
5	COMMERCIAL PACKAGE	\$239.6M	28,750	4.5%
6	WINDSTORM AND/OR HAIL - COMMERCIAL	\$143.6M	8,578	2.7%
7	MISCELLANEOUS E&O LIABILITY	\$108.4M	6,547	2.0%
8	COMMERCIAL UMBRELLA LIABILITY	\$76.4M	4,226	1.4%
9	CYBER LIABILITY	\$75.3M	8,681	1.4%
10	BUILDERS RISK - COMMERCIAL	\$74.8M	2,486	1.4%

AGENT ACTIVITY



EVENTS

INTERNSHIP PROGRAM UPDATE

- Hosted two interns from Florida State University, one intern from Florida Agricultural & Mechanical University, two interns from the University of South Florida, and two interns from Troy 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+, IT, and Communications projects, including shadowing across teams.
- Actively participated in Louisiana SLIP+ for States testing.
- One intern passed the 1-20 state licensing exam.
- One intern has completed a REACT programming training course.



COMMUNITY SERVICE EVENTS

- Second Harvest of the Big Bend Day 1 | May
- Second Harvest of the Big Bend Day 2 | May
- Summertime Book Drive | June



PROFESSIONAL EVENTS

- OIR Insurance Summit | Tallahassee, FL
- SLIP+ Masterclass | Orlando, FL
- FSAE Leadership & Management Summit | Jacksonville, FL
- AAIS Main Event | Hollywood, FL
- Surplus Lines Law Group | Anaheim, CA
- KnowB4 Conference | Orlando, FL
- AIIA (AL Convention) | Gulf Shores, AL
- WSIA E&S School | Chicago, IL
- SHRM National Convention | Orlando, FL
- FAIA 121st Convention & Education Symposium | Orlando, FL



RMI EVENTS

- UCF Inaugural GIS Meeting | Orlando, FL
- Troy RMI Event | Atlanta, GA
- University of Wyoming Sales Challenge | Laramie, WY
- USF Risk Advisory Council | Tampa, FL
- FSU RMI Executive Council | Orlando, FL
- Middle Tennessee State University RMI International Trip



COMMUNICATIONS AND PRODUCT ENGAGEMENT

MEDIA HITS & OUTLETS



SILA Regulatory Updates	1	YTD: 2	PR Newswire	1	YTD: 1
Miami Herald	1	YTD: 1	Insurance Nerds	1	YTD: 1
WLRN Public Media	1	YTD: 1	Griffith Foundation	1	YTD: 1
Jacksonville Business Journal	1	YTD: 1	Legal Clarity	1	YTD: 1
beinsure	1	YTD: 1	International Finance	1	YTD: 1
Insurance Business	1	YTD: 1	Insurance Journal	1	YTD: 2



LINKEDIN POSTS

FSLSO

47

YTD: 99

SLIP+

24

YTD: 38

Posts for Q2

16%

YTD: 19%

Average Engagement
Rate

18%

YTD: 18%

13,166

Average Impressions
per month

2,002

TOTAL WEBSITE PAGE VIEWS

117,284



	PAGE VIEWS	% OF TOTAL
Top 3 Pages	71,703	62%
- Tax Estimator	40,604	35%
- County/City/Zip Search	19,463	17%
- Agent/Agency Search	11,636	10%

EMAIL CAMPAIGNS

	Q2 SENT	Q2 OPEN RATE	YTD SENT	YTD OPEN RATE
The Wire	4	33%	7	38%
Florida Premium Report	3	25%	6	31%
The Carrier	4	41%	9	35%
FLSO E-Alert	-	-	6	42%
Market Insights	1	23%	2	21%
Top 25 Brokerages	1	33%	2	29%
Insurer Compliance	-	-	3	35%
Premium Reconciliation	5	50%	5	50%
SLIP & SLIP+	28	30%	49	32%



INFORMATION TECHNOLOGY



UPTIME OF FLSO
IT RESOURCES

99.999%
YTD: 99.989%

HELP DESK AND CODE DEPLOYMENTS

Help Desk Requests
Resolved

366

YTD: 736

Average Response
Time

22m

YTD: 25 minutes

Average Resolution
Time

7h

YTD: 14 hours

Code
Deployments

224

YTD: 443

CYBERSECURITY METRICS

	Q2	YTD
Malicious and Spam Emails Blocked	418,832	473,110
Threats Blocked by Firewall	12,493	17,483
Security Enhancements Made	30	105
Successful Backups	2,398	4,795

CYBERSECURITY TRAINING

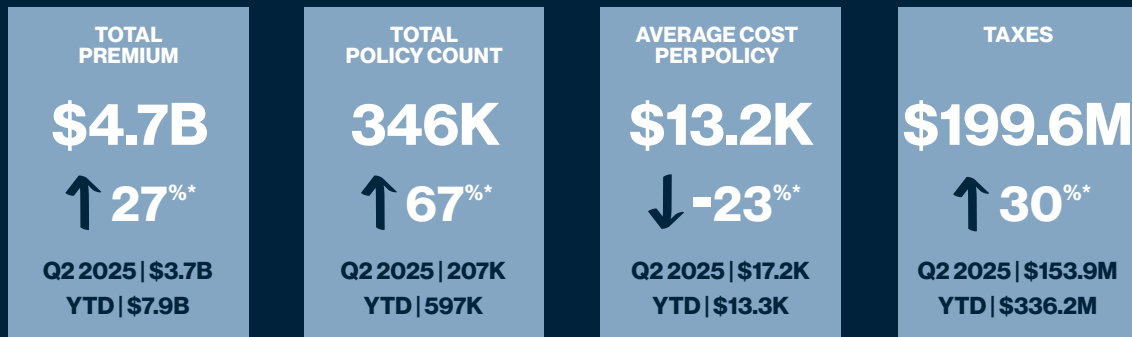
	Q2	YTD
FLSO Email Phish-Prone Percentage	0.43%	0.50%
Gov Email Phish-Prone Percentage	3.80%	3.90%
Insurance Email Phish-Prone Percentage	3.30%	3.35%
Cybersecurity Education Hours	90	193

AGENT TRANSACTIONS SUBMITTED

	Q2	YTD
Transactions Submitted via SLIP Batch	241,059	432,295
Transactions Submitted via Batch API	358,394	645,174
Transactions Submitted via Batch CSV	47,821	70,399
Transactions Submitted via SLIP	107,204	214,773



SLIP+ & SLIP FOR STATES | 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 04/01/26 and 06/30/26 and is current as of 07/31/26. All figures have been rounded to the nearest dollar amount.

STATE BREAKOUT

STATE	Q2 PREMIUM	YOY PREMIUM	POLICY COUNT	YOY POLICY COUNT
ALABAMA	\$430.6M	-	46,005	-
COLORADO	\$765.6M	3%	42,264	30%
GEORGIA	\$1.3B	14%	107,910	58%
KANSAS	\$288.9M	-	21,046	-
MONTANA	\$94.4M	-	10,065	-
NORTH CAROLINA	\$781.5M	9%	54,164	19%
OKLAHOMA	\$297.6M	-1%	25,794	10%
SOUTH DAKOTA	\$53.5M	9%	4,444	15%
TENNESSE	\$579.7M	-9%	30,487	3%
WYOMING	\$53.4M	-16%	4,197	10%

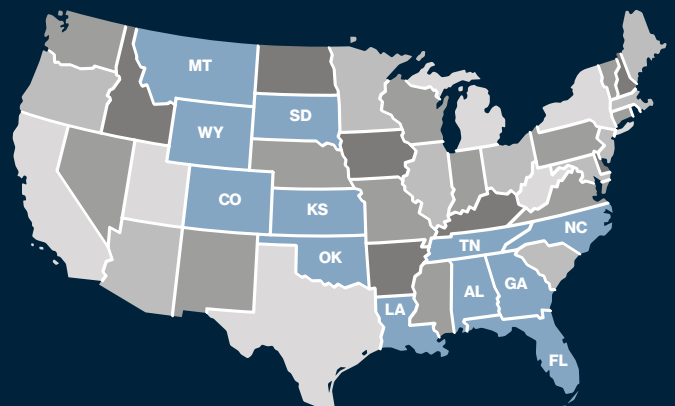


A dash (-) appearing in this report indicates the data field has been intentionally left blank because a complete data set was not available.

PREMIUM RECONCILIATION

STATES	GEORGIA
7,485 YTD: 13,632	4,164 YTD: 5,888
Manually Reconciled Transactions	
382 YTD: 699	151 YTD: 406
Number of Unfiled Transactions	
\$39.0M YTD: \$78.0M	\$45.6M YTD: \$129.6M
Unfiled Premium	
\$952.9K YTD: \$2.1M	\$2.6M YTD: \$5.1M
Tax Revenue Recovered	

State Clients by Quarter's End



NOTES

1441 MACLAY COMMERCE DRIVE | TALLAHASSEE, FL 32312
FSLSO.COM

