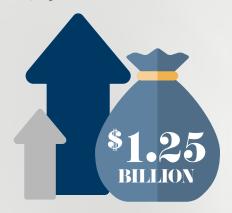






# FLORIDA MARKETPLACE ACTIVITY

## **TOTAL 4Q18 FLORIDA PREMIUM**



ANNUAL GROWTH 2017 - 2018



### **4Q18 PREMIUM & POLICY COUNT**

	4Q	YTD	FROM 4Q17
Total Premium	\$1,254,258,266	\$5,822,465,730	10%
Policy Count	268,835	1,175,715	9%
Average Cost Per Policy	\$4,666	\$4,952	1%

## 4Q18 TAXES, FEES, & ASSESSMENTS INVOICED

	4Q
Taxes	\$58,480,283
Fees	\$1,534,691
Assessments	\$346,864

# TOP INSURERS BY PREMIUM

4Q18 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM		4Q17 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$356,399,011		28%	1
2	LEXINGTON INSURANCE COMPANY	\$68,516,805	5%		2
3	SCOTTSDALE INSURANCE COMPANY	\$50,120,490	4%		3
4	INDIAN HARBOR INSURANCE COMPANY	\$40,672,836	3%		6
5	QBE SPECIALTY INSURANCE COMPANY	\$33,842,156	3%		5

# TOP COVERAGES BY PREMIUM

COMMERCIAL PROPERTY (1000)

\$312,690,127
28,589 POLICIES
25% of Total Premium

COMMERCIAL
GENERAL LIABILITY
(5000)

\$221,482,274
47,829 POLICIES
18% of Total Premium

HOMEOWNERS HO-3 (2002) \$102,861,775 34,802 POLICIES 8% of Total Premium \$90,582,413
21,844 POLICIES
7% of Total Premium

\$72,742,858
3,291 POLICIES
6% of Total Premium

Data herein is based upon policy transactions submitted between 10/01/18 and 12/31/18 and is current as of 01/01/19. All figures have been rounded to the nearest dollar amount.

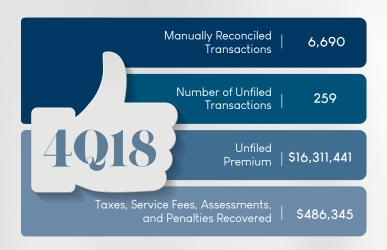


62% | 593

# **FINANCIAL REVIEWS**

PREMIUM RECONCILIATION

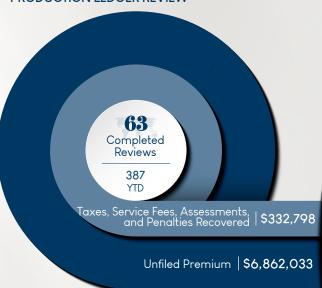
67% | 35



57% | 1,192

## PRODUCTION LEDGER REVIEW

22% | 59,817



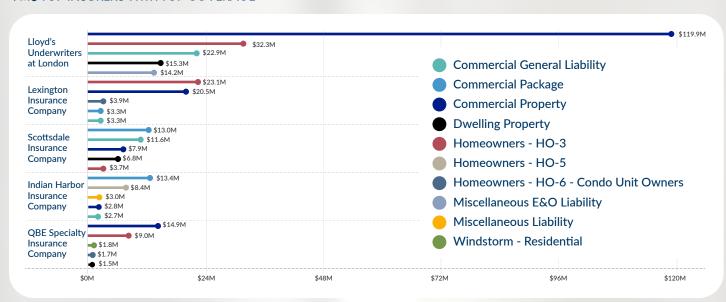
Taxes, Service Fees, Assessments, and Penalties Recovered YTD | \$1,135,366

Unfiled Premium YTD | \$24,801,989

35% | \$441,588,315

## **ANALYTICS**

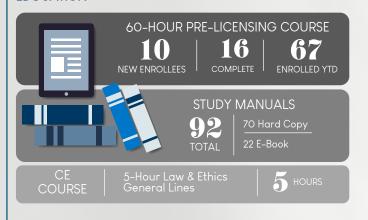
**4Q18 TOP INSURERS WITH TOP COVERAGE** 



This graph illustrates the top five grossing insurers and their respective top five coverages for the fourth quarter of 2018.

## **MARKETPLACE MONITORING**

#### **EDUCATION**





### PRODUCT & BUSINESS DEVELOPMENT

#### FEATURED PRODUCTS & SERVICES



### PRODUCT RELEASES LAUNCHING JANUARY 2019



#### **WEBSITE**



#### **CUSTOMER OUTREACH**

Leadership Florida - Lloyd's of London

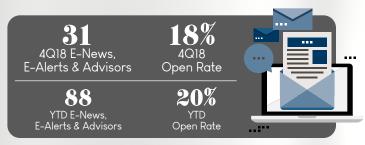
Tallahassee Chamber of Commerce

Lunch & Learn - Sarasota

Lunch & Learn - Tampa

FIC Pre-Legislative Workshop

### **ELECTRONIC COMMUNICATION**



Twitter Activity
11K Impressions\* - 4Q18 | 52K Impressions - YTD

\*Times a tweet is delivered to Account Timelines

Follow us on Twitter @FSLSO



COMMUNITY OUTREACH

More than \$2K donated by FSLSO and individual staff members to families affected by Hurricane Michael.