1Q19 REPORT

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FLORIDA MARKETPLACE ACTIVITY

TOTAL 1Q19 FLORIDA PREMIUM

$1.57 Billion

↑ 9% FROM 1Q18

1Q19 PREMIUM & POLICY COUNT

	1Q	FROM 1Q18
Total Premium	$1,567,983,017	↑ 9%
Policy Count	310,468	↑ 24%
Average Cost Per Policy	$5,050	↓ 12%

1Q19 TAXES, FEES & ASSESSMENTS

	1Q
Taxes	$72,706,257
Fees	$1,815,753
Assessments	$353,068

TOP INSURERS BY PREMIUM

1Q19 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	1Q18 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	$423,077,739	27%	1
2	LEXINGTON INSURANCE COMPANY	$111,037,546	7%	2
3	SCOTTSDALE INSURANCE COMPANY	$50,492,389	3%	3
4	INDIAN HARBOR INSURANCE COMPANY	$50,231,062	3%	4
5	NATIONAL FIRE AND MARINE INSURANCE COMPANY	$47,932,499	3%	6

TOP COVERAGES BY PREMIUM

COMMERCIAL PROPERTY (1000)	COMMERCIAL GENERAL LIABILITY (5000)	HOMEOWNERS HO-3 (2002)	COMMERCIAL PACKAGE (1005)	EXCESS COMMERCIAL GENERAL LIABILITY (5006)
$491,975,154	$267,357,228	$106,691,707	$101,296,299	$61,014,725
33,059 POLICIES	53,394 POLICIES	38,569 POLICIES	21,671 POLICIES	3,403 POLICIES
31% of Total Premium	17% of Total Premium	7% of Total Premium	6% of Total Premium	4% of Total Premium

Data herein is based upon policy transactions submitted between 01/01/19 and 03/31/19 and is current as of 04/01/19. All figures have been rounded to the nearest dollar amount.

AGENT ACTIVITY

● Resident
● Non–Resident

67 New Agents	**2,162** Total Licensed Agents	**962** Total Reporting Agents	**309,974** Policy Count	**$1.5 BILLION** Premium
25%	17 75%	50	43%	933 57%	1,229	38%	370 62%	592	80%	246,515 20%	63,459	64%	$973,719,429 36%	$559,236,682

AGENT ACTIVITY metrics:

- **67** New Agents — 25% | 17 ; 75% | 50
- **2,162** Total Licensed Agents — 43% | 933 ; 57% | 1,229
- **962** Total Reporting Agents — 38% | 370 ; 62% | 592
- **309,974** Policy Count — 80% | 246,515 ; 20% | 63,459
- **$1.5 BILLION** Premium — 64% | $973,719,429 ; 36% | $559,236,682

FINANCIAL REVIEWS

PREMIUM RECONCILIATION

1Q19

Manually Reconciled Transactions	6,478
Number of Unfiled Transactions	137
Unfiled Premium	$12,465,924
Taxes, service fees, assessments, and penalties recovered	$448,220
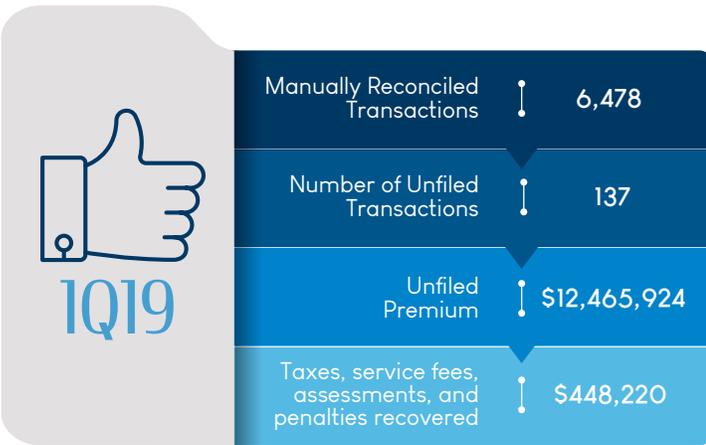
PRODUCTION LEDGER REVIEW

|	
Manually Reconciled Transactions	3,793
Number of Unfiled Transactions	2,922
Unfiled Premium	$8,205,769
Taxes, service fees, assessments and penalties recovered	$440,634
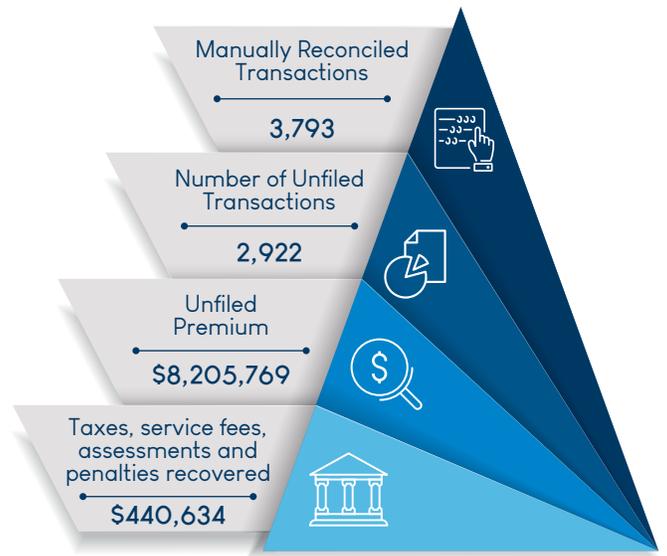
ANALYTICS

AUTOMATED COMPLIANCE ALERTS

As part of a 2018 organizational objective, FSLSO staff receives alerts based on specific criteria in order to help improve filing accuracy and compliance. Out of the 2,201 alerts created in the first quarter 2019, 85% were *Duplicate Filing Alerts* which help prevent customers from being billed multiple times for duplicate submissions.

Backout	Backout Ratio	Credit/Debit Ratio	Decrease in Premium	Duplicate Filing
140	58	41	83	1,879
6%	3%	2%	4%	85%
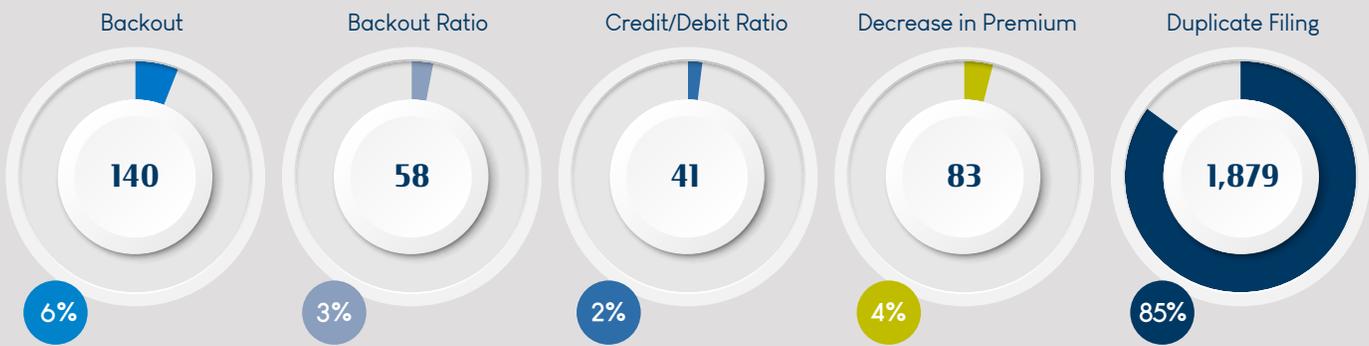
MARKETPLACE MONITORING

EDUCATION

60-HOUR PRE-LICENSING COURSE
17 NEW ENROLLEES | **10** COMPLETE
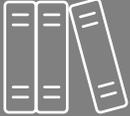
STUDY MANUALS
53 TOTAL
- 38 Hard Copy
- 15 E-Book

CE COURSE
5-Hour Law & Ethics Update General Lines | **5** HOURS

COMPLIANCE REVIEW

98 Compliance Reviews	**96%** Final Grade[1]	**94%** Regulatory Requirements	**98%** Financial Requirements	**99%** Data Requirements

Industry Grade

PRODUCT & BUSINESS DEVELOPMENT

NEW PRODUCT LAUNCH

NEW Launched January 2019

COMPLIANCE CHECKUP DASHBOARD
Using the latest data submissions, the Compliance Checkup dashboard shows SLIP users a complete picture of their compliance status based on timeliness and accuracy.

NEW Launched January 2019

SLICE
(Surplus Lines Information & Compliance Education Course)

153 NEW ENROLLEES | **41** COMPLETE

FEATURED PRODUCTS & SERVICES

PALMCAST

93 Plays Received for Episode 5

Episode 5 Released in February 2019
Interview with Fred Karlinsky, go-to insurance lobbyist and lawyer with the firm of Greenberg Traurig.

WEBSITE

85,015 TOTAL PAGE VIEWS

- 53% – Tax Estimator
- 3% – Agent Procedures Manual
- 1% – Market Data Reports

CUSTOMER OUTREACH

Florida Insurance Market Summit | Lunch & Learn (visited 10 agencies)

North Carolina Surplus Lines Annual Convention | Follow us on Twitter @FSLSO

ELECTRONIC COMMUNICATION

24 E-News, E-Alerts & Advisors

24% Viewed by Customers

NEWS

COMMUNITY OUTREACH

Leon County Humane Society | During the first quarter FSLSO collected donations on behalf of the Leon County Humane Society, whose mission is to rescue, rehabilitate and educate; fostering a kinder community for people and their pets.

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