

2023 Report

**DIRECTING SURPLUS LINES
INNOVATION FOR
25 YEARS**



FSLSO
25th
Anniversary
1998 - 2023

2023 Marketplace Statistics

2Q23 TOTAL PREMIUM

\$5.3B



38.8%
FROM 2Q22

2023 Premium & Policy Count · 2Q23

TOTAL PREMIUM

\$5.3B

YTD | \$8.7B

 **38.8%**

FROM 2Q22

POLICY COUNT

380K

YTD | 701K

 **1.5%**

FROM 2Q22

AVERAGE COST
PER POLICY

\$13,946

YTD | \$12,338

 **36.7%**

FROM 2Q22

2023 Taxes, Fees, & Assessments · 2Q23

TAXES

\$244.1M

YTD | \$400.0M

 **39.8%**
FROM 2Q22



FEES

\$3.9M

YTD | \$6.5M

 **33.2%**
FROM 2Q22



ASSESSMENTS

\$478.1K

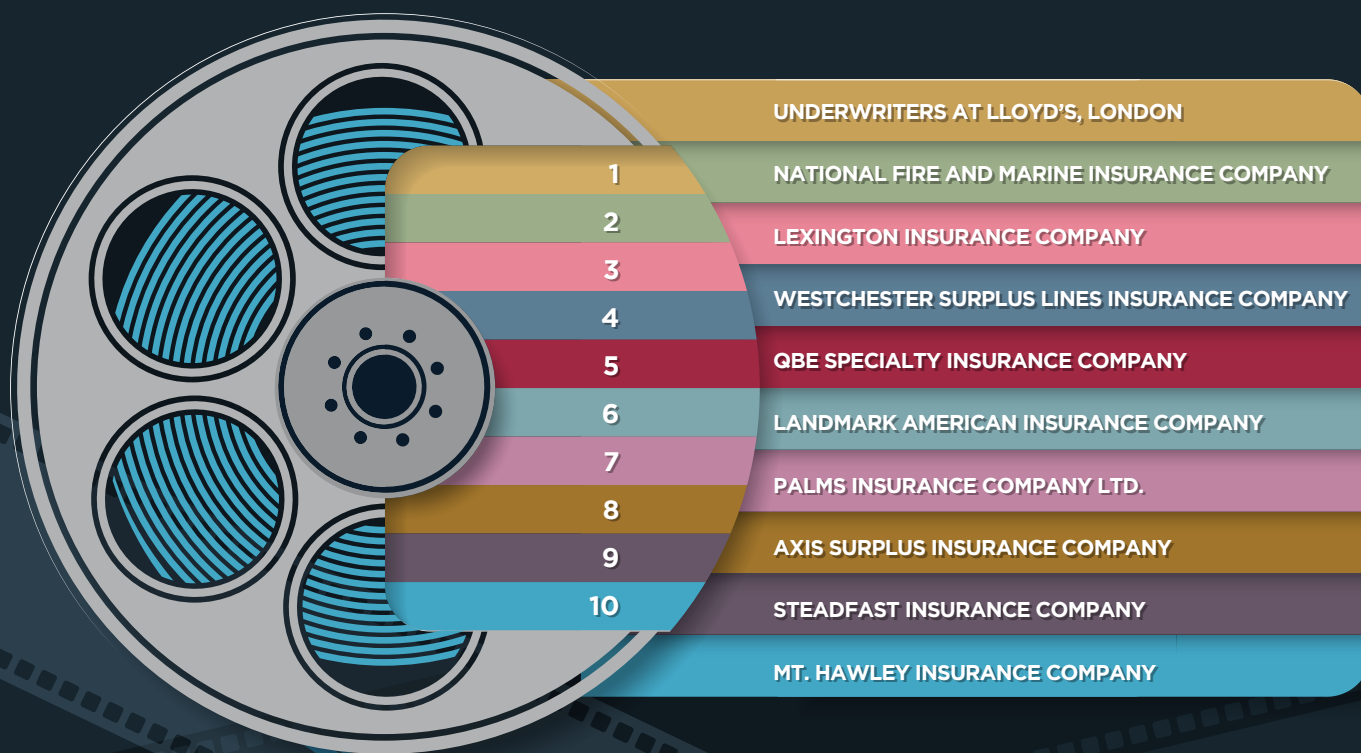
YTD | \$873.0K

 **9.4%**
FROM 2Q22



Data herein is based upon policy transactions submitted between 04/01/23 and 06/30/23 and is current as of 07/01/23. All figures have been rounded to the nearest dollar amount.

Top 10 Insurers by Premium · 2Q23



2Q23 RANK	INSURER	PREMIUM	% of TOTAL PREMIUM	2Q22 RANK
1	UNDERWRITERS AT LLOYD'S, LONDON	\$980.0M	18.5%	1
2	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$300.3M	5.7%	3
3	LEXINGTON INSURANCE COMPANY	\$153.5M	2.9%	2
4	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$142.0M	2.7%	4
5	QBE SPECIALTY INSURANCE COMPANY	\$130.5M	2.5%	5
6	LANDMARK AMERICAN INSURANCE COMPANY	\$121.3M	2.3%	10
7	PALMS INSURANCE COMPANY LTD.	\$116.2M	2.2%	131
8	AXIS SURPLUS INSURANCE COMPANY	\$113.2M	2.1%	6
9	STEADFAST INSURANCE COMPANY	\$109.3M	2.1%	8
10	MT. HAWLEY INSURANCE COMPANY	\$100.8M	1.9%	21

Top 10 Coverages by Premium · 2023

COMMERCIAL
PROPERTY
(1000)



\$2.7B

56,658 POLICIES

50.7%
of Total Premium

COMMERCIAL
GENERAL LIABILITY
(5000)



\$578.9M

57,241 POLICIES

10.9%
of Total Premium

COMMERCIAL
PACKAGE
(1005)



\$248.8M

24,624 POLICIES

4.7%
of Total Premium

EXCESS COMMERCIAL
GENERAL LIABILITY
(5006)



\$240.1M

8,580 POLICIES

4.5%
of Total Premium

WINDSTORM AND/OR
HAIL - COMMERCIAL
(1013)



\$187.5M

3,210 POLICIES

3.5%
of Total Premium

HOMEOWNERS
HO-3
(2002)



\$166.0M

25,260 POLICIES

3.1%
of Total Premium

BUILDERS RISK —
COMMERCIAL
(1001)



\$112.7M

1,363 POLICIES

2.1%
of Total Premium

MISCELLANEOUS
E&O LIABILITY
(7003)



\$81.0M

4,255 POLICIES

1.5%
of Total Premium

CYBER
LIABILITY
(5022)



\$80.1M

3,182 POLICIES

1.5%
of Total Premium

MISCELLANEOUS
LIABILITY
(5001)



\$66.2M

2,346 POLICIES

1.2%
of Total Premium

Agent Activity · 2023

NEW AGENTS

120

YTD | 232



25.8% • 31
74.2% • 89

TOTAL LICENSED
AGENTS

3,044

YTD | 6,013



38.2% • 1,162
61.8% • 1,882

TOTAL REPORTING
AGENTS

977

YTD | 1,937



32.8% • 320
67.2% • 657

POLICY COUNT

380,104

YTD | 700,996



74.4% • 282,841
25.6% • 97,263

PREMIUM

\$5.3B

YTD | \$8.6B



66.1% • \$3.5B
33.9% • \$1.8B

● Resident ● Non-Resident

Financial Reviews · 2Q23

PREMIUM RECONCILIATION

4,573

YTD | 9,157



MANUALLY RECONCILED
TRANSACTIONS

PRODUCTION LEDGER REVIEW

4,183

YTD | 31,694

300

YTD | 670



NUMBER OF UNFILED
TRANSACTIONS

114

YTD | 18,233

\$61.9M

YTD | \$140.8M



UNFILED
PREMIUM

\$4.3M

YTD | \$8.3M

\$2.8M

YTD | \$5.6M



TAXES, SERVICE FEES, ASSESSMENTS,
AND PENALTIES RECOVERED

\$166.2K

YTD | \$367.7K

Marketplace Monitoring · 2Q23

COMPLIANCE REVIEW

INDUSTRY
GRADE¹

98%

YTD | 98%



DATA
REQUIREMENTS

99%

YTD | 99%



COMPLIANCE
REVIEWS

105

YTD | 207

REGULATORY
REQUIREMENTS

98%

YTD | 99%



FINANCIAL
REQUIREMENTS

98%

YTD | 98%

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

Education · 2Q23



60-HOUR SURPLUS
LINES PRE-LICENSING
COURSE

36
NEW ENROLLEES
31 - Completions



STUDY MANUALS

90
TOTAL
YTD | 236

54 - Hard Copy
36 - E-Book



CE COURSE

4
HOURS
ATTENDEES | 70
4-Hour Law & Ethics
Update General Lines

Information Technology · 2Q23

UPTIME OF FSLSO IT RESOURCES



SERVICES
MANAGED
BY FSLSO

99.999%
Uptime
YTD | 99.996%



SERVICES
NOT MANAGED
BY FSLSO

99.976%
Uptime
YTD | 99.988%



HELP DESK
REQUESTS
RESOLVED

172
YTD | 347

EMAIL PHISH-PRONE PERCENTAGE



4.5%

INSURANCE
INDUSTRY
YTD | 3.9%

0.3%

FSLSO
YTD | 0.2%



4.0%

GOVERNMENT
INDUSTRY
YTD | 4.0%

Product & Business Development · 2Q23

FEATURED PRODUCTS & SERVICES

SLAS SUBMISSIONS**

\$1.73B
PREMIUM

124,997 • Policy Count
186,565 • Transaction Count




SLAS
SURPLUS LINES AUTOMATION SUITE

TAX ESTIMATOR

210,540
TOTAL USAGE

112,222 SLIP	40,527 Website
57,518 Web Service	273 Mobile App



WEBSITE

111,584
TOTAL PAGE VIEWS

- 1 • Tax Estimator
- 2 • County/City/Zip Search
- 3 • Agent/Agency Search



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

ELECTRONIC COMMUNICATION

22
E-NEWS, E-ALERTS, & ADVISORS
.....
29%
VIEWED BY CUSTOMERS



SOCIAL MEDIA

14
POSTS
.....
470
IMPRESSIONS



15
POSTS
.....
5,575
IMPRESSIONS



Outreach · 2Q23

CUSTOMER OUTREACH

JACKSONVILLE
CUSTOMER FORUM

1

FAIA 2023
CONVENTION

2

NATIONAL EXCESS
& SURPLUS SUMMIT

3

KB4-CON 2023
(KnowBe4)

4

WSIA E&S
SCHOOL

04

5

COMMUNITY OUTREACH

SECOND HARVEST
OF THE BIG BEND
(WAREHOUSE VOLUNTEERING)

1



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