



FSLSO
Florida Surplus Lines Service Office

20 years
of Service
EST. 1998

FLORIDA MARKETPLACE ACTIVITY

TOTAL 2Q18 FLORIDA PREMIUM



↑ 10%
FROM YTD 2017

2Q18 PREMIUM & POLICY COUNT

	2Q	YTD	FROM 2Q17
Total Premium	\$1,890,808,331	\$3,323,425,001	↑ 8%
Policy Count	353,033	602,192	↑ 18%
Average Cost Per Policy	\$5,356	\$5,519	↓ 9%

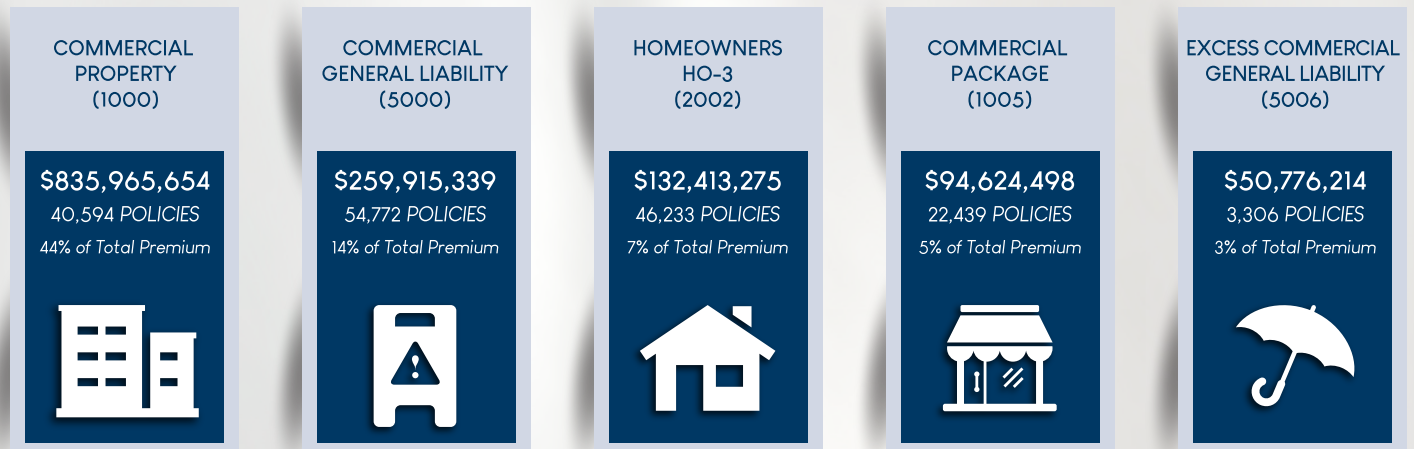
2Q18 TAXES, FEES & ASSESSMENTS INVOICED

	2Q
Taxes	\$81,859,278
Fees	\$2,104,482
Assessments	\$452,977

TOP INSURERS BY PREMIUM

2Q18 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	2Q17 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$543,141,448	29%	1
2	LEXINGTON INSURANCE COMPANY	\$166,835,848	9%	2
3	SCOTTSDALE INSURANCE COMPANY	\$59,002,696	3%	3
4	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$54,420,969	3%	5
5	QBE SPECIALTY INSURANCE COMPANY	\$50,527,633	3%	6

TOP COVERAGES BY PREMIUM



Data herein is based upon policy transactions submitted between 04/01/18 and 06/30/18 and is current as of 07/01/18. All figures have been rounded to the nearest dollar amount.

AGENT ACTIVITY

● Resident ● Non-Resident



27% | 15
73% | 41



44% | 918
56% | 1,158



40% | 374
60% | 566



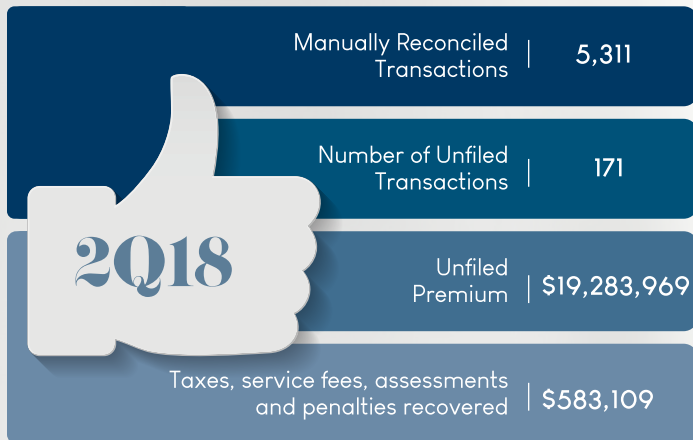
80% | 281,311
20% | 71,474



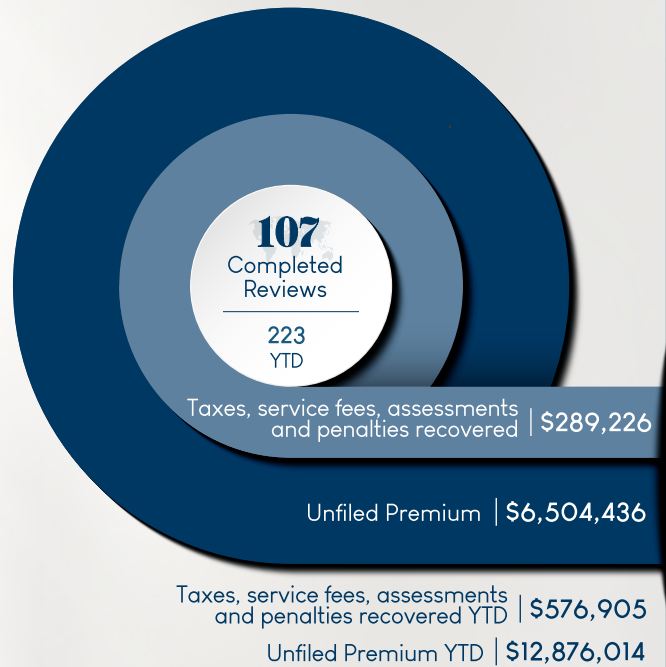
67% | \$1,260,983,574
33% | \$622,855,359

FINANCIAL REVIEWS

PREMIUM RECONCILIATION

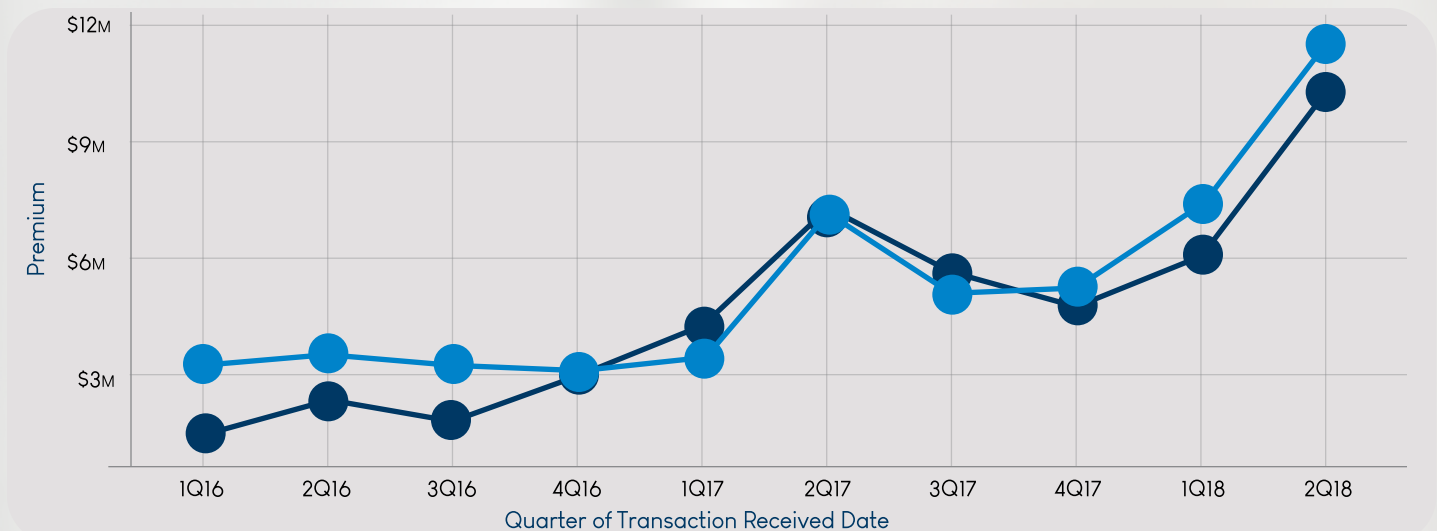


PRODUCTION LEDGER REVIEW



ANALYTICS

HO-5 NEW BUSINESS AND RENEWAL

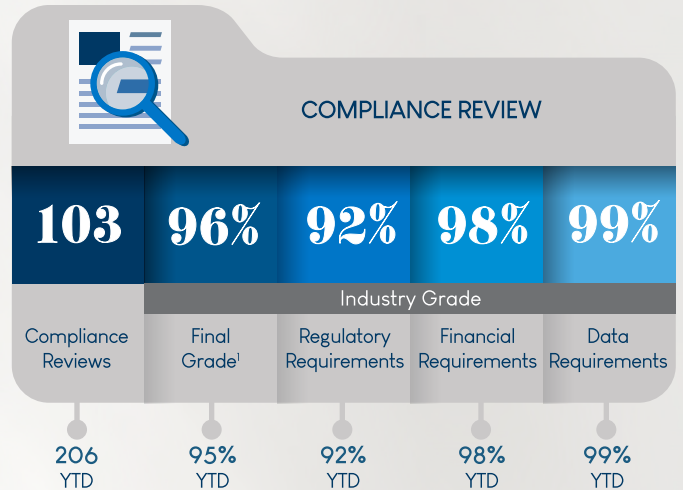
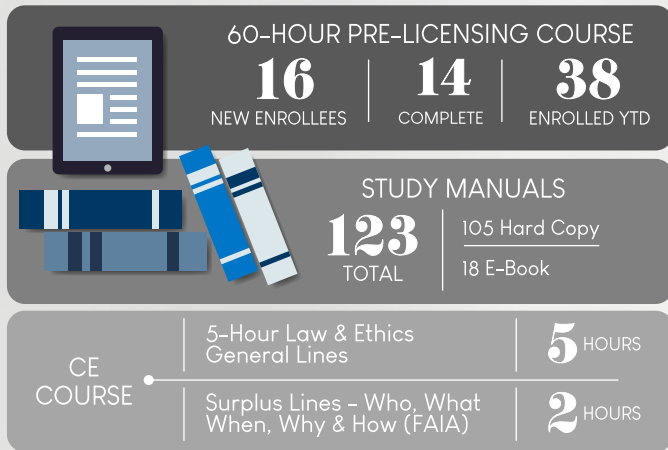


HO-5 has increased in premium almost 41% from 2Q17 to 2Q18 and increased 289% from 2Q16 to 2Q18. New business policies have increased almost 332% from 2Q16 to 2Q18 compared to a 227% increase for renewals over the same time period.

● New Business
● Renewal

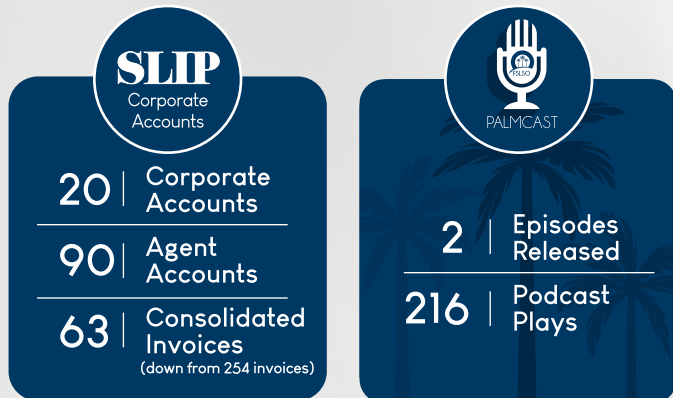
MARKETPLACE MONITORING

EDUCATION

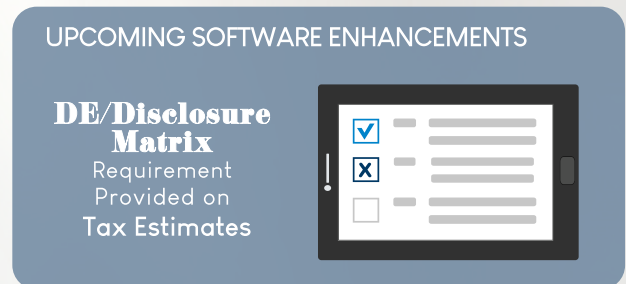


PRODUCT & BUSINESS DEVELOPMENT

FEATURED PRODUCTS & SERVICES



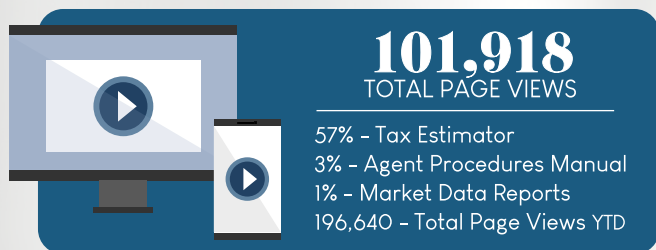
SOFTWARE DEVELOPMENT



CUSTOMER OUTREACH

- Citizens Property Insurance Corporation Presentation
 - Florida Association of Insurance Agents Convention
 - Surplus Lines Law Group (Spring)
- Follow us on Twitter @FSLSO

WEBSITE



ELECTRONIC COMMUNICATION



COMMUNITY OUTREACH

Leukemia & Lymphoma Society | Tallahassee Community College ONE Campaign

¹Weighted average of regulatory requirements, financial requirements, and data requirements. ²Source: Business Insurance, Surplus Lines Premiums and Taxes by State, September 2017.