

4Q 2023 Report

**DIRECTING SURPLUS LINES
INNOVATION FOR
25 YEARS**



FSLSO
25th
Anniversary
1998 - 2023

2023 Marketplace Statistics

4Q23 TOTAL PREMIUM

\$3.2B



22.5%
FROM 4Q22

2023 Premium & Policy Count · 4Q23

TOTAL PREMIUM

\$3.2B

YTD | \$15.4B

 **22.5%**

FROM 4Q22

POLICY COUNT

304K

YTD | 1.36M

 **1.7%**

FROM 4Q22

AVERAGE COST
PER POLICY

\$10,407

YTD | \$11,329

 **20.5%**

FROM 4Q22

2023 Taxes, Fees, & Assessments · 4Q23

TAXES

\$148.6M

YTD | \$713.0M

 **20.9%**
FROM 4Q22



FEES

\$2.7M

YTD | \$12.0M

 **19.6%**
FROM 4Q22



ASSESSMENTS

\$347.0K

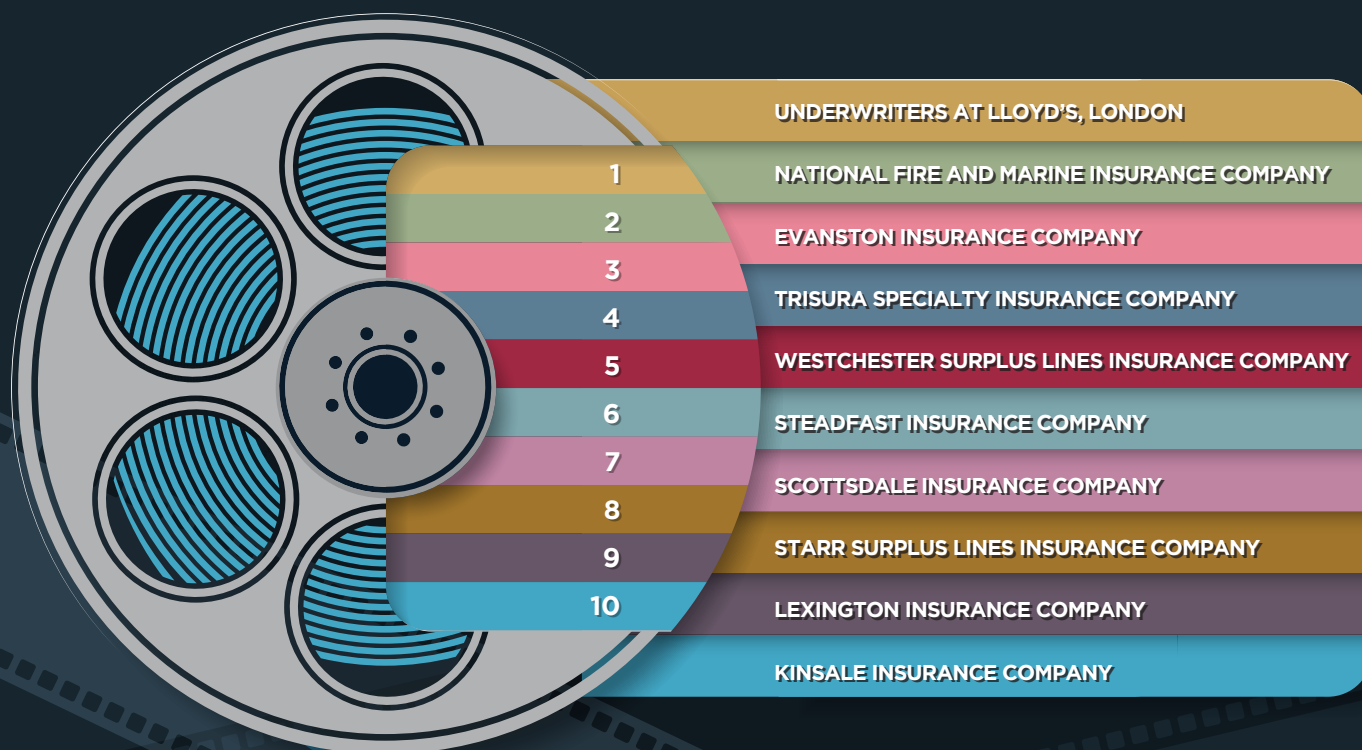
YTD | \$1.6M

 **0.1%**
FROM 4Q22



Data herein is based upon policy transactions submitted between 10/01/23 and 12/31/23 and is current as of 01/01/24. All figures have been rounded to the nearest dollar amount.

Top 10 Insurers by Premium · 4Q23



4Q23 RANK	INSURER	PREMIUM	% of TOTAL PREMIUM	3Q22 RANK
1	UNDERWRITERS AT LLOYD'S, LONDON	\$510.1M	16.1%	1
2	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$127.6M	4.0%	2
3	EVANSTON INSURANCE COMPANY	\$78.6M	2.5%	3
4	TRISURA SPECIALTY INSURANCE COMPANY	\$73.6M	2.3%	7
5	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$71.5M	2.3%	5
6	STEADFAST INSURANCE COMPANY	\$69.4M	2.2%	10
7	SCOTTSDALE INSURANCE COMPANY	\$61.8M	2.0%	4
8	STARR SURPLUS LINES INSURANCE COMPANY	\$61.7M	2.0%	23
9	LEXINGTON INSURANCE COMPANY	\$60.8M	1.9%	8
10	KINSALE INSURANCE COMPANY	\$57.6M	1.8%	11

Top 10 Coverages by Premium · 4Q23

COMMERCIAL PROPERTY
(1000)



\$1.0B

36,305 POLICIES

31.8%
of Total Premium

COMMERCIAL GENERAL LIABILITY
(5000)



\$496.0M

52,939 POLICIES

15.7%
of Total Premium

EXCESS COMMERCIAL GENERAL LIABILITY
(5006)



\$260.6M

8,054 POLICIES

8.2%
of Total Premium

COMMERCIAL PACKAGE
(1005)



\$181.9M

20,493 POLICIES

5.7%
of Total Premium

HOMEOWNERS HO-3
(2002)



\$117.2M

19,746 POLICIES

3.7%
of Total Premium

MISCELLANEOUS E&O LIABILITY
(7003)



\$86.8M

3,815 POLICIES

2.7%
of Total Premium

CYBER LIABILITY
(5022)



\$77.9M

3,055 POLICIES

2.5%
of Total Premium

BUILDERS RISK — COMMERCIAL
(1001)



\$74.6M

1,101 POLICIES

2.4%
of Total Premium

WINDSTORM AND/OR HAIL - COMMERCIAL
(1013)



\$67.8M

2,081 POLICIES

2.1%
of Total Premium

MISCELLANEOUS LIABILITY
(5021)



\$64.8M

2,336 POLICIES

2.0%
of Total Premium

Agent Activity · 4Q23

NEW AGENTS

89

YTD | 452



22.5% • 20
77.5% • 69

TOTAL LICENSED AGENTS
3,202



37.4% • 1,196
62.6% • 2,006

TOTAL REPORTING AGENTS
1,023



31.2% • 319
68.8% • 704

POLICY COUNT

303,747

YTD | 1,358,656



69.5% • 211,172
30.5% • 92,575

PREMIUM

\$3.1B

YTD | \$15.2B



61.5% • \$1.9B
38.5% • \$1.2B

● Resident ● Non-Resident

Financial Reviews · 4Q23

PREMIUM RECONCILIATION

10,182

YTD | 29,250



MANUALLY RECONCILED
TRANSACTIONS

PRODUCTION LEDGER REVIEW

30,399

YTD | 78,150



NUMBER OF UNFILED
TRANSACTIONS

307

YTD | 1,210

2,785

YTD | 21,479



UNFILED
PREMIUM

\$76.0M

YTD | \$269.6M

\$47.2M

YTD | \$76.8M



TAXES, SERVICE FEES, ASSESSMENTS,
AND PENALTIES RECOVERED

\$3.3M

YTD | \$11.0M

\$1.6M

YTD | \$3.0M

Marketplace Monitoring · 4Q23

COMPLIANCE REVIEW

INDUSTRY
GRADE¹

97%

YTD | 98%



DATA
REQUIREMENTS

99%

YTD | 99%



COMPLIANCE
REVIEWS

118

YTD | 432

REGULATORY
REQUIREMENTS

97%

YTD | 98%



FINANCIAL
REQUIREMENTS

97%

YTD | 98%

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



Education • 4Q23

60-HOUR SURPLUS LINES PRE-LICENSING COURSE

28
NEW ENROLLEES
YTD | 155

33 - Completions

STUDY MANUALS

78
TOTAL
YTD | 442

55 - Hard Copy
23 - E-Book

CE COURSE

4
HOURS
ATTENDEES | 35

4-Hour Law & Ethics Update General Lines

WEBINAR

1
HOUR
ATTENDEES | 57

Professional Insurance Agents (PIA)
Surplus Lines Insurance for Retail Agents

Information Technology • 4Q23

UPTIME OF FLSO IT RESOURCES

SERVICES MANAGED BY FLSO

99.997%
Uptime
YTD | 99.997%

SERVICES NOT MANAGED BY FLSO

99.995%
Uptime
YTD | 99.993%

HELP DESK REQUESTS RESOLVED

220
YTD | 814

EMAIL PHISH-PRONE PERCENTAGE

0.0% FLSO YTD 0.15%	4.5% INSURANCE INDUSTRY YTD 4.20%
4.0% GOVERNMENT INDUSTRY YTD 3.98%	


Product & Business Development • 4Q23

FEATURED PRODUCTS & SERVICES

SLAS SUBMISSIONS**

\$1.7B
PREMIUM
YTD | \$6.7B

125,241 • Policy Count
186,819 • Transaction Count




SLAS
SURPLUS LINES AUTOMATION SUITE

TAX ESTIMATOR

181,789
TOTAL USAGE
YTD | 758,672


99,405 SLIP	34,901 Website
47,324 Web Service	159 Mobile App



WEBSITE

100,378
TOTAL PAGE VIEWS

- 1 • Tax Estimator
- 2 • County/City/Zip Search
- 3 • Florida Market Data



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

ELECTRONIC COMMUNICATION

24
E-NEWS, E-ALERTS, & ADVISORS

.....

35%
VIEWED BY CUSTOMERS



SOCIAL MEDIA

10
POSTS

.....

3,231
IMPRESSIONS



Outreach · 4Q23

CUSTOMER OUTREACH

FALL SURPLUS LINES
LAW GROUP MEETING

1

FIC PRE-LEGISLATIVE
MEETING

2

FINREP

3

NCOIL ANNUAL
MEETING

4

NAIC FALL
NATIONAL MEETING

5

FSU INSURANCE DAYS
(FSU RISK MANAGEMENT
& ACTUARIAL SCIENCE
CAREER FAIR)

6

FLORIDA CHAMBER
ANNUAL INSURANCE
SUMMIT

7

COMMUNITY OUTREACH

FAIRWAYS FOR FOOD
GOLF TOURNAMENT

1

KIDS INC.
HOLIDAY HAPPINESS

2

SLEEP IN
HEAVENLY PEACE

3



FSLSO 
25th
Anniversary
1998 - 2023

**DIRECTING SURPLUS LINES
INNOVATION FOR
25 YEARS**