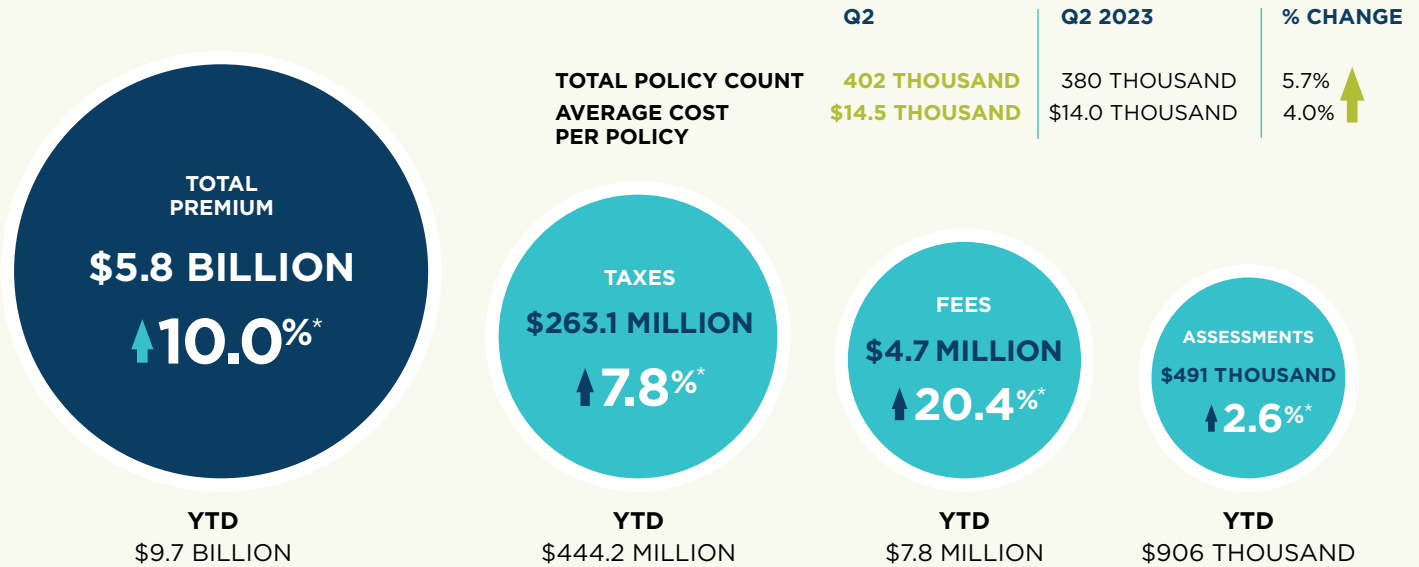




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QUARTERLY
REPORT
24

THE QUARTER BY THE NUMBERS



*Percentage is YoY percent change based on the same reporting period last year. Data herein is based upon policy transactions submitted between 04/01/24 and 06/30/24 and is current as of 07/11/24. All figures have been rounded to the nearest dollar amount.

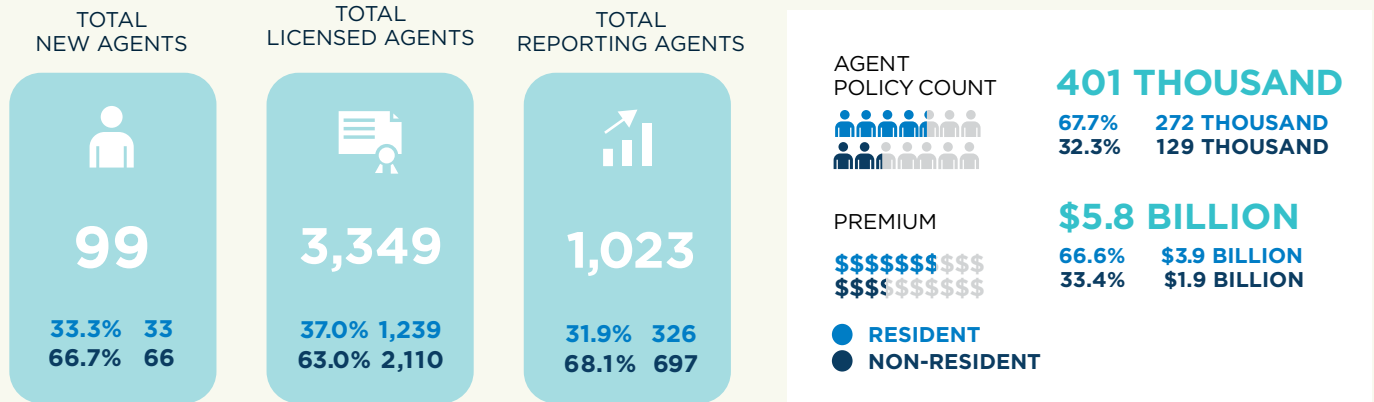
TOP INSURERS BY PREMIUM

RANK	INSURER	Q2 PREMIUM	Q2 2023 RANK TOTAL	% OF PREMIUM
1	UNDERWRITERS AT LLOYD'S, LONDON	\$1.1 BILLION	1	19.0%
2	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$273.5 MILLION	2	4.7%
3	TRANSVERSE SPECIALTY INSURANCE COMPANY	\$228.9 MILLION	14	3.9%
4	LEXINGTON INSURANCE COMPANY	\$164.7 MILLION	3	2.8%
5	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$143.1 MILLION	4	2.5%
6	AXIS SURPLUS INSURANCE COMPANY	\$118.0 MILLION	8	2.0%
7	TRISURA SPECIALTY INSURANCE COMPANY	\$113.3 MILLION	11	1.9%
8	QBE SPECIALTY INSURANCE COMPANY	\$111.8 MILLION	5	1.9%
9	EVANSTON INSURANCE COMPANY	\$102.2 MILLION	13	1.8%
10	STEADFAST INSURANCE COMPANY	\$101.5 MILLION	9	1.7%

TOP COVERAGES BY PREMIUM

RANK	COVERAGE	Q2 PREMIUM	POLICY COUNT	% OF PREMIUM
1	COMMERCIAL PROPERTY	\$2.8 BILLION	62,896	48.3%
2	COMMERCIAL GENERAL LIABILITY	\$717.0 MILLION	63,272	12.3%
3	EXCESS COMMERCIAL GENERAL LIABILITY	\$351.5 MILLION	9,889	6.0%
4	COMMERCIAL PACKAGE	\$267.9 MILLION	25,125	4.6%
5	HOMEOWNERS - HO-3	\$199.0 MILLION	30,532	3.4%
6	WINDSTORM AND/OR HAIL—COMMERCIAL	\$183.6 MILLION	4,141	3.1%
7	BUILDERS RISK—COMMERCIAL	\$140.5 MILLION	1,272	2.4%
8	MISCELLANEOUS E&O LIABILITY	\$81.5 MILLION	4,715	1.4%
9	CYBER LIABILITY	\$73.8 MILLION	3,560	1.3%
10	HOMEOWNERS - HO-5	\$65.4 MILLION	2,056	1.1%

AGENT ACTIVITY



PREMIUM RECONCILIATION		PRODUCTION LEDGER REVIEW
8,812 YTD: 15,671	Manually Reconciled Transactions	37,817 YTD: 65,655
322 YTD: 858	Number of Unfiled Transactions	1,367 YTD: 2,353
\$80.3 MILLION YTD: \$199.1 MILLION	Unfiled Premium	\$18.0 MILLION YTD: \$28.9 MILLION
\$2.7 MILLION YTD: \$7.6 MILLION	Taxes, service fees, assessments, and penalties recovered	\$916 THOUSAND YTD: \$1.5 MILLION

COMPLIANCE REVIEW

- 🔍 COMPLIANCE REVIEWS **110**
YTD: 207
- 🏆 INDUSTRY GRADE **97.0%**
YTD: 97.0%
- 🏛️ REGULATORY GRADE **96.0%**
YTD: 97.0%
- 💰 FINANCIAL GRADE **97.0%**
YTD: 97.0%
- 📊 DATA **98.0%**
YTD: 98.0%

SURPLUS LINES AUTOMATION SUITE

UNIQUE TOP COVERAGES BY STATE

The following provide a snapshot of unique coverages found within the top 5 lines of the SLAS states.

STATE	COVERAGE	PREMIUM
 Georgia	Cyber Liability	\$82.3 MILLION
 North Carolina	Miscellaneous Liability	\$30.2 MILLION
 Oklahoma	Miscellaneous Medical Professionals	\$10.3 MILLION
 South Dakota	Miscellaneous Medical Professionals	\$2.7 MILLION
 Tennessee	Cyber Liability	\$44.8 MILLION
 Wyoming	Miscellaneous E&O Liability	\$2.7 MILLION

EDUCATION



CE COURSES

	DATE	HOURS
FISCE 4-HR Law & Ethics	5/22/24	1
FAIA 120th Convention & Education Symposium	6/13 & 6/14/24	4

STUDY MANUALS (NO. SOLD)



E-Books	30	YTD: 68
Hard Copy	45	YTD: 128
TOTAL	75	YTD: 196

ONLINE COURSES



	ENROLLED	COMPLETED
60-Hour Pre-Licensing Courses	50	40
	YTD: 107	YTD: 79

EVENTS

CUSTOMER EVENTS



The **FLSO Customer Forum** was held in Atlanta, GA. FLSO staff provided information on the new Florida legislation effecting surplus lines placements, promoted website tools and resources, and held Q&A relative to the SLIP filing platform.

EVENTS ATTENDED



- WSIA Insurtech Conference
- WSIA Executive Leadership Summit
- NCOIL Spring Meeting
- WSIA Spring Surplus Lines Law Group Meeting
- 2024 BIGiOK Annual Conference
- FLSO Strategic Planning Session
- WSIA E&S School
- FAIA 120th Convention & Education Symposium
- CIWA Summer Forum

RMI EVENTS



- FSU RMI Program Sponsorship, London
- FSU Intercollegiate Insurance Sales Challenge
- FSU RMI Advisory Council
- USF RMI Program Sponsorship, Munich

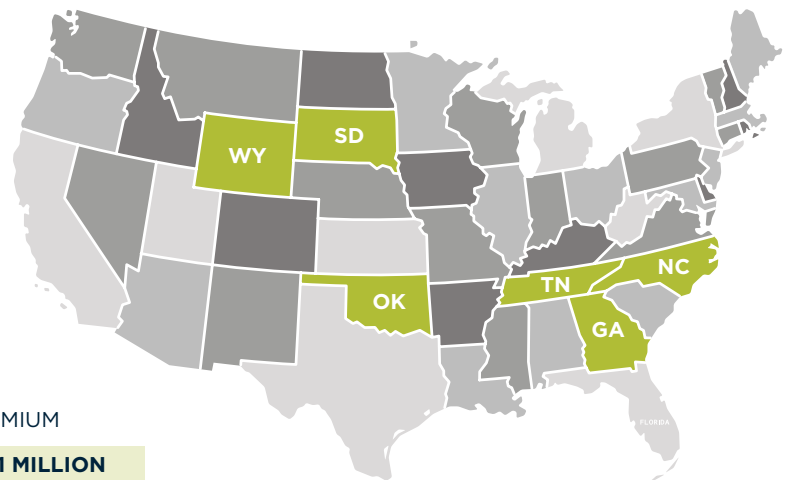
COMMUNITY SERVICE EVENTS



- Second Harvest Big Bend
- Northwest Florida Health Network Foster Family Picnic

SLAS States by Quarter's End

Premium	\$2.5 BILLION YTD: \$4.3 BILLION
Policy Count	160 THOUSAND YTD: 292 THOUSAND
Transaction Count	228 THOUSAND YTD: 422 THOUSAND



TOP 3 COVERAGES

COVERAGE NAME	PREMIUM
Commercial Property	\$721 MILLION
Excess Commercial General Liability	\$337 MILLION
Commercial General Liability	\$289 MILLION

COMMUNICATIONS AND PRODUCT ENGAGEMENT



TOTAL WEBSITE
PAGE VIEWS

146,727

	PAGE VIEWS	% OF TOTAL
Top 3 pages	74,001	50%
- Tax Estimator	50,402	34%
- County/City/Zip Search	18,341	13%
- Agent/Agency Search	5,258	0.04%

	# DISTRIBUTED	OPEN RATE
The Wire	7	32%
Florida Premium Report	3	55%
Market Insights	1	50%
SLAS	7	30%



INFORMATION TECHNOLOGY



**UPTIME OF FSLSO
IT RESOURCES**

99.997%

YTD: 99.998%

CYBERSECURITY METRICS	Q2	YTD
Malicious and Spam Emails Blocked	102,041	322,288
Threats Blocked by Firewall	4,232	9,975
Security Enhancements Made	86	153
Successful Backups	2,407	5,047

CYBERSECURITY TRAINING	Q2	YTD
FSLSO Email Phish-Prone Percentage	0.4%	0.3%
Gov Email Phish-Prone Percentage	4.4%	4.2%
Insurance Email Phish-Prone Percentage	3.9%	4.2%
Cybersecurity Education Hours	38	71

HELPDESK AND CODE DEPLOYMENTS

Help Desk Requests Resolved

299

YTD: 549

Code Deployments

152

YTD: 290

AGENT TRANSACTIONS SUBMITTED	Q2	YTD
Transactions Submitted via SLIP Batch	178,869	347,845
Transactions Submitted via Batch API	284,533	491,841
Transactions Submitted via Batch CSV	40,262	67,137
Transactions Submitted via SLIP	109,232	214,716



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