



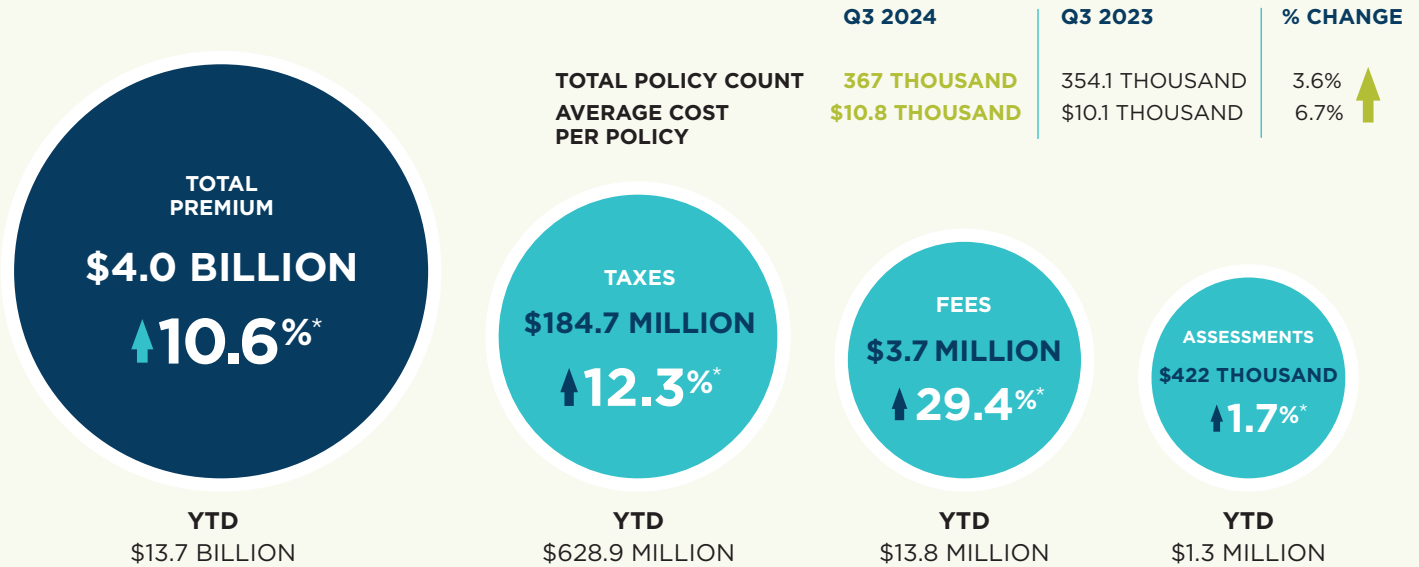
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QUARTERLY

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 07/01/24 and 09/30/24 and is current as of 10/11/24. All figures have been rounded to the nearest dollar amount.

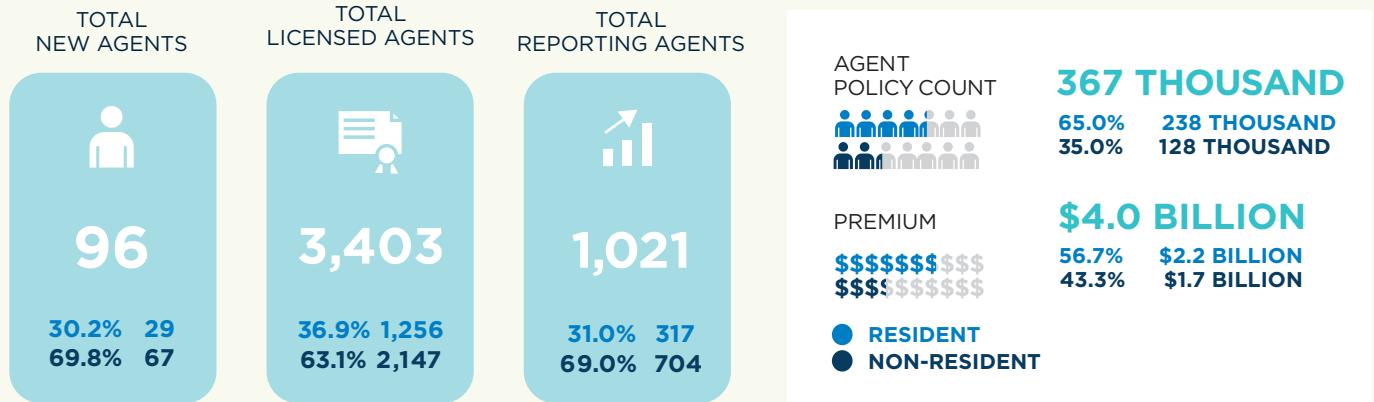
TOP INSURERS BY PREMIUM

RANK	INSURER	Q3 PREMIUM	Q3 2023 RANK TOTAL	% OF PREMIUM
1	UNDERWRITERS AT LLOYD'S, LONDON	\$751.8 MILLION	1	19.0%
2	PALMS INSURANCE COMPANY LTD.	\$145.0 MILLION	110	3.7%
3	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$134.7 MILLION	2	3.4%
4	MS TRANSVERSE SPECIALTY INSURANCE COMPANY	\$130.3 MILLION	14	3.3%
5	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	\$90.7 MILLION	3	2.3%
6	EVANSTON INSURANCE COMPANY	\$82.9 MILLION	4	2.1%
7	SCOTTSDALE INSURANCE COMPANY	\$77.7 MILLION	5	2.0%
8	LEXINGTON INSURANCE COMPANY	\$75.3 MILLION	9	1.9%
9	KINSALE INSURANCE COMPANY	\$64.9 MILLION	10	1.6%
10	STARR SURPLUS LINES INSURANCE COMPANY	\$57.5 MILLION	15	1.4%

TOP COVERAGES BY PREMIUM

RANK	COVERAGE	Q3 PREMIUM	POLICY COUNT	% OF PREMIUM
1	COMMERCIAL PROPERTY	\$1.4 BILLION	44,888	34.4%
2	COMMERCIAL GENERAL LIABILITY	\$562.5 MILLION	59,820	14.2%
3	EXCESS COMMERCIAL GENERAL LIABILITY	\$326.3 MILLION	9,167	8.2%
4	COMMERCIAL PACKAGE	\$183.3 MILLION	22,688	4.6%
5	HOMEOWNERS - HO-3	\$180.6 MILLION	30,676	4.6%
6	BUILDERS RISK - COMMERCIAL	\$119.9 MILLION	1,362	3.0%
7	MISCELLANEOUS LIABILITY	\$97.2 MILLION	3,695	2.5%
8	WINDSTORM AND/OR HAIL - COMMERCIAL	\$91.3 MILLION	3,018	2.3%
9	MISCELLANEOUS E&O LIABILITY	\$81.0 MILLION	5,114	2.0%
10	CYBER LIABILITY	\$71.4 MILLION	3,376	1.8%

AGENT ACTIVITY



PREMIUM RECONCILIATION	PRODUCTION LEDGER REVIEW
9,111 YTD: 24,782 Manually Reconciled Transactions	23,315 YTD: 88,970
349 YTD: 1,207 Number of Unfiled Transactions	601 YTD: 2,975
\$96.4 MILLION YTD: \$295.5 MILLION Unfiled Premium	\$69.8 MILLION YTD: \$98.7 MILLION
\$4.2 MILLION YTD: \$11.8 MILLION Taxes, service fees, assessments, and penalties recovered	\$3.4 MILLION YTD: \$4.9 MILLION

COMPLIANCE REVIEW

- COMPLIANCE REVIEWS: **112** (YTD: 319)
- INDUSTRY GRADE: **98%** (YTD: 98%)
- REGULATORY GRADE: **98%** (YTD: 98%)
- FINANCIAL GRADE: **98%** (YTD: 98%)
- DATA: **99%** (YTD: 98%)

SURPLUS LINES AUTOMATION SUITE

UNIQUE TOP COVERAGES BY STATE

The following is a snapshot of the top coverage in each of the SLAS states.

STATE	COVERAGE	PREMIUM
Georgia	Miscellaneous E&O Liability	\$47.0 MILLION
North Carolina	Commercial Umbrella Liability	\$21.0 MILLION
Oklahoma	Miscellaneous E&O Liability	\$9.9 MILLION
South Dakota	Excess Commercial General Liability	\$38.0 MILLION
Tennessee	Aviation Product Liability	\$15.0 MILLION
Wyoming	Builders Risk - Commercial	\$2.9 MILLION

EDUCATION



CE COURSES

	DATE	HOURS
FISCE 4-HR Law & Ethics	9/25/24	1

STUDY MANUALS (NO. SOLD)



E-Books	36	YTD: 104
Hard Copy	58	YTD: 186
TOTAL	94	YTD: 290

ONLINE COURSES



	ENROLLED	COMPLETED
60-Hour Pre-Licensing Course	55	48
	YTD: 162	YTD: 127

EVENTS

CUSTOMER EVENTS



The **FLSO Customer Forum** was held in Hollywood, FL. 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



- NCOIL Spring Meeting
- FSLA Annual Convention
- LAAIA Annual Convention
- Florida Technology & Innovation Solution Summit
- LDI Annual Conference
- WSIA Marketplace

RMI EVENTS



- Florida State University RMI Fall Kickoff

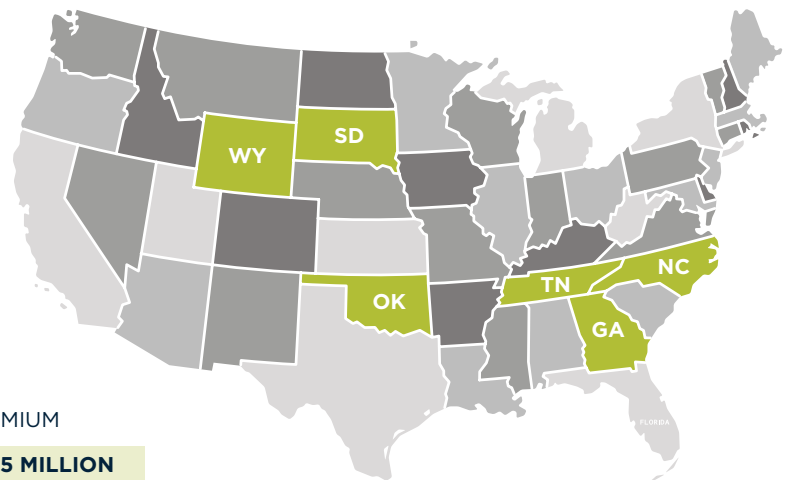
COMMUNITY SERVICE EVENTS



- Second Harvest of the Big Bend

SLAS States by Quarter's End

Premium	\$2.4 BILLION YTD: \$6.7 BILLION
Policy Count	156 THOUSAND YTD: 448 THOUSAND
Transaction Count	229 THOUSAND YTD: 651 THOUSAND



TOP 3 COVERAGES

COVERAGE NAME	PREMIUM
Commercial Property	\$605 MILLION
Excess Commercial General Liability	\$363 MILLION
Commercial General Liability	\$236 MILLION

COMMUNICATIONS AND PRODUCT ENGAGEMENT



TOTAL WEBSITE
PAGE VIEWS

147,600

	PAGE VIEWS	% OF TOTAL
Top 3 pages	74,618	51%
- Tax Estimator	44,719	30%
- County/City/Zip Search	23,883	16%
- FAQs	6,016	4%

	# DISTRIBUTED	OPEN RATE
The Wire	6	29%
Florida Premium Report	3	45%
Market Insights	6	36%
SLAS	9	27%



INFORMATION TECHNOLOGY



**UPTIME OF FLSO
IT RESOURCES**

99.997%

YTD: 99.997%

CYBERSECURITY METRICS	Q3	YTD
Malicious and Spam Emails Blocked	41,343	363,631
Threats Blocked by Firewall	5,419	15,394
Security Enhancements Made	27	180
Successful Backups	2,870	5,965

CYBERSECURITY TRAINING	Q3	YTD
FLSO Email Phish-Prone Percentage	1.3%	0.6%
Gov Email Phish-Prone Percentage	4.4%	4.3%
Insurance Email Phish-Prone Percentage	3.9%	4.1%
Cybersecurity Education Hours	34	105

HELP DESK AND CODE DEPLOYMENTS

Help Desk Requests Resolved

245

YTD: 794

Code Deployments

146

YTD: 436

AGENT TRANSACTIONS SUBMITTED	Q3	YTD
Transactions Submitted via SLIP Batch	170,068	517,913
Transactions Submitted via Batch API	253,965	745,806
Transactions Submitted via Batch CSV	25,951	93,088
Transactions Submitted via SLIP	101,466	316,182



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