

All Lines: Episode 3
A virtual conversation with Barry Gilway

October 2021



Top 10 Florida Domestic Insurers Net Income

Company	Direct Premiums Written (\$000)	Net Income (\$000)				
	2020	2Q 2021	2020	2019	2018	2017
1	\$1,507,073	(\$2,987)	(\$100,317)	(\$50,169)	\$3,587	\$36,226
2	\$1,337,257	(\$45,628)	(\$37,082)	(\$29,879)	\$27,543	(\$6,962)
3	\$1,165,255	(\$68,331)	(\$59,575)	(\$19,408)	(\$47,465)	(\$22,712)
4	\$791,785	(\$44,481)	(\$13,329)	(\$20,828)	(\$13,167)	(\$17,178)
5	\$633,523	(\$16,616)	(\$32,616)	(\$23,453)	(\$64,998)	\$7,587
6	\$618,575	(\$59,859)	(\$35,392)	(\$18,174)	\$10,218	(\$13,874)
7	\$529,271	\$3,446	(\$4,695)	(\$11,649)	(\$1,448)	\$5,017
8	\$450,045	\$4,779	(\$3,988)	(\$1,270)	\$710	(\$9,092)
9	\$410,739	\$590	(\$27,492)	(\$22,111)	(\$9,519)	(\$5,812)
10	\$406,326	(\$12,202)	(\$21,748)	(\$17,551)	(\$11,843)	\$2,579

Source: S&P Global Market Intelligence where top 10 is based on 2020 Direct Premiums Written



Florida Domestic Insurers Net Income

Company	Direct Premiums Written (\$000)	Net Income (\$000)				
	2020	2Q 2021	2020	2019	2018	2017
11	\$369,788	(\$7,455)	(\$30,349)	\$2,706	\$4,598	(\$2,209)
12	\$362,695	\$2,895	(\$1,099)	\$3,515	\$1,152	\$2,560
13	\$357,650	\$1,475	(\$28,779)	\$18,443	\$20,758	(\$10,511)
14	\$348,560	(\$76,290)	(\$119,191)	(\$22,617)	(\$1,904)	(\$109)
15	\$336,268	(\$32,977)	(\$8,666)	(\$17,433)	\$20,903	\$17,682
16	\$278,475	\$2,226	(\$21,135)	(\$2,806)	\$15,386	\$9,877
17*	\$264,140	(\$16,440)	(\$6,159)	(\$5,837)	(\$6,832)	(\$1,369)
18	\$244,266	(\$2,904)	(\$19,273)	\$10,829	\$18,632	(\$26,463)
19	\$238,663	\$103	\$235	\$297	\$325	\$463
20*	\$233,942	\$1,995	\$4,491	\$5,569	\$4,278	\$2,213

Source: S&P Global Market Intelligence

*Company is not a Florida domestic but is either part of a company group that is or has a high volume of FL business



Florida Domestic Insurers Net Income

Company	Direct Premiums Written (\$000)	Net Income (\$000)				
	2020	2Q 2021	2020	2019	2018	2017
21	\$219,430	(\$8,665)	(\$2,698)	(\$2,674)	(\$5,257)	(\$4,096)
22*	\$213,957	(\$31,023)	(\$71,625)	(\$20,304)	(\$3,523)	(\$2,709)
23	\$209,891	\$6,994	(\$3,131)	\$4,549	\$109	(\$1,033)
24	\$147,346	\$1,156	\$116	(\$6,220)	(\$10,618)	(\$5,281)
25	\$145,081	(\$4,783)	(\$10,581)	(\$350)	(\$7,187)	(\$2,117)
26	\$143,235	(\$118)	(\$5,654)	(\$6,812)	(\$9,175)	(\$1,482)
27	\$139,898	(\$1,442)	(\$1,783)	(\$1,985)	(\$735)	(\$2,030)
28	\$137,027	(\$127)	(\$1,861)	\$598	(\$4,833)	\$355
29	\$127,220	\$3,602	(\$6,853)	(\$4,554)	(\$3,854)	(\$2,244)
30	\$125,663	\$675	\$1,731	(\$2,109)	\$682	(\$2,493)

Source: S&P Global Market Intelligence

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Florida Domestic Insurers Net Income

Company	Direct Premiums Written (\$000)	Net Income (\$000)				
	2020	2Q 2021	2020	2019	2018	2017
31	\$122,654	-	(\$22,552)	(\$4,120)	\$86	(\$2,090)
32	\$120,058	(\$5,305)	(\$5,410)	(\$13,347)	(\$435)	\$605
33	\$105,816	(\$8,656)	(\$10,893)	(\$5,164)	\$2,034	(\$797)
34	\$105,383	(\$10,018)	(\$21,577)	\$1,442	(\$2,996)	\$1,680
35	\$101,497	(\$860)	(\$2,631)	(\$3,710)	\$230	(\$246)
36	\$98,436	(\$21,913)	(\$35,955)	\$1,456	(\$1,303)	\$67
37*	\$98,254	(\$27,126)	(\$14,551)	(\$15,085)	(\$2,825)	(\$2,309)
38	\$91,107	(\$2,943)	(\$5,129)	(\$1,495)	\$1,839	(\$2,466)
39	\$81,817	(\$23,560)	(\$8,555)	(\$6,059)	(\$6,473)	(\$16,978)
40	\$71,849	-	\$2,169	(\$3,846)	(\$1,026)	(\$1,644)

Source: S&P Global Market Intelligence

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Florida Domestic Insurers Net Income

	Direct Premiums Written (\$000)	Net Income (\$000)				
Company	2020	2Q 2021	2020	2019	2018	2017
41*	\$70,456	(\$42)	(\$2,577)	(\$241)	(\$1,307)	\$1,139
42	\$63,308	(\$5,767)	(\$7,507)	(\$2,323)	(\$4,579)	\$4,314
43	\$57,848	\$2,795	\$4,127	\$2,540	\$1,550	(\$2,731)
44	\$28,608	(\$257)	(\$778)	(\$1,192)	\$65	\$57
45	\$24,420	(\$105)	(\$7,332)	\$392	(\$1,119)	(\$2,379)
46	\$20,820	(\$792)	(\$7,532)	(\$3,535)	(\$7,325)	(\$5,738)
47	\$19,434	(\$12,819)	(\$8,613)	(\$644)	-	-
48	\$18,634	(\$262)	(\$843)	(\$8)	(\$825)	(\$749)
49	\$16,109	(\$297)	\$105	\$3,868	(\$10,308)	(\$2,885)
50	\$13,645	(\$3,552)	(\$1,253)	(\$429)	(\$568)	\$246

Source: S&P Global Market Intelligence

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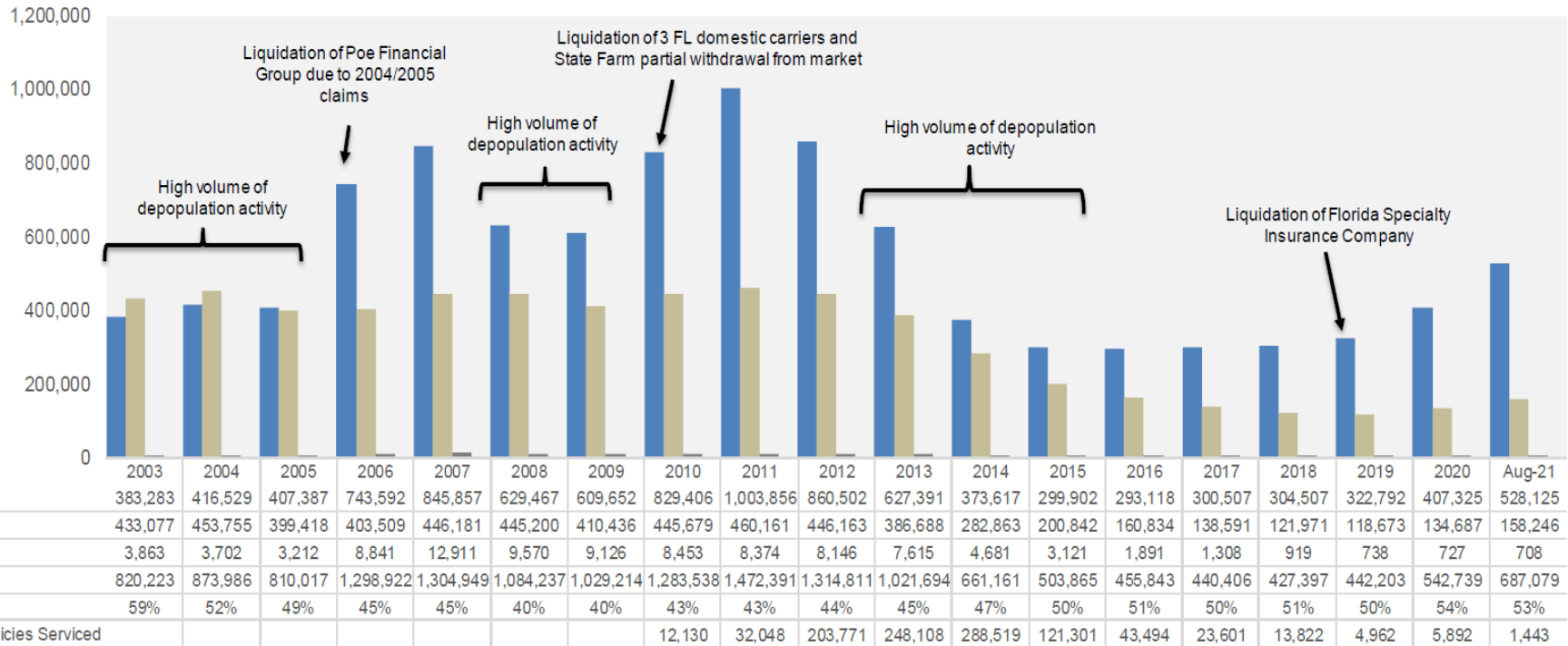
Florida Domestic Insurers Net Income

	Direct Premiums Written (\$000)	Net Income (\$000)				
Company	2020	2Q 2021	2020	2019	2018	2017
51	\$11,798	(\$3,421)	\$1,237	\$898	\$312	-
52	\$10,406	\$4,167	(\$4,022)	\$252	(\$469)	(\$576)
TOTAL	\$13,845,399	(\$523,123)	(\$828,571)	(\$312,039)	(\$108,922)	(\$88,697)

Source: S&P Global Market Intelligence

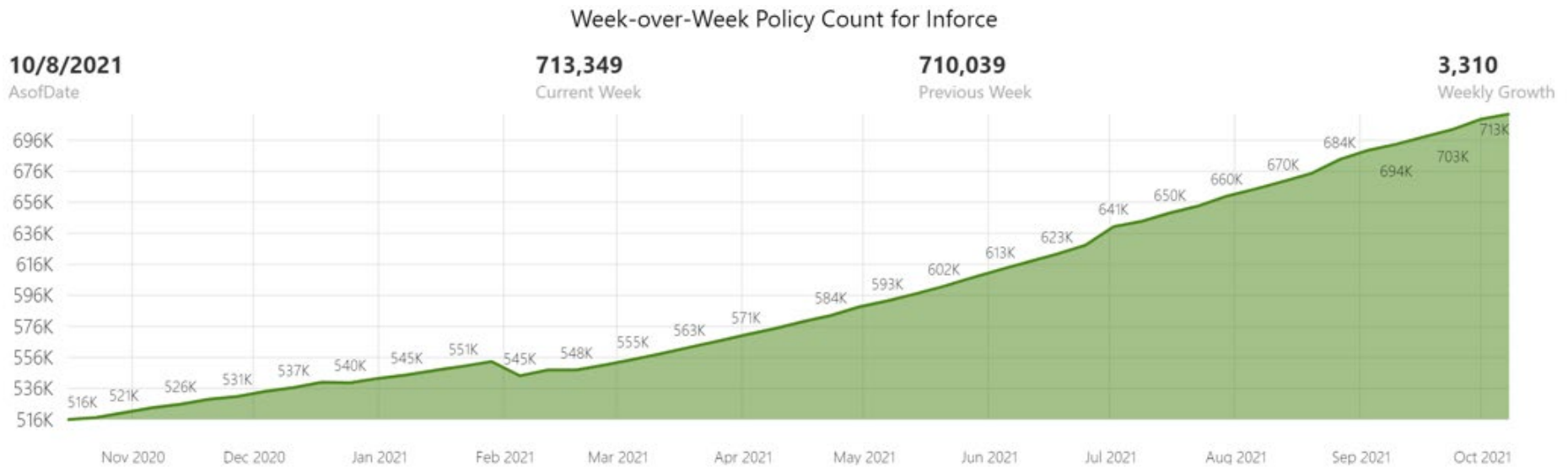


Policies in Force by Year and Account



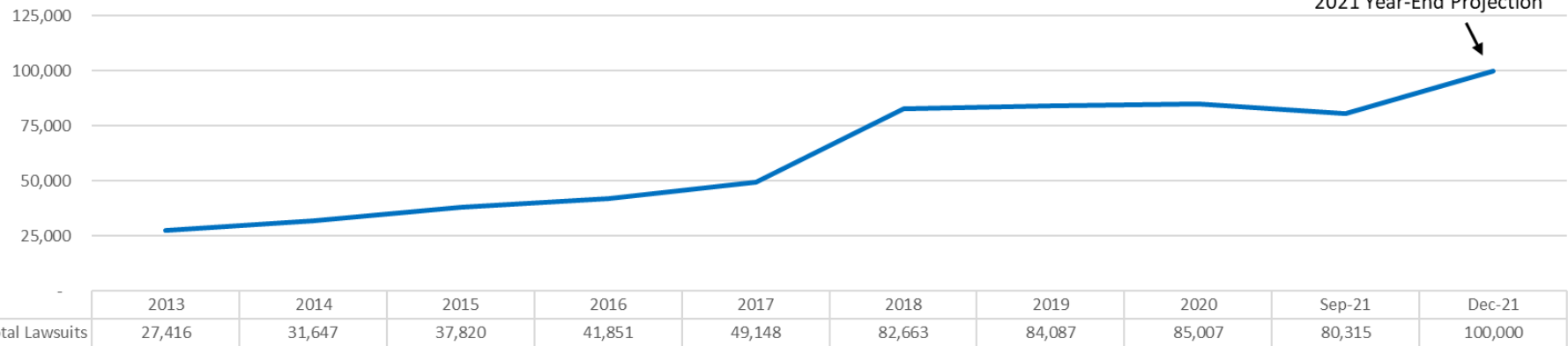
➤ Historical data by County prior to 2003 and for Take-Out Policies Serviced prior to 2010 are not available.

Week-over-Week Policy Count for Inforce



Carrier Litigation Experience 2012-September 2021

All Lawsuits from 2013 to 2021 Projection



Jan – Sep 2020 vs Jan – Sep 2021 Notes:

1. Total Lawsuits Overall Litigation increased by 29% (62,102 to 80,315)
2. Projected 2021 Year-End Litigation (100,000) would reflect a 25% increase from 2020.

Data source – DFS LSOP 2013 – September 2021

Carrier Litigation Experience 2012-September 2021

Year	Citizens Lawsuits	Citizens AOB Lawsuits	Citizens AOB %	Lawsuits All Others	AOB All Others	All Other AOB %	Total Lawsuits	Total AOB	Total AOB %
2013	9,146	860	9.4%	18,270	4,613	25.2%	27,416	5,473	20.0%
2014	9,525	1,062	11.1%	22,122	4,820	21.8%	31,647	5,882	18.6%
2015	7,653	1,250	16.3%	30,167	6,645	22.0%	37,820	7,895	20.9%
2016	10,061	3,242	32.2%	31,790	5,968	18.8%	41,851	9,210	22.0%
2017	7,624	2,718	35.7%	41,524	9,772	23.5%	49,148	12,490	25.4%
2018	13,363	3,631	27.2%	69,300	17,421	25.1%	82,663	21,052	25.5%
2019	9,877	3,886	39.3%	74,210	24,694	33.3%	84,087	28,580	34.0%
2020	7,853	2,007	25.6%	77,154	15,676	20.3%	85,007	17,683	20.8%
2021	8,098	2,202	27.2%	72,217	18,189	25.2%	80,315	20,391	25.4%
Total	83,200	20,858	25.1%	436,754	107,798	24.7%	519,954	128,656	24.7%

Jan – Sep 2020 vs Jan – Sep 2021 Notes:

1. Total Lawsuits AOB Litigation increased by 57% (13,012 to 20,391)
2. Total Lawsuits Overall Litigation increased by 29% (62,102 to 80,315)

Data source – DFS LSOP 2013 – September 2021



Questions and Answers