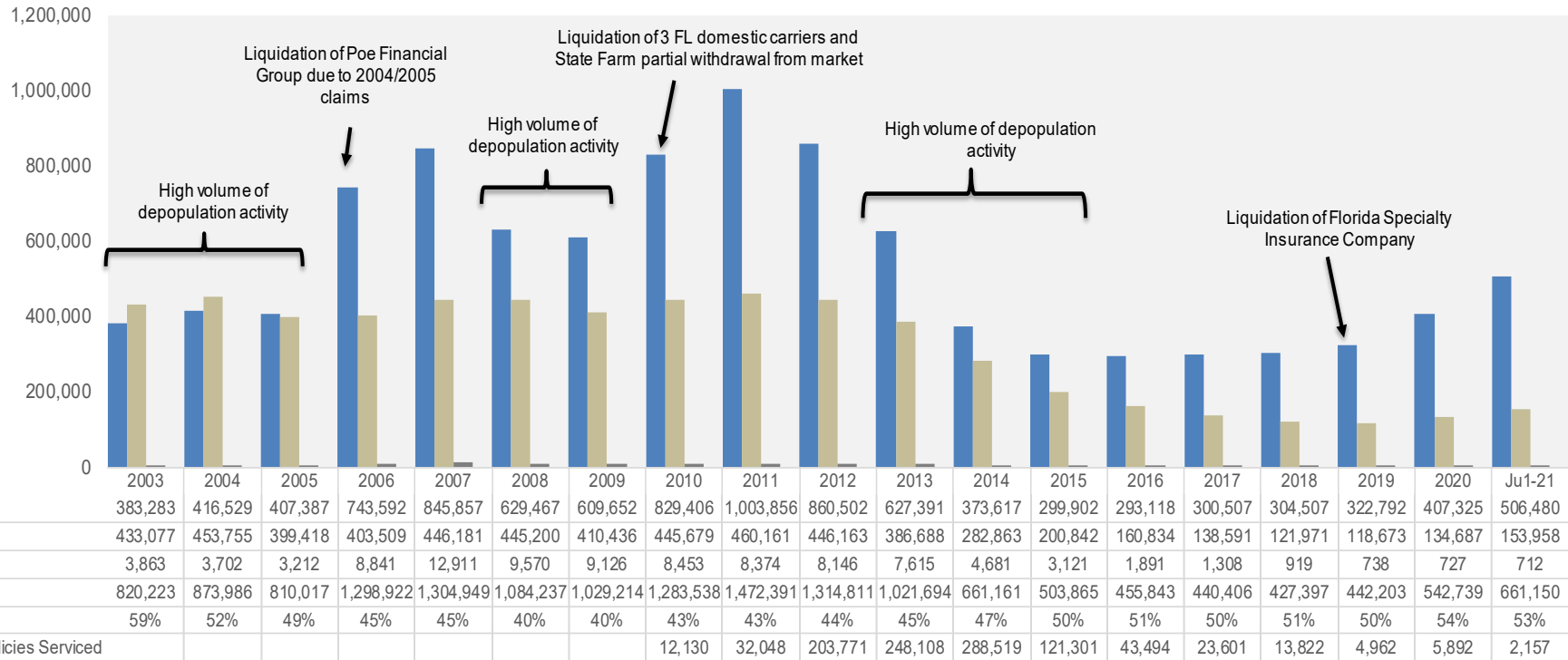


Market & Underwriting Update

Kelly Booten, Chief Operating Officer

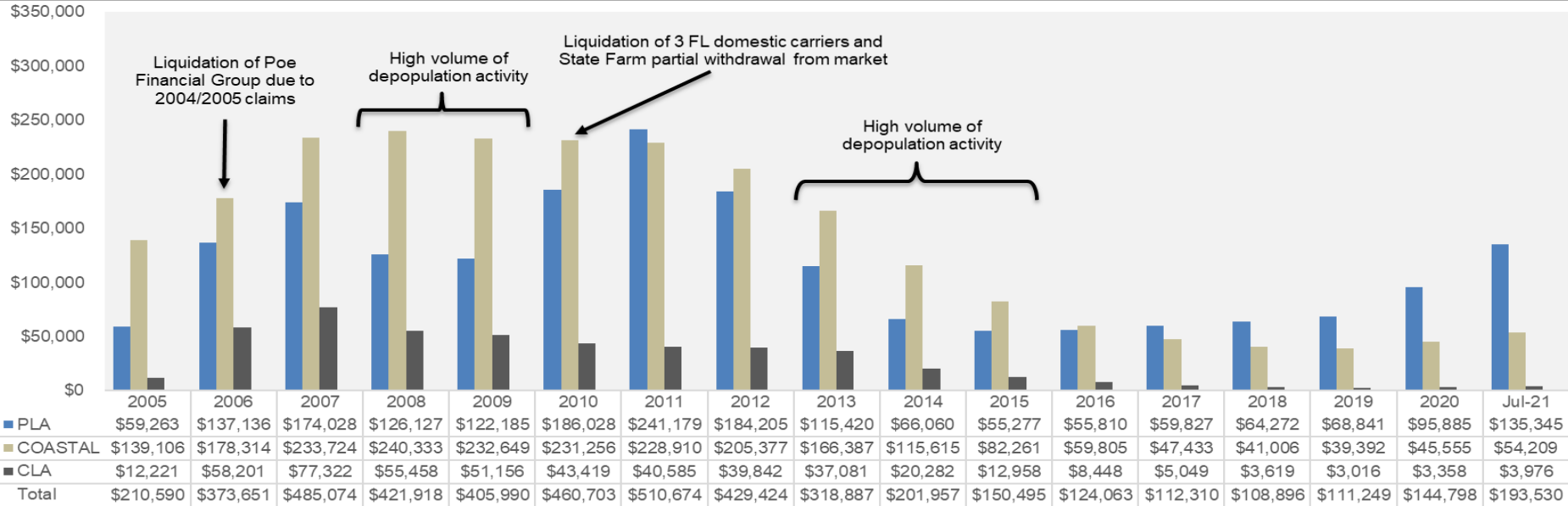


Policies in Force by Year and Account



Note: Historical data by County prior to 2003 and for Take-Out Policies Served prior to 2010 are not available.

Exposure by Year and Account (in Millions)



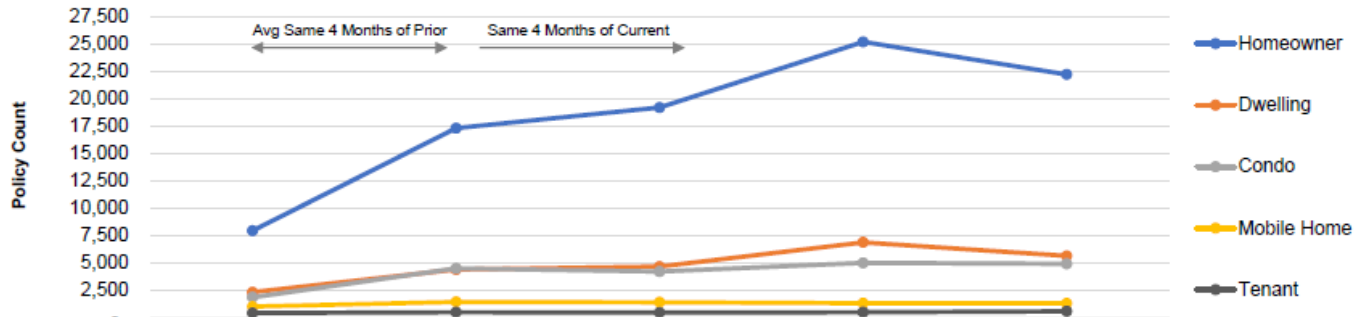
2021 YTD Clearinghouse Summary

Policy Type	Submissions	Received Offer but Eligible for Citizens	Deemed Uninsurable with Citizens	Uninsurable %	Deemed Ineligible for Citizens	Ineligible %	Coverage A Averted
HO6 New Business	46,160	1,311	44	0.10%	1,459	3.16%	\$144.9M
HO6 Renewals	17,735	0	N/A	N/A	0	0.00%	\$0
HO3 New Business	308,450	36,346	1,017	0.33%	12,090	3.92%	\$4.7B
HO3 Renewals	106,829	0	N/A	N/A	0	0.00%	\$0
Wind Only New Business	25,128	945	32	0%	926	3.69%	\$261.6M
Wind Only Renewals	23,325	380	N/A	N/A	56	0.24%	\$4.7M
Dwelling New Business	61,075	538	21	0.03%	142	0.23%	\$40.2M
Dwelling Renewals	41,104	31	N/A	N/A	2	0.00%	\$420K
Mobile Home New Business	18,294	248	4	0.02%	65	0.36%	\$7.3M
Mobile Home Renewals	31,688	0	N/A	N/A	7	0.02%	\$666K
Total	679,788	39,799	1,118	0.24%	14,747	2.17%	\$5.2B

Citizens' New-Business Trend (Apr '21 to Jul '21 Average Prior vs. Current)

Personal Residential Policy Types

New Business Policy Count by Policy Type



Policy Type	Avg Same Months Prior	Apr '21	May '21	Jun '21	Jul '21	% Change 4 Mo Avg Prior to 4 Mo Avg Current
Homeowner	7,955	17,311	19,194	25,176	22,205	164%
Dwelling	2,355	4,411	4,688	6,900	5,656	130%
Condo	1,896	4,515	4,234	5,025	4,942	147%
Mobile Home	1,045	1,475	1,445	1,360	1,341	48%
Tenant	459	538	508	537	615	20%
Total	13,710	28,250	30,069	38,998	34,759	141%

New Business Policy Count by Geographic Region

County/Regions	Avg Same Months Prior	Apr '21	May '21	Jun '21	Jul '21	Current Four Month Trend
South Florida	9,167	14,758	15,625	18,742	17,322	
Tampa Bay Area	1,818	4,922	5,073	6,116	5,640	
Southwest Florida	660	2,365	2,564	3,246	2,791	
Monroe County	293	448	473	517	459	
Orlando Area	408	1,597	1,690	2,713	2,452	
All Other Counties	1,364	4,160	4,644	7,664	6,095	
Total	13,710	28,250	30,069	38,998	34,759	

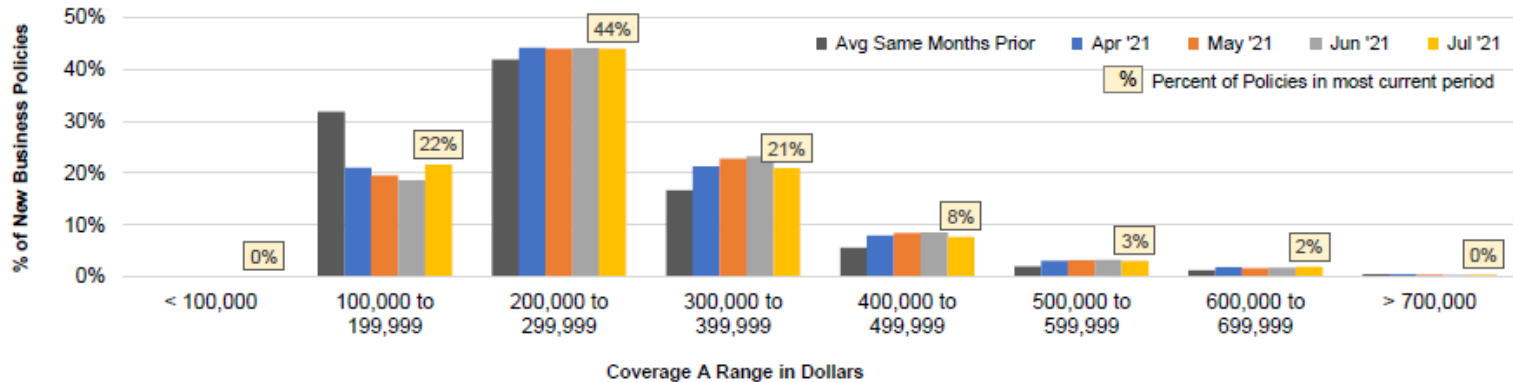
(red dot indicates the peak in the trend line)



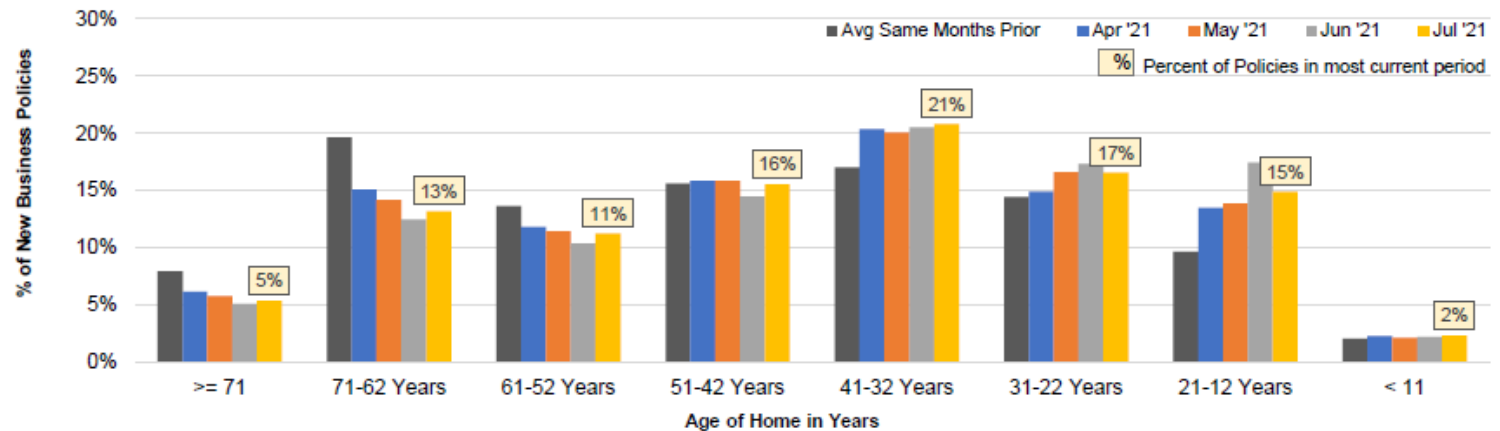
Citizens' New-Business Trend (Apr '21 to Jul '21 Average Prior vs. Current)

Personal Residential Policy Types

Homeowner/Dwelling New Business % of Policies by Coverage A Range



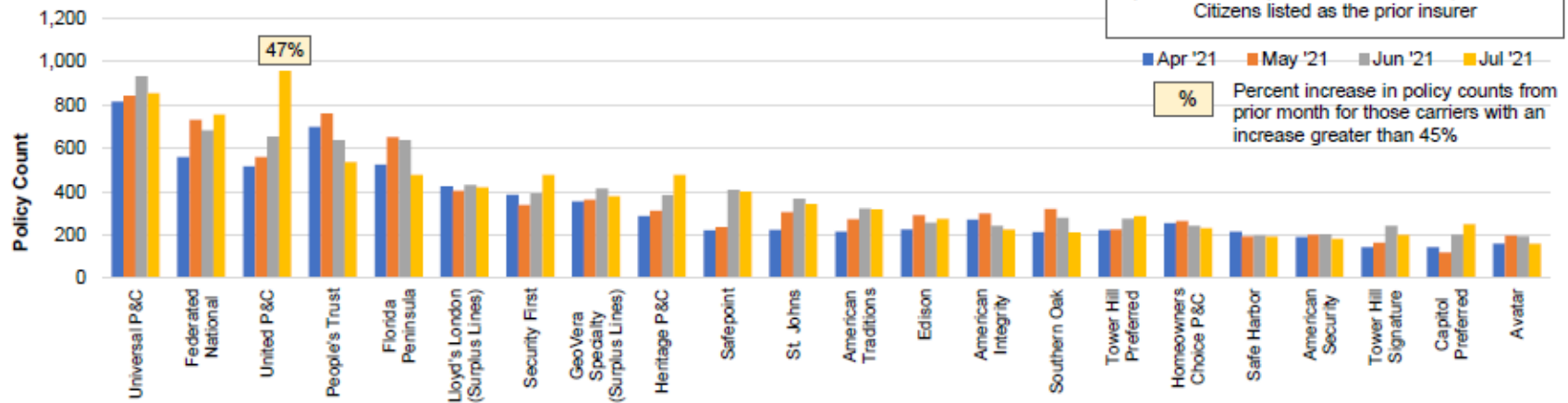
Homeowner/Dwelling New Business % of Policies by Age of Home



Citizens' New-Business Trend (Apr '21 to Jul '21 Average Prior vs. Current)

Personal Residential Policy Types

Multi-Peril New Business Policy Count by Prior Insurer (>700 policies in period)



Notes:

1. Policy types are defined as follows:

- Homeowner - HO-3, HO-8, HW-2
- Dwelling - DP-1 D, DP-3 D, DW-2
- Condo - HO-6, HW-6, DP-1 C, DP-3 C
- Mobile Home - MHO-3, MDP-1, MW-2, MD-1
- Tenant - HO-4, HW-4, MHO-4, DP-1 T, DP-3 T

2. Regions are defined by county boundary as follows:

- South Florida - Broward, Miami-Dade, Palm Beach
- Tampa Bay Area - Hernando, Hillsborough, Pasco, Pinellas
- Orlando Area - Lake, Orange, Osceola, Seminole, Sumter
- Southwest Florida - Charlotte, Collier, Lee, Manatee, Sarasota
- Monroe County - Monroe
- All Other Counties - Remaining 49 Florida counties not otherwise grouped above

3. Prior Insurer list includes those with a multi-peril policy count greater than 700 in the current four month period; Citizens, "No Carrier Found"/"null" values and wind only policies are excluded from the graph. Wind only policies are excluded due to prior insurer information, specific to the current ex-wind policy or previous multi peril policy, which can create misleading results. Excludes Gulfstream, Southern Fidelity and Universal of North America which were listed as the prior carrier for 5,827 policies as of June 30th and 1,423 as of July 31st.

4. New Business Written is the count of new bound submissions at the month end snapshot



Market Impacts

- COVID
- Market Capacity - Rate increases & eligibility changes
- Insolvencies, consent orders
 - Weston
 - American Capital
 - 45-day cancelations – Gulf Stream, Universal Insurance Company of North America, Southern Fidelity
 - Gulfstream insolvency
- Commercial Condo Collapse (CL & PL)