

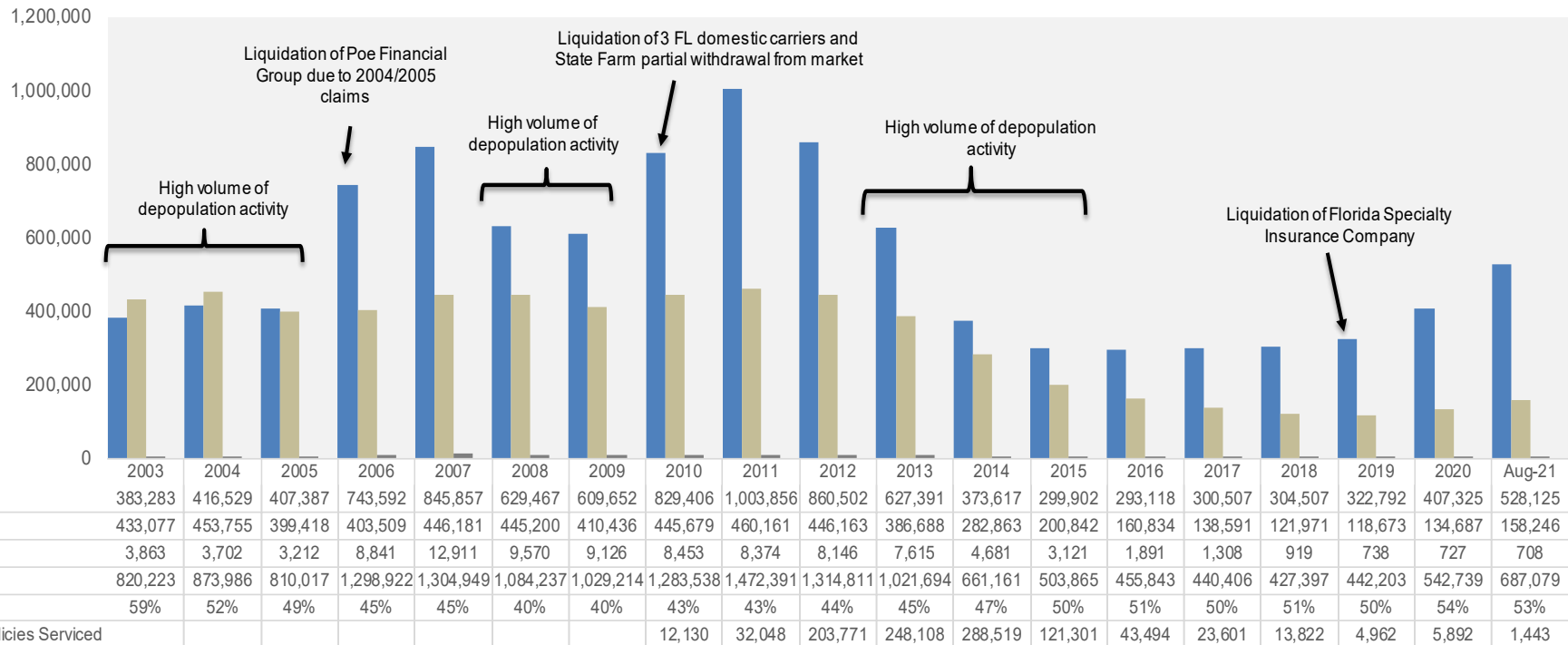


Market Conditions Update

Kelly Booten, Chief Operating Officer

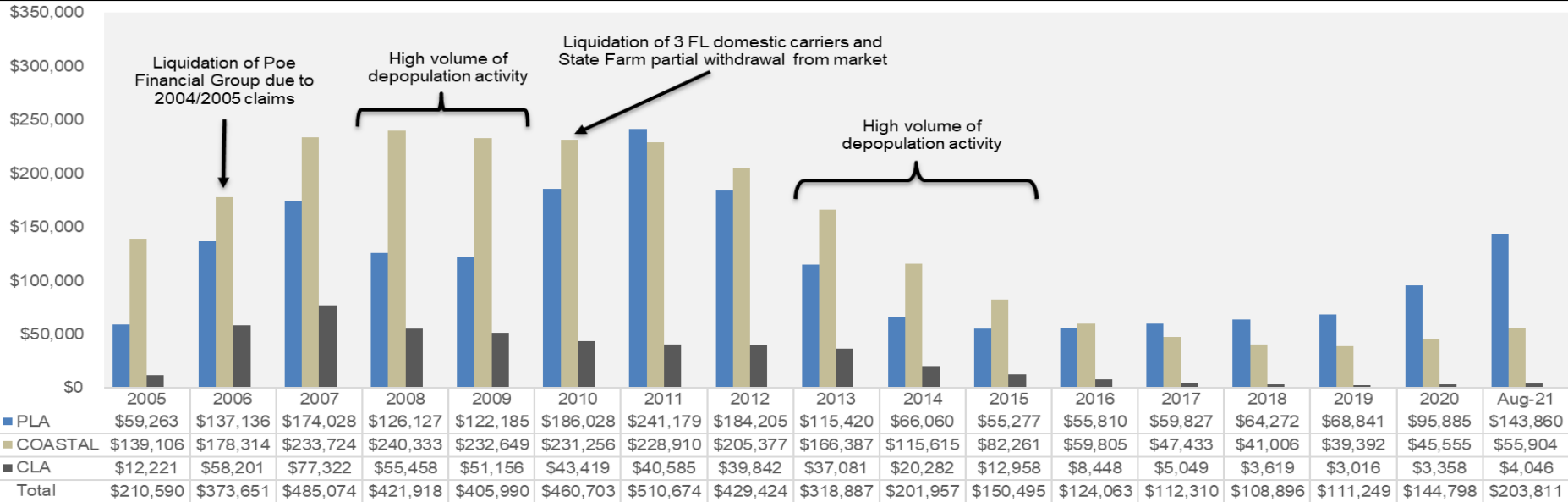


Policies in Force by Year and Account



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

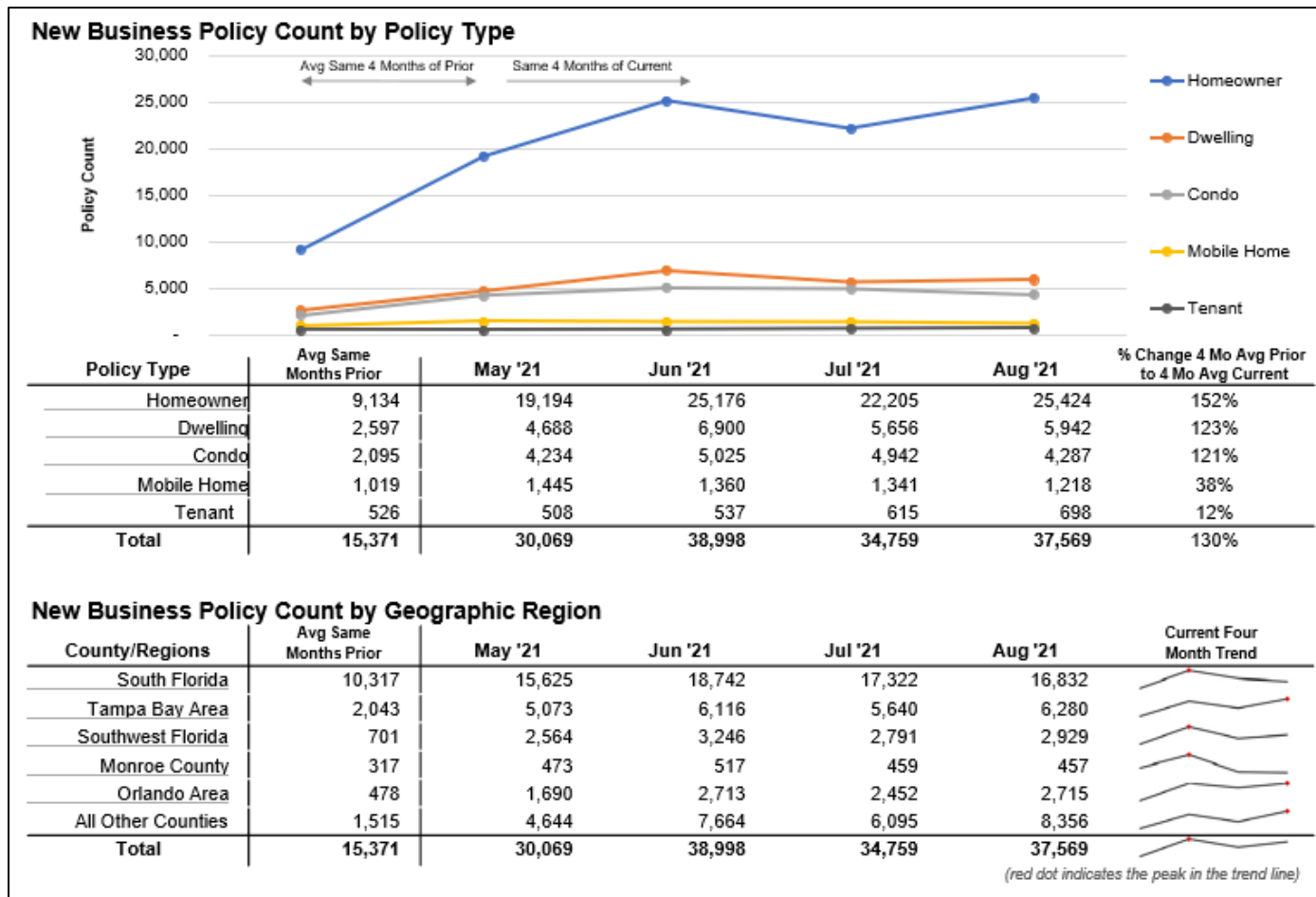
Exposure by Year and Account (in Millions)



Citizens' New-Business Trend

(May '21 to Aug '21 Average Prior vs. Current) Personal Residential Policy Types

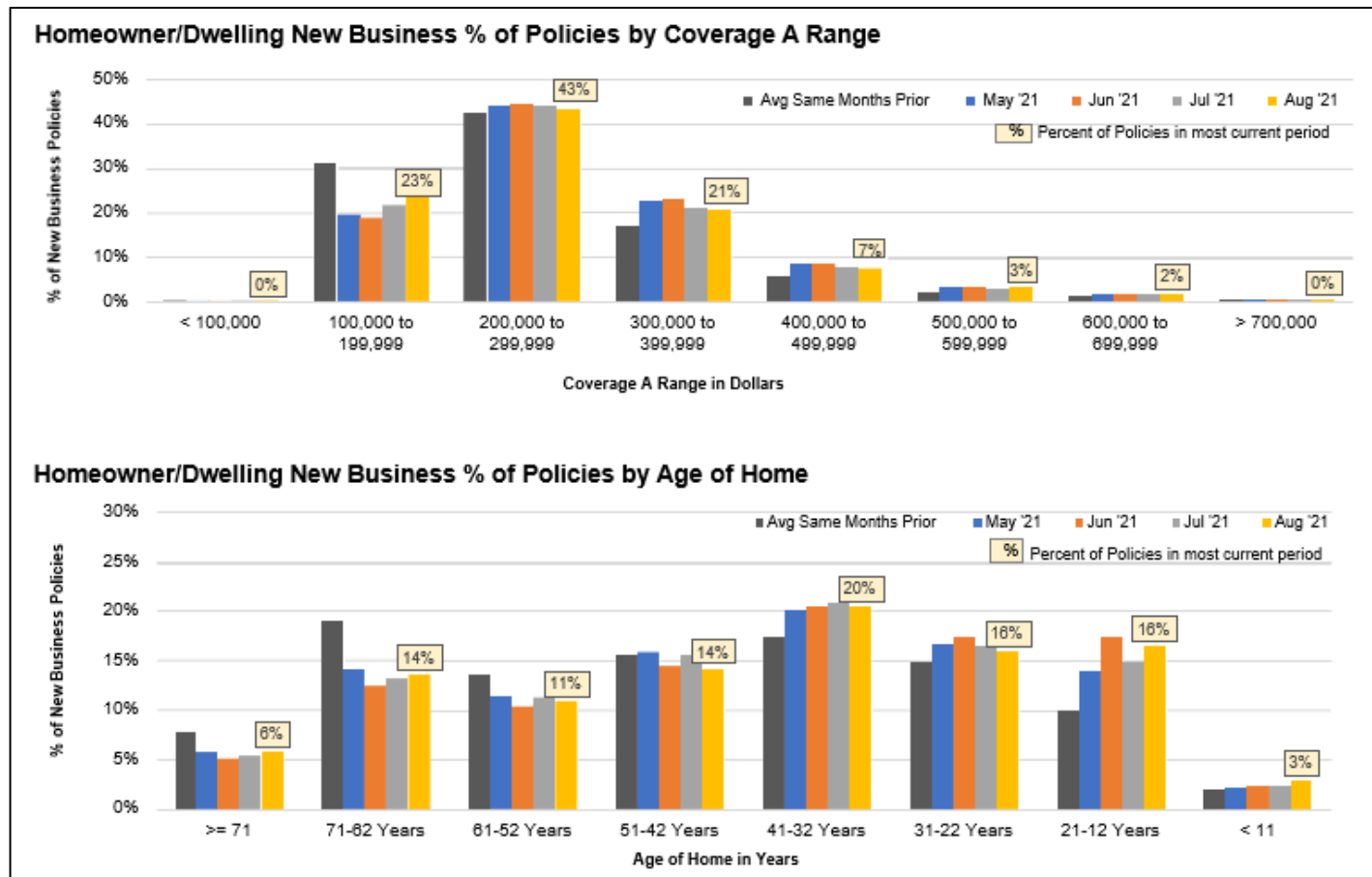
(June 2021 data includes policies from Gulfstream, Southern Fidelity, and Universal of North America OIR Consent Orders except as noted)



Citizens' New-Business Trend

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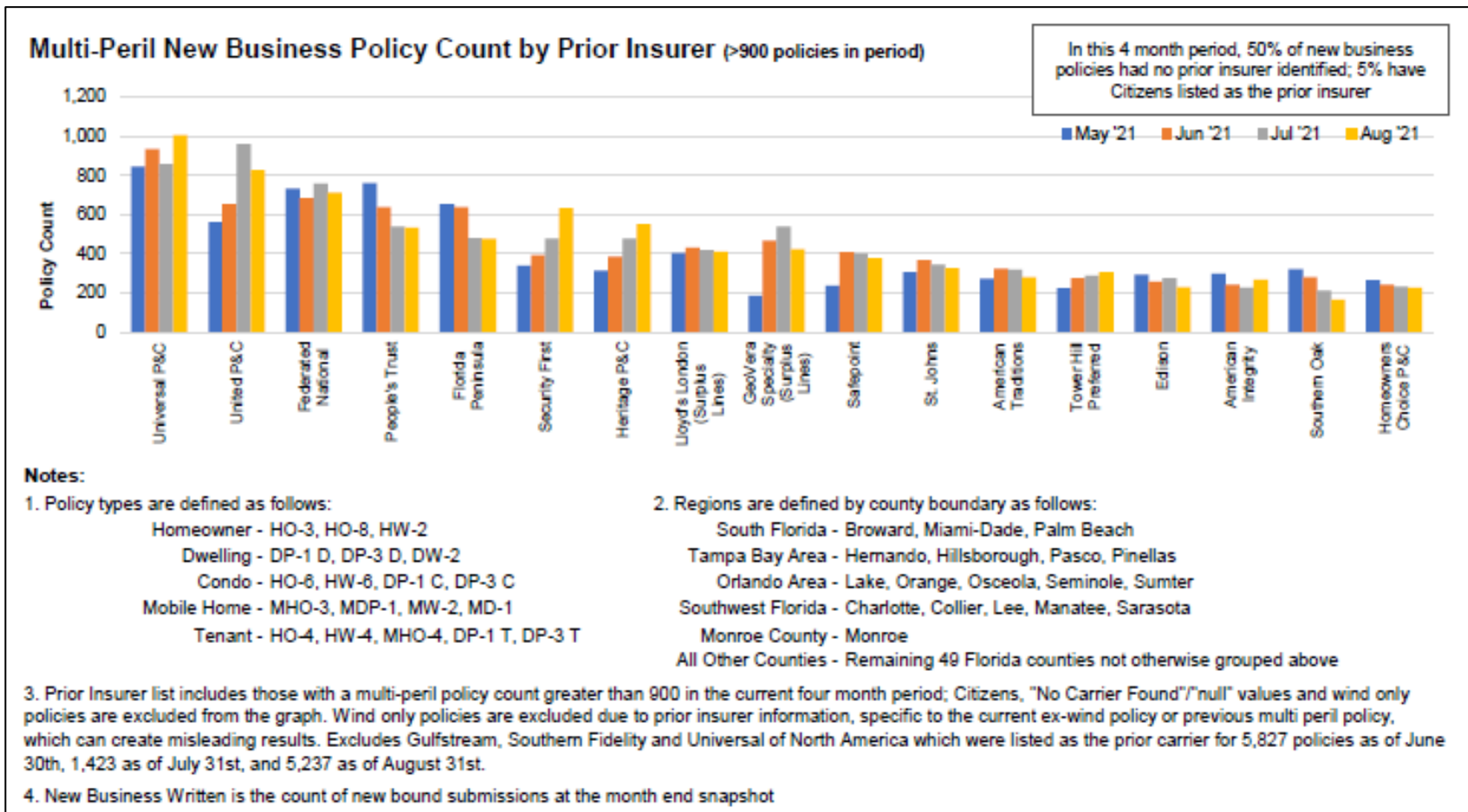
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Citizens' New-Business Trend

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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 (Commercial Lines & Personal Lines)