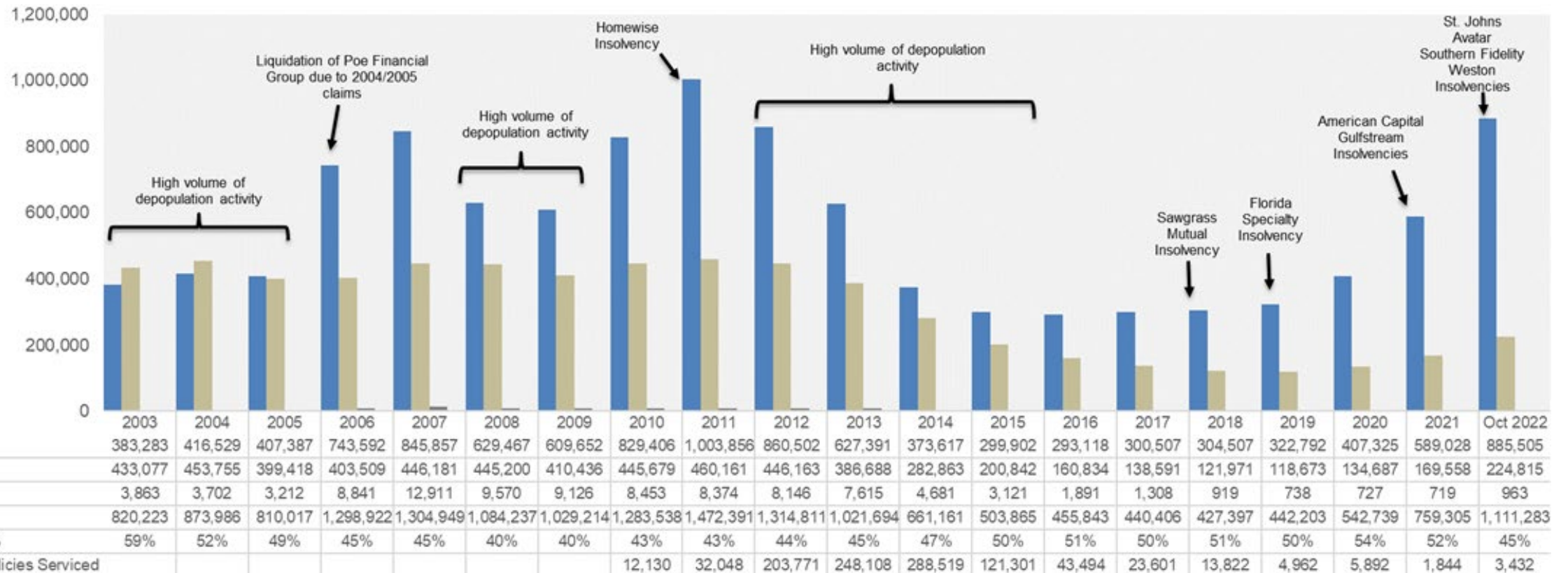


Market Update

Kelly Booten
Chief Operating Officer



Citizens' Policies In Force

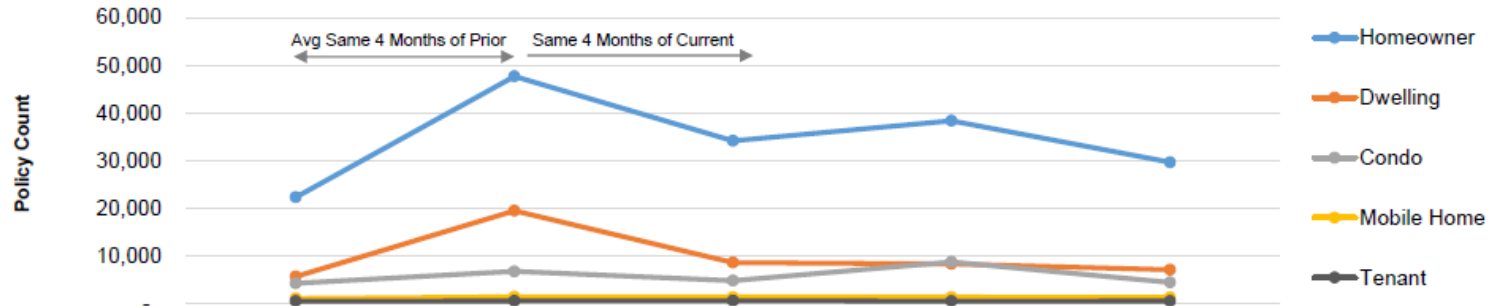


Citizens' New Business Trend

Personal Residential Policy Types (Jul '22 to Oct '22 Average Prior vs. Current)

(includes policies from Southern Fidelity except as noted)

New Business Policy Count by Policy Type



Policy Type	Avg Same Months Prior	07-31-22	08-31-22	09-30-22	10-31-22	% Change 4 Mo Avg Prior to 4 Mo Avg Current
Homeowner	22,344	47,732	34,193	38,396	29,694	68%
Dwelling	5,705	19,521	8,653	8,371	7,127	91%
Condo	4,309	6,801	4,850	8,782	4,493	45%
Mobile Home	1,171	1,482	1,398	1,396	1,348	20%
Tenant	565	597	672	556	576	6%
Grand Total	34,094	76,133	49,766	57,501	43,238	66%

New Business Policy Count by Geographic Region

County/Regions	Avg Same Months Prior	07-31-22	08-31-22	09-30-22	10-31-22	Current Four Month Trend
Southeast Coast	16,224	21,082	17,012	21,614	14,281	
Tampa Bay Area	5,828	14,437	8,872	8,819	8,045	
North/Central East Coast	3,939	13,114	7,969	8,735	7,113	
Southwest Coast	2,722	7,596	5,000	7,507	3,620	
SOLO	2,581	7,886	4,783	4,321	4,621	
All Other	2,801	12,018	6,130	6,505	5,558	
Grand Total	34,094	76,133	49,766	57,501	43,238	

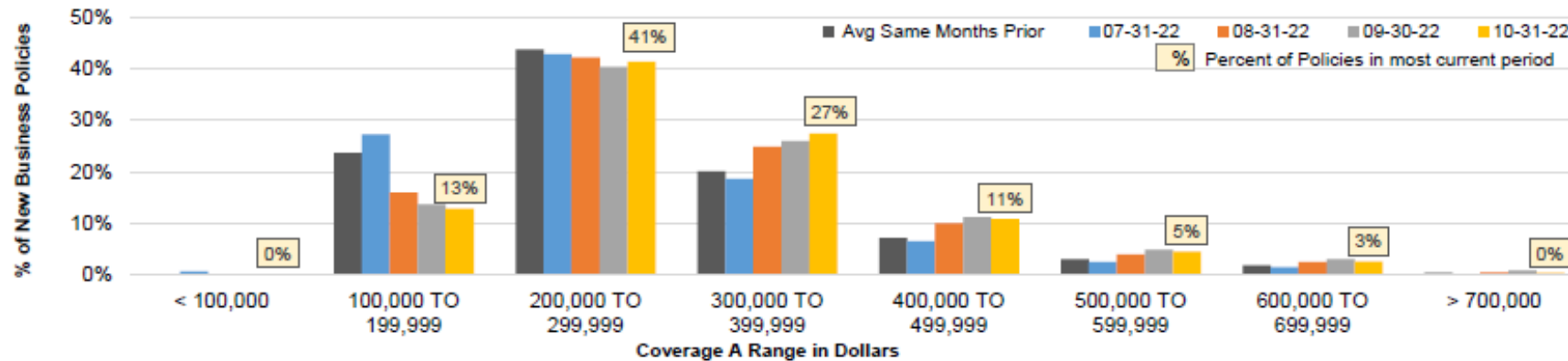
(red dot indicates the peak in the trend line)

Citizens' New Business Trend

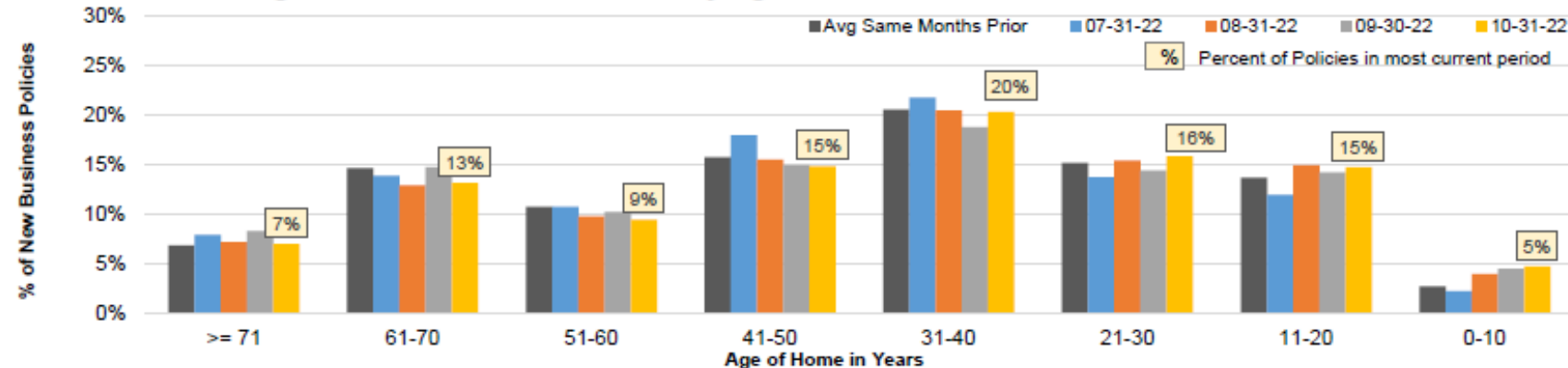
Personal Residential Policy Types (Jul '22 to Oct '22 Average Prior vs. Current)

(includes policies from Southern Fidelity except as noted)

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



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

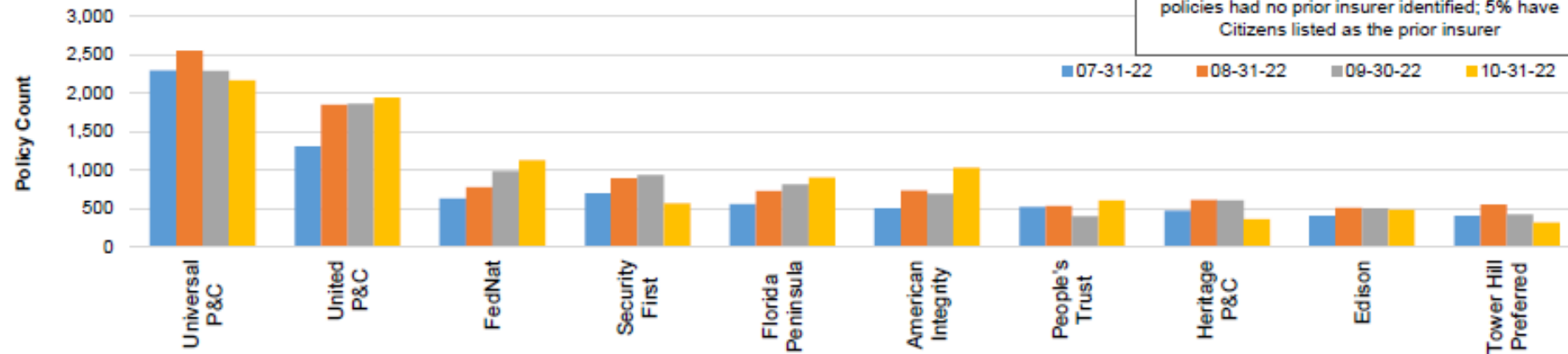


Citizens' New Business Trend

Personal Residential Policy Types (Jul '22 to Oct '22 Average Prior vs. Current)

(includes policies from Southern Fidelity except as noted)

Multi-Peril New Business Policy Count by Prior Insurer (top 10 in period)



In this 4 month period, 41% of new business policies had no prior insurer identified; 5% have Citizens listed as the prior insurer

Notes:

1. New Business Written is the count of new bound submissions at the month end snapshot
2. 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
3. Regions are defined by county boundary as follows:
 - Southeast Coast - Broward, Miami-Dade, Palm Beach, Monroe
 - Tampa Bay Area - Hernando, Hillsborough, Pasco, Pinellas
 - North/Central East Coast - Nassau, Duval, Saint Johns, Flagler, Volusia
 - Brevard, Indian River, Saint Lucie, Martin
 - Southwest Coast - Charlotte, Collier, Lee, Manatee, Sarasota
 - SOLO - Lake, Orange, Osceola, Seminole
 - All Other Counties - Remaining 41 Florida counties not otherwise grouped above
4. Age of Roof is based on "Roof Update Year" where available. When it is not, "Dwelling Year Built" is used as a proxy for the age.
5. Prior Insurer list includes the top 10 by policy count with a multi-peril policy 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 Southern Fidelity which was listed as the prior carrier for 32,111 policies in July.