Depopulation, Clearinghouse & FMAP Update

Carl Rockman Vice President - Agency & Market Services





Depopulation Update

2022 Depopulation Results

| Personal Lines Depopulation Results | | | | | | | | | |
|-------------------------------------|------------------------------|---------------------------------------|---|----------|---------------------|----------------------------------|--|--|--|
| Month | OIR Approved ¹ | Requested by Insurers ² | Policyholder Choice Letters Mailed ³ | Assumed⁴ | Assumption Rate⁵ | Exposure Removed ⁶ | | | |
| February | 54,045 | 28,259 | 27,762 | 3,440 | 12%* | \$1,365,208,178 | | | |
| April | 42,045 | 22,128 | 22,128 | 5,457 | 25% | \$2,319,150,851 | | | |
| June | 0 | 0 | 0 | 0 | 0% | \$0 | | | |
| August | 0 | 0 | 0 | 0 | 0% | \$0 | | | |
| October | 0 | 0 | 0 | 0 | 0% | \$0 | | | |
| November | 8,213 | 7,827 | 7,827 | TBD | TBD | TBD | | | |
| December | 17,943 | 31,840 | 31,623 | TBD | TBD | TBD | | | |
| YTD Totals | 122,246 | 90,054 | 89,340 | 8,897 | 18% | \$3,684,359,029 | | | |

*15% assumption rate if we exclude the 4,433 letters sent by VYRD.

¹OIR approval is maximum number of policies permitted to be assumed by insurers.

²Sum of all policies requested by insurers, including duplicate offers from multiple carriers.

³Total letters mailed, one (1) per policy. Multiple offers may be contained in a single mailing.

⁴Policies assumed by insurers on Assumption Date.

⁵Quotient of 'Assumed' divided by 'Policyholder Choice Letters Mailed'.

⁶Exposure Removed as of Assumption Date.

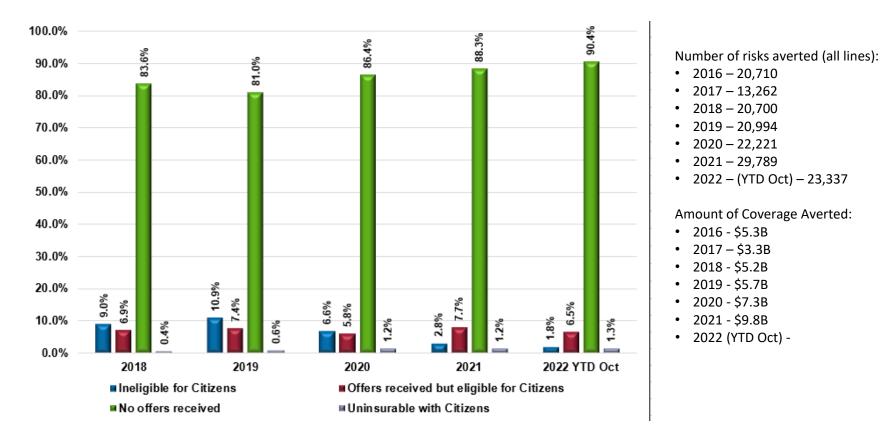
Commercial Lines Depopulation Results

There were no OIR approvals for participation in 2022 Commercial Lines assumptions.



Clearinghouse Update

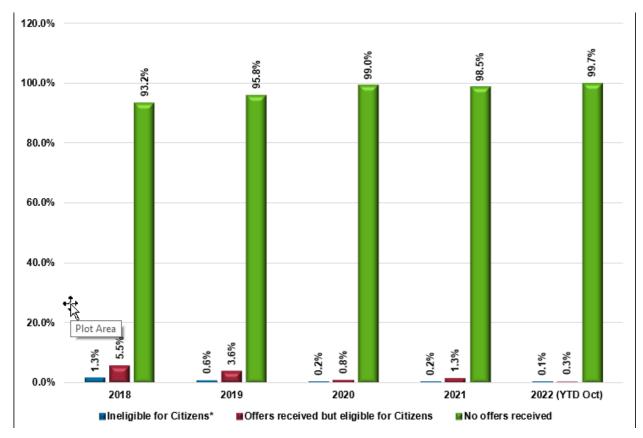
New Business Update





Clearinghouse Update

Renewal Update



Number of risks averted (all lines):

- 2016 \$529M
- 2017 \$305.6M
- 2018 \$651.3M
- 2019 \$221.5M
- 2020 22,221
- 2021 \$111M
- 2022 (YTD Oct) \$32M

16,716 policies have been nonrenewed by Citizens as a result of offers made at renewal through the Clearinghouse.



FMAP Update

Results Dashboard

| Results Dashboard | | | | | | | | | |
|-------------------|-------------------------|--------------------|----------------------|-----------------------------------|---|--|--|--|--|
| | Agents Participating | Offers Accepted | Consumer Requests | Consumer Requests Converted | Exposure Placed in Private Market | | | | |
| 2020 | 362 | 1,187 | 10,546 | 11.26% | \$298M | | | | |
| 2021 | 239 | 451 | 8,346 | 5.40% | \$143M | | | | |
| 2022 Q1 | 265 | 109 | 2,367 | 4.60% | \$48M | | | | |
| 2022 Q2 | 273 | 78 | 3,185 | 2.45% | \$35M | | | | |
| 2022 Q3 | 285 | 121 | 2,994 | 4.04% | \$47M | | | | |
| 2022 Q4 YTD* | 291 | 58 | 1,179 | 4.92% | \$19M | | | | |
| 2022 Total YTD* | 291 | 366 | 9,725 | 3.76% | \$149M | | | | |

*YTD as of 10/24/2022