

## SUMMARY OF FINANCIAL POSITION AND OPERATIONS

(\$000s omitted)

	Consolidated					Personal Lines Account				
	Mar 2023	Mar 2022	Budget 2023	YOY Var	Budget Var	Mar 2023	Mar 2022	Budget 2023	YOY Var	Budget Var
<b>Operations:</b>										
Direct written premium	\$ 966,611	\$ 553,521	\$ 970,817	\$ 413,089	\$ (4,206)	\$ 654,707	\$ 397,328	\$ 706,848	\$ 257,378	\$ (52,142)
Ceded written premium:										
Depopulation	208	(5,937)	(6,020)	6,144	6,227	196	(5,241)	(5,616)	5,436	5,812
FHCF	-	-	-	-	-	-	-	-	-	-
Private reinsurance	-	-	-	-	-	-	-	-	-	-
Net earned premium	825,394	466,630	839,209	358,763	(13,815)	579,355	329,858	600,357	249,497	(21,002)
Net losses incurred	231,791	147,367	314,188	84,423	(82,397)	202,312	129,253	314,188	73,059	(111,876)
Net LAE incurred	123,150	77,893	108,641	45,257	14,509	101,987	64,141	108,641	37,845	(6,654)
Other underwriting expenses	100,230	55,024	98,022	45,206	2,208	64,826	38,690	98,022	26,136	(33,195)
Administrative expenses	45,660	39,412	52,817	6,248	(7,158)	30,926	28,086	52,817	2,841	(21,891)
Net Investment income	52,878	40,244	52,592	12,634	286	22,604	14,921	15,597	7,683	7,007
Net Income (loss)	\$ 378,799	\$ 188,099	\$ 319,902	\$ 190,700	\$ 58,897	\$ 202,831	\$ 85,244	\$ 149,244	\$ 117,587	\$ 53,587
<b>Assets, Liabilities and Surplus:</b>										
Cash and invested assets	\$ 9,311,618	\$ 9,029,738 (1)		\$ 281,880		\$ 3,502,200	\$ 3,316,485 (1)		\$ 185,715	
Net Loss Reserves	1,409,931	1,626,253 (1)		(216,322)		1,027,338	1,144,503 (1)		(117,165)	
Net LAE Reserves	991,426	993,452 (1)		(2,026)		820,765	818,526 (1)		2,240	
Net Unearned Premium Reserves	1,846,145	1,704,720 (1)		141,425		1,290,272	1,214,725 (1)		75,547	
Bonds and interest payable	289,461	287,119 (1)		2,342		-	- (1)		-	
Surplus	\$ 4,651,105	\$ 4,279,524 (1)		\$ 371,582		\$ 330,077	\$ 134,142 (1)		\$ 195,934	
<b>Policy Metrics:</b>										
Policies inforce	1,239,396	817,927	1,269,717	421,469	(30,321)	999,800	639,740	1,020,796	360,060	(20,996)
Policies serviced	1,246,441	822,642	1,281,850	423,799	(35,409)	1,006,489	644,005	1,032,312	362,484	(25,823)
<b>Cash flows</b>										
Cashflow from operations	\$ 292,372	\$ 314,588		\$ (22,216)		\$ 188,472	\$ 211,742		\$ (23,269)	
Cashflow from investing	266,450	(548,319)		814,769		168,901	(342,338)		511,238	
Cashflow from financing	1,252	3,834		(2,581)		132	2,827		(2,694)	
<b>Operating metrics:</b>										
Direct loss ratio	29.8%	31.6%	37.4%	-1.8%	-7.7%	36.9%	39.1%	44.2%	-2.2%	-7.3%
Direct LAE ratio	15.6%	16.7%	12.9%	-1.1%	2.6%	18.3%	19.4%	15.8%	-1.1%	2.5%
Underwriting expense ratio	10.4%	9.9%	10.1%	0.4%	0.3%	9.9%	9.7%	9.8%	0.2%	0.1%
Administrative expense ratio	4.7%	7.1%	5.4%	-2.4%	-0.7%	4.7%	7.1%	5.4%	-2.3%	-0.7%
Expense ratio	15.1%	17.1%	15.5%	-2.0%	-0.4%	14.6%	16.8%	15.2%	-2.2%	-0.6%

(1) - Balance Sheet information presented is as of December 31, 2022.



## SUMMARY OF FINANCIAL POSITION AND OPERATIONS

(\$000s omitted)

	Commercial Lines Account					Coastal Account				
	Mar 2023	Mar 2022	Budget 2023	YOY Var	Budget Var	Mar 2023	Mar 2022	Budget 2023	YOY Var	Budget Var
<b>Operations:</b>										
Direct written premium	\$ 38,159	\$ 7,353	\$ 21,274	\$ 30,806	\$ 16,886	\$ 273,745	\$ 148,840	\$ 242,695	\$ 124,905	\$ 31,050
Ceded written premium:										
Depopulation	-	-	-	-	-	12	(696)	(404)	708	416
FHCF	-	-	-	-	-	-	-	-	-	-
Private reinsurance	-	-	-	-	-	-	-	-	-	-
Net earned premium	20,599	4,991	15,937	15,608	4,662	225,439	131,781	222,915	93,658	2,525
Net losses incurred	2,385	440	2,660	1,944	(276)	27,094	17,674	2,660	9,420	24,434
Net LAE incurred	1,312	317	213	994	1,099	19,852	13,435	213	6,417	19,639
Other underwriting expenses	5,189	976	2,991	4,213	2,198	30,215	15,358	2,991	14,857	27,224
Administrative expenses	1,803	539	1,123	1,264	679	12,931	10,787	1,123	2,144	11,808
Net Investment income	11,693	9,950	14,733	1,742	(3,041)	18,581	15,373	22,262	3,208	(3,680)
Net Income (loss)	\$ 21,649	\$ 12,681	\$ 23,780	\$ 8,968	\$ (2,130)	\$ 154,318	\$ 90,174	\$ 146,879	\$ 64,145	\$ 7,440
<b>Assets, Liabilities and Surplus:</b>										
Cash and invested assets	\$ 2,037,824	\$ 2,021,600 (1)		\$ 16,224		\$ 3,771,594	\$ 3,691,653 (1)		\$ 79,940	
Net Loss Reserves	29,654	49,752 (1)		(20,097)		352,938	431,998 (1)		(79,060)	
Net LAE Reserves	8,369	8,719 (1)		(350)		162,291	166,207 (1)		(3,916)	
Net Unearned Premium Reserves	53,590	36,030 (1)		17,560		502,283	453,965 (1)		48,318	
Bonds and interest payable	-	- (1)		-		289,461	287,119 (1)		2,342	
Surplus	\$ 1,960,272	\$ 1,938,647 (1)		\$ 21,625		\$ 2,360,757	\$ 2,206,734 (1)		\$ 154,022	
<b>Policy Metrics:</b>										
Policies inforce	1,430	739	1,200	691	230	238,166	177,448	247,721	60,718	(9,555)
Policies serviced	1,430	739	1,200	691	230	238,522	177,898	248,338	60,624	(9,816)
<b>Cash flows</b>										
Cashflow from operations	\$ 17,555	\$ 17,068		\$ 487		\$ 86,345	\$ 85,779		\$ 566	
Cashflow from investing	(5,667)	(10,666)		5,000		103,216	(195,316)		298,531	
Cashflow from financing	476	41		435		644	966		(322)	
<b>Operating metrics:</b>										
Direct loss ratio	12.0%	8.7%	16.7%	3.3%	-4.7%	13.0%	13.4%	20.7%	-0.4%	-7.7%
Direct LAE ratio	6.4%	6.4%	1.3%	0.1%	5.1%	9.4%	10.2%	6.0%	-0.8%	3.4%
Underwriting expense ratio	13.6%	13.3%	14.1%	0.3%	-0.5%	11.0%	10.3%	10.5%	0.7%	0.5%
Administrative expense ratio	4.7%	7.3%	5.3%	-2.6%	-0.6%	4.7%	7.2%	5.6%	-2.5%	-0.8%
Expense ratio	18.3%	20.6%	19.3%	-2.3%	-1.0%	15.8%	17.6%	16.1%	-1.8%	-0.3%

(1) - Balance Sheet information presented is as of December 31, 2022.



	Consolidated Three months ended		Personal Lines Account (PLA) Three months ended	
	Mar 2023	Mar 2022	Mar 2023	Mar 2022
<b>STATEMENT OF OPERATIONS</b>				
<b>Revenue:</b>				
Direct premiums written	\$ 966,610,531	\$ 553,521,209	\$ 654,706,642	\$ 397,328,175
Change in direct unearned premium	(136,186,614)	(84,936,334)	(70,556,909)	(65,733,609)
<b>Direct earned premium</b>	<b>830,423,917</b>	<b>468,584,875</b>	<b>584,149,733</b>	<b>331,594,566</b>
Ceded premiums written - Depopulation	207,741	(5,936,511)	195,573	(5,240,811)
Ceded premiums written - FHCF	-	-	-	-
Ceded premiums written - Private reinsurance	-	-	-	-
Change in ceded unearned premium	(5,238,026)	3,981,834	(4,989,969)	3,504,450
<b>Ceded earned premium</b>	<b>(5,030,285)</b>	<b>(1,954,677)</b>	<b>(4,794,395)</b>	<b>(1,736,361)</b>
<b>Net earned premium</b>	<b>\$ 825,393,632</b>	<b>\$ 466,630,198</b>	<b>\$ 579,355,337</b>	<b>\$ 329,858,205</b>
<b>Losses and Loss Adjustment Expenses:</b>				
Losses				
Direct losses paid	\$ (460,484,938)	\$ (144,784,835)	\$ (328,049,176)	\$ (111,008,849)
Change in direct case loss reserves	8,839,804	(13,630,573)	2,486,654	(15,499,018)
Change in direct IBNR loss reserves	206,037,407	11,167,502	111,779,481	(2,630,559)
Ceded losses incurred	13,817,004	(119,383)	11,470,938	(114,618)
<b>Losses incurred</b>	<b>(231,790,722)</b>	<b>(147,367,288)</b>	<b>(202,312,103)</b>	<b>(129,253,044)</b>
Loss adjustment expenses				
Direct D&CC paid	(48,071,153)	(28,224,126)	(40,155,790)	(22,620,119)
Direct A&O paid	(78,636,978)	(44,975,694)	(60,019,860)	(35,800,635)
Change in direct case LAE reserves	(3,097,701)	(10,603,049)	(2,977,509)	(9,697,461)
Change in direct IBNR LAE reserves	1,124,944	5,915,491	(3,106,552)	3,982,541
Ceded LAE incurred	5,530,841	(5,969)	4,273,105	(5,731)
<b>LAE incurred</b>	<b>(123,150,046)</b>	<b>(77,893,347)</b>	<b>(101,986,606)</b>	<b>(64,141,405)</b>
<b>Net losses and LAE incurred</b>	<b>\$ (354,940,768)</b>	<b>\$ (225,260,635)</b>	<b>\$ (304,298,709)</b>	<b>\$ (193,394,449)</b>
<b>Underwriting and Administrative Expenses:</b>				
Producer Commissions	(74,281,145)	(40,274,170)	(46,626,139)	(27,990,064)
Taxes and Fees	(16,671,225)	(7,843,807)	(11,452,327)	(5,774,203)
Other underwriting expenses	(9,277,626)	(6,906,412)	(6,747,948)	(4,926,228)
All other administrative expenses	(45,659,941)	(39,411,513)	(30,926,486)	(28,085,751)
<b>Underwriting and administrative expenses</b>	<b>(145,889,937)</b>	<b>(94,435,901)</b>	<b>(95,752,900)</b>	<b>(66,776,246)</b>
<b>Underwriting income (loss)</b>	<b>\$ 324,562,926</b>	<b>\$ 146,933,661</b>	<b>\$ 179,303,729</b>	<b>\$ 69,687,510</b>
<b>Net investment income:</b>				
Net interest income (expense)				
Investment income earned	62,297,274	45,578,153	25,222,368	15,827,848
Interest expenses	(2,342,190)	(3,894,406)	-	(1,310,009)
<b>Net interest income (expense)</b>	<b>59,955,083</b>	<b>41,683,748</b>	<b>25,222,368</b>	<b>14,517,839</b>
Realized capital gains (loses)	(7,077,243)	(1,439,707)	(2,618,192)	403,152
<b>Net investment income</b>	<b>\$ 52,877,840</b>	<b>\$ 40,244,041</b>	<b>\$ 22,604,176</b>	<b>\$ 14,920,991</b>
<b>Other income (expense)</b>	<b>1,357,919</b>	<b>921,135</b>	<b>922,847</b>	<b>635,110</b>
<b>Net income (loss)</b>	<b>\$ 378,798,685</b>	<b>\$ 188,098,837</b>	<b>\$ 202,830,752</b>	<b>\$ 85,243,611</b>



	Commercial Lines Account (CLA) Three months ended		Coastal Account Three months ended	
	Mar 2023	Mar 2022	Mar 2023	Mar 2022
<b>STATEMENT OF OPERATIONS</b>				
<b>Revenue:</b>				
Direct premiums written	\$ 38,159,159	\$ 7,353,329	\$ 273,744,730	\$ 148,839,705
Change in direct unearned premium	(17,560,061)	(2,362,364)	(48,069,644)	(16,840,361)
<b>Direct earned premium</b>	<b>20,599,099</b>	<b>4,990,965</b>	<b>225,675,086</b>	<b>131,999,344</b>
Ceded premiums written - Depopulation	-	-	12,167	(695,700)
Ceded premiums written - FHCF	-	-	-	-
Ceded premiums written - Private reinsurance	-	-	-	-
Change in ceded unearned premium	-	-	(248,057)	477,384
<b>Ceded earned premium</b>	<b>-</b>	<b>-</b>	<b>(235,890)</b>	<b>(218,316)</b>
<b>Net earned premium</b>	<b>\$ 20,599,099</b>	<b>\$ 4,990,965</b>	<b>\$ 225,439,196</b>	<b>\$ 131,781,028</b>
<b>Losses and Loss Adjustment Expenses:</b>				
Losses				
Direct losses paid	\$ (23,126,434)	\$ (3,974,000)	\$ (109,309,328)	\$ (29,801,985)
Change in direct case loss reserves	13,103,352	2,906,293	(6,750,201)	(1,037,847)
Change in direct IBNR loss reserves	7,554,538	632,167	86,703,388	13,165,895
Ceded losses incurred	83,863	(4,765)	2,262,203	-
<b>Losses incurred</b>	<b>(2,384,681)</b>	<b>(440,306)</b>	<b>(27,093,938)</b>	<b>(17,673,938)</b>
Loss adjustment expenses				
Direct D&CC paid	(340,384)	(293,563)	(7,574,979)	(5,310,444)
Direct A&O paid	(1,352,969)	(569,439)	(17,264,149)	(8,605,620)
Change in direct case LAE reserves	(899,451)	279,067	779,258	(1,184,656)
Change in direct IBNR LAE reserves	1,271,943	266,855	2,959,553	1,666,096
Ceded LAE incurred	9,358	(238)	1,248,378	-
<b>LAE incurred</b>	<b>(1,311,503)</b>	<b>(317,318)</b>	<b>(19,851,938)</b>	<b>(13,434,624)</b>
<b>Net losses and LAE incurred</b>	<b>\$ (3,696,184)</b>	<b>\$ (757,623)</b>	<b>\$ (46,945,876)</b>	<b>\$ (31,108,562)</b>
<b>Underwriting and Administrative Expenses:</b>				
Producer Commissions	(4,236,216)	(811,574)	(23,418,790)	(11,472,532)
Taxes and Fees	(721,210)	(117,536)	(4,497,688)	(1,952,069)
Other underwriting expenses	(231,400)	(46,624)	(2,298,278)	(1,933,560)
All other administrative expenses	(1,802,530)	(538,987)	(12,930,925)	(10,786,774)
<b>Underwriting and administrative expenses</b>	<b>(6,991,357)</b>	<b>(1,514,721)</b>	<b>(43,145,681)</b>	<b>(26,144,935)</b>
<b>Underwriting income (loss)</b>	<b>\$ 9,911,558</b>	<b>\$ 2,718,620</b>	<b>\$ 135,347,639</b>	<b>\$ 74,527,531</b>
<b>Net investment income:</b>				
Net interest income (expense)				
Investment income earned	12,521,467	11,497,767	24,553,439	18,252,538
Interest expenses	-	(206,907)	(2,342,190)	(2,377,489)
<b>Net interest income (expense)</b>	<b>12,521,467</b>	<b>11,290,860</b>	<b>22,211,249</b>	<b>15,875,049</b>
Realized capital gains (loses)	(828,919)	(1,340,538)	(3,630,133)	(502,321)
<b>Net investment income</b>	<b>\$ 11,692,548</b>	<b>\$ 9,950,322</b>	<b>\$ 18,581,116</b>	<b>\$ 15,372,728</b>
<b>Other income (expense)</b>	<b>45,394</b>	<b>12,458</b>	<b>389,679</b>	<b>273,567</b>
<b>Net income (loss)</b>	<b>\$ 21,649,500</b>	<b>\$ 12,681,400</b>	<b>\$ 154,318,434</b>	<b>\$ 90,173,826</b>



## ADMINISTRATIVE EXPENSES

	Three months ended			Twelve months
	Mar 2023	Mar 2022	2023 Budget	2023 Budget
Salaries	\$ 30,603,777	\$ 26,919,939	\$ 33,594,252	\$ 144,388,985
Employee Benefits	21,193,820	17,558,084	24,453,392	42,592,646
Payroll Taxes	2,337,502	2,046,938	2,803,445	11,614,949
Contingent Staffing	32,320,514	13,629,185	40,894,329	137,526,112
Subscriptions & Dues	610,721	298,463	522,615	2,334,766
Bank Charges	70,478	57,562	98,198	391,813
Depreciation	52,850	166,781	48,192	197,099
FMAP Funding	(61,488)	(49,167)	(58,836)	(530,589)
Insurance	263,518	301,108	312,220	890,099
Legal	48,189	114,353	254,750	1,068,500
Operations & Maintenance	460,658	412,881	578,236	2,378,889
Miscellaneous	-	-	-	-
Operating Supplies	30,839	18,595	46,531	190,770
Computer Hardware	602,024	204,755	852,336	3,064,242
Postage	199,436	95,480	124,204	446,076
Printing	30,093	7,348	30,926	123,649
Producer Fees	(232,818)	(251,062)	(209,751)	(807,989)
Professional Services	2,355,064	1,918,223	3,803,969	21,359,603
Recruiting	68,589	97,694	121,195	560,886
Rent	1,391,876	1,469,426	1,460,208	5,884,230
Software Maint & Licensing	4,821,070	4,038,892	5,823,241	25,005,689
Telecommunications	807,690	178,301	732,470	3,317,884
Training	188,467	117,324	270,942	1,159,568
Travel & Meals	320,272	106,618	426,454	1,848,816
ULAE Expense Allocation	(52,815,429)	(30,045,736)	(64,166,031)	(219,222,037)
<b>Total Administrative Expense</b>	<b>\$ 45,667,713</b>	<b>\$ 39,411,985</b>	<b>\$ 52,817,488</b>	<b>\$ 185,784,654</b>