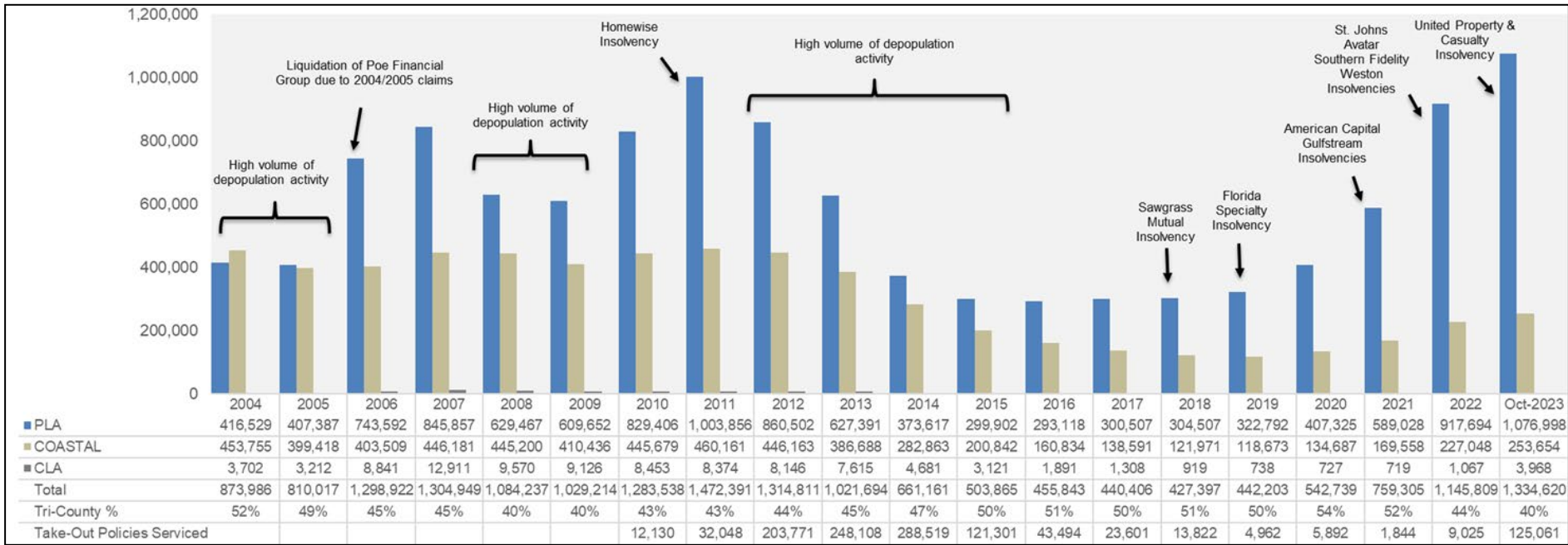


Market Update

Kelly Booten, Chief Operating Officer

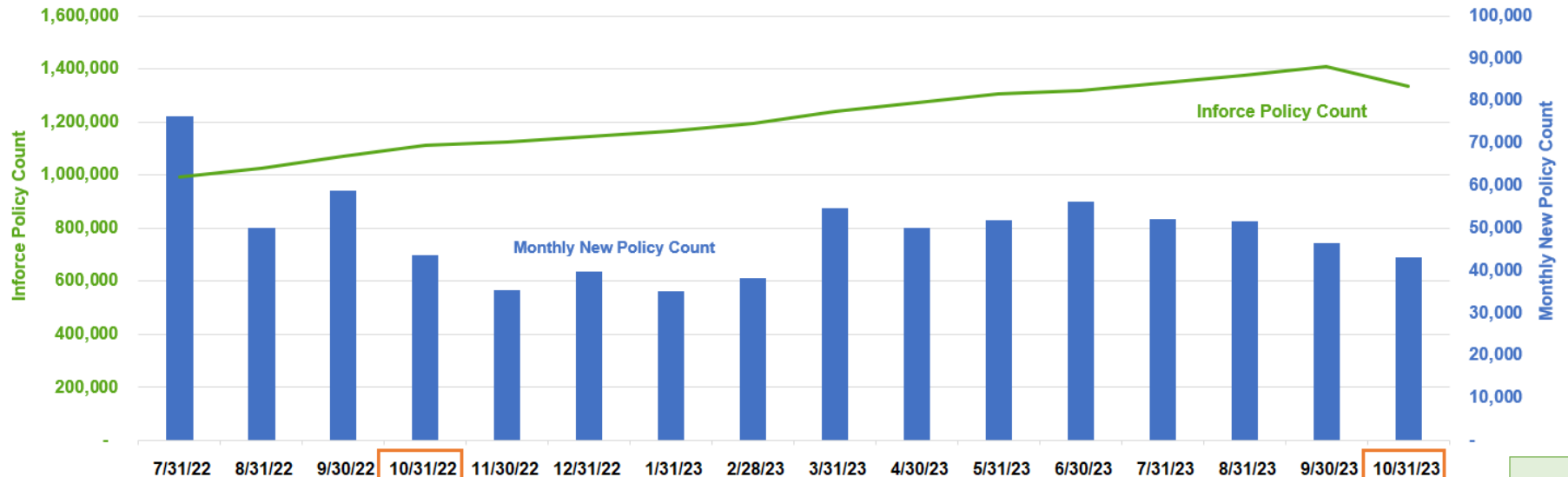


Policies in Force by Year and Account



➤ Historical data for Take-Out Policies Serviced prior to 2010 are not available.

Monthly Policy Data - Personal & Commercial Policy Types Combined



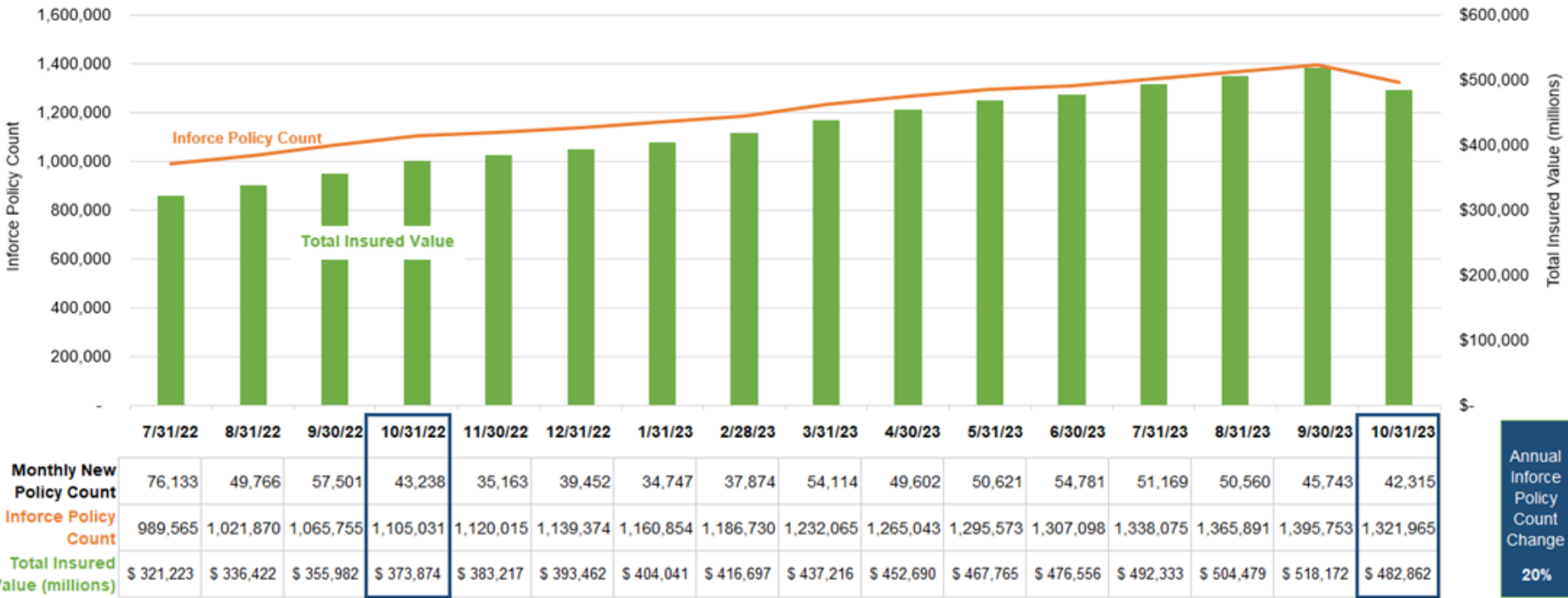
	7/31/22	8/31/22	9/30/22	10/31/22	11/30/22	12/31/22	1/31/23	2/28/23	3/31/23	4/30/23	5/31/23	6/30/23	7/31/23	8/31/23	9/30/23	10/31/23
Monthly New Policy Count	76,219	49,886	58,681	43,395	35,293	39,653	35,084	38,182	54,468	50,072	51,684	56,201	51,910	51,392	46,458	42,991
Inforce Policy Count	994,456	1,026,829	1,071,850	1,111,283	1,126,319	1,145,811	1,167,579	1,193,725	1,239,396	1,272,815	1,304,332	1,317,174	1,348,834	1,377,425	1,407,805	1,334,620
Inforce Policy Count % Change	6.8%	3.3%	4.4%	3.7%	1.4%	1.7%	1.9%	2.2%	3.8%	2.7%	2.5%	1.0%	2.4%	2.1%	2.2%	-5.2%
Total Insured Value TIV (millions)	\$343,168	\$359,260	\$380,450	\$398,857	\$409,481	\$422,953	\$438,330	\$454,306	\$478,754	\$501,642	\$534,707	\$561,676	\$583,727	\$601,160	\$618,105	\$586,023
Estimated Market Share	11%	12%	12%	13%	13%	14%	14%	15%	15%	15%	16%	16%	17%	17%	18%	17%

Annual Inforce Policy Count Change
20%

Note: Market share based TIV; only includes policies with wind coverage; CNR and surplus lines not included; based on QUASR reports from 3/31/22, 9/30/22, 12/31/22, 03/31/23, 06/30/23 - other values estimated.

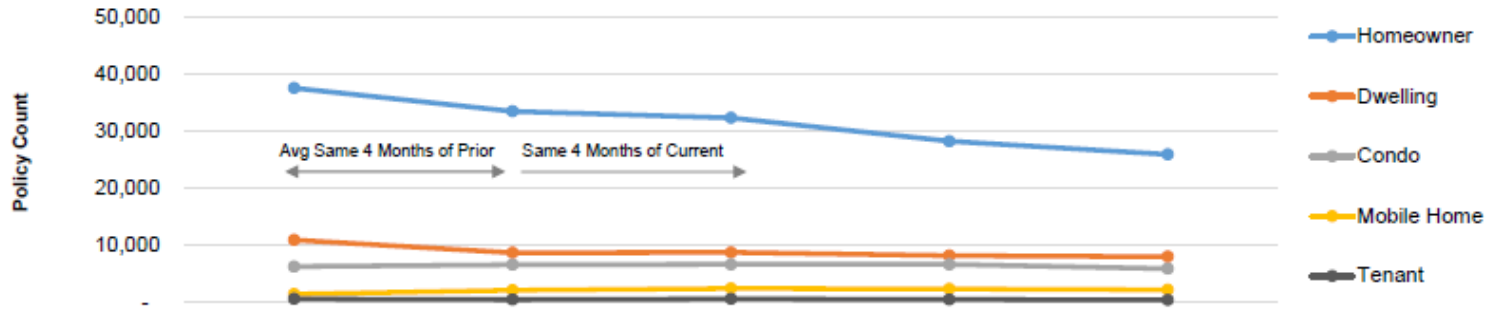
Personal Lines

Monthly Policy Data - Residential Policy Types



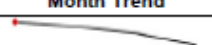




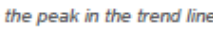

Personal Residential Policy Types (Jul '23 to Oct '23 Average Prior vs. Current)

New Business Policy Count by Policy Type



Policy Type	Avg Same Months Prior Year	07-31-23	08-31-23	09-30-23	10-31-23	% Change 4 Mo Avg Prior to 4 Mo Avg Current
Homeowner	37,504	33,404	32,259	28,172	25,882	-20%
Dwelling	10,918	8,653	8,710	8,147	7,989	-23%
Condo	6,232	6,547	6,619	6,611	5,879	3%
Mobile Home	1,406	2,096	2,403	2,337	2,175	60%
Tenant	600	469	569	476	390	-21%
Total	56,660	51,169	50,560	45,743	42,315	-16%

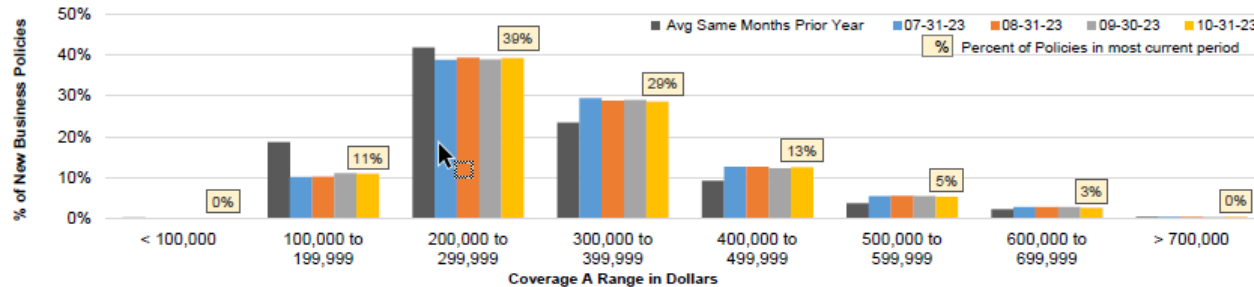
New Business Policy Count by Geographic Region

County/Regions	Avg Same Months Prior Year	07-31-23	08-31-23	09-30-23	10-31-23	Current Four Month Trend
Southeast Coast	18,497	16,833	16,262	15,482	14,063	
Tampa Bay Area	10,043	8,349	8,223	6,983	6,145	
North/Central East Coast	9,233	7,907	7,905	7,091	6,761	
Southwest Coast	5,931	5,321	5,486	5,065	4,660	
SOLO	5,403	6,167	5,973	5,277	5,299	
All Other	7,553	6,592	6,711	5,845	5,387	
Total	56,660	51,169	50,560	45,743	42,315	

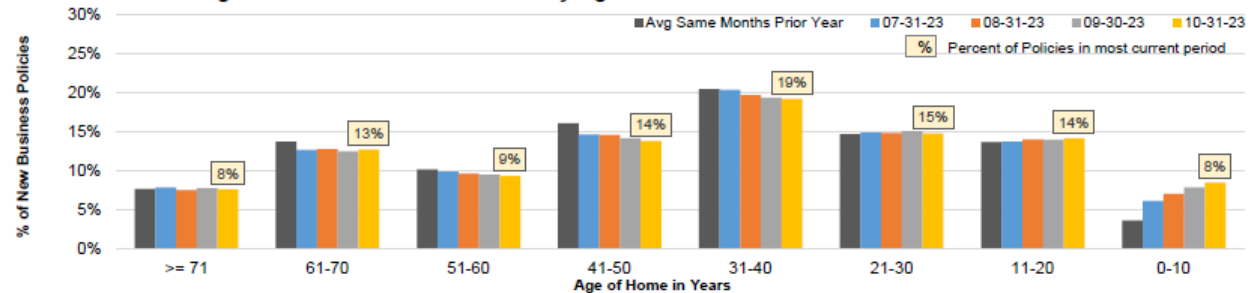
(red dot indicates the peak in the trend line)

Personal Residential Policy Types (Jul '23 to Oct '23 Average Prior vs. Current)

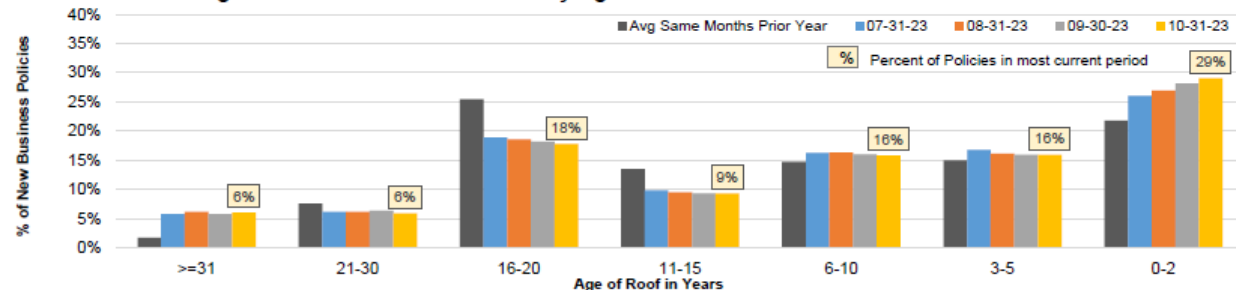
Homeowner/Dwelling New Business % of Policies by Coverage A Range



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

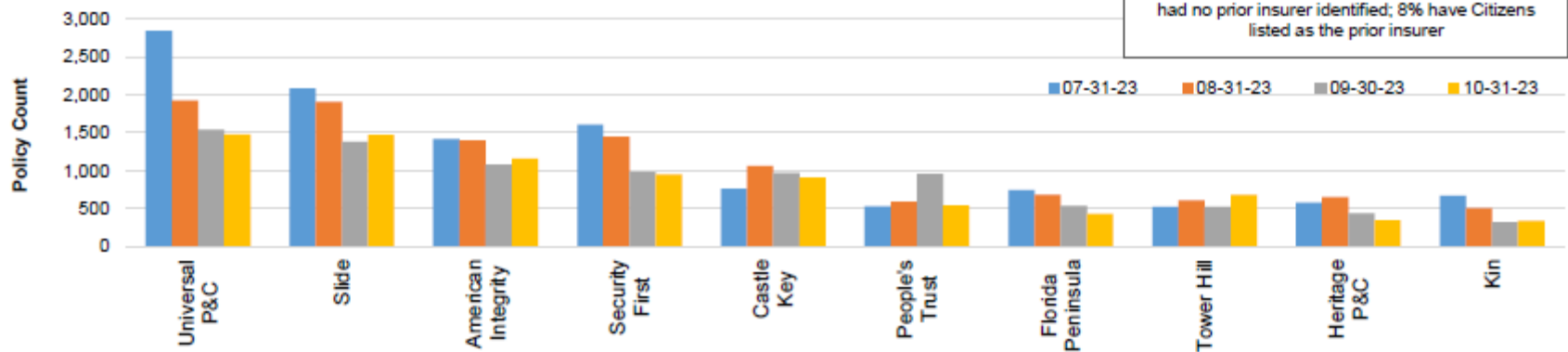


Homeowner/Dwelling New Business % of Policies by Age of Roof



Personal Residential Policy Types (Jul '23 to Oct '23 Average Prior vs. Current)

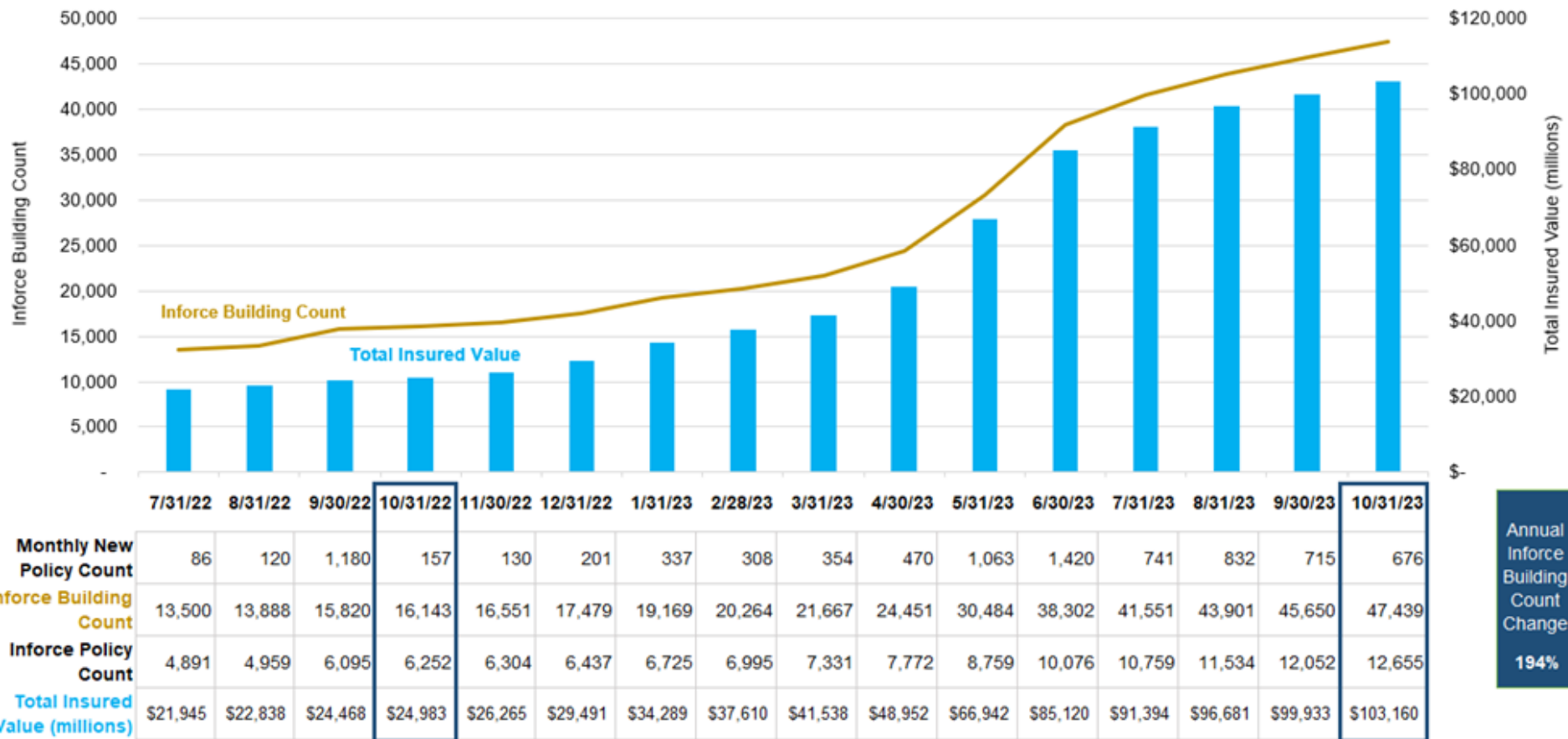
Multi-Peril New Business Policy Count by Prior Insurer (top 10 in period)



- 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.

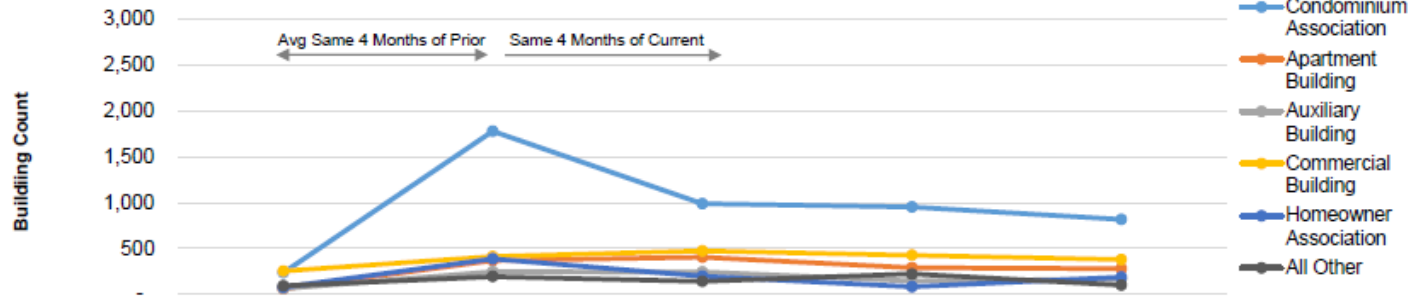
Commercial Lines

Monthly Policy Data - Commercial Policy Types










Commercial Policy Types (Jul '23 to Oct '23 Average Prior vs. Current)

New Business Building Count by Policy Type



Policy Type	Avg Same Months Prior Year	07-31-23	08-31-23	09-30-23	10-31-23	4 Mo Avg Current minus 4 Mo Avg Prior
Condominium Association	234	1,777	986	951	815	899
Apartment Building	58	367	403	286	277	276
Auxiliary Building	59	244	241	143	163	139
Commercial Building	250	409	471	424	377	170
Homeowner Association	74	385	195	80	184	137
All Other	90	191	139	219	97	71
Total	764	3,373	2,435	2,103	1,913	1,692

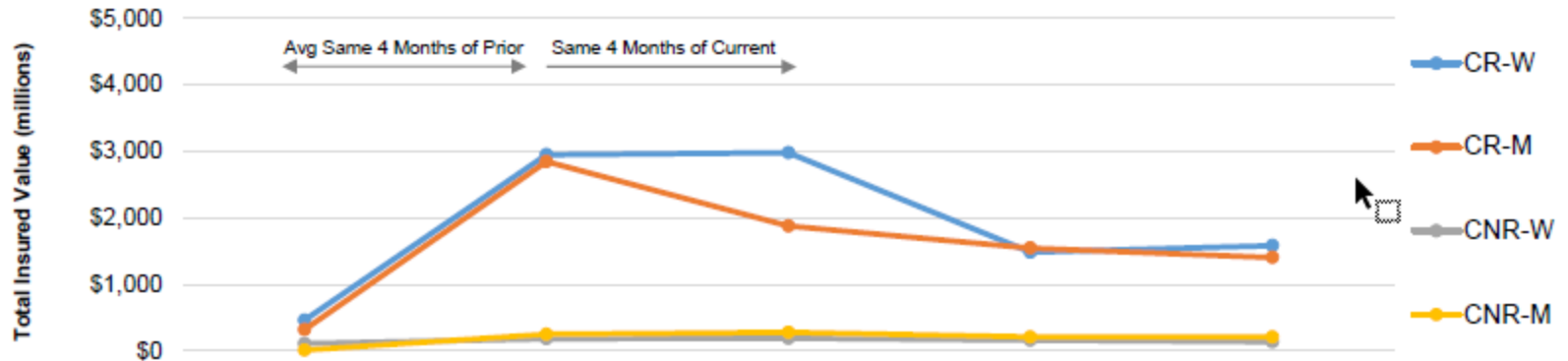
New Business Building Count by Geographic Region

County/Regions	Avg Same Months Prior Year	07-31-23	08-31-23	09-30-23	10-31-23	Current Four Month Trend
Southeast Coast	477	2,127	1,133	953	828	
Tampa Bay Area	64	255	362	265	339	
North/Central East Coast	70	280	211	284	190	
Southwest Coast	110	296	397	356	243	
SOLO	8	191	112	94	116	
All Other	42	224	220	151	197	
Total	764	3,373	2,435	2,103	1,913	

(red dot indicates the peak in the trend line)

Commercial Policy Types (Jul '23 to Oct '23 Average Prior vs. Current)

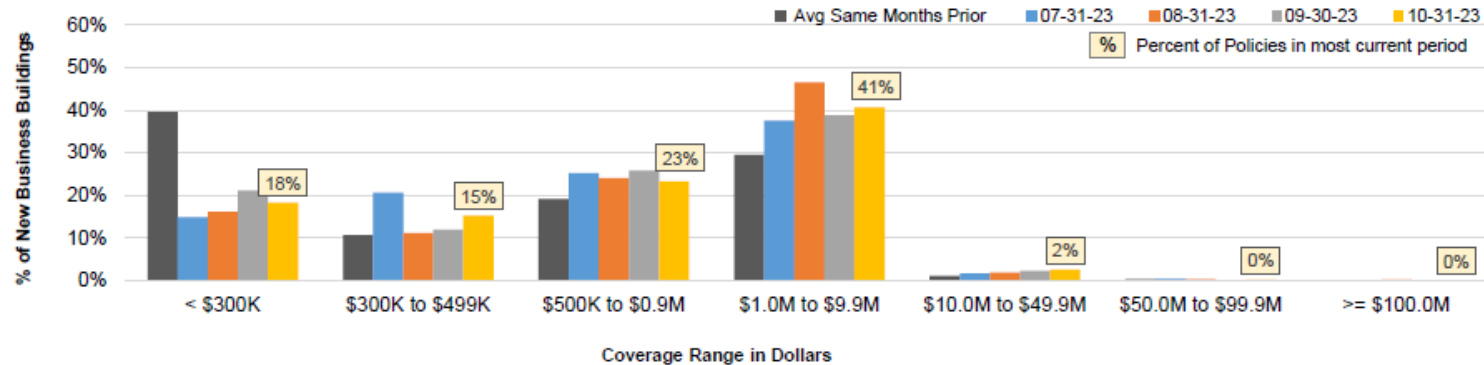
New Business Total Insured Value (\$000,000) by Product



Product Type	Avg Same Months Prior Year	07-31-23	08-31-23	09-30-23	10-31-23	4 Mo Avg Current minus 4 Mo Avg Prior
CR-W	\$463	\$2,952	\$2,981	\$1,487	\$1,586	\$1,789
CR-M	\$323	\$2,848	\$1,882	\$1,549	\$1,407	\$1,598
CNR-W	\$110	\$187	\$191	\$162	\$138	\$60
CNR-M	\$14	\$253	\$282	\$213	\$214	\$226
Total	\$910	\$6,240	\$5,336	\$3,412	\$3,345	\$3,673

Commercial Policy Types (Jul '23 to Oct '23 Average Prior vs. Current)

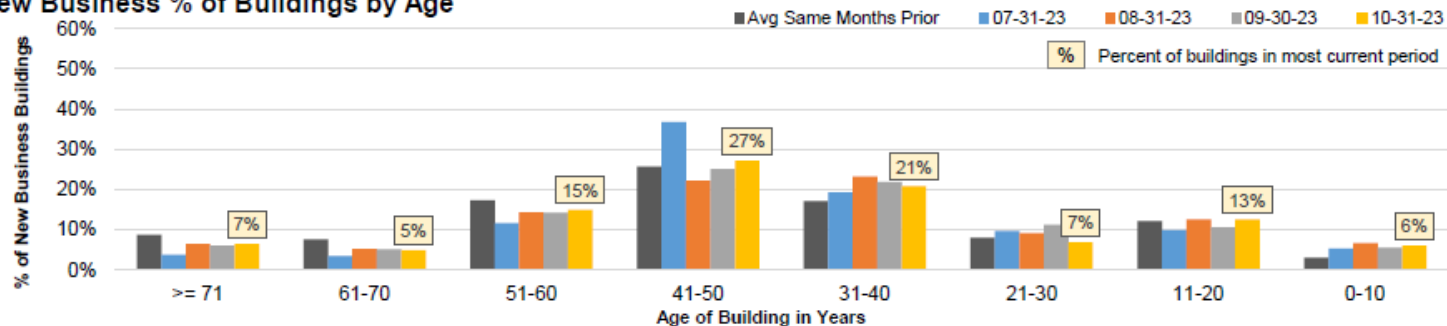
New Business % of Buildings by Coverage Range



New Business A-Rated Building Count

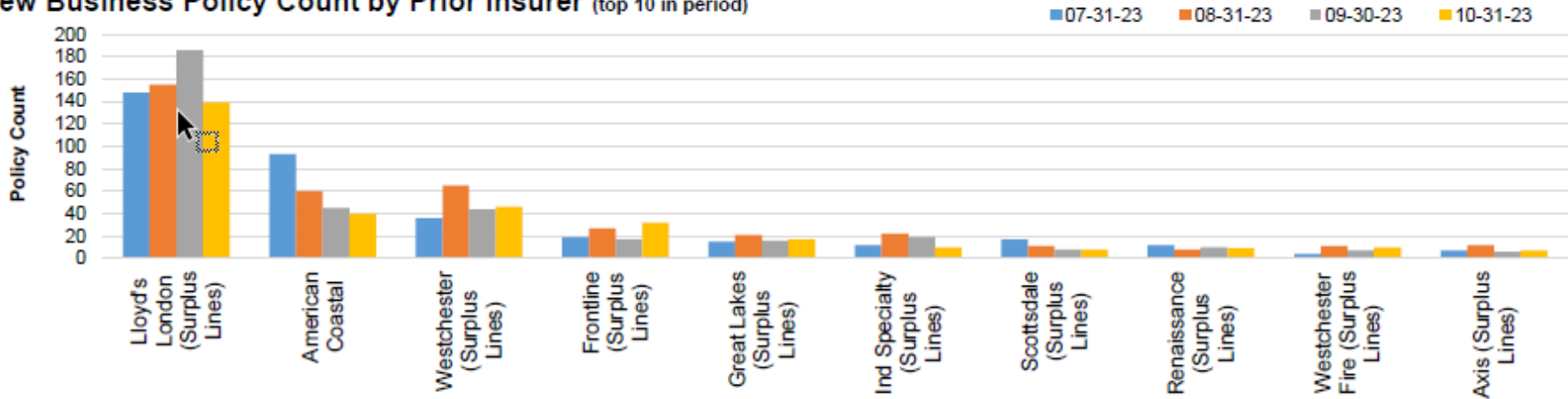
	Avg Same Months Prior Year	07-31-23	08-31-23	09-30-23	10-31-23	4 Mo Avg Current minus 4 Mo Avg Prior
CR-M	3	20	13	21	10	13
CR-W	7	47	44	30	40	34
Total	9	67	57	51	50	47

New Business % of Buildings by Age



Commercial Policy Types (Apr '23 to Jul '23 Average Prior vs. Current)

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



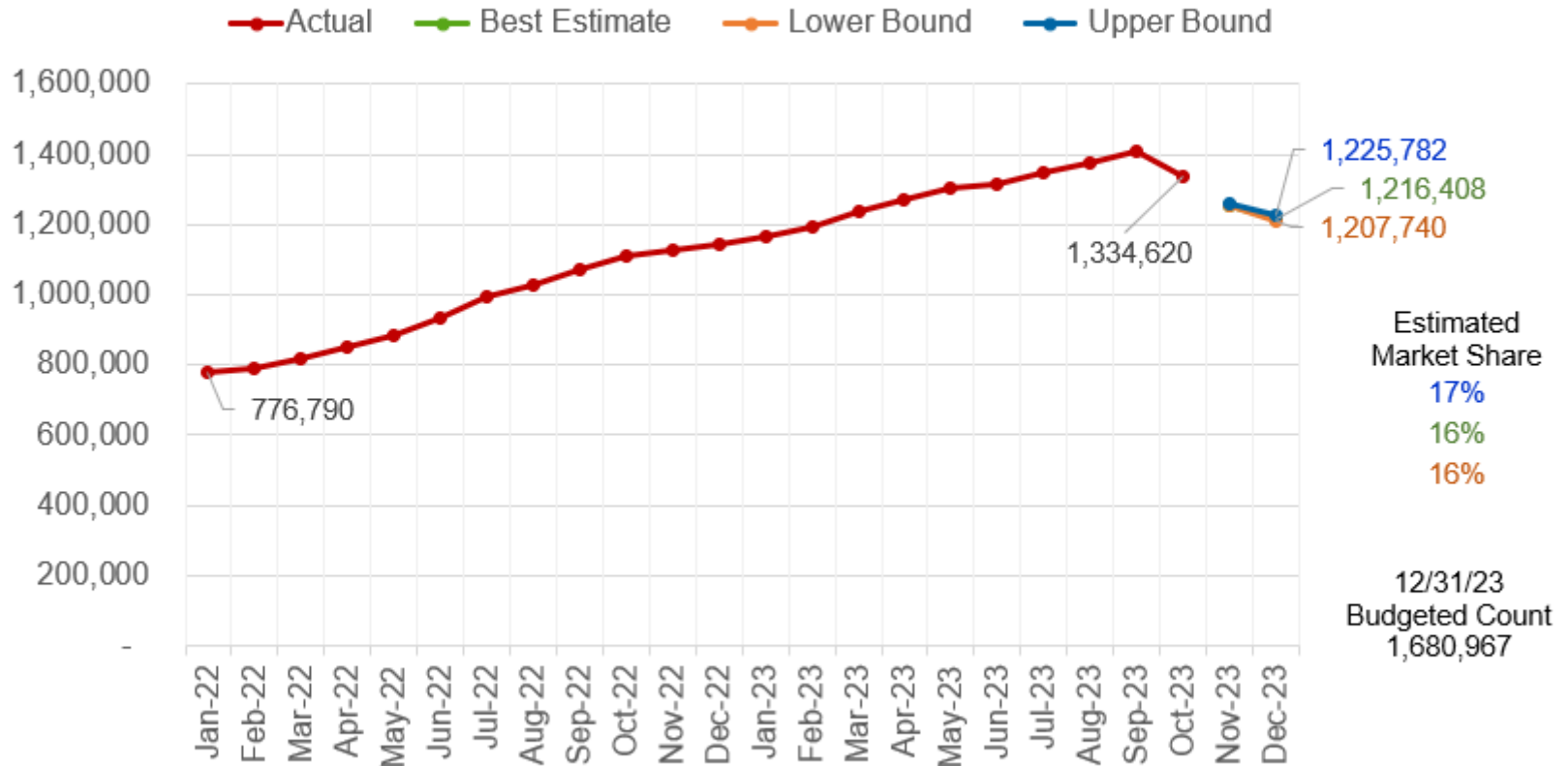
Notes:

1. New Business Written is the count of new bound submissions at the month end snapshot
2. Building counts do not include special items such as pools, light poles, etc.
3. For Policy Type, Auxiliary Buildings includes clubhouses, guard houses, etc. and All Other includes Commercial Condos, Hotel, Nursing Home, etc.
4. 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
5. Commercial Product Types:
 - CR-W = Commercial Residential Wind Only
 - CR-M = Commercial Residential Multiperil
 - CNR-M = Commercial Non-Residential Multiperil
 - CNR-W = Commercial Non-Residential Wind Only
6. Prior Insurer list includes the top 10 by policy count; Citizens and "No Carrier Found"/"null" values are excluded from the graph.

2023 PIF and TIV Projections

Monthly In Force & Projected Policy Count

Data as of 10/31/23



Note: Market share based on policy count using OIR data (not including CNR or surplus lines) as of 06/30/23

Estimated 282K policies and \$116M TIV in depopulation factored into 2023 projection

