

Latin American Association Insurance Agents

Barry Gilway, President/CEO

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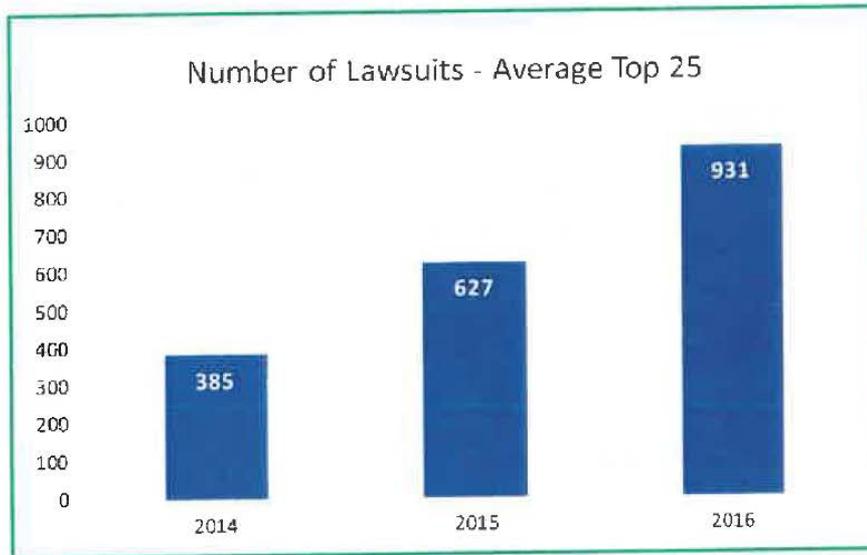


Florida AOB & Industry Trend Annual Report Caseglide 2014-2016

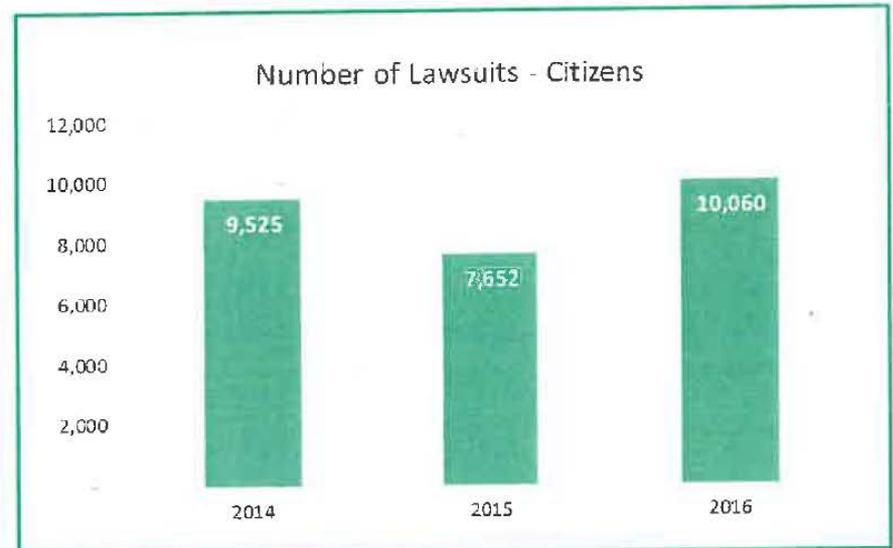


Number of Lawsuits

Average Top 25



Citizens Property



Florida AOB & Industry Trend Annual Report Caseglide 2014-2016



Number of AOB Lawsuits

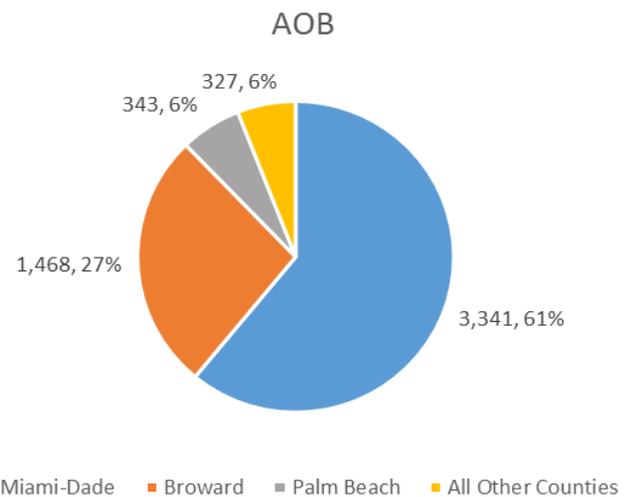
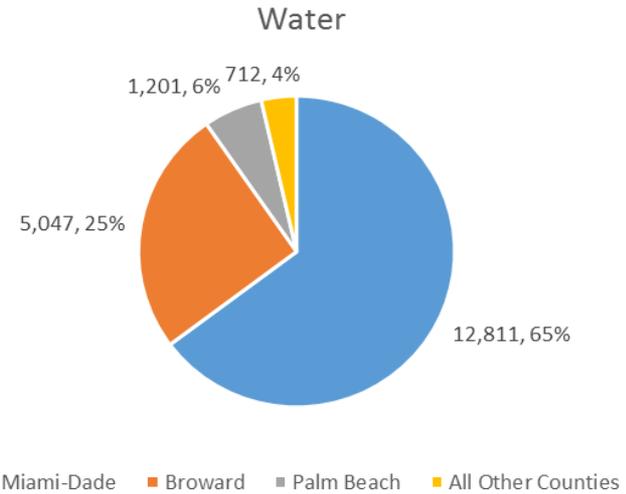
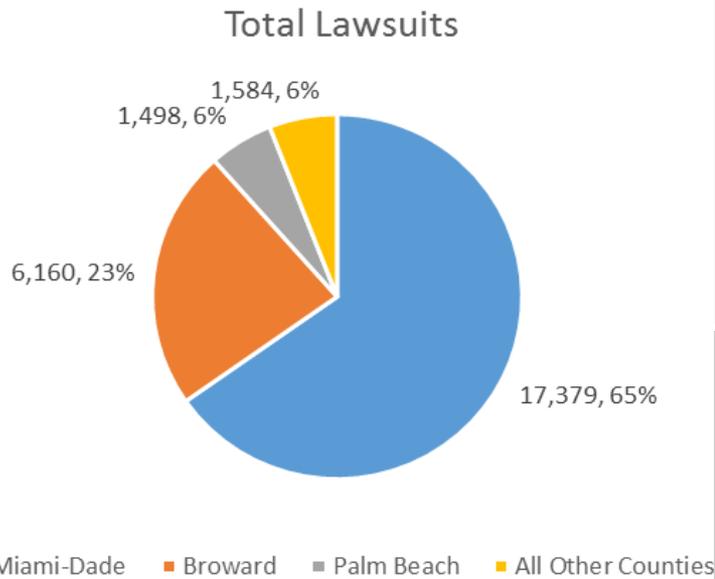
Average Top 25



Citizens Property



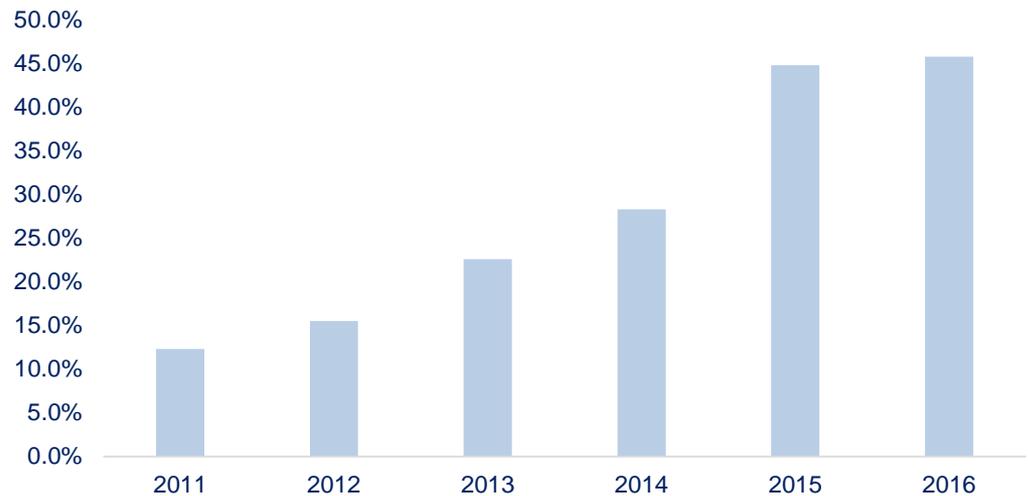
2014 to 2016 Total 1st Party Property Lawsuits



Approximate Claim Cost:

Non-litigated	\$ 6,000 - \$ 9,000	50.0%
Litigated	\$25,000 - \$30,000	45.0%

Projected % of Claims in Litigation



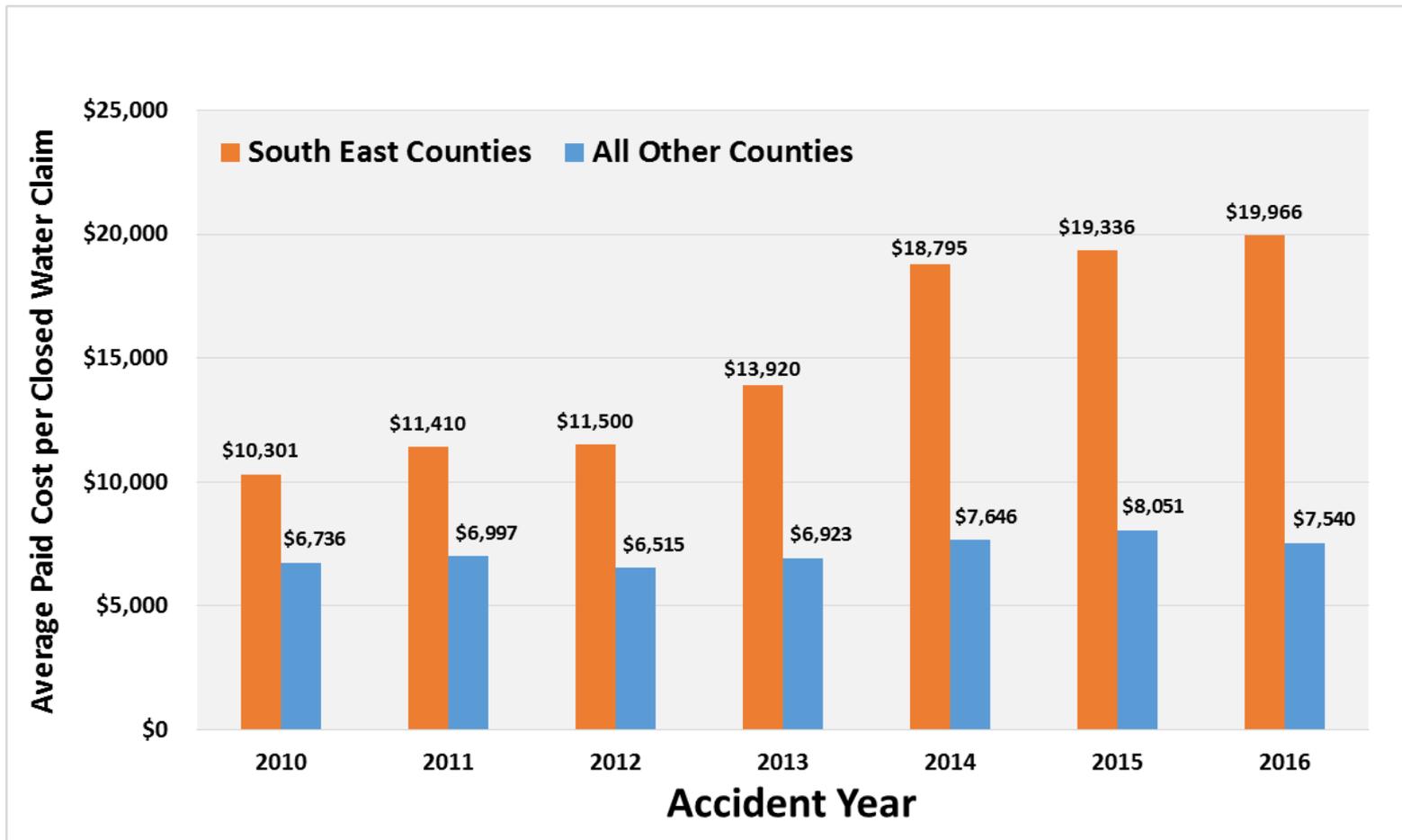
Representation at First Notice of Loss:

AY 2014	42.9%
AY 2015	61.9%

96% of lawsuits arise out of Tri-County area (consistent distribution since March 2014)

		Citizens Marketshare
Miami-Dade	66%	50%
Broward	25%	
Palm Beach	5%	
	<hr/> 96%	<hr/> 50%

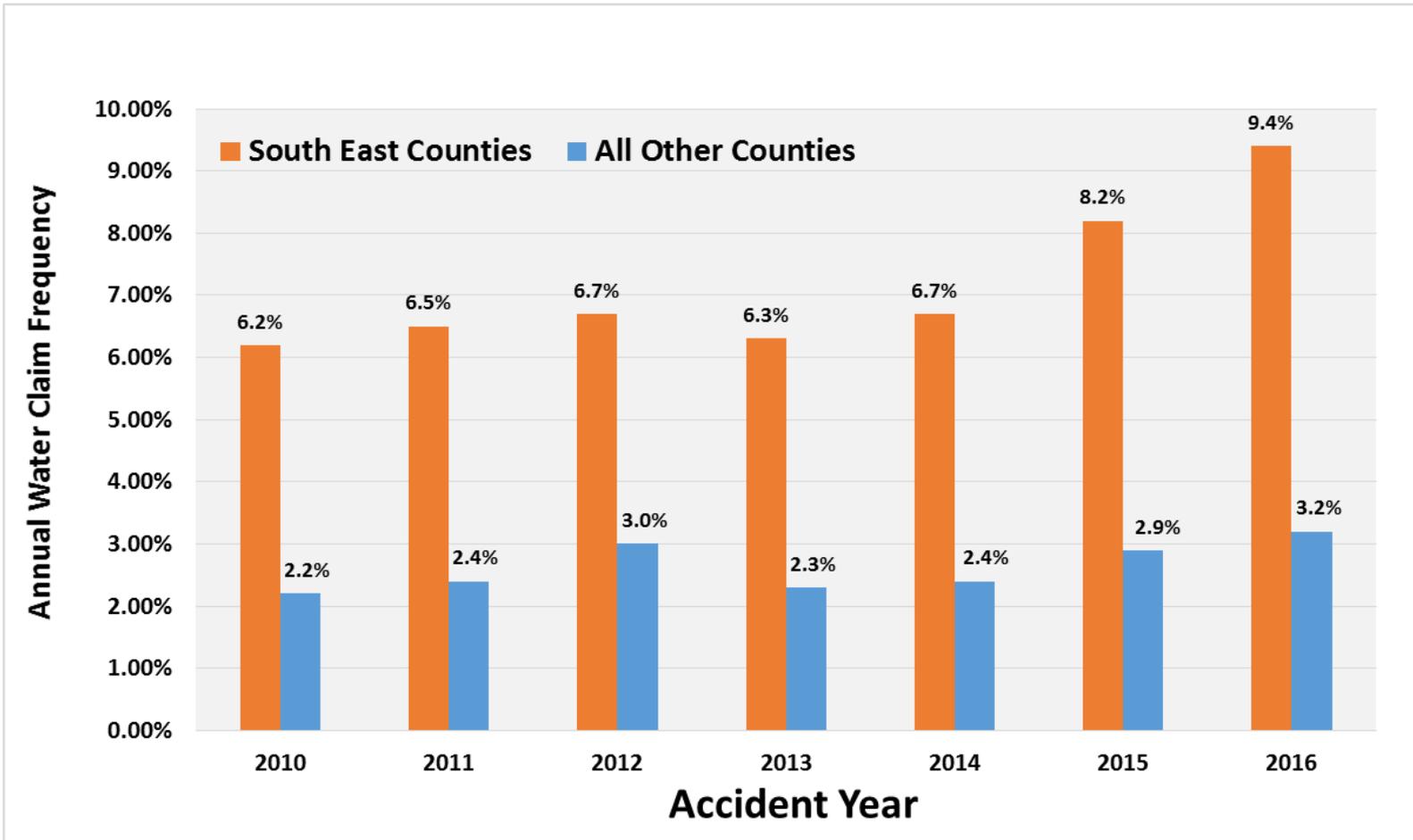
The Average Cost of Water Claims is Increasing in the South East Region



NOTES:

- 1) Figure above shows accident year trends based on water losses and water claims for Homeowners policies
- 2) **South East Counties** include Palm Beach, Broward, and Miami-Dade counties

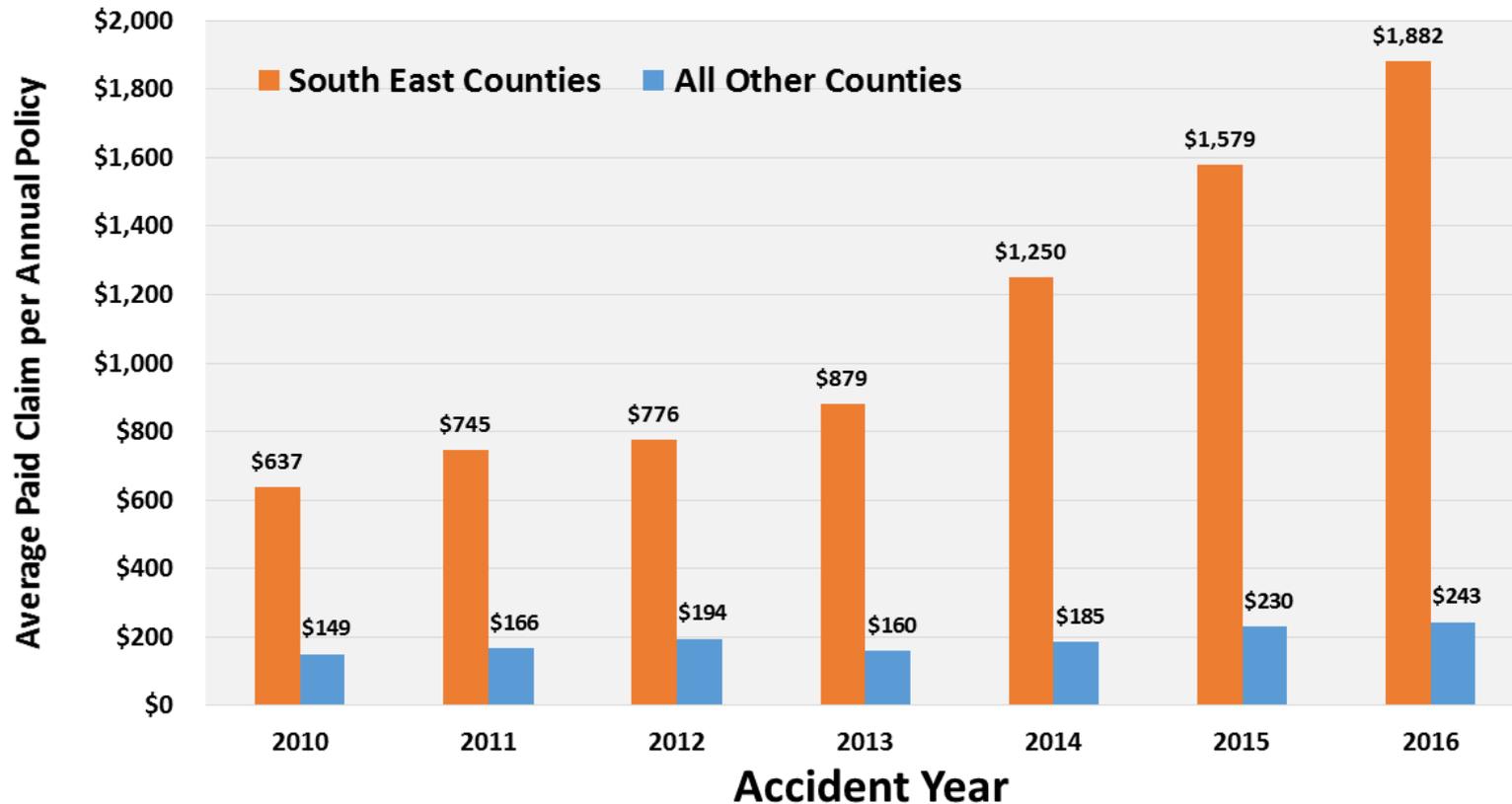
Water Claims Frequency Has Increased in Recent Years



NOTES:

- 1) Figure above shows accident year trends based on water losses and water claims for Homeowners policies
- 2) **South East Counties** include Palm Beach, Broward, and Miami-Dade counties

Water Losses: A Significant Cost Driver for the South East Region



NOTES:

- 1) Figure above shows accident year trends based on water losses and water claims for Homeowners policies
- 2) **South East Counties** include Palm Beach, Broward, and Miami-Dade counties

- Voluntary Mitigation
- Voluntary MRP Permanent Repair
- Policy Deductible Does Not Apply To Mitigation
- Not Limited To In Place Drying
- All Work In Compliance With ANSI/IICRC S500-S520, 2015 Standards
- No Illegal Biocide Use
- Independent Indoor Environmental Professionals Used As Required.



Tri County Progression of Average Premium

County Name	Coverage A Group (\$000's)	Policy Count	Average Coverage A	Average Premium 2016	Approved Average Premium 2017	Indicated Average Premium 2017	Anticipated Average Premium					Estimated number of years to reach the indicated premium (Beyond 2017)
							2018	2019	2020	2021	2022	
Broward	≤ \$100	242	90,300	1,675	1,827	3,395	2,009	2,210	2,431	2,675	2,942	7
	\$101 to \$200	10,390	156,721	2,192	2,390	4,745	2,629	2,892	3,182	3,500	3,850	7
	\$201 to \$300	6,979	242,349	2,842	3,099	6,614	3,409	3,750	4,125	4,538	4,991	8
	\$301 to \$400	1,857	339,588	3,730	4,068	8,993	4,475	4,922	5,414	5,956	6,551	8
	\$401 to \$500	555	442,305	4,551	4,964	11,448	5,461	6,007	6,608	7,268	7,995	9
	> \$500	227	567,006	6,027	6,575	14,998	7,232	7,955	8,751	9,626	10,589	9
Dade	≤ \$100	687	91,437	2,035	2,223	4,669	2,446	2,690	2,959	3,255	3,581	8
	\$101 to \$200	29,766	155,358	2,678	2,926	6,472	3,219	3,540	3,894	4,284	4,712	8
	\$201 to \$300	13,682	238,610	3,621	3,957	9,226	4,353	4,788	5,267	5,794	6,373	9
	\$301 to \$400	2,787	337,231	4,962	5,423	13,071	5,965	6,562	7,218	7,940	8,734	9
	\$401 to \$500	770	443,290	6,634	7,250	17,752	7,975	8,772	9,649	10,614	11,676	9
	> \$500	504	622,201	9,013	9,847	24,580	10,832	11,915	13,106	14,417	15,859	10
Palm Beach	≤ \$100	156	90,223	1,742	1,907	2,862	2,098	2,308	2,538	2,792	3,071	4
	\$101 to \$200	5,832	155,089	2,022	2,210	3,514	2,431	2,674	2,941	3,236	3,559	5
	\$201 to \$300	3,150	241,592	2,657	2,900	4,777	3,190	3,509	3,860	4,246	4,670	5
	\$301 to \$400	774	339,324	3,562	3,886	6,530	4,275	4,703	5,173	5,690	6,259	5
	\$401 to \$500	247	441,533	5,013	5,473	8,887	6,020	6,622	7,284	8,013	8,814	5
	> \$500	128	565,977	5,639	6,150	10,812	6,765	7,441	8,185	9,004	9,904	6

Data is based on H03 policies inforce 12/31/15