



Investor Briefing

FY23 Q2 Results

Reported July 27th, 2023



Forward-looking statements and Regulation G Disclosure Statement

Forward-looking statements

This presentation may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. The words “believe,” “expect,” “anticipate,” “will,” “plan,” and similar expressions identify forward-looking statements, which speak only as of the date the statement was made. Such statements may include commentary on plans, products and lines of business, marketing arrangements, reinsurance programs and other business developments and assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified, including those risks and uncertainties described under the heading “Risk Factors” and “Liquidity and Capital Resources” in our 2022 Annual Report on Form 10-K, and supplemented in our subsequent Quarterly Reports on Form 10-Q. Future results could differ materially from those described, and the Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. For further information regarding risk factors that could affect the Company’s operations and future results, refer to the Company’s reports filed with the Securities and Exchange Commission, including the Company’s Annual Report on Form 10-K and the most recent quarterly reports on Form 10-Q.

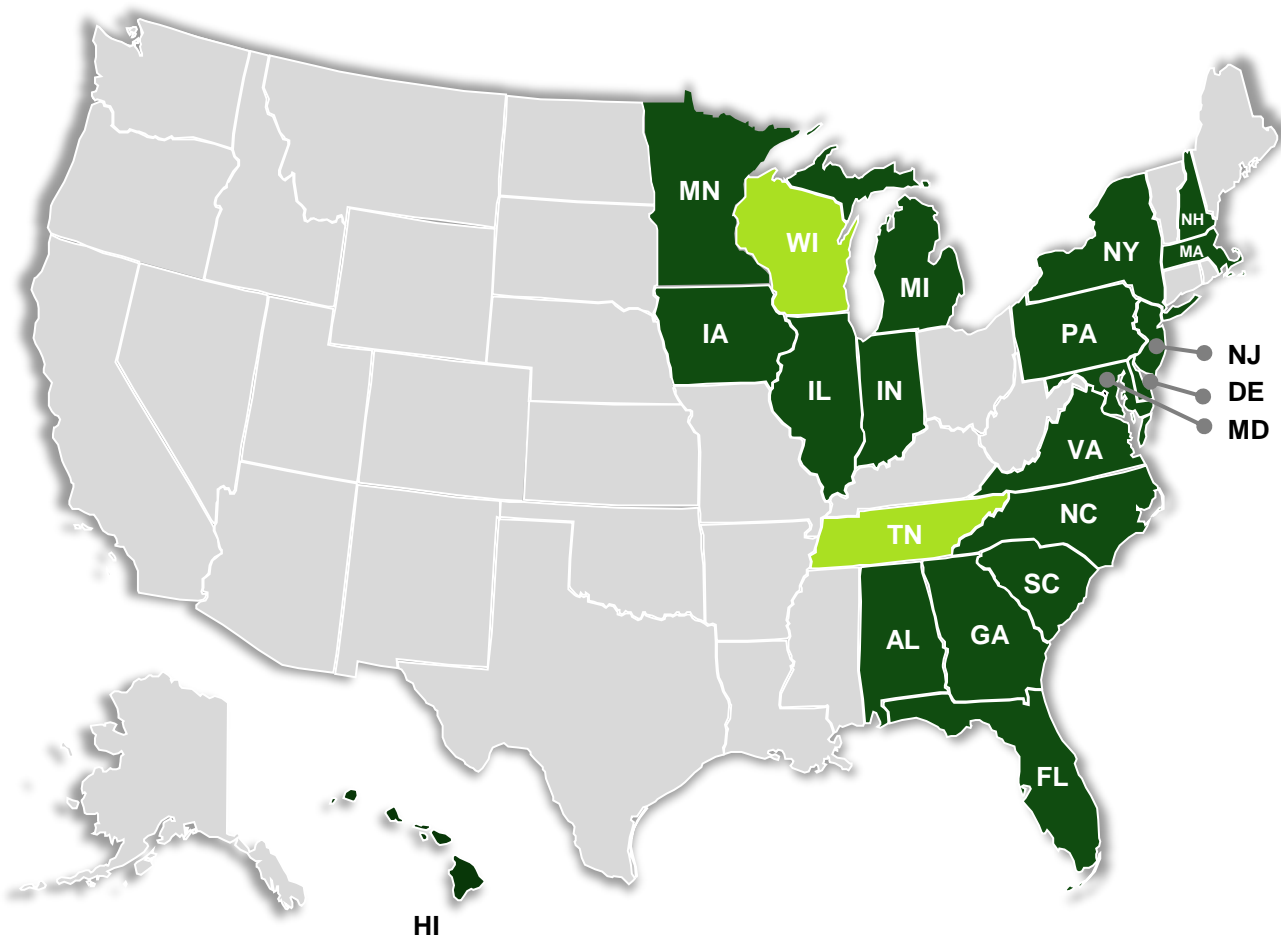
Regulation G Disclosure Statement and Key Performance Indicators

This presentation includes financial results with respect to adjusted return on common equity, and adjusted earnings per share, which are non-GAAP financial measures as defined by the SEC’s Regulation G. Non-GAAP financial measures should be viewed as supplementing, and not as an alternative or substitute for the Company’s financial results prepared in accordance with GAAP. Reconciliations of such non-GAAP financial measures in this presentation to the most comparable GAAP financial measures can be found in the Company’s earnings release for the second quarter of 2023, filed with the SEC as an exhibit to a Current Report on Form 8-K on July 27, 2023, and also available on the Company’s website at <https://universalinsuranceholdings.com> under “Investors” with the subheading of “Earnings Releases.” For more information regarding our key performance indicators, please refer to the section titled “Management’s Discussion and Analysis of Financial Condition and Results of Operations - Key Performance Indicators” in our Annual Report on Form 10-K for the year ended December 31, 2022.

Universal Insurance Holdings (UVE) Overview

Doing business

Licensed



Leading holding company of personal residential homeowners insurance and services

~\$1.85B

FY22 Direct Premiums Written*

~7%

5-year average return on common equity*

19

States actively doing business

<810K

Customer policies managed

>1,250

Full time equivalent employees

>10,000

Independent agents in the distribution channel*

A

UPCIC & APPCIC

Demotech financial stability rating

A-

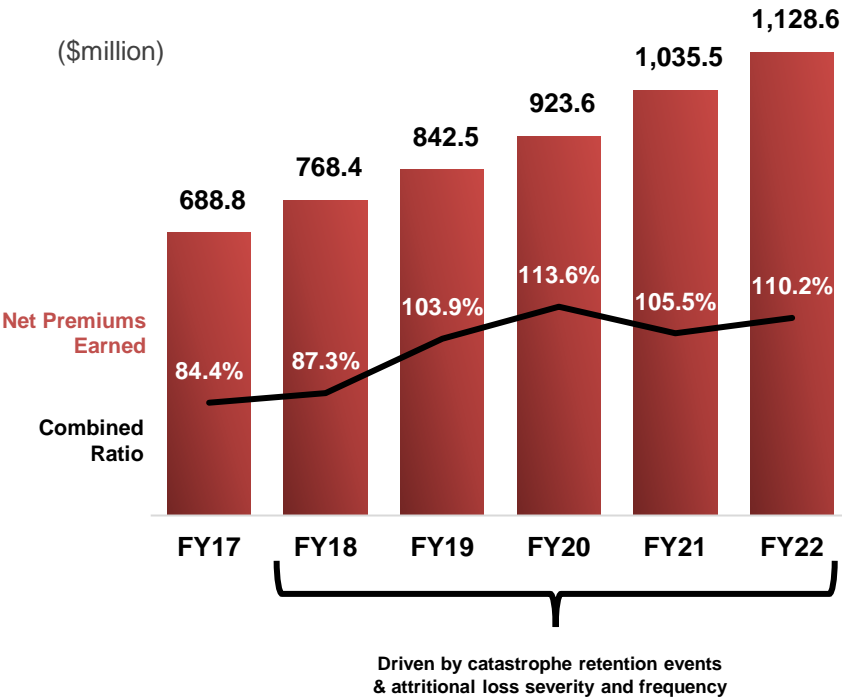
UPCIC & APPCIC

Kroll insurer financial strength rating

*As of December 31, 2022

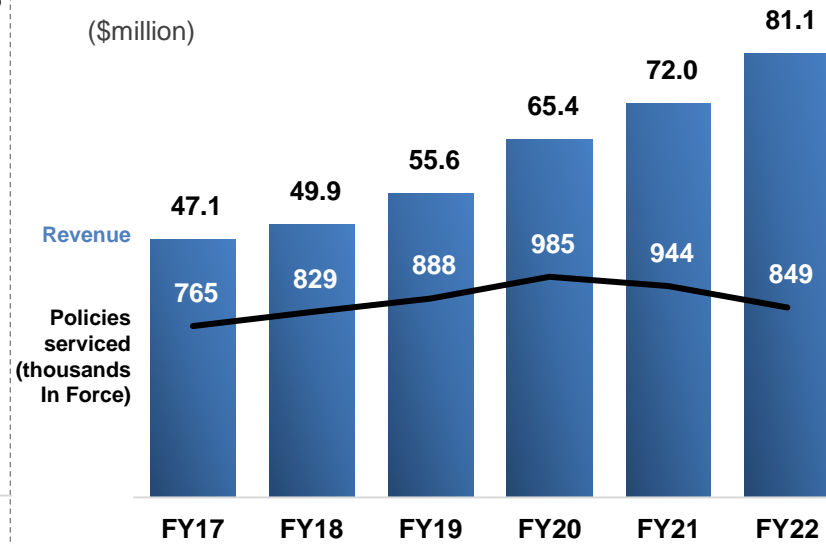
Financial Overview

Underwriting



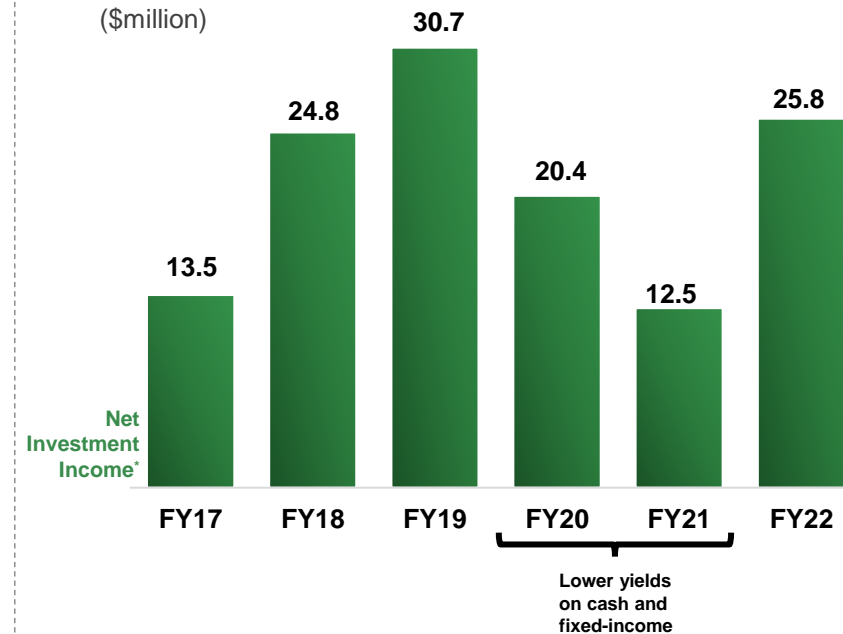
- **Protection Solutions:** Insurance for personal residential homeowners, renters/tenants, condo unit owners, dwelling/fire, allied lines, other structures, personal property, liability and articles coverages, in addition to commercial residential multi-peril.
- **Claims Management:** Claims processing and adjustment from claim inception to conclusion.

Non risk-bearing insurance



- **Risk Management:** Advises on actuarial analysis, distribution, claims payment and policy administration, underwriting and reinsurance negotiations.
- **Distribution:** Markets and sells insurance products through independent agents and direct-to-consumer online distribution platforms.

Investments



- **Fixed Income:** Focused on preservation of capital and liquidity for claims payments.
- **Equity Securities and Real Estate:** Seeks capital appreciation and diversification.

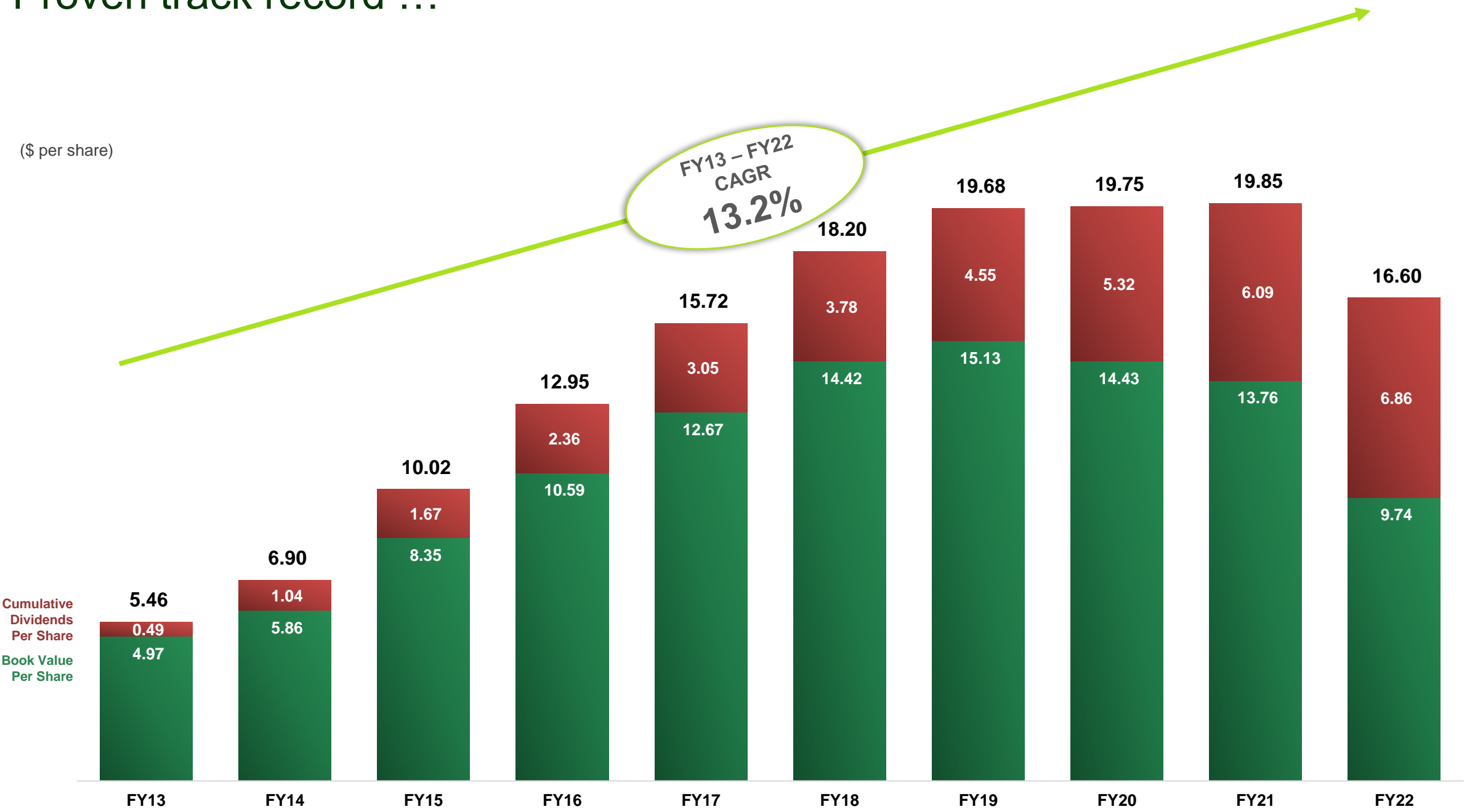
Organized around protection and insurance systems capabilities ...



... with an end-market focus across the insurance value chain

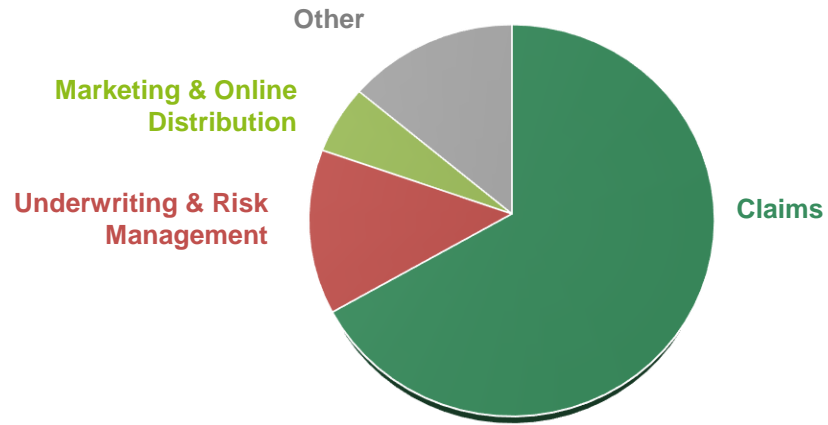


Proven track record ...

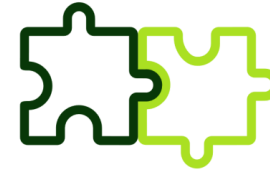
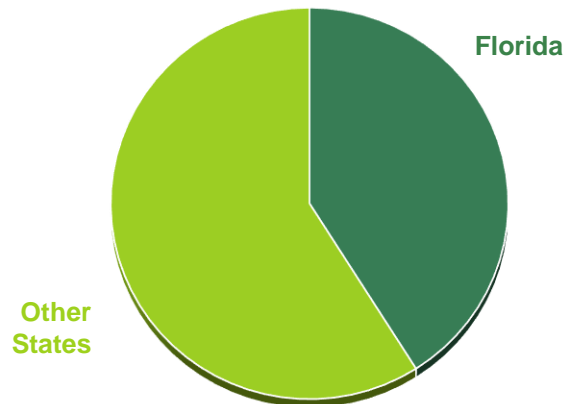


... backed by the strength of our employees and agents

Talent (as of 6/30/2023)

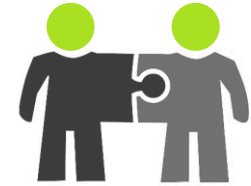


Independent agent distribution channel



Risk Management

- In-house reinsurance and actuary experience
- In-house claims and underwriting teams



Service

- Strong partner relationships
- Quality customer advocates



Training

- In-house and third party best practices training
- Technology-enabled point of sale tools



Compensation

- Attractive commission and performance based incentives
- Strong talent retention management

Large and growing Homeowners Multi-peril (MP) insurance opportunity

P&C Industry Homeowners MP Direct Premiums Written

(U.S. & territories Homeowners Multi-Peril)

(\$billion)

CY17-CY22
CAGR

7.2%

133.8

Total

94.3

98.9

104.3

110.5

119.8

9.1%

67.0

60.0

55.6

51.6

45.6

43.4

Geographic
expansion

Geographically
Addressable
(doing business)

CY17

CY18

CY19

CY20

CY21

CY22

States doing
business

16

17

18

19

19

19

FL as % of
addressable

21.2%

21.1%

19.5%

20.0%

20.7%

21.6%

Source: S&P Global Market Intelligence

Opportunistic expansion

Price

- Focus on rate adequate markets and positioning for market dislocation events

Customer Experience

- Leveraging domain expertise in CAT-exposed conditions to provide seamless experience across the insurance value chain

Diversification

- Provide earnings stability and reinsurance pricing benefits from risk profile improvements
- Writing business in 11 out of the largest 15 states in America*

*Measured by Homeowners MP Direct Premiums Written 2022. Not currently writing in TX, CA, OH, CO from the top15

Multi-year strategic priorities – Strengthening the foundation

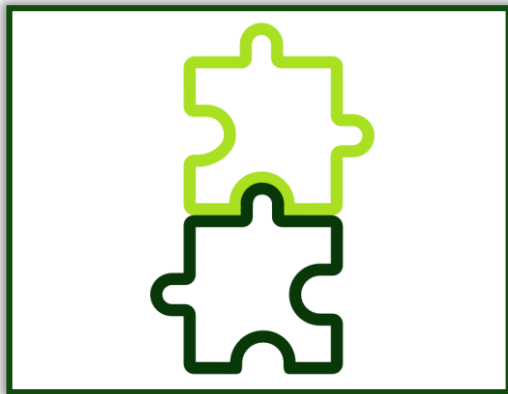
Core franchises



Protection Solutions



Distribution



Risk Management



Claims Management

1

Focus on disciplined growth and maximize earnings stability

2

Maintain a resilient balance sheet

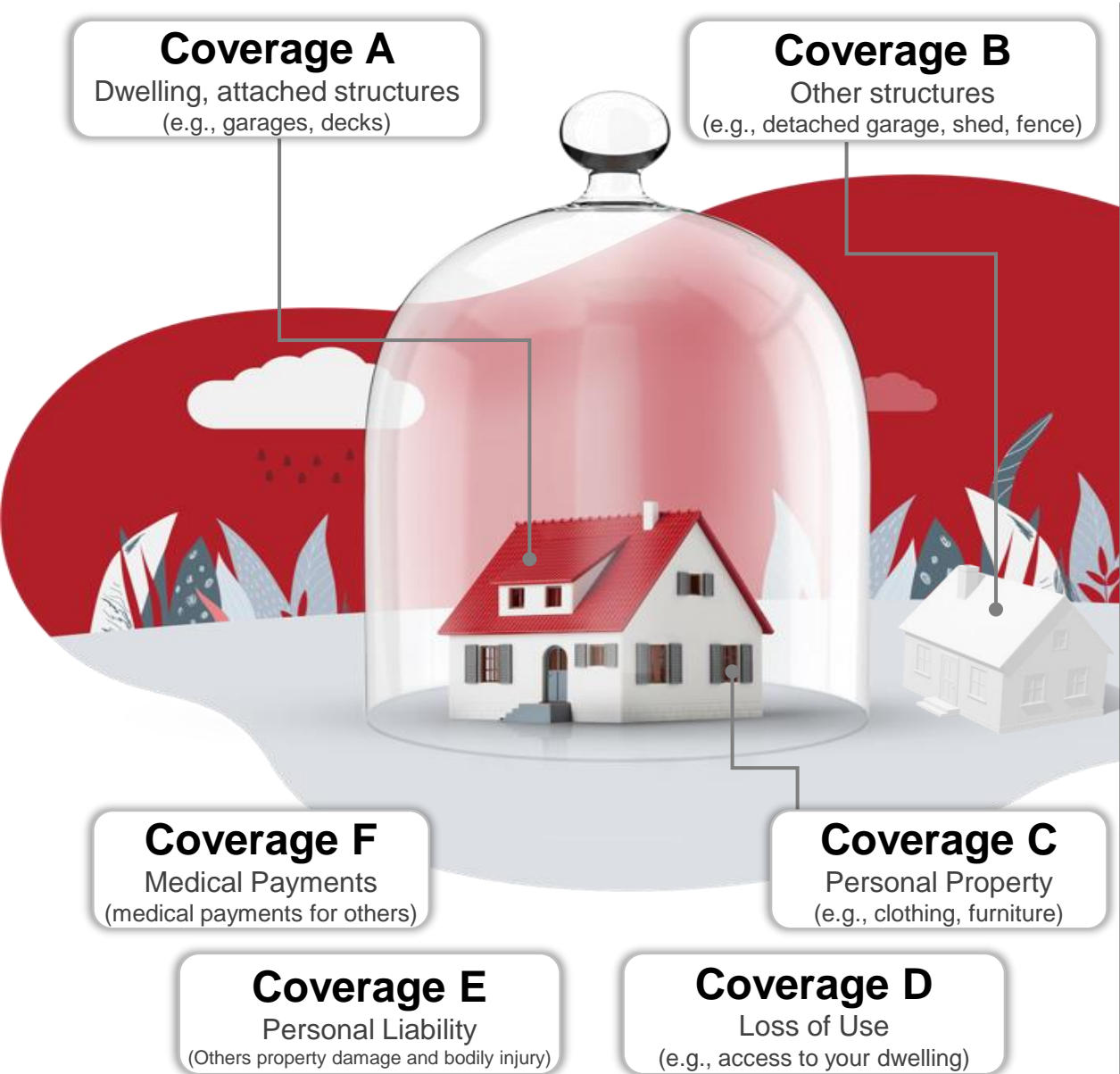
3

Make customer service and continuous improvement a way-of-life

Underwriting

Overview of insurance offerings

Homeowners coverage



Homeowners



Condo



Renters



Landlords









Homeowners

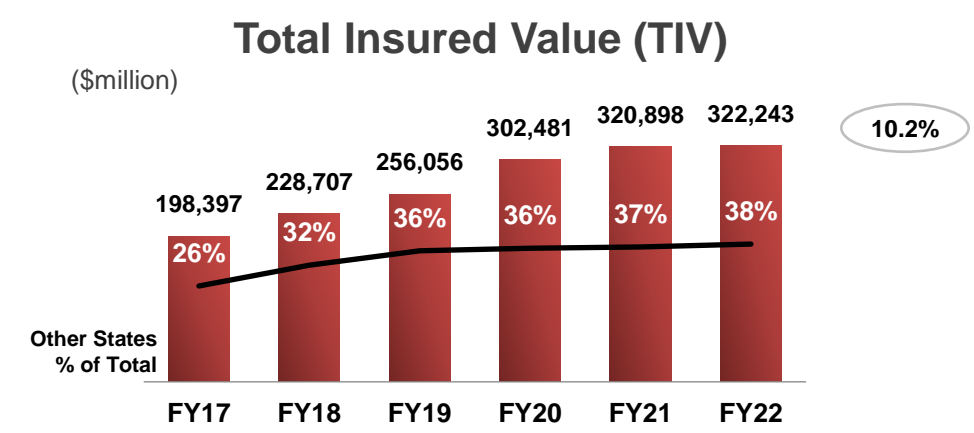
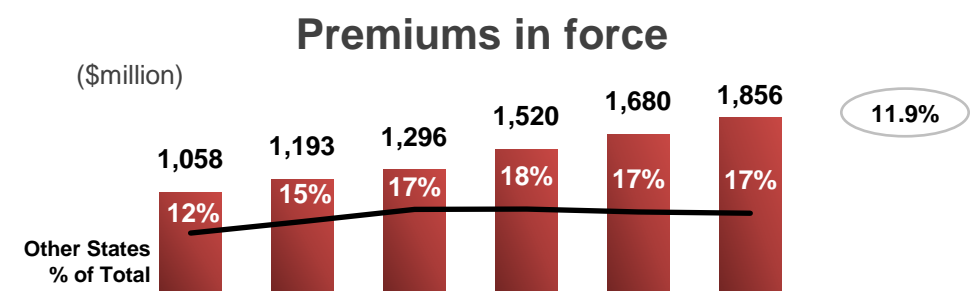
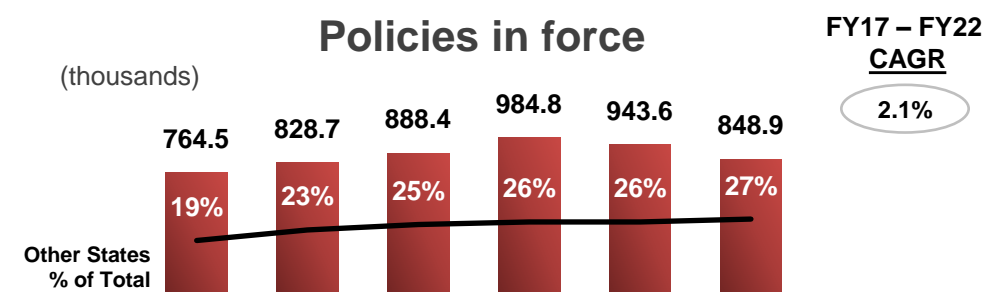


Commercial Residential

Products offered

Form Type	Carrier
<ul style="list-style-type: none">HO2 – Broad Form (named perils only)HO3 – Special Form (Most common)HO5 – Comprehensive FormHO8 – Modified Coverage Form	
<ul style="list-style-type: none">HO6 – Condo Form (individual condo unit owner)	
<ul style="list-style-type: none">HO4 – Renters Form (tenant occupant)	
<ul style="list-style-type: none">DP1 – Named peril only - rental or investment propertyDP2 – Named perils only – more comprehensiveDP3 – Open Peril policies	
<ul style="list-style-type: none">HO3 – Special Form (Property values in excess of \$1M)	
<ul style="list-style-type: none">CP10 – Business & Personal Property Form (e.g., HOA's, Apartments)CP17 – Condo Property Form	

Underwriting



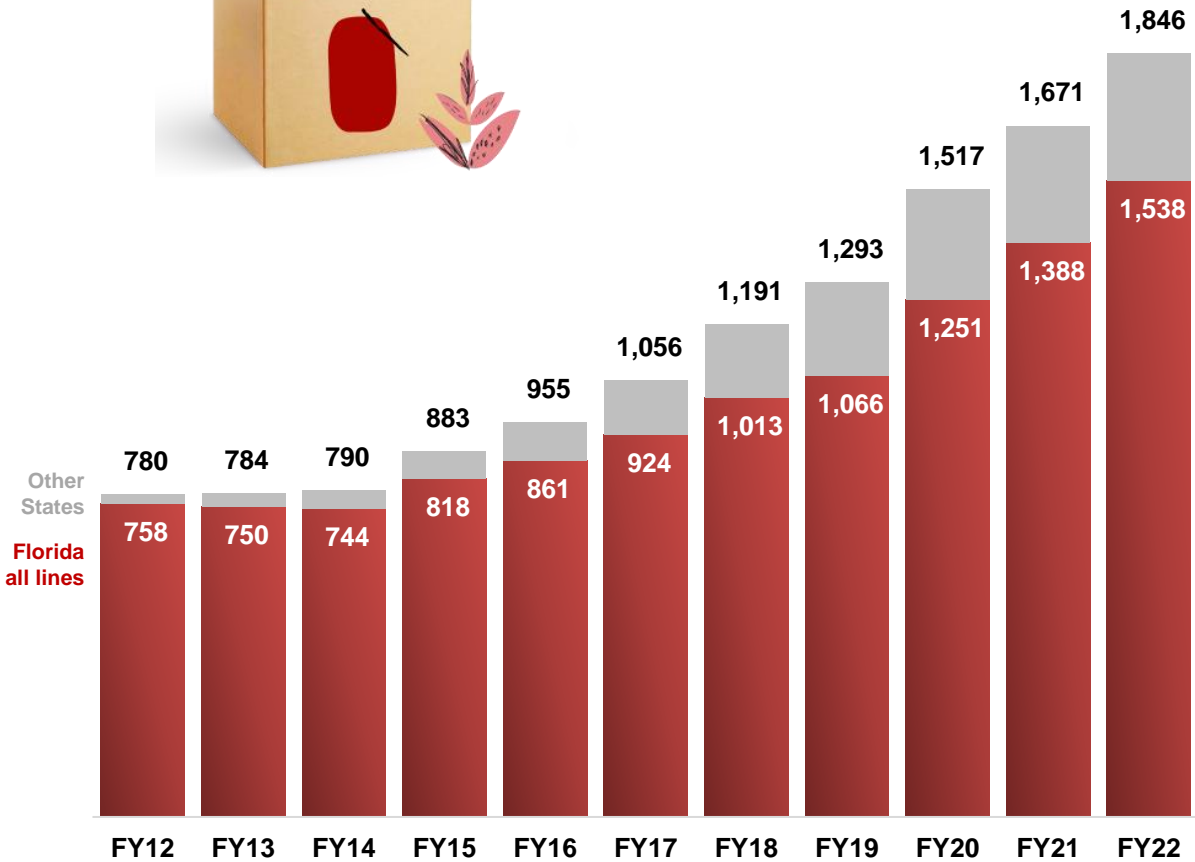
Industry trends

- ↑ Primary rate increases improving rate adequacy
- ↑ Competitor constraints creating opportunities
- ↑ Florida legislature eliminated one-way attorney fees and assignment-of-benefits, shortened the claims filing deadline to one year and took steps to reduce the competitiveness of Citizens' (FL's state-run insurer of last resort)
- ↓ Catastrophe reinsurance pricing hardening
- ↓ Inflationary pressures on replacement costs
- ↓ Heightened frequency of weather events

UVE organically grew into a top provider in FL

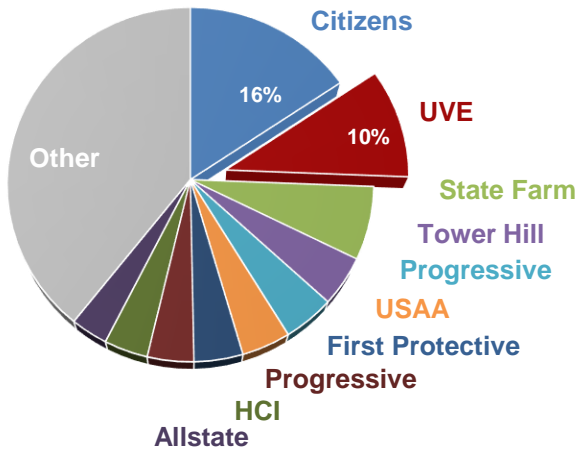
FL Direct premiums written growth

(\$million)

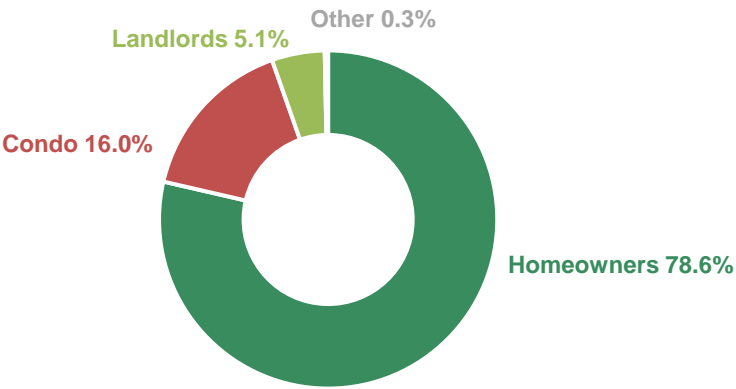


Top homeowners insurance provider in FL

2022 Homeowners MP FL segment*



2022 UVE FL Homeowners MP by product



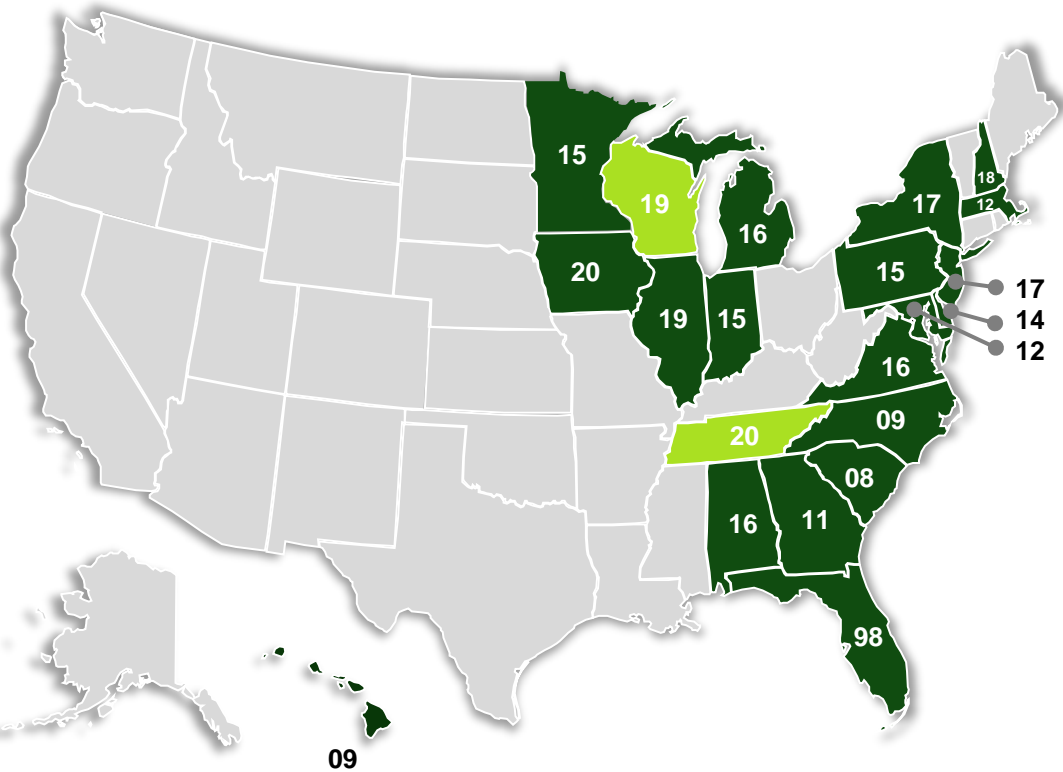
*Excludes Fire and Allied lines as defined by S&P Global Market Intelligence.

Leverage domain expertise in FL for geographic diversification and opportunistically grow commission base

Geographic Expansion

Doing business | Licensed

(# = Year commenced)



Complementary lines expansion (partners)

Homeowners

Auto

Flood

E&S homeowners

Commercial

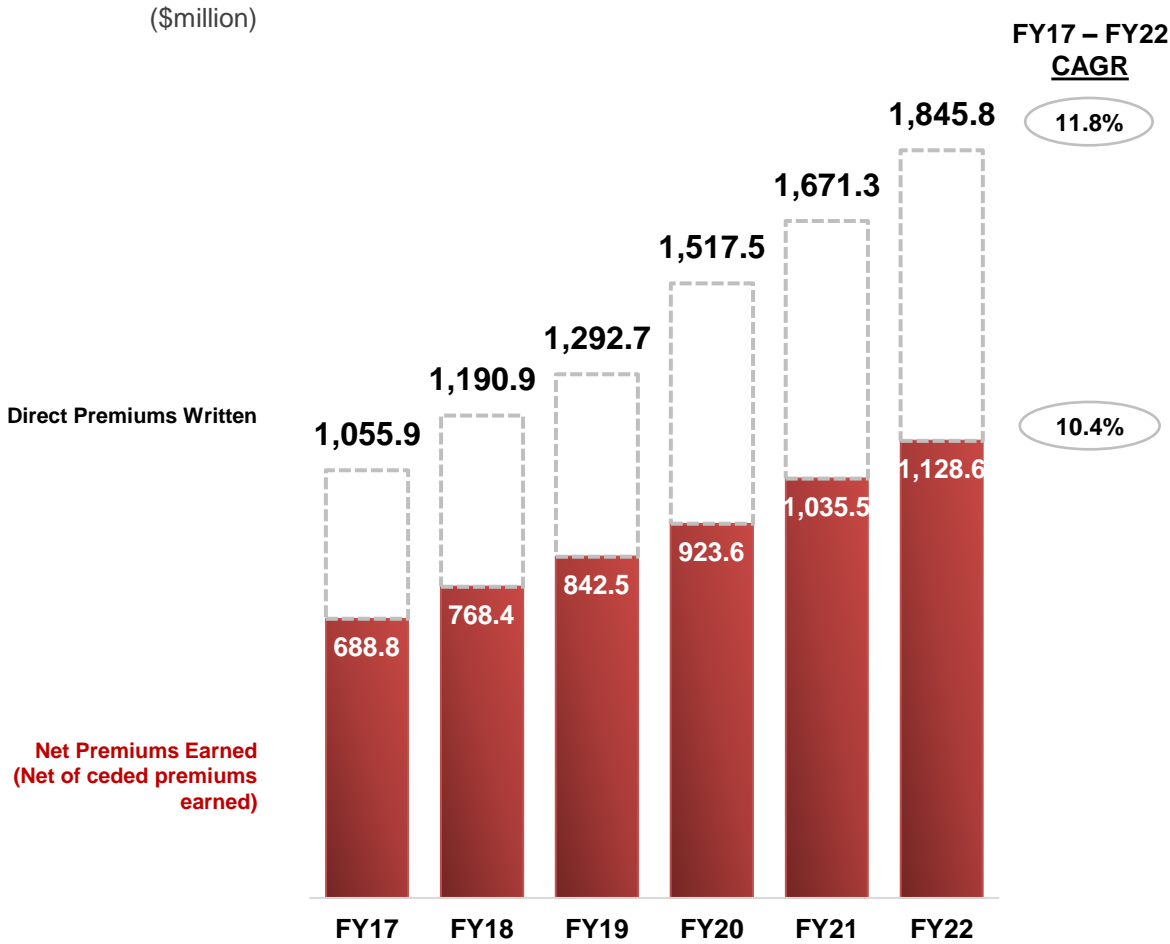
Commercial Auto

In-house commercial-res risk bearing program

Personal Umbrella

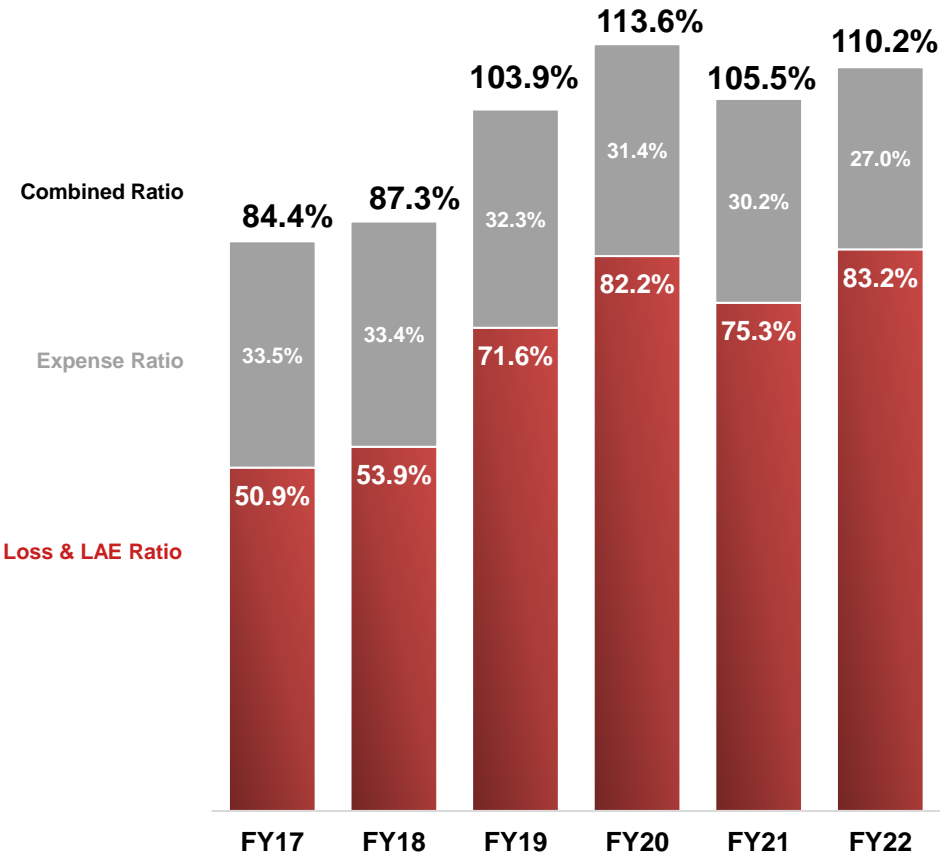
Performance

Revenue (Direct and net premiums)



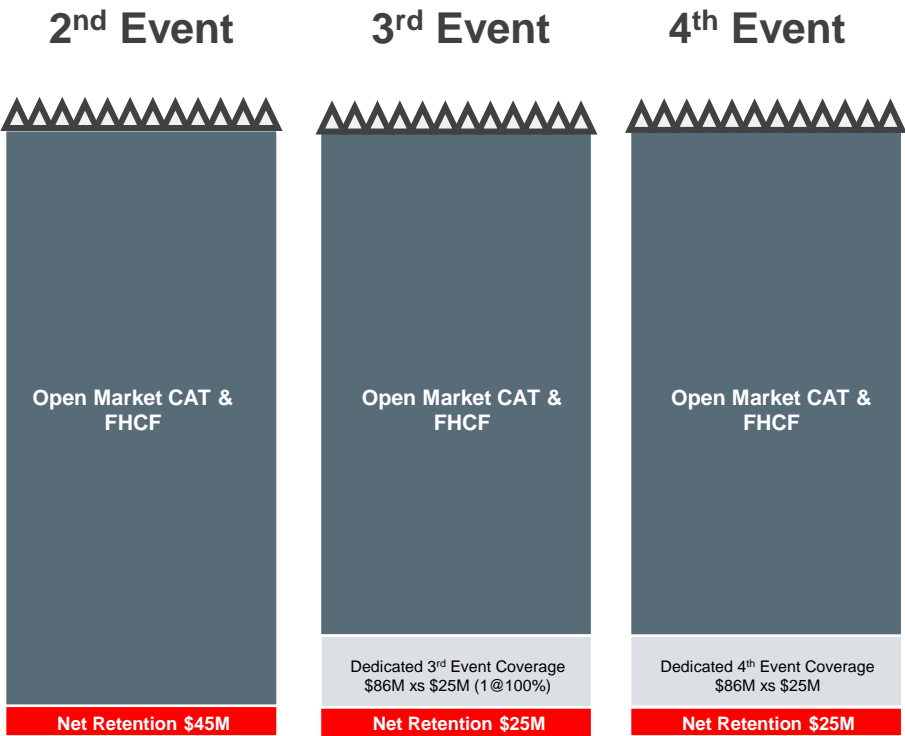
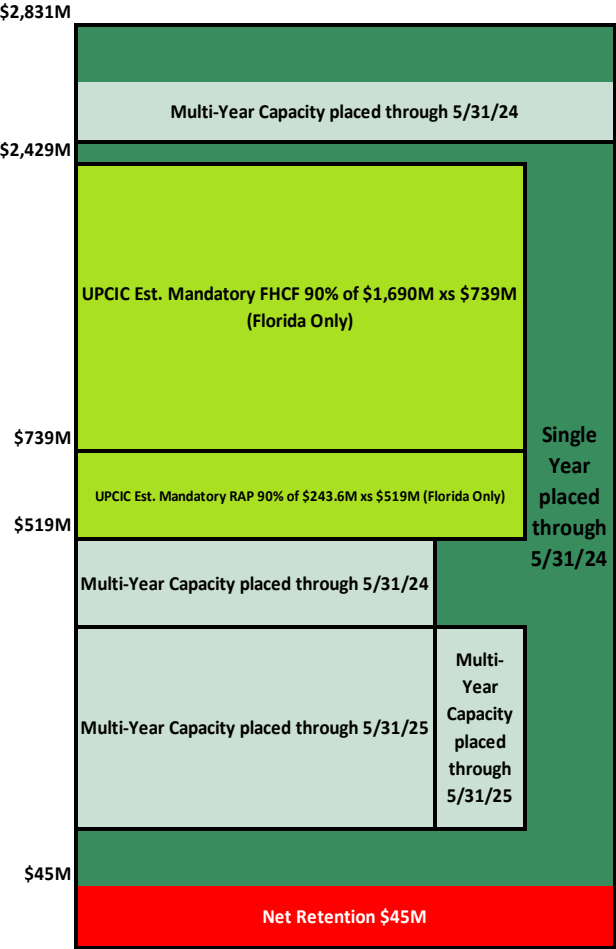
Direct Premiums Earned	999.2	1,121.6	1,233.1	1,395.6	1,596.6	1,759.7
Ceded Premium Ratio	31.1%	31.5%	31.7%	33.8%	35.1%	35.9%

Consolidated GAAP Combined Ratio (Related expense / Net premiums earned)

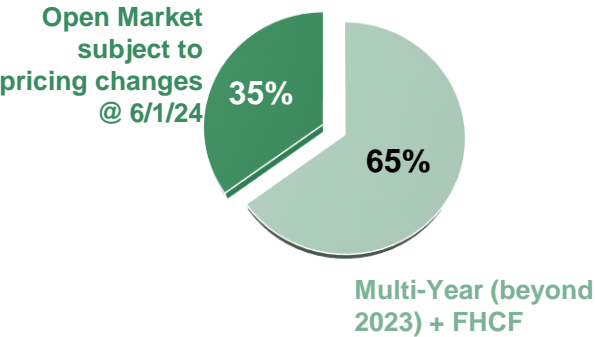


Resilient balance sheet supported by robust reinsurance program (All States)

1st Event coverage up to \$2.831B



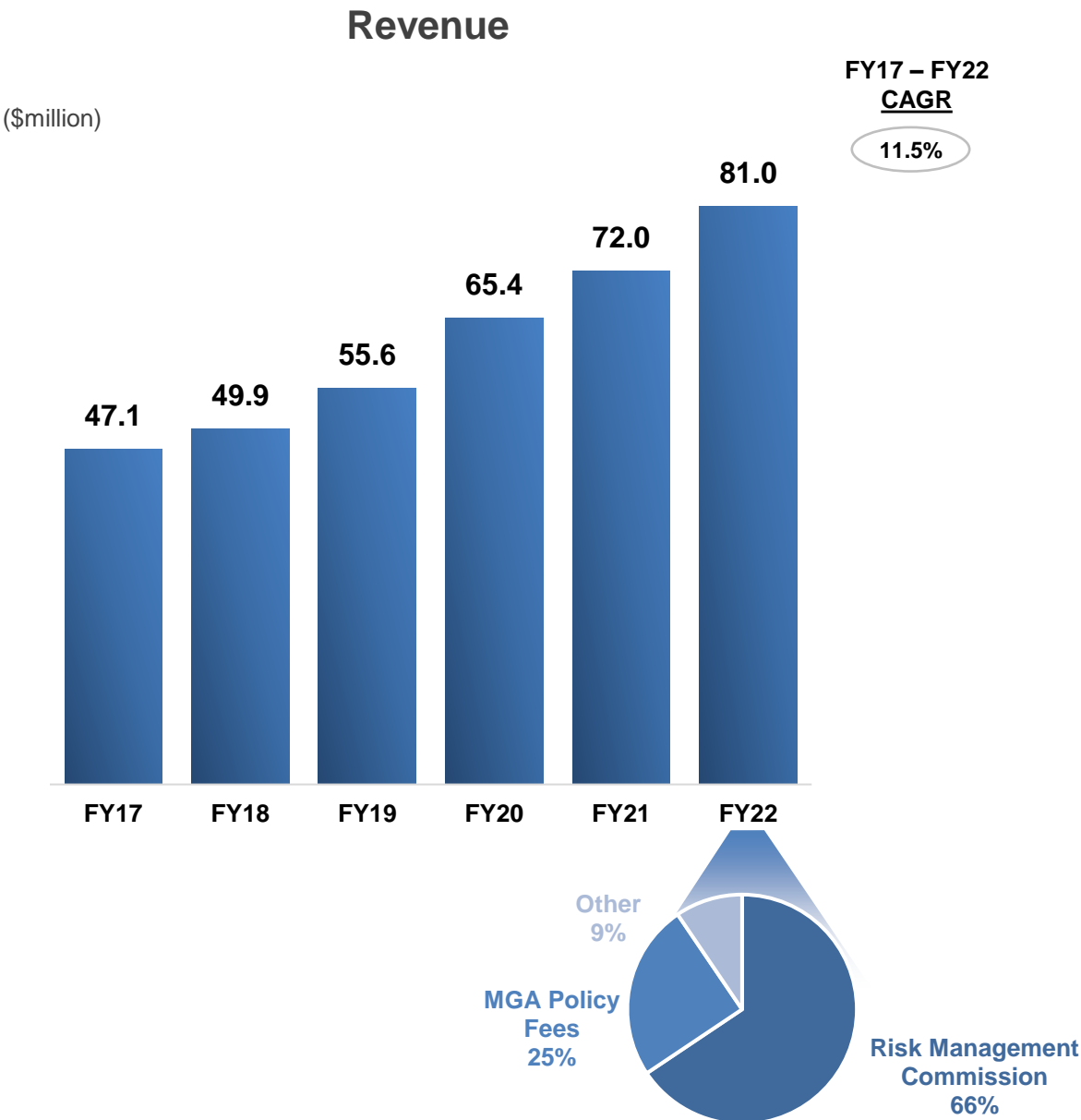
First event CAT contracts



- Expiring contracts
- Florida Hurricane CAT Fund (FHCF) Reinsurance to Assist Policyholders (RAP)
- Multi-Year Contracts
- Net UVE Retention
- xs = in excess

Non risk-bearing insurance

Non risk-bearing insurance revenues

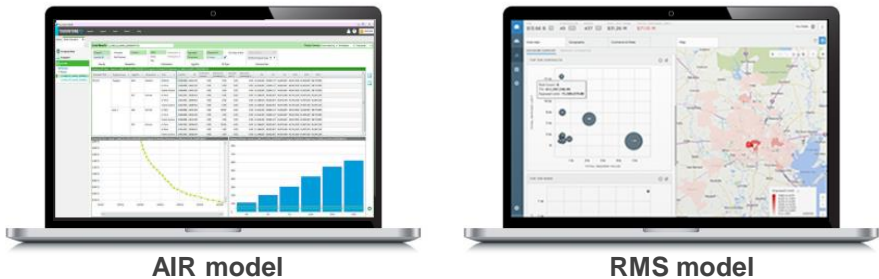


Industry trends

- ↑ Revenues enhanced by hardening of primary rate increases
- ↑ Technology-enabled innovation improving the customer experience and operational efficiencies
- NEUTRAL Broker consolidation and customer expectations increasing
- NEUTRAL Large scale, technology-enabled disruptors pose opportunities and threats to distribution

Risk Management

Catastrophe modeling



In-house reinsurance brokers, underwriters and licensed actuaries with insurance and reinsurance experience

Daily operations catastrophe modeling utilizing licensed AIR and RMS models

Exposure management through proprietary Internal Profitability Measure (IPM) models and rate level scenario analysis

Reinsurance partners

Largest participants:

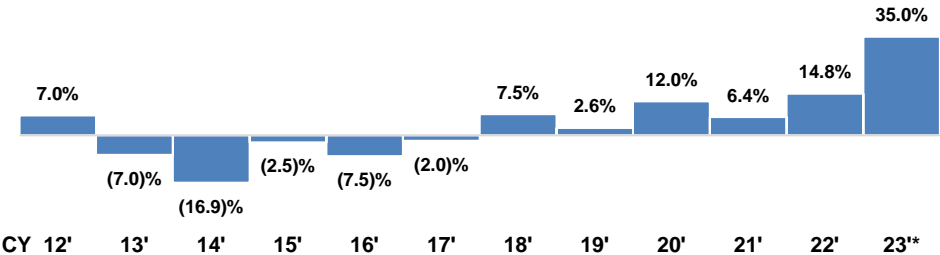


Strong relationships with traditional reinsurance partners

99% of capacity A or better A.M. Best rating for all reinsurance partners

Issued first catastrophe bond, Cosaint Re Pte Ltd. in March 2021

Industry reinsurance pricing*



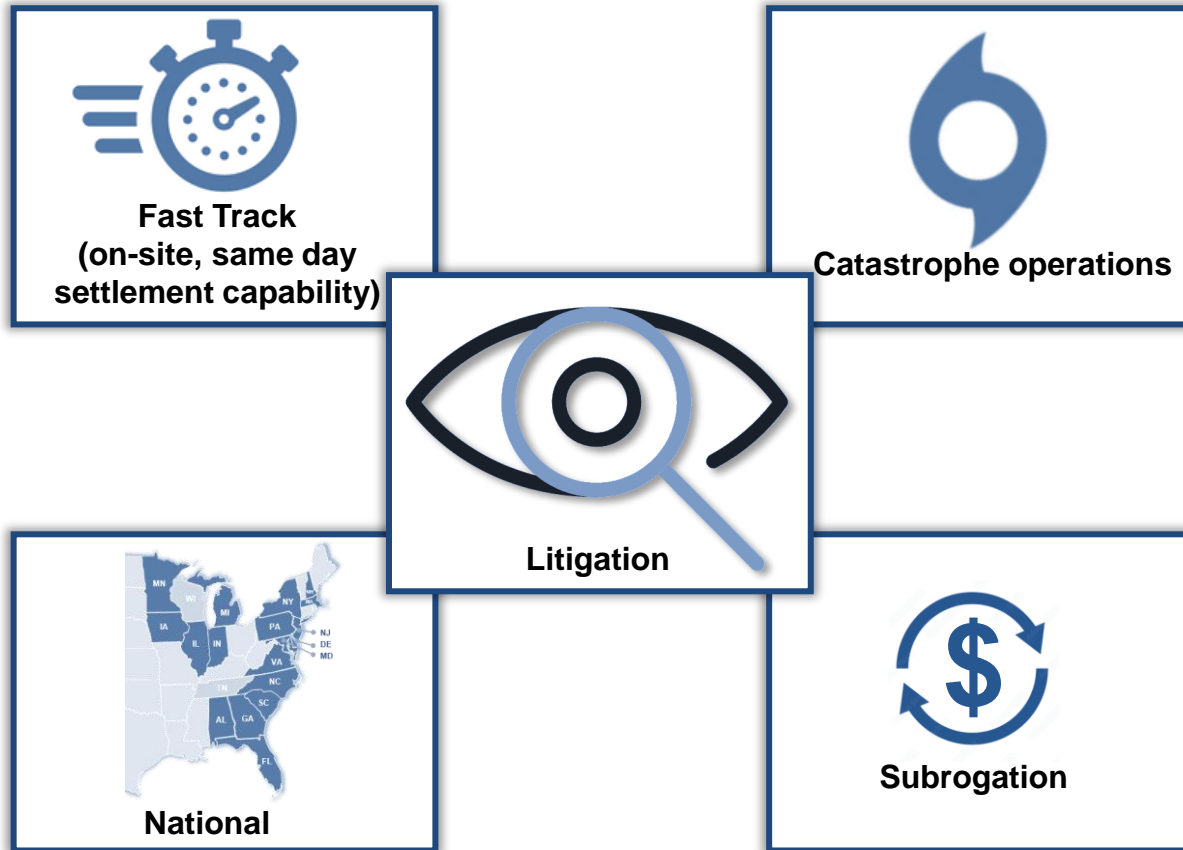
Utilize single and multi-year capacity and actively monitor pricing trends

Reinsurance brokerage through in-house intermediary Blue Atlantic Reinsurance Company (BARC) in partnership with in-house MGA Evolution Risk Advisors and world's largest third party reinsurance brokers

Source: Guy Carpenter Global Property Catastrophe Rate-On-Line Index
*2023 preliminary Guy Carpenter values

Claims management structure

Teams functionally organized around demand ...



... with significant experience

Billions of dollars in claims paid or incurred*

Streamlined processes to efficiently accelerate close rate

Proprietary claims administration system

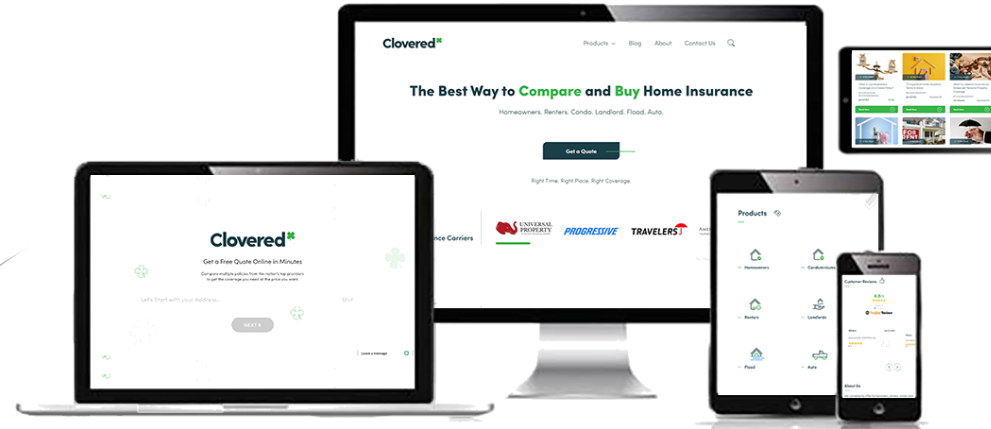
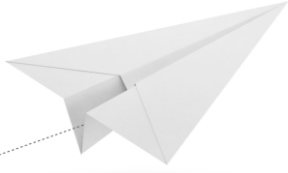
Retain small percentage of external adjusters for surge demand

**Claims paid or incurred in partnership with reinsurers*

Investing in technology: Device agnostic, digitally enabled distribution

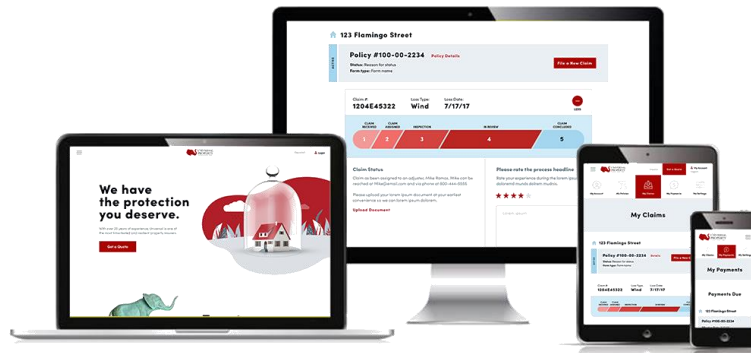
Go Paperless

Environmentally and
Socially Conscious

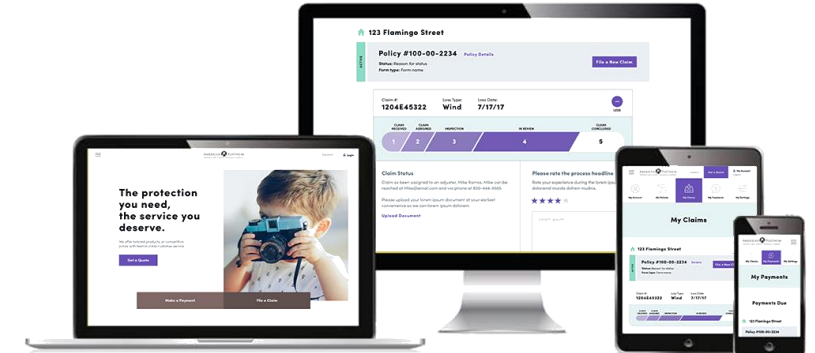


Clovered

- Insurance Content Authority
- Prepare, Protect, Recover, Learn
- Get a Quote



- Download policy documents
- Track certain types of claims
- Get a Quote



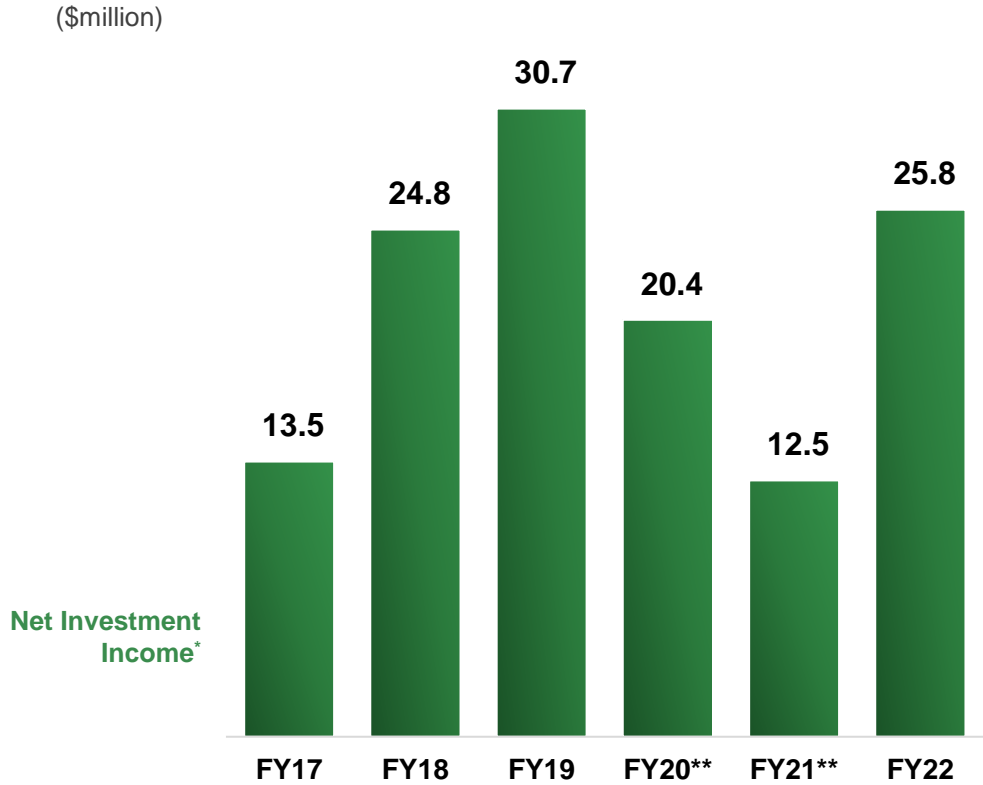
- Download policy documents
- Track certain types of claims
- Get a Quote



Investments

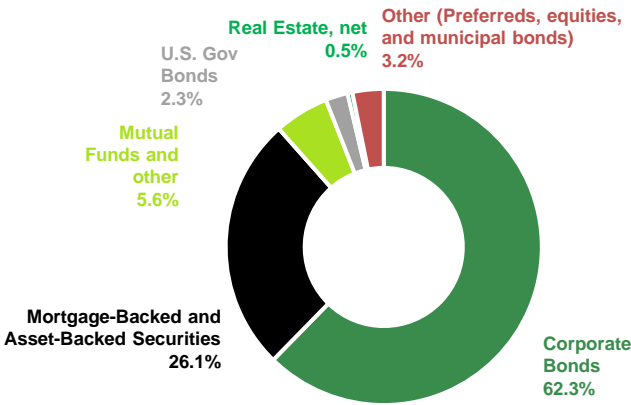
Investments

Net investment income



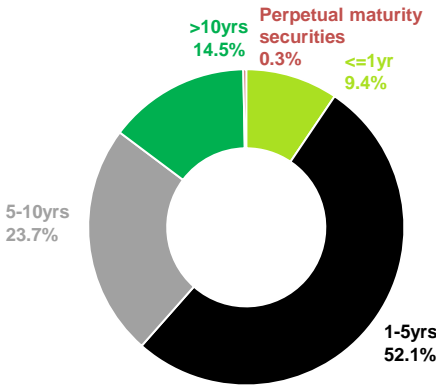
Investment Portfolio

(\$1.1B as of 6/30/23)

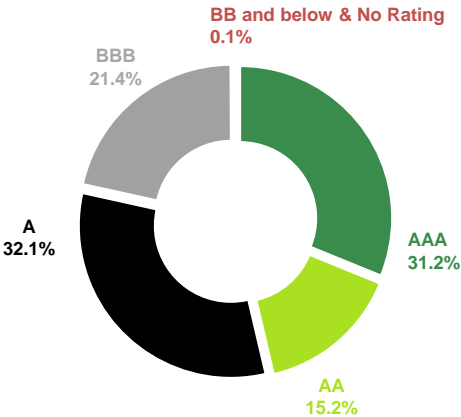


Fixed maturities

Effective Maturity (4.7 yrs)



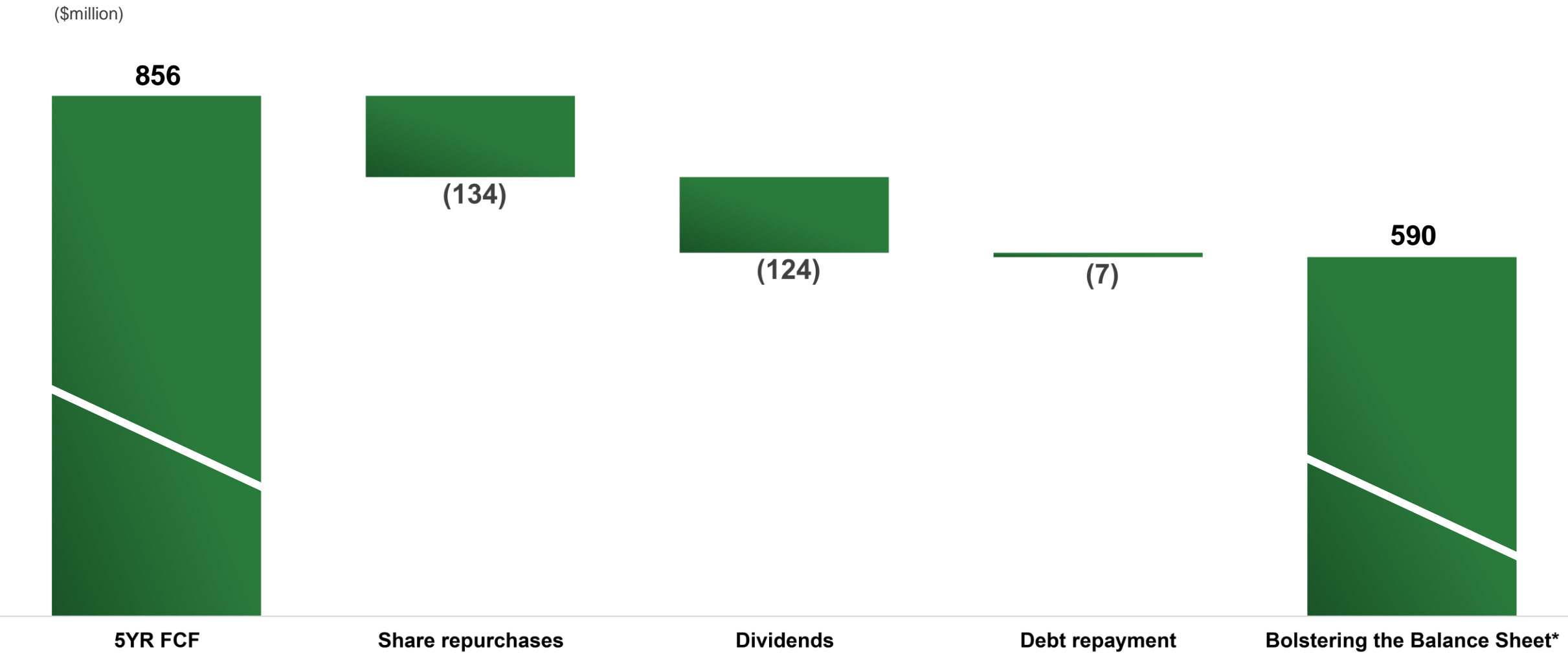
Average Rating (A+)



* Includes interest earned on cash and cash equivalents and restricted cash and investment income earned on real estate investments. Net of custodial fees, investment accounting, advisory fees and expenses associated with real estate investments.
** NII decrease primarily due to lower yields on cash and fixed-income investments during 2020 and 2021.

Capital deployment

Committed to returning capital to shareholders, and maintaining a resilient balance sheet



*5 YR FCF (period ending 2022) less share repurchases, dividends, repayment of debt.

*FCF is defined as operating cash flow minus CAPEX

Second Quarter 2023 Results



Second Quarter 2023 Results

2Q23 results

- Diluted earnings per common share of \$0.93; diluted adjusted* earnings per common share of \$0.87
- Annualized return on average common equity (“ROCE”) of 34.8%, annualized adjusted* return on average common equity of 25.3%
- Direct premiums written of \$547.1 million, up 2.7% from the prior year quarter
- Net combined ratio of 99.1%, down 1.8 points from the prior year quarter
- Book value per share of \$11.12, up 17.4% from fourth quarter 2022; adjusted book value per share of \$14.31, up 11.0% from fourth quarter 2022
- Repurchased approximately 396 thousand shares for \$6.1 million. Total capital returned to shareholders of \$11.1 million, including \$0.16 per share regular quarterly dividend

* Reconciliations of such non-GAAP financial measures in this presentation to the most comparable GAAP financial measures can be found in the Company's earnings release for the second quarter of 2023, filed with the SEC as an exhibit to a Current Report on Form 8-K on July 27, 2023, and also available on the Company's website at <https://universalinsuranceholdings.com> under “Investors” with the subheading of “Earnings Releases.”