



# Investor Briefing

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FY24 Q1 Results

Reported April 25<sup>th</sup>, 2024



# 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 2023 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

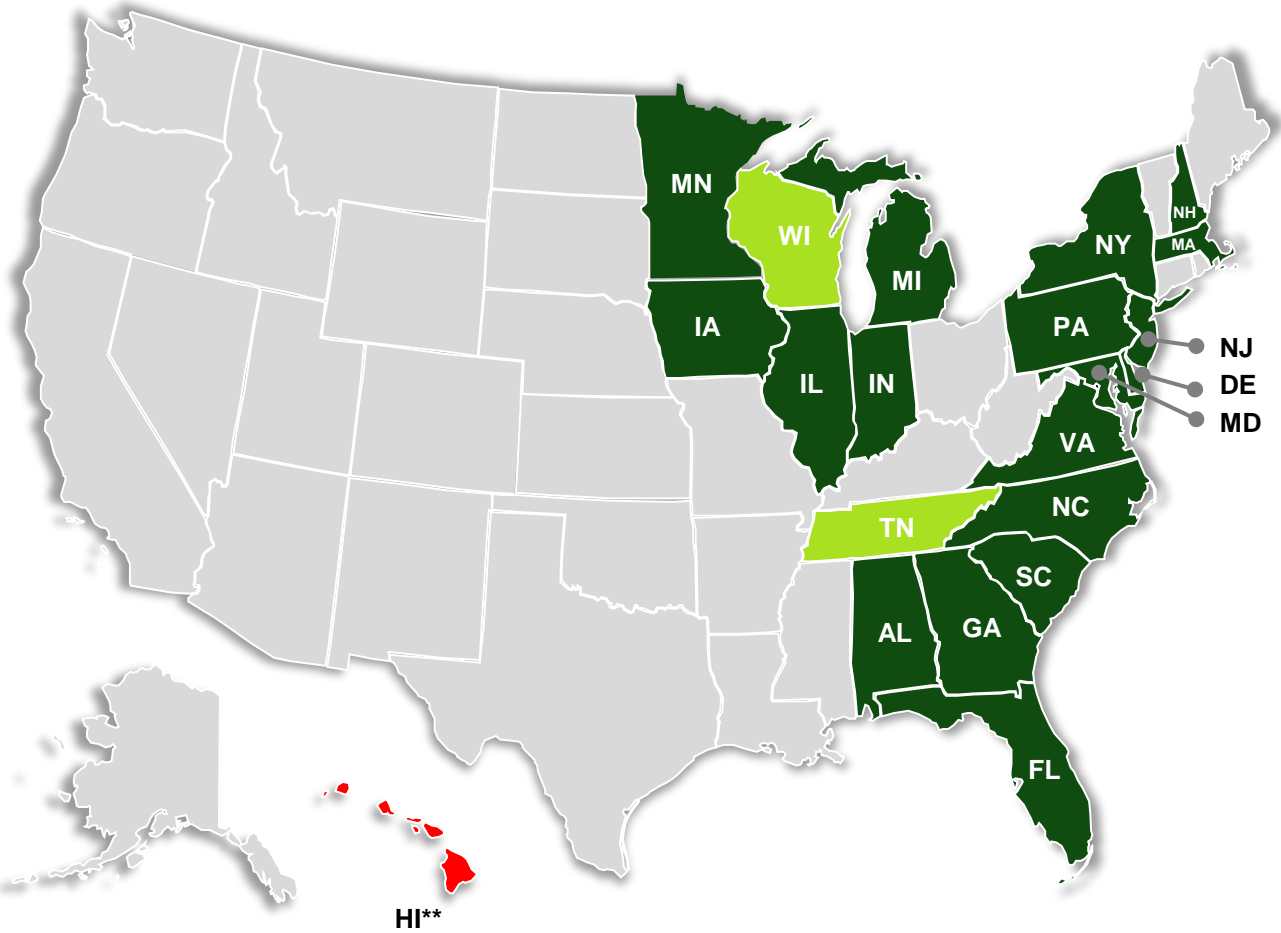
This presentation includes financial results with respect to adjusted return on common equity, and adjusted earnings per share, which are non-GAAP financial measures as defined by the SEC’s Regulation G. Non-GAAP financial measures should be viewed as supplementing, and not as an alternative or substitute 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 first quarter of 2024, filed with the SEC as an exhibit to a Current Report on Form 8-K on April 25, 2024, 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 forthcoming Quarterly Report on Form 10-Q for the quarter ended March 31, 2024.

# Universal Insurance Holdings (UVE) Overview

Doing business

Licensed

Withdrew



Leading holding company of personal residential homeowners insurance and services

**~\$1.9B**

FY23 Direct Premiums Written\*

**~7%**

5-year average return on common equity\*

**18**

States actively doing business

**>800K**

Customer policies managed

**<1,200**

Full time equivalent employees

**9,900**

Independent agents in the distribution channel\*

**A**

**UPCIC & APPCIC**

Demotech financial stability rating

**A-**

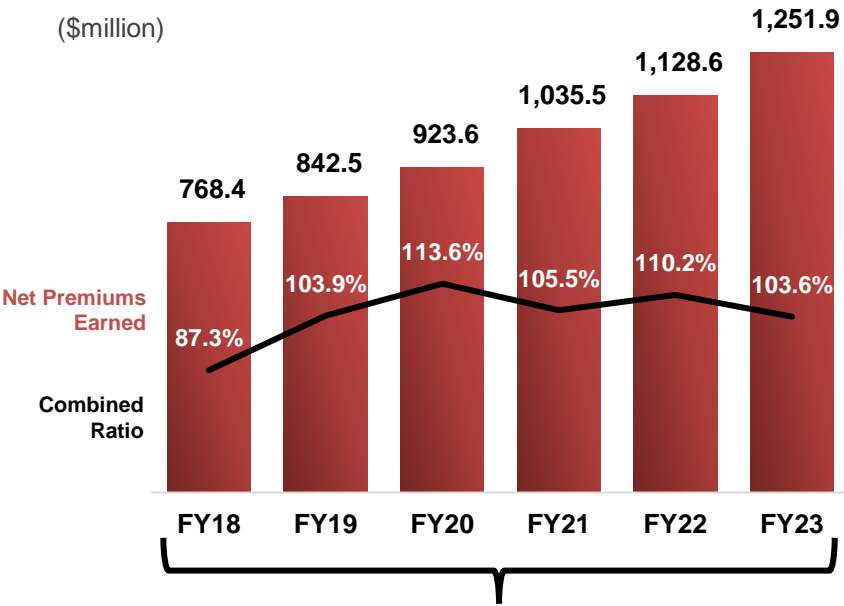
**UPCIC & APPCIC**

Kroll insurer financial strength rating

\*As of December 31, 2023  
 \*\*In 2023, UPCIC filed with its regulators in Hawaii to withdraw from the state, with the withdrawal and nonrenewal of policies expected to be completed within the next year.

# Financial Overview

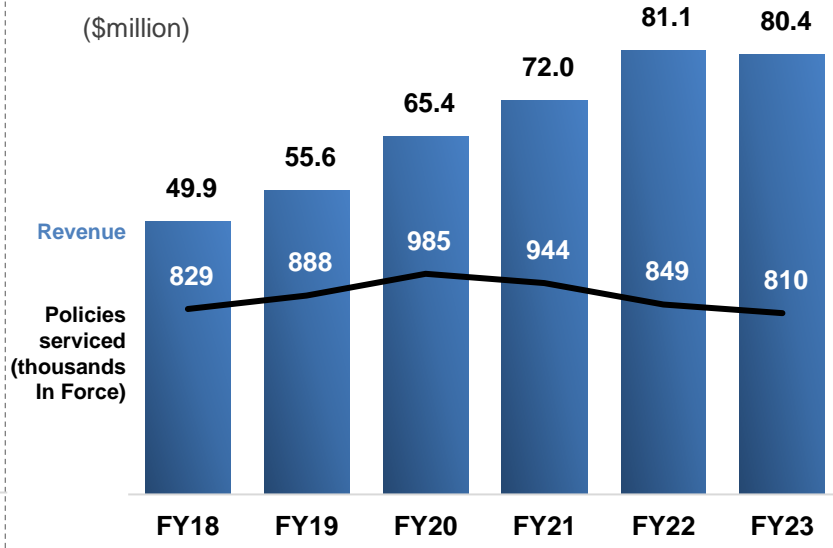
## Underwriting



Driven by catastrophe retention events & attritional loss severity and frequency

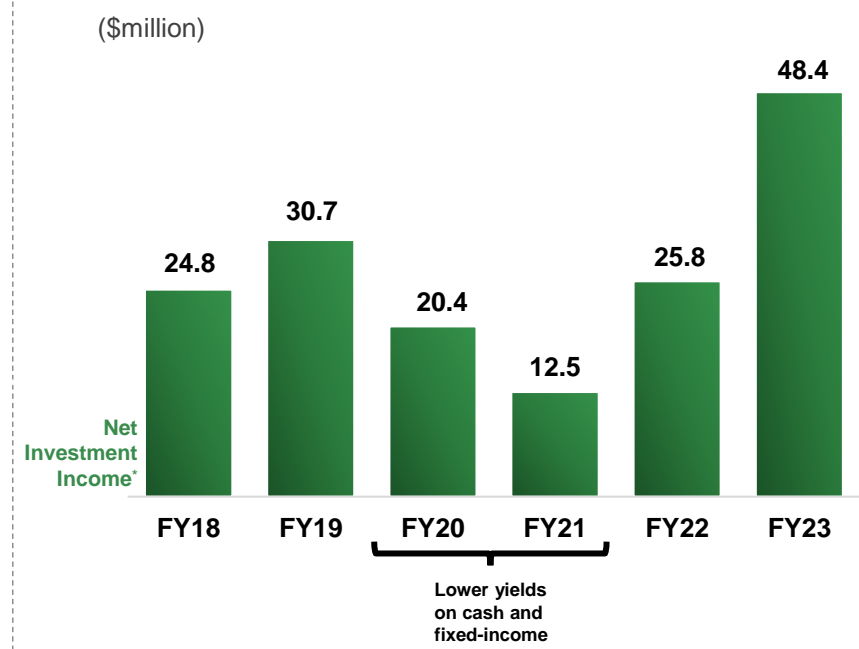
- **Protection Solutions:** Insurance for personal residential homeowners, renters/tenants, condo unit owners, dwelling/fire, allied lines, other structures, personal property, liability and articles coverages, in addition to commercial residential multi-peril.
- **Claims Management:** Claims processing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



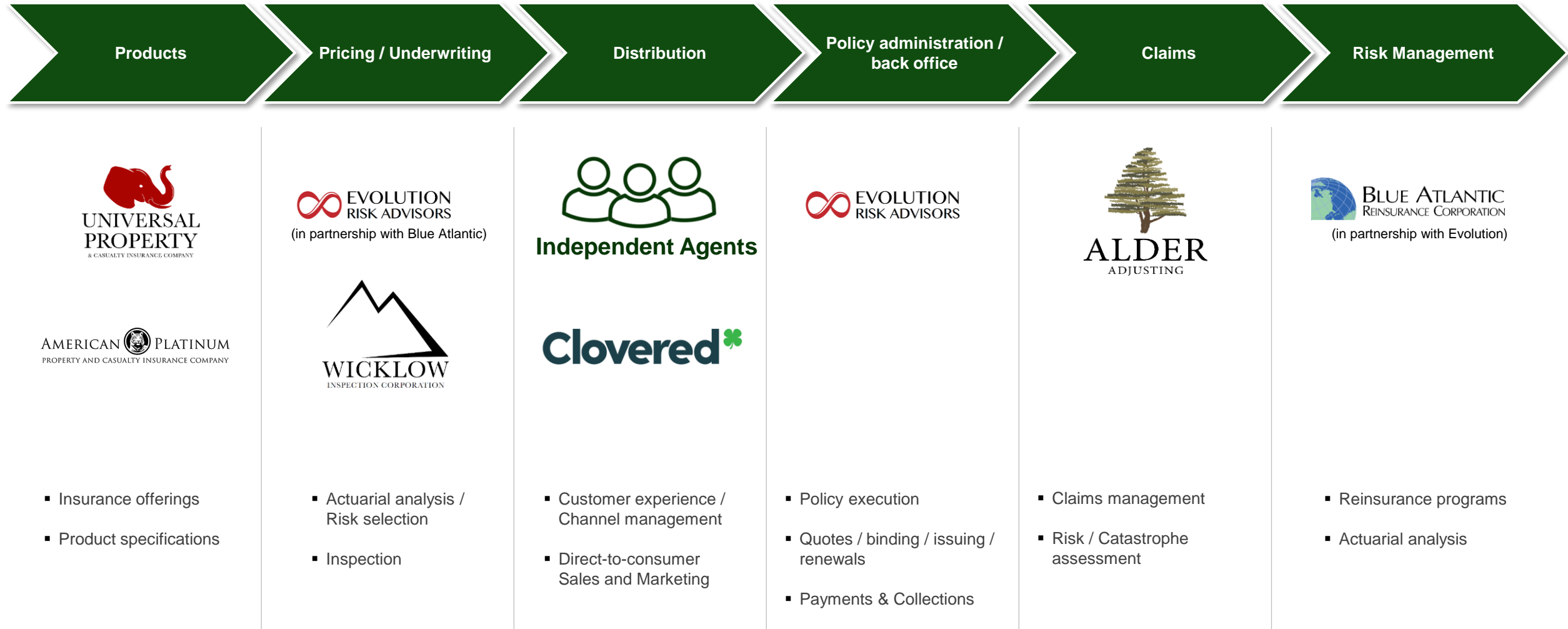
- **Fixed Income:** Focused on preservation of capital and liquidity for claims payments.
- **Equity Securities and Real Estate:** Seeks capital appreciation and diversification.

\* 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.

# Organized around protection and insurance systems capabilities ...



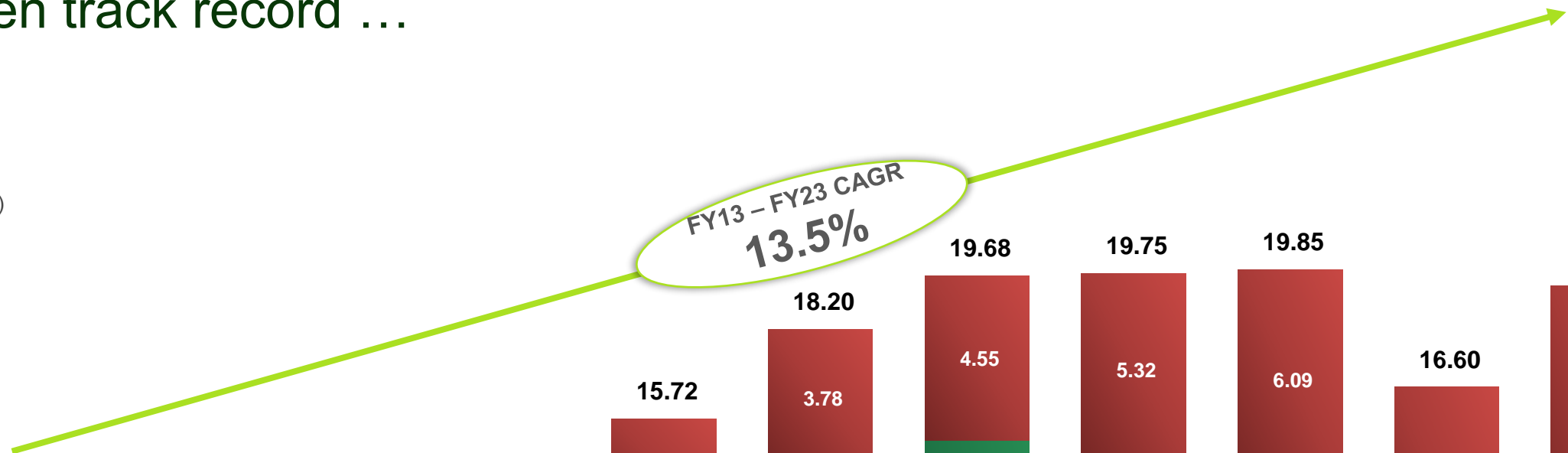
# ... with an end-market focus across the insurance value chain



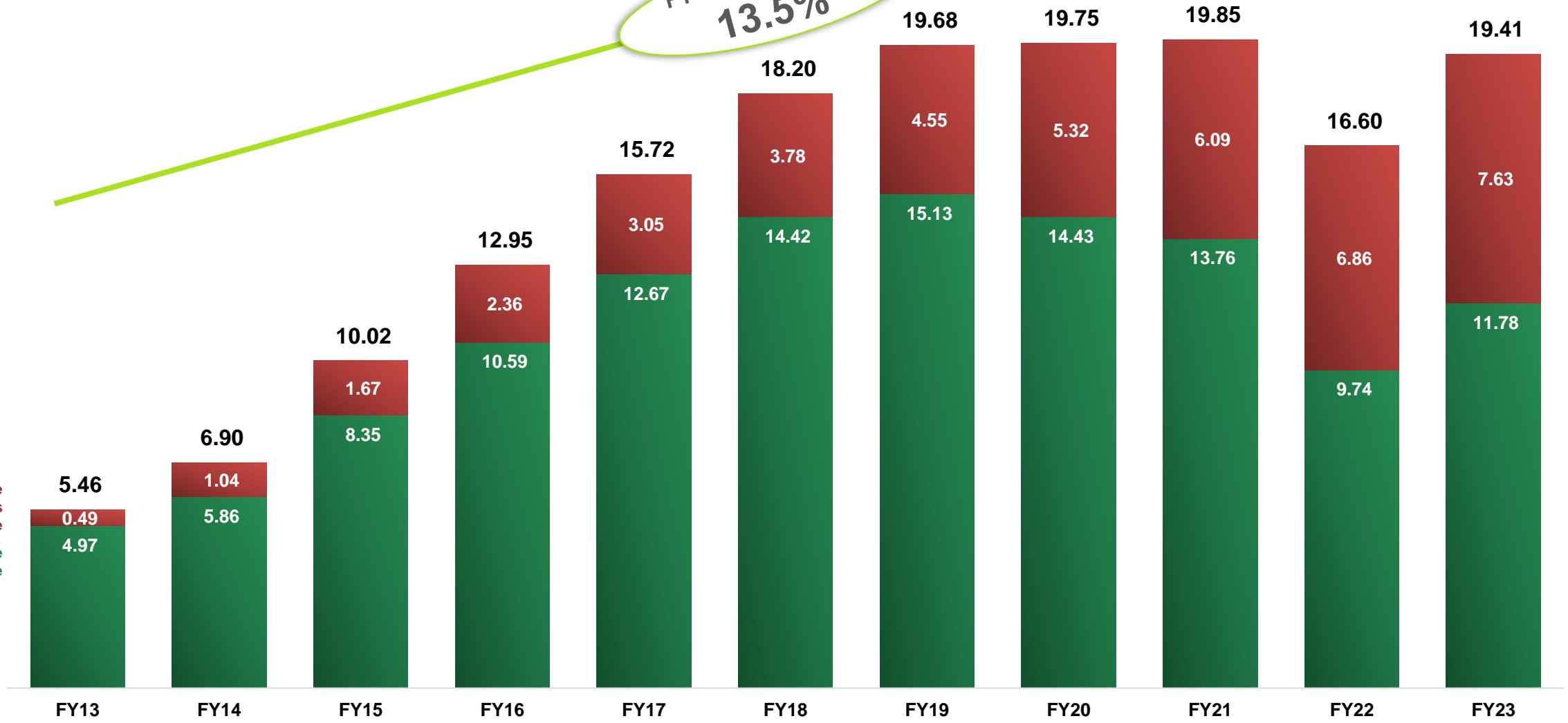
# Proven track record ...

(\$ per share)

FY13 – FY23 CAGR  
**13.5%**

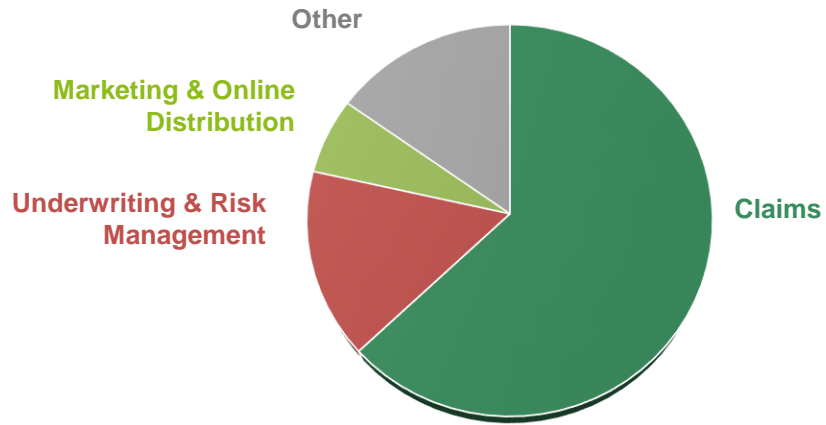


Cumulative  
Dividends  
Per Share  
Book Value  
Per Share

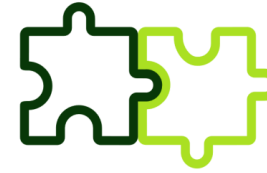
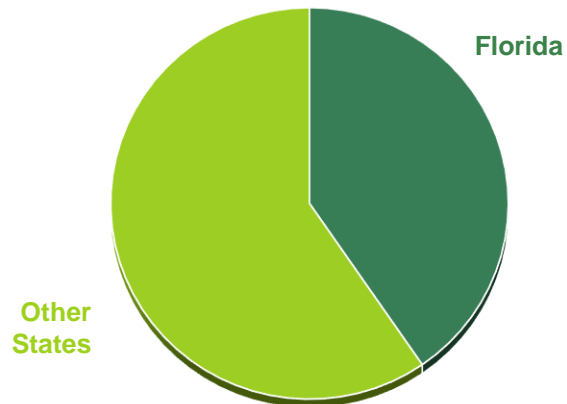


# ... backed by the strength of our employees and agents

**Talent** (as of 3/31/2024)

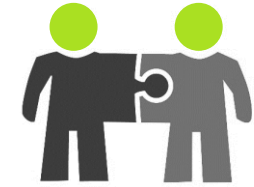


**Independent agent distribution channel**



## 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)

CY18-CY23  
CAGR

152.3  
9.0%

Total

98.9

104.3

110.5

119.8

133.8

152.3

9.0%

45.6

51.6

55.6

60.0

67.0

75.5

10.6%

Geographic expansion

Geographically Addressable (doing business)

CY18

CY19

CY20

CY21

CY22

CY23

States doing business

17

18

19

19

19

18

FL as % of addressable

21.1%

19.5%

20.0%

20.7%

21.6%

22.9%

## 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\*

# Multi-year strategic priorities – Strengthening the foundation

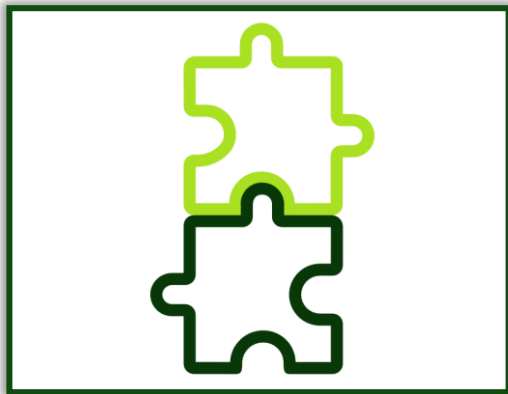
## Core franchises



Protection Solutions



Distribution



Risk Management



Claims Management

1

Focus on disciplined growth and maximize earnings stability

2

Maintain a resilient balance sheet

3

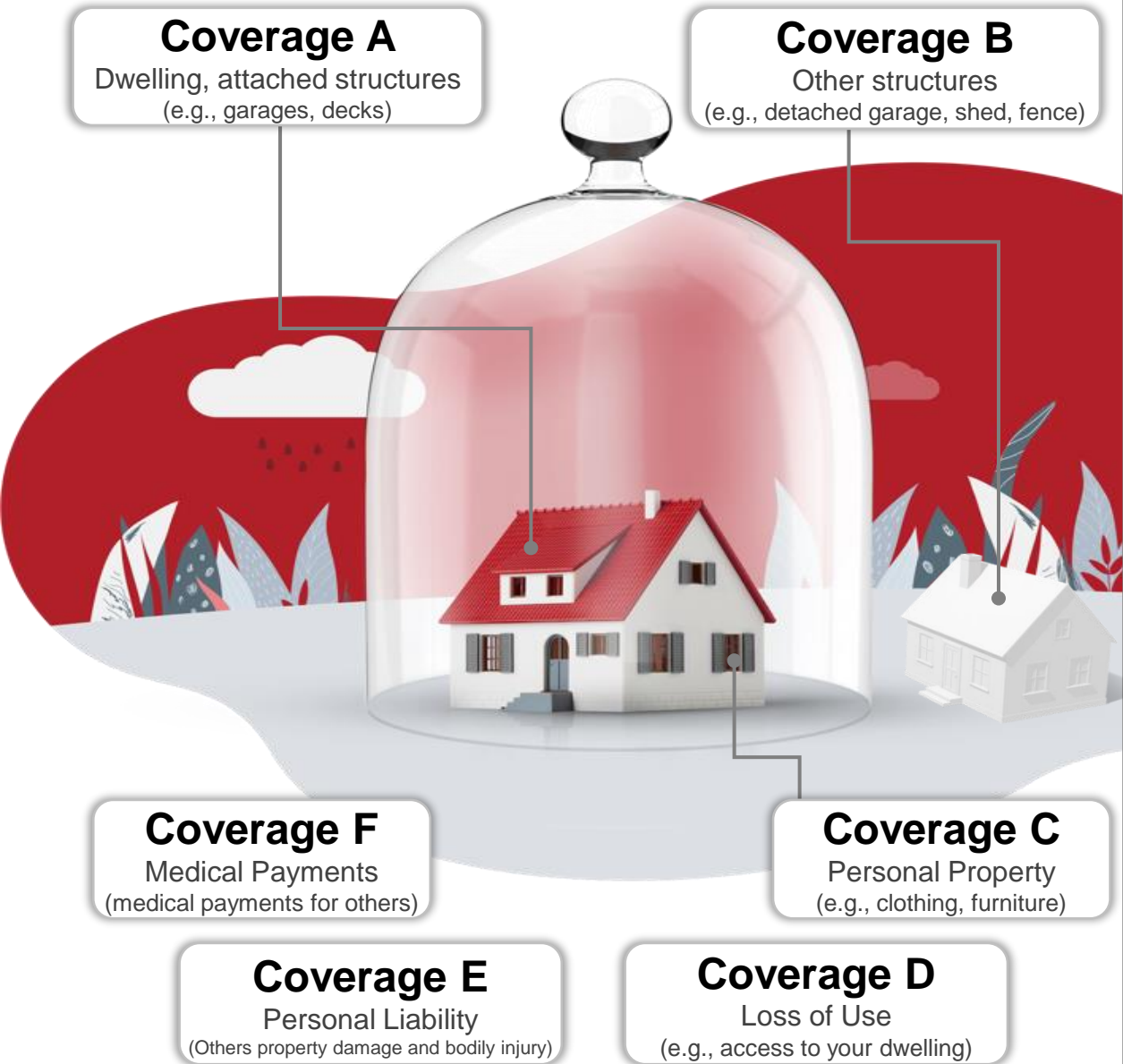
Make customer service and continuous improvement a way-of-life















# Underwriting

# Overview of insurance offerings

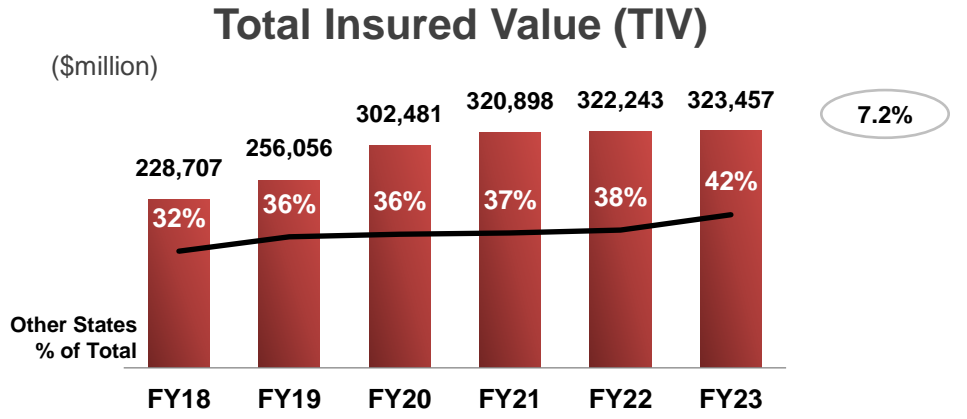
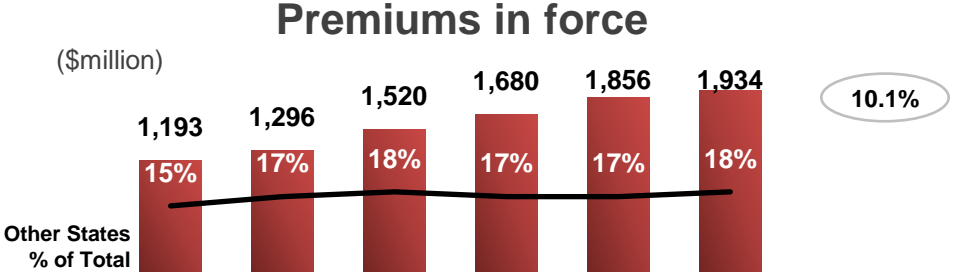
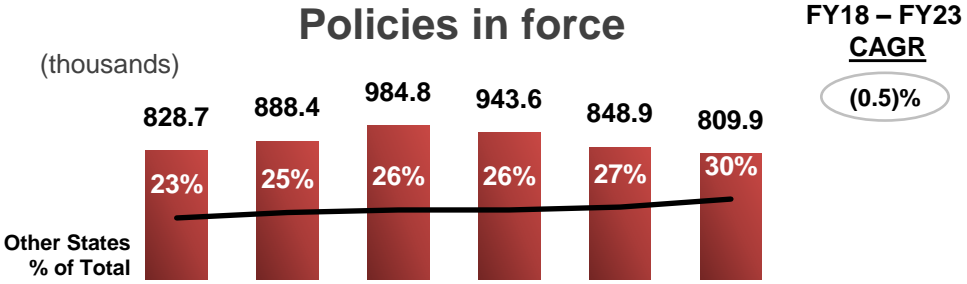
## Homeowners coverage



## Products offered

Form Type	Carrier
 <p><b>Homeowners</b></p> <ul style="list-style-type: none"> <li>HO2 – Broad Form (named perils only)</li> <li>HO3 – Special Form (Most common)</li> <li>HO5 – Comprehensive Form</li> <li>HO8 – Modified Coverage Form</li> </ul>	
 <p><b>Condo</b></p> <ul style="list-style-type: none"> <li>HO6 – Condo Form (individual condo unit owner)</li> </ul>	
 <p><b>Renters</b></p> <ul style="list-style-type: none"> <li>HO4 – Renters Form (tenant occupant)</li> </ul>	
 <p><b>Landlords</b></p> <ul style="list-style-type: none"> <li>DP1 – Named peril only - rental or investment property</li> <li>DP2 – Named perils only – more comprehensive</li> <li>DP3 – Open Peril policies</li> </ul>	
 <p><b>Homeowners</b></p> <ul style="list-style-type: none"> <li>HO3 – Special Form (Property values in excess of \$1M)</li> </ul>	
 <p><b>Commercial Residential</b></p> <ul style="list-style-type: none"> <li>CP10 – Business &amp; Personal Property Form (e.g., HOA's, Apartments)</li> <li>CP17 – Condo Property Form</li> </ul>	

# 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

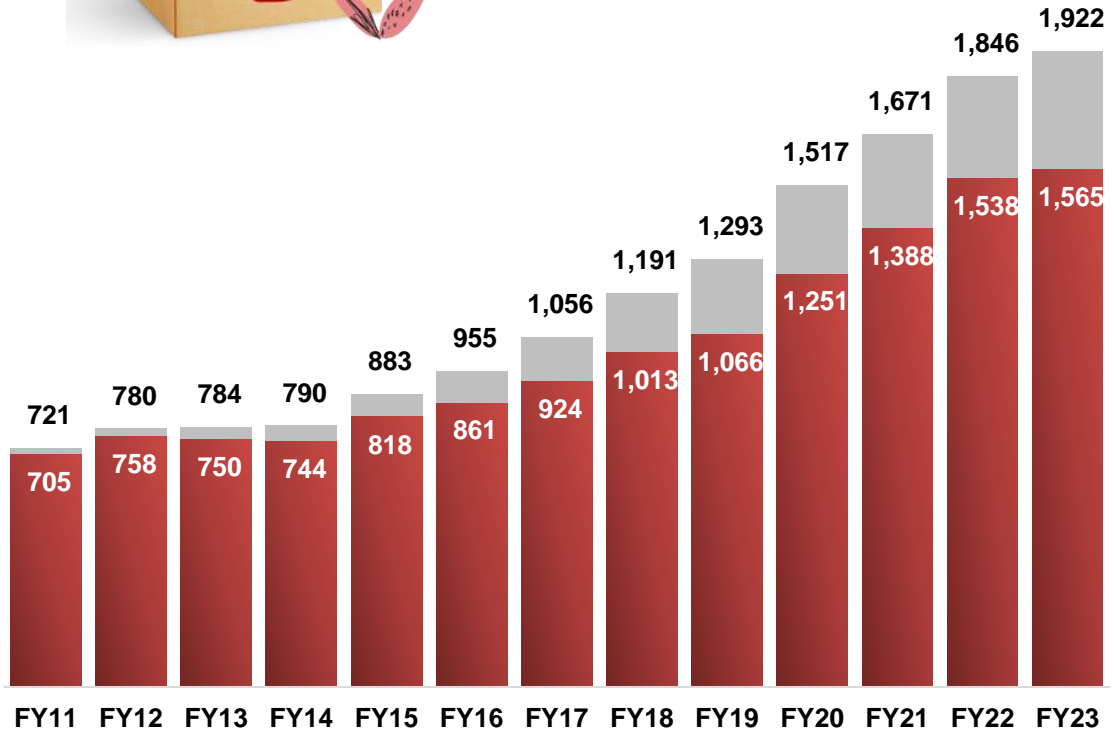


Heightened frequency of weather events

# UVE organically grew into a top provider in FL

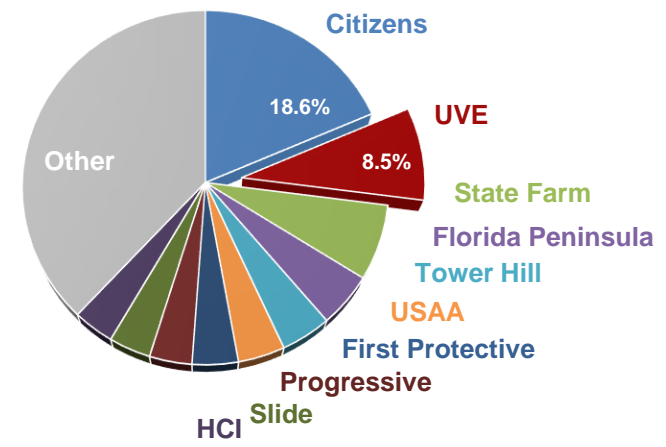
## FL Direct premiums written growth

(\$million)

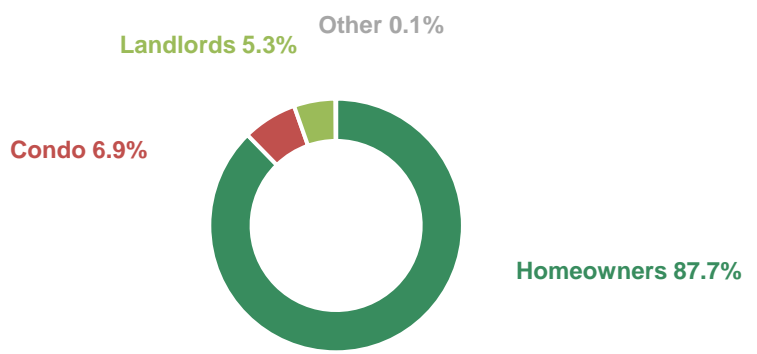


## Top homeowners insurance provider in FL

2023 Homeowners MP FL segment\*



2023 UVE FL Homeowners MP by product



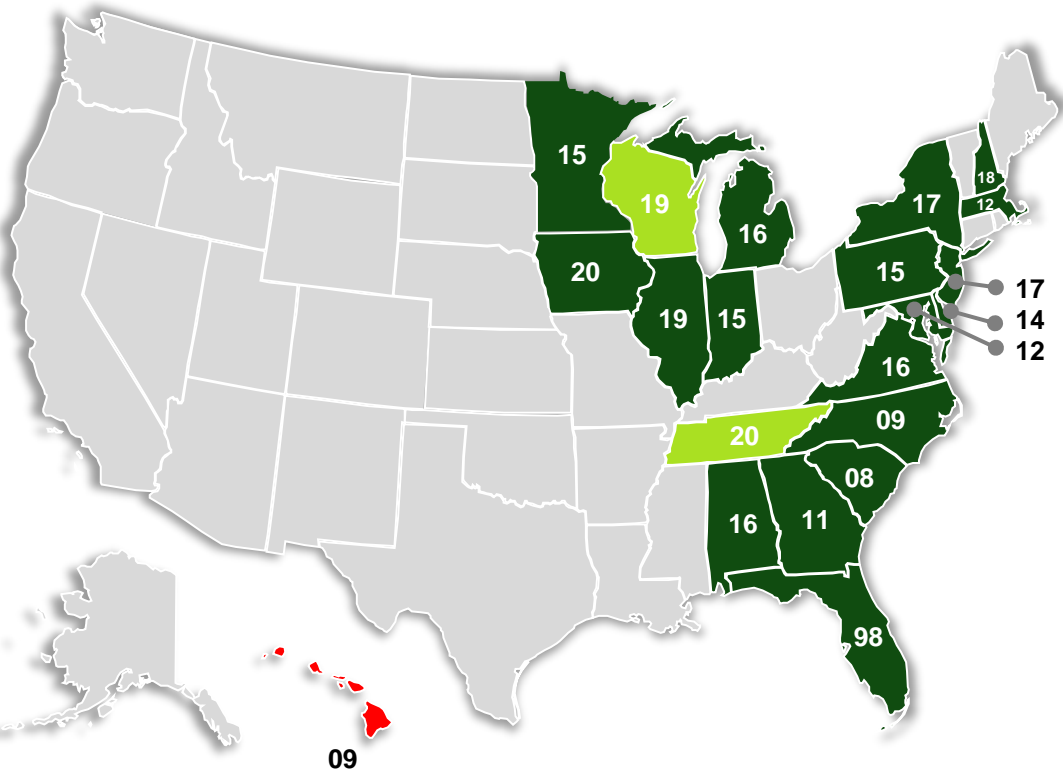
\*Excludes Fire and Allied lines as defined by S&P Global Market Intelligence.

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

## Geographic Expansion

Doing business | Licensed | Withdrew

(# = Year commenced)



\*In 2023, UPCIC filed with its regulators in Hawaii to withdraw from the state, with the withdrawal and nonrenewal of policies expected to be completed within the next year.

## Complementary lines expansion (partners)

Homeowners	Flood	Auto	E&S homeowners
		Commercial	Commercial Auto
		In-house commercial-res risk bearing program	Personal Umbrella

# Performance

## Revenue (Direct and net premiums)

(\$million)

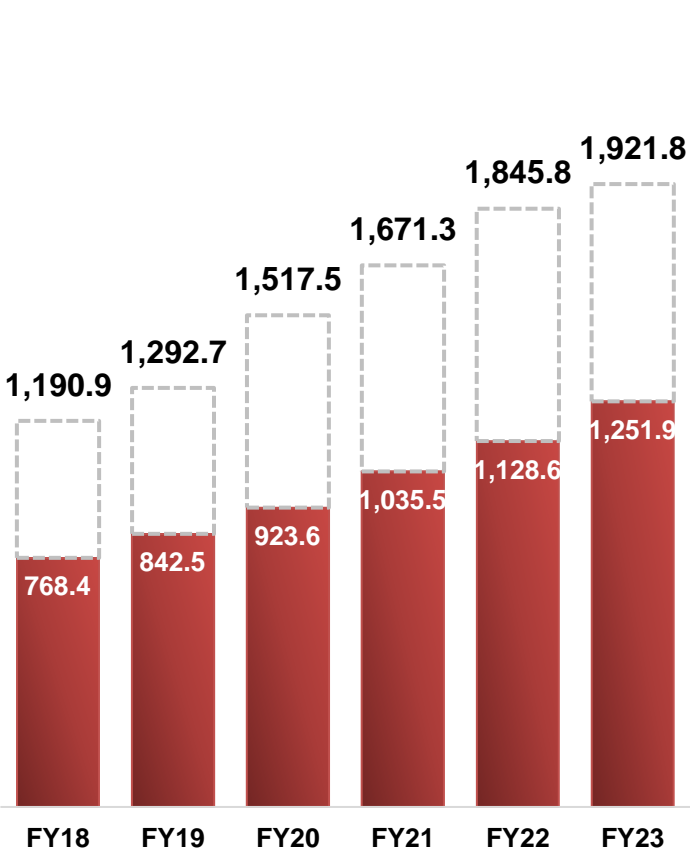
FY18 – FY23  
CAGR

10.0%

Direct Premiums Written

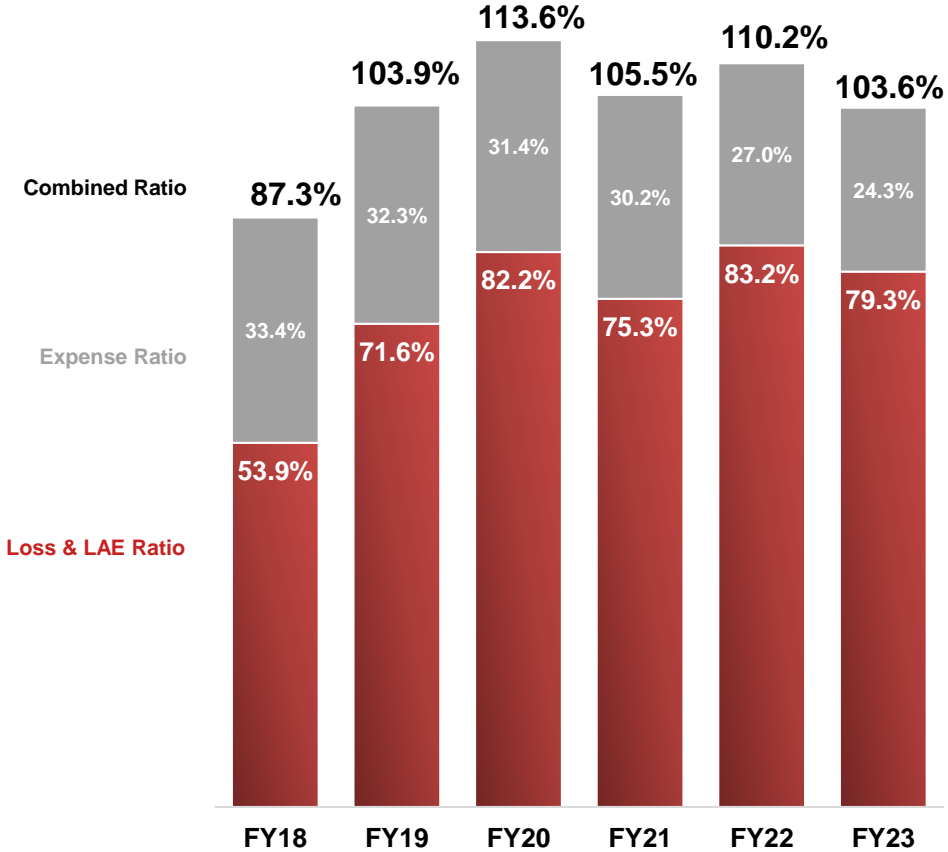
10.3%

Net Premiums Earned  
(Net of ceded premiums earned)



Direct Premiums Earned	1,121.6	1,233.1	1,395.6	1,596.6	1,759.7	1,875.1
Ceded Premium Ratio	31.5%	31.7%	33.8%	35.1%	35.9%	33.2%

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



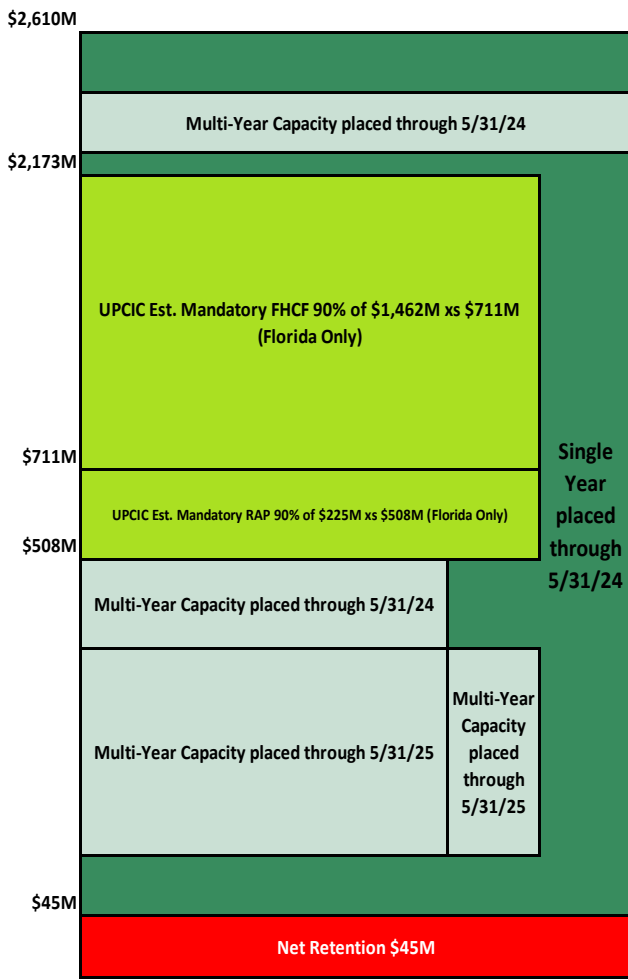


# Resilient balance sheet supported by robust reinsurance program (UNIVERSAL All States)

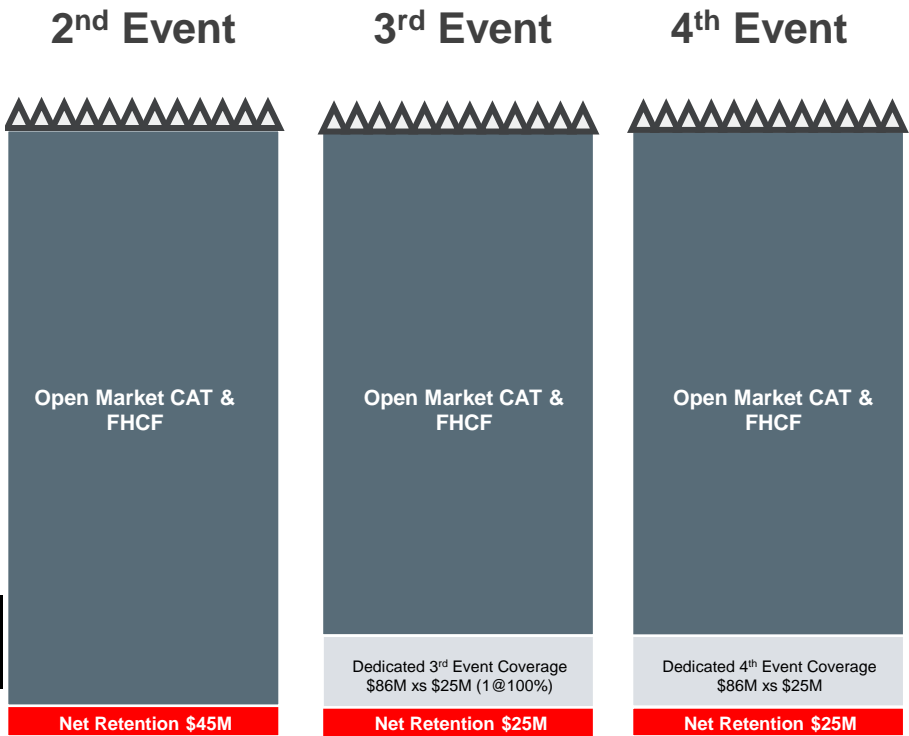


All States

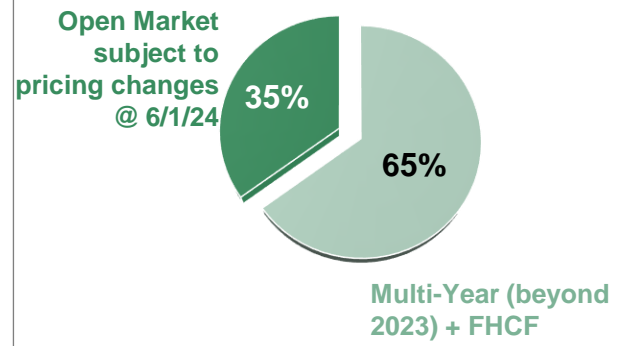
## 1<sup>st</sup> Event coverage up to \$2.61B



Additional Inuring  
 APPCIC RAP: 90% of \$3.9M xs \$8.7M  
 APPCIC FHCF: 90% of \$25M xs \$12.2M



## First event CAT contracts

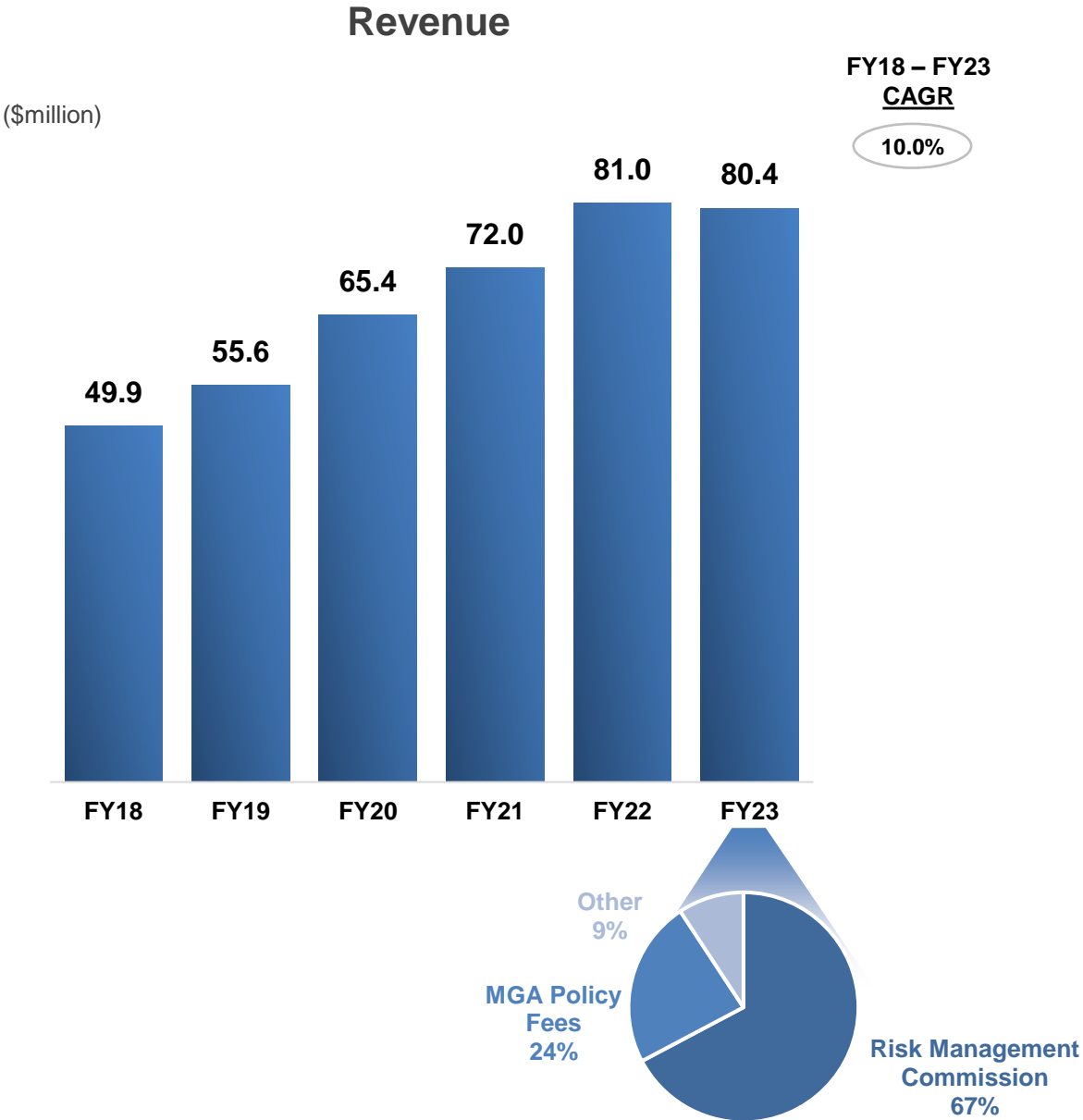


- Expiring contracts
  - Florida Hurricane CAT Fund (FHCF) Reinsurance to Assist Policyholders (RAP)
  - Multi-Year Contracts
  - Net UVE Retention
- xs = in excess



# Non risk-bearing insurance

# Non risk-bearing insurance revenues

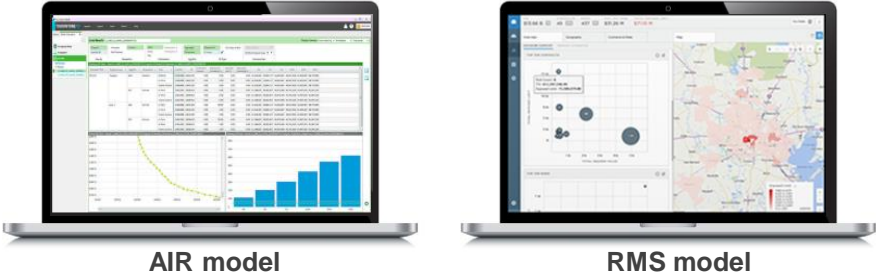


## Industry trends

- ↑ 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:

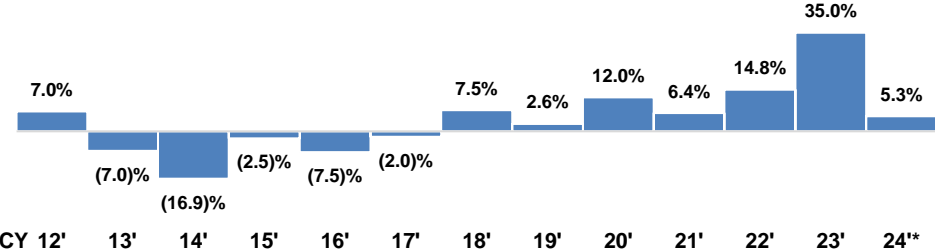


Strong relationships with traditional reinsurance partners

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\*



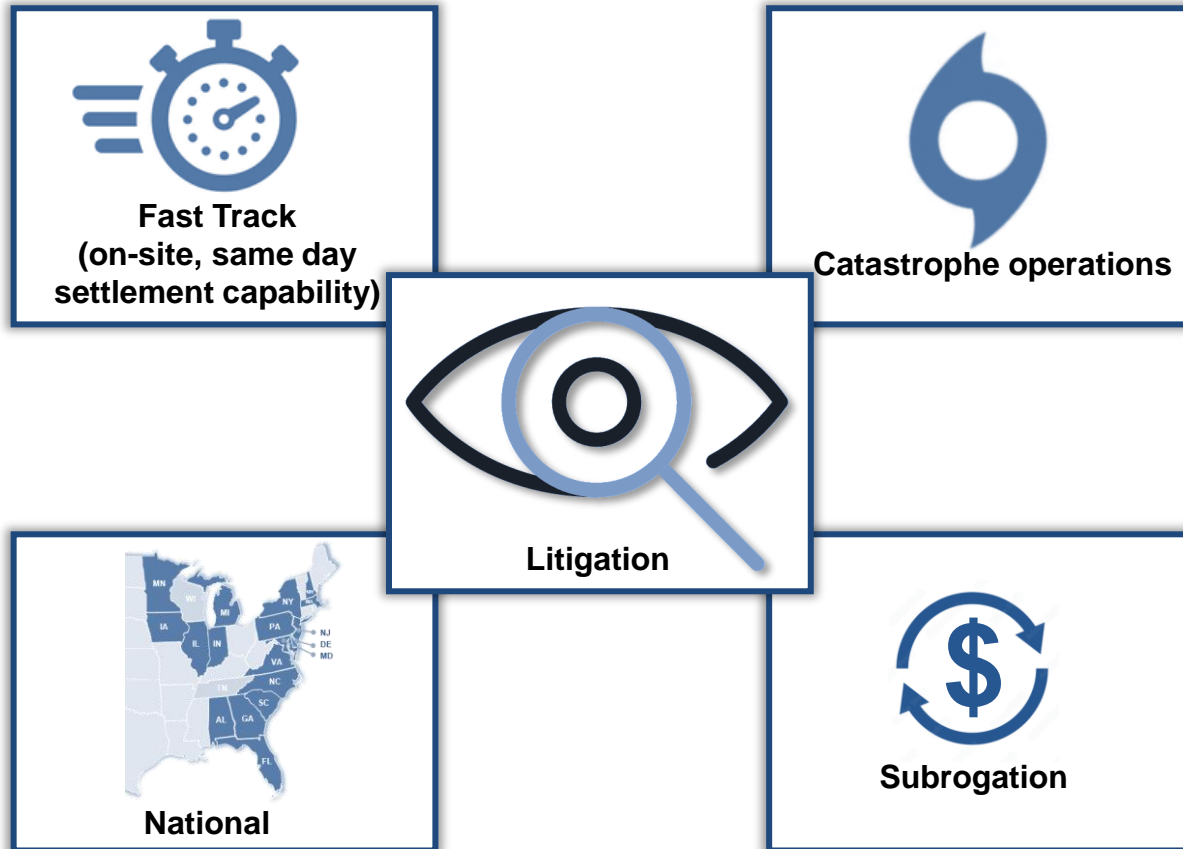
Utilize single and multi-year capacity and actively monitor pricing trends

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  
 \*2024 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

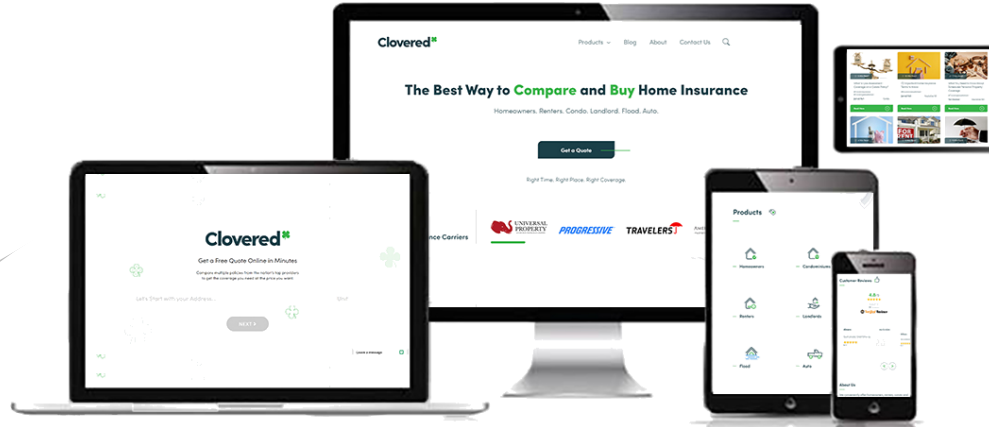
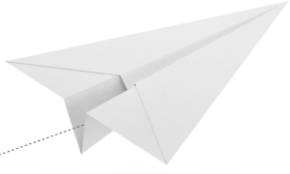
Proprietary claims administration system

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

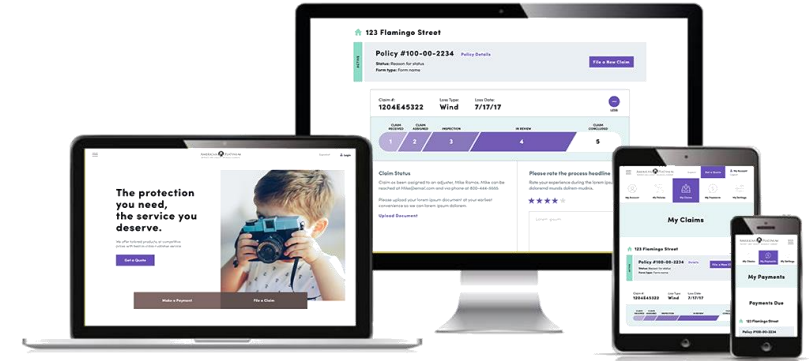
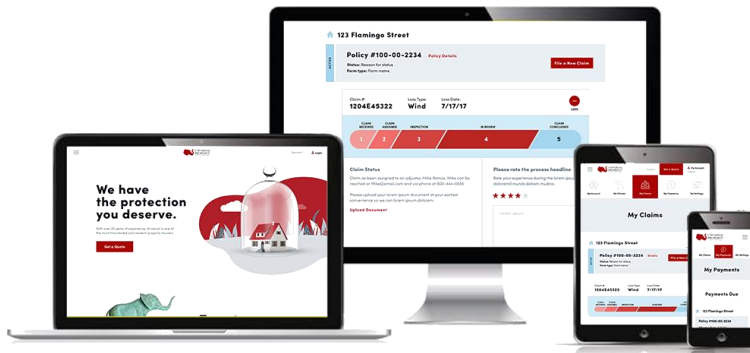
Go Paperless  
Environmentally and  
Socially Conscious



## Clovered



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



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

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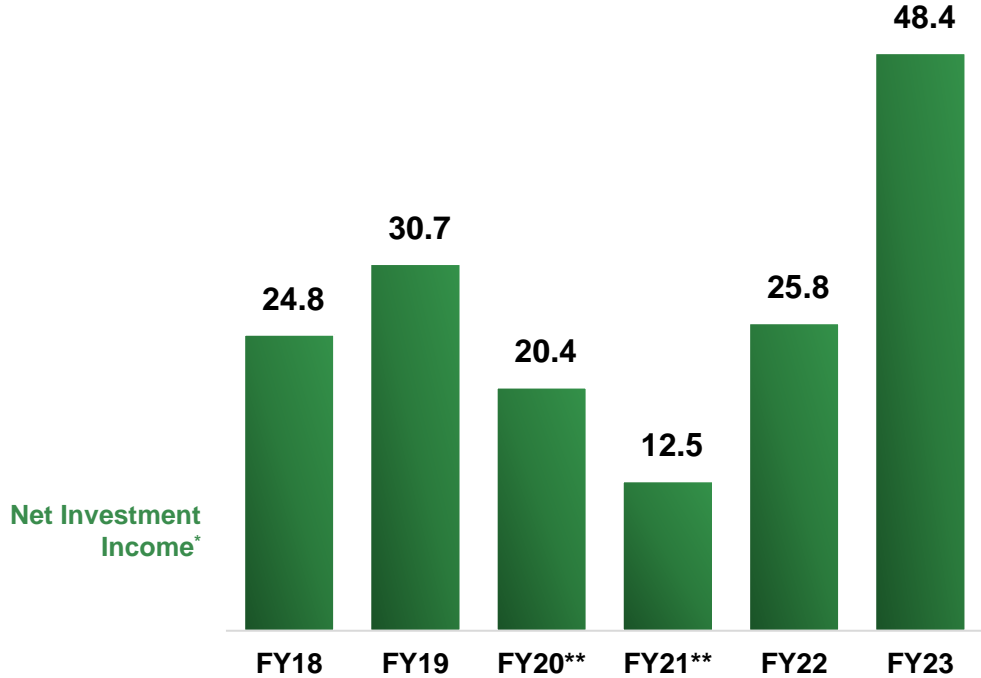
# Investments



# Investments

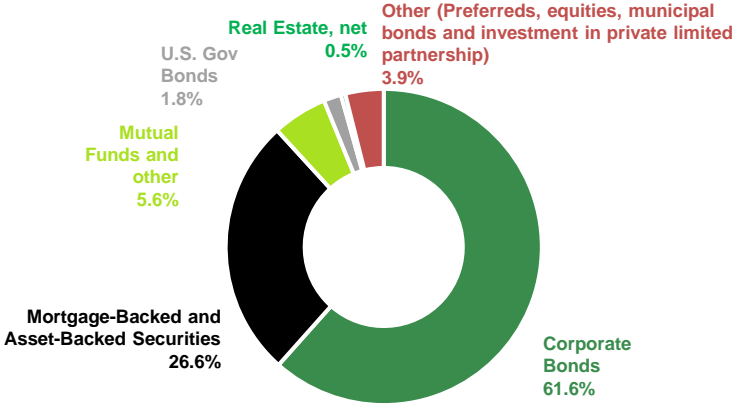
## Net investment income

(\$million)



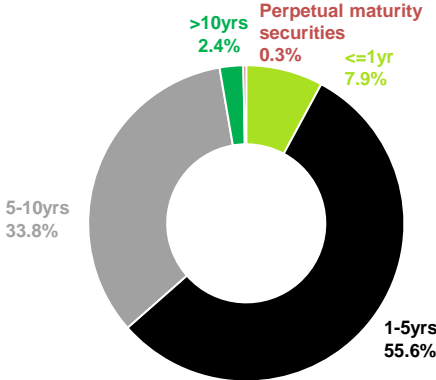
## Investment Portfolio

(\$1.2B as of 3/31/24)

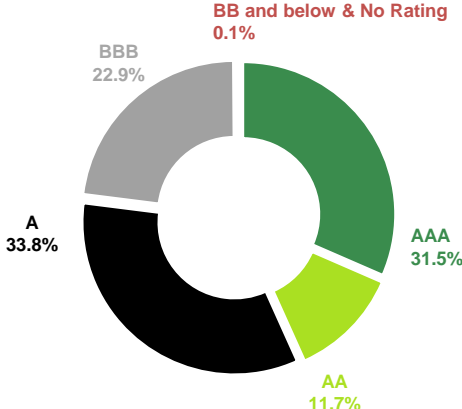


## Fixed maturities

### Effective Maturity (4.5 yrs)



### Average Rating (A+)



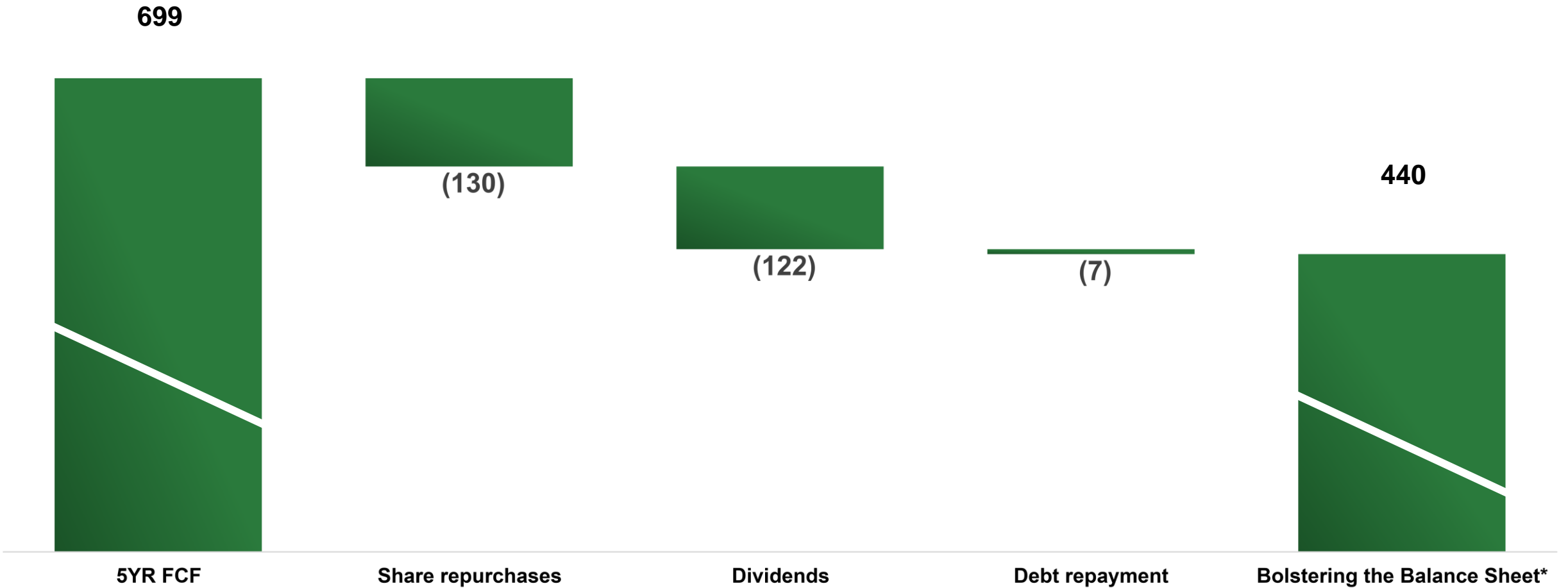
\* Includes interest earned on cash and cash equivalents and restricted cash and investment income earned on real estate investments. Net of custodial fees, investment accounting, advisory fees and expenses associated with real estate investments.  
 \*\* NII decrease primarily due to lower yields on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



# Capital deployment

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

(\$million)



\*5 YR FCF (period ending 2023) less share repurchases, dividends, repayment of debt.

\*FCF is defined as operating cash flow minus CAPEX



# First Quarter 2024 Results



# First Quarter 2024 Results

## 1Q24 results

- Diluted GAAP earnings per common share (EPS) of \$1.14; diluted adjusted\* EPS of \$1.07
- Annualized return on average common equity (“ROCE”) of 38.1%, annualized adjusted\* return on average common equity of 29.4%
- Direct premiums written of \$446.2 million, up 8.8% from the prior year quarter
- Book value per share of \$12.68, up 20.0% year-over-year; adjusted book value per share of \$15.34, up 13.5% year-over-year
- Total capital returned to shareholders of \$8.9 million, including \$4.1 million of share repurchases and a \$0.16 per share regular 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 first quarter of 2024, filed with the SEC as an exhibit to a Current Report on Form 8-K on April 25, 2024, and also available on the Company’s website at <https://universalinsuranceholdings.com> under “Investors” with the subheading of “Earnings Releases.”