



Investor Briefing

FY19 Q2 Results

Reported July 31, 2019



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," 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. 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.

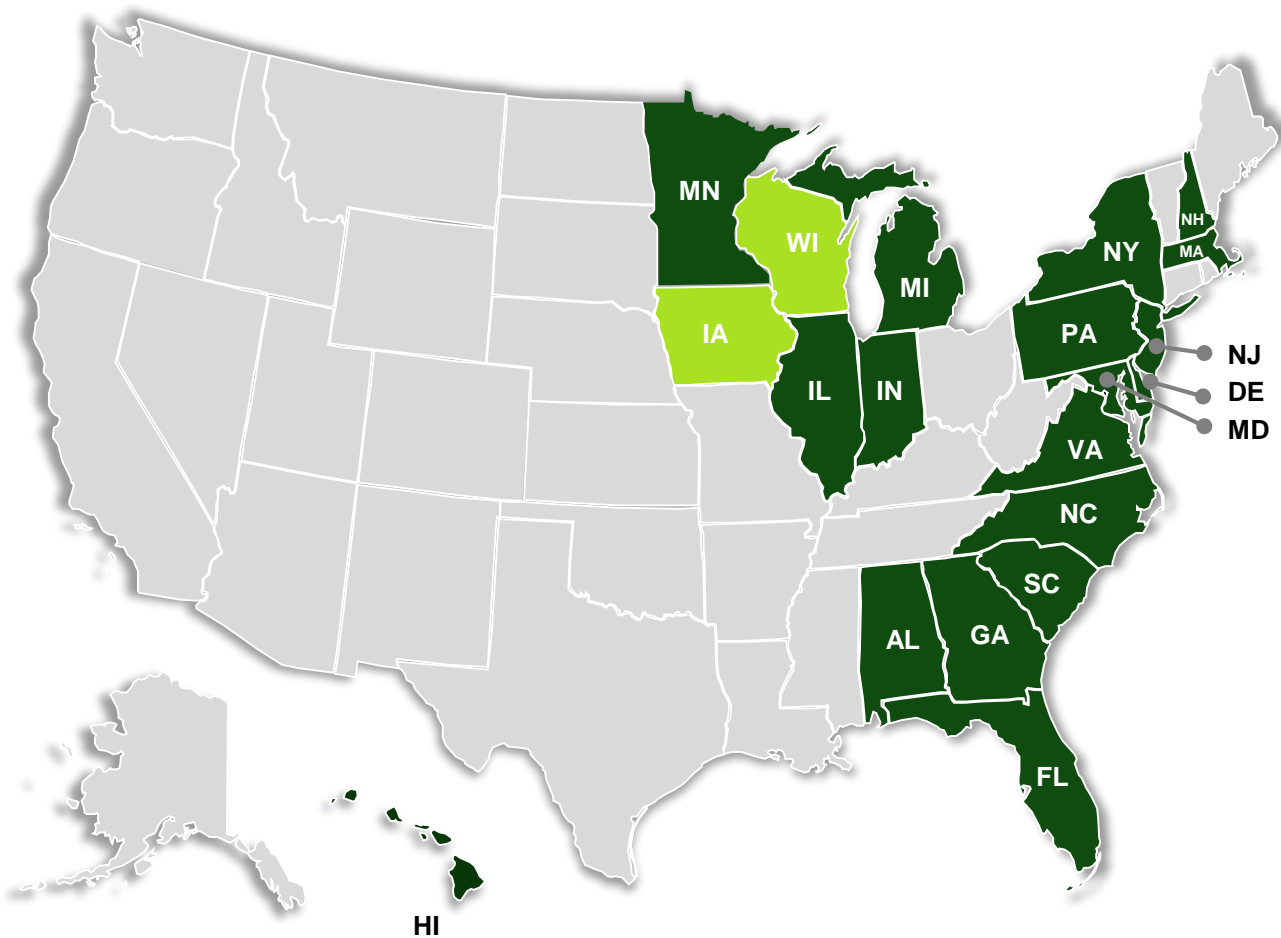
Regulation G Disclosure Statement

This presentation includes financial results with respect to adjusted operating income, 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 2019, filed with the SEC as an exhibit to a Current Report on Form 8-K on July 31, 2019, and also available on the Company's website at <https://UniversalInsuranceHoldings.com> under "Investors" with the subheading of "Earnings Releases."

Universal Insurance Holdings (UVE) Overview

Doing business

Licensed



Leading holding company of personal residential homeowners insurance and services

\$1B+

FY18 Direct Premiums Written

#1

Best-in-class Return on Equity
(5-yr Average)

18

States actively doing business

>800K

Customer policies managed

700+

Full time equivalent employees

9,000+

Independent agents in the
distribution channel

Ft. Lauderdale, FL

Headquarters

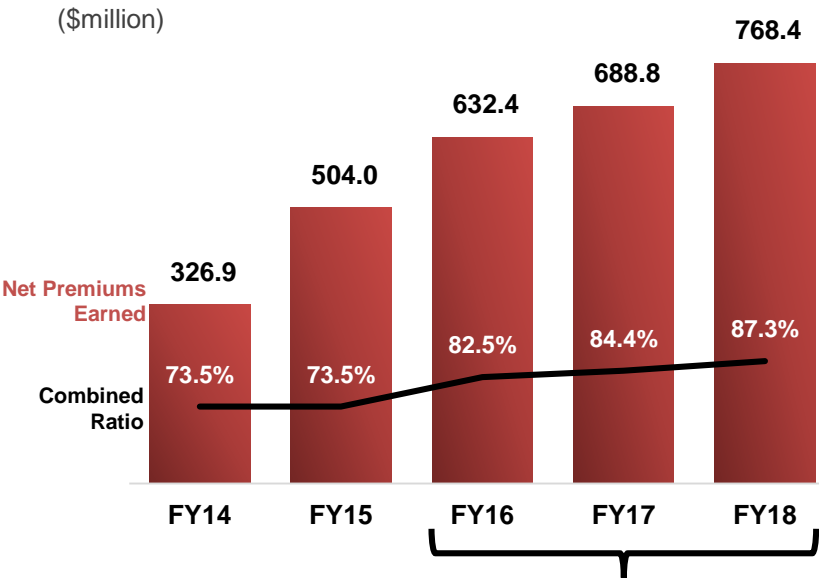
A

Exceptional

Demotech financial stability rating

Financial Overview

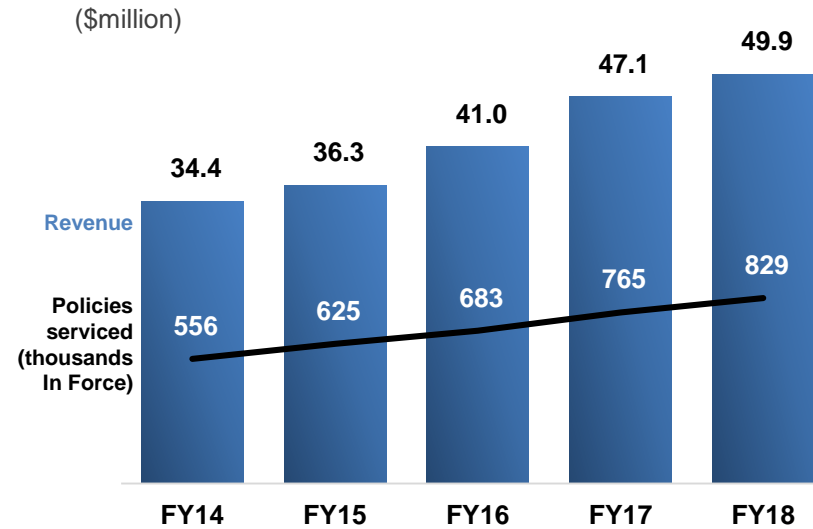
Underwriting



Combined ratio driven by Hurricane Matthew (2016), Irma (2017), Florence (2018) & Michael (2018)

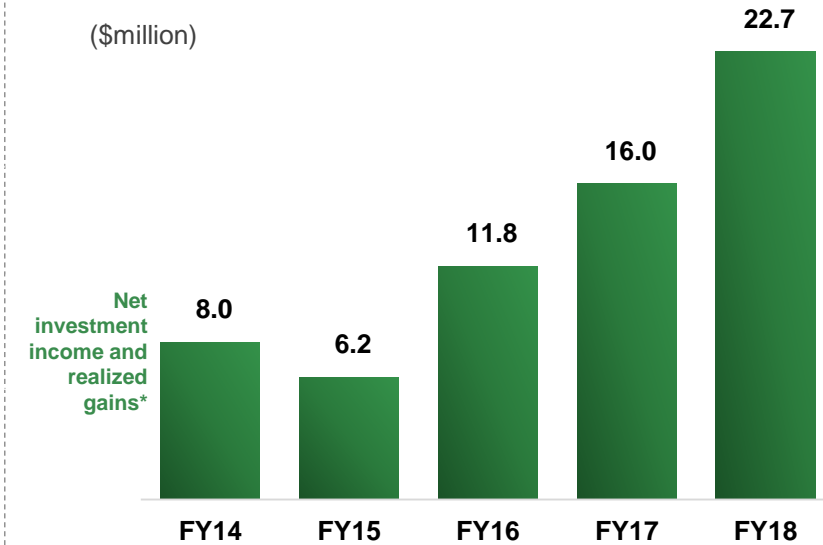
- **Protection Solutions:** Insurance for personal residential homeowners, renters/tenants, condo unit owners, dwelling/fire, allied lines, other structures, personal property, liability and articles coverages, in addition to commercial residential multi-peril.
- **Claims Management:** Claims processing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

Services



- **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

*Excludes net unrealized gains and losses on investments.

Organized around protection and insurance systems capabilities ...



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



Improving customer experience through digital transformation



Revitalized UVE brand and launched all new Investor website.



Refreshed Universal Property brand; New online presence to get a quote, bind a policy, download policy docs, and track a claim.



New online presence to get a quote, bind a policy, download policy docs, and track a claim.



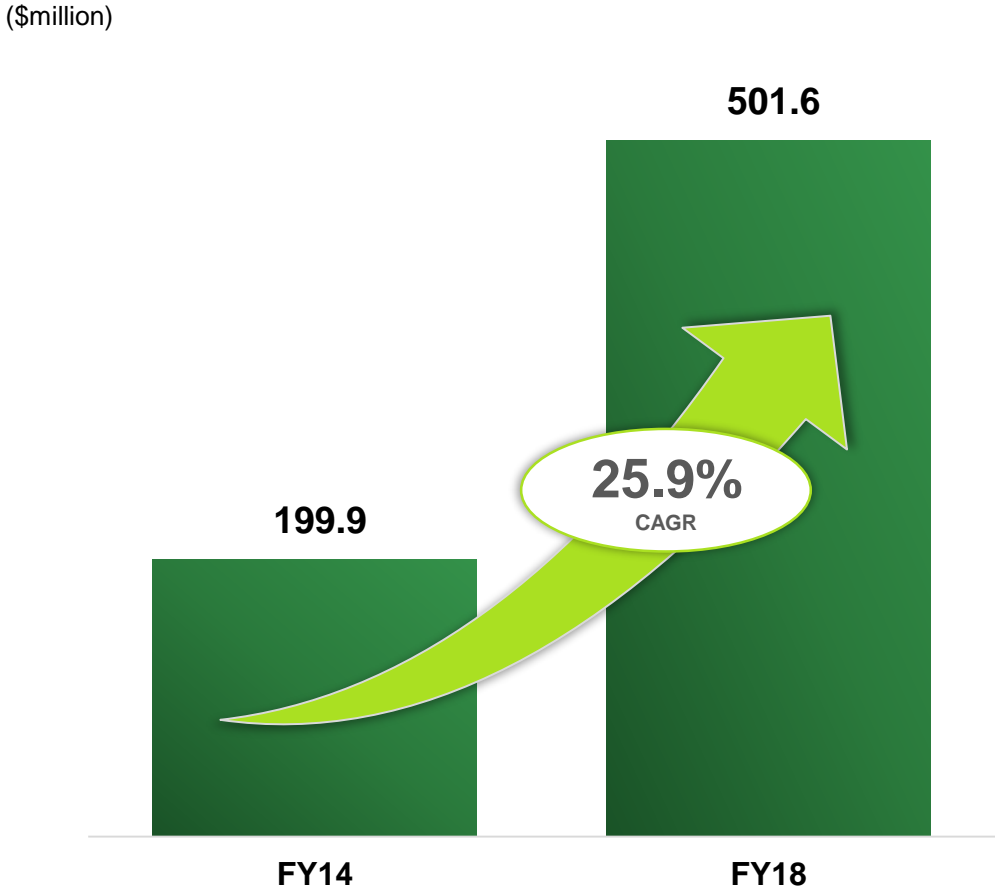
- Launched our new digital insurance distribution channel Clovered.com.
- Enables consumers to learn how to Prepare, Protect, and Recover from the unexpected.
- Licensed in more than 15 states with more than 10 carrier appointments across Home, Auto, Flood and E&S lines.

Proven track record ...

Best-in-class Return on Average Equity (ROE)

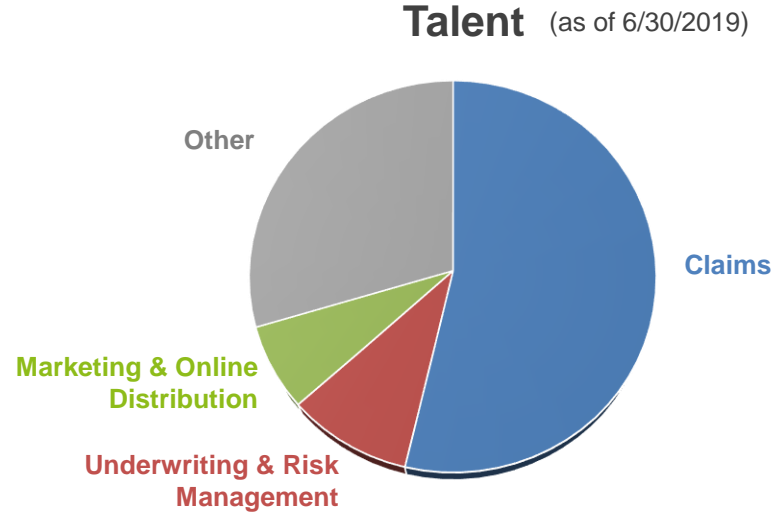


Book value growth



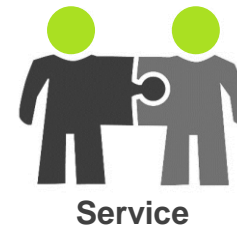
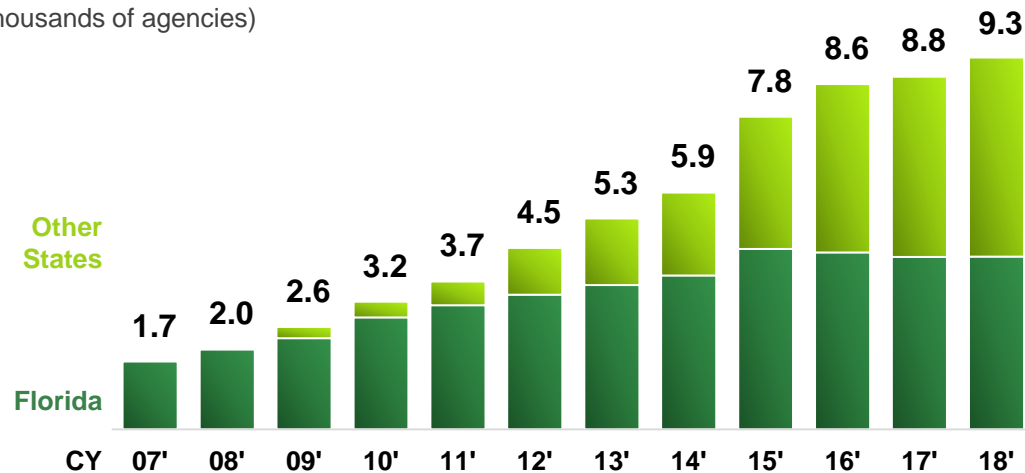
*As of December 31, 2018

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



Independent agent distribution channel

(thousands of agencies)



- Strong partner relationships
- Quality customer advocates



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



- Attractive commission and performance based incentives

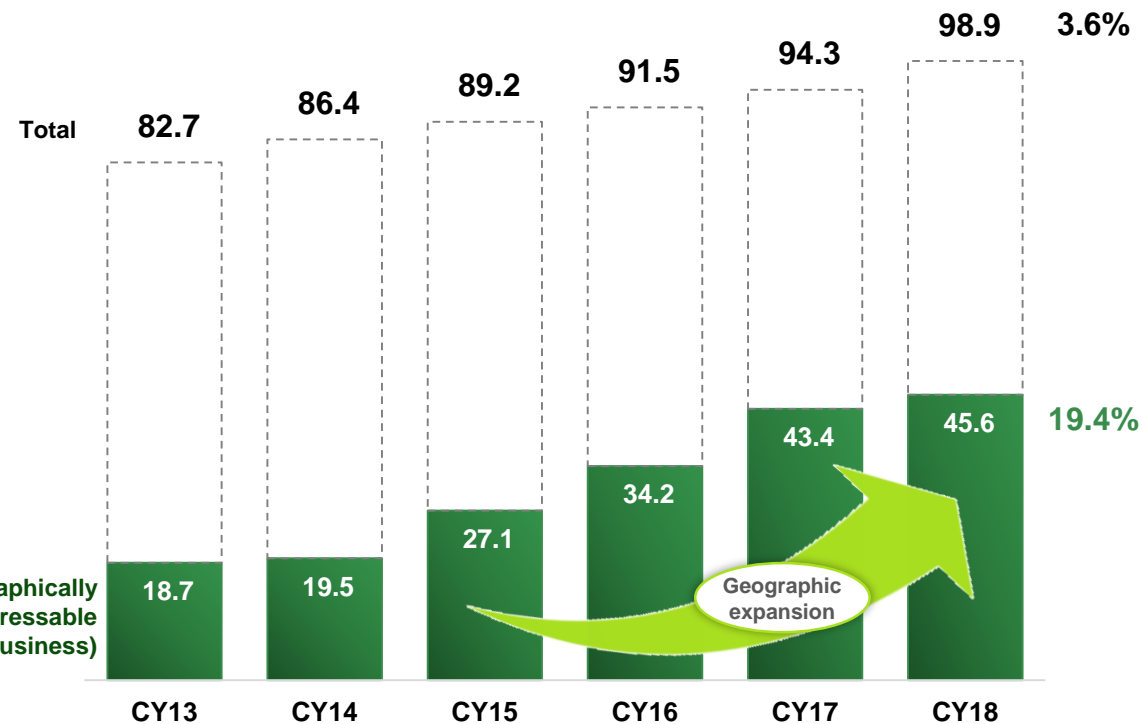
Large and growing Homeowners Multi-peril (MP) insurance opportunity

P&C Industry Homeowners MP Direct Premiums Written

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

(\$billion)

CY13-CY18
CAGR



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*

States doing business	CY13	CY14	CY15	CY16	CY17	CY18
FL as % of addressable	46.8%	44.8%	32.4%	25.7%	21.2%	21.1%

*Measured by Homeowners MP Direct Premiums Written 2018. Not currently writing in TX, CA, OH, CO from the top15 10

Strategic priorities – Strengthening the foundation

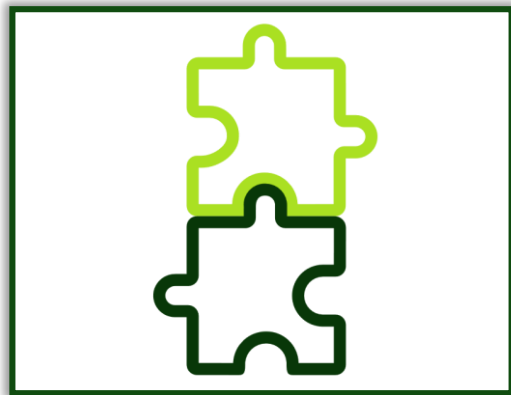
Core franchises



Protection Solutions



Distribution



Risk Management



Claims Management

1

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

2

Focus on disciplined growth

3

Maintain a strong balance sheet

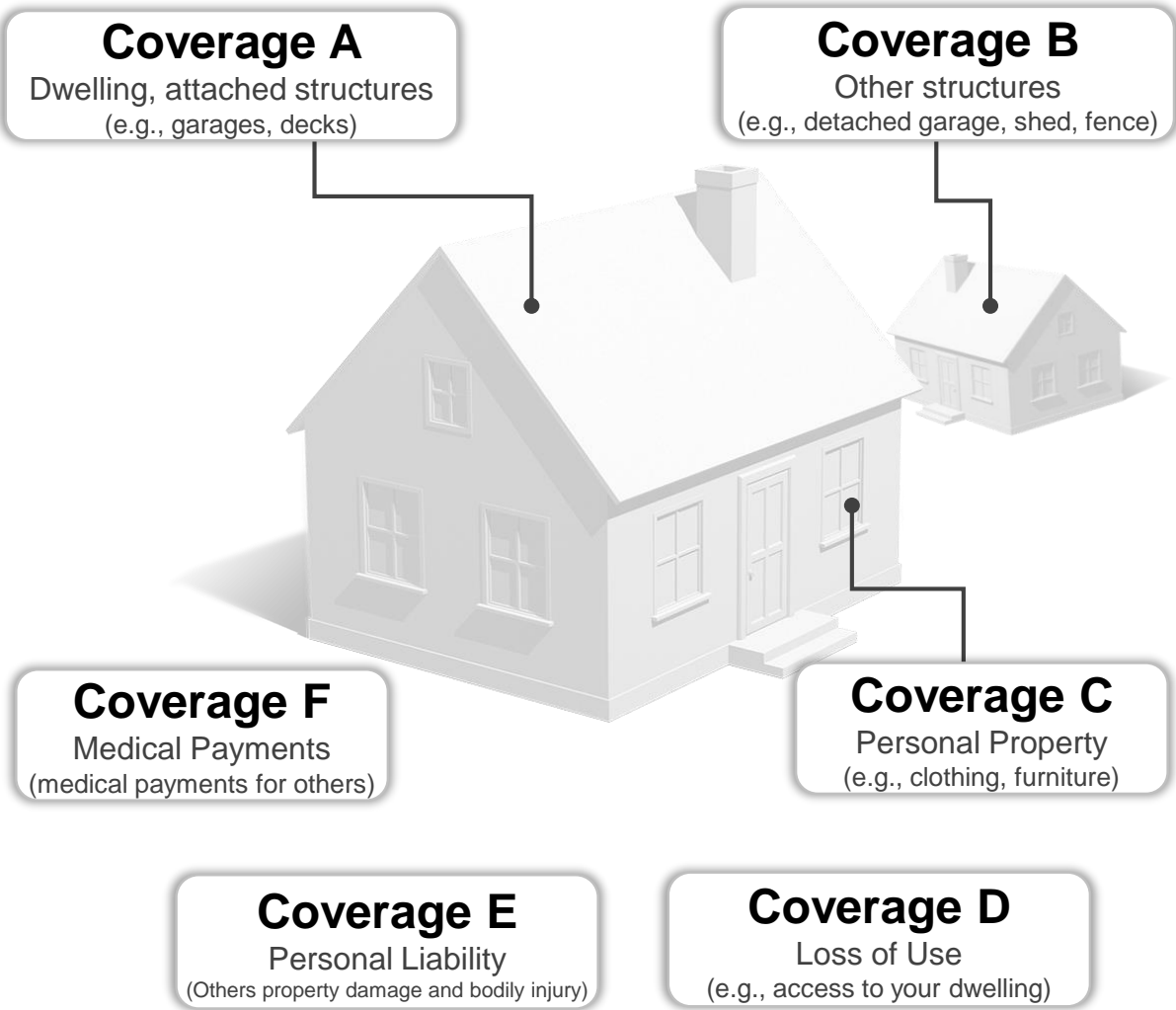
4

Maximize earnings stability

Underwriting

Overview of insurance offerings

Homeowners coverage



Products offered

Form Type

Carrier

- HO2 – Broad Form (named perils only)
- HO3 – Special Form (Most common)
- HO5 – Comprehensive Form
- HO8 – Older Home Form



- HO6 – Condo Form (individual condo unit owner)



- HO4 – Renters Form (tenant occupant)



- DP1 – Named peril only - rental or investment property
- DP2 – Named perils only – more comprehensive
- DP3 – Open Peril policies



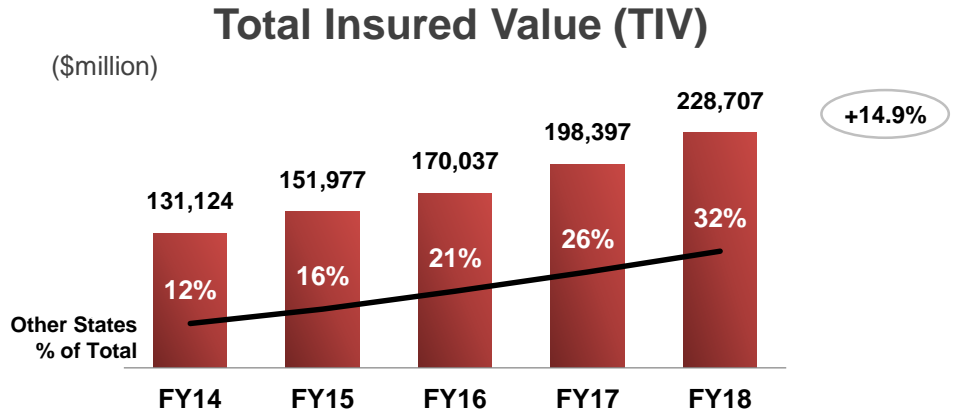
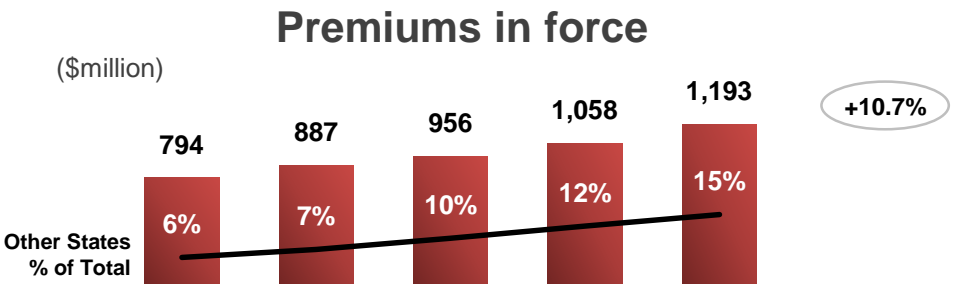
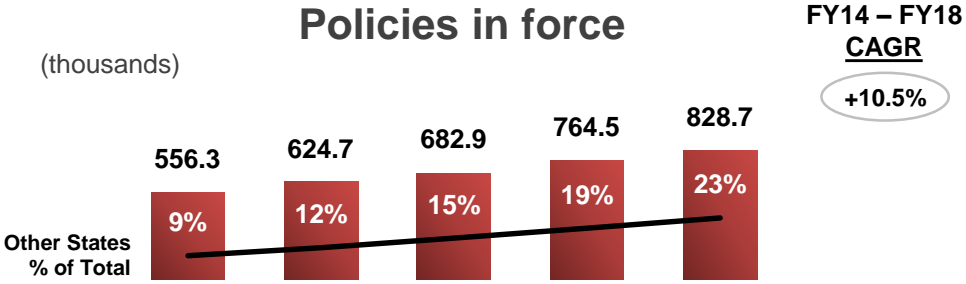
- HO3 – Special Form (Property values in excess of \$1M)



- CP10 – Business & Personal Property Form (e.g., HOA's, Apartments)
- CP17 – Condo Property Form



Underwriting overview



Industry trends



Technology-enabled innovation improving intelligence



Rate increases improving rate adequacy

NEUTRAL

Optimistic that assignment of benefits legislative reform will address fraud

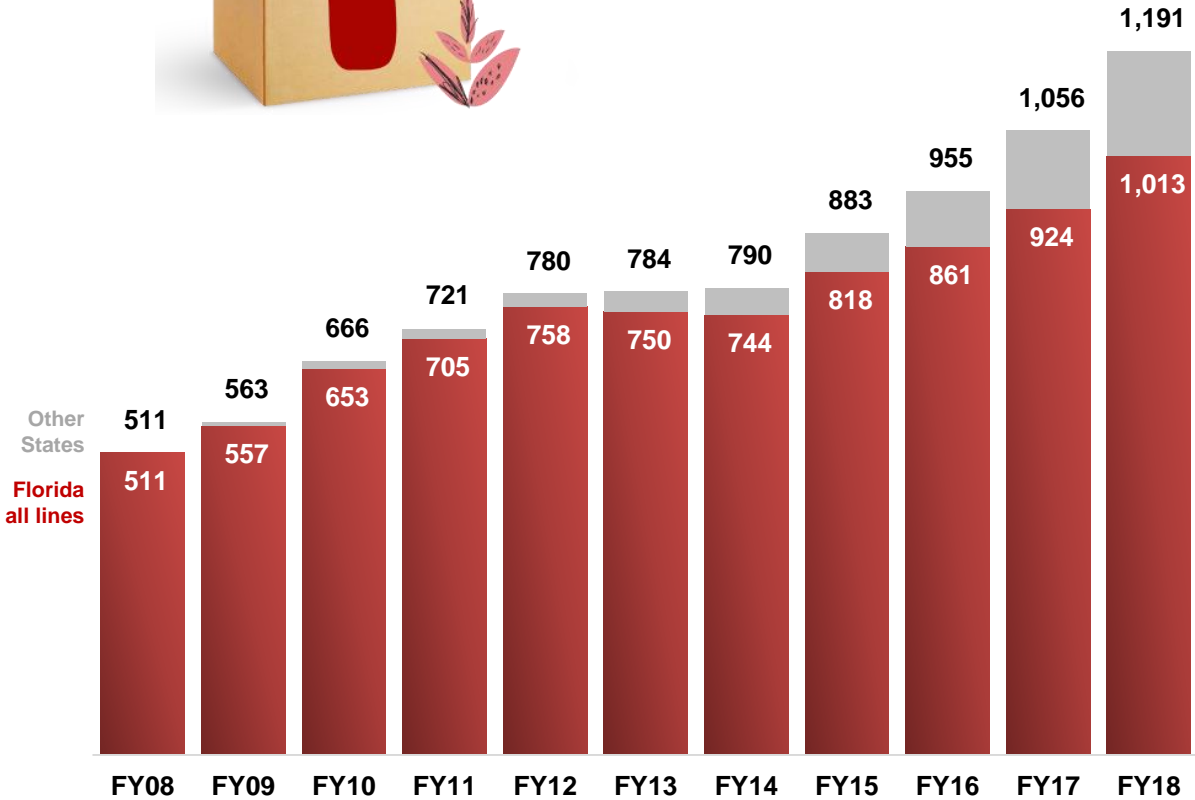


Reinsurance catastrophe pricing hardening for the 2019-2020 treaty period

UVE organically grew into #1 in FL

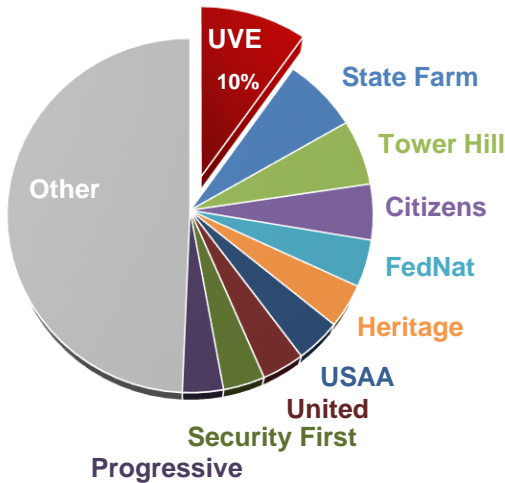
FL Direct premiums written growth ...

(\$million)

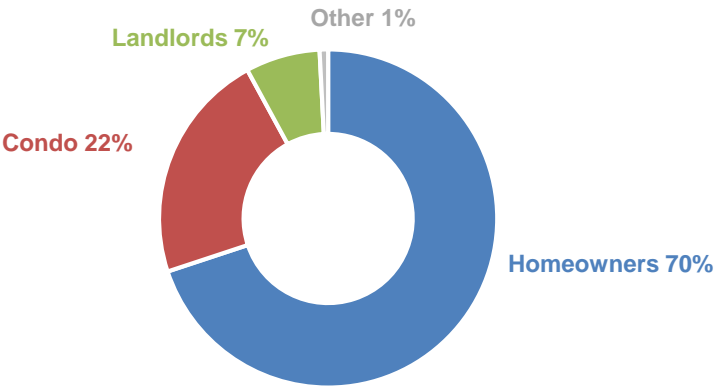


... led to #1 homeowner provider in FL

2018 Homeowners MP FL segment*



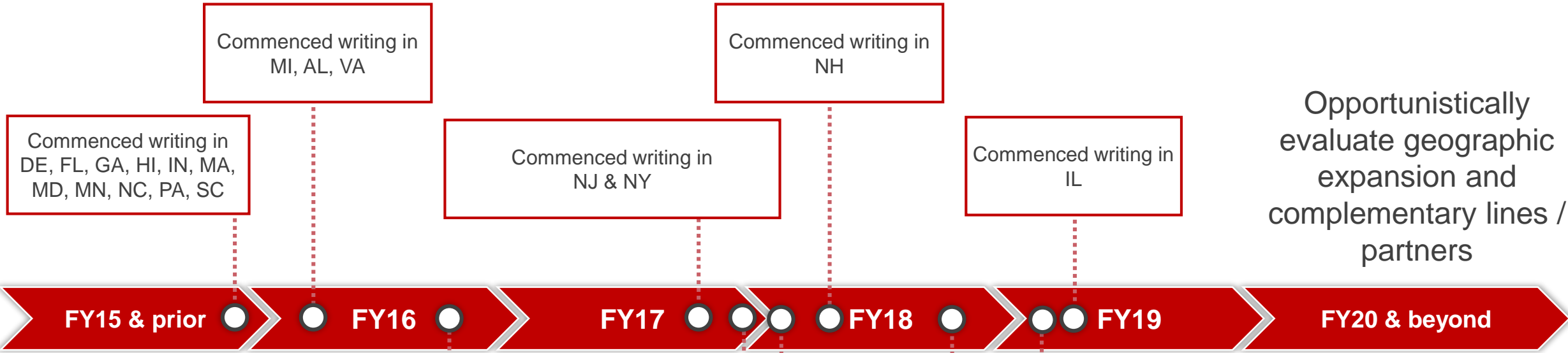
2018 UVE FL Homeowners MP by product



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

Leverage domain expertise in FL for geographic diversification and opportunistically offer or partner on complementary lines

Geographic Expansion



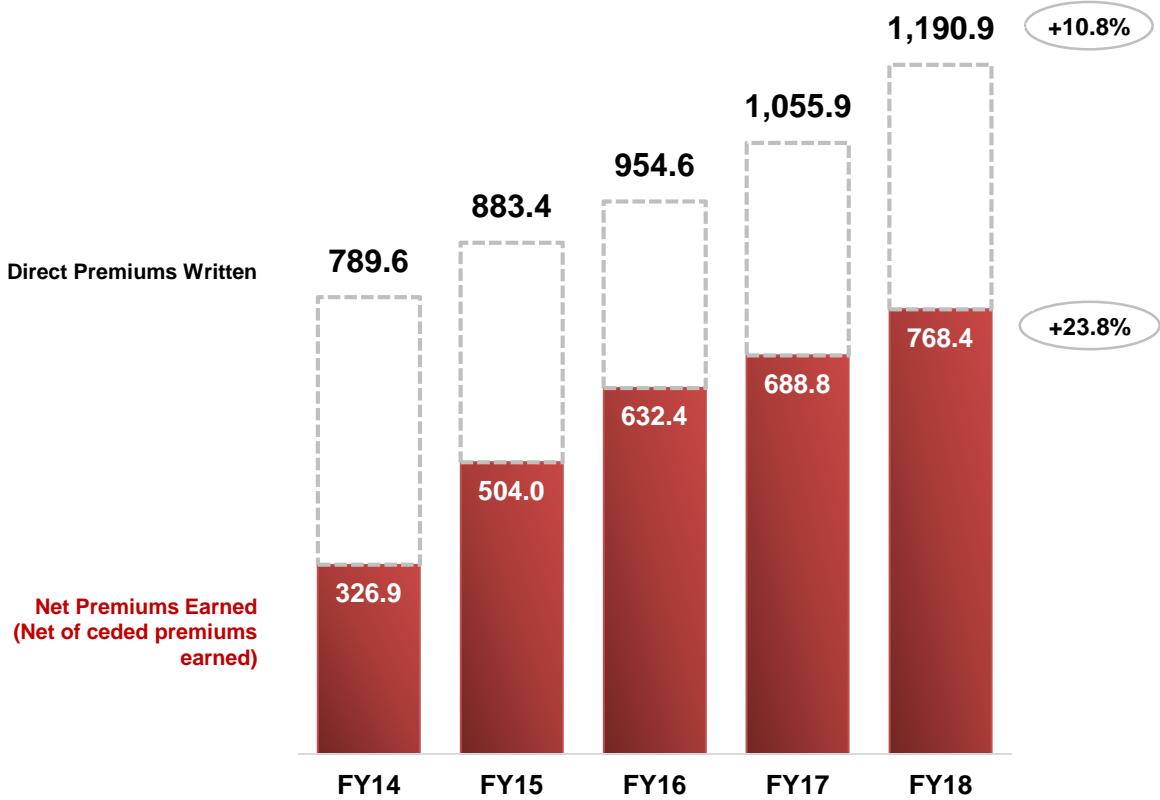
Complementary lines expansion (offerings / partners)

Solid performance

Revenue (Direct and net premiums)

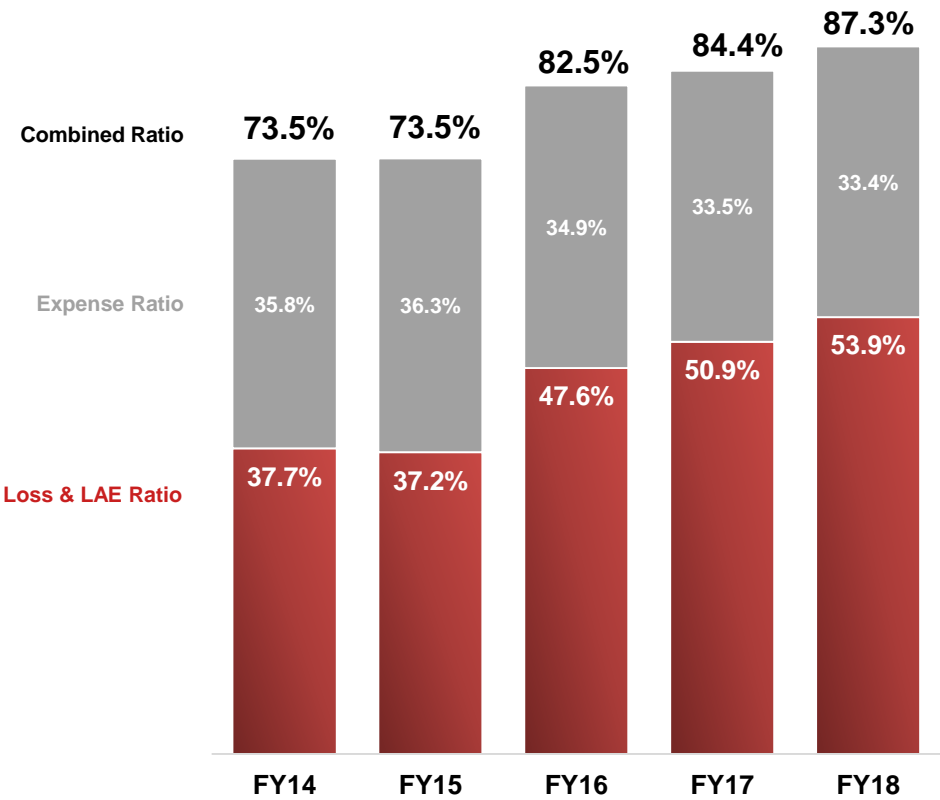
(\$million)

FY14 – FY18
CAGR



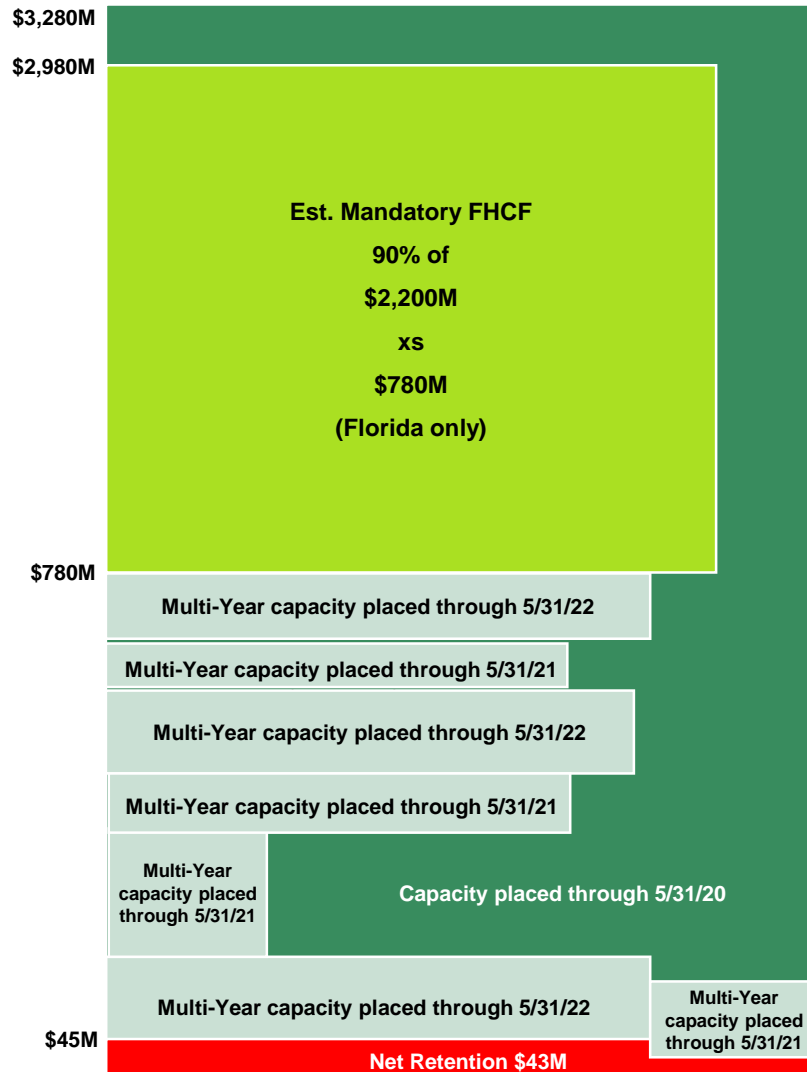
Direct Premiums Earned	777.3	836.8	921.2	999.2	1,121.6
Ceded Premiums earned as % of Direct Premiums Earned*	57.9%	39.8%	31.4%	31.1%	29.7%

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



*Excludes reinstatement premium

1st Event coverage in excess of \$3.2B



* All non-FHCF layers cascades to \$111M

Note: June, 1, 2019 reinsurance program

2nd Event



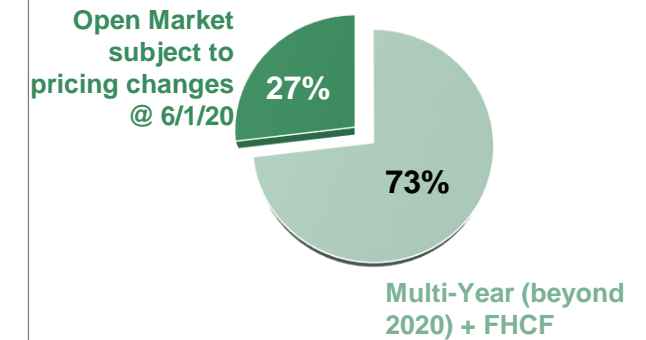
3rd Event







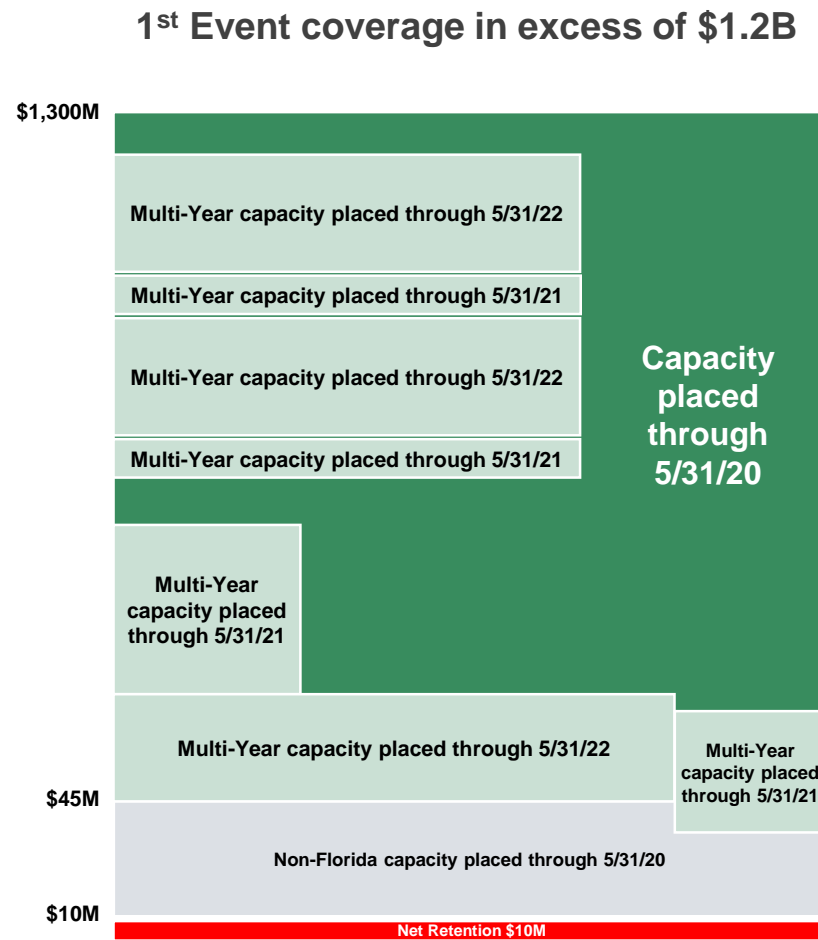
4th Event



First event CAT contracts

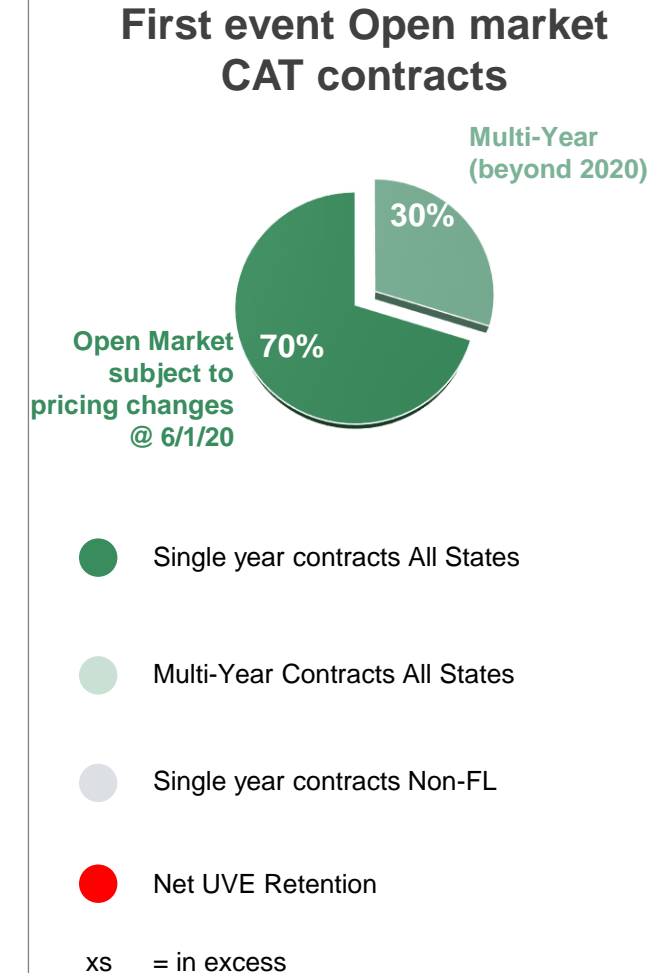
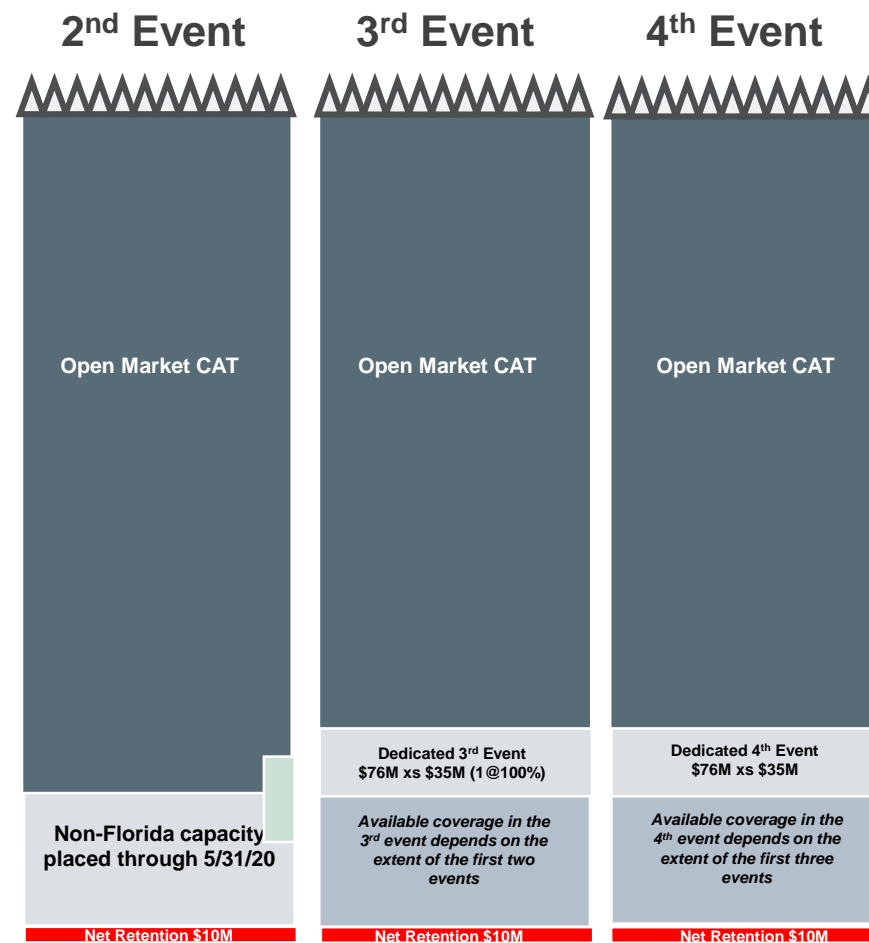


-  Expiring contracts
 -  Florida Hurricane CAT Fund (FHCF)
 -  Multi-Year Contracts
 -  Net UVE Retention
- xs = in excess

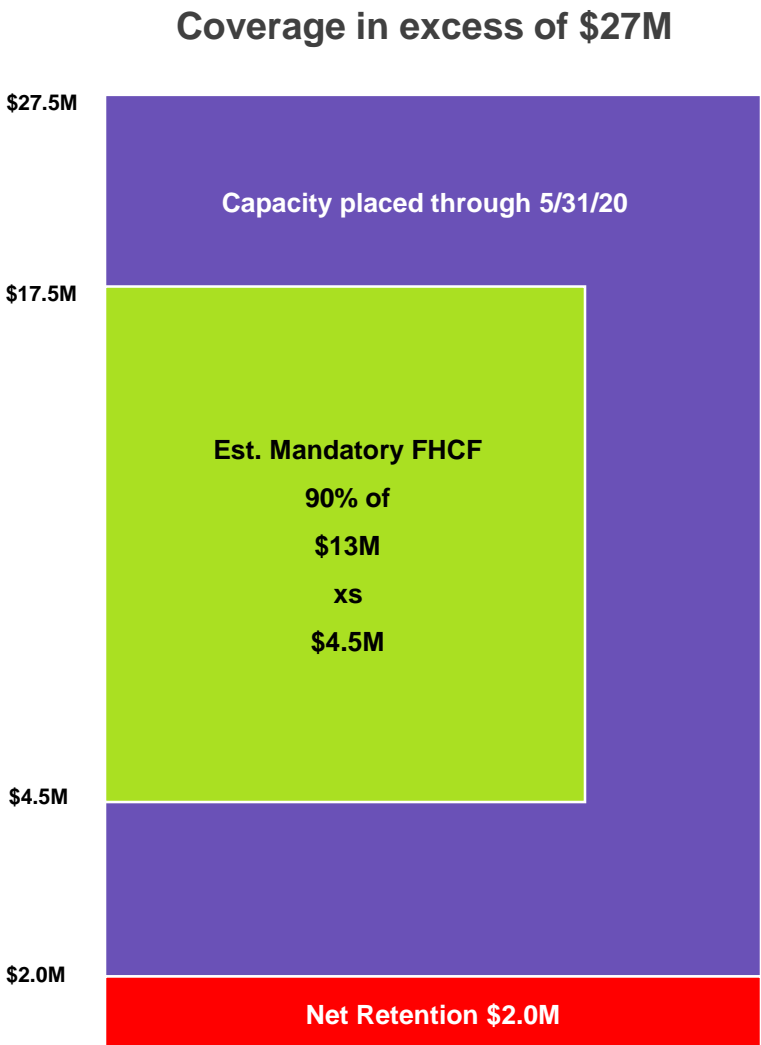


** All non-Florida only layers cascade to \$10M

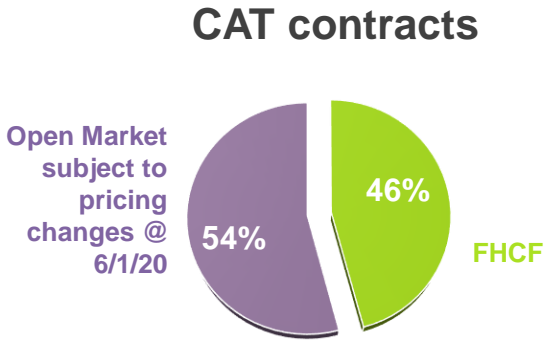
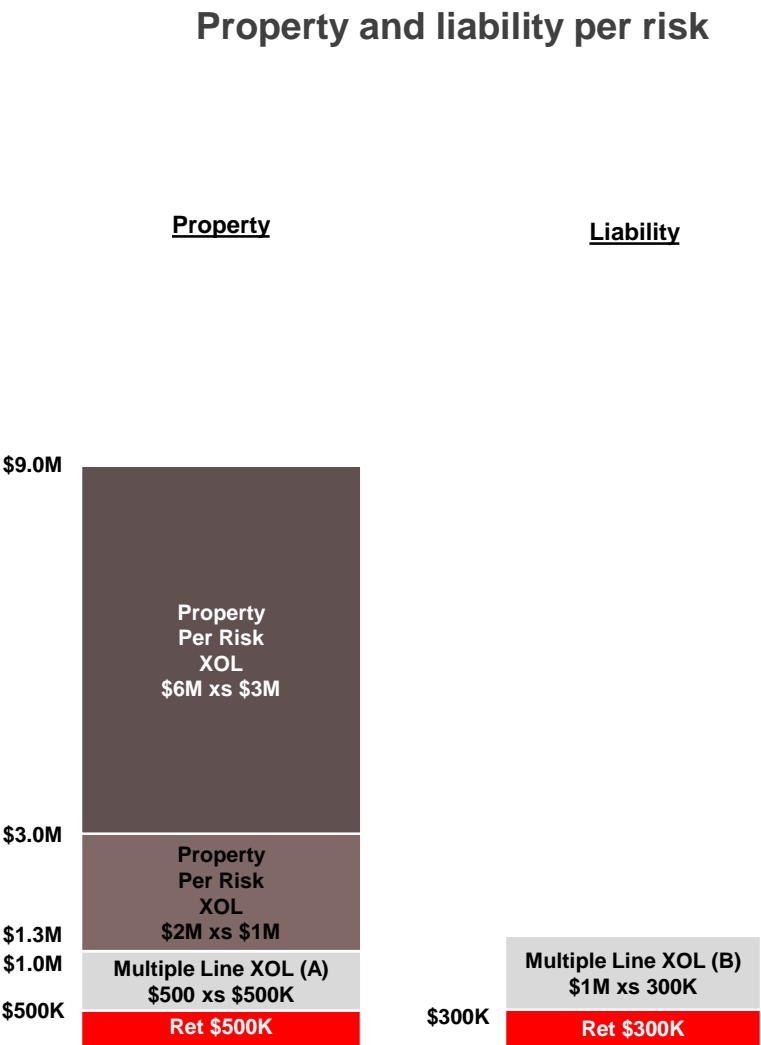
Note: June, 1, 2019 reinsurance program






Strong balance sheet supported by robust reinsurance program ()



* All non-FHCF layers cascade to \$2M

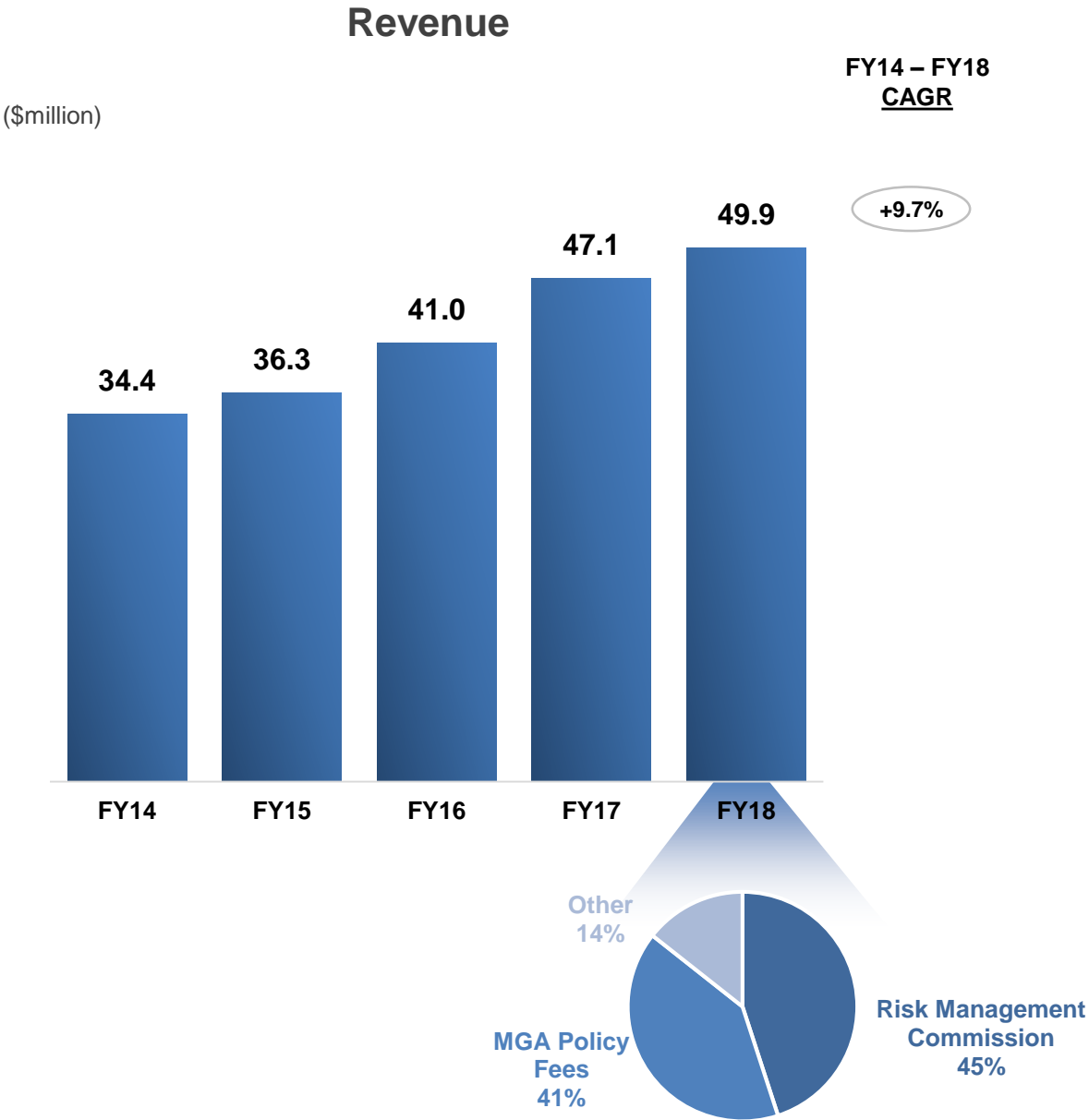


-  Single year contracts
-  Florida Hurricane CAT Fund (FHCF)
-  Net UVE Retention
- xs = in excess



Services

Services overview



Industry trends



Technology-enabled innovation improving the customer experience



Remote surveillance increasing to improve accuracy and speed of risk management and claims



Improved operations with adoption of cloud based reporting tools and automated processes

NEUTRAL

Large scale, technology-enabled disruptors pose opportunities and threats to distribution

NEUTRAL

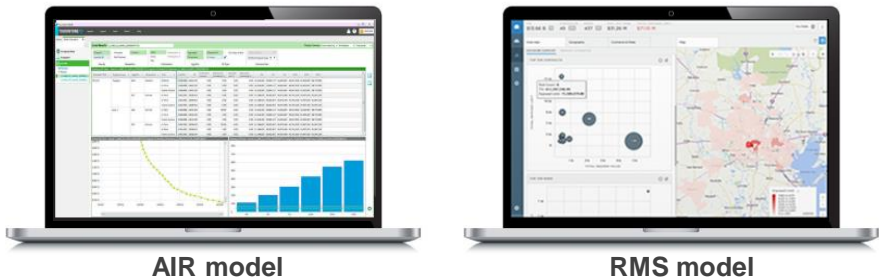
Customers expectations increasing



Streamlined technology adoption will put pressure on long-term services pricing

Risk Management

Catastrophe modeling

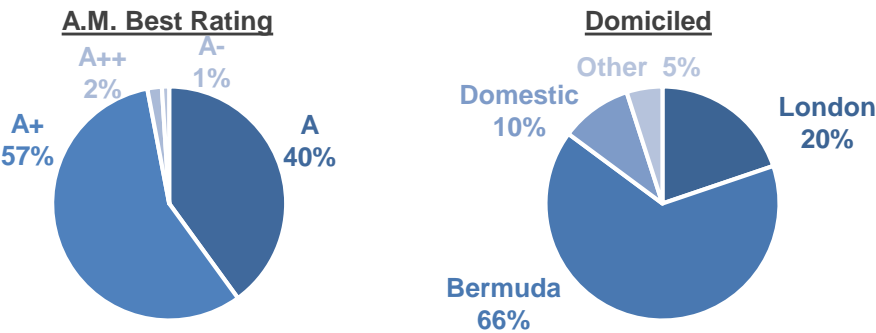


In-house reinsurance brokers, underwriters and licensed actuaries with insurance and reinsurance experience

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



Strong relationships with traditional reinsurance partners

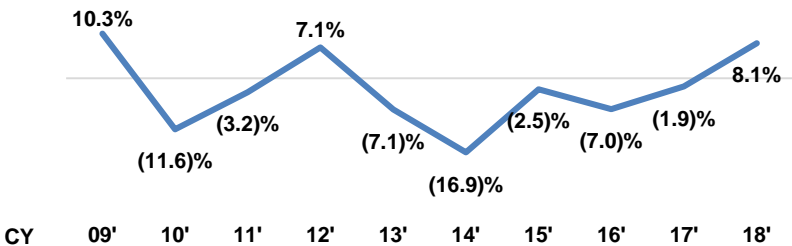
99% of capacity A or better A.M. Best rating for all reinsurance partners

Significant property and casualty and reinstatement premium protection coverage

Largest participants:



Industry reinsurance pricing



Source: Guy Carpenter U.S. Property Catastrophe Rate-On-Line Index

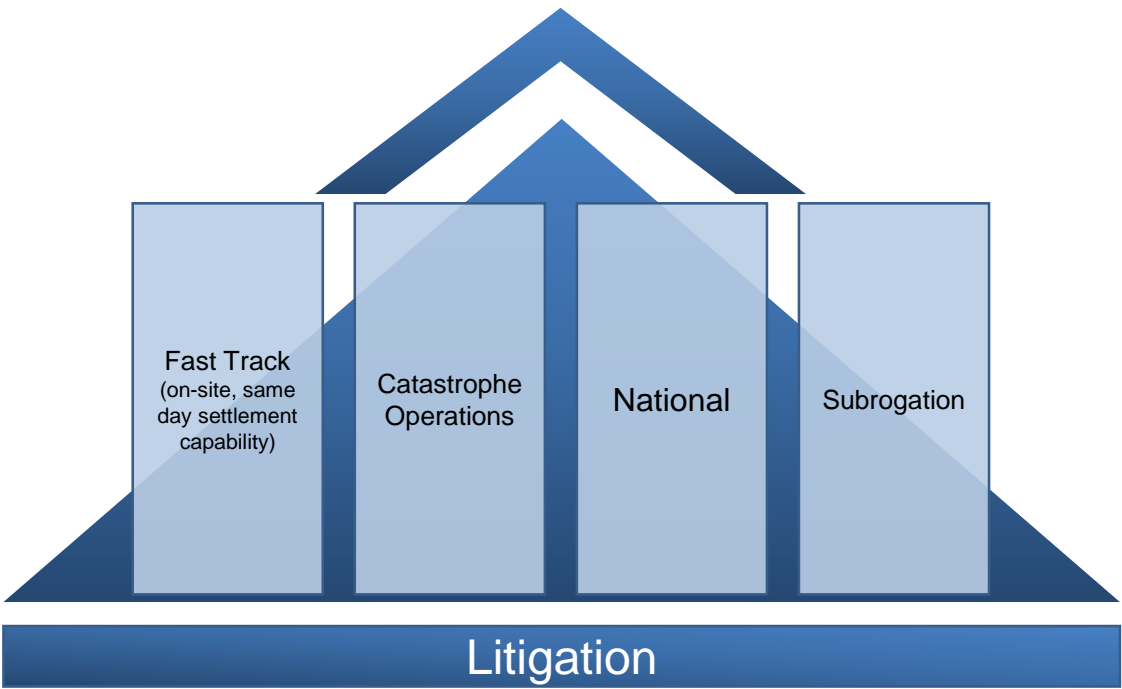
Utilize single and multi-year capacity and actively monitor pricing trends

All reinsurance capacity utilized through traditional reinsurers today

Broker reinsurance through in-house fully-licensed reinsurance intermediary Blue Atlantic Reinsurance Company (BARC) in partnership with our in-house MGA Evolution Risk Advisors and world's largest third party reinsurance broker

Claims management

Optimized claims management structure

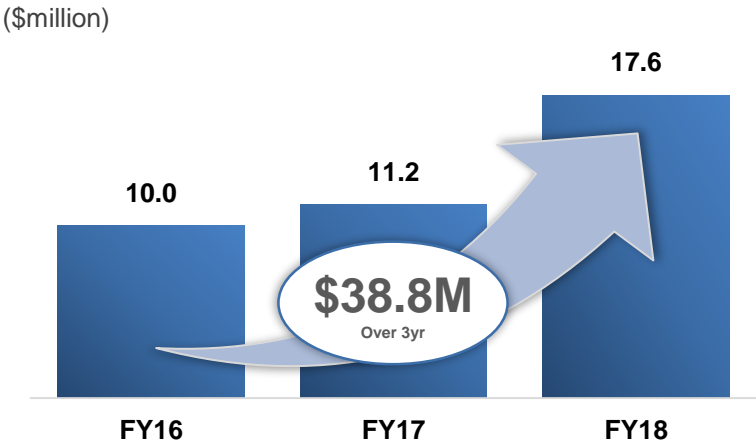


- In-house claims department organized by capability
- Streamlined processes to efficiently accelerate close rate
- Proprietary claims administration system
- Retain small percentage of outside adjusters for surge demand

Significant experience



Subrogation Recoveries**



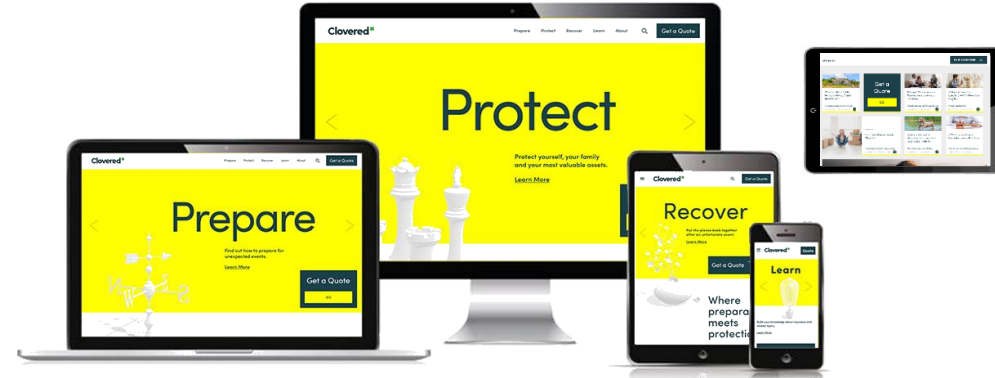
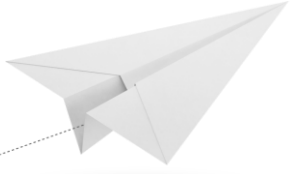
Accelerated subrogation efforts against third parties responsible for property damage losses to our insureds

*Claims paid in partnership with reinsurers
** Cash receipts

Investing in technology: Device agnostic, digitally enabled distribution

Go Paperless

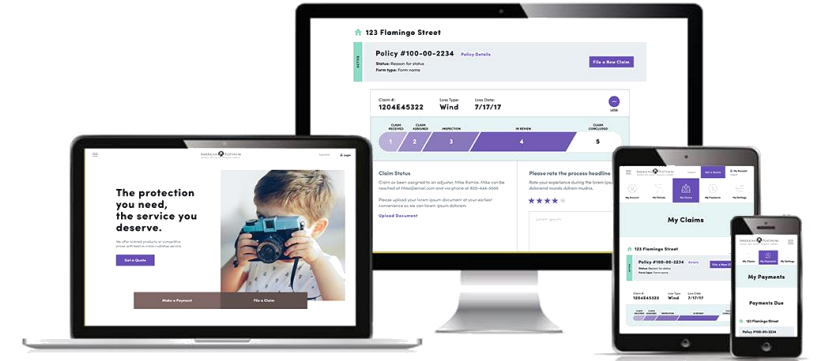
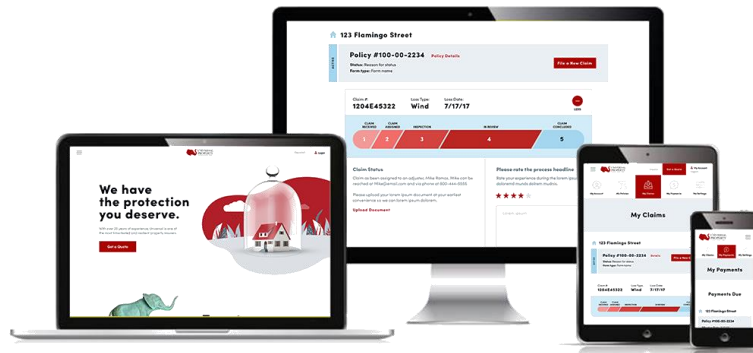
Environmentally and
Socially Conscious



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
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- Get a Quote

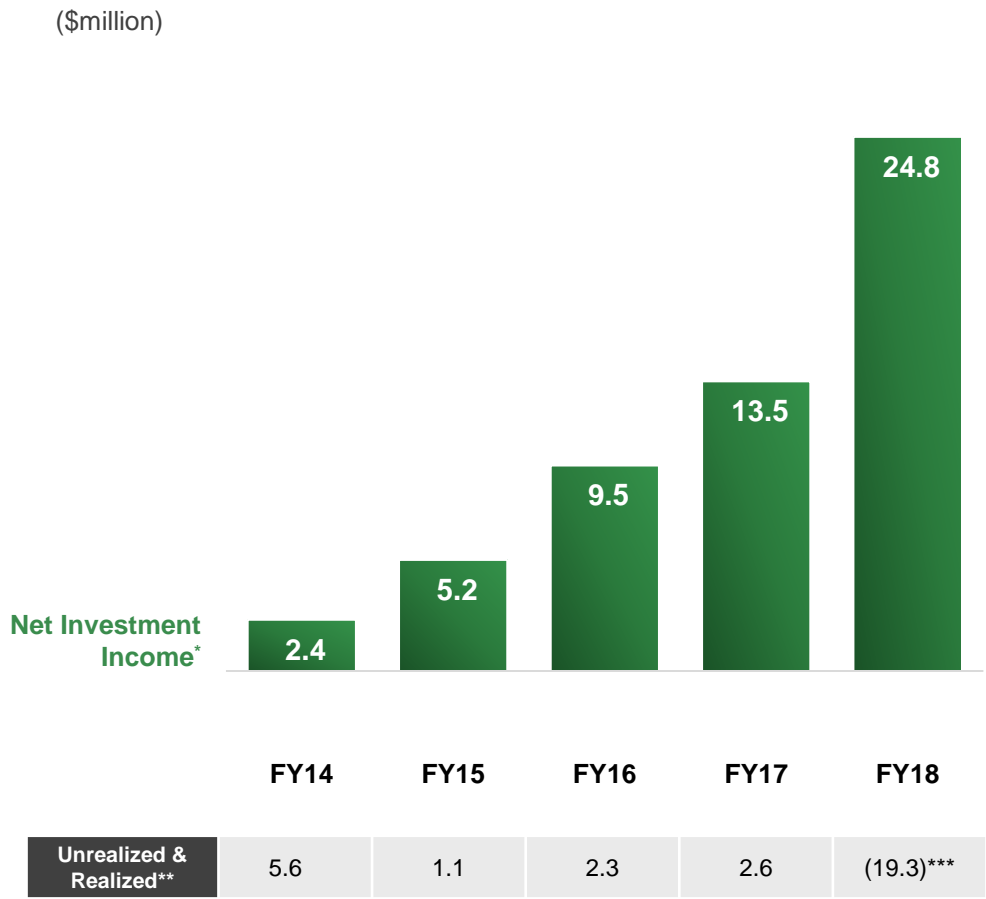
Partners



Investments

Investments overview

Net investment income



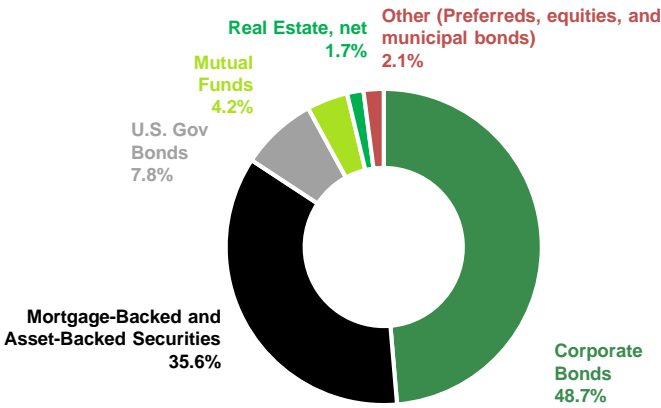
*Includes interest earned on cash and cash equivalents and restricted cash and investment income earned on real estate investments. Net of custodial fees, investment accounting, advisory fees and expenses associated with real estate investments

** Net unrealized & realized gains (losses) on equity investments.

***Beginning in 2018 unrealized amounts were recognized on the income statement as a result of the adoption of new accounting guidance for equity securities. See “Item 8—Note 2 (Summary of Significant Accounting Policies—Recently Adopted Accounting Pronouncements)” in SEC filings for more information.

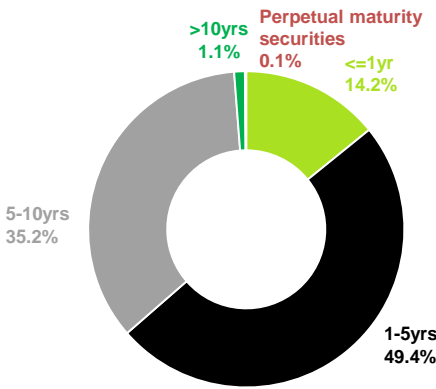
Investment Portfolio

(\$942.3M as of 6/30/19)

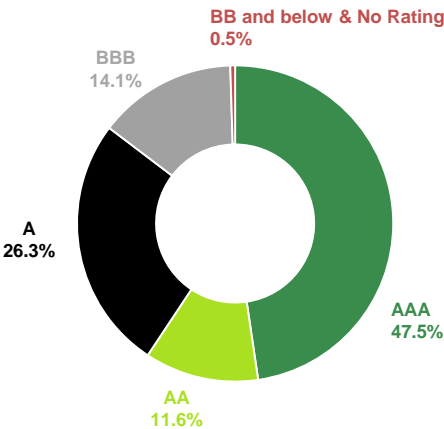


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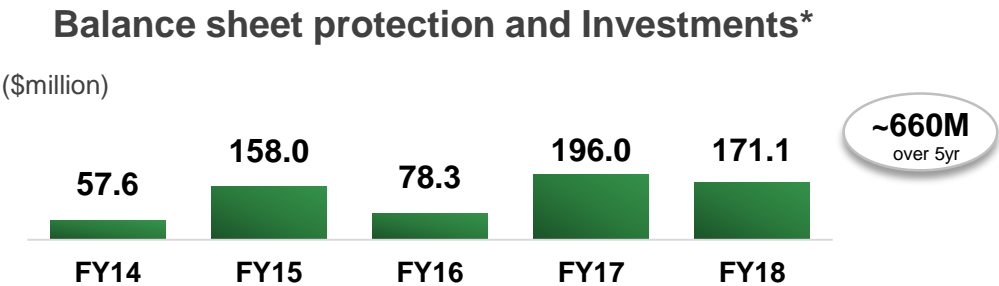
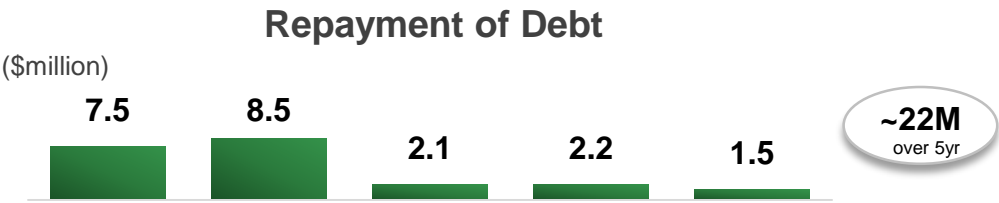
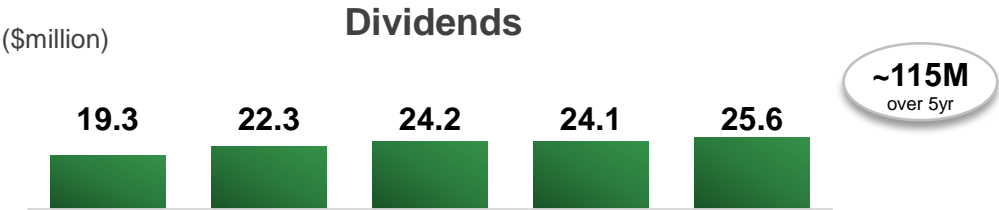
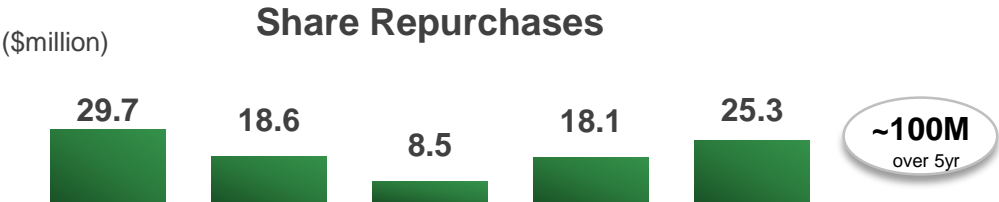
Effective Maturity (3.3yrs)



Average Rating (A+)



Capital deployment



*FCF less share repurchases, dividends, repayment of debt.

Returning capital to shareholders ...

... bolstering balance sheet ...

... and investing for the future

Second Quarter 2019 Results



2Q19 & 1H19: Strong progress against strategic priorities

1 Focus on disciplined growth

- Total revenue up 11.4%; 1H19 up 17.2%.
- Other states (Non-Florida) direct premiums written up 28.7%; 1H19 up 29.9%.
- Diluted GAAP EPS of \$1.08, non-GAAP adjusted EPS* of \$1.05.
- 1H19 Annualized return on average equity of 28.7%; 1H19 combined ratio of 87.1%.

2 Maintain strong balance sheet

- Our 2019-2020 reinsurance program secured more catastrophe coverage than at any point in Company's history.
- YoY Book value per share up 17.4%.
- YoY total unrestricted cash and invested assets up 6.2% to \$1.1B.

3 Maximize earnings stability

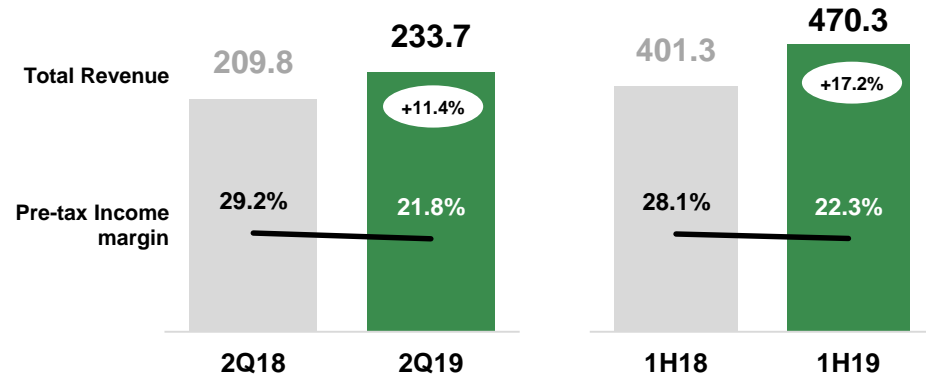
- Rate increases effective in Florida, Georgia, Massachusetts, Minnesota, and Pennsylvania.
- Expanding our addressable market with Universal Property becoming licensed in Wisconsin.
- Became licensed in more than 15 states and added five carrier appointments to our digital insurance distribution channel CloveredSM.

*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 2019, filed with the SEC as an exhibit to a Current Report on Form 8-K on July 31, 2019, and also available on the Company's website at <https://UniversalInsuranceHoldings.com> under "Investors" with the subheading of "Earnings Releases."

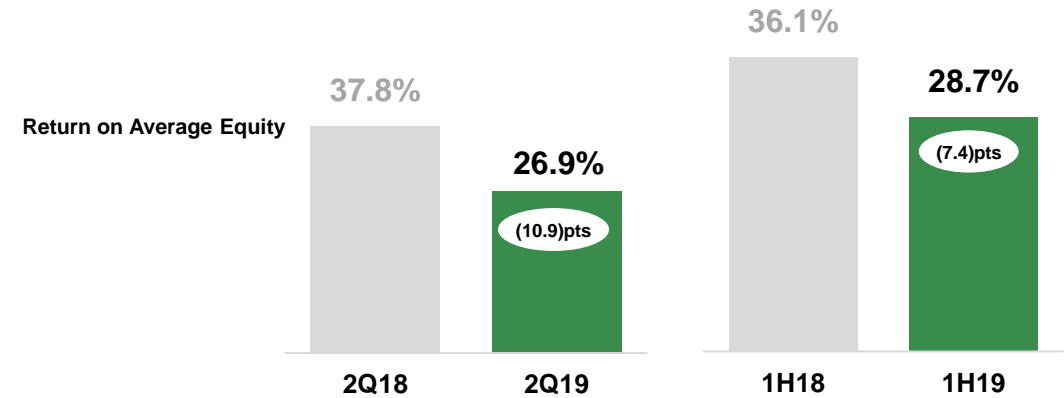
2Q19 and 1H19 financial results

Total Revenue

((\$million)) Premium volume, pricing, and investment portfolio driving growth, partially offset by realized losses related to underperforming equity securities

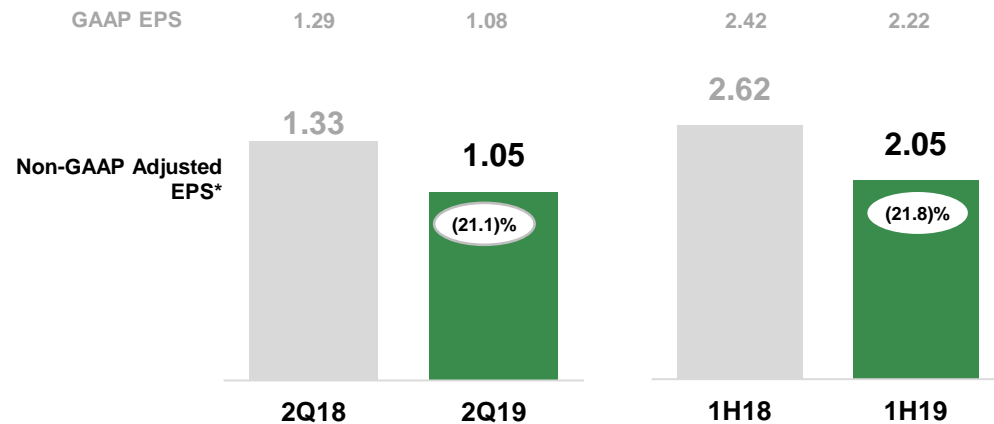


Annualized Return on Average Equity (ROE)

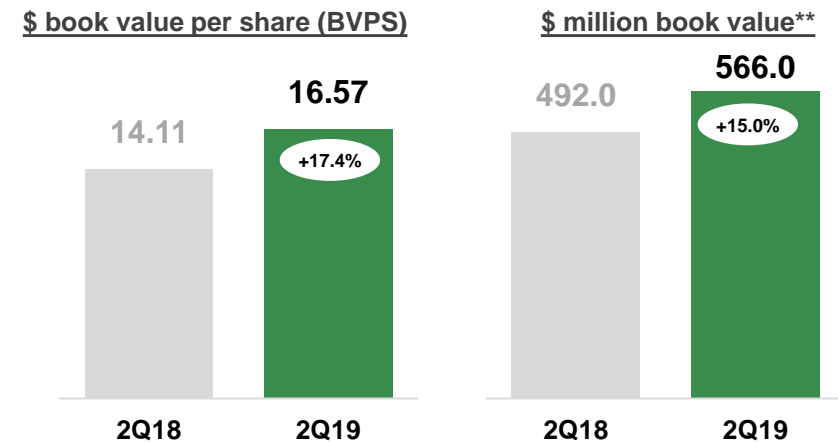


Earnings per Diluted Share (EPS)

(\$ per share) Geographically diversified growth, increased estimated losses, a reduced benefit from our claims adjusting business, non-recurring acquisition cost benefit in 2Q18, and higher effective tax rate



Book Value, end of period



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**Excludes preferred stock