



Nasdaq: AFH



2016 Fourth Quarter  
Conference Call  
March 14, 2017



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When discussing our business operations, we may use certain terms of art which are not defined under U.S. GAAP. In the event of any unintentional difference between presentation materials and our GAAP results, investors should rely on the financial information in our public filings.



Corporate Headquarters	Elk Grove Village, IL (Chicago suburb)	
Core Target Markets	Taxi / Limo / Livery / Paratransit	
<b>NASDAQ: AFH</b>	<b>At 12/31/2016</b>	<b>At 12/31/2015</b>
Cash and Investments	\$224.8 million	\$233.3 million
Total Assets	\$423.6 million	\$411.3 million
Total Atlas Shareholders' Equity	\$127.3 million	\$129.6 million
Common Shares Outstanding (includes Restricted Share Units)	12,045,519	12,045,519
Book Value Per Outstanding Common Share	\$10.54	\$10.15

## 2016 Year end Overview

### 2016 Year End Financial and Operating Information

#### Gross Written Premium

- Gross Written Premium generated by the Company for the full year ended December 31, 2016 grew by 7.6% to \$225.1 million

#### Strengthened Reserves

- After the impact of taxes and of preferred share adjustments related to acquisition agreements, the impact on net income will be approximately \$17 million for the fourth quarter and year ended December 31, 2016.
- The Company performed a comprehensive review of its reserves as a result of changing loss payment trends identified through year-end actuarial work, and ultimately decided that it was appropriate to strengthen reserves at this time.

#### Michigan Related Issues

##### Indicators

- “No fault” or “PIP” state
- Atlas began seeing significantly increased severity payments and demand amounts in 2016 related to prior years.
- Causal issues such as materially higher unemployment and strong hospital lobby, etc. generated significant claims which resulted in settlements in 2016.
- Demand amounts in 2016 increased 75% compared to prior years.
- Average severity for personal injury protection (“PIP”) coverage, which is mandatory in Michigan, paid in 2016 increased by 115% as compared to 2015.
- Attorney represented claims more than doubled year over year to 64% of total Michigan claims.

##### Current Status

- Approximately 630 Michigan Claims remain open, out of total pending of nearly 11,000 for all states (strengthening is expected to address future liabilities).
- Positive trends are emerging in other areas of Atlas’ business based on increased use of analytics.

**No indicators of new market entry and Company continues to expect price leadership to optimize return on deployed capital via underwriting**

## Reserve Analysis

### What we believed last year

- Continued positive trends on small claims
- Improved severity on largest claims
  - ✓ Use of predictive analytics deployed throughout the year would lead to improving results, with full impact in 2017/18
  - ✓ Targeted approach to early resolution
- Worse than average result in MI
  - ✓ Attacked with rate
  - ✓ Focused claim efforts
  - ✓ Close dialogue with local counsel
- Reserves at low end of range with expectation that positive trends would result in migration to midpoint over time

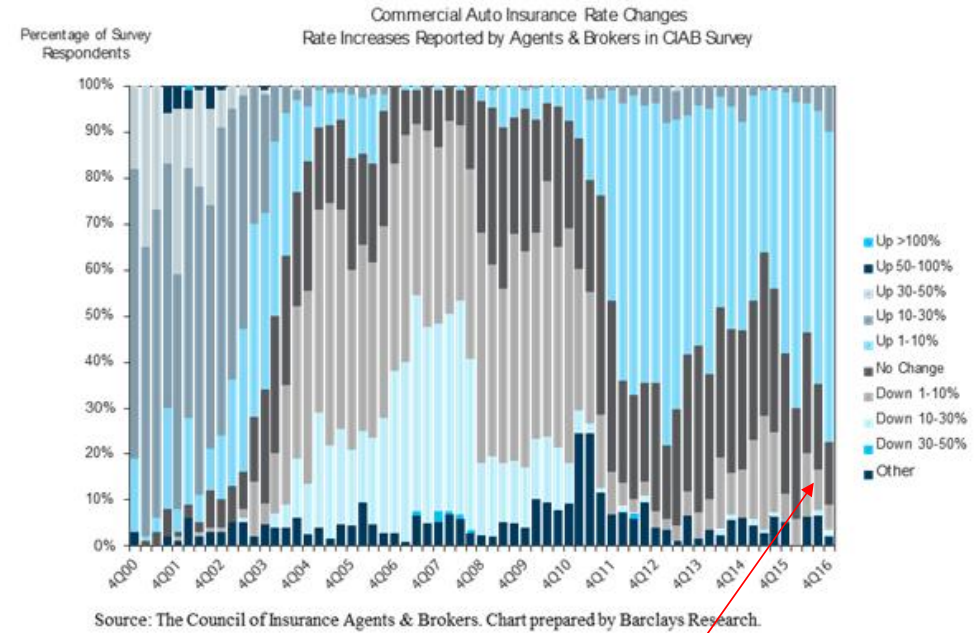
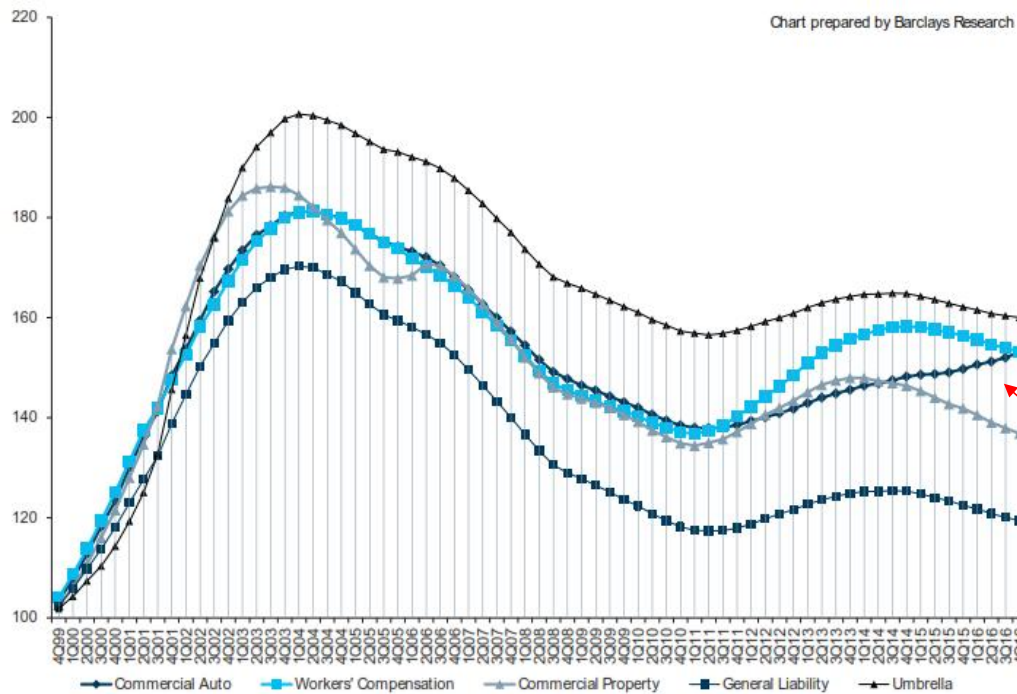
### What happened in 2016

- Small claim severities trended up, consistent with commercial auto but worse than Atlas' experience as of 12/31/15
- Severity did improve on larger claims and ALAE reductions started to be observed
- MI deteriorated much more than expected (especially in second half of 2016)

### What we expect going forward

- Small claim severities will be monitored to evaluate impact of industry trend
  - ✓ Predictive models in both underwriting and claims are being updated to reflect inflation
- Continued improvement on larger losses should result in favorable development
- Michigan exposure will continue to be reduced and losses will be contained within strengthened reserves

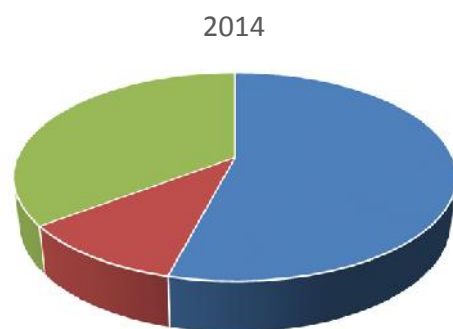
## Commercial Auto Insurance Competitive Landscape



Commercial Auto is the  
only large segment  
with rate changes  
trending up

Rate increases  
"retrenching" as result  
of industry reserve  
strengthening

## Atlas Business Mix

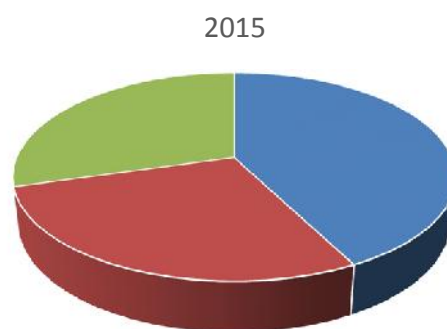


■ Taxi ■ Limo/Livery ■ Paratransit

***Taxi Grew 36%***

***Limo/Livery Grew 362%***

***Paratransit Grew 44%***

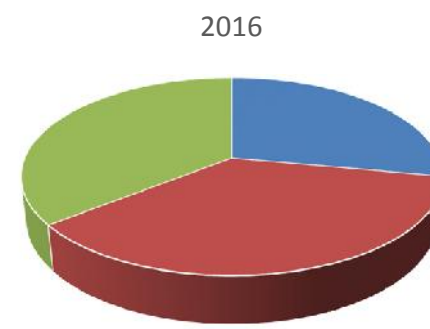


■ Taxi ■ Limo/Livery ■ Paratransit

***Taxi Shrunk 29%***

***Limo/Livery Grew 39%***

***Paratransit Grew 30%***



■ Taxi ■ Limo/Livery ■ Paratransit

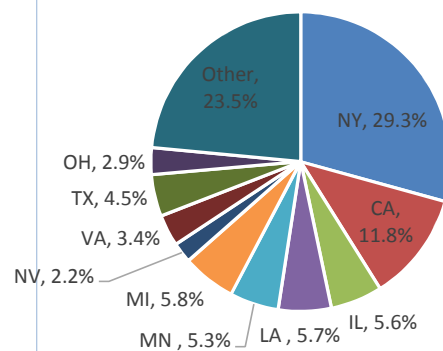
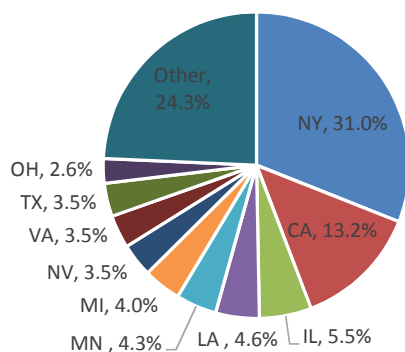


## Geographic Diversification

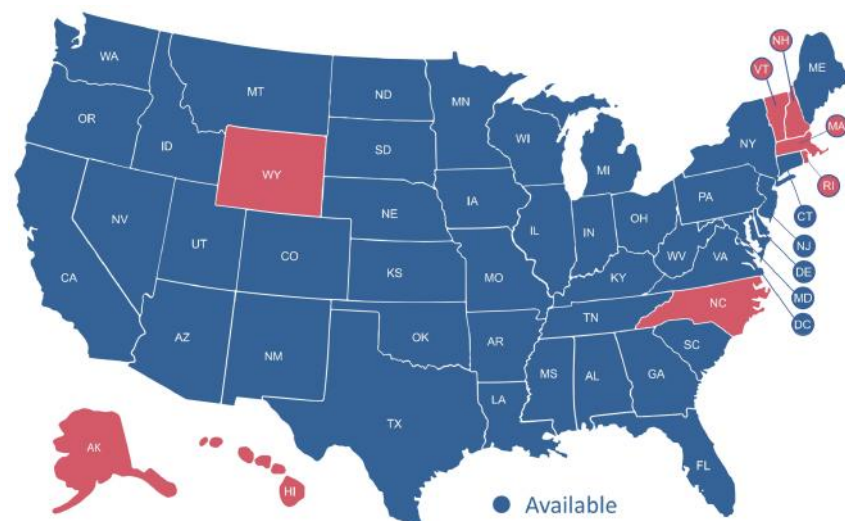


### Gross premium written by state (in \$000)

		Year Ended			Year Ended	
		December 31, 2016			December 31, 2015	
New York	\$	69,737	31.0%	\$	61,331	29.3%
California		29,784	13.2%		24,592	11.8%
Illinois		12,398	5.5%		11,741	5.6%
Louisiana		10,337	4.6%		11,884	5.7%
Minnesota		9,542	4.3%		11,178	5.3%
Michigan		9,002	4.0%		12,178	5.8%
Nevada		7,966	3.5%		4,536	2.2%
Virginia		7,940	3.5%		7,134	3.4%
Texas		7,881	3.5%		9,462	4.5%
Ohio		5,942	2.6%		6,124	2.9%
Other		54,566	24.3%		49,126	23.5%
Total	\$	225,095	100.0%	\$	209,286	100.0%



Nationwide market share is estimated at approximately 10%, with proportionate share forecast at 20%



## Premium Analysis

Taxi premium down approximately 29% in 2016

- Began to abate and turn positive in Q1 2017
- TNC companies incentivizing drivers to try their service, many start with “ride share” without Commercial Insurance

### Expectations:

Taxi growth will be flat to low single digit %

Commercial drivers who migrated to TNCs will pursue commercial insurance

Strong growth from Limo and paratransit

- Limo and paratransit still show strong growth at 38.8% and 30.4% yr/yr, respectively from 2015 to 2016
- Both Limo and Para increased average per vehicle pricing yr/yr

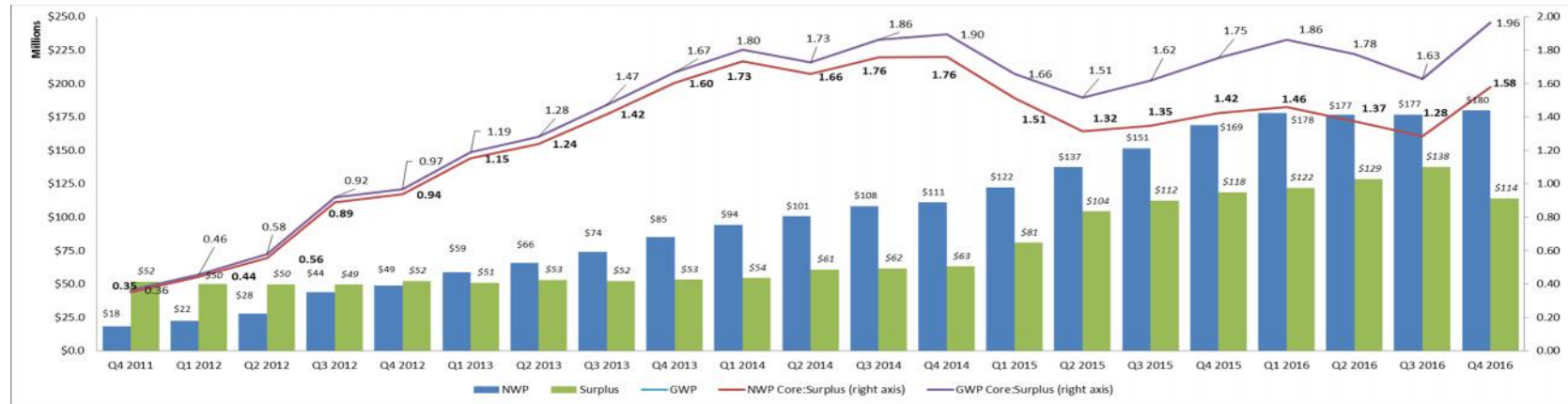
Hit ratio for new and renewal business will increase as a result of implementation of targeted predictive analytics



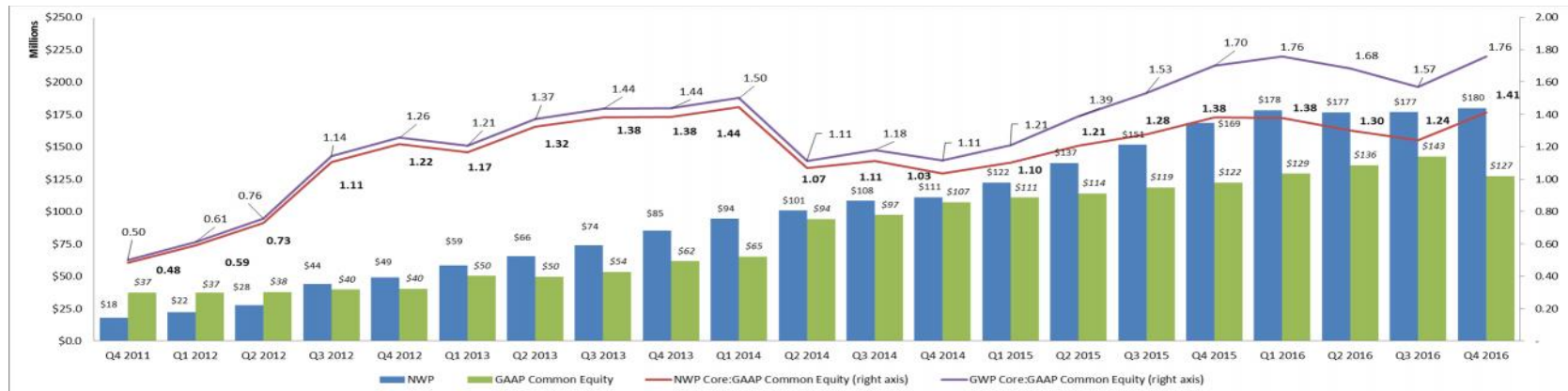
## Operating Leverage (Actual through Q4 2016)

Continue to hold sufficient capital on hand to self-fund profitable growth in the foreseeable future

### STATUTORY Version



### GAAP Version



*Financial Highlights*



## 2016 Q4 Financial and Operating Highlights

### Quarterly Premiums Affected by Rate Decisions / Shift in Market Dynamics

- In-force premium at December 31, 2016 increased 6.6% to \$224.6 million, compared to \$210.6 million
- Gross written premiums decreased 0.8% to \$52.0 million
- Decrease was primarily due to a reduction in the Company's excess taxi and traditional taxi business - this impact began to abate Q3 2016
- Trends positive to date in Q1 2017

### Underwriting Performance

- Underwriting loss was \$25.0 million compared to Underwriting Income of \$4.9 million for the same period of the prior year.
- Loss was primarily due to claims reserve strengthening related to prior accident years.
- Combined Ratio<sup>(1)</sup> ("CR") was 156.5%

(1) Ratios are computed as a percentage of net premium earned.

### Book Value

- Book value per share improved to \$10.54, a YoY increase of 3.8%

### 2017 Financial Expectations

- ✓ Relative stability regarding target market with continued growth
- ✓ Emphasis remains on underwriting profit as priority
  - Gross Written Premiums expected to improve year over year based on current trends
- ✓ Expense ratio is a range of 24.5% to 26.5%
- ✓ Exceed P&C industry Return on Equity ("ROE") by 500 – 1,000 bps

## 2016 Q4 Financial and Underwriting Results

### Premium Results

GPW decreased by 0.8% to \$52.0 million

- Overall premium shifted toward limo / paratransit during period
- Decrease the result of reductions in the Company's taxi and non-core lines of business

### Underwriting Results

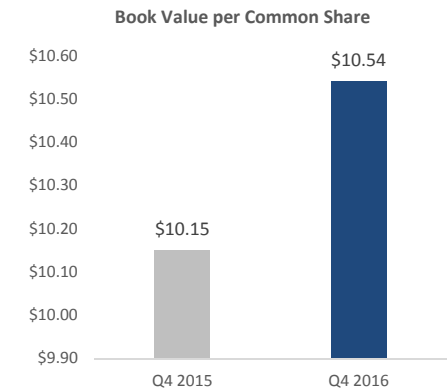
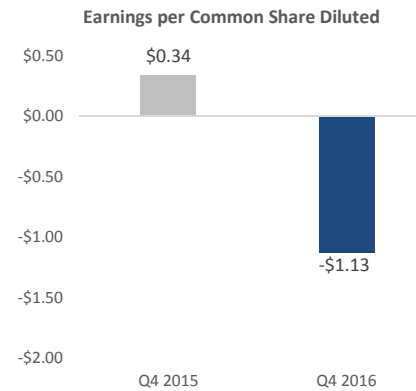
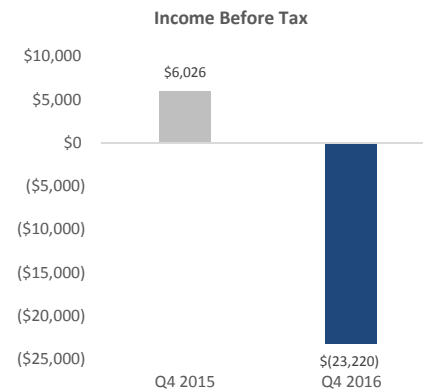
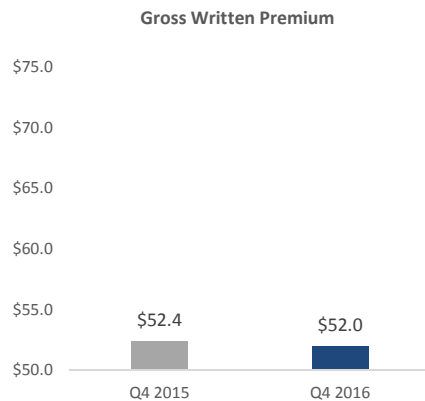
Combined ratio increased to 156.5% as compared to 88.2% for the prior year period<sup>(1)</sup>

### Book Value Growth

Atlas has increased book value year over year

- \$10.54 at 12/31/2016, \$10.15 at 12/31/2015

\$ in millions except per share data



*(1) Q4 2016 combined ratio includes 72.9% impact from previously announced claims reserves strengthening related to prior accident years.*

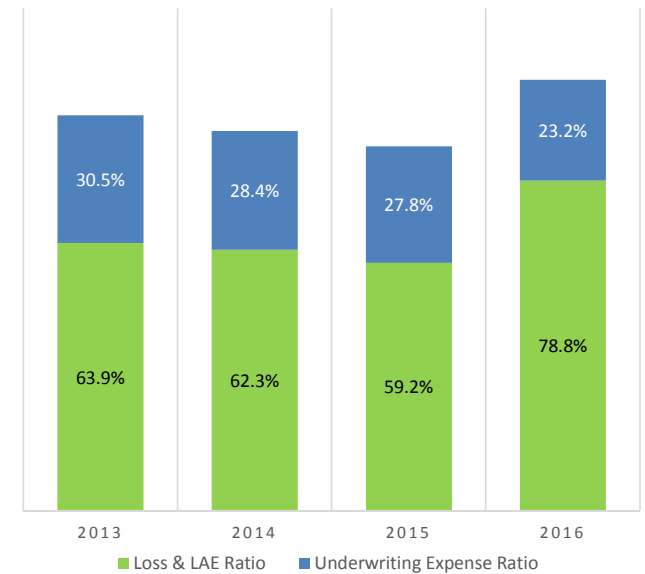
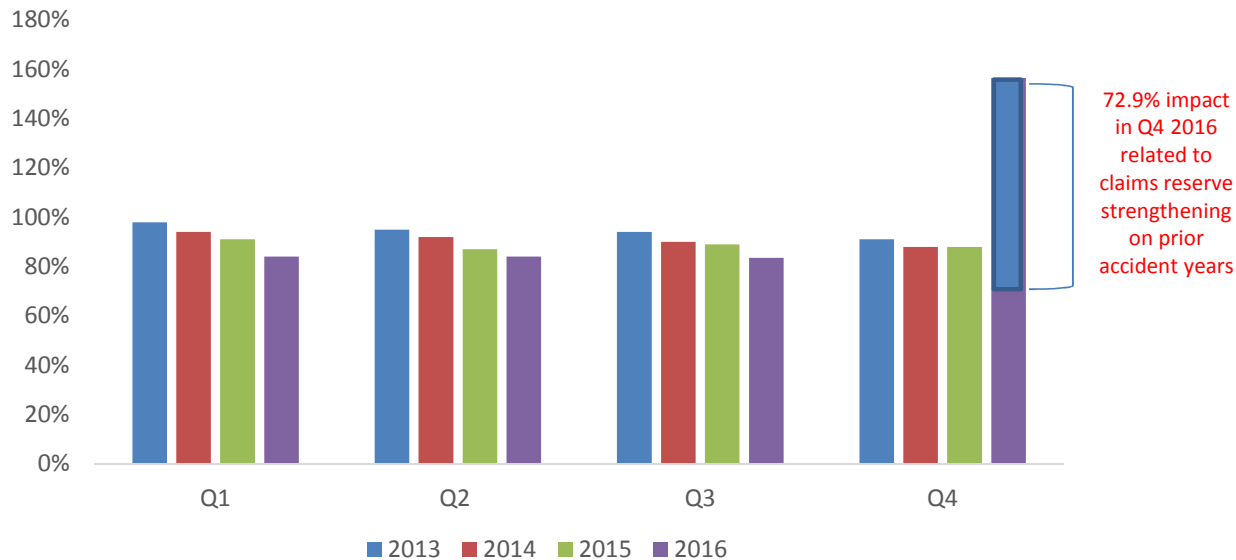
## Combined Ratio Analysis

The table below details the comparisons of each component of the Company's combined ratio for the periods indicated (after accounting for the effect of quota share reinsurance):

	Three Month Periods Ended		Year Ended	
	December 31, 2016	December 31, 2015	December 31, 2016	December 31, 2015
Loss Ratio:				
Current accident year	62.8 %	55.9 %	59.7 %	59.1 %
Prior accident years	<u>72.9 %</u>	<u>5.0 %</u>	<u>19.1 %</u>	<u>0.1 %</u>
Loss ratio	135.7 %	60.9 %	78.8 %	59.2 %
Underwriting Expense Ratio:				
Acquisition cost ratio	13.0 %	11.0 %	11.0 %	12.2 %
Other underwriting expense ratio	<u>15.9 %</u>	<u>15.3 %</u>	<u>15.9 %</u>	<u>14.4 %</u>
Underwriting expense ratio before expenses related to acquisitions and stock purchase agreements and stock based compensation expenses	28.9 %	26.3 %	26.9 %	26.6 %
Expenses (recovered) incurred related to stock purchase agreement ratio	(9.0) %	— %	(3.7) %	1.3 %
Share based compensation expense ratio	<u>0.9 %</u>	<u>1.0 %</u>	<u>0.9 %</u>	<u>1.1 %</u>
Underwriting expense ratio	20.8 %	27.3 %	24.1 %	29.0 %
Total combined ratio	156.5 %	88.2 %	102.9 %	88.2 %

## Consistent Quarterly Year/Year Margin Improvement Since 2013 U.S. IPO

### Combined Operating Ratio



	Three Month Periods Ended	
	Dec. 31, 2016	Dec. 31, 2015
Loss ratio	135.7% <sup>(1)</sup>	60.9%
Underwriting expense ratio	20.8%	27.3%
<b>Combined Operating Ratio</b>	<b>156.5%</b>	<b>88.2%</b>

(1) Includes 19.1% impact for the full year 2016 related to claims reserves strengthening related to prior accident years

For 2016, 19.1% related to claims reserves strengthening on prior accident years: and 3.7% of favorable impact on expenses related to stock purchase agreements.

## Detailed Impact of Changes to Book Value per Common Share

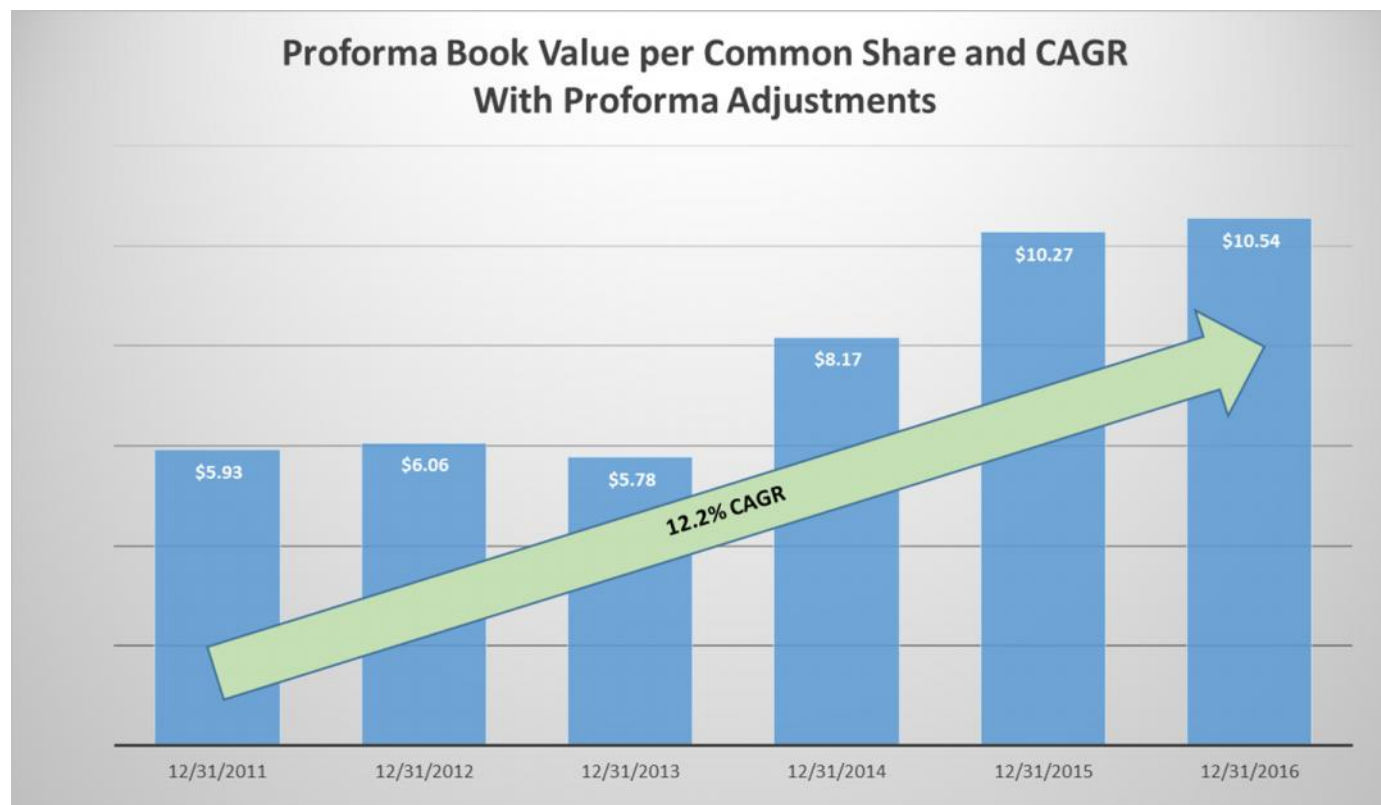
As of: (in '000s, except for shares and per share data)	December 31, 2016	December 31, 2015
Atlas shareholders' equity	\$ 127,342	\$ 129,622
Less: Preferred stock in equity	-	6,941
Less: Accumulated dividends on preferred stock	333	460
Common equity	\$ 127,009	\$ 122,221
Participative shares:		
Common shares outstanding	12,023,295	12,015,888
Restricted stock units (RSUs)	22,224	29,631
Total participative shares	12,045,519	12,045,519
Book value per participative share outstanding	\$ 10.54	\$ 10.15

**Book value per common share of \$10.54 increased by \$0.39 relative to December 31, 2015 as follows:**

(\$0.38)	decrease related to net income after tax and before items indicated below;
\$0.07	increase related to the change in net realized investment gains after tax;
(\$0.02)	decrease related to the preferred share dividend liquidation;
\$0.07	increase related to the change in unrealized gains/losses after tax;
\$0.13	increase related to share based compensation; and
\$0.52	increase related to expenses recovered pursuant to stock purchase agreements.
<b>\$0.39</b>	<b>total increase from December 31, 2015 book value per common share</b>

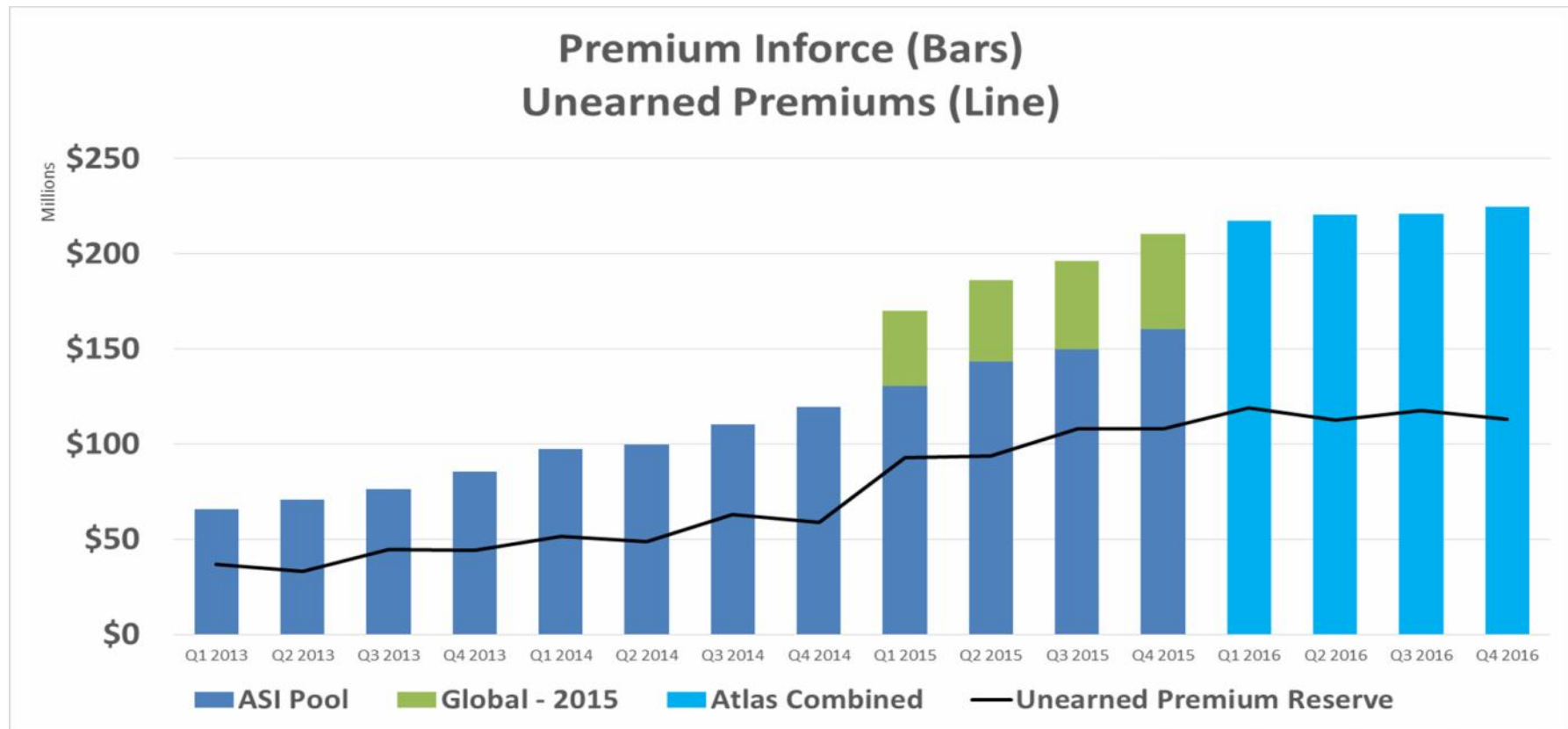


## Impact of Reserve Strengthening on Book Value Proforma Allocation Back to Applicable Year



## Written Premium: In-force

At December 31, 2016, in-force premium was \$224.6 million and the Company's gross unearned premium reserve was \$113.2 million.



## Strong Balance Sheet with Availability of Capital to Support Growth

- Attractive investment leverage
- Credit Facility:
  - \$5 million one-year revolver, LIBOR + 2.75% (\$3.9 million drawn)
  - \$30 million five-year draw facility, LIBOR + 4.5% (\$15.5 million drawn)

(\$ in millions)	December 31, 2016	December 31, 2015
Cash and Investments	\$224.8	\$233.3
Total Assets	\$423.6	\$411.3
Claim Reserves (Gross of Reinsurance) <sup>(1)</sup>	\$139.0	\$127.0
Unearned Premiums	\$113.2	\$108.2
Atlas Shareholders' Equity	\$127.3	\$129.6

Adverse development protection in-force

*(1) Atlas' purchase of American Country and American Service included \$10 million limit of adverse development protection (90% quota share after \$1 million) based on reserves as of September 30, 2010, which has not been utilized.*

## Investment Portfolio

### Conservative Investment Approach

- Emphasize preservation of capital, market liquidity to support payment of liabilities and diversification of risk
- Investment duration re-positioned to match core commercial auto reserve liabilities (3.4 years)

### Investment Portfolio

- As of December 31, 2016, total cash and invested assets were \$224.8 million, of which fixed income consisted of 69.7%
- Predominantly corporate and government bonds
- Average S&P rating of AA
- 28.5% AAA
- 84.6% A or better

### Credit ratings of fixed income securities portfolio (in '000s)

As of:

AAA/Aaa<sup>1</sup>

AA/Aa<sup>1</sup>

A/A

BBB/Baa

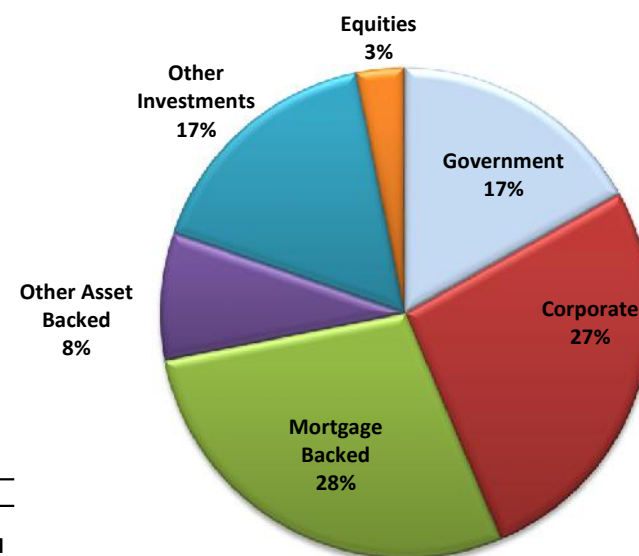
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Total Fixed Income Securities

December 31, 2016		December 31, 2015	
Amount	% of Total	Amount <sup>1</sup>	% of Total
\$ 44,521	28.5 %	\$ 44,110	24.0 %
64,324	41.1 %	83,116	45.2 %
23,427	15.0 %	28,765	15.7 %
22,886	14.6 %	26,512	14.4 %
1,114	0.7 %	1,270	0.7 %
215	0.1 %	—	— %
\$ 156,487	100.0 %	\$ 183,773	100.0 %

### Investment Portfolio (12/31/2016) <sup>(1)</sup>



(1) In 2016, our external investment portfolio manager switched rating agencies for U.S. Treasury, agency and mortgage backed securities from Fitch or Moody's 'AAA' to S&P 'AA.' As a result, we have restated fair values of these fixed income securities as of December 31, 2015 using the S&P rating for comparative purposes.

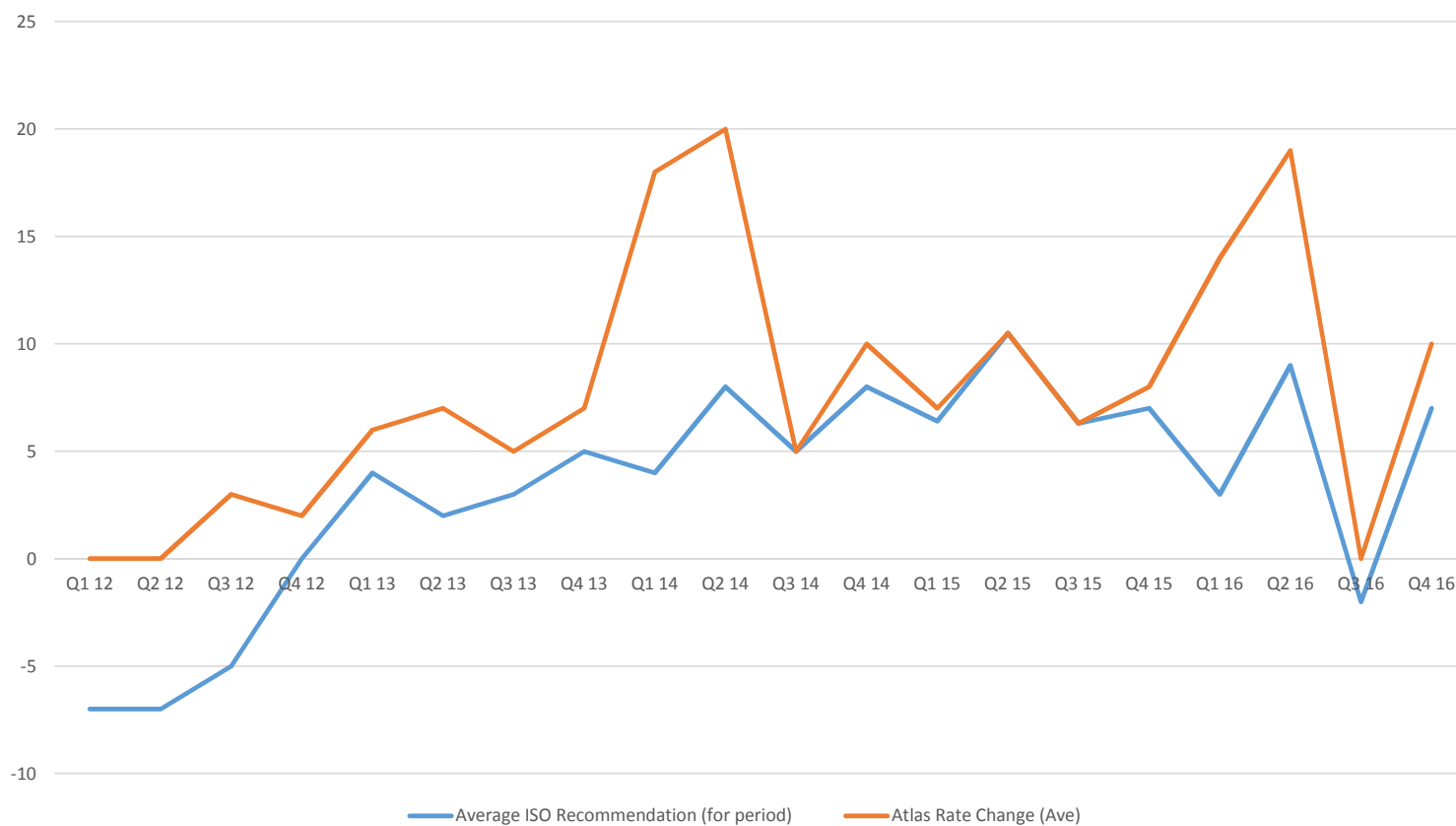
*Conclusion & Outlook*



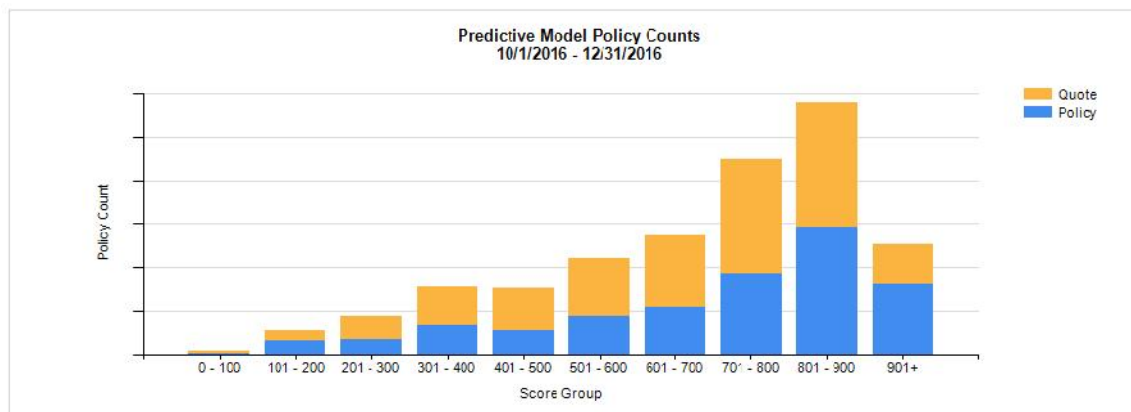
## Written Premium: Rate Activity



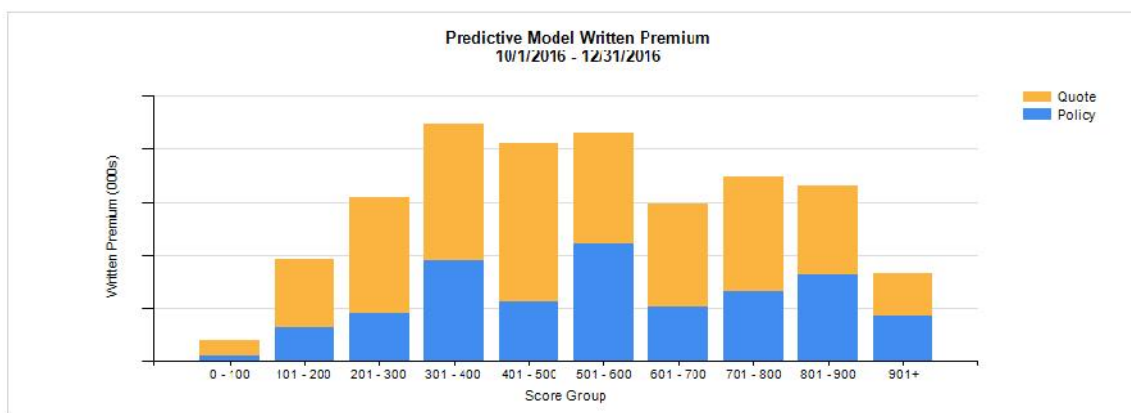
Pricing Relative to ISO



## Incremental Benefit of Predictive Analytics Pricing & Underwriting



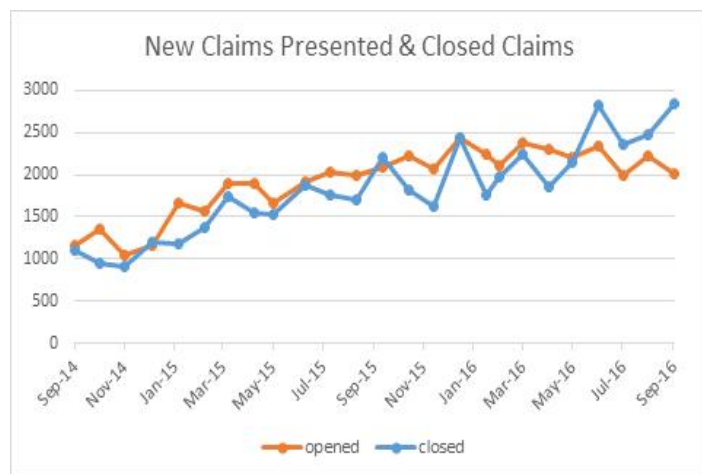
Use of model increases hit ratios on better than average accounts with use of credit that maintains better than average L/R



Expectation is that 2017 premium will include lift from application of model via POS equal to a weighted average adjusted application of actual premium and expected L/R distribution for business written in late 2016.



## Incremental Benefit of Predictive Analytics Claims

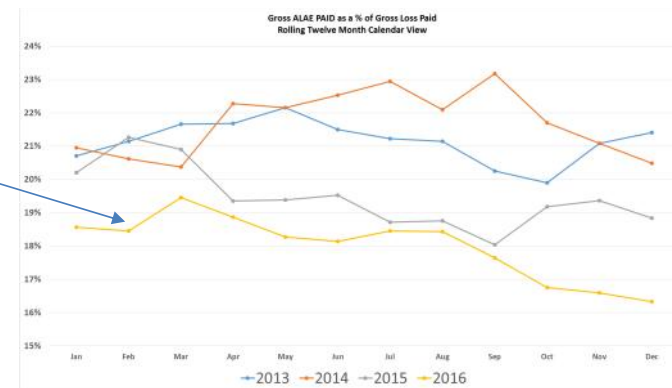
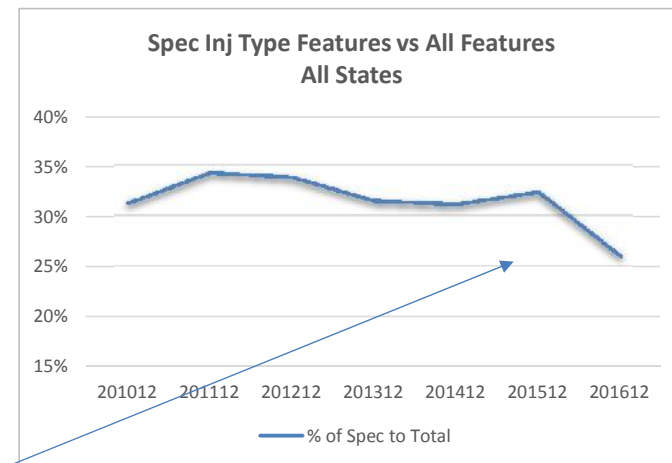


Year end 2016 claim inventory was lower than 2015, despite growth in overall premium

Initiatives targeting faster settlement of liability claims, including use of predictive analytics in claims resulted in closure of more claims than opened in 2016

Larger, potentially severe claims were prioritized

Allocated Loss Adjustment Expense ("ALAE") as a percentage of paid claim amounts reduced year over year



## Outlook for 2017

**Core Goal:** Across market cycles, our objective is to exceed industry ROE by 500 to 1,000 bps

### Favorable Outlook

- Goal is to maximize ROE potential in the current cycle
  - Strong operating margins
  - Efficient and scalable capital structure
  - Operating leverage

### Remain proactive to changing market dynamics

- Mobile app dispatch
- More cars carrying people / items
- In-vehicle technology

### Company has implemented measures to manage its operating leverage to match that of its business, with the objective of self-funding

- \$30 Million Line of credit from Fifth Third Bank
- Quota share reinsurance

### Emphasis on underwriting margin versus top-line growth

- Quarterly shifting of business from traditional taxi premiums to black car / TNCs
- Reduced average vehicles per policy expected due to larger percentage of owner operators
- \$400 to \$450 million in written premium is proportionate share
- Continued market share expansion in existing states



**Nasdaq: AFH**

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## Operating Activities: Underwriting

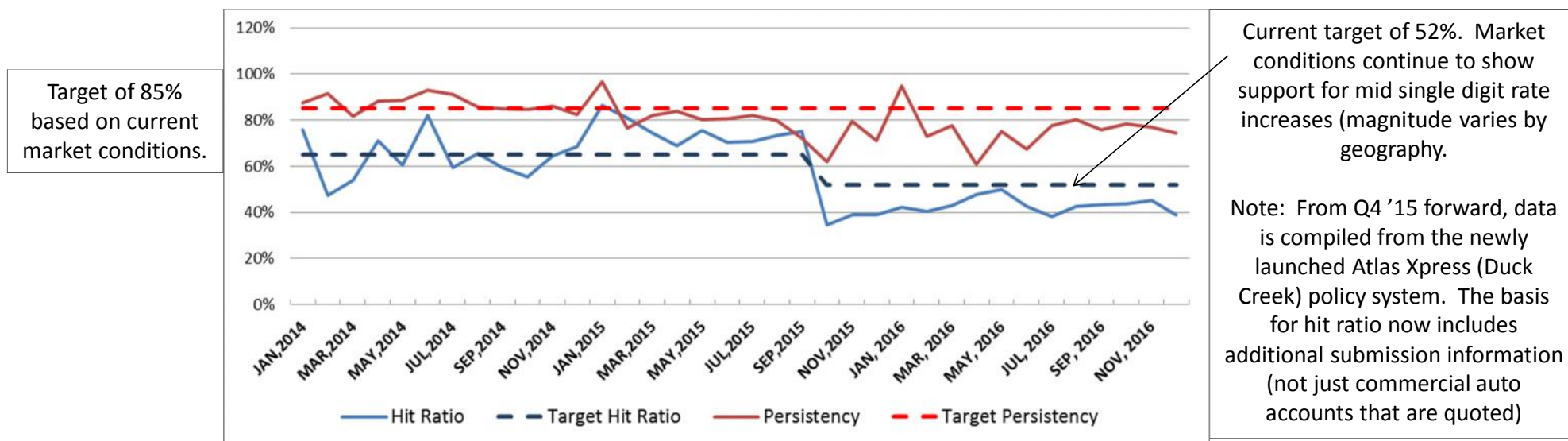
(commercial business only; excludes Global Liberty)



Mid single digit rate increases are now being pursued for profitable renewals and desirable new accounts.

Less deviation from predictive model (1-4 unit accounts quoted directly via POS using predictive analytics).

Hit ratios are strongest in most desired score bands.

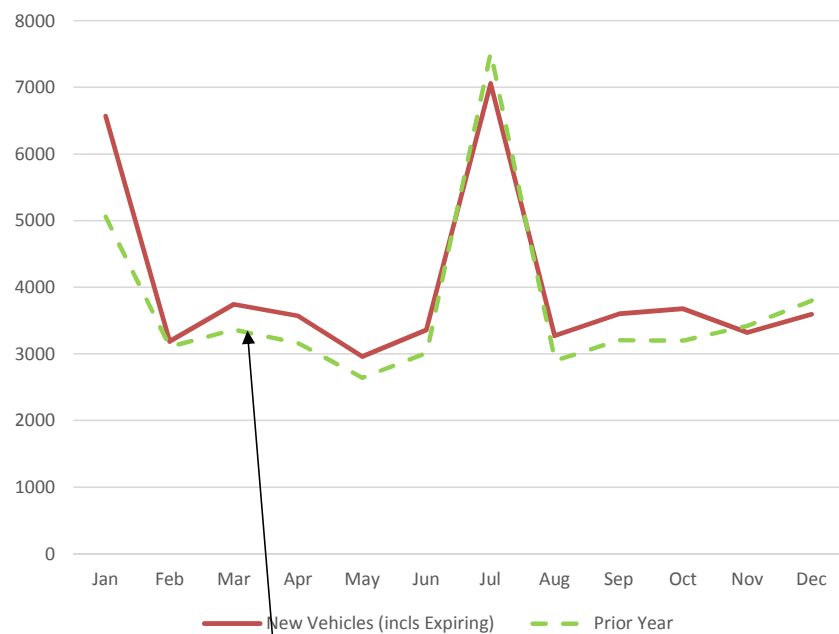


## Operating Activities: Underwriting

(commercial business only; excludes Global Liberty)

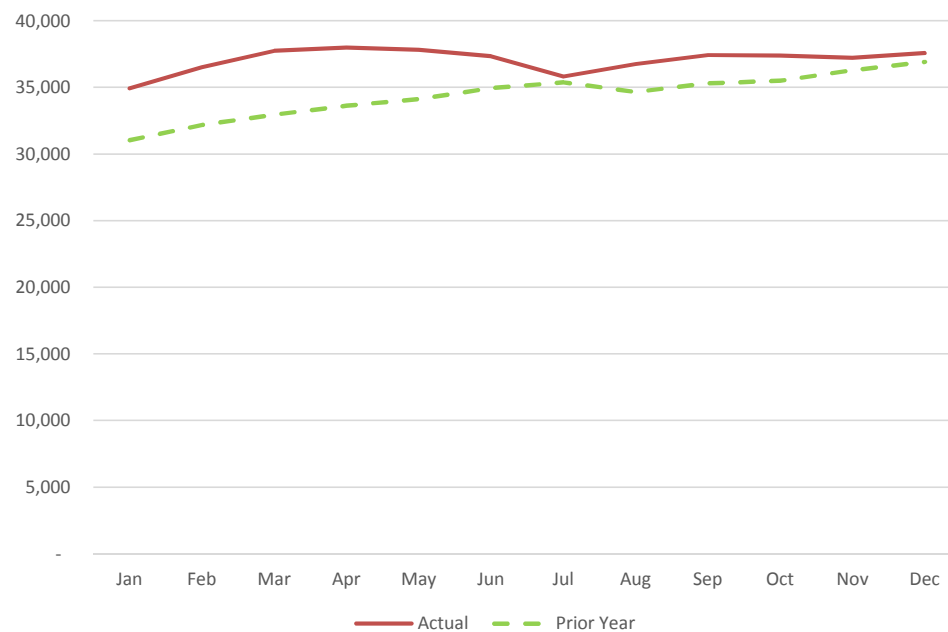


### New Business Submissions (Monthly Vehicles Submitted)



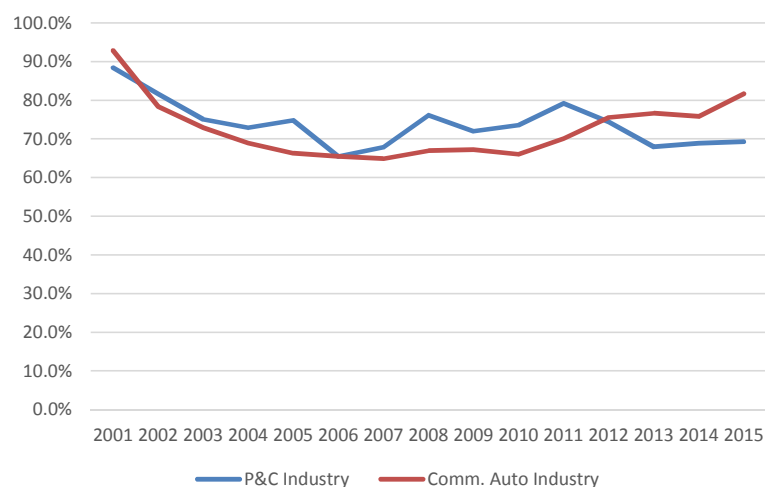
**Primary gap relates to lost  
Taxi business**

### Vehicles In Force



## Atlas Financial Comparison with Industry Pre and Post Adjustment

Industry Loss Ratio Trends  
(includes ALAE & ULAE)

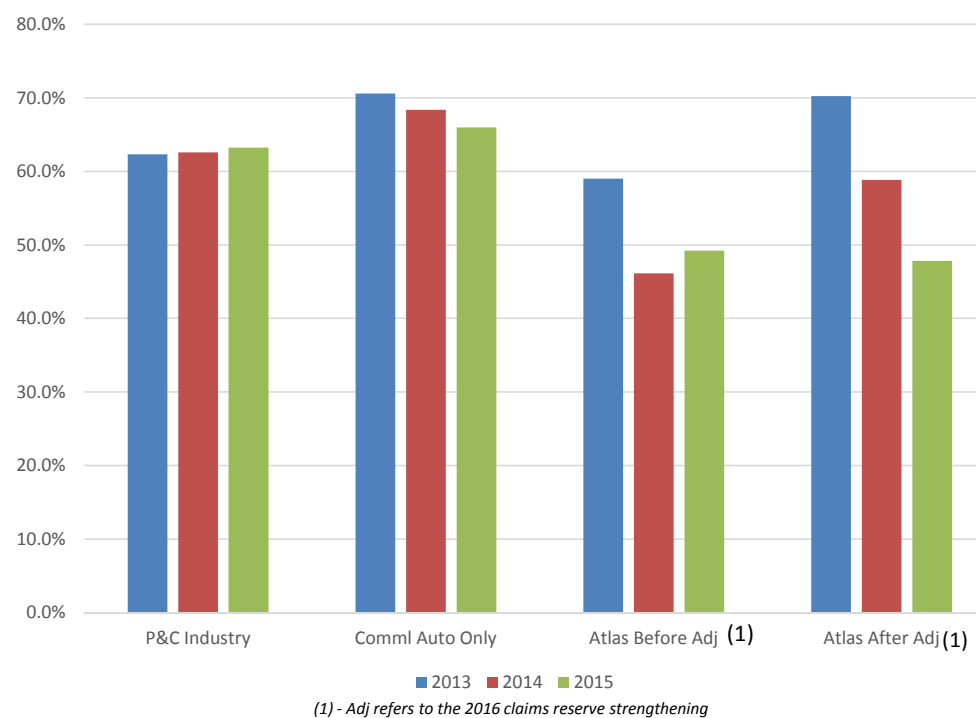


### Atlas Adjusted Results

Three Year Average: AFH 59.0% vs. Comm'l Auto 68.3%  
**930 bps better**

Five Year Average: AFH 67.8% vs. Comm'l Auto 69.9%  
**210 bps better**

Net Loss and ALAE Ratios AY Comparison  
Since Atlas U.S. IPO  
(does not include ULAE)



Source of industry data: 2015 Statutory Filings compiled by SNL Financial