



Nasdaq: AFH



2017 First Quarter  
Conference Call  
May 9, 2017



## Safe Harbor

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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 3/31/2017</b>	<b>At 12/31/2016</b>
Cash and Investments	\$226.6 million	\$224.8 million
Total Assets	\$458.3 million	\$423.6 million
Total Atlas Shareholders' Equity	\$132.7 million	\$127.3 million
Common Shares Outstanding (includes Restricted Share Units)	12,045,519	12,045,519
Book Value Per Outstanding Common Share	\$10.99	\$10.54

## 2017 Q1 Financial and Underwriting Results

### Premium Results

- GPW increased 53.8% to \$98.5 million
- Overall premium shifted toward limo / paratransit during period

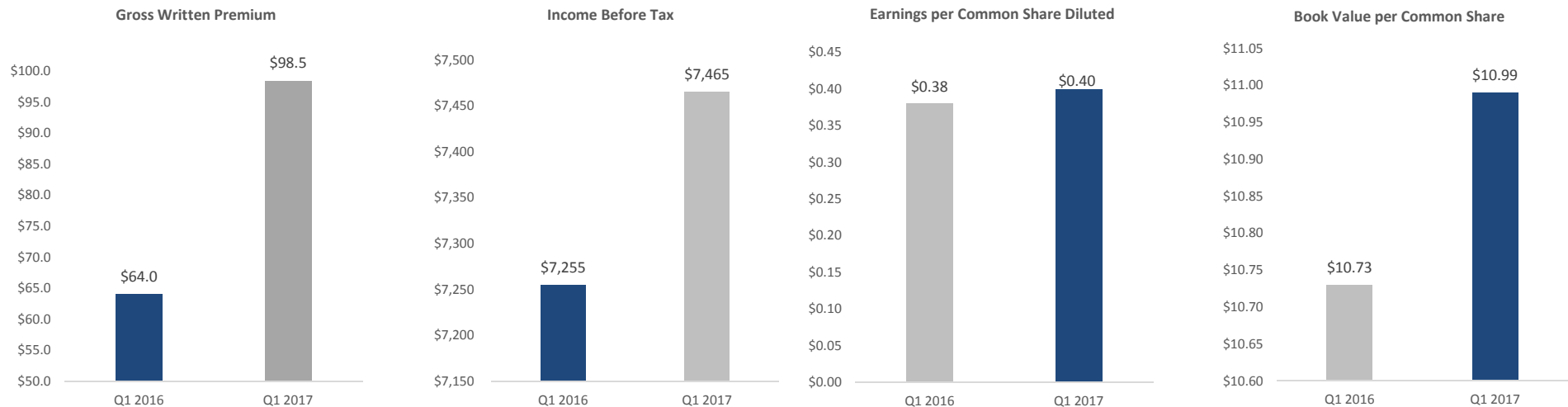
### Underwriting Results

Combined ratio was 86.9% as compared to 84.4% for the prior year period

### Book Value Growth

Atlas increased book value to \$10.99 at 3/31/2017, \$10.54 at 12/31/2016, and \$10.73 at 3/31/2016

\$ in millions except per share data



### Three Month Periods Ended

State	Percentage
NY	30.8%
CA	10.1%
IL	14.6%
Other	22.8%
NV	6.6%
NJ	1.0%
MI	5.7%
VA	2.6%
LA	2.2%
WA	0.9%
TX	2.7%

A map of the United States with states colored either red or blue. A legend at the bottom right shows a blue circle followed by the word "Available". The red states are Alaska (AK), Hawaii (HI), North Carolina (NC), New York (NY), Vermont (VT), Massachusetts (MA), Rhode Island (RI), Connecticut (CT), New Jersey (NJ), Delaware (DE), Maryland (MD), District of Columbia (DC), New Hampshire (NH), and Maine (ME). All other states shown are blue.

## Business Mix Analysis

Taxi premium increase  
8% from the sequential  
quarter

Continue to see positive signs of stability in this segment

- Ave premium per vehicle increased
- Accounts reporting fewer vehicles being taken out of service, with modest return of some drivers
- Current livery drivers who were on a taxi policy one year ago remains at approx. 10%

### Expectations:

Taxi growth will be flat to low  
single digit %

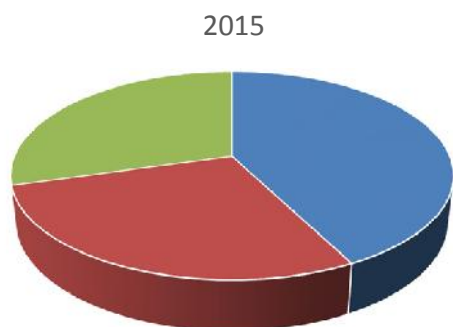
Commercial drivers who  
migrated to TNCs will pursue  
commercial insurance

Strong growth from Limo  
and paratransit

- Limo and paratransit still show strong growth at 98.4% and 38.7% yr/yr, respectively from Q1 2016 to Q1 2017
- TNC companies incenting drivers to try their service, many start w “ride share”, without Commercial Insurance but often pursue coverage down the road

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

## Atlas Business Mix



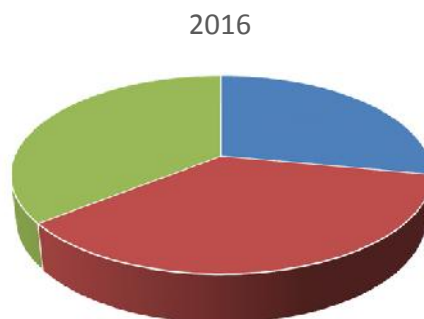
■ Taxi ■ Limo/Livery ■ Paratransit

### 2015 to 2016

***Taxi Shrunk 29%***

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

***Paratransit Grew 30%***



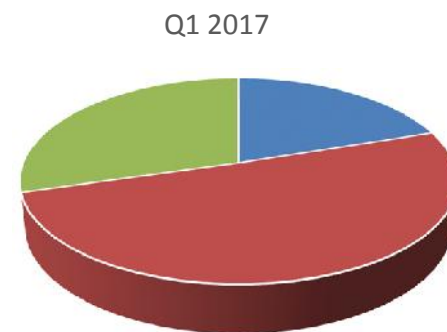
■ Taxi ■ Limo/Livery ■ Paratransit

### Q1 2016 to Q1 2017

***Taxi Grew 8%***

***Limo/Livery Grew 98%***

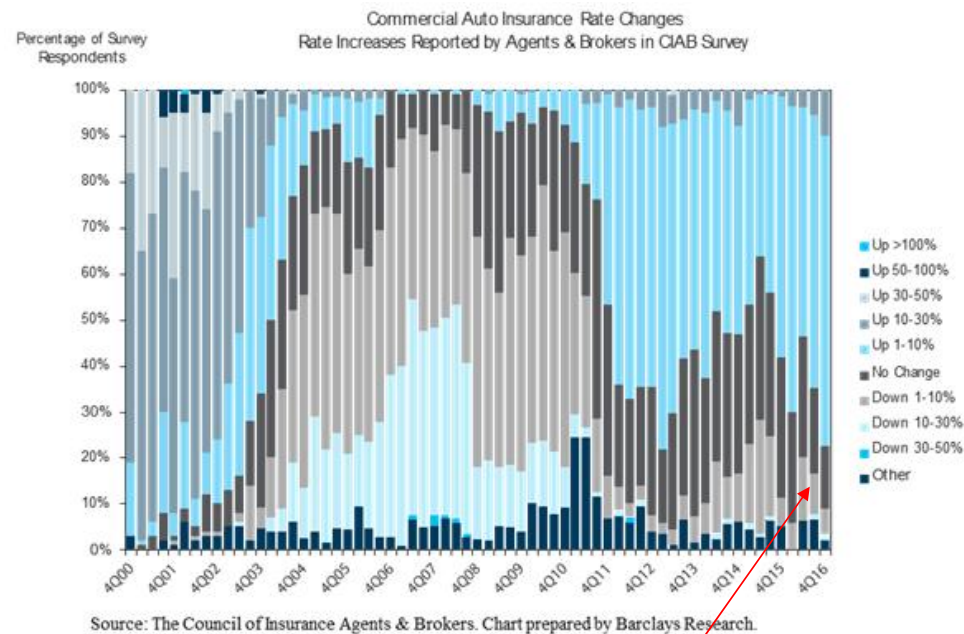
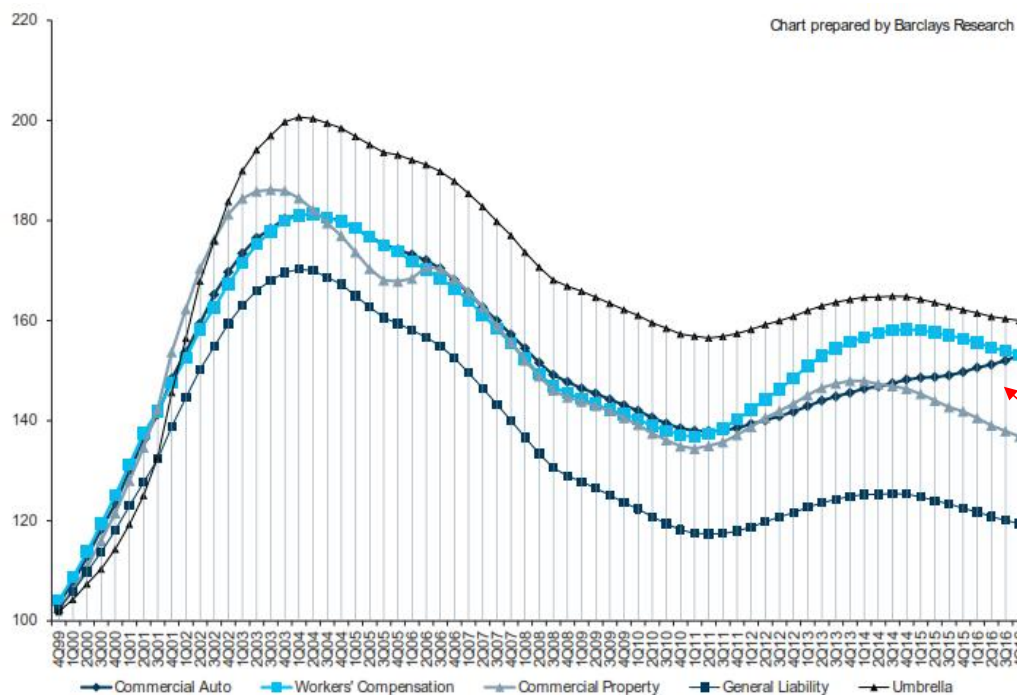
***Paratransit Grew 39%***



■ Taxi ■ Limo/Livery ■ Paratransit



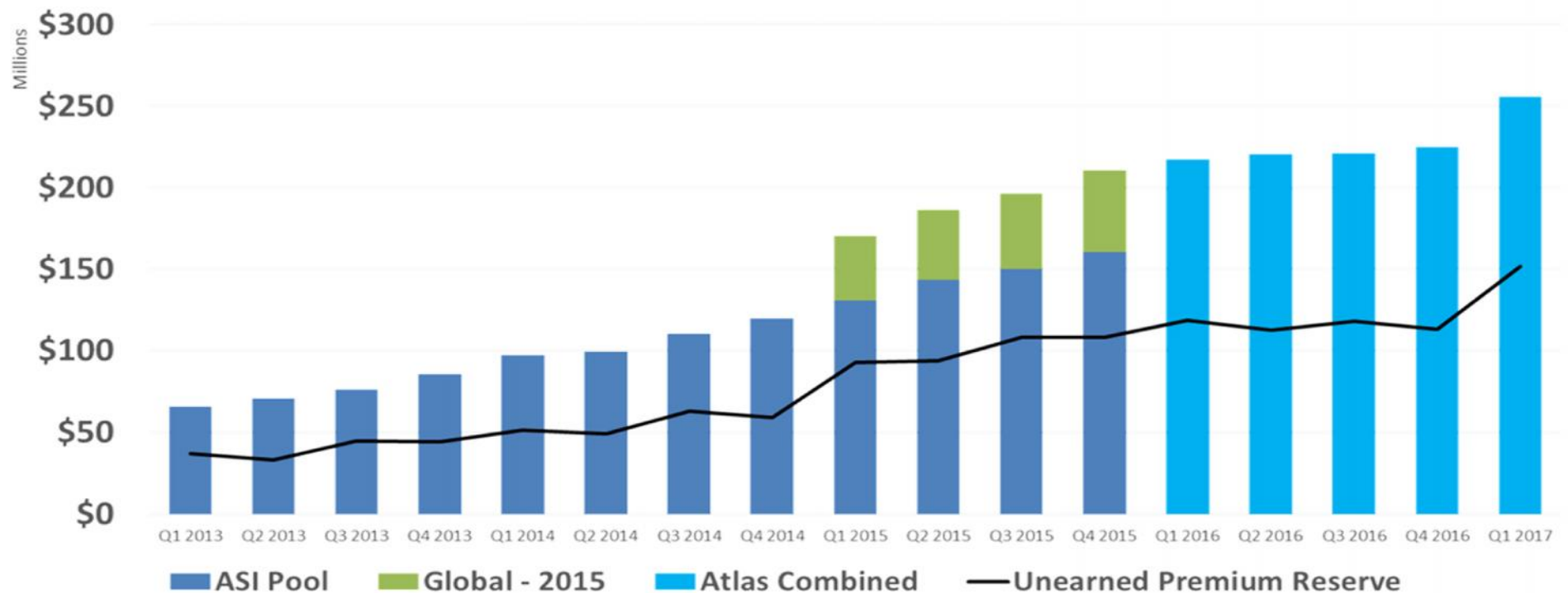
## Commercial Auto Insurance Competitive Landscape



## Written Premium: In-force

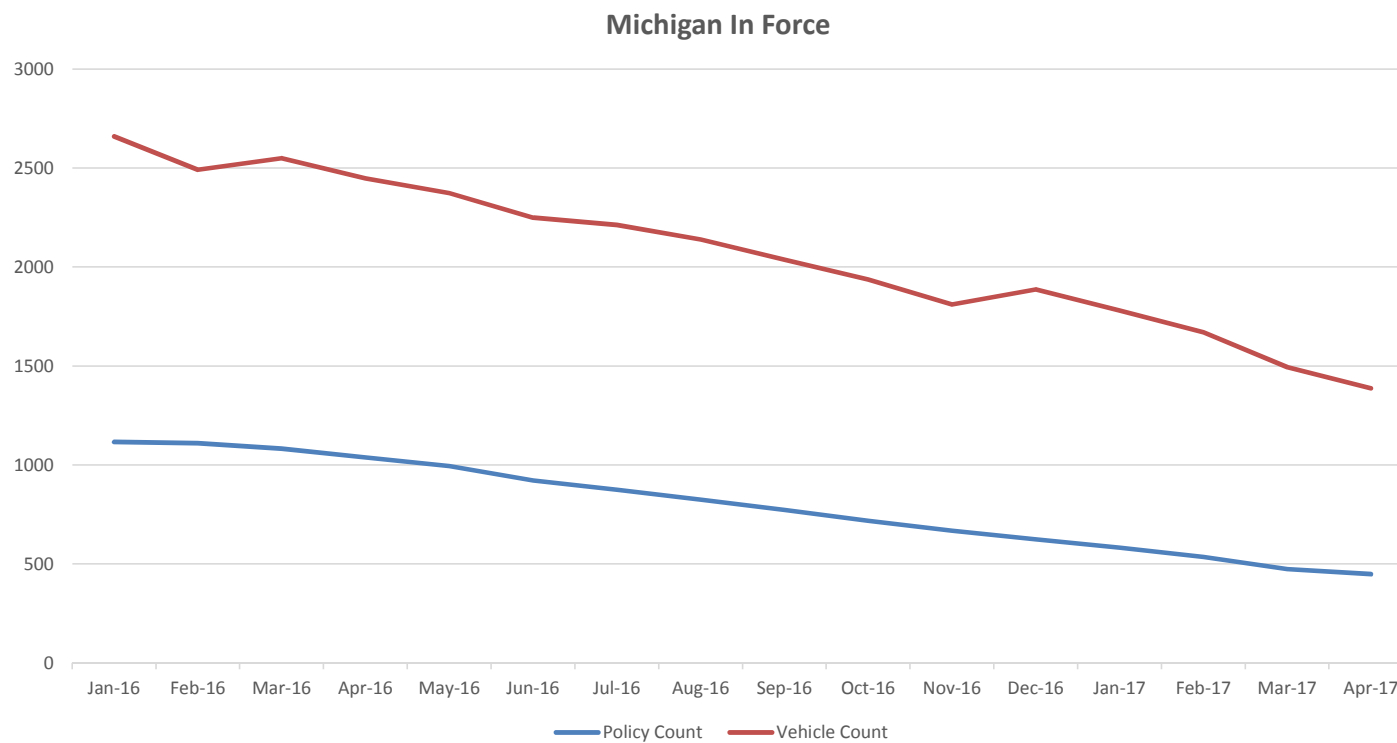
At March 31, 2017, in-force premium was \$255.8 million and the Company's gross unearned premium reserve was \$151.6 million.

**Premium Inforce (Bars)**  
**Unearned Premiums (Line)**





## Michigan



## Atlas 2017 Initiatives

### Share Repurchase Program

- Announced March 21, 2017
- Over the next 12 months, the Company may purchase up to 650,000 shares of common stock
- The Company will be establishing a 10b5 plan following current blackout period

### Senior Notes Offering (NASDAQ: AFHBL)

- Closed April 26, 2017
- 6.625% Senior Notes due 2022, at a price equal to 100% of the aggregate principal amount of the Senior Notes
- Net proceeds of approximately \$23.9 million
- Company used proceeds in combination with cash on hand, for the repayment of \$19.4 million in outstanding indebtedness under its secured credit facility (which was then terminated) and intends to utilize the balance for general corporate purposes including, but not limited to, repurchasing common stock, supporting organic growth, and funding potential acquisitions

*Financial Highlights*



## Operating Leverage (Actual through Q1 2017)



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

STATUTORY  
Version



GAAP  
Version



## Combined Ratio Analysis

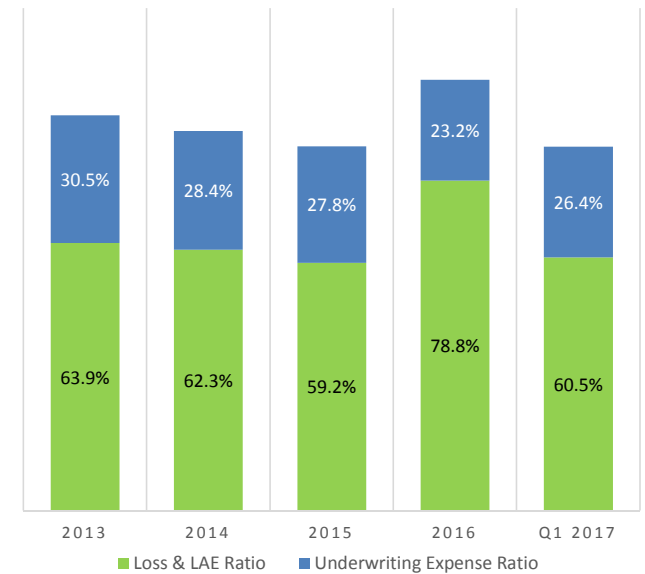
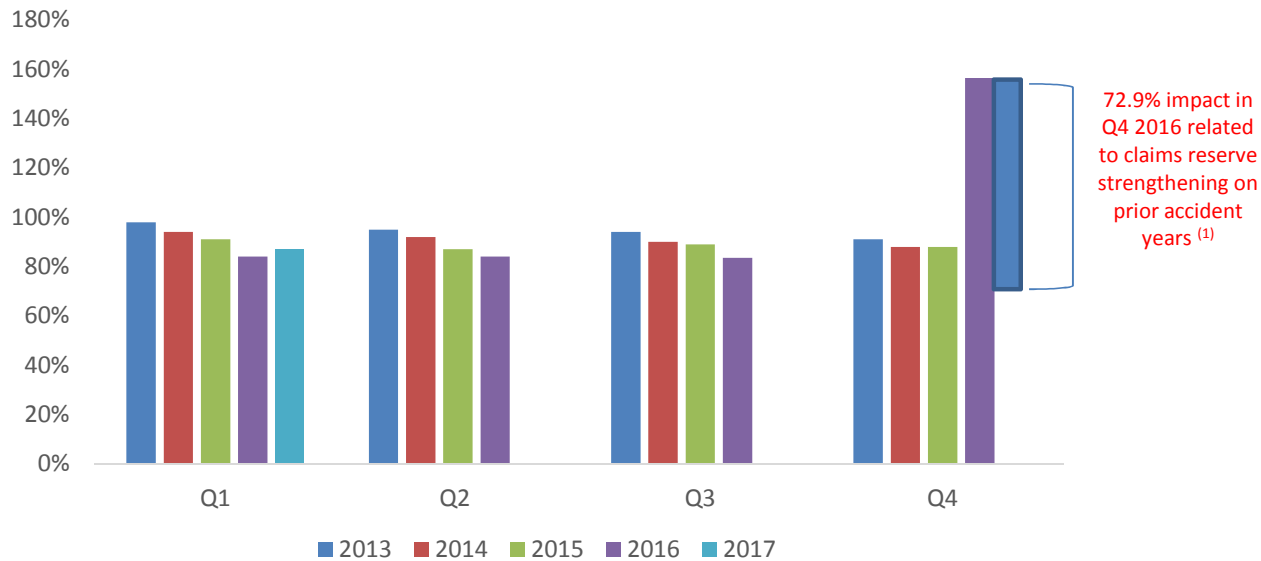


The table below details the comparisons of each component of the Company's combined ratio for the periods indicated (after accounting for the effect of quota share reinsurance):

	Three Month Periods Ended	
	March 31, 2017	March 31, 2016
<b>Loss Ratio</b>	<b>60.5%</b>	<b>59.7%</b>
Underwriting Expense Ratio:		
Acquisition cost ratio	10.5%	9.7%
Other underwriting expense ratio	15.2%	15.0%
Underwriting expense ratio before expenses related to stock purchase agreements and share-based compensation expenses	25.7%	24.7%
Expenses recovered related to stock purchase agreement ratio	—%	(1.0)%
Share-based compensation expense ratio	0.7%	1.0%
<b>Underwriting expense ratio</b>	<b>26.4%</b>	<b>24.7%</b>
<b>Total combined ratio</b>	<b>86.9%</b>	<b>84.4%</b>

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

### Combined Operating Ratio



	Three Month Periods Ended	
	Mar. 31, 2017	Mar. 31, 2016
Loss ratio	60.5%	59.7%
Underwriting expense ratio	26.4%	24.7%
<b>Combined Operating Ratio</b>	<b>86.9%</b>	<b>84.4%</b>

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

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

- Attractive investment leverage
- Credit Facility <sup>(1)</sup> :
  - \$5 million one-year revolver, LIBOR + 2.75% (\$3.9 million drawn as of 3-31-2017)
  - \$30 million five-year draw facility, LIBOR + 4.5% (\$15.5 million drawn as of 3-31-2017)

(\$ in millions)	March 31,2017	December 31,2016
Cash and Investments	\$226.6	\$224.8
Total Assets	\$458.3	\$423.6
Claim Reserves (Gross of Reinsurance)	\$128.0	\$139.0
Unearned Premiums	\$151.6	\$113.2
Atlas Shareholders' Equity	\$132.7	\$127.3

*(1) Credit Facility was paid in full with cash on hand and proceeds from April 2017 \$25 million Debt Offering.*



## 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 (3.5 years)

### Investment Portfolio

- As of March 31, 2017, total cash and invested assets were \$226.6 million, of which fixed income consisted of 68.0%
- Predominantly corporate and government bonds
- Average S&P rating of AA
- 28.3% AAA
- 83.0% A or better

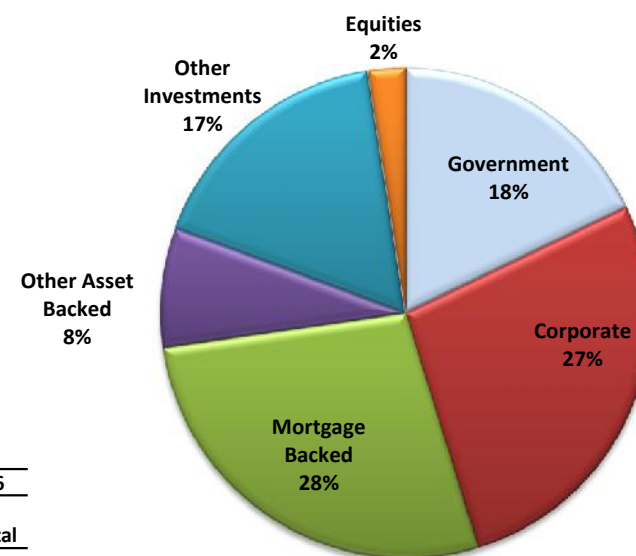
Credit ratings of fixed income securities portfolio (in '000s)  
As of:

AAA/Aaa  
AA/Aa  
A/A  
BBB/Baa  
BB  
B

Total Fixed Income Securities

March 31, 2017		December 31, 2016	
Amount	% of Total	Amount	% of Total
\$ 43,694	28.3 %	\$ 44,521	28.5 %
61,155	39.7 %	64,324	41.1 %
23,068	15.0 %	23,427	15.0 %
24,901	16.1 %	22,886	14.6 %
870	0.6 %	1,114	0.7 %
491	0.3 %	215	0.1 %
154,179	100.0 %	156,487	100.0 %

Investment Portfolio (3/31/2017)



## 2017 First Quarter Financial Highlights

### 2017 First Quarter Financial and Operating Information

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

- Gross Written Premium generated by the Company for the first quarter ended March 31, 2017 grew by 53.8% to \$98.5 million
- In-force premium at March 31, 2017 increased 16% to \$255.8 million, compared to \$220.6 million

#### Underwriting Performance

- Underwriting income for the first quarter of 2017 was \$6.3 million, compared to \$6.5 million, which included a \$402,000 recovery of expenses pursuant to the contingent adjustments of the Gateway stock purchase agreement
- Atlas' underwriting expense ratio<sup>(1)</sup> for the three months ended March 31, 2017, excluding the impact of share-based compensation expenses and expenses related to stock purchase agreements, was 25.7% which falls within the Company's annual target range of 24.5% to 26.5%.
- Combined Ratio<sup>(1)</sup> ("CR") was 86.9%
- Net income was \$4.9 million or \$0.40 per common share diluted

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

#### Book Value / Return on Equity

- Book value per share increased YoY 4.2% to \$10.99
- Annualized return on equity was 14.9% in the first quarter 2017 compared to 14.5% in the prior year period

#### 2017 Financial Expectations

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

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

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

**Book value per common share of \$10.99 increased by \$0.45 relative to December 31, 2016 as follows:**

\$0.40	increase related to net income after tax and before items indicated below;
\$0.01	increase related to the change in net realized investment gains after tax;
\$0.01	increase related to the change in unrealized gains/losses after tax; and
<u>\$0.03</u>	<u>increase related to share based compensation</u>
<b>\$0.45</b>	<b><i>total increase from December 31, 2016 book value per common share</i></b>

*Concluding  
Remarks*



## Written Premium: Rate Activity

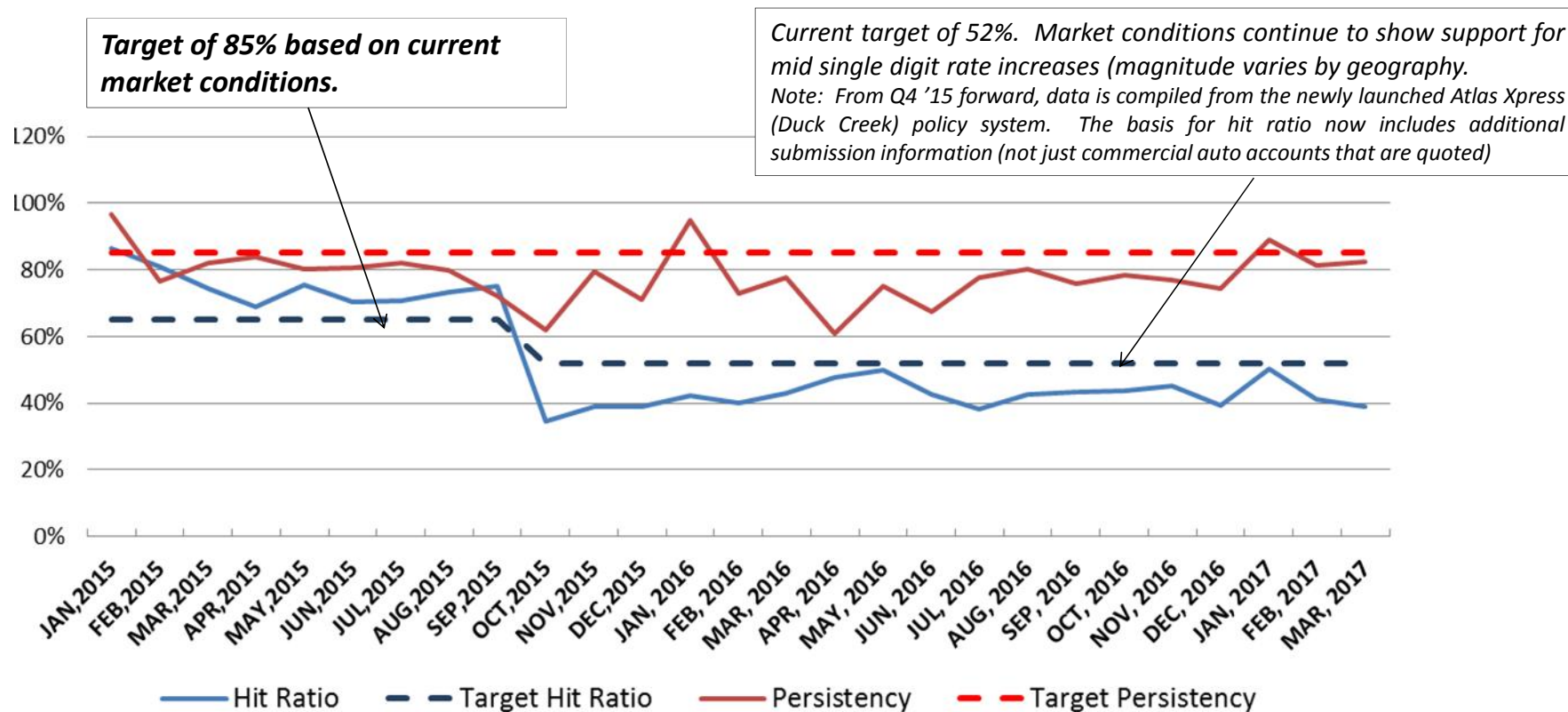


## Operating Activities: Underwriting

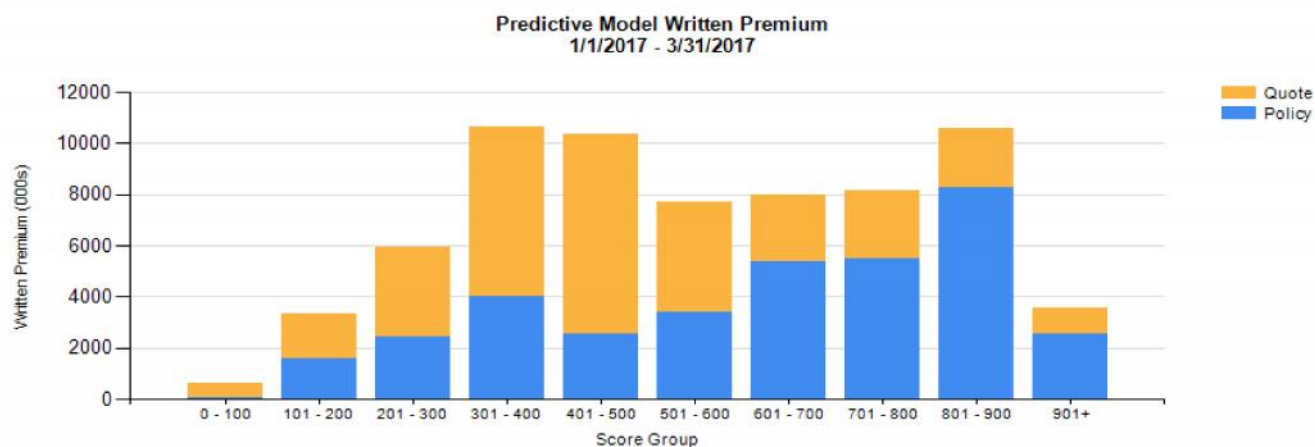
(commercial business only; excludes Global Liberty)



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.

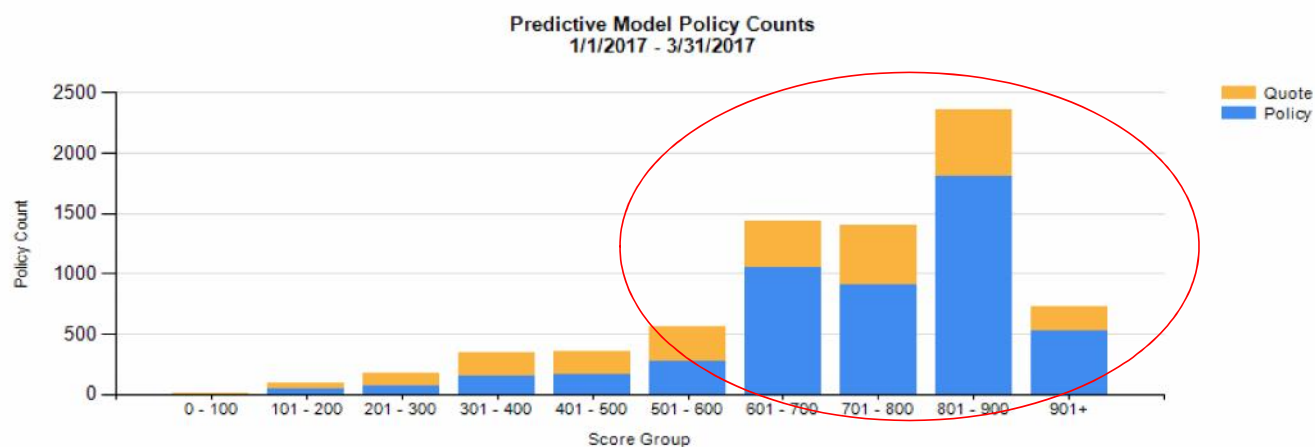


## Incremental Benefit of Predictive Analytics Pricing & Underwriting



### Key Reasons for Quotes “More” than Model

- Limit on POS external credit use
- Association accounts
- MI limitations on credit use



Continued desired bias  
towards better predicted L/R  
accounts with higher hit ratio  
on “right” end of scale.

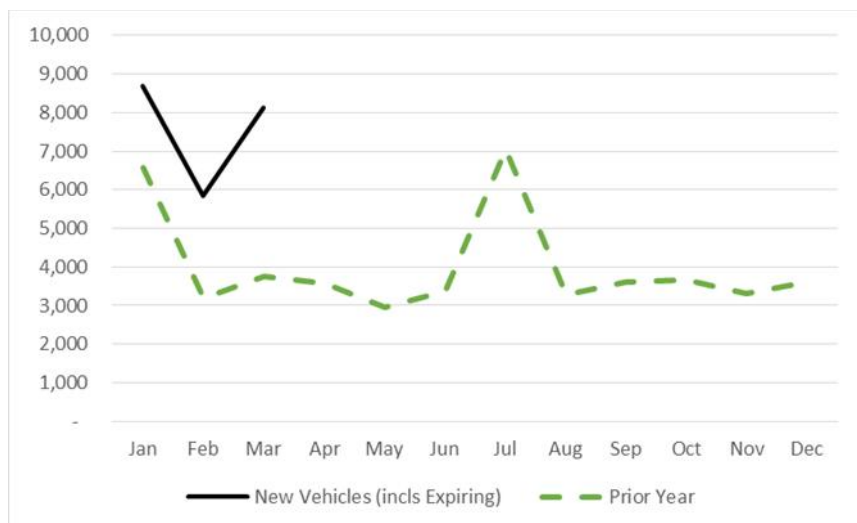


## Operating Activities: Underwriting

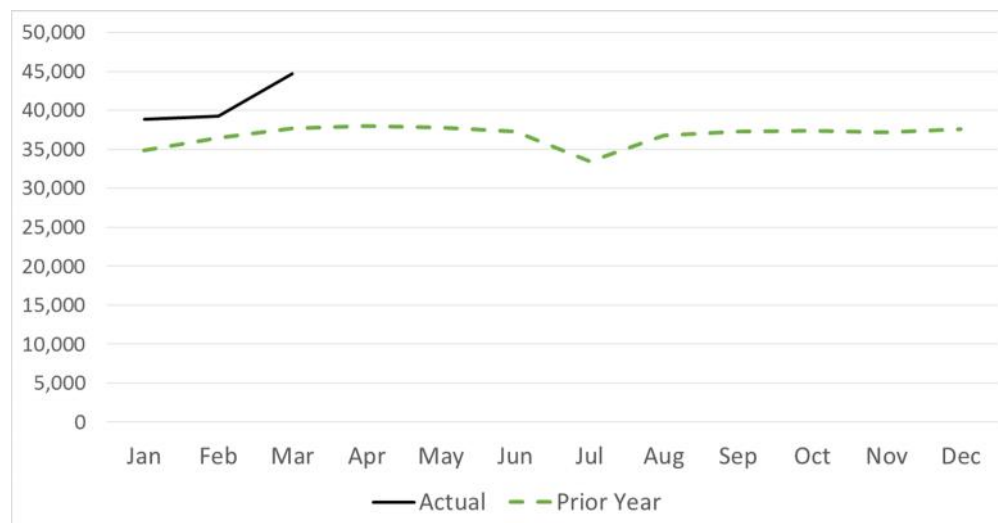
(commercial business only; excludes Global Liberty)



### New Business Submissions (Monthly Vehicles Submitted)



### Vehicles In Force





**Nasdaq: AFH**

For Additional Information

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A reconciliation of Non-GAAP financial measurements can be found on slide 25



## Reconciliation of Non-U.S. GAAP Financial Measurements

We use these non-GAAP financial measures in order to present our financial condition and results of operations in the way we believe will be most meaningful and representative of our business results. The non-GAAP financial measures that we present may not be comparable to similarly-named measures reported by other companies.

**Adjusted operating income, before tax** includes both underwriting income and loss and net investment income, but excludes net realized capital gains and losses, legal and professional expense incurred related to business combinations, interest expense, net impairment charges recognized in earnings and other items. Underwriting income is derived by reducing net premiums earned by losses and loss adjustment expenses incurred, policy acquisition costs and general operating expenses.

### Reconciliation of U.S. GAAP Net Income to Adjusted Operating Income, Before Tax (\$ in '000s, except per share data)

	Three Month Periods Ended			
	March 31, 2017		March 31, 2016	
Net income	\$ 4,852	\$ 0.40	\$ 4,811	\$ 0.38
Add: income tax expense	2,613	0.21	2,444	0.19
Add: expenses recovered pursuant to stock purchase agreement	—	—	(402)	(0.03)
Add: interest expense	268	0.02	233	0.02
Less: net realized investment gains	134	0.01	239	0.02
Less: other income	114	0.01	102	0.01
Adjusted operating income, before tax	\$ 7,485	\$ 0.61	\$ 6,745	\$ 0.53

**After-tax return on average common equity** is derived by subtracting preferred share dividends accrued from net income and dividing by average common equity. Common equity is total shareholders' equity less preferred shares and cumulative preferred share dividends accrued. Average common equity is the average of common equity at the beginning and the ending of the reporting period.

### Reconciliation of U.S. GAAP Shareholders' Equity to Common Equity (\$ in '000s)

As of:	March 31, 2017	December 31, 2016	March 31, 2016	December 31, 2015
Total shareholders' equity	\$ 132,683	\$ 127,342	\$ 136,341	\$ 129,622
Less: preferred shares	—	—	(6,539)	(6,941)
Less: accrued dividends on preferred shares	(333)	(333)	(543)	(460)
Total common equity	\$ 132,350	\$ 127,009	\$ 129,259	\$ 122,221

### Reconciliation of U.S. GAAP Return on Equity to Return on Common Equity (\$ in '000s)

	Three Month Periods Ended	
	March 31, 2017	March 31, 2016
Net income	\$ 4,852	\$ 4,811
Average equity	130,012	132,981
Return on equity	14.9%	14.5%
Net income	\$ 4,852	\$ 4,811
Preferred share dividends accrued	—	(83)
Net income attributable to common shareholders	\$ 4,852	\$ 4,728
Average common equity	129,679	125,739
Return on average common equity	15.0%	15.0%