



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	
NASDAQ: AFH	At 3/31/2017	At 12/31/2016
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

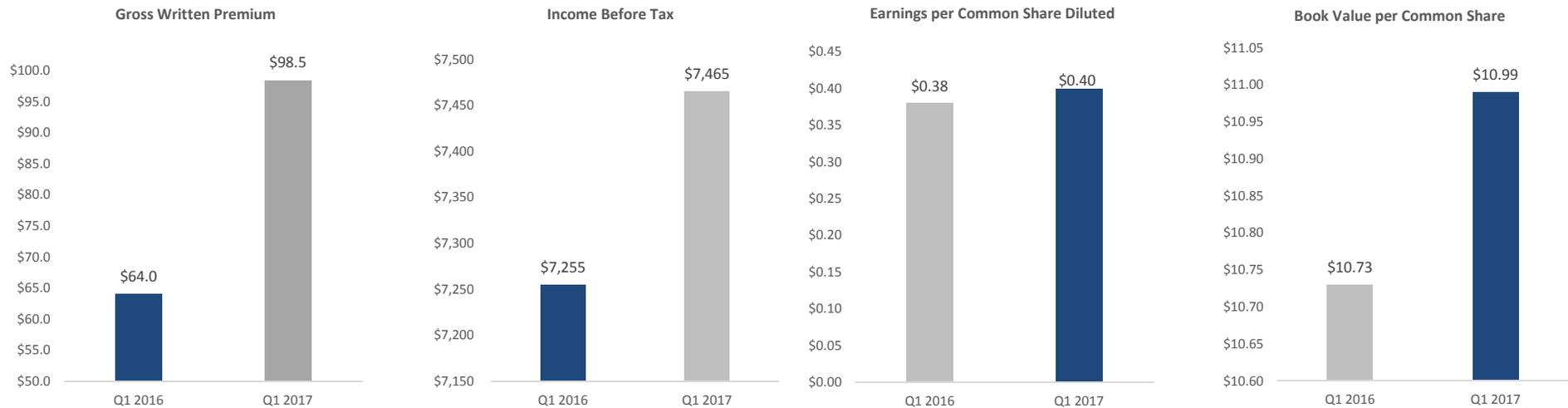
Underwriting Results

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



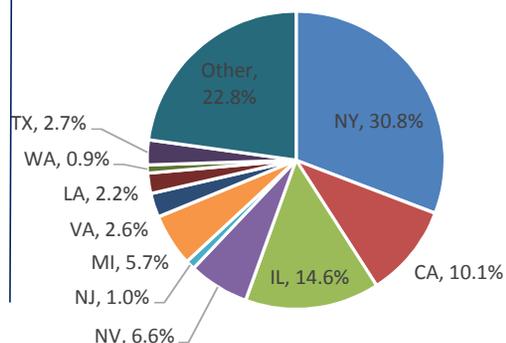
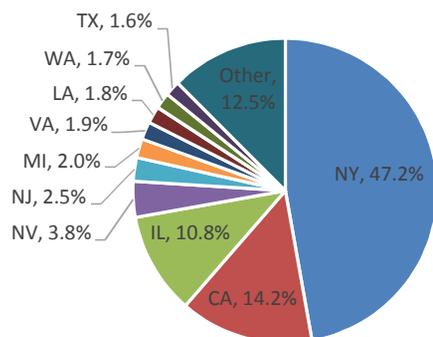
Geographic Diversification



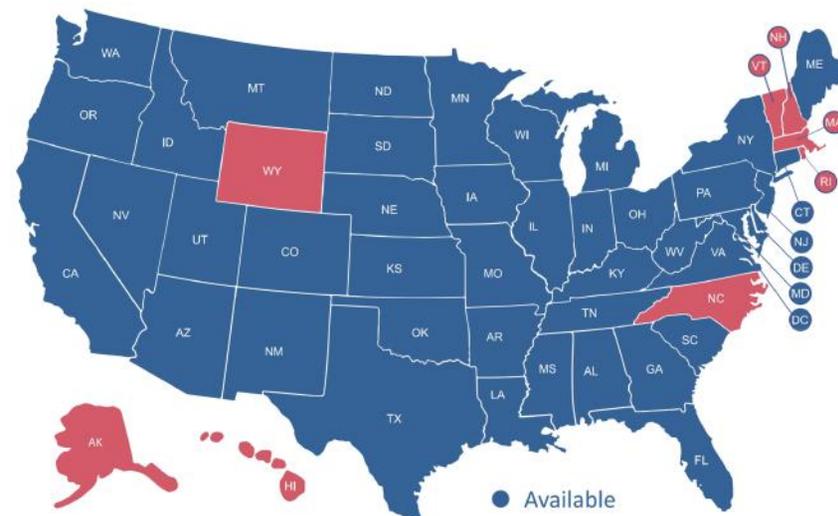
Gross premium written by state (in \$000)

Three Month Periods Ended

	March 31, 2017		March 31, 2016	
New York	\$ 46,538	47.2 %	\$ 19,691	30.8 %
California	14,029	14.2 %	6,495	10.1 %
Illinois	10,672	10.8 %	9,322	14.6 %
Nevada	3,747	3.8 %	4,208	6.6 %
New Jersey	2,418	2.5 %	633	1.0 %
Michigan	1,921	2.0 %	3,669	5.7 %
Virginia	1,847	1.9 %	1,654	2.6 %
Louisiana	1,737	1.8 %	1,430	2.2 %
Washington	1,708	1.7 %	566	0.9 %
Texas	1,567	1.6 %	1,704	2.7 %
Other	12,312	12.5 %	14,653	22.8 %
Total	\$ 98,496	100.0 %	\$ 64,025	100.0 %



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



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%

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

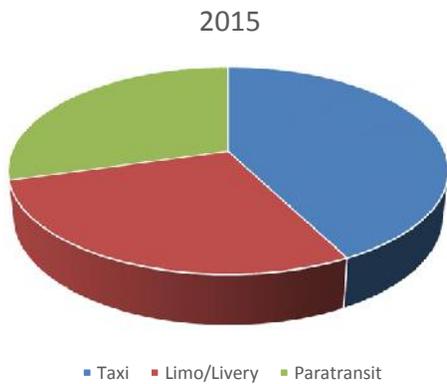
Expectations:

Taxi growth will be flat to low
single digit %

Commercial drivers who
migrated to TNCs will pursue
commercial insurance

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

Atlas Business Mix

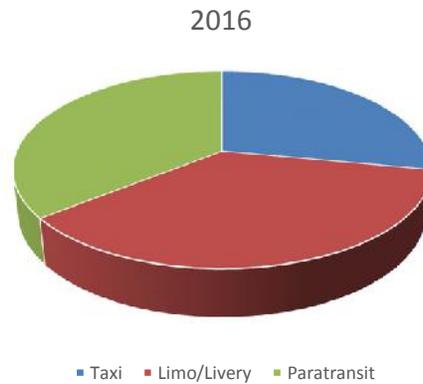


2015 to 2016

Taxi Shrunk 29%

Limo/Livery Grew 39%

Paratransit Grew 30%

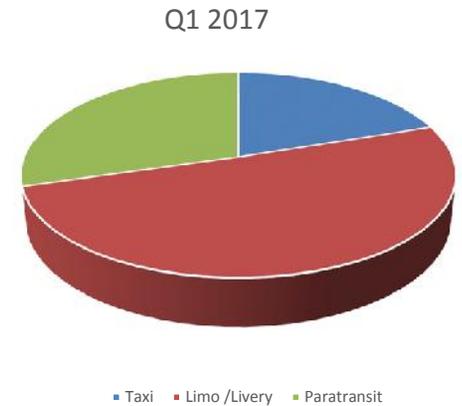


Q1 2016 to Q1 2017

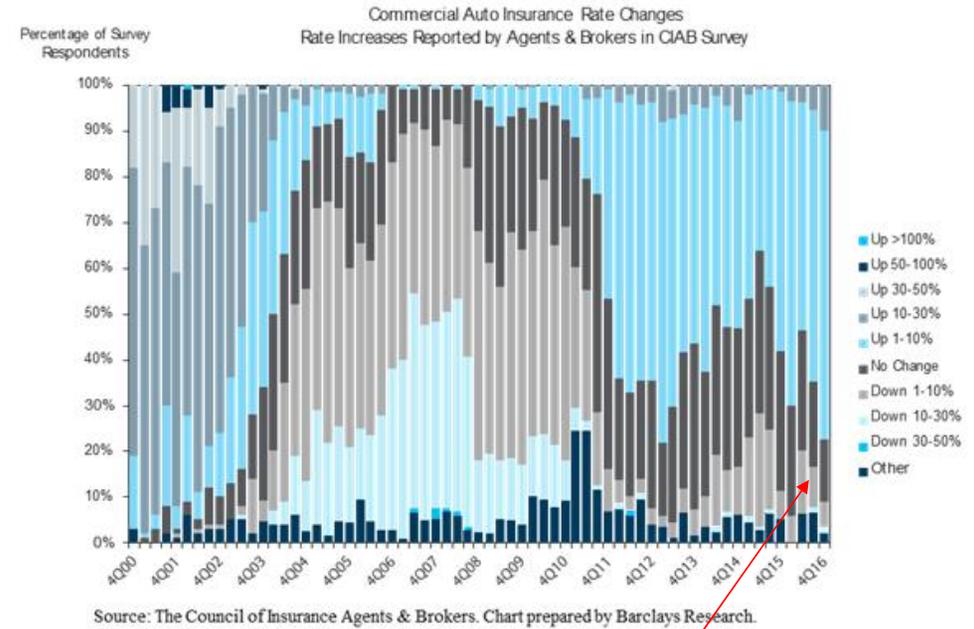
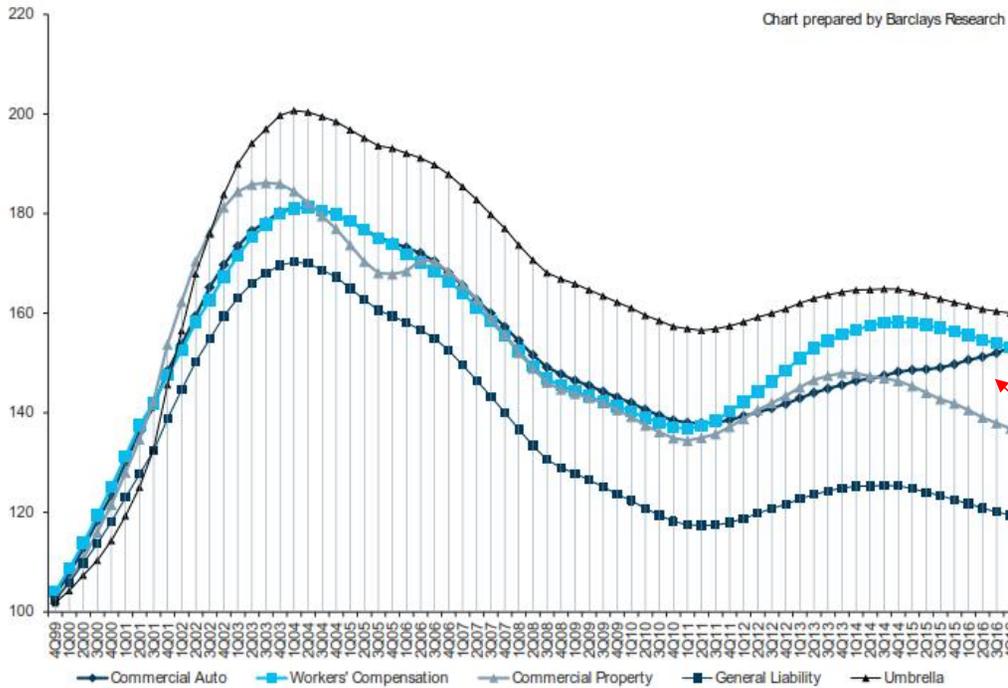
Taxi Grew 8%

Limo/Livery Grew 98%

Paratransit Grew 39%



Commercial Auto Insurance Competitive Landscape



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

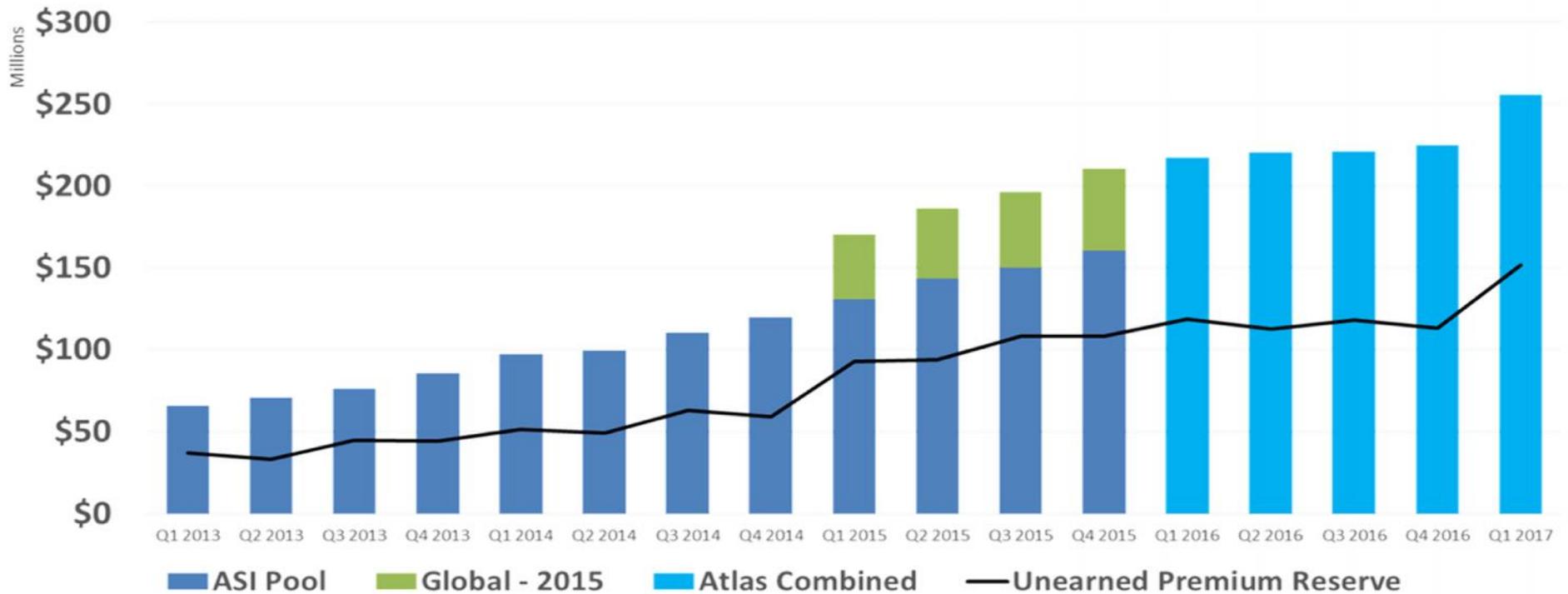
Rate increases "retrenching" as result of industry reserve strengthening

Note: Update not yet available at time materials were compiled.

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.

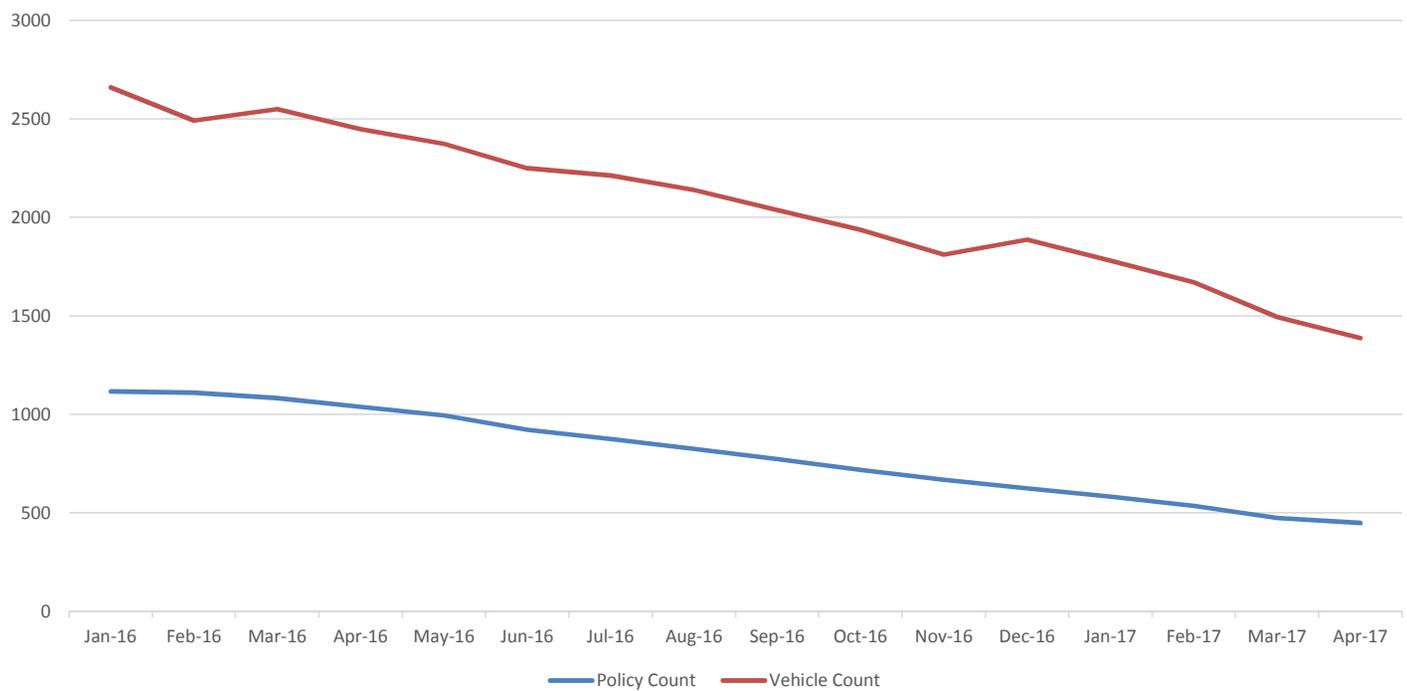
**Premium Inforce (Bars)
Unearned Premiums (Line)**



Michigan



Michigan In Force



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



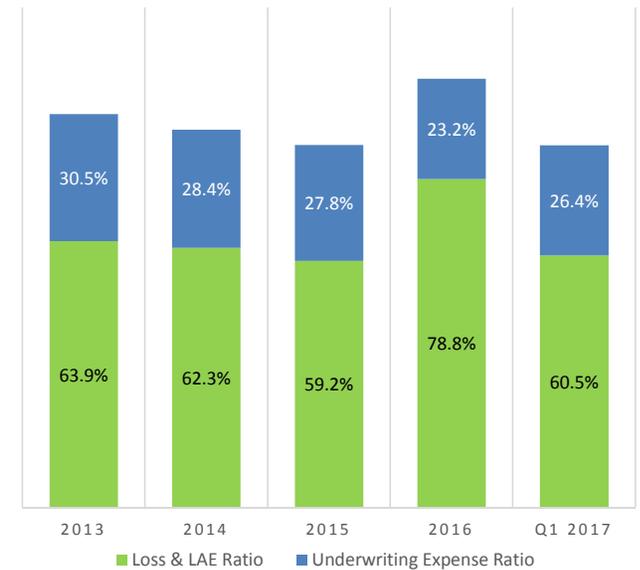
Combined Ratio Analysis

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
Loss Ratio	60.5%	59.7%
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%
Underwriting expense ratio	26.4%	24.7%
Total combined ratio	86.9%	84.4%

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%
Combined Operating Ratio	86.9%	84.4%

(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 ⁽¹⁾ :
 - \$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

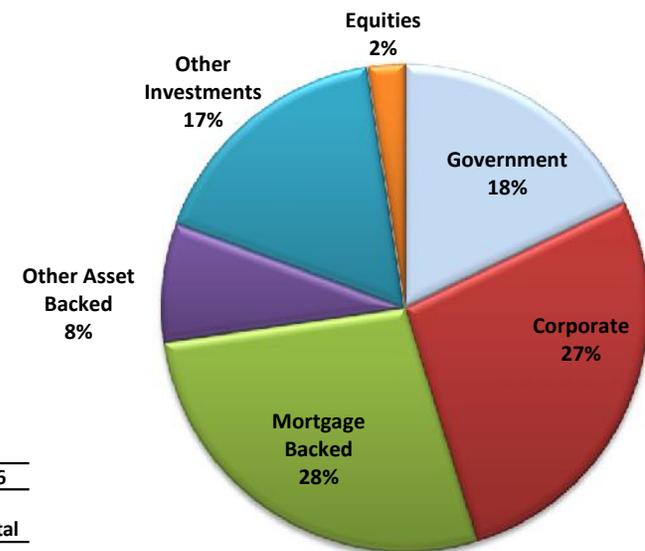
Credit ratings of fixed income securities portfolio (in '000s)

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⁽¹⁾ 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⁽¹⁾ ("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

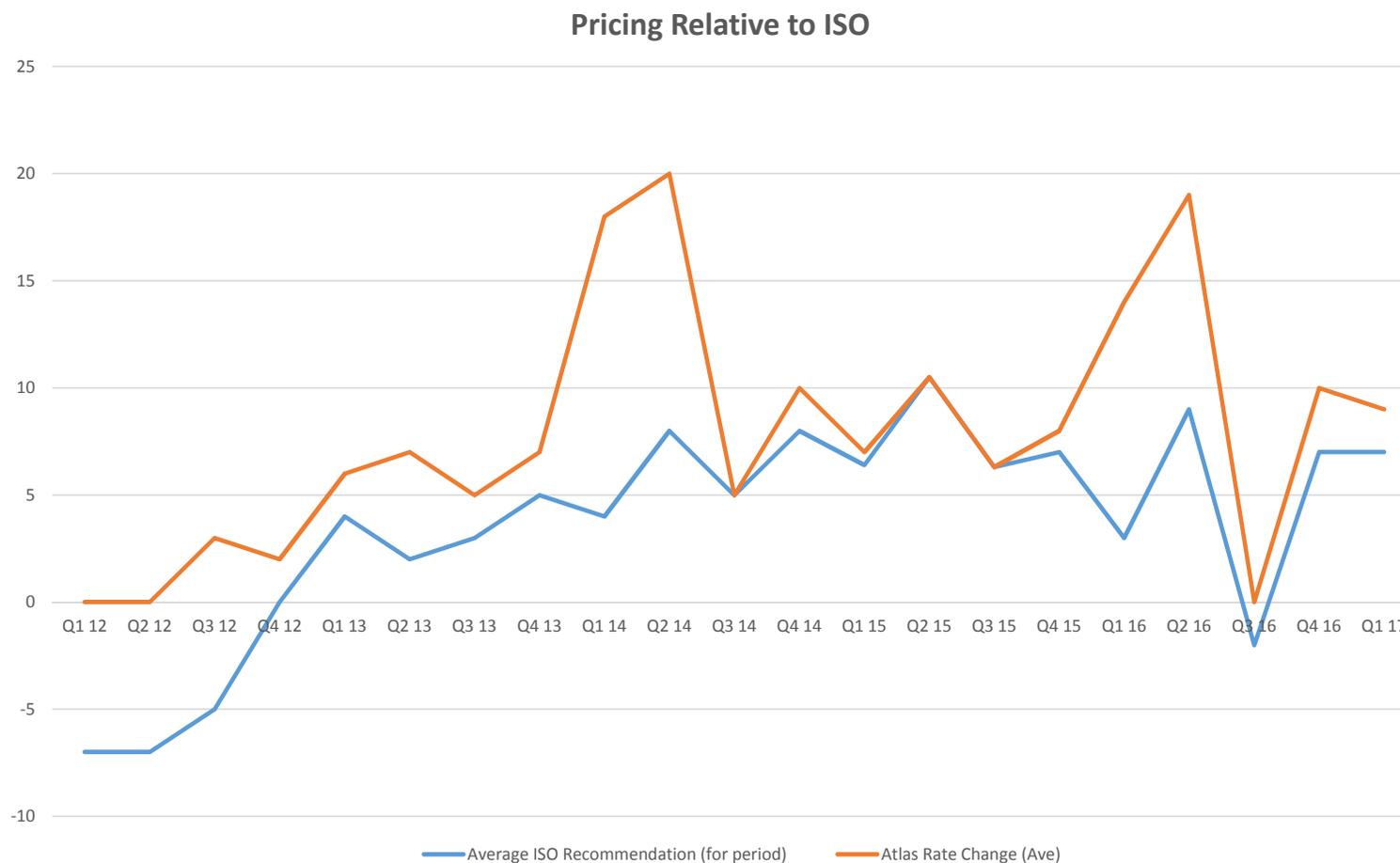
Book value per common share of \$10.99 increased by \$0.45 relative to December 31, 2016 as follows:

\$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>
\$0.45	<i>total increase from December 31, 2016 book value per common share</i>

*Concluding
Remarks*



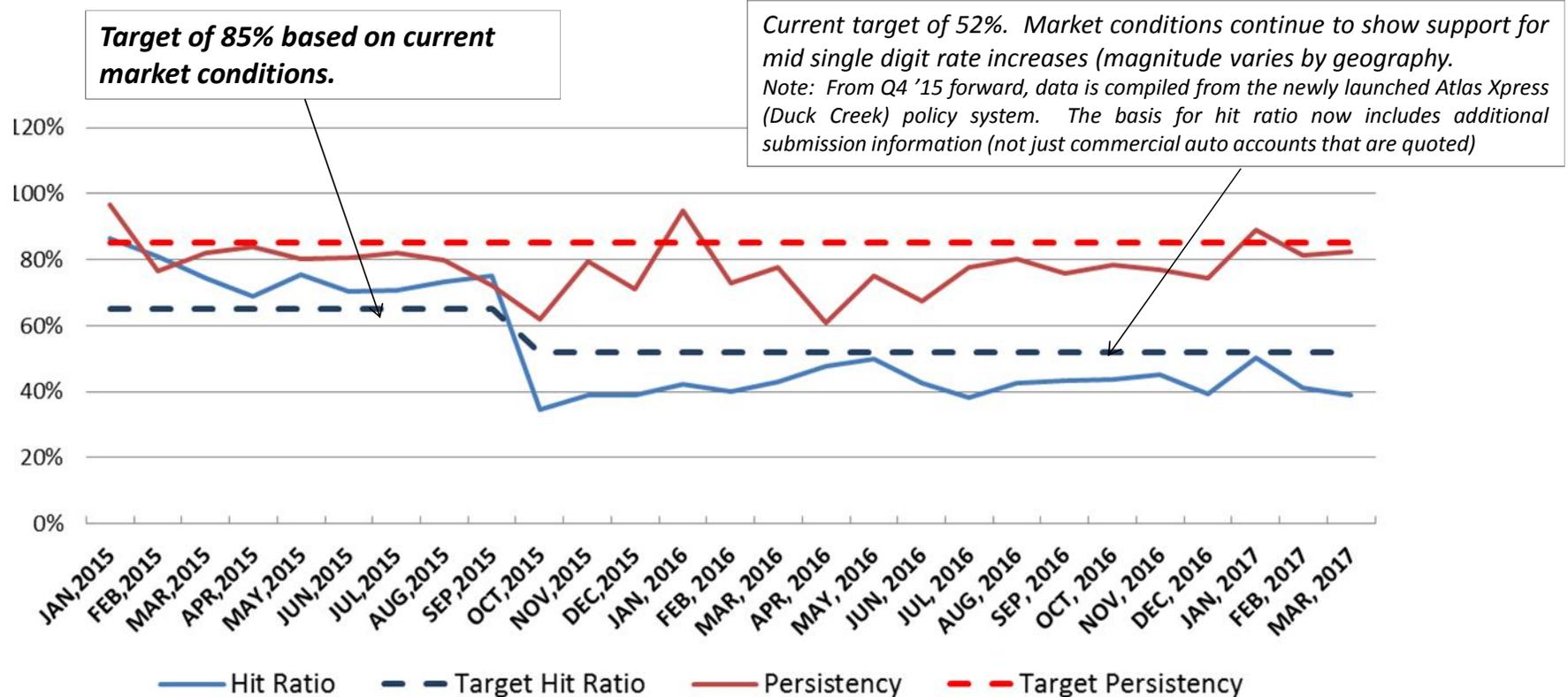
Written Premium: Rate Activity



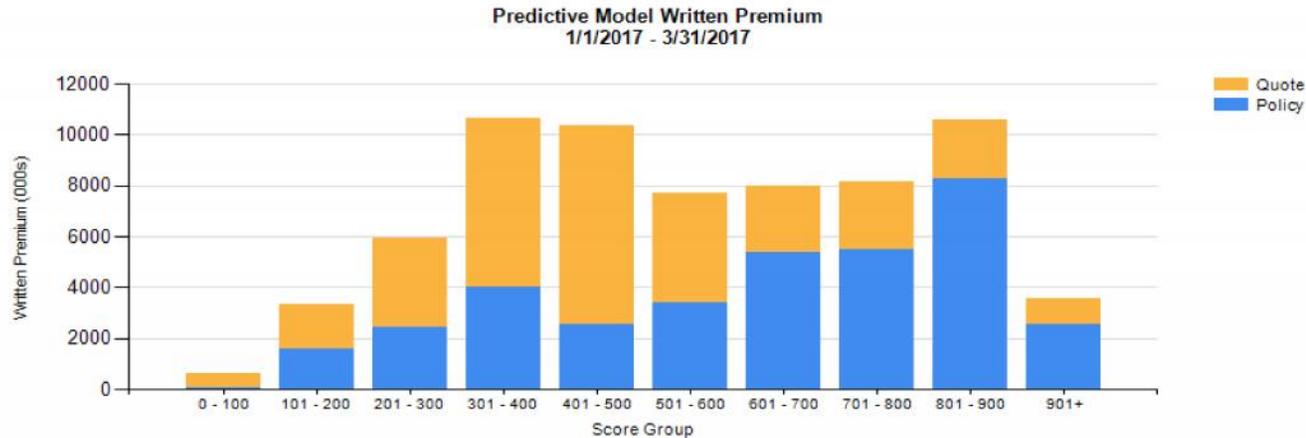
Operating Activities: Underwriting

(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.

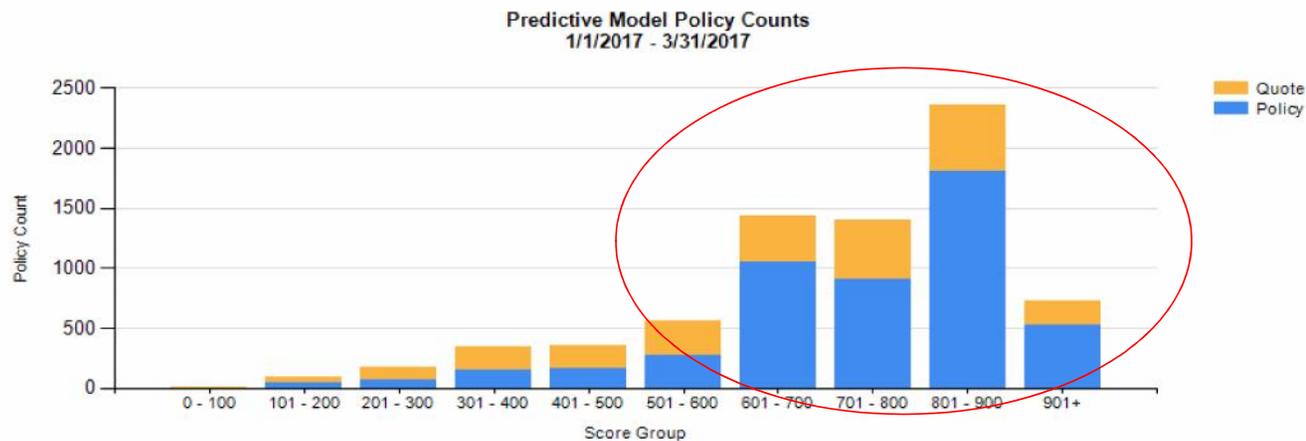


Incremental Benefit of Predictive Analytics Pricing & Underwriting



Key Reasons for Quotes “More” than Model

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

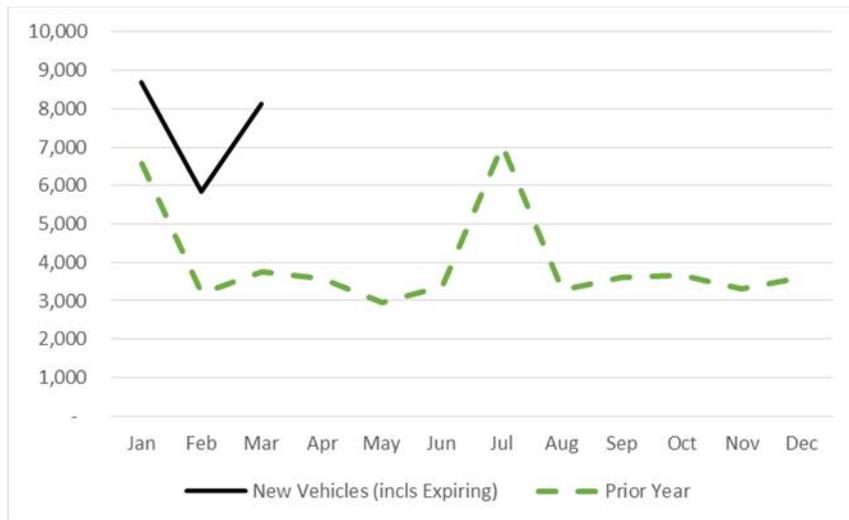


Continued desired bias
towards better predicted L/R
accounts with higher hit ratio
on “right” end of scale.

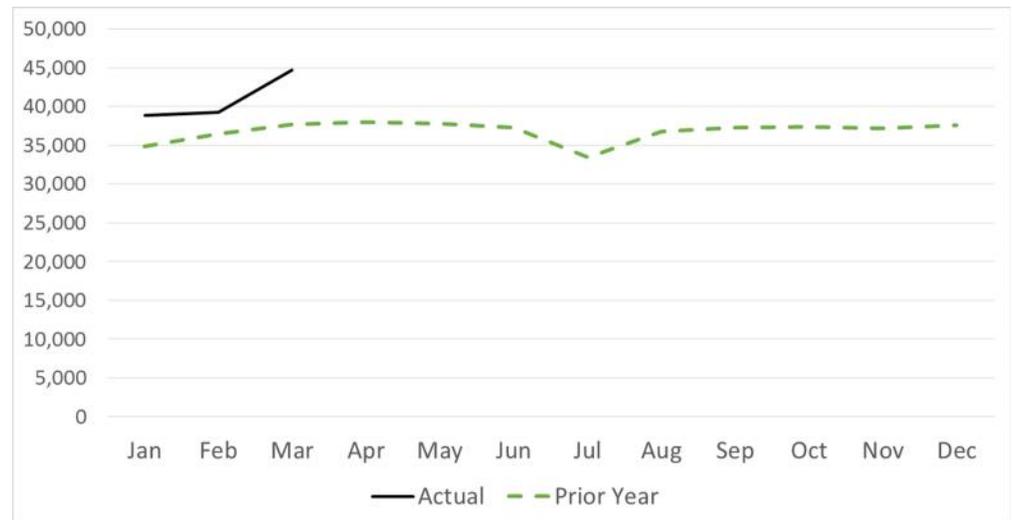
Operating Activities: Underwriting

(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%