

# ***NI Holdings, Inc.***

## NI Holdings, Inc. (NODK) Financial Supplement Fourth Quarter 2022

The Company has six reportable segments:

**Private Passenger Auto:** provides protection against liability for bodily injury and property damage arising from automobile accidents and protection against loss from damage to automobiles owned by the insured.

**Non-Standard Auto:** provides limited protection auto insurance for both bodily injury and property damage.

**Home and Farm:** provides coverage for damage to buildings, equipment, and contents for a variety of perils, including fire, lightning, wind, hail, and theft; also covers liability arising from injury to other persons or their property while on insured's premises.

**Crop:** provides multi-peril crop and crop hail insurance. Multi-peril crop is a federal insurance program to provide protection against a variety of potential damages to crops, including both weather and non-weather causes. Crop hail is private coverage to provide protection against losses to crops due primarily to hail damage.

**Commercial:** includes commercial liability and physical damage coverages.

**All Other:** includes excess liability and other coverages, and assumed reinsurance pools.

**NI HOLDINGS, INC.  
FINANCIAL SUPPLEMENT  
(UNAUDITED)  
Fourth Quarter 2022**

**INDEX TO SUPPLEMENT**

Consolidated Statements of Operations  
Consolidated Selected Data

Pages:

3  
4

**CONTACT INFORMATION**

**Corporate Headquarters Address:**

1101 First Avenue North  
Fargo, ND 58102  
701-298-4200

**Investor Relations Contact:**

Seth Daggett  
Executive Vice President, Treasurer and Chief Financial Officer  
701-298-4348  
IR@nodakins.com

**Website Address:**

[www.niholdingsinc.com](http://www.niholdingsinc.com)

**About NI Holdings:**

NI Holdings, Inc. (NASDAQ: NODK) is a U.S. insurance holding company, specializing in property and casualty insurance coverages. NI Holdings' financial statements are the consolidated financial results of NI Holdings; Nodak Insurance Company, including Nodak's wholly-owned subsidiaries American West Insurance Company and Primero Insurance Company, and its affiliate Battle Creek Mutual Insurance Company; Direct Auto Insurance Company; and Westminster American Insurance Company.

Westminster American Insurance Company was acquired by NI Holdings on January 1, 2020. This Financial Supplement includes Westminster American results from January 1, 2020 forward.

**NI Holdings, Inc.**  
**Consolidated Statements of Operations**  
**(Unaudited)**

(\$ in thousands)	2022				2021				Twelve Months			4Q22 - 4Q21 % Change	4Q22 - 3Q22 % Change	2022 - 2021 % Change	
	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q	2022	2021	2020				
<b>Revenues:</b>															
Net premiums earned	\$ 84,675	\$ 89,532	\$ 84,496	\$ 69,587	\$ 78,000	\$ 82,173	\$ 76,281	\$ 63,135	\$ 328,290	\$ 299,589	\$ 283,661	8.6%	-5.4%	9.6%	
Fee and other income	134	476	415	428	437	501	520	317	1,453	1,775	1,801	-69.3%	-71.8%	-18.1%	
Net investment income	2,117	2,035	2,015	1,653	2,172	1,713	1,710	1,536	7,820	7,131	7,271	-2.5%	4.0%	9.7%	
Net realized gain (loss) on investments	(124)	83	1,027	938	8,258	2,733	2,875	3,902	1,924	17,768	7,771	-101.5%	-249.4%	-89.2%	
Change in net unrealized gains (losses) on equity securities	6,530	(2,951)	(12,163)	(6,466)	(3,513)	(2,511)	1,826	1,909	(15,050)	(2,289)	5,853	285.9%	321.3%	-557.5%	
Total revenues	93,332	89,175	75,790	66,140	85,354	84,609	83,212	70,799	324,437	323,974	306,357	9.3%	4.7%	0.1%	
<b>Components of net income:</b>															
Net premiums earned	\$ 84,675	89,532	84,496	69,587	78,000	82,173	76,281	63,135	328,290	299,589	283,661	8.6%	-5.4%	9.6%	
Losses and loss adjustment expenses	66,791	78,917	108,595	40,129	50,830	65,742	62,918	36,889	294,432	216,379	168,473	31.4%	-15.4%	36.1%	
Underwriting and general expenses <sup>(1)</sup>	25,883	23,501	26,246	23,404	26,114	25,348	23,589	21,238	99,034	96,289	85,068	-0.9%	10.1%	2.9%	
Underwriting gain (loss) <sup>(2)</sup>	(7,999)	(12,886)	(50,345)	6,054	1,056	(8,917)	(10,226)	5,008	(65,176)	(13,079)	30,120	-857.5%	37.9%	-398.3%	
Fee and other income	134	476	415	428	437	501	520	317	1,453	1,775	1,801	-69.3%	-71.8%	-18.1%	
Net investment income	2,117	2,035	2,015	1,653	2,172	1,713	1,710	1,536	7,820	7,131	7,271	-2.5%	4.0%	9.7%	
Net investment gains (losses)	6,406	(2,868)	(11,136)	(5,528)	4,745	222	4,701	5,811	(13,126)	15,479	13,624	35.0%	323.4%	-184.8%	
Total investment and other income	8,657	(357)	(8,706)	(3,447)	7,354	2,436	6,931	7,664	(3,853)	24,385	22,696	17.7%	2524.9%	-115.8%	
Income (loss) before income taxes	658	(13,243)	(59,051)	2,607	8,410	(6,481)	(3,295)	12,672	(69,029)	11,306	52,816	-92.2%	105.0%	-710.6%	
Income taxes	(333)	(3,074)	(12,415)	568	2,267	(1,622)	(561)	2,890	(15,254)	2,974	11,472	-114.7%	89.2%	-612.9%	
Net income (loss)	991	(10,169)	(46,636)	2,039	6,143	(4,859)	(2,734)	9,782	(53,775)	8,332	41,344	-83.9%	109.7%	-745.4%	
Net income (loss) attributable to non-controlling interest	101	(184)	(726)	130	15	(122)	(90)	113	(679)	(84)	955	573.3%	154.9%	-708.3%	
Net income (loss) attributable to NI Holdings, Inc.	\$ 890	\$ (9,985)	\$ (45,910)	\$ 1,909	\$ 6,128	\$ (4,737)	\$ (2,644)	\$ 9,669	\$ (53,096)	\$ 8,416	\$ 40,389	-85.5%	108.9%	-730.9%	
Loss and loss adjustment expense ratio <sup>(3)</sup>	78.9%	88.1%	128.5%	57.7%	65.2%	80.0%	82.5%	58.4%	89.7%	72.2%	59.4%	1370 bps	-920 bps	1750 bps	
Expense ratio <sup>(4)</sup>	30.6%	26.2%	31.1%	33.6%	33.5%	30.8%	30.9%	33.6%	30.2%	32.1%	30.0%	-290 bps	440 bps	-190 bps	
Combined ratio <sup>(5)</sup>	109.4%	114.4%	159.6%	91.3%	98.6%	110.9%	113.4%	92.1%	119.9%	104.4%	89.4%	1080 bps	-500 bps	1550 bps	
Effective Tax Rate	(50.6)%	23.2%	21.0%	21.8%	27.0%	25.0%	17.0%	22.8%	22.1%	26.3%	21.7%	-7760 bps	-7380 bps	-420 bps	

**Notes:**

- (1) Underwriting and general expenses include the deferral and amortization of policy acquisition costs.
- (2) Underwriting gain (loss) equals net premiums earned less losses and loss adjustments expenses and underwriting and general expenses.
- (3) The loss and loss adjustment expense ratio equals losses and loss adjustment expenses divided by net premiums earned.
- (4) The expense ratio equals amortization of deferred policy acquisition costs and underwriting and general expenses, divided by net premiums earned.
- (5) The combined ratio equals losses and loss adjustment expenses, amortization of deferred policy acquisition costs, and other underwriting and general expenses, divided by net premiums earned.

**NI Holdings, Inc.**  
**Consolidated Selected Data**  
**(Unaudited)**

(\$ in thousands)	2022				2021				Twelve Months			4Q22 - 4Q21	4Q22 - 3Q22	2022 - 2021	
	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q	2022	2021	2020	% Change	% Change	% Change	
<b>Direct premiums written by state:</b> <sup>(6)</sup>															
North Dakota <sup>(a)</sup>	\$ 27,036	\$ 25,697	\$ 79,375	\$ 27,153	\$ 26,240	\$ 26,117	\$ 68,892	\$ 26,870	\$ 159,261	\$ 148,119	\$ 143,516	3.0%	5.2%	7.5%	
Illinois	20,143	18,863	16,844	14,749	11,881	12,287	13,250	13,932	70,599	51,350	43,004	69.5%	6.8%	37.5%	
Nebraska	11,325	11,966	13,070	11,193	10,597	10,921	11,591	10,138	47,554	43,247	41,843	6.9%	-5.4%	10.0%	
South Dakota <sup>(a)</sup>	6,823	7,336	7,001	5,720	5,922	5,764	6,344	5,017	26,880	23,047	20,790	15.2%	-7.0%	16.6%	
Maryland	4,853	1,947	5,571	1,856	5,428	1,486	4,888	1,746	14,227	13,548	10,522	-10.6%	149.3%	5.0%	
Georgia	3,290	2,782	6,442	2,934	2,932	2,299	4,691	3,163	15,448	13,085	5,836	12.2%	18.3%	18.1%	
North Carolina	2,878	1,453	2,148	1,632	1,827	1,879	1,191	1,744	8,111	6,641	3,123	57.5%	98.1%	22.1%	
Virginia	2,521	1,514	2,921	1,650	1,632	1,040	1,965	1,625	8,606	6,262	5,955	54.5%	66.5%	37.4%	
New Jersey	2,208	3,109	1,884	2,530	2,443	1,380	2,276	2,195	9,731	8,294	11,065	-9.6%	-29.0%	17.3%	
Pennsylvania	2,132	1,108	3,706	1,540	2,013	1,836	3,273	1,113	8,486	8,235	9,131	5.9%	92.4%	3.0%	
District of Columbia	1,329	865	1,017	971	1,227	691	1,093	1,044	4,182	4,055	3,810	8.3%	53.6%	3.1%	
Nevada	884	1,014	1,239	1,415	1,643	1,993	2,314	2,182	4,552	8,132	8,350	-46.2%	-12.8%	-44.0%	
South Carolina	883	532	840	1,374	667	591	664	861	3,629	2,783	972	32.4%	66.0%	30.4%	
Delaware	695	(13)	345	518	632	70	298	502	1,545	1,502	1,653	10.0%	5446.2%	2.9%	
Tennessee	516	-	-	-	-	-	-	-	516	-	-	N/A	N/A	N/A	
Arizona	412	408	194	161	85	121	114	155	1,175	475	899	384.7%	1.0%	147.4%	
Minnesota <sup>(a)</sup>	85	2,568	2,302	120	169	431	2,645	105	5,075	3,350	3,624	-49.7%	-96.7%	51.5%	
Kentucky	83	-	-	-	-	-	-	-	83	-	-	N/A	N/A	N/A	
West Virginia	(32)	(2)	63	17	-	(1)	63	28	46	90	94	N/A	-1500.0%	-48.9%	
<b>Total</b>	<b>\$ 88,064</b>	<b>\$ 81,147</b>	<b>\$ 144,962</b>	<b>\$ 75,533</b>	<b>\$ 75,338</b>	<b>\$ 68,905</b>	<b>\$ 125,552</b>	<b>\$ 72,420</b>	<b>\$ 389,706</b>	<b>\$ 342,215</b>	<b>\$ 314,187</b>	<b>16.9%</b>	<b>8.5%</b>	<b>13.9%</b>	
<b>Direct premiums written by segment:</b> <sup>(6)</sup>															
Private passenger auto	\$ 20,080	\$ 20,040	\$ 22,136	\$ 20,055	\$ 18,955	\$ 18,396	\$ 20,618	\$ 19,308	\$ 82,311	\$ 77,277	\$ 75,341	5.9%	0.2%	6.5%	
Non-standard auto	21,782	20,647	18,674	16,695	13,930	14,780	16,012	16,652	77,798	61,374	53,692	56.4%	5.5%	26.8%	
Home and farm	22,233	22,043	25,338	21,087	21,190	20,691	23,332	19,987	90,701	85,200	83,393	4.9%	0.9%	6.5%	
Crop <sup>(a)</sup>	(167)	2,628	50,771	(17)	(40)	1,426	42,170	(16)	53,215	43,540	39,893	-317.5%	-106.4%	22.2%	
Commercial	22,914	14,566	26,575	16,388	20,105	12,387	22,021	15,240	80,443	69,753	57,097	14.0%	57.3%	15.3%	
All other <sup>(b)</sup>	1,222	1,223	1,468	1,325	1,198	1,225	1,399	1,249	5,238	5,071	4,771	2.0%	-0.1%	3.3%	
<b>Total</b>	<b>\$ 88,064</b>	<b>\$ 81,147</b>	<b>\$ 144,962</b>	<b>\$ 75,533</b>	<b>\$ 75,338</b>	<b>\$ 68,905</b>	<b>\$ 125,552</b>	<b>\$ 72,420</b>	<b>\$ 389,706</b>	<b>\$ 342,215</b>	<b>\$ 314,187</b>	<b>16.9%</b>	<b>8.5%</b>	<b>13.9%</b>	
<b>Net premiums earned by segment:</b>															
Private passenger auto	\$ 19,785	\$ 19,813	\$ 19,265	\$ 18,742	\$ 18,476	\$ 18,491	\$ 18,068	\$ 17,498	\$ 77,605	\$ 72,533	\$ 72,009	7.1%	-0.1%	7.0%	
Non-standard auto	19,442	17,579	15,512	14,378	15,540	14,889	14,898	13,258	66,911	58,585	53,737	25.1%	10.6%	14.2%	
Home and farm	19,463	19,751	19,955	19,212	19,190	18,775	18,373	17,454	78,381	73,792	74,879	1.4%	-1.5%	6.2%	
Crop <sup>(a)</sup>	7,873	14,566	12,295	(13)	5,724	12,724	8,353	47	34,721	26,848	35,718	37.5%	-45.9%	29.3%	
Commercial	16,328	15,884	15,031	14,188	16,129	14,798	14,020	12,338	61,431	57,285	38,288	1.2%	2.8%	7.2%	
All other <sup>(b)</sup>	1,784	1,939	2,438	3,080	2,941	2,496	2,569	2,540	9,241	10,546	9,030	-39.3%	-8.0%	-12.4%	
<b>Total</b>	<b>\$ 84,675</b>	<b>\$ 89,532</b>	<b>\$ 84,496</b>	<b>\$ 69,587</b>	<b>\$ 78,000</b>	<b>\$ 82,173</b>	<b>\$ 76,281</b>	<b>\$ 63,135</b>	<b>\$ 328,290</b>	<b>\$ 299,589</b>	<b>\$ 283,661</b>	<b>8.6%</b>	<b>-5.4%</b>	<b>9.6%</b>	
<b>Loss and loss adjustment expenses by segment:</b>															
Private passenger auto	\$ 13,501	\$ 20,354	\$ 16,854	\$ 14,711	\$ 15,432	\$ 17,130	\$ 14,905	\$ 12,254	\$ 65,420	\$ 59,721	\$ 45,511	-12.5%	-33.7%	9.5%	
Non-standard auto	14,818	11,958	4,133	8,491	8,543	9,620	11,490	4,800	39,400	34,453	30,347	73.5%	23.9%	14.4%	
Home and farm	10,330	28,822	61,831	6,840	10,150	16,155	18,208	7,632	107,823	52,145	36,745	1.8%	-64.2%	106.8%	
Crop <sup>(a)</sup>	2,280	6,974	10,330	(166)	5,456	12,482	9,332	561	19,418	27,831	31,379	-58.2%	-67.3%	-30.2%	
Commercial	24,396	9,812	12,991	10,017	9,346	7,770	7,264	10,399	57,216	34,779	20,430	161.0%	148.6%	64.5%	
All other <sup>(b)</sup>	1,466	997	2,456	236	1,903	2,585	1,719	1,243	5,155	7,450	4,061	-23.0%	47.0%	-30.8%	
<b>Total</b>	<b>\$ 66,791</b>	<b>\$ 78,917</b>	<b>\$ 108,595</b>	<b>\$ 40,129</b>	<b>\$ 50,830</b>	<b>\$ 65,742</b>	<b>\$ 62,918</b>	<b>\$ 36,889</b>	<b>\$ 294,432</b>	<b>\$ 216,379</b>	<b>\$ 168,473</b>	<b>31.4%</b>	<b>-15.4%</b>	<b>36.1%</b>	
<b>Loss and loss adjustment expense ratios by segment:</b> <sup>(3)</sup>															
Private passenger auto	68.2%	102.7%	87.5%	78.5%	83.5%	92.6%	82.5%	70.0%	84.3%	82.3%	63.2%	-1530 bps	-3450 bps	200 bps	
Non-standard auto	76.2%	68.0%	26.6%	59.1%	55.0%	64.6%	77.1%	36.2%	58.9%	58.8%	56.5%	2120 bps	820 bps	10 bps	
Home and farm	53.1%	145.9%	309.9%	35.6%	52.9%	86.0%	99.1%	43.7%	137.6%	70.7%	49.1%	20 bps	-9280 bps	6690 bps	
Crop <sup>(a)</sup>	29.0%	47.9%	84.0%	n/a	95.3%	98.1%	111.7%	n/a	55.9%	103.7%	87.9%	-6630 bps	-1890 bps	-4780 bps	
Commercial	149.4%	61.8%	86.4%	70.6%	57.9%	52.5%	51.8%	84.3%	93.1%	60.7%	53.4%	9150 bps	8760 bps	3240 bps	
All other <sup>(b)</sup>	82.2%	51.4%	100.7%	7.7%	64.7%	103.6%	66.9%	48.9%	55.8%	70.6%	45.0%	1750 bps	3080 bps	-1480 bps	
<b>Total</b>	<b>78.9%</b>	<b>88.1%</b>	<b>128.5%</b>	<b>57.7%</b>	<b>65.2%</b>	<b>80.0%</b>	<b>82.5%</b>	<b>58.4%</b>	<b>89.7%</b>	<b>72.2%</b>	<b>59.4%</b>	<b>1370 bps</b>	<b>-920 bps</b>	<b>1750 bps</b>	

**Notes:**

(3) The loss and loss adjustment expense ratio equals losses and loss adjustment expenses divided by net premiums earned.

(6) Direct premiums written represents the amount of insurance premiums purchased by policyholders during the period.

(a) Multi-peril crop and crop hail insurance premiums are generally written in the second quarter and earned ratably over the remainder of the calendar year. First quarter activity is the result of minor prior crop year adjustments which typically occur annually during first quarter.

(b) All other includes primarily excess liability and other insurance coverages, as well as assumed domestic and international reinsurance programs which are intended to diversify the risk exposure of the company.