

NI Holdings, Inc.

NI Holdings, Inc. (NODK)
Financial Supplement as of March 31, 2020

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)
AS OF MARCH 31, 2020**

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About NI Holdings:

NI Holdings, Inc. (NASDAQ: NODK) is a U.S. insurance holding company, specializing in property and casualty insurance coverages primarily in the Upper Midwest. NI Holdings is the parent company of Nodak Insurance Company, which focuses on providing financial protections for owners of homes, farms, automobiles, and small businesses. NI Holdings' financial statements include the consolidated financial results of NI Holdings, its wholly-owned subsidiaries Nodak Insurance and Direct Auto Insurance Company, Nodak Insurance' wholly-owned subsidiaries American West Insurance Company and Primero Insurance Company, and Nodak Insurance' affiliate Battle Creek Mutual Insurance Company.

Direct Auto Insurance Company was acquired by NI Holdings on August 31, 2018. This Financial Supplement includes Direct Auto results from September 1, 2018 forward.

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)	2020		2019			2018				Twelve Months		1Q20 - 1Q19	1Q20 - 4Q19
	1Q	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q	2019	2018	% Change	% Change
Revenues:													
Net premiums earned	\$ 58,772	\$ 63,702	\$ 67,116	\$ 65,114	\$ 50,506	\$ 54,795	\$ 54,136	\$ 50,677	\$ 36,112	\$ 246,438	\$ 195,720	16.4%	-7.7%
Fee and other income	362	488	527	646	464	474	5,175	470	377	2,125	6,496	-22.0%	-25.8%
Net investment income	1,971	1,929	1,983	1,778	1,743	1,659	1,629	1,523	1,369	7,433	6,180	13.1%	2.2%
Net realized capital gain on investments	1,015	1,908	1,006	(227)	559	95	3,160	250	469	3,246	3,974	81.6%	-46.8%
Net unrealized capital gain on equity investments ⁽¹⁾	(15,934)	3,284	(384)	1,337	7,300	-	-	-	-	11,537	-	-318.3%	-585.2%
	46,186	71,311	70,248	68,648	60,572	57,023	64,100	52,920	38,327	270,779	212,370	-23.8%	-35.2%
Expenses:													
Losses and loss adjustment expenses	30,422	33,725	61,558	48,193	26,234	22,062	37,456	40,721	18,849	169,710	119,088	16.0%	-9.8%
Underwriting and general expenses ⁽²⁾	20,159	16,333	17,291	16,940	16,694	15,700	14,738	11,802	11,877	67,258	54,117	20.8%	23.4%
	50,581	50,058	78,849	65,133	42,928	37,762	52,194	52,523	30,726	236,968	173,205	17.8%	1.0%
Income (loss) before income taxes	(4,395)	21,253	(8,601)	3,515	17,644	19,261	11,906	397	7,601	33,811	39,165	-124.9%	-120.7%
Income taxes	(840)	4,105	(1,642)	1,000	3,848	4,302	2,029	141	1,449	7,311	7,921	-121.8%	-120.5%
Net income (loss)	(3,555)	17,148	(6,959)	2,515	13,796	14,959	9,877	256	6,152	26,500	31,244	-125.8%	-120.7%
Net Income (loss) attributable to non-controlling interest	32	19	20	37	23	70	33	30	30	99	163	39.1%	68.4%
Net income (loss) attributable to NI Holdings, Inc.	\$ (3,587)	\$ 17,129	\$ (6,979)	\$ 2,478	\$ 13,773	\$ 14,889	\$ 9,844	\$ 226	\$ 6,122	\$ 26,401	\$ 31,081	-126.0%	-120.9%
Loss and LAE ratio ⁽³⁾	51.8%	52.9%	91.7%	74.0%	51.9%	40.3%	69.2%	80.4%	52.2%	68.9%	60.8%	#DIV/0!	#DIV/0!
Expense ratio ⁽⁴⁾	34.3%	25.6%	25.8%	26.0%	33.1%	28.7%	27.2%	23.3%	32.9%	27.3%	27.7%	#DIV/0!	#DIV/0!
Combined ratio ⁽⁵⁾	86.1%	78.6%	117.5%	100.0%	85.0%	68.9%	96.4%	103.6%	85.1%	96.2%	88.5%	#DIV/0!	#DIV/0!
Effective Tax Rate	19.1%	19.3%	19.1%	28.4%	21.8%	22.3%	17.0%	35.5%	19.1%	21.6%	20.2%	#DIV/0!	#DIV/0!

Notes:

- (1) Effective January 1, 2019, in accordance with a change in accounting rule, changes in unrealized gains and losses in equity securities are included in the current period statement of operations.
(2) Underwriting and general expenses include the deferral and amortization of policy acquisition costs.
(3) The loss and LAE ratio is a non-GAAP financial measure, and equals losses and loss adjustment expenses divided by net premiums earned.
(4) The expense ratio is a non-GAAP financial measure, and equals amortization of deferred policy acquisition costs and underwriting and general expenses, divided by net premiums earned.
(5) The combined ratio is a non-GAAP financial measure, and 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)	2020					2019					Twelve Months		1Q20 - 1Q19	1Q120 - 4Q19
	1Q	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q	2019	2018	% Change	% Change	
Direct premiums written by state: ⁽⁶⁾														
North Dakota	\$ 26,588	\$ 26,418	\$ 22,803	\$ 69,502	\$ 26,231	\$ 25,159	\$ 26,778	\$ 66,661	\$ 25,163	\$ 144,954	\$ 143,761	1.4%	0.6%	
Illinois	11,420	10,562	10,035	10,706	12,352	10,307	3,765	-	-	43,655	14,072	-7.5%	8.1%	
Nebraska	10,165	9,689	10,194	11,314	9,807	9,028	9,466	10,565	8,760	41,004	37,819	3.7%	4.9%	
South Dakota	4,435	4,534	4,791	4,794	3,736	3,493	3,572	3,255	2,660	17,855	12,980	18.7%	-2.2%	
Nevada	1,941	1,725	2,016	3,150	2,908	2,504	2,378	2,318	1,905	9,799	9,105	-33.3%	12.5%	
Pennsylvania	1,706	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Maryland	1,692	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Minnesota	93	95	(165)	3,436	75	150	(218)	5,147	58	3,441	5,137	24.0%	-2.1%	
New Jersey	1,603	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Virginia	1,094	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
District of Columbia	915	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Delaware	496	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Arizona	320	242	310	341	544	508	479	634	728	1,437	2,349	-41.2%	32.2%	
South Carolina	261	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
North Carolina	225	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
West Virginia	19	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Georgia	(1)	-	-	-	-	-	-	-	-	-	-	N/A	N/A	
Total	\$ 62,972	\$ 53,265	\$ 49,984	\$ 103,243	\$ 55,653	\$ 51,149	\$ 46,220	\$ 88,580	\$ 39,274	\$ 262,145	\$ 225,223	13.2%	18.2%	
Direct premiums written by segment: ⁽⁶⁾														
Private passenger auto	\$ 18,873	\$ 18,142	\$ 17,454	\$ 19,596	\$ 18,032	\$ 16,680	\$ 15,834	\$ 18,007	\$ 16,517	\$ 73,224	\$ 67,038	4.7%	4.0%	
Non-standard auto	14,089	12,891	12,750	14,566	16,259	13,749	7,108	3,355	3,210	56,466	27,422	-13.3%	9.3%	
Home and farm	19,756	20,071	18,766	22,931	19,126	18,635	17,268	21,187	17,457	80,894	74,547	3.3%	-1.6%	
Crop	(4)	(115)	(1,026)	43,405	12	33	4,051	43,421	-	42,276	47,505	-133.3%	96.5%	
Commercial	9,060	1,172	995	1,465	1,048	1,027	1,021	1,412	980	4,680	4,440	764.0%	673.0%	
All other ^(a)	1,198	1,104	1,045	1,280	1,176	1,025	938	1,198	1,110	4,605	4,271	1.9%	8.5%	
Total	\$ 62,972	\$ 53,265	\$ 49,984	\$ 103,243	\$ 55,653	\$ 51,149	\$ 46,220	\$ 88,580	\$ 39,274	\$ 262,145	\$ 225,223	13.2%	18.2%	
Net premiums earned by segment:														
Private passenger auto	\$ 17,299	\$ 17,889	\$ 17,316	\$ 16,686	\$ 16,092	\$ 16,438	\$ 15,892	\$ 15,310	\$ 14,825	\$ 67,983	\$ 62,465	7.5%	-3.3%	
Non-standard auto	13,151	13,208	14,044	15,271	14,591	14,445	7,052	3,476	2,991	57,114	27,964	-9.9%	-0.4%	
Home and farm	17,621	19,221	17,908	17,253	16,789	17,701	16,237	15,621	15,118	71,171	64,677	5.0%	-8.3%	
Crop	179	10,491	14,517	13,000	11	3,197	11,960	13,441	101	38,019	28,699	1527.3%	-98.3%	
Commercial	7,853	1,097	1,018	993	989	1,032	952	913	912	4,097	3,809	694.0%	615.9%	
All other ^(a)	2,669	1,796	2,313	1,911	2,034	1,982	2,043	1,916	2,165	8,054	8,106	31.2%	48.6%	
Total	\$ 58,772	\$ 63,702	\$ 67,116	\$ 65,114	\$ 50,506	\$ 54,795	\$ 54,136	\$ 50,677	\$ 36,112	\$ 246,438	\$ 195,720	16.4%	-7.7%	
Losses and loss adjustment expenses by segment:														
Private passenger auto	\$ 11,129	\$ 11,953	\$ 18,716	\$ 11,922	\$ 10,105	\$ 11,323	\$ 11,904	\$ 11,175	\$ 10,122	\$ 52,696	\$ 44,524	10.1%	-6.9%	
Non-standard auto	5,940	5,238	8,440	11,820	7,156	5,014	4,387	2,973	1,964	32,654	14,338	-17.0%	13.4%	
Home and farm	6,538	5,534	18,598	13,467	8,002	4,496	16,370	16,527	5,322	45,601	42,715	-18.3%	18.1%	
Crop	2,367	10,209	13,142	8,766	(26)	(925)	3,515	9,007	315	32,091	11,912	9203.8%	-76.8%	
Commercial	3,715	349	1,340	480	320	627	441	227	210	2,489	1,505	1060.9%	964.5%	
All other ^(a)	733	442	1,322	1,738	677	1,527	839	812	916	4,179	4,094	8.3%	65.8%	
Total	\$ 30,422	\$ 33,725	\$ 61,558	\$ 48,193	\$ 26,234	\$ 22,062	\$ 37,456	\$ 40,721	\$ 18,849	\$ 169,710	\$ 119,088	16.0%	-9.8%	
Loss and LAE ratios by segment: ⁽³⁾														
Private passenger auto	64.3%	66.8%	108.1%	71.4%	62.8%	68.9%	74.9%	73.0%	68.3%	77.5%	71.3%	#DIV/0!	#DIV/0!	
Non-standard auto	45.2%	39.7%	60.1%	77.4%	49.0%	34.7%	62.2%	85.5%	65.7%	57.2%	51.3%	#DIV/0!	#DIV/0!	
Home and farm	37.1%	28.8%	103.9%	78.1%	47.7%	25.4%	100.8%	105.8%	35.2%	64.1%	66.0%	#DIV/0!	#DIV/0!	
Crop	1322.3%	97.3%	90.5%	67.4%	n/a	-28.9%	29.4%	67.0%	n/a	84.4%	41.5%	#DIV/0!	#DIV/0!	
Commercial	47.3%	31.8%	131.6%	48.3%	n/a	60.8%	46.3%	24.9%	n/a	60.8%	39.5%	#DIV/0!	#DIV/0!	
All other ^(a)	27.5%	24.6%	57.2%	90.9%	33.3%	77.0%	41.1%	42.4%	42.3%	51.9%	50.5%	#DIV/0!	#DIV/0!	
Total	51.8%	52.9%	91.7%	74.0%	51.9%	40.3%	69.2%	80.4%	52.2%	68.9%	60.8%	#DIV/0!	#DIV/0!	

Notes:

(3) The loss and LAE ratio is a non-GAAP financial measure, and equals losses and loss adjustment expenses divided by net premiums earned.

(6) Direct premiums written is a non-GAAP financial measure, representing the amount of insurance premiums purchased by policyholders during the period.

(a) 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.