

NI Holdings, Inc.

NI Holdings, Inc. (NODK)
Financial Supplement as of December 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 DECEMBER 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				Twelve Months			4Q20 - 4Q19	4Q20 - 3Q20	12M20 - 12M19	
	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q	2020	2019	2018	% Change	% Change	% Change	
Revenues:															
Net premiums earned	\$ 69,541	\$ 73,342	\$ 82,006	\$ 58,772	\$ 63,702	\$ 67,116	\$ 65,114	\$ 50,506	\$ 283,661	\$ 246,438	\$ 195,720	9.2%	-5.2%	15.1%	
Fee and other income	469	524	446	362	488	527	646	464	1,801	2,125	6,496	-3.9%	-10.5%	-15.2%	
Net investment income	1,396	1,886	2,018	1,971	1,929	1,983	1,778	1,743	7,271	7,433	6,180	-27.6%	-26.0%	-2.2%	
Net realized capital gain on investments	5,750	636	370	1,015	1,908	1,006	(227)	559	7,771	3,246	3,974	201.4%	804.1%	139.4%	
Net unrealized capital gain on equity investments ⁽¹⁾	6,494	4,466	10,827	(15,934)	3,284	(384)	1,337	7,300	5,853	11,537	-	97.7%	45.4%	-49.3%	
	83,650	80,854	95,667	46,186	71,311	70,248	68,648	60,572	306,357	270,779	212,370	17.3%	3.5%	13.1%	
Expenses:															
Losses and loss adjustment expenses	31,851	53,836	52,364	30,422	33,725	61,558	48,193	26,234	168,473	169,710	119,088	-5.6%	-40.8%	-0.7%	
Underwriting and general expenses ⁽²⁾	23,140	22,144	19,625	20,159	16,333	17,291	16,940	16,694	85,068	67,258	54,117	41.7%	4.5%	26.5%	
	54,991	75,980	71,989	50,581	50,058	78,849	65,133	42,928	253,541	236,968	173,205	9.9%	-27.6%	7.0%	
Income (loss) before income taxes	28,659	4,874	23,678	(4,395)	21,253	(8,601)	3,515	17,644	52,816	33,811	39,165	34.8%	488.0%	56.2%	
Income taxes	5,213	1,188	4,911	(840)	4,105	(1,642)	1,000	3,848	11,472	7,311	7,921	51.4%	423.0%	56.9%	
Net income (loss)	22,446	3,686	18,767	(3,555)	17,148	(6,959)	2,515	13,796	41,344	26,500	31,244	30.9%	509.0%	56.0%	
Net income (loss) attributable to non-controlling interest	867	22	34	32	19	20	37	23	955	99	163	4463.2%	3840.9%	864.6%	
Net income (loss) attributable to NI Holdings, Inc.	\$ 21,579	\$ 3,664	\$ 18,733	\$ (3,587)	\$ 17,129	\$ (6,979)	\$ 2,478	\$ 13,773	\$ 40,389	\$ 26,401	\$ 31,081	26.0%	488.9%	53.0%	
Loss and LAE ratio ⁽³⁾	45.8%	73.4%	63.9%	51.8%	52.9%	91.7%	74.0%	51.9%	59.4%	68.9%	60.8%	-710 bps	-2760 bps	-950 bps	
Expense ratio ⁽⁴⁾	33.3%	30.2%	23.9%	34.3%	25.6%	25.8%	26.0%	33.1%	30.0%	27.3%	27.7%	770 bps	310 bps	270 bps	
Combined ratio ⁽⁵⁾	79.1%	103.6%	87.8%	86.1%	78.6%	117.5%	100.0%	85.0%	89.4%	96.2%	88.5%	50 bps	-2450 bps	-680 bps	
Effective Tax Rate	21.7%	24.4%	20.7%	19.1%	19.3%	19.1%	28.4%	21.8%	21.7%	21.6%	20.2%	240 bps	-270 bps	10 bps	

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			4Q20 - 4Q19	4Q20- 3Q20	12M20 - 12M19	
	4Q	3Q	2Q	1Q	4Q	3Q	2Q	1Q	2020	2019	2018	% Change	% Change	% Change	
Direct premiums written by state: ⁽⁶⁾															
North Dakota	\$ 25,992	\$ 24,771	\$ 66,165	\$ 26,588	\$ 26,418	\$ 22,803	\$ 69,502	\$ 26,231	\$ 143,516	\$ 144,954	\$ 143,761	-1.6%	4.9%	-1.0%	
Illinois	10,082	10,922	10,580	11,420	10,562	10,035	10,706	12,352	43,004	43,655	14,072	-4.5%	-7.7%	-1.5%	
Nebraska	9,861	10,420	11,397	10,165	9,689	10,194	11,314	9,807	41,843	41,004	37,819	1.8%	-5.4%	2.0%	
South Dakota	5,171	5,558	5,626	4,435	4,534	4,791	4,794	3,736	20,790	17,855	12,980	14.0%	-7.0%	16.4%	
New Jersey	2,573	4,819	2,070	1,603	-	-	-	-	11,065	-	-	N/A	-46.6%	N/A	
Maryland	3,457	1,068	4,305	1,692	-	-	-	-	10,522	-	-	N/A	223.7%	N/A	
Pennsylvania	3,193	2,061	2,171	1,706	-	-	-	-	9,131	-	-	N/A	54.9%	N/A	
Nevada	2,090	2,287	2,032	1,941	1,725	2,016	3,150	2,908	8,350	9,799	9,105	21.2%	-8.6%	-14.8%	
Virginia	1,345	1,949	1,567	1,094	-	-	-	-	5,955	-	-	N/A	-31.0%	N/A	
Georgia	2,693	1,192	1,952	(1)	-	-	-	-	5,836	-	-	N/A	125.9%	N/A	
District of Columbia	1,055	774	1,066	915	-	-	-	-	3,810	-	-	N/A	36.3%	N/A	
Minnesota	163	810	2,558	93	95	(165)	3,436	75	3,624	3,441	5,137	71.6%	-79.9%	5.3%	
North Carolina	1,348	1,011	539	225	-	-	-	-	3,123	-	-	N/A	33.3%	N/A	
Delaware	672	171	314	496	-	-	-	-	1,653	-	-	N/A	293.0%	N/A	
South Carolina	300	353	58	261	-	-	-	-	972	-	-	N/A	-15.0%	N/A	
Arizona	139	165	275	320	242	310	341	544	899	1,437	2,349	-42.6%	-15.8%	-37.4%	
West Virginia	-	(9)	84	19	-	-	-	-	94	-	-	N/A	100.0%	N/A	
	\$ 70,134	\$ 68,322	\$ 112,759	\$ 62,972	\$ 53,265	\$ 49,984	\$ 103,243	\$ 55,653	\$ 314,187	\$ 262,145	\$ 225,223	31.7%	2.7%	19.9%	
Direct premiums written by segment: ⁽⁶⁾															
Private passenger auto	\$ 18,188	\$ 18,055	\$ 20,225	\$ 18,873	\$ 18,142	\$ 17,454	\$ 19,596	\$ 18,032	\$ 75,341	\$ 73,224	\$ 67,038	0.3%	0.7%	2.9%	
Non-standard auto	12,655	13,713	13,235	14,089	12,891	12,750	14,566	16,259	53,692	56,466	27,422	-1.8%	-7.7%	-4.9%	
Home and farm	20,552	19,776	23,309	19,756	20,071	18,766	22,931	19,126	83,393	80,894	74,547	2.4%	3.9%	3.1%	
Crop	(275)	1,224	38,948	(4)	(115)	(1,026)	43,405	12	39,893	42,276	47,505	-139.1%	-122.5%	-5.6%	
Commercial	17,875	14,465	15,697	9,060	1,172	995	1,465	1,048	57,097	4,680	4,440	1425.2%	23.6%	1120.0%	
All other ^(a)	1,139	1,089	1,345	1,198	1,104	1,045	1,280	1,176	4,771	4,605	4,271	3.2%	4.6%	3.6%	
Total	\$ 70,134	\$ 68,322	\$ 112,759	\$ 62,972	\$ 53,265	\$ 49,984	\$ 103,243	\$ 55,653	\$ 314,187	\$ 262,145	\$ 225,223	31.7%	2.7%	19.9%	
Net premiums earned by segment:															
Private passenger auto	\$ 19,377	\$ 17,947	\$ 17,386	\$ 17,299	\$ 17,889	\$ 17,316	\$ 16,686	\$ 16,092	\$ 72,009	\$ 67,983	\$ 62,465	8.3%	8.0%	5.9%	
Non-standard auto	13,613	13,839	13,134	13,151	13,208	14,044	15,271	14,591	53,737	57,114	27,964	3.1%	-1.6%	-5.9%	
Home and farm	20,942	18,548	17,768	17,621	19,221	17,908	17,253	16,789	74,879	71,171	64,677	9.0%	12.9%	5.2%	
Crop	2,268	9,719	23,552	179	10,491	14,517	13,000	11	35,718	38,019	28,699	-78.4%	-76.7%	-6.1%	
Commercial	11,321	10,773	8,341	7,853	1,097	1,018	993	989	38,288	4,097	3,809	932.0%	5.1%	834.5%	
All other ^(a)	2,020	2,516	1,825	2,669	1,796	2,313	1,911	2,034	9,030	8,054	8,106	12.5%	-19.7%	12.1%	
Total	\$ 69,541	\$ 73,342	\$ 82,006	\$ 58,772	\$ 63,702	\$ 67,116	\$ 65,114	\$ 50,506	\$ 283,661	\$ 246,438	\$ 195,720	9.2%	-5.2%	15.1%	
Losses and loss adjustment expenses by segment:															
Private passenger auto	\$ 12,188	\$ 13,570	\$ 8,624	\$ 11,129	\$ 11,953	\$ 18,716	\$ 11,922	\$ 10,105	\$ 45,511	\$ 52,696	\$ 44,524	2.0%	-10.2%	-13.6%	
Non-standard auto	6,787	9,425	8,195	5,940	5,238	8,440	11,820	7,156	30,347	32,654	14,338	29.6%	-28.0%	-7.1%	
Home and farm	5,910	13,437	10,860	6,538	5,534	18,598	13,467	8,002	36,745	45,601	42,715	6.8%	-56.0%	-19.4%	
Crop	680	9,225	19,107	2,367	10,209	13,142	8,766	(26)	31,379	32,091	11,912	-93.3%	-92.6%	-2.2%	
Commercial	5,901	5,577	5,237	3,715	349	1,340	480	320	20,430	2,489	1,505	1590.8%	5.8%	720.8%	
All other ^(a)	385	2,602	341	733	442	1,322	1,738	677	4,061	4,179	4,094	-12.9%	-85.2%	-2.8%	
Total	\$ 31,851	\$ 53,836	\$ 52,364	\$ 30,422	\$ 33,725	\$ 61,558	\$ 48,193	\$ 26,234	\$ 168,473	\$ 169,710	\$ 119,088	-5.6%	-40.8%	-0.7%	
Loss and LAE ratios by segment: ⁽³⁾															
Private passenger auto	62.9%	75.6%	49.6%	64.3%	66.8%	108.1%	71.4%	62.8%	63.2%	77.5%	71.3%	-390 bps	-1270 bps	-1430 bps	
Non-standard auto	49.9%	68.1%	62.4%	45.2%	39.7%	60.1%	77.4%	49.0%	56.5%	57.2%	51.3%	1020 bps	-1820 bps	-70 bps	
Home and farm	28.2%	72.4%	61.1%	37.1%	28.8%	103.9%	78.1%	47.7%	49.1%	64.1%	66.0%	-60 bps	-4420 bps	-1500 bps	
Crop	30.0%	94.9%	81.1%	1322.3%	97.3%	90.5%	67.4%	n/a	87.9%	84.4%	41.5%	-6730 bps	-6490 bps	340 bps	
Commercial	52.1%	51.8%	62.8%	47.3%	31.8%	131.6%	48.3%	n/a	53.4%	60.8%	39.5%	2030 bps	40 bps	-740 bps	
All other ^(a)	19.1%	103.4%	18.7%	27.5%	24.6%	57.2%	90.9%	33.3%	45.0%	51.9%	50.5%	-560 bps	-8440 bps	-690 bps	
Total	45.8%	73.4%	63.9%	51.8%	52.9%	91.7%	74.0%	51.9%	59.4%	68.9%	60.8%	-710 bps	-2760 bps	-950 bps	

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.