



Atlas Financial Holdings, Inc.

Investor Presentation

April 2022



Forward-Looking Statements

This presentation includes forward-looking statements regarding the Company, its subsidiaries and businesses. Such statements are based on the current expectations of the management of each entity. The words "anticipate", "expect", "believe", "may", "should", "estimate", "project", "outlook", "forecast" or similar words are used to identify such forward looking information. The forward-looking events and circumstances discussed on this call may not occur and could differ materially as a result of known and unknown risk factors and uncertainties affecting the companies. These factors can be found in their filings with the Securities and Exchange Commission, in the "Risk Factors" section of its most recent Form 10K or subsequent quarterly filings on Form 10-Q. As such, no forward-looking statement can be guaranteed.

Except as required by applicable securities laws, forward-looking statements speak only as of the date on which they are made and the Company and its subsidiaries undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise.

About Atlas



Focused on “light” commercial auto

The primary business of Atlas is commercial automobile insurance in the United States, with a niche market orientation and focus on insurance for the “light” commercial automobile sector including taxi cabs, nonemergency para-transit, limousine/livery (including full-time transportation network company drivers) and business auto. Atlas’ specialized infrastructure is designed to leverage analytics, expertise and technology to efficiently and profitably provide insurance solutions for independent contractors, owner operators and other smaller accounts. The Company focuses on underserved and evolving niche markets where its differentiated approach is expected to create value for its stakeholders and shareholders.



The Company’s strategy is focused on leveraging its managing general agency operation (“AGMI”) and its insurtech digital platform (“optOn”). For more information about Atlas, please visit www.atlas-fin.com, www.agmiinsurance.com, and www.getopton.com.



Atlas Strategic Focus

A strategic shift focusing on technology-driven commercial automobile managing general agency (“MGA”) as its primary business

Vision

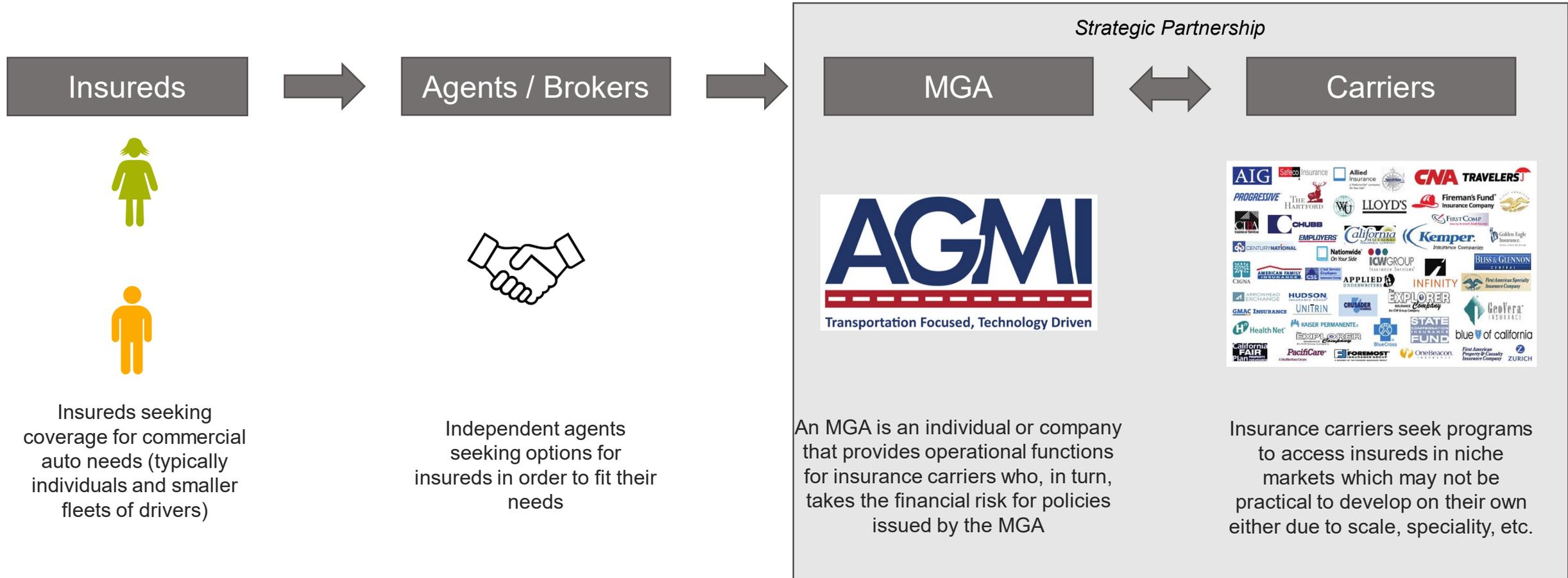
To always be a preferred specialty transportation related insurance business that delivers benefit to all stakeholders by leveraging technology, analytics, expertise, partnerships and capital resources.

Mission

To develop and deliver superior specialty insurance products and services to meet our customers’ needs with a focus on innovation and the effective use of technology and analytics to deliver consistent operating profit for the insurance businesses we own.

- *Deliver sustainable value to our risk-taking partners and consumers of our products by cultivating and maintaining a unique position in the markets on which we focus.*
- *As a nimble, innovative specialist, deploy our expertise, analytics and technology to disrupt underserved segments of commercial auto.*

Explaining the MGA Model



MGA Approach

1 Strategic Focus

- Leverage heritage in specialty market
- Utilize Atlas' systems and MGA resources (“AGMI”)
- Existing distribution channel cultivated over decade (420+ independent producers)
- Re-capture legacy \$200+ million book of business in public auto sectors
- Combine traditional insurance company structure with legitimate insurtech
- Expand into other areas of “light” commercial automobile

2 Key “Atlas” Assets

- Decades of data in niche market
- More than \$10 million in technology and analytics development invested prior to challenges in recent years
- Expert staff that embraces innovation
- Systems and workflows designed around highly transactional business
- Ability to capitalize on hard commercial auto market
- Unique insights based on industry and affiliate insurance company results

Current Status of MGA Programs

Strategic Go-Forward Programs

Taxi / Limo / TNC

- Strong partnership with Buckle Corporation who acquired three of Atlas' former insurance company entities out of liquidation
- Ability to quote >80% of business we wrote in 2018 (remainder reflects markets exited due to historic challenges)
- Demand continues to be significantly depressed due to COVID
- Exploring opportunity to leverage former Lyft program for fleets
- Planned expansion into complimentary lines of business/segments
- Business planning to potentially launch optOn 2.0

Strategic Run-off/Discontinued Programs

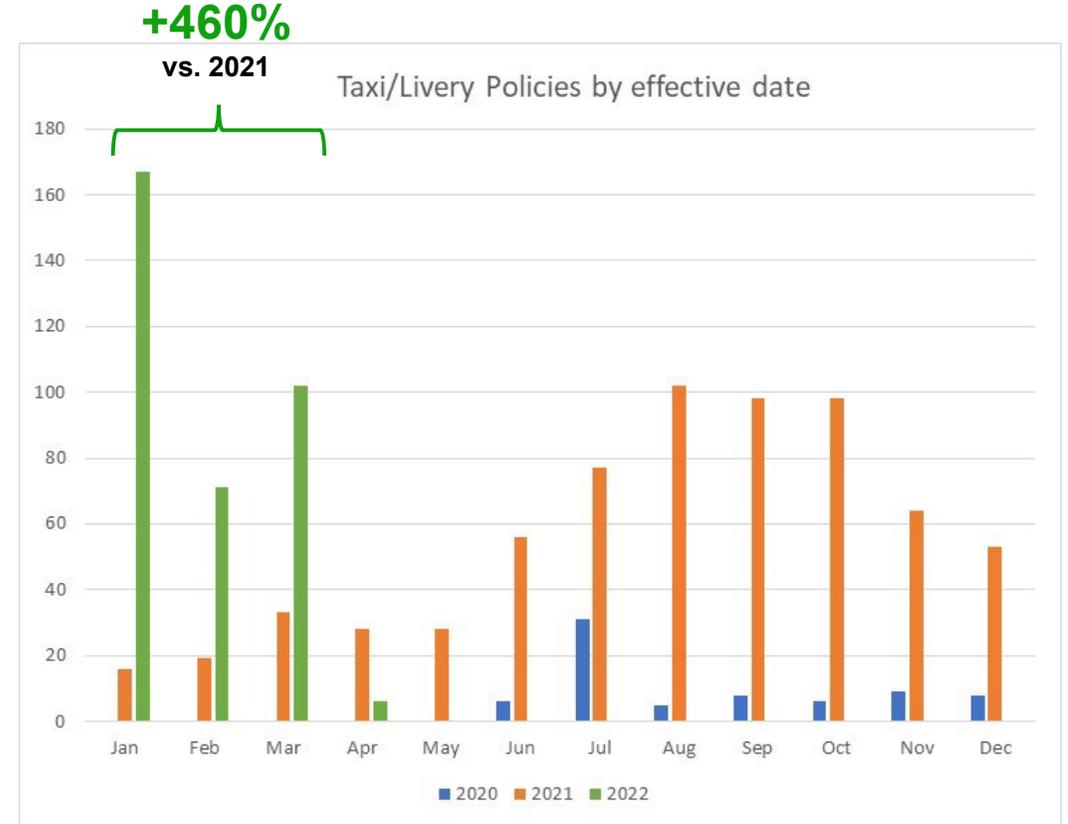
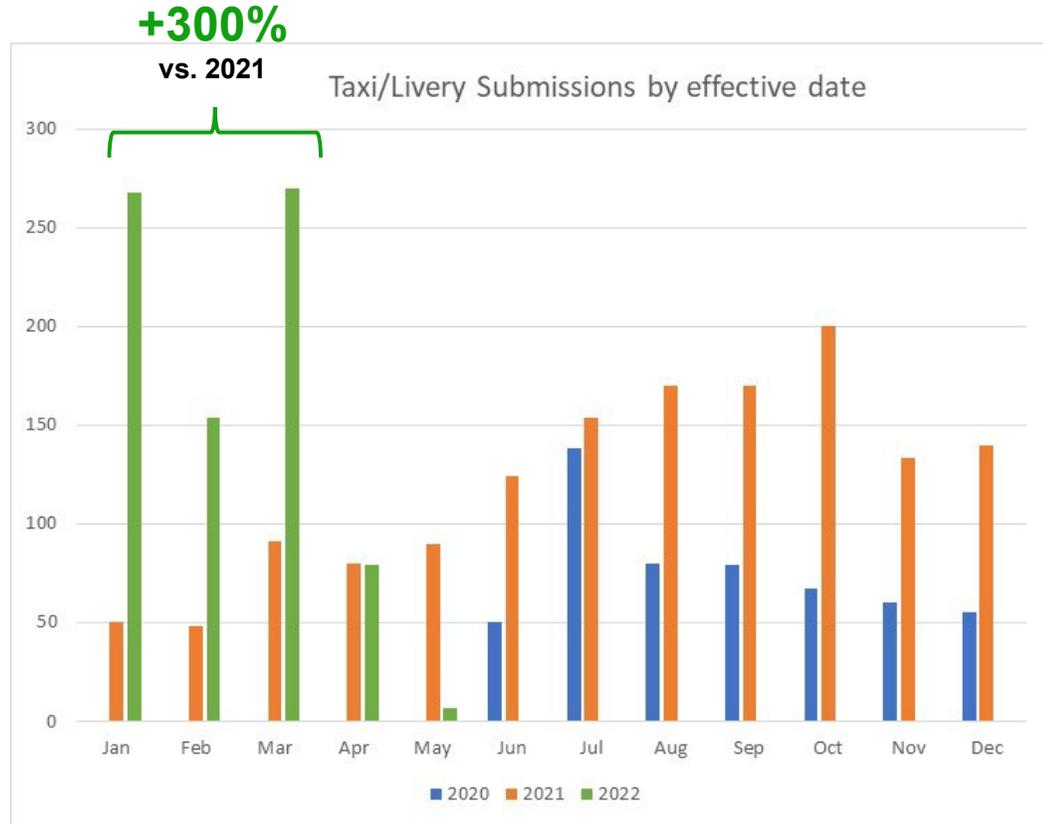
Paratransit

- National Interstate exercised renewal rights
- Beginning with policies with December 1 effective dates, business will be transitioned during subsequent twelve months
- Frees up resources to focus on growing taxi/livery/limo book

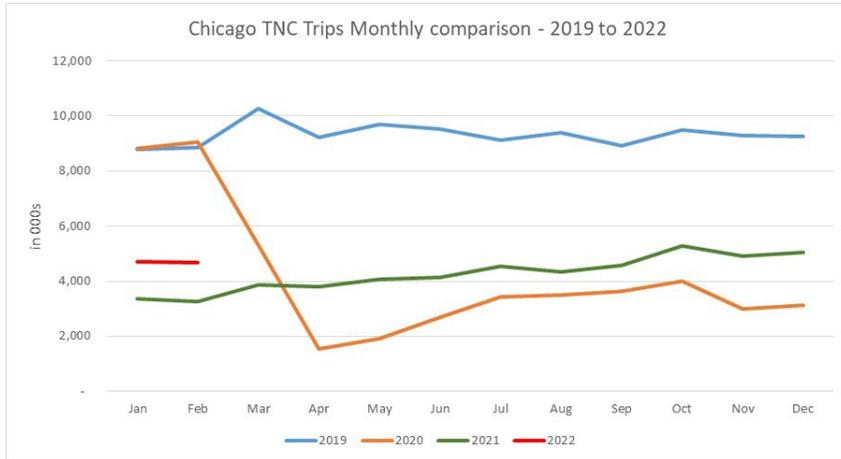
Global Liberty

- Liquidated in October 2021
- Evaluating potential alternatives in New York market

Initial Indications of Recovery



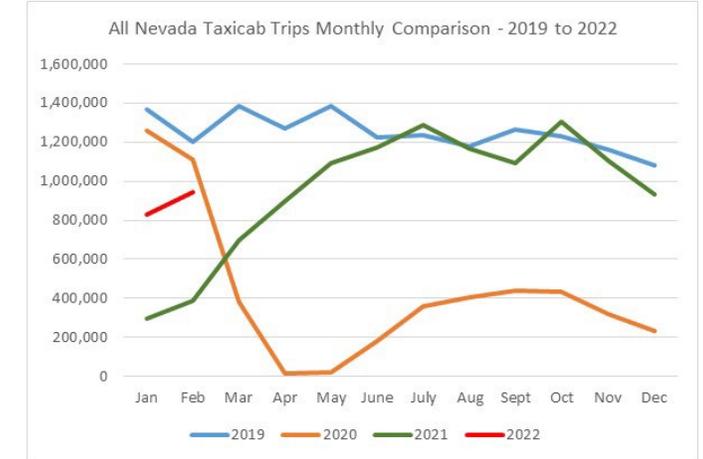
Industry Activity Update – Chicago & Nevada



Data Source: City of Chicago
<https://data.cityofchicago.org/Transportation/Transportation-Network-Providers-Trips>



Data Source: City of Chicago
<https://data.cityofchicago.org/Transportation/Taxi-Trips>



Data Source: Nevada Taxicab Authority
https://taxi.nv.gov/About_Us/ALL/Statistics/

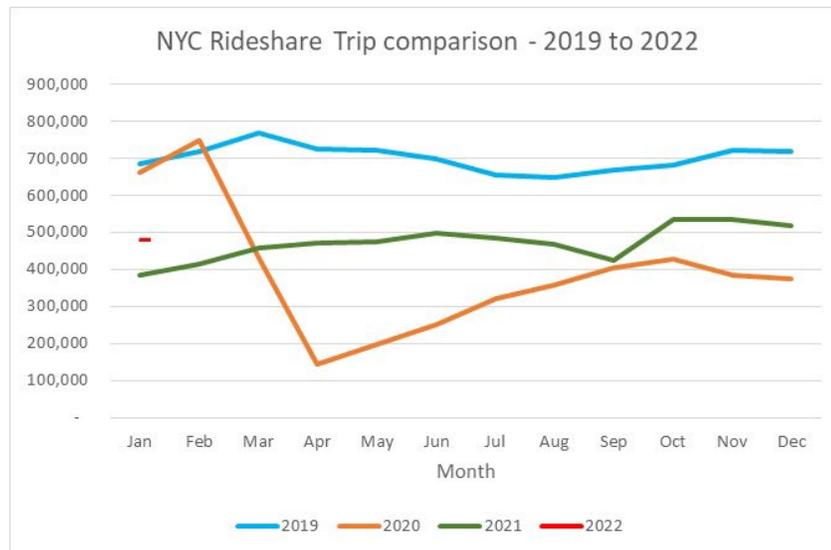
Public Auto COVID Impact/Recovery

- Part-time TNC leading Taxi/Livery in total recovery, but marginal growth slowing
 - **Chicago TNC:** 4,700k trips in February 2022, no change from last month but still about 44% down from February 2019 (8,849k trips)
- Taxi/Livery continuing from prior months at increasing marginal rate
 - **Chicago Taxi:** 311k trips in February 2022, about a 17% increase from last month but still about 72% down from February 2019 (1,125k trips)
 - **Las Vegas Taxi:** February 2022 shows 13% increase from prior month; 21% decrease from February 2019
- Driver return continues to gain momentum work following Omicron
- Platforms offering near-term incentives to attract owner operators
- All segments experiencing significantly more demand for rides vs. driver supply

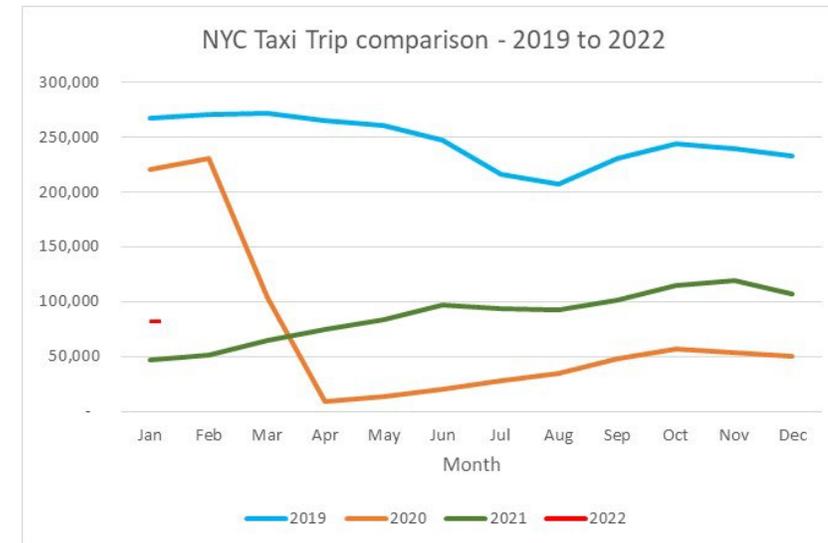
Current Market Recovery

Industry Activity Update – New York

In New York, all rideshare drivers are commercially licensed. Outside of New York, increasing demand for rides should result in a tipping point that justifies full time drivers to put vehicles back in service. We expect this to potentially generate a dramatic increase in new business applications and a shift in effective dates. In recent months, NY TNC declined while taxi continued to recover:



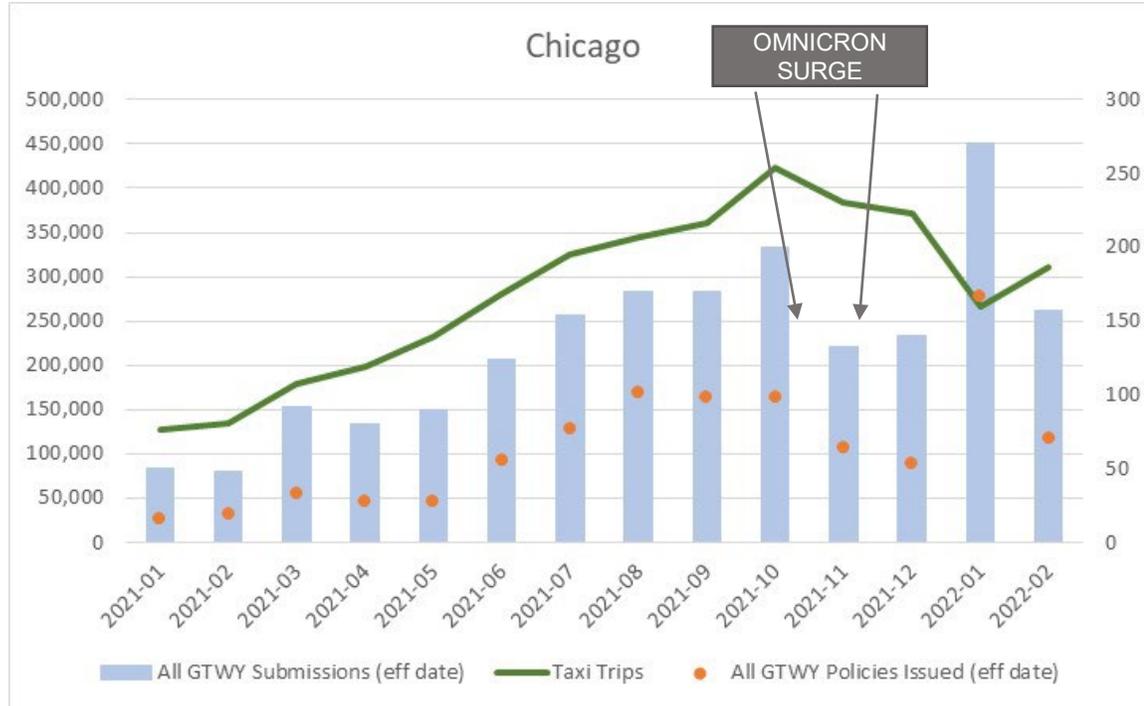
Data Source: NYC TLC
<https://www1.nyc.gov/site/tlc/about/aggregated-reports.page>



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<https://www1.nyc.gov/site/tlc/about/aggregated-reports.page>

Uber and Lyft continue to report increase in passenger demand with improving driver supply.

Business Activity Update



Nationwide submissions and policy issuance generally follows Chicago taxi trip trend.

Gateway/Buckle						
Month	2020			2021		
	Submitted	Issued	Hit Ratio	Submitted	Issued	Hit Ratio
January				43	17	39.53%
February				52	16	30.77%
March				39	20	51.28%
April				98	30	30.61%
May	2	-	0.00%	90	24	26.67%
June	-	-	0.00%	116	54	46.55%
July	27	1	3.70%	146	53	36.30%
August	53	2	3.77%	166	99	59.64%
September	69	3	4.35%	192	112	58.33%
October	53	3	5.66%	167	78	46.71%
November	53	4	7.55%	114	55	48.25%
December	44	12	27.27%	130	56	43.08%
Total	301	25	8.31%	1,353	614	45.38%

Taxi and Livery business is continuing to show an improved hit ratio. We ultimately expect this to settle in a range of 40% - 50%.

Financial Statements

Consolidated Statements of Financial Position

Please refer to
Form 10-K filed March 31, 2022
for additional detail

(\$ in '000s, except for share and per share data)

	December 31,	
	2021	2020
Assets		
Cash and cash equivalents	\$ 2,274	\$ 5,238
Restricted cash	3,637	5,287
Premiums receivable (net of allowance of \$225 and \$800, respectively)	11,397	13,442
Intangible assets, net	983	2,235
Property and equipment, net	2,503	18,815
Right-of-use asset	237	888
Notes receivable	18,017	18,017
Credit facility fees, net	584	—
Other assets	1,053	1,895
Assets held for sale	7,500	53,885
Total assets	\$ 48,185	\$ 119,702
Liabilities		
Premiums payable	\$ 13,593	\$ 19,416
Lease liability	224	1,091
Due to deconsolidated affiliates	19,957	19,170
Notes payable, net	33,102	36,168
Other liabilities and accrued expenses	6,811	4,342
Liabilities held for sale	—	60,407
Total liabilities	\$ 73,687	\$ 140,594
Commitments and contingencies (See Note 7)		
Shareholders' deficit		
Ordinary voting common shares, \$0.003 par value, 800,000,001 shares authorized, shares issued: December 31, 2021 - 15,052,839 and December 31, 2020 - 12,248,798; shares outstanding: December 31, 2021 - 14,797,334 and December 31, 2020 - 11,993,293	\$ 45	\$ 37
Restricted voting common shares, \$0.003 par value, 33,333,334 shares authorized, shares issued and outstanding: December 31, 2021 and December 31, 2020 - 0	—	—
Additional paid-in capital	83,086	81,840
Treasury stock, at cost: 255,505 shares of ordinary common voting shares at each of December 31, 2021 and December 31, 2020	(3,000)	(3,000)
Retained deficit	(105,633)	(100,199)
Accumulated other comprehensive income, net of tax	—	430
Total shareholders' deficit	\$ (25,502)	\$ (20,892)
Total liabilities and shareholders' deficit	\$ 48,185	\$ 119,702

See accompanying Notes to Consolidated Financial Statements on the latest Form 10-K.

Financial Statements

Consolidated Statements of Operations

Please refer to
Form 10-K filed March 31, 2022
for additional detail

Consolidated Statements of Operations

(\$ in '000s, except for share and per share data)

	Year ended December 31,	
	2021	2020
Commission income	\$ 5,923	\$ 5,195
Net realized losses	(6,952)	(3)
Other income	5,867	4,354
Total revenue	4,838	9,546
Acquisition costs	3,165	2,934
Other underwriting expenses	16,279	17,743
Amortization of intangible assets	322	390
Interest expense, net	2,235	1,931
Impairment of intangible assets	930	—
Forgiveness of Paycheck Protection Program loan	(6,601)	—
Gain on disposal of subsidiaries	(5,659)	—
Total expenses	10,671	22,998
Loss from operations before income taxes	(5,833)	(13,452)
Income tax benefit	—	(484)
Loss from continuing operations	(5,833)	(12,968)
Income from discontinued operations, net of tax	165	238
Net loss	\$ (5,668)	\$ (12,730)

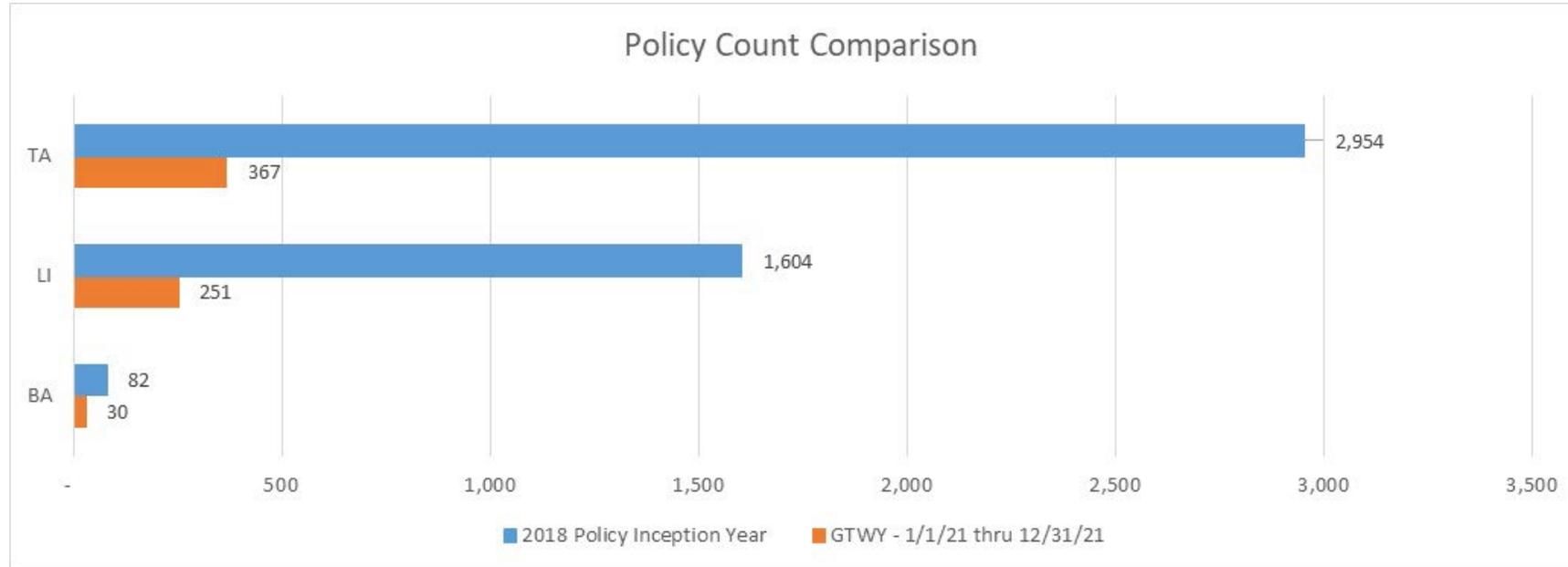
Basic net income (loss) per share attributable to common shareholders		
Continuing operations	\$ (0.45)	\$ (1.08)
Discontinued operations	0.01	0.02
Net loss	\$ (0.44)	\$ (1.06)
Diluted net income (loss) per share attributable to common shareholders		
Continuing operations	\$ (0.45)	\$ (1.08)
Discontinued operations	0.01	0.02
Net loss	\$ (0.44)	\$ (1.06)
Basic weighted average common shares outstanding	12,960,674	11,957,268
Diluted weighted average common shares outstanding	12,960,674	11,957,268

Consolidated Statements of Comprehensive Income (Loss)

Net loss	\$ (5,668)	\$ (12,730)
Other comprehensive (loss) income:		
Changes in net unrealized investment (losses) gains	(21)	161
Reclassification to net loss	(175)	(155)
Other comprehensive (loss) income	(196)	6
Total comprehensive loss	\$ (5,864)	\$ (12,724)

See accompanying Notes to Consolidated Financial Statements on the latest Form 10-K.

Significant Near-Term Opportunity



Policy Comparison

- Submissions/Quotes are at only 6% of 2018
- Issued in 2021 vs 2018
 - 14% of policy count
 - 20% of vehicles
- Average premium per vehicle up 43%
 - \$4,774 YTD 2021
 - \$3,333 in 2018

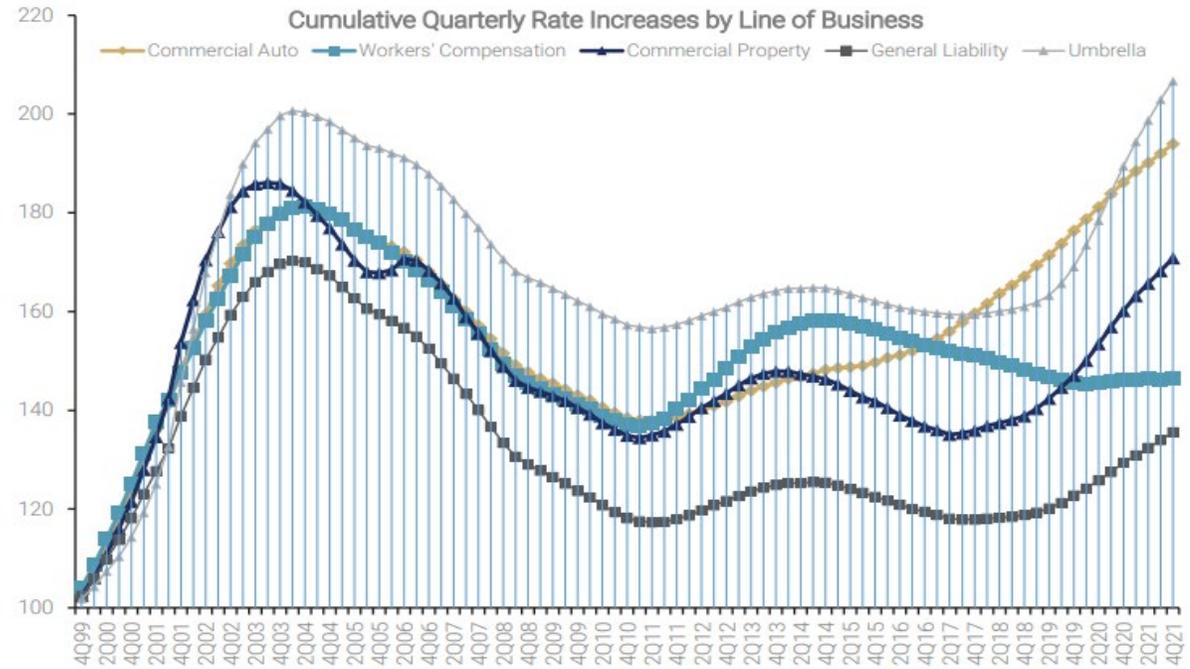
YTD 2021

- Submissions
 - Q1 up 25% vs Q4
 - Q2 up 63% vs Q1
 - Q3 up 70% vs Q2 (Q3 2021 up 186% vs Q3 2020)
 - Q4 up 3% vs Q3 (Q4 2021 up 256% vs Q4 2020)
- Policies issued
 - Q2 up 66% vs Q1
 - Q3 up 147% vs Q2 (Q3 2021 up 550% vs Q3 2020)
 - Q4 down 26% vs Q3 (Q4 2021 up 715% vs Q4 2020)
- Significant opportunity for recapture/growth in hard market

Market Conditions

Multiple quarters of significant rate increases in commercial auto

\$53 Billion Addressable Market Poised for Disruption



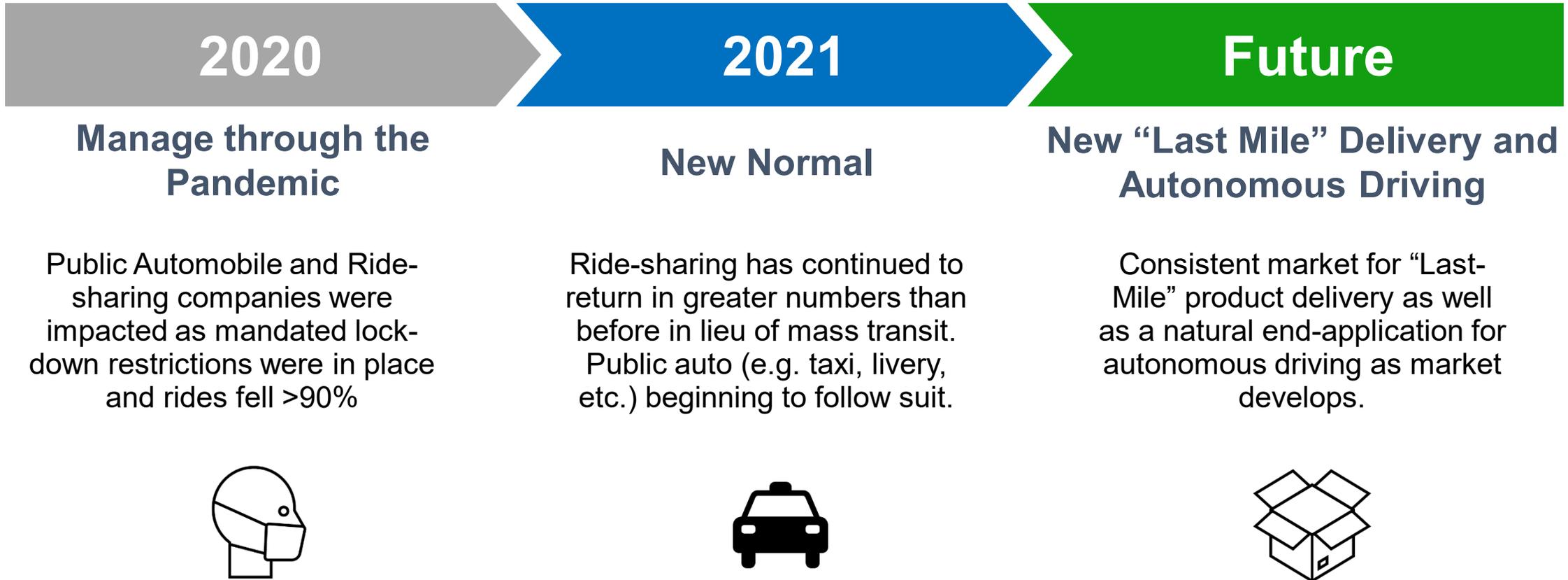
BY-LINE FOURTH QUARTER 2021 RATE CHANGES RANGED FROM 0.3% TO +15.0%

	COMM'L AUTO	WORKERS' COMP	COMM'L PROPERTY	GEN'L LIABILITY	UMBRELLA	AVERAGE
Fourth Quarter 2021	8.0%	0.3%	10.5%	6.4%	15.0%	8.1%
Third Quarter 2021	7.4%	-0.3%	10.3%	6.3%	16.9%	8.1%
Second Quarter 2021	6.8%	0.3%	9.9%	6.0%	17.4%	8.1%
First Quarter 2020	9.0%	1.0%	12.0%	6.2%	19.7%	9.6%
Fourth Quarter 2020	9.1%	0.4%	12.9%	7.3%	21.3%	10.2%
High	28.6%	24.9%	45.4%	26.0%	51.9%	35.3%
Low	-11.6%	-12.3%	-15.0%	-13.6%	-13.5%	-13.2%

Source: CIAB Q4' 21 Market Survey



Recovering from COVID-19 and Beyond



Focused Approach to Disrupt Large Market

\$53 Billion Addressable Market Poised for Disruption in U.S.

Immediate Focus

\$2.5 - \$3 billion “traditional” public auto niche

- Atlas’ market share was approximately 12% - 15% in 2018
- \$285 million gross written premium
- Leverage strong relationships with 420+ retail distribution agents
- Re-capture historic business
- Grow market share to proportionate 20%

Next Steps

Build on prior experience in “gig” economy

- Technology enabled platform built to support Lyft/Flexdrive program in 2018
- optOn™ app based UBI concept
- Potential segments
 - Package delivery
 - TNC leasing fleets
 - Other
- Establish position in incremental addressable markets

Longer-Term Vision

Disrupt larger segments within commercial auto

- True usage based products as alternative to industry reliance on proxies for risk
- Differentiated product offerings relevant to new economy
- Optimized expense structure
- Digital ecosystem with increased engagement, improved persistency, and strong brand



Executive Officers

Scott D. Wollney
President & Chief Executive Officer

Paul A. Romano
Vice President and Chief Financial Officer

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