

## December 31, 2020

### Company profile

- UFG Insurance: licensed in 49 states and the District of Columbia.
- UFG conducts its business exclusively through an independent agency force of approximately 1,000 P&C agencies.
- Placed on July 2019 *Best's Review* list of Top 200 U.S. Property/Casualty Underwriters
- UFG has been named to the 2019 list of Five Star Carriers by *Insurance Business America* for the fourth time
- *Business Insurance* named UFG in its 2019 list of Best Places to Work in Insurance
- United Fire & Casualty Co. has been named a Super Regional Property/Casualty Insurer™ every year since 2006 by *Insurance Journal magazine*

### Competitive advantages

- Strong consolidated balance sheet and income statement:
  - \$3.1 Billion Assets (12/31/20)
  - \$672 Million Statutory Surplus (12/31/20)
  - \$1,069 Million in Revenue (12/31/20)
  - \$825 Million GAAP Equity (12/31/20)
- Exceptional customer service
- Superior loss and claims control services
- Local/Regional market expertise
- Strong agency relationships

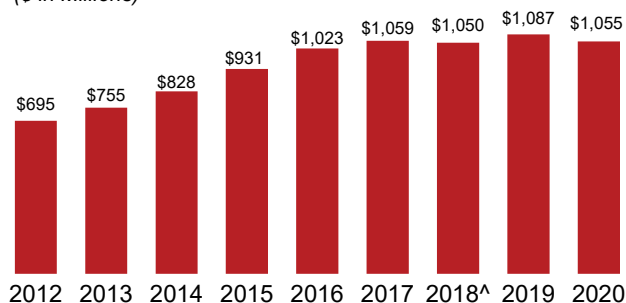
### Financial strength ratings

- P&C rated “A” (Excellent) by A.M. Best for the 27<sup>th</sup> consecutive year

(\$ in millions)	12/31/20	12/31/19
Assets	\$3,070	\$3,013
Policyholder Surplus	\$672	\$708
GAAP Equity	\$825	\$910

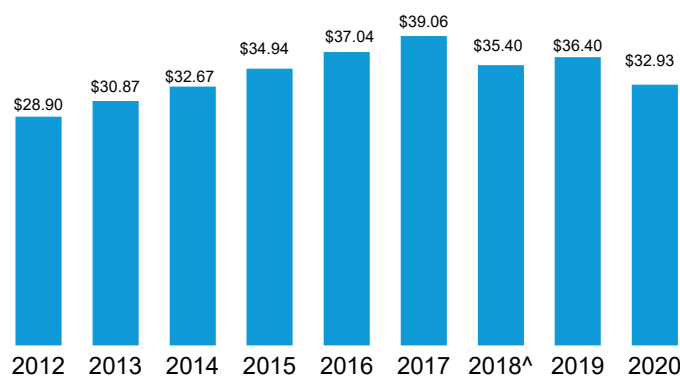
### Net premium earned

(\$ in Millions)



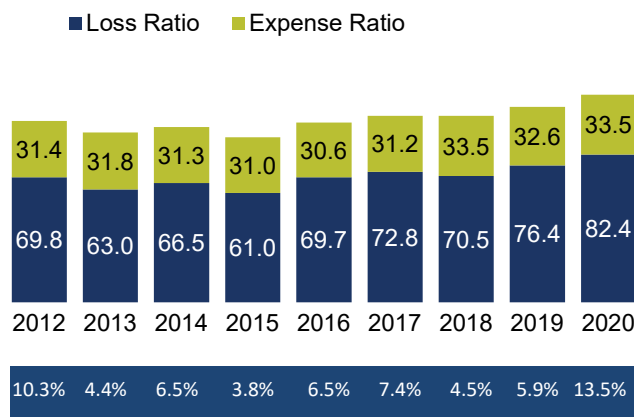
<sup>^</sup>Prior years and the first quarter of 2018 include premiums from United Life Insurance Company which was sold on March 30, 2018

### Book value per share



<sup>^</sup>Includes \$3 Special Dividend in Aug 2018

### Combined Ratio



CAT %

**December 31, 2020**

(\$ in millions)	Q4 2020	% CHANGE	YTD 2020	% CHANGE
P&C net premiums earned	\$263.6	(3.5%)	\$1,055.1	(2.9%)
P&C net investment income	\$17.4	5.3%	\$39.7	(34.3%)
P&C net realized investment gains (losses)	\$30.0	NM	(\$32.4)	(160.2%)
Consolidated net income (loss)	(\$8.9)	61.6%	(\$112.7)	NM
Consolidated net operating income (loss)	(\$32.6)	(25.2%)	(\$72.0)	(160.3%)
GAAP Combined Ratio	123.1%	5.2 points	115.9%	6.9 points

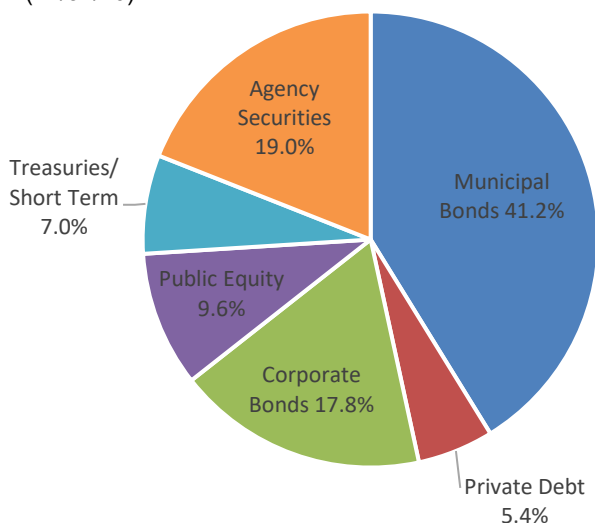
  

(\$ per share)	\$	%	\$	%
Consolidated net income (loss) per share	(\$0.36)	61.3%	(\$4.50)	NM
Consolidated operating income (loss) per share	(\$1.30)	(25.0%)	(\$2.88)	(166.7)
Book value per share			\$32.93	(9.5%)

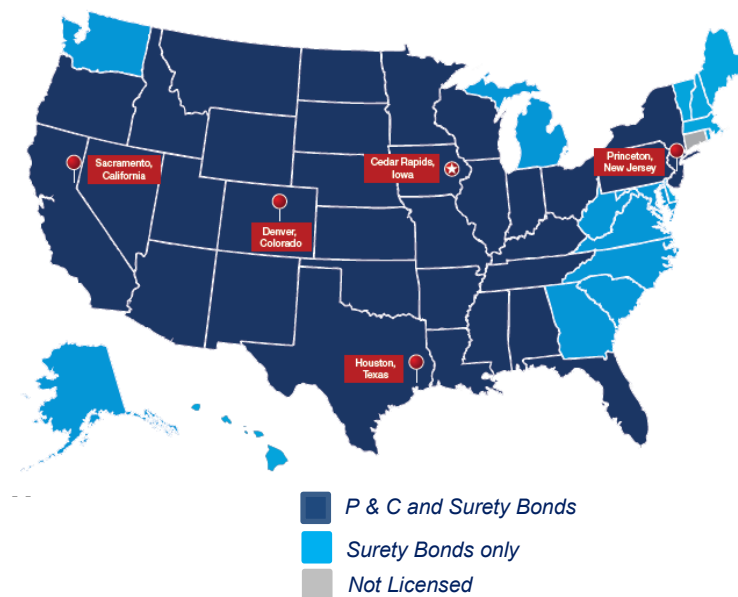
NM = Not meaningful

**Investment Portfolio**

\$2.1 billion in investment assets (12/31/20)



**National regional business capacity**



(\$ in millions) **Direct written premiums: property and casualty insurance**

STATE	FIRE/ALLIED LINES	HOME OWNERS	COMMERCIAL MULTI-PERIL	INLAND MARINE	WORKERS' COMP	OTHER LIABILITY	PRODUCT LIABILITY	PRIVATE AUTO	COMMERCIAL AUTO	OTHER	2020 YTD	% OF 2020 TOTAL	2019 TOTAL	% OF 2019 TOTAL
Texas	\$32.2	\$4.6	\$6.0	\$13.5	\$3.2	\$49.6	\$15.7	\$5.4	\$58.4	\$4.2	\$192.8	18.1%	\$205.5	18.0%
California	\$9.5	\$0.0	\$7.8	\$5.0	\$0.0	\$40.8	\$15.3	\$0.0	\$29.1	\$19.7	\$127.2	11.9%	\$129.8	11.4%
Iowa	\$10.8	\$3.2	\$5.5	\$5.6	\$19.5	\$14.7	\$4.1	\$4.4	\$17.6	\$5.8	\$91.2	8.6%	\$96.0	8.4%
Missouri	\$10.1	\$1.1	\$5.6	\$4.6	\$3.6	\$17.0	\$4.5	\$0.9	\$23.1	\$2.0	\$72.5	6.8%	\$73.8	6.5%
New Jersey	\$6.9	\$5.5	\$8.8	\$1.4	\$5.8	\$10.1	\$1.2	\$0.0	\$13.2	\$0.5	\$53.4	5.0%	\$51.6	4.5%
Colorado	\$3.1	\$0.8	\$2.9	\$2.6	\$0.0	\$12.1	\$9.8	\$1.1	\$12.1	\$1.9	\$46.4	4.4%	\$55.0	4.8%
Louisiana	\$5.2	\$4.8	\$1.4	\$3.9	\$0.0	\$11.3	\$1.9	\$0.0	\$16.1	\$0.6	\$45.2	4.2%	\$46.9	4.1%
Illinois	\$4.5	\$0.5	\$1.8	\$1.8	\$7.2	\$11.5	\$1.5	\$0.6	\$8.3	\$1.9	\$39.6	3.7%	\$40.5	3.5%
Minnesota	\$3.9	\$1.0	\$1.9	\$2.6	\$6.2	\$6.9	\$3.7	\$0.7	\$10.1	\$2.5	\$39.5	3.7%	\$47.9	4.2%
South Dakota	\$6.7	\$1.1	\$2.3	\$1.8	\$4.8	\$5.3	\$2.2	\$1.6	\$7.4	\$2.0	\$35.2	3.3%	\$35.0	3.0%
All Others	\$46.3	\$5.1	\$17.9	\$16.9	\$20.4	\$77.9	\$23.3	\$7.1	\$89.2	\$18.2	\$322.3	30.3%	\$361.4	31.6%
2020 YTD	\$139.2	\$27.7	\$61.9	\$59.7	\$70.7	\$257.2	\$83.2	\$21.8	\$284.6	\$59.3	\$1065.3	100.0%	\$1143.4	100.0%
% of 2020 Total	13.1%	2.6%	5.8%	5.6%	6.6%	24.1%	7.8%	2.1%	26.7%	5.6%	100.0%			
2019 Total	\$144.9	\$39.3	\$64.4	\$63.0	\$84.5	\$245.2	\$96.0	\$32.0	\$326.4	\$47.7	\$1143.4			
% of 2019 Total	12.7%	3.4%	5.6%	5.5%	7.4%	21.5%	8.4%	2.8%	28.5%	4.2%	100.0%			