

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-K

(Mark One)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the fiscal year ended December 31, 2017

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For transition period from \_\_\_\_\_ to \_\_\_\_\_.  
Commission File Number: 333-214081

**ICC Holdings, Inc.**

(Exact name of registrant as specified in its charter)

**Pennsylvania**  
(State or other jurisdiction of  
incorporation or organization)

**225 20th Street, Rock Island, Illinois**  
(Address of principal executive offices)

**(309) 793-1700**

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

**Common Stock, par value \$0.01 per share**  
Title of each class

**The NASDAQ Stock Market, LLC**  
Name of exchange on which registered

**81-3359409**  
(I.R.S. Employer  
Identification No.)

**61201**  
(Zip Code)

Securities registered pursuant to Section 12(g) of the Act: None

Indicate by check mark if the Registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the Registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act. Yes  No

Indicate by check mark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the Registrant has submitted electronically and posted on its corporate website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the Registrant was required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (§229.405) is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer   
Non-accelerated filer  (Do not check if a smaller reporting company)

Accelerated filer   
Smaller reporting company   
Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

The aggregate market value of the registrant's common stock held by non-affiliates as of June 30, 2017, based upon the closing sale price of the Common Stock on June 30, 2017 as reported on the NASDAQ Stock Market, LLC, was \$32,407,452. Shares of Common Stock held directly or indirectly by each reporting officer and director along with shares held by the Company ESOP have been excluded in that such persons may be deemed to be affiliates. This determination of affiliate status is not necessarily a conclusive determination for other purposes.

The number of shares of the registrant's common stock outstanding as of March 06, 2018 was 3,500,000.

**DOCUMENTS INCORPORATED BY REFERENCE:**

Portions of the definitive Proxy Statement for our 2018 Annual Meeting of Shareholders which is to be filed within 120 days after the end of the fiscal year ended December 31, 2017, are incorporated by reference into Part III of this Form 10-K, to the extent described in Part III.

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## Item 1. Business

### Overview

ICC Holdings, Inc. is a Pennsylvania corporation that was organized in 2016. As used in this Form 10-K, references to “the Company,” “we,” “us,” and “our” refer to the consolidated group for the period after the completion of the stock conversion and refer to Illinois Casualty Company (ICC) and its subsidiaries for the period prior to the stock conversion. On a stand-alone basis ICC Holdings, Inc. is referred to as the “Parent Company.” The consolidated group consists of the holding company, ICC Holdings, Inc.; ICC Realty, LLC, a real estate services and holding company; an operating insurance company, ICC; and ICC’s two wholly-owned subsidiaries, Beverage Insurance Agency, Inc., an inactive insurance agency and Estrella Innovative Solutions, Inc., an outsourcing company. ICC is an Illinois domiciled company.

ICC Holdings, Inc. was formed so that it could acquire all of the capital stock of ICC in a mutual-to-stock conversion. The plan of conversion was approved by ICC policyholders at a special meeting on March 17, 2017. Simultaneously, surplus notes totaling \$1.65 million were converted into 165,000 shares of the Company’s common stock. The Company’s offering closed on March 24, 2017, and our Employee Stock Ownership Plan (ESOP) purchased 350,000 of the shares in the offering. On March 28, 2017, the Company’s stock began trading on the NASDAQ Capital Market under the “ICCH” ticker. The Company paid \$1.0 million of underwriting fees to Griffin Financial Group, LLC. Proceeds received from the offering net of offering costs and underwriting fees was \$28.7 million.

Prior to the conversion on March 24, 2017, ICC Holdings, Inc. did not engage in any operations. After the conversion, ICC Holdings, Inc.’s primary assets are the outstanding capital stock of ICC and ICC Realty, LLC, and a portion of the net proceeds from the stock offering completed in connection with the mutual-to-stock conversion. On the effective date of the conversion, ICC became a wholly owned subsidiary of ICC Holdings, Inc. The mutual to stock conversion was accounted for as a change in corporate form with the historic basis of ICC’s assets, liabilities, and equity unchanged as a result. The condensed consolidated financial statements as of and for the twelve months ended December 31, 2017, include ICC Holdings and subsidiaries. The financial statements as of and for the twelve months ended December 31, 2016, represent the financial position and results of operations of ICC and its subsidiaries only, as the conversion to stock form was completed on March 24, 2017.

We are a specialty insurance carrier primarily underwriting commercial multi-peril, liquor liability, workers’ compensation, and umbrella liability coverages for the food and beverage industry through our subsidiary insurance company, ICC. ICC writes business in Colorado, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Ohio, and Wisconsin and markets through independent agents. During 2017, we had \$53.7 million in direct written premiums. Approximately 33.7% and 36.9% of the premium is written in Illinois for the years ended December 31, 2017 and 2016, respectively. ICC has two wholly owned subsidiaries, Beverage Insurance Agency and Estrella Innovative Solutions, Inc. ICC Realty, LLC is a serial LLC that held investment property for ICC and was a wholly owned subsidiary of ICC through October 11, 2017. ICC sold all of its real estate holdings held by ICC Realty, Inc. to its parent, ICC Holdings, Inc. via the sale of ICC Realty, LLC. to ICC Holdings, Inc. during the fourth quarter of 2017. The Company operates as a single segment.

We primarily market our products through a network of approximately 160 independent agents in Colorado, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Ohio and Wisconsin. ICC has been assigned a “B++” (Good) financial strength rating by A.M. Best Company, Inc. (A.M. Best), which is the fifth highest out of fifteen possible ratings. ICC’s most recent evaluation by A.M. Best is occurring on March 29, 2018 and therefore the ratings from this evaluation have not been released at the time of this report. ICC’s prior evaluation with A.M. Best occurred on March 28, 2017, when A.M. Best affirmed its Financial Strength Rating (FSR) of “B++” and Issuer Credit Rating (ICR) of “bbb” (Good). The outlook of the FSR is stable, while the outlook of the Long-Term ICR remains positive. A.M. Best also assigned a Long-Term ICR of “bb” to ICC Holdings, Inc. The outlook assigned to the Credit Rating of the Company is positive.

For over 67 years, ICC has specialized in providing customized insurance products and aggressive claims defense for customers exclusively in the food and beverage industry.

ICC was founded as an inter-insurance exchange in 1950 based upon the recognition that establishments serving alcohol require unique insurance protection. Beginning in 1998, we expanded the scope of our product offerings beyond liquor liability to include property, general liability, and umbrella. Workers compensation coverage was added in 2007. Our goal was to meet the full range of business insurance needs of our clients in the food and beverage industry.

In 1999, ICC recognized the significant need to automate. Upon determining available commercial software was inadequate to meet our long-term vision, we contracted the development of an integrated platform to handle agency, policy, and vendor management. Introduced in 2001, the first module successfully improved productivity and reporting capabilities. We built on that success by adding document imaging, claims, billing, and risk management modules. As it has grown, our information management system has provided us with a unique and comprehensive ability to automate processes, track and examine risk traits, and monitor claims development. As a result, ICC has constructed and leveraged a multi-variant pricing algorithm that allows us to better segment our business in order to more effectively price to actual exposure.

ICC mutualized in 2004 and began to expand its territory geographically within the Midwest. We are an admitted carrier in ten states: Colorado, Illinois, Indiana, Iowa, Kansas, Minnesota, Michigan, Missouri, Ohio and Wisconsin. As we expanded our territory and product lines over the last 66 years, we have maintained our focus and commitment to the food and beverage industry. As a result, we have developed an expertise in our niche, particularly within the areas of underwriting, loss control, and claims management. ICC continues to leverage that experience into the ongoing development of innovative insurance products and services uniquely tailored to the food and beverage industry.

ICC is subject to examination and comprehensive regulation by the Illinois Department of Insurance. See *Item 1. Business — Regulation*.

Our executive offices are located at 225 20th Street, Rock Island, Illinois 61201, and our phone number is (309) 793-1700. Our corporate website address is <http://ir.iccholdings.com>. Information contained on our website is not incorporated by reference into this Annual Report on Form 10-K and such information should not be considered to be part of this Annual Report on Form 10-K.

## **Our Business Strategies**

We believe that our mission is to deliver expertly crafted insurance products and services for the food and beverage industry. Accordingly, we believe that this focus positions us to write profitable business in both hard insurance markets (where industry capital is constricted, competition is low, and premium rates are rising) and soft insurance markets (where industry capital is rising, competition is high and premium rates are falling). As part of our business process, we have developed our business strategy and focus using the following guiding principles to reflect the essence of who we aspire to be:

- we endeavor to return value to our stakeholders in the form of strong financial performance and sustained surplus growth;
- we conduct our business with the highest ethics and unquestionable integrity;
- we recognize and reward the commitment of all of our associates who make the Company a success, by challenging our associates, by valuing them and recognizing their contribution, while cultivating a mutually supporting culture;
- we believe that an independent agency system is mutually beneficial to both the agent and the Company because of the drive to deliver the highest quality products at competitive prices;
- customer service, which is understanding and meeting the needs and expectations of our policyholders and agents, is at the fundamental core of our existence;
- we believe we can succeed in the marketplace given our unique understanding of the food and beverage industry, offering customized products and aggressively defending our insureds;
- we focus on innovation, which drives our efficiency, quality and effectiveness;
- we identify worthy causes to support with our corporate and associate resources and promote good corporate citizenship; and
- we strive to improve our products and processes through intelligent investment in talent and technology that meets our exacting needs and those of our customers.

In order to effectuate our mission and guiding principles, we have identified the following core strategies to achieve our long-term success:

- design and market commercial property and casualty products customized for the food and beverage industry, through our in-depth knowledge and research of the industry;
- pursue deliberate geographic expansion;
- Provide and market comprehensive policies with flexible a la carte options;

- foster true partnerships with independent agents who have a significant presence in the food and beverage industry and an appreciation for the Company's commitment and expertise to obtain optimal market share in the food and beverage industry;
- leverage business intelligence to maximize performance, increase operational efficiency, and price our products for sustained profitability;
- implement an investment strategy that maximizes return within acceptable risk tolerances;
- promote a culture of excellence that encourages teamwork and contributes to talent retention and development; and
- maintain a robust and comprehensive enterprise risk management program, focused on upside optimization and downside mitigation.

#### *Competitive Growth Strategies*

*Technology* – We believe that existing and developing technology and information systems are and will continue to impact the insurance industry's use of risk analysis in the underwriting process, provide tools for reduction of claims, and modernize the claims handling process. As part of our focus, we have internally developed a completely integrated policy management system. This system allows us to leverage loss control data for predictive analytics in both the claims and underwriting areas. For example, in the underwriting area, we create pricing models taking into account the unique characteristics of our customers, with industry-specific variables such as latest hour of close, type and frequency of on-site entertainment, and average alcoholic beverage pricing. We also have achieved better efficiency by moving to a more paperless organization and integrate off-site employees in our claims, underwriting, accounting, loss control and IT development areas. We intend to remain a leader in the industry in utilizing technology and data analysis to price our coverage based on the risk assumed, reduce accidents and provide prompt claims response.

*Industry Expertise* – We have been providing the food and beverage industry with insurance products and services since 1950. By leveraging our experience, we better understand our customers and their needs, which allows us to better price our products and services and defend claims aggressively and economically, using the experience of our in-house Legal Department and an established network of specialized defense attorneys. As a result, we are the exclusively endorsed insurance provider by the Indiana Restaurant and Lodging Association, the Illinois Licensed Beverage Association, the Minnesota Licensed Beverage Association, Hospitality Business Alliance, and the Tavern League of Colorado. We also provide insurance agents continuing education on industry topics, such as liquor liability, kitchen fire prevention and alcohol server training. For policyholders serving liquor, we provide certified alcohol server training as a value-added service and risk elimination/mitigation tool. Our associates are also regular panel speakers at local and national claims conferences.

*Enterprise Risk Management* – As part of our effort to grow responsibly, we have put in place a cross-functional, multi-dimensional enterprise risk management program. The program is focused on financial, organization, operational, tactical, market and legal risks and managed at three different levels: the enterprise risk committee of our board of directors, our internal enterprise risk management committee and our internal audit committee. The focus of the enterprise risk committee of our board of directors is on oversight, top tier risk, emerging risks, and risk optimization. The internal enterprise risk committee is comprised of our senior management team, which is focused on conducting a review of all risks attendant to the Company at least annually; rating triaged risks for severity, frequency, and control; completing risk control reports for stress testing, risk tolerance, and mitigation plans; measuring and monitoring risk on an ongoing basis; and tying enterprise risk management to individual performance evaluations and compensation. In early 2018, the Company, working with its reinsurance broker, completed its first economic capital model for the insurance operations at ICC. Our internal audit function focuses on policy and procedure compliance and mitigation plans.

#### *Growth Strategies*

While we have established a significant market share in our existing territories, we believe that there is still opportunity for growth within our existing footprint. We will continue to seek out insurance agency partners who have a commitment to our niche and an ability to sell the value represented by our products. Our long-term growth plan also involved expanding geographically into states where we believe current insurance laws provide an attractive market within our niche for our existing products and services. We expanded into the states of Colorado and Kansas during 2017 and became licensed in the states of Oregon and Pennsylvania during 2017. Current state expansion plans include writing premium in Michigan during the first quarter of 2018. We will consider geographic expansion opportunities that allow us to leverage existing agency relationships whose footprints overlap our own. Growth opportunities will always be carefully evaluated with long term profitability at the forefront of the decision making process.

Although we do not have any current plans or intent to expand or grow our business by acquisition, we will consider opportunities that are presented to us.

*Reaction to Market Cycles*

Many insurance companies sporadically target businesses within our niche; however, a relatively small number make a long-term commitment to the niche through changing insurance market cycles. When the insurance market is “hard” and premium growth is achievable in less specialized segments, many carriers exit this niche. Large and diversified insurance carriers have the ability to shift their focus and resources to less challenging areas. When market conditions “soften,” those same carriers often aggressively move back into our niche for premium growth. Because we specialize in the niche, we do not shift resources to other market segments. Therefore, the Company generally maintains pricing stability throughout market cycles by relying on our strong loss control, underwriting and claims expertise, and our customer service commitment. We react to market cycles by adjusting our appetite for risks based on pricing and cycle conditions, but we maintain a consistent commitment to the food and beverage industry. Due to the relatively small number of insurance companies that make a long-term commitment to this niche, the insurance market does not fluctuate to the same extent as the insurance market for the general commercial market.

**Our Challenges**

Our business faces significant challenges that can impede our goal of growing our business while realizing operating profits, including the following:

*Estimating Our Loss Reserves.*

We maintain loss reserves to cover our estimated ultimate liability for unpaid losses and settlement expenses for reported and unreported claims incurred as of the end of each accounting period. These reserves represent management’s estimates of what the ultimate settlement and administration of claims will cost. Pursuant to applicable insurance regulations, these reserves are reviewed by an independent actuary on at least an annual basis. Setting reserves is inherently uncertain and there can be no assurance that current or future reserves will prove adequate. If our loss reserves are inadequate, it will have an unfavorable impact on our results. See *Item 1. Business — Losses and Settlement Expense* for a summary of the favorable and unfavorable developments in our loss reserves in the previous 10-year period.

*Reliance on Independent Agents.*

Our product is distributed through a contracted network of independent insurance agents. Independent agents are typically contracted with a number of insurance carriers. The producers within an agency will determine which product is most appropriate to recommend to their client or prospective client. The agency will select a product based on a variety of factors such as: premium; coverage; service including billing and claims; agency compensation and agency/company relationship. Establishing and maintaining long term financially successful agency relationships is very important to the long term success of a company.

*Maintaining Our Financial Strength Ratings.*

In March 2017, A.M. Best affirmed ICC’s financial strength rating of “B++” stable outlook. A key to achieving our goal of significant growth in our premiums written, is obtaining an A.M. Best rating of “A-” or better. Increasing our capitalization and maintaining strong operating performance, are significant rating components reviewed by A.M. Best. This is combined with a review of various other rating requirements. If we are not able to increase our rating or if A.M. Best downgrades our rating, it is likely that we will not be able to compete as effectively and our ability to sell insurance policies could decline. As a result, our financial results would be adversely affected. A.M. Best reviews our rating approximately once per year.

*Attracting, Developing and Retaining Experienced Personnel.*

To sustain our growth as a property and casualty insurance company operating in a specialty niche market, we must continue to attract, develop and retain management, marketing, distribution, underwriting, customer service, and claims personnel with expertise in the products we offer. The loss of key personnel, or our inability to recruit, develop and retain additional qualified personnel, could materially and adversely affect our business, growth and profitability.

## Competitive Strengths

Our opportunity for growth is driven by our competitive strengths, which include the following:

*Use of Data and Metrics to Improve our Underwriting Results.*

Our analysis of data available through both governmental and other industry resources, combined with our internal data, drive our underwriting and pricing decisions. We have developed a multi-variant risk grading system and pricing algorithm that combines both objective and subjective inputs that drive both whether to provide coverage and pricing. This information helps us avoid providing coverage to higher risk insureds while improving our overall risk profile. Every risk we insure is inspected within the first 60 days of policy binding, which permits us to cancel the policy if we determine that the insured is not an acceptable risk or pricing is inadequate. Each inspection consists of an extensive risk profile questionnaire as well as between 25 to 100 pictures of the insured's place of business. We believe this approach reduces claims frequency.

*Focus on niche food and beverage business.*

We target niche markets within the food and beverage industry that support adequate pricing and believe we are able to adapt to changing market needs ahead of our competitors through our strategic focus. We develop and deliver specialty insurance products priced to meet our customers' needs and strive to generate consistent underwriting profit. We believe that our extensive experience and expertise specific to underwriting and claims management in the food and beverage industry will allow continued loss ratio improvement in 2018 and going forward. The Company is committed to retaining this underwriting and claim handling expertise as a core competency as the volume of business increases.

*Strong market presence with name recognition and long-standing producer relationships.*

We have been writing insurance for the food and beverage industry in Illinois since 1950. Approximately 33.7% of current direct premium is written in Illinois.

Great care is taken in building the ICC brand in all states of operation and the Company holds significant market share in nearly all states serviced. ICC acknowledges that each state, each agency and each customer is unique. A commitment to quality of product and services is universally important and recognized.

*Scalable operations positioned for growth.*

We are focused on automation and operating efficiencies across its core functional areas. We have consistently increased premium per full time equivalent employee for five consecutive years and are positioned to continue that trend with current growth plans. We believe we are well-positioned in both terms of personnel and systems to increase written premiums and to expand into new geographic markets with better than industry level profitability using the efficient operating infrastructure we have developed over the last few years.

*Experienced management team.*

We are managed by an experienced group of executives led by Arron K. Sutherland, our President and Chief Executive Officer. Mr. Sutherland has served in his current position since June 2010, joined ICC in 2006 and has worked in the insurance industry for over 21 years. Michael R. Smith, our Vice President – Chief Financial Officer, has served with ICC since 2011. Mr. Smith has more than 21 years of experience in the financial services industry, including 16 years with insurance organizations. Howard J. Beck, our Vice President – Chief Underwriting Officer, has been with ICC since 2004 and has over 25 years of underwriting experience. Norman D. Schmeichel, our Vice President – Chief Information Officer, has served with ICC since 2002. Mr. Schmeichel has more than 21 years' experience in information technologies and 14 years' experience in the insurance industry. Additionally, Julia B. Suiter, our Chief Legal Officer, has served with ICC since 2009 and has over 21 years' experience in insurance defense and contract law. Kathleen S. Springer, our Chief Human Resources Officer, has served with ICC since 2008 and has over 21 years' experience in benefits, compensation, and talent acquisition and more than 9 years' experience in the insurance industry. Rickey Plunkett, our Director of Claims, has served with ICC since 2010 and has over 36 years of experience in the claims field. As a group, our executive officers have on average more than 20 years' experience in the property and casualty insurance industry.



## **Products**

ICC has specialized in the food and beverage industry since 1950. Our product language is based on Insurance Services Offices (ISO) forms, which is an industry standard, but tailored to the specific needs of our clients. We began by writing liquor liability or dram shop insurance and that remains a prominent line of business today. Commercial property and liability are written in a single policy as a business owners policy (BOP). ICC also writes workers compensation and commercial umbrella policies which are written as complementary lines to the BOP and liquor liability and are not offered on a stand-alone basis. As of December 31, 2017, ICC writes 5,340 BOP policies, 5,077 liquor liability policies, 1,869 worker's compensation policies and 1,305 commercial umbrella policies. 90.4% of BOP policies and 90.2% of liquor liability policies are for either restaurants or taverns. While we do not currently write commercial auto insurance, we do insure risks associated with the delivery of food or beverage.

## **Marketing and Distribution**

Our commercial insurance product is sold by over 160 independent insurance agents in Colorado, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Ohio and Wisconsin. These agencies access multiple insurance companies and are typically established businesses in the communities in which they operate. We view these agents as our primary customers because they are in a position to recommend either our insurance products or those of a competitor to their customers. We consider our relationships with these agencies to be a core strength of the Company.

We manage our producers through quarterly business reviews utilizing various internally generated reports. Our quantitative agency review (QAR) measures each agency on a variety of weighted metrics and ranks them from high to low. The measurement is updated on a weekly basis and is available for all company employees' review.

For the year ended December 31, 2017, only two of our producers were responsible for more than 5% of our direct premiums written and our top 10 producers accounted for approximately 37.8% of direct premiums written.

Our agency partners are supported by our Marketing Department. These representatives also identify and train new agents. We conduct regularly scheduled webinars for agents as well as onsite training on company products and services. These include technical training about our products as well as sales training to effectively market our products. We also offer our agents industry specific training that qualifies for continuing education credit for state insurance license requirements.

Agents are compensated through a fixed base commission with an opportunity for profit sharing depending on the producer's premiums written and profitability. Agents receive commission as a percentage of premiums (generally 15% for most lines, except worker's compensation policies which are generally at 7.5%) as their primary compensation from us. We offer a contingent compensation plan as an incentive for producers to place high-quality business with us and to support our loss control efforts. We believe that the contingent compensation paid to our producers is comparable with those offered by other insurance companies and is designed to reward agents for growth and profitability.

Our marketing efforts are also supported by our Claims, Litigation, Billing, Underwriting and Loss Control Departments. As industry specialists, we are able to offer expertise in all interactions with agents and/or policyholders. For example, our claims philosophy is to provide prompt and efficient service and claims processing, resulting in a positive experience for both the agents and policyholders. We take an aggressive, defense-oriented position on third party liability claims which is recognized and appreciated by our policyholders. We believe that these positive experiences result in higher policyholder retention and create new business opportunities for our agents. While we rely on our agents for front line distribution and customer support, underwriting, billing, loss control and claim handling responsibilities are retained by us. Many of our agents have had direct relationships with us for a number of years.

## **Underwriting, Risk Assessment and Pricing**

Our underwriting philosophy is aimed at consistently generating profits through sound risk selection, stringent loss control and pricing discipline. One key element in sound risk selection is our use of risk characteristic metrics. Through 67 years of focused underwriting, we have identified predictive metrics of data that many other insurance companies do not recognize or measure. Use of these metrics allows us to more effectively price risks, thereby improving our profitability and allowing us to compete favorably with other insurance carriers. We also are very active in leveraging our onsite loss control inspections. An example would be the monitoring of kitchen fire suppression systems servicing to reduce kitchen fire losses.

Our philosophy is to understand our industry and be disciplined in our underwriting efforts. We will not compromise profitability for top line growth.



Our competitive strategy in underwriting is:

- Maximize the use of available information acquired through a wide variety of industry resources.
- Allow our internal metrics and rating to establish risk pricing and use sound underwriting judgement for risk selection and pricing modification.
- Utilize our risk grading system, which combines both objective and subjective inputs, to quantify desirability of risks and improve our overall risk profile.
- Physically inspect every new insured within the first 60 days of policy binding with our in-house loss control representatives. Our inspection consists of an extensive risk profile questionnaire and includes 25 to 100 electronic photos of the insured's place of business. Inspections that demonstrate that a risk is not desirable is a basis for revoking coverage.
- Provide very high-quality service to our agents and insureds by responding quickly and effectively to information requests and policy submissions. Treat our agents as partners and have the same expectation of them.

Our Underwriting Department works in teams with each agent assigned to one of three teams. We underwrite our accounts by evaluating each risk with consistently applied standards. Each policy undergoes a thorough evaluation process prior to every renewal.

Our underwriting staff of 27 employees has an average of 13 years of insurance industry experience. Howard J. Beck, our Vice President – Chief Underwriting Officer, has been with ICC since 2004 and has over 26 years of insurance experience with 22 years of property and casualty underwriting experience.

We strive to be disciplined in our pricing by pursuing targeted rate changes to continually improve our underwriting profitability while still being able to attract and retain profitable customers. Our pricing reviews involve evaluating our claims experience, loss trends, data acquired from inspections, applications and other data sources to identify characteristics that drive the frequency and severity of our claims. These results drive changes to rates and rating metrics as well as understanding what portions of our business are most profitable.

This knowledge and analysis enables us to price risks accurately, improve account retention, and drive profitable new business.

### **Claims and Litigation Management**

Our claims team supports our underwriting strategy by working to provide a timely, good faith claims handling response to our policyholders. Claims excellence is achieved by timely investigation and handling of claims, settlement of meritorious claims for equitable amounts, maintenance of adequate case reserves, and control of claims loss settlement expenses.

Claims on insurance policies are received directly from the insured or through our independent agents. Our Claims Department supports our producer relationship strategy by working to provide a consistently responsive level of claim service to our policyholders.

Chief Legal Officer, Julia Suiter, provides oversight of our Claims and Legal Departments. She has over 21 years' experience in insurance defense and contract law. Ms. Suiter, supervises a Legal Department staff that includes two Associate Legal Counsel and a Paralegal. Rickey Plunkett, our Director of Claims, supervises a staff of 17 employees with considerable years of experience in processing property and casualty insurance claims. Mr. Plunkett joined ICC in 2010 and has over 37 years of experience in claims management.

### **Technology**

Our technology efforts are focused on supporting our strategy of differentiating ourselves from our competitors through use of data mining, business intelligence solutions, and data analysis to determine profitability of new and existing business and to better price risks that we underwrite.

We have streamlined internal processes to achieve operational efficiencies through the implementation of a policy and claim imaging and workflow system. This system provides online access to electronic copies of policies, quotes, inspections, and any other correspondence enabling our associates to quickly and efficiently underwrite policies and adjust claims as well as respond to our producers' inquiries.

Since the system integrates all aspects of the policy life cycle, from underwriting to billing to claims, we are able to better automate all internal workflows through electronic routing thus lowering costs and providing better service to our customers. This system allows us to leverage loss control data for predictive analytics in both the claims and underwriting areas. For example, in the underwriting area, we can create pricing models taking into account the unique characteristics of our customers, such as neighborhoods, entertainment on site and average alcoholic beverage pricing.

We have implemented best in class virus or malware protections while still enabling our employees to work from any location. We are tested on a periodic basis to ensure our protections are sufficient.

We have the ability to scale since we are almost entirely a paperless organization. This allows us to integrate off-site employees just as if they are in the office. We intend to remain a leader in the industry by utilizing technology and data analysis to price our coverage based on the risk assumed and to both reduce accidents and provide a prompt response to claims.

As part of our disaster recovery program, we utilize a third party backup software package to provide a complete copy of our production systems at an off-site location that is updated on a daily basis. We also have a generator that will allow the home office to operate in the event that power or access to our headquarters is disrupted. We test this disaster recovery plan bi-annually as well as continually expand its capabilities to eliminate business interruption to the best of our ability.

## **Reinsurance**

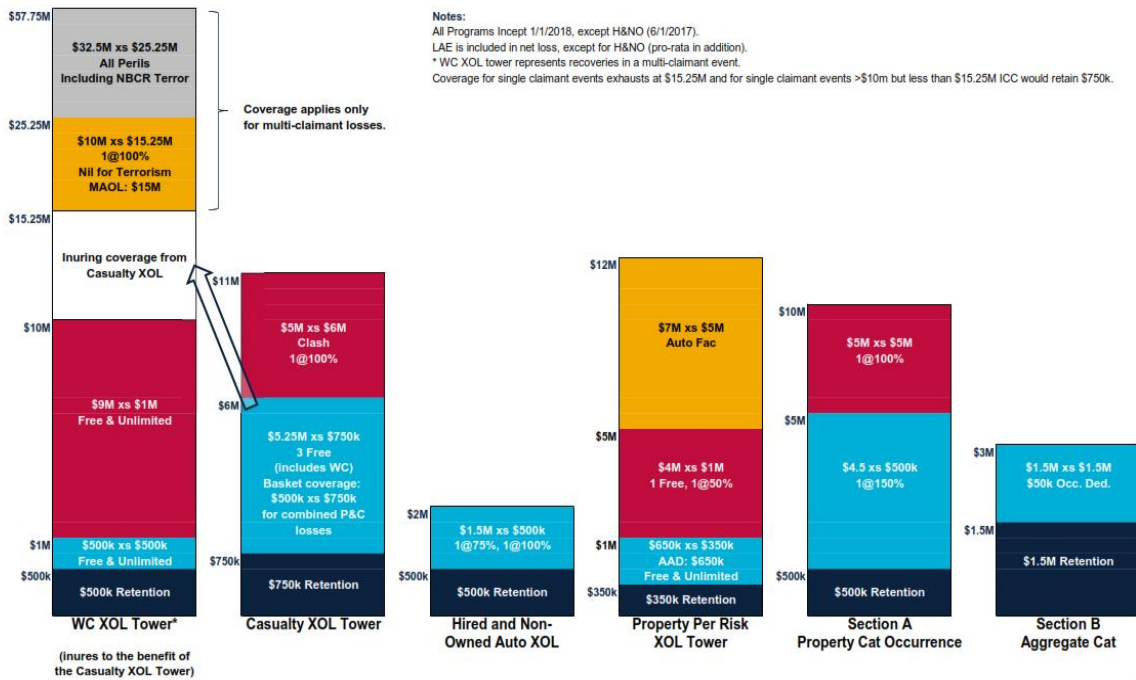
In accordance with insurance industry practice, we reinsure a portion of our exposure and pay to the reinsurers a portion of the premiums received on all policies reinsured. Insurance policies written by us are reinsured with other insurance companies principally to:

- reduce net liability on individual risks;
- mitigate the effect of individual loss occurrences (including catastrophic losses);
- stabilize underwriting results;
- decrease leverage; and
- increase our underwriting capacity.

Reinsurance can be facultative or treaty. Under facultative reinsurance, each policy or portion of a risk is reinsured individually. Under treaty reinsurance, an agreed-upon portion of a class of business is automatically reinsured. Reinsurance also can be classified as quota share reinsurance, pro rata reinsurance or excess of loss reinsurance. Under quota share reinsurance and pro rata reinsurance, the insurance company issuing the policy cedes a percentage of its insurance liability to the reinsurer in exchange for a like percentage of premiums, less a ceding commission. The company issuing the policy in turn recovers from the reinsurer the reinsurer's share of all loss and settlement expenses incurred on those risks. Under excess of loss reinsurance, an insurer limits its liability to all or a particular portion of the amount in excess of a predetermined deductible or retention. Regardless of type, reinsurance does not legally discharge the insurance company issuing the policy from primary liability for the full amount due under the reinsured policies. However, the assuming reinsurer is obligated to reimburse the company issuing the policy to the extent of the coverage ceded.

We determine the amount and scope of reinsurance coverage to purchase each year based on a number of factors. These factors include the evaluation of the risks accepted, consultations with reinsurance intermediaries and a review of market conditions, including the availability and pricing of reinsurance. A primary factor in the selection of reinsurers from whom we purchase reinsurance is their financial strength. Our reinsurance arrangements are generally renegotiated annually. We expect a 8.7% increase in spend for our 2018 reinsurance contracts. For the year ended December 31, 2017, we ceded to reinsurers \$8.0 million of written premiums, compared to \$8.1 million of written premiums for the year ended December 31, 2016.

The chart below illustrates the 2018 reinsurance coverage under our excess of loss treaty for individual liability and property risks (with the defined terms listed below the chart):



Term	Meaning
1 @ x%	“1” refers to the number of times that we reinstate the coverage. The number prior to the “%” sign indicates the overall cost to us when reinstating coverage.
AAD	This is short for Aggregate Annual Deductible. Aggregate annual deductible is the maximum amount policyholders need to pay within a policy period before their insurer pays for covered losses.
Aggregate Catastrophe	An aggregate catastrophe treaty is a reinsurance cover designed to help us manage the effects of multiple extreme weather events on our results.
Basket Coverage	Excess liability insurance that attaches once retained losses for several lines of coverage (e.g., Workers compensation, Business Owners Liability, or Liquor Liability) reach a certain specified level. If we have one loss occurrence with \$500,000 incurred on both a workers compensation claim and a liquor liability claim, this coverage limits our retention to \$500,000 and not \$500,000 per claim.
Casualty	For this chart, this refers to our liquor liability, business owners liability, workers compensation and any umbrella policies.
Free & Unlimited	This refers to the number and cost of reinstating the reinsurance coverage. With this wording, each separate loss occurrences above the retention will be covered by the treaty.
Inures	Our Workers Compensation Reinsurance contracts are first applied to reduce the loss subject to the Casualty XOL contract and are said to inure to the benefit of the Casualty XOL contract.
MAOL	This reinsurance sublimit puts a cap on the maximum loss any one life/claimant can contribute to the reinsurance recoverable.
Per Risk	Reinsurance in which the reinsurance limit and our loss retention apply “per risk,” rather than per accident, per event, or in the aggregate.
Retention	The amount of loss and settlement expense retained by us either per occurrence on casualty losses or per risk on property claims
WC	This is short for Workers Compensation.
XOL	This is short for Excess of Loss reinsurance coverage.
XS	This is short for Excess. For example, our Property per Risk tower has three separate contracts providing coverage. The top layer in that tower provides \$7.0 million coverage for each risk with losses in excess of \$5.0 million.

We retain the first \$500,000 of workers compensation losses. Losses in excess of the \$500,000 are covered under our workers compensation excess of loss program (WC XOL Tower) up to \$1.0 million. Losses above the \$1.0 million are then covered under the second workers compensation treaty through \$10.0 million. Above \$10.0 million, losses would fall back to the casualty tower for an additional \$5.25 million of coverage per employee. Losses above \$15.25 million are covered under a workers compensation cover that provides \$10.0 million in excess of \$15.25 million. We have an additional cover that provides \$32.5 million of coverage in excess of \$25.25 million for four direct policies issued by the Company.

Casualty risks (Casualty XOL Tower) (business owners, liability, liquor liability, umbrella) are covered for \$10.25 million in loss above a \$750,000 retention for each loss occurrence.

Property per risk excess of loss program (Property Per Risk XOL Tower) provides coverage above our \$350,000 retention up to \$12.0 million on a treaty basis and facultative for a few risks above that to their full limits.

Property catastrophe reinsurance (Section A Property Cat Occurrence) provides coverage in any one event for \$10.0 million of loss in excess of our \$500,000 retention.

We also have aggregate catastrophe protection (Section B Aggregate Catastrophe) in the event that catastrophe losses retained by us exceeds \$1.5 million in such year. This program allows us to aggregate storms losses where losses exceed \$50,000 but fall below the \$500,000 occurrence retention.

The insolvency or inability of any reinsurer to meet its obligations to us could have a material adverse effect on our results of operations or financial condition. Our reinsurance providers, the majority of whom are longstanding partners who understand our business, are all carefully selected with the help of our reinsurance broker. We monitor the solvency of reinsurers through regular review of their financial statements and, if available, their A.M. Best ratings. All of our reinsurance partners have at least an "A-" rating from A.M. Best. According to A.M. Best, companies with a rating of "A-" or better "have an excellent ability to meet their ongoing obligations to policyholders."

The following table sets forth the largest amounts of loss and loss expenses recoverable from reinsurers as of December 31, 2017:

Reinsurance Company	Losses and Settlement Expense Recoverable On Unpaid Claims (In thousands) <i>(In thousands)</i>	Percentage of	
		Total Recoverable	A.M. Best Rating
Everest Reinsurance Company	\$ 2,515	25.1%	A+
Aspen Insurance UK Ltd	2,042	20.4%	A
Hannover Ruckversicherungs	1,815	18.1%	A+
Arch Reinsurance Company	1,165	11.6%	A+
Partner Reinsurance Company	1,144	11.4%	A
Swiss Reinsurance	1,095	10.9%	A+
Platinum Underwriters	1,003	10.0%	A
Toa Reinsurance Company	976	9.7%	A
Allied World Reinsurance	690	6.9%	A
Endurance Reinsurance	471	4.7%	A
All other reinsurers including anticipated subrogation	(2,886)	-28.8%	A- or better
<b>Total</b>	<b>\$ 10,030</b>	<b>100.0%</b>	

#### Losses and Settlement Expense Reserves

We are required by applicable insurance laws and regulations to maintain reserves for payment of loss and settlement expenses. These reserves are established for both reported claims and for claims incurred but not reported (IBNR), arising from the policies we have issued. The laws and regulations require that provision be made for the ultimate cost of those claims without regard to how long it takes to settle them or the time value of money. The determination of reserves involves actuarial and statistical projections of what we expect to be the cost of the ultimate settlement and administration of such claims. The reserves are set based on facts and circumstances then known, estimates of future trends in claims severity, and other variable factors such as inflation and changing judicial theories of liability.

Estimating the ultimate liability for losses and settlement expense is an inherently uncertain process. Therefore, the reserve for losses and settlement expense does not represent an exact calculation of that liability. Our reserve policy recognizes this uncertainty by maintaining reserves at a level providing for the possibility of adverse development relative to the estimation process. We do not discount our reserves to recognize the time value of money.

When a claim is reported to us, our claims personnel establish a “case reserve” for the estimated amount of the ultimate payment. This estimate reflects an informed judgment based upon general insurance reserving practices and on the experience and knowledge of our claims staff. In estimating the appropriate reserve, our claims staff considers the nature and value of the specific claim, the severity of injury or damage, and the policy provisions relating to the type of loss. Case reserves are adjusted by our claims staff as more information becomes available. It is our policy to resolve each claim as expeditiously as possible.

We maintain IBNR reserves to provide for already incurred claims that have not yet been reported and developments on reported claims. The IBNR reserve is determined by estimating our ultimate net liability for both reported and IBNR claims and then subtracting the case reserves and paid loss and settlement expense for reported claims.

Each quarter, we compute our estimated ultimate liability using principles and procedures applicable to the lines of business written. However, because the establishment of loss reserves is an inherently uncertain process, we cannot provide assurance that ultimate losses will not exceed the established loss reserves. Adjustments in aggregate reserves, if any, are reflected in the operating results of the period during which such adjustments are made.

The following table provides information about open claims, reserves, and paid loss and settlement expense on a direct basis only:

As of and for the year ended December 31, 2017					
<i>(In millions, except open claims count)</i>	Open Claims	Total Reserves <sup>1</sup>	Case Reserves	IBNR Reserves	Paid Losses and Settlement Expense
Commercial Multi-Peril (non-liability portion)	172	\$ 4.29	\$ 5.41	\$ (1.13)	\$ 12.21
Commercial Multi-Peril (liability portion)	390	22.28	11.19	11.10	7.79
Workers Compensation	184	7.37	2.77	4.60	3.14
Other Liability - occurrence	163	16.69	5.78	10.91	5.52
<b>Total</b>	<b>909</b>	<b>\$ 50.63</b>	<b>\$ 25.15</b>	<b>\$ 25.48</b>	<b>\$ 28.66</b>

<sup>1</sup> Assumed reserves of \$0.45 million are excluded from the Total Gross Reserves. Workers Compensation (\$0.42 million assumed reserve) and Umbrella Liability (\$0.03 million assumed reserve) are the only lines of business that have assumed reserves.

The following table provides a reconciliation of beginning and ending unpaid losses and settlement expense reserve balances for the years ended December 31, 2017 and 2016, prepared in accordance with GAAP.

<i>(In thousands)</i>	2017	2016
Unpaid losses and settlement expense - beginning of the period:		
Gross	\$ 52,817	\$ 61,056
Less: Ceded	12,115	19,158
Net	40,702	41,898
Increase (decrease) in incurred losses and settlement expense:		
Current year	29,801	25,620
Prior years	(791)	(1,275)
Total incurred	29,010	24,345
Deduct: Loss and settlement expense payments for claims incurred:		
Current year	11,577	7,649
Prior years	17,091	17,892
Total paid	28,668	25,541
Net unpaid losses and settlement expense - end of the period	41,044	40,702
Plus: Reinsurance recoverable on unpaid losses	10,030	12,115
Gross unpaid losses and settlement expense - end of the period	<b>\$ 51,074</b>	<b>\$ 52,817</b>

The estimation process for determining the liability for unpaid losses and settlement expense inherently results in adjustments each year for claims incurred (but not paid) in preceding years. Negative amounts reported for claims incurred related to prior years are a result of claims being settled for amounts less than originally estimated (favorable development). Positive amounts reported for claims incurred related to prior years are a result of claims being settled for amounts greater than originally estimated (unfavorable or adverse development).

*Reconciliation of Reserve for Loss and Settlement Expenses*

The following table shows the development of our reserves for unpaid loss and settlement expense from 2008 through 2017 on a GAAP basis. The top line of the table shows the liabilities at the balance sheet date, including losses incurred but not yet reported. The upper portion of the table shows the cumulative amounts subsequently paid as of successive years with respect to the liability. The lower portion of the table shows the reestimated amount of the previously recorded liability based on experience as of the end of each succeeding year. The estimates change as more information becomes known about the frequency and severity of claims for individual years. The redundancy (deficiency) exists when the reestimated liability for each reporting period is less (greater) than the prior liability estimate. The “cumulative redundancy (deficiency)” depicted in the table, for any particular calendar year, represents the aggregate change in the initial estimates over all subsequent calendar years.

Gross deficiencies and redundancies may be significantly more or less than net deficiencies and redundancies due to the nature and extent of applicable reinsurance.

As noted in the table below, since 2008 the Company has principally selected initial ultimate loss picks that have proven to be redundant over time.

<i>(In thousands)</i>	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
<b>Liability for unpaid loss and settlement expense, net of reinsurance recoverable</b>	\$ 40,040	\$ 39,932	\$ 37,708	\$ 36,204	\$ 35,976	\$ 36,340	\$ 38,795	\$ 41,898	\$ 40,702	\$ 41,044
<b>Cumulative amount of liability paid through:</b>										
One year later	10,740	11,878	12,926	12,194	12,226	12,442	14,156	17,892	17,089	
Two years later	19,865	21,240	22,003	21,128	20,870	22,678	27,092	29,255		
Three years later	25,914	27,712	28,749	27,235	27,520	30,071	34,999			
Four years later	30,217	31,840	32,561	31,167	32,086	33,841				
Five years later	32,210	34,044	34,429	33,183	34,070					
Six years later	33,544	35,179	35,563	34,180						
Seven years later	34,352	35,923	36,013							
Eight years later	34,888	36,246								
Nine years later	34,988									
<b>Liability estimated after:</b>										
One year later	37,860	38,222	36,699	35,553	35,151	36,698	38,305	40,623	39,915	
Two years later	37,709	37,212	36,840	35,763	35,545	36,210	39,813	42,365		
Three years later	36,205	37,239	37,170	36,083	35,418	36,914	41,826			
Four years later	35,857	37,099	37,211	35,544	36,215	37,464				
Five years later	35,349	36,689	36,627	35,377	35,972					
Six years later	35,111	36,445	36,645	35,051						
Seven years later	35,201	36,632	36,541							
Eight years later	35,309	36,512								
Nine years later	35,163									
<b>Cumulative total redundancy (deficiency)</b>										
Gross liability - end of year	59,039	58,295	56,012	51,432	54,623	57,334	64,618	61,054	52,817	51,074
Reinsurance recoverable	18,999	18,363	18,304	15,228	18,647	20,994	25,823	19,156	12,115	10,030
Net liability - end of year	40,040	39,932	37,708	36,204	35,976	36,340	38,795	41,898	40,702	41,044
Gross reestimated liability - latest	49,081	54,186	57,282	53,941	57,993	59,650	70,498	62,731	52,953	
Reestimated reinsurance recoverables - latest	13,918	17,674	20,741	18,890	22,021	22,186	28,672	20,366	13,038	
Net reestimated liability - latest	35,163	36,512	36,541	35,051	35,972	37,464	41,826	42,365	39,915	
Gross cumulative redundancy (deficiency)	4,877	3,420	1,167	1,153	4	(1,124)	(3,031)	(467)	787	

**Investments**

Our investments in debt and equity securities are classified as available for sale and are carried at fair value with unrealized gains and losses reflected as a component of equity net of taxes. The goal of our investment activities is to complement and support our overall mission. As such, the investment portfolio’s goal is to maximize after-tax investment income and price appreciation while maintaining the portfolio’s target risk profile.

An important component of our operating results has been the return on invested assets. Our investment objectives are (i) to preserve and grow capital and surplus, in order to improve our competitive position and allow for expansion of insurance operations; (ii) to ensure sufficient cash flow and liquidity to fund expected liability payments and otherwise support our underwriting strategy; (iii) to provide a reasonable and stable level of income; and (iv) to maintain a portfolio which will assist in attaining the highest possible rating from A.M. Best. See *Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations —Quantitative and Qualitative Information about Market Risk*.

In addition to any investments prohibited by the insurance laws and regulations of Illinois and any other applicable states, our investment policy prohibits the following investments and investing activities:

- short sales;
- purchase of securities on margin;
- hedge funds;
- derivatives;
- investment in commodities;
- mortgage derivatives such as inverse floaters, interest only strips and principal only strips;
- options, puts and futures contracts;
- private placements;
- non-U.S. dollar denominated securities;
- any security that would not be in compliance with the regulations of the Illinois Department of Insurance.

Our board of directors developed our investment policy and reviews the policy periodically. Exceptions to prohibitions discussed above are allowed with express written authority of the board of directors investment committee, but under no circumstance may such exception exceed 5% of our invested assets.

Our investment portfolio is managed by an independent third party firm.

The following table sets forth information concerning our investments in available for sale securities.

<i>(In thousands)</i>	2017		2016	
	Cost or Amortized Cost	Estimated Fair Value	Cost or Amortized Cost	Estimated Fair Value
Fixed maturity securities:				
U.S. treasury	\$ 1,347	\$ 1,334	\$ 1,245	\$ 1,241
MBS/ABS/CMBS	31,584	31,519	19,751	19,677
Corporate	31,038	31,989	27,594	28,345
Municipal	23,804	24,763	14,340	14,871
Total fixed maturity securities	87,773	89,605	62,929	64,134
Equity securities:				
Common stocks	7,631	8,534	6,312	6,983
Preferred stocks	3,783	3,867	2,925	2,798
Total equity securities	11,414	12,402	9,237	9,781
Total AFS securities	\$ 99,187	\$ 102,007	\$ 72,166	\$ 73,915



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The following table summarizes the distribution of our portfolio of fixed maturity investments as a percentage of total estimated fair value based on credit ratings assigned by Standard & Poor's Corporation (S&P):

Rating <sup>1</sup>	2017		2016	
	Estimate Fair Value (In thousands)	Percent of Total <sup>2</sup>	Estimate Fair Value (In thousands)	Percent of Total <sup>2</sup>
AAA	\$ 21,505	24.0%	\$ 9,235	14.4%
AA	33,154	37.0%	24,820	38.7%
A	20,968	23.4%	17,893	27.9%
BBB	11,380	12.7%	10,069	15.7%
BB	2,598	2.9%	2,116	3.3%
Total	\$ 89,605	100%	\$ 64,134	100.0%

<sup>1</sup>The ratings set forth in this table are based on the ratings assigned by S&P. If S&P's ratings were unavailable, the equivalent ratings supplied by Moody's Investor Service, Fitch Investors Service, Inc. or the NAIC were used where available.

<sup>2</sup>Represents percent of fair value for classification as a percent of the total portfolio.

The table below sets forth the maturity profile of our debt securities December 31, 2017. Expected maturities could differ from contractual maturities because borrowers may have the right to call or prepay obligations, with or without call or prepayment penalties.

(In thousands)	Amortized Cost	Estimated Fair Value <sup>1</sup>
Less than one year	\$ 1,500	\$ 1,499
One through five years	22,429	22,911
Five through ten years	11,892	12,406
Greater than ten years	20,368	21,270
MBS/ABS	31,584	31,519
Total debt securities	\$ 87,773	\$ 89,605

<sup>1</sup>Debt securities are carried at fair value in our financial statements

At December 31, 2017, the average maturity of our fixed maturity investment portfolio was 7.13 years and the average duration was 4.48 years. As a result, the fair value of our investments may fluctuate significantly in response to changes in interest rates. In addition, we may experience investment losses to the extent our liquidity needs require the disposition of fixed maturity securities in unfavorable interest rate environments.

We use quoted values and other data provided by independent pricing services as inputs in our process for determining fair values of our investments. The pricing services cover substantially all of the securities in our portfolio for which publicly quoted values are not available. The pricing services' evaluations represent an exit price, a good faith opinion as to what a buyer in the marketplace would pay for a security in a current sale. The pricing is based on observable inputs either directly or indirectly, such as quoted prices in markets that are active, quoted prices for similar securities at the measurement date, or other inputs that are observable.

Our independent third party investment manager provides us with pricing information that they obtain from independent pricing services, to determine the fair value of our fixed maturity securities. After performing a detailed review of the information obtained from the pricing service, limited adjustments may be made by the manager to the values provided.

Our average cash and invested assets, net investment income and return on average cash and invested assets for the years ended December 31, 2017 and 2016 were as follows:

(In thousands)	2017	2016
Average cash and invested assets	\$ 96,255	\$ 78,660
Net investment income	2,632	1,968
Return on average cash and invested assets	2.7%	2.5%

## A.M. Best Rating

A.M. Best Company, Inc. (“A.M. Best”) rates insurance companies based on factors of concern to policyholders. A.M. Best currently assigns a “B++” (Good) rating to ICC. This rating is the fifth highest out of 15 rating classifications. The latest rating evaluation by A.M. Best is occurring on March 29, 2018 and therefore the report from this evaluation has not yet been released. According to the A.M. Best guidelines, companies rated “B++” are considered by A.M. Best to have “a good ability to meet their ongoing insurance obligations.” The rating evaluates the claims paying ability of a company, and is not a recommendation on the merits of an investment in our common stock.

In evaluating a company’s financial and operating performance, A.M. Best reviews:

- the company’s profitability, leverage and liquidity;
- its book of business;
- the adequacy and soundness of its reinsurance;
- the quality and estimated fair value of its assets;
- the adequacy of its reserves and surplus;
- its capital structure;
- the experience and competence of its management; and
- its marketing presence.

In its ratings report on ICC, A.M. Best stated that ICC’s rating reflected ICC’s improved operating results and risk-adjusted capitalization over the past five years, the ability of current management to continue to improve rates and grow premium while maintaining a slow growing policy count, ICC’s combined ratios trending in a positive direction with results under 100% for 2014, 2015, and 2016, traction gained with respect to expense initiatives, strength in loss reserves with redundancies on both an accident and calendar year basis and strong underwriting expertise and a long-standing position within the food and beverage industry in the Midwest. These factors were somewhat offset by ICC’s overall weak operating return measures. Although underwriting results are improving, the past five years have fluctuated. A.M. Best has affirmed the Company’s outlook assigned to the Issuer Credit Rating as positive.

## Competition

Given our exclusive focus on providing insurance products and services for the food and beverage industry, the market conditions for our business and, accordingly, our competition, varies geographically based upon the states in which we operate and also by the segment of the food and beverage industry (e.g., bars versus fine dining). In the most competitive states in which we operate (Illinois, Indiana and Wisconsin), our primary competitors are insurance companies with products targeting the food and beverage industry, such as Society Mutual Insurance Company in all three states, as well as Badger Mutual Insurance Company, Wilson Mutual Insurance Company and West Bend Mutual Insurance Company in Wisconsin. In other jurisdictions, such as Iowa and Minnesota, we compete with the carriers with products identified above (such as Badger Mutual Insurance Company, Wilson Mutual Insurance Company and Founders Insurance Company) and excess and surplus line insurance companies (such as Scottsdale Insurance Company and Lloyd’s of London). In other jurisdictions, like Missouri, our primary competitors are larger regional and national insurance companies without a focus on the food and beverage industry (such as Allied Insurance Company, Auto-Owners Insurance Company and Travelers Insurance Company) and excess and surplus line insurance companies (such as EverGuard Insurance Services, Inc. and Lloyd’s of London). When evaluating the franchise and fine dining segment of the food and beverage industry, we compete with national insurance carriers, such as Allied Insurance Company, Travelers Insurance Company and The Hartford Insurance Company.

Despite significant competition, we believe we continue to maintain strong market share.

	Number of Eating and Drinking Places in 2015	Number of Locations Insured by ICC at December 31, 2017	Approximate Market Share (%)
Colorado <sup>1</sup>	11,247	67	0.6%
Illinois	27,189	2,864	10.5%
Iowa	6,129	1,328	21.7%
Indiana	11,620	634	5.5%
Kansas <sup>2</sup>	5,184	27	0.5%
Michigan <sup>3</sup>	16,110	N/A	N/A
Minnesota	9,709	1,041	10.7%
Missouri	10,903	1,121	10.3%
Ohio <sup>4</sup>	22,023	168	0.8%
Wisconsin	12,170	279	2.3%
<b>Total</b>	<b>132,284</b>	<b>7,529</b>	<b>5.7%</b>
<b>Total (w/o MI)</b>	<b>116,174</b>	<b>7,529</b>	<b>6.5%</b>

Source: National Restaurant Association; ICC

<sup>1</sup>We began accepting business in Colorado in June 2017

<sup>2</sup>We began accepting business in Kansas in May 2017

<sup>3</sup>We expect to begin writing premium in Michigan in 2018

<sup>4</sup>We began accepting business in Ohio in August 2016

## Employees

As of December 31, 2017, we had 102 full-time equivalent employees. None of these employees are covered by a collective bargaining agreement, and we believe that our employee relations are good.

## Regulation

### General

We are subject to extensive regulation, particularly at the state level. The method, extent and substance of such regulation varies by state, but generally has its source in statutes and regulations that establish standards and requirements for conducting the business of insurance and that delegate regulatory authority to state insurance regulatory agencies. In general, such regulation is intended for the protection of those who purchase or use insurance products, not the companies that write the policies. These laws and regulations have a significant impact on our business and relate to a wide variety of matters including accounting methods, agent and company licensure, claims procedures, corporate governance, examinations, investing practices, policy forms, pricing, trade practices, reserve adequacy and underwriting standards.

State insurance laws and regulations require ICC to file financial statements with state insurance departments everywhere it does business, and the operations of ICC and its accounts are subject to examination by those departments at any time. ICC prepares statutory financial statements in accordance with accounting practices and procedures prescribed or permitted by these departments.

Premium rate regulation varies greatly among jurisdictions and lines of insurance. In most states in which our subsidiaries write insurance, premium rates for the various lines of insurance are subject to either prior approval or limited review upon implementation. States require rates for property-casualty insurance that are adequate, not excessive, and not unfairly discriminatory.

Many jurisdictions have laws and regulations that limit an insurer's ability to withdraw from a particular market. For example, states may limit an insurer's ability to cancel or non-renew policies. Laws and regulations that limit cancellation and non-renewal may restrict our ability to exit unprofitable marketplaces in a timely manner.

*Examinations*

Examinations are conducted by the Illinois Department of Insurance every three to five years. The Illinois Department of Insurance's last examination of ICC was in November 2017 covering the period from 2012-2016. The report from this exam has not yet been released. The prior examination of ICC was in February 2012 covering the period from 2007-2011. The 2012 examination did not result in any adjustments to our financial position. In addition, there were no substantive qualitative matters indicated in the examination report that had a material adverse impact on our operations.

*NAIC Risk-Based Capital Requirements*

In addition to state-imposed insurance laws and regulations, the NAIC has adopted risk-based capital requirements that require insurance companies to calculate and report information under a risk-based formula. These risk-based capital requirements attempt to measure statutory capital and surplus needs based on the risks in a company's mix of products and investment portfolio. Under the formula, a company first determines its "authorized control level" risk-based capital. This authorized control level takes into account (i) the risk with respect to the insurer's assets; (ii) the risk of adverse insurance experience with respect to the insurer's liabilities and obligations, (iii) the interest rate risk with respect to the insurer's business; and (iv) all other business risks and such other relevant risks as are set forth in the risk-based capital instructions. A company's "total adjusted capital" is the sum of statutory capital and surplus and such other items as the risk-based capital instructions may provide. The formula is designed to allow state insurance regulators to identify weakly capitalized companies.

The requirements provide for four different levels of regulatory attention. The "company action level" is triggered if a company's total adjusted capital is less than 2.0 times its authorized control level but greater than or equal to 1.5 times its authorized control level. At the company action level, the company must submit a comprehensive plan to the regulatory authority that discusses proposed corrective actions to improve the capital position. The "regulatory action level" is triggered if a company's total adjusted capital is less than 1.5 times but greater than or equal to 1.0 times its authorized control level. At the regulatory action level, the regulatory authority will perform a special examination of the company and issue an order specifying corrective actions that must be followed. The "authorized control level" is triggered if a company's total adjusted capital is less than 1.0 times but greater than or equal to 0.7 times its authorized control level; at this level the regulatory authority may take action it deems necessary, including placing the company under regulatory control. The "mandatory control level" is triggered if a company's total adjusted capital is less than 0.7 times its authorized control level; at this level the regulatory authority is mandated to place the company under its control. The capital levels of ICC have never triggered any of these regulatory capital levels. We cannot provide assurance, however, that the capital requirements applicable to ICC will not increase in the future.

*NAIC Ratios*

The NAIC also has developed a set of 13 financial ratios referred to as the Insurance Regulatory Information System (IRIS). On the basis of statutory financial statements filed with state insurance regulators, the NAIC annually calculates these IRIS ratios to assist state insurance regulators in monitoring the financial condition of insurance companies. The NAIC has established an acceptable range for each of the IRIS financial ratios. If four or more of its IRIS ratios fall outside the range deemed acceptable by the NAIC, an insurance company may receive inquiries from individual state insurance departments. During each of the years ended December 31, 2017, 2016 and 2015, ICC did not receive inquiries from regulators on results for any of the IRIS tests.

*Enterprise Risk Assessment*

In 2012, the NAIC adopted the NAIC Amendments. The NAIC Amendments, when adopted by the various states, are designed to respond to perceived gaps in the regulation of insurance holding company systems in the United States. One of the major changes is a requirement that an insurance holding company system's ultimate controlling person submit annually to its lead state insurance regulator an "enterprise risk report" that identifies activities, circumstances or events involving one or more affiliates of an insurer that, if not remedied properly, are likely to have a material adverse effect upon the financial condition or liquidity of the insurer or its insurance holding company system as a whole. Other changes include requiring a controlling person to submit prior notice to its domiciliary insurance regulator of its divestiture of control, having detailed minimum requirements for cost sharing and management agreements between an insurer and its affiliates and expanding of the agreements between an insurer and its affiliates to be filed with its domiciliary insurance regulator. In addition, in 2012 the NAIC adopted the Own Risk Solvency Assessment (ORSA) Model Act. The ORSA Model Act, when adopted by the various states, will require an insurance holding company system's chief risk officer to submit at least annually to its lead state insurance regulator a confidential internal assessment appropriate to the nature, scale and complexity of an insurer, conducted by that insurer of the material and relevant risks identified by the insurer associated with an insurer's current business plan and the sufficiency of capital resources to support those risks. Although ICC is exempt from ORSA because of its size, we intend to incorporate those elements of ORSA that we believe constitute "best practices" into its annual internal enterprise risk assessment.

*Market Conduct Regulation*

State insurance laws and regulations include numerous provisions governing trade practices and the marketplace activities of insurers, including provisions governing the form and content of disclosure to consumers, illustrations, advertising, sales practices and complaint handling. State regulatory authorities generally enforce these provisions through periodic market conduct examinations.

*Property and Casualty Regulation*

Our property and casualty operations are subject to rate and policy form approval, as well as laws and regulations covering a range of trade and claim settlement practices. State insurance regulatory authorities have broad discretion in approving an insurer's proposed rates. The extent to which a state restricts underwriting and pricing of a line of business may adversely affect an insurer's ability to operate that business profitably in that state on a consistent basis.

State insurance laws and regulations require us to participate in mandatory property-liability "shared market," "pooling" or similar arrangements that provide certain types of insurance coverage to individuals or others who otherwise are unable to purchase coverage voluntarily provided by private insurers. Shared market mechanisms include assigned risk plans and fair access to insurance requirement or "FAIR" plans. In addition, some states require insurers to participate in reinsurance pools for claims that exceed specified amounts. Our participation in these mandatory shared market or pooling mechanisms generally is related to the amount of our direct writings for the type of coverage written by the specific arrangement in the applicable state. We cannot predict the financial impact of our participation in these arrangements. See *Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations*.

*Guaranty Fund Laws*

All states have guaranty fund laws under which insurers doing business in the state can be assessed to fund policyholder liabilities of insolvent insurance companies. Under these laws, an insurer is subject to assessment depending upon its market share in the state of a given line of business. For the years ended December 31, 2017 and 2016, we recovered \$11,000 and \$49,000, respectively, in assessments pursuant to state insurance guaranty association laws. We establish reserves relating to insurance companies that are subject to insolvency proceedings when we are notified of assessments by the guaranty associations. We cannot predict the amount and timing of any future assessments on ICC under these laws. See *Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations*.

*Federal Regulation*

The U.S. federal government generally has not directly regulated the insurance industry except for certain areas of the market, such as insurance for flood, nuclear and terrorism risks. However, the federal government has undertaken initiatives or considered legislation in several areas that may impact the insurance industry, including tort reform, corporate governance and the taxation of reinsurance companies. The Dodd-Frank Act established the Federal Insurance Office which is authorized to study, monitor and report to Congress on the insurance industry and to recommend that the Financial Stability Oversight Council designate an insurer as an entity posing risks to the U.S. financial stability in the event of the insurer's material financial distress or failure. In December 2013, the Federal Insurance Office issued a report on alternatives to modernize and improve the system of insurance regulation in the United States, including by increasing national uniformity through either a federal charter or effective action by the states. Changes to federal legislation and administrative policies in several areas, including changes in federal taxation, can also significantly impact the insurance industry and us.

*Sarbanes-Oxley Act of 2002*

Enacted in 2002, the stated goals of the Sarbanes-Oxley Act of 2002, or SOX, are to increase corporate responsibility, to provide for enhanced penalties for accounting and auditing improprieties at publicly traded companies and to protect investors by improving the accuracy and reliability of corporate disclosures pursuant to the securities laws. We became subject to most of the provisions of the SOX immediately after completion of the mutual-to-stock conversion.

The SOX includes very specific disclosure requirements and corporate governance rules and requires the SEC and securities exchanges to adopt extensive additional disclosure, corporate governance and other related regulations.

*Terrorism Risk Insurance Act of 2002*

In January 2015, Congress passed the Terrorism Risk Insurance Program Reauthorization Act of 2015, which amended and extended the Terrorism Insurance Program through December 31, 2020. Under this law, coverage provided by an insurer for losses caused by certified acts of terrorism is partially reimbursed by the United States under a formula under which the government pays 85% of covered terrorism losses exceeding a prescribed deductible. Under the new law, the government's percentage of compensation for losses will be reduced during each program year by 1% until it equals 80%. The act limits an insurer's exposure to certified terrorist acts (as defined by the act) to the prescribed deductible amount. The insurance industry's aggregate deductible (currently \$27.5 billion) will increase by \$2 billion per calendar year until it equals \$37.5 billion. Each insurer's deductible is capped at 20% of the insurer's direct earned premium for commercial property and casualty policies. Coverage under the act must be offered to all property, casualty and surety insureds.

The new law also amended the Gramm-Leach-Bliley Act to establish the National Association of Registered Agents and Brokers as a nonprofit corporation with the purpose of prescribing licensing and producer qualification requirements and conditions on a multi-state basis.

*Privacy*

As mandated by the Gramm-Leach-Bliley Act, states continue to promulgate and refine laws and regulations that require financial institutions, including insurance companies, to take steps to protect the privacy of certain consumer and customer information relating to products or services primarily for personal, family or household purposes. A recent NAIC initiative that affected the insurance industry was the adoption in 2000 of the Privacy of Consumer Financial and Health Information Model Regulation, which assisted states in promulgating regulations to comply with the Gramm-Leach-Bliley Act. In 2002, to further facilitate the implementation of the Gramm-Leach-Bliley Act, the NAIC adopted the Standards for Safeguarding Customer Information Model Regulation. Several states have now adopted similar provisions regarding the safeguarding of customer information. We have implemented procedures to comply with the Gramm-Leach-Bliley Act's related privacy requirements.

*OFAC*

The Treasury Department's Office of Foreign Asset Control (OFAC) maintains a list of "Specifically Designated Nationals and Blocked Persons" (the SDN List). The SDN List identifies persons and entities that the government believes are associated with terrorists, rogue nations or drug traffickers. OFAC's regulations prohibit insurers, among others, from doing business with persons or entities on the SDN List. If the insurer finds and confirms a match, the insurer must take steps to block or reject the transaction, notify the affected person and file a report with OFAC.

*JOBS Act*

We are an “emerging growth company,” as defined in the Jumpstart Our Business Startups Act of 2012 (the “JOBS Act”), and we may take advantage of certain exemptions from various reporting requirements that are applicable to other public companies that are not emerging growth companies, such as reduced public company reporting, accounting and corporate governance requirements. We currently avail ourselves of the reduced disclosure obligations regarding executive compensation.

Section 107 of the JOBS Act also provides that an “emerging growth company” can take advantage of the extended transition period provided in Section 7(a)(2)(B) of the Securities Act for complying with new or revised accounting standards. In other words, an “emerging growth company” can delay the adoption of certain accounting standards until those standards would otherwise apply to private companies. We have taken advantage of the extended transition period provided by Section 107 of the JOBS Act. We decided to comply with the effective dates for financial accounting standards applicable to emerging growth companies at a later date in compliance with the requirements in Sections 107(b)(2) and (3) of the JOBS Act. Such decision is irrevocable.

We will remain an “emerging growth company” for up to five years following our IPO, or until the earliest of (i) the last day of the first fiscal year in which our annual gross revenue exceeds \$1 billion, (ii) the date that we become a “large accelerated filer” as defined in Rule 12b-2 under the Securities Exchange Act of 1934, as amended (the “Exchange Act”), which would occur if the market value of our common stock that is held by non-affiliates exceeds \$700 million as of the last business day of our most recently completed second fiscal quarter, or (iii) the date on which we have issued more than \$1 billion in non-convertible debt during the preceding three year period.

In addition, as an emerging growth company, we are exempt from Section 14A (a) and (b) of the Securities Exchange Act of 1934, which require shareholder approval of executive compensation and golden parachutes.

*Dividends*

Illinois law sets the maximum amount of dividends that may be paid by ICC during any twelve-month period after notice to, but without prior approval of, the Illinois Department of Insurance. This amount cannot exceed the greater of 10% of the insurance company’s surplus as regards policyholders as reported on the most recent annual statement filed with the Illinois Department of Insurance, or the insurance company’s statutory net income for the period covered by the annual statement as reported on such statement. As of December 31, 2017, the amount available for payment of dividends by ICC in 2018 without the prior approval of the Illinois Department of Insurance is approximately \$5.1 million. “Extraordinary dividends” in excess of the foregoing limitations may only be paid with prior notice to, and approval of, the Illinois Department of Insurance. See *Item 7. Management Discussion and Analysis – Liquidity and Capital Resources*.

*Holding Company Laws*

Most states have enacted legislation that regulates insurance holding company systems. Each insurance company in a holding company system is required to register with the insurance supervisory agency of its state of domicile and furnish certain information. This includes information concerning the operations of companies within the holding company group that may materially affect the operations, management or financial condition of the insurers within the group. Pursuant to these laws, the Illinois Department of Insurance requires disclosure of material transactions involving ICC and its affiliates, and requires prior notice and/or approval of certain transactions, such as “extraordinary dividends” distributed by ICC. Under these laws, the Illinois Department of Insurance also has the right to examine us at any time.

All transactions within our consolidated group affecting ICC must be fair and equitable. Notice of certain material transactions between ICC and any person or entity in our holding company system will be required to be given to the Illinois Department of Insurance. Certain transactions cannot be completed without the prior approval of the Illinois Department of Insurance.

Approval of the state insurance commissioner is required prior to any transaction affecting the control of an insurer domiciled in that state. In Illinois, the acquisition of 10% or more of the outstanding voting securities of an insurer or its holding company is presumed to be a change in control. Illinois law also prohibits any person or entity from (i) making a tender offer for, or a request or invitation for tenders of, or seeking to acquire or acquiring any voting security of a Illinois insurer if, after the acquisition, the person or entity would be in control of the insurer, or (ii) effecting or attempting to effect an acquisition of control of or merger with a Illinois insurer, unless the offer, request, invitation, acquisition, effectuation or attempt has received the prior approval of the Illinois Department of Insurance.



## Item 1A. Risk Factors

In addition to all other information contained in this Annual Report on Form 10-K, a potential investor should carefully consider the following risk factors in deciding whether to purchase our common stock.

### ***Risks Related to Our Business***

#### **A reduction in our A.M. Best rating could affect our ability to write new business or renew our existing business.**

Ratings assigned by A.M. Best are an important factor influencing the competitive position of insurance companies. A.M. Best ratings, which are reviewed at least annually, represent independent opinions of financial strength and ability to meet obligations to policyholders and are not directed toward the protection of investors. Therefore, our A.M. Best rating should not be relied upon as a basis for an investment decision to purchase our common stock.

ICC holds a financial strength rating of “B++” (Good) by A.M. Best, the fifth highest rating out of 15 rating classifications. Our most recent evaluation by A.M. Best occurred on March 22, 2018 however the ratings from this evaluation have not yet been released. Our most prior evaluation occurred on March 28, 2017, when A.M. Best affirmed its outlook as positive for ICC’s issuer credit rating, and affirmed its financial strength rating of “B++” and issuer credit rating of “bbb” (Good). Financial strength ratings are used by producers and customers as a means of assessing the financial strength and quality of insurers. Issuer credit ratings is an opinion by A.M. Best of an entity’s ability to meet its ongoing financial obligations. If our financial position deteriorates, we may not maintain our favorable financial strength and issuer credit ratings from A.M. Best. A downgrade of our rating could severely limit or prevent us from writing desirable business or from renewing our existing business. In addition, a downgrade could negatively affect our ability to implement our strategy. See *Item 1. Business — A.M. Best Rating*.

#### **Our food and beverage customers have been the target of claims and lawsuits. Proceedings of this nature, if successful, could result in our payment of substantial costs and damages.**

Occasionally, patrons of our food and beverage industry insured customers file complaints or lawsuits against our insureds alleging a variety of claims arising in the ordinary course of their business, including personal injury claims, contract claims and claims alleging violations of federal and state laws. In addition, certain of our insured customers who serve alcohol are subject to state “dram shop” or similar laws that generally allow a person to sue our customer if that person was injured by a legally intoxicated person who was wrongfully served alcoholic beverages by our customer. A number of these lawsuits in the food and beverage industry have resulted in the payment of substantial damages by us on behalf of our insureds.

Additionally, states have, from time to time, explored lowering the blood alcohol content levels for criminal statutes related to driving under the influence or similar laws, removing or increasing caps for liability with respect to injuries by a legally intoxicated person, or preventing or limiting rate changes by insurance companies.

Regardless of whether any claims against our customers are valid or whether they are liable, claims may be expensive to defend and may result in significant liabilities. Defense costs, even for unfounded claims, or a judgment or other liability in excess of our reinsurance limits for any claims or any adverse publicity resulting from claims could adversely affect our business, results of operations and financial condition.

#### **Our strategy for growing our business may not be profitable.**

Over the past several years, we have made, and our current plans are to continue to make, investments in our lines of business, and we have increased expenses in order to, among other things, strengthen our product offerings and service capabilities, expand into new geographic areas, improve technology and our operating models, build expertise in our personnel, and expand our distribution capabilities, with the ultimate goal of achieving significant, sustained growth. The ability to achieve significant profitable premium growth in order to earn adequate returns on such investments and expenses, and to grow further without proportionate increases in expenses, is an important part of our current strategy. There can be no assurance that we will be successful at profitably growing our business, or that we will not alter our current strategy due to changes in our markets or an inability to successfully maintain acceptable margins on new business or for other reasons, in which case premiums written and earned, operating income and net book value could be adversely affected.

**Our investment performance may suffer as a result of adverse capital market developments, which may affect our financial results and ability to conduct business.**

We invest the premiums we receive from policyholders until cash is needed to pay insured claims or other expenses. We had net realized investment gains of \$1,008,000 and \$37,000 for the years ended December 31, 2017 and December 2016, respectively. Our investments will be subject to a variety of investment risks, including risks relating to general economic conditions, market volatility, interest rate fluctuations, liquidity risk and credit risk. An unexpected increase in the volume or severity of claims may force us to liquidate securities, which may cause us to incur capital losses. If we do not structure the duration of our investments to match our insurance liabilities, we may be forced to liquidate investments prior to maturity at a significant loss to cover such payments. Investment losses could significantly decrease our asset base and statutory surplus, thereby affecting our ability to conduct business. See *Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations—Quantitative and Qualitative Information About Market Risk*.

**The geographic distribution of our business exposes us to significant natural disasters, which may negatively affect our financial and operating results.**

For the year ended December 31, 2017, approximately 33.7% of our direct premiums written originated from business written in Illinois, and therefore, we have a greater exposure to catastrophic or other significant natural or man-made losses in that geographic region. The incidence and severity of such events are inherently unpredictable. In recent years, changing climate conditions have increased the unpredictability, severity and frequency of tornados, hurricanes, and other storms.

States and regulators from time to time have taken action that has the effect of limiting the ability of insurers to manage these risks, such as prohibiting insurers from reducing exposures or withdrawing from catastrophe-prone areas, or mandating that insurers participate in residual markets. Our ability or willingness to manage our exposure to these risks may be limited due to considerations of public policy, the evolving political environment, or social responsibilities. We may choose to write business in catastrophe-prone geographic areas that we might not otherwise write for strategic purposes, such as improving our access to other underwriting opportunities.

Our ability to properly estimate reserves related to tornados and storms can be affected by the inability to access portions of the impacted areas, the complexity of factors contributing to the losses, the legal and regulatory uncertainties, and the nature of the information available to establish the reserves. These complex factors include, but are not limited to the following:

- determining whether damages were caused by flooding versus wind;
- evaluating general liability and pollution exposures;
- the impact of increased demand for products and services necessary to repair or rebuild damaged properties;
- infrastructure disruption;
- fraud;
- the effect of mold damage;
- business interruption costs; and
- reinsurance collectability.

The estimates related to catastrophes are adjusted as actual claims are filed and additional information becomes available. This adjustment could reduce income during the period in which the adjustment is made, which could have a material adverse impact on our financial condition and results of operations.

**Large-scale natural disasters may have a material adverse effect on our business, financial condition and results of operations.**

The Midwest has historically been at a relatively high risk of natural disasters such as tornados, blizzards and flooding. If the Midwest were to experience a large-scale natural disaster, claims incurred would likely increase and our insured's properties may incur substantial damage, which could have a material adverse effect on our business, financial condition and results of operations.

**Our results may fluctuate as a result of many factors, including cyclical changes in the insurance industry, which may lead to reduced premium volume.**

Results of companies in the insurance industry, and particularly the property and casualty insurance industry, historically have been subject to significant fluctuations and uncertainties. The industry's profitability can be affected significantly by:

- rising levels of actual costs that are not known by companies at the time they price their products;
- volatile and unpredictable developments, including man-made and natural catastrophes;
- changes in reserves resulting from the general claims and legal environments as different types of claims arise and judicial interpretations relating to the scope of insurers' liability develop; and
- fluctuations in interest rates, inflationary pressures and other changes in the investment environment, which affect returns on invested capital and may impact the ultimate payout of losses.

Historically, the financial performance of the insurance industry has fluctuated in cyclical periods of low premium rates and excess underwriting capacity resulting from increased competition (a so-called "soft market"), followed by periods of high premium rates and a shortage of underwriting capacity resulting from decreased competition (a so-called "hard market"). Fluctuations in underwriting capacity, demand and competition, and the impact on our business of the other factors identified above, could have a negative impact on our results of operations and financial condition.

**Because estimating future losses is difficult and uncertain, if our actual losses exceed our loss reserves, our operating results may be adversely affected.**

We maintain reserves to cover amounts we estimate will be needed to pay for insured losses and for the expenses necessary to settle claims. Estimating loss and loss expense reserves is a difficult and complex process involving many variables and subjective judgments. We regularly review our reserve estimate protocols and our overall amount of reserves. We review historical data and consider the impact of various factors such as:

- trends in claim frequency and severity;
- information regarding each claim for losses;
- legislative enactments, judicial decisions and legal developments regarding damages; and
- trends in general economic conditions, including inflation.

Our actual losses could exceed our reserves. If we determine that our loss reserves are inadequate, we will have to increase them. This adjustment would reduce income during the period in which the adjustment is made, which could have a material adverse impact on our financial condition and results of operations. Such adjustments to loss reserve estimates are referred to as "loss development." If existing loss reserves exceed the revised estimate, it is referred to as positive loss development. Negative loss development occurs when the revised estimate of expected losses with respect to a calendar year exceed existing loss reserves. For additional information, see *Item 1. Business — Loss and Settlement Expense Reserves*.

**If our reinsurers do not pay our claims in accordance with our reinsurance agreements, we may incur losses.**

We are subject to loss and credit risk with respect to the reinsurers with whom we deal because buying reinsurance does not relieve us of our liability to policyholders. If our reinsurers are not capable of fulfilling their financial obligations to us, our insurance losses would increase. For the year ended December 31, 2017, we ceded 14.8% of our gross written premiums to our reinsurers. We secure reinsurance coverage from a number of reinsurers. The lowest A.M. Best rating issued to any of our reinsurers is "A" (Excellent), which is the fourth highest of fifteen ratings. See *Item 1. Business — Reinsurance*.

**The property and casualty insurance market in which we operate is highly competitive, which limits our ability to increase premiums for our products and recruit new producers.**

Competition in the property and casualty insurance business is based on many factors. These factors include the perceived financial strength of the insurer, premiums charged, policy terms and conditions, services provided, reputation, financial ratings assigned by independent rating agencies and the experience of the insurer in the line of insurance to be written. We compete with stock insurance companies, mutual companies, local cooperatives and other underwriting organizations. Many of these competitors have substantially greater financial, technical and operating resources than we have. Many of the lines of insurance we write are subject to significant price competition. If our competitors price their products aggressively, our ability to grow or renew our business may be adversely affected. We pay producers on a commission basis to produce business. Some of our competitors may offer higher commissions or insurance at lower premium rates through the use of salaried personnel or other distribution methods that do not rely on independent agents. Increased competition could adversely affect our ability to attract and retain business and thereby reduce our profits from operations.

**Our results of operations may be adversely affected by any loss of business from key producers.**

Our products are primarily marketed by independent agents. Other insurance companies compete with us for the services and allegiance of these producers. These producers may choose to direct business to our competitors, or may direct less desirable risks to us. We had two producers that were responsible for more than 5% of our direct premiums written. One producer accounted for \$2.87 million or approximately 5.4% while the other producer accounted for \$2.85 million or 5.3% of our direct premiums written in 2017. No other producer accounted for more than 5% of our 2017 direct premiums written. If we experience a significant decrease in business from, or lose entirely, our largest producers, it would have a material adverse effect on us.

**Our revenues may fluctuate with our investment results and changes in interest rates.**

Our investment portfolio contains a significant amount of fixed income securities. The fair values of these invested assets fluctuate depending upon economic conditions, particularly changes in interest rates. We may not be able to prevent or minimize the negative impact of interest rate changes. Additionally, unforeseen circumstances may force us to sell certain of our invested assets at a time when their fair values are less than their original cost, resulting in realized capital losses, which would reduce our net income.

**Proposals to federally regulate the insurance business could affect our business.**

Currently, the U.S. federal government does not directly regulate the insurance business. However, federal legislation and administrative policies in several areas can significantly and adversely affect insurance companies. These areas include financial services regulation, securities regulation, pension regulation, privacy, tort reform legislation and taxation. In addition, various forms of direct federal regulation of insurance have been proposed. These proposals generally would maintain state-based regulation of insurance, but would affect state regulation of certain aspects of the insurance business, including rates, producer and company licensing, and market conduct examinations. We cannot predict whether any of these proposals will be adopted, or what impact, if any, such proposals or, if enacted, such laws may have on our business, financial condition or results of operations.

**If we fail to comply with insurance industry regulations, or if those regulations become more burdensome, we may not be able to operate profitably.**

We are regulated by the Illinois Department of Insurance, as well as, to a more limited extent, the federal government and the insurance departments of other states in which we do business. For the year ended December 31, 2017, approximately 33.7% of our direct premiums written originated from business written in Illinois. Therefore, the cancellation or suspension of our license in Illinois, as a result of any failure to comply with the applicable insurance laws and regulations, may negatively impact our operating results.

Most insurance regulations are designed to protect the interests of policyholders rather than shareholders and other investors. These regulations relate to, among other things:

- approval of policy forms and premium rates;
- standards of solvency, including establishing requirements for minimum capital and surplus, and for risk-based capital;

- classifying assets as admissible for purposes of determining solvency and compliance with minimum capital and surplus requirements;
- licensing of insurers and their producers;
- advertising and marketing practices;
- restrictions on the nature, quality and concentration of investments;
- assessments by guaranty associations and mandatory pooling arrangements;
- restrictions on the ability to pay dividends;
- restrictions on transactions between affiliated companies;
- restrictions on the size of risks insurable under a single policy;
- requiring deposits for the benefit of policyholders;
- requiring certain methods of accounting;
- periodic examinations of our operations and finances;
- claims practices;
- prescribing the form and content of reports of financial condition required to be filed; and
- requiring reserves for unearned premiums, losses and other purposes.

The Illinois Department of Insurance also conducts periodic examinations of the affairs of insurance companies and requires the filing of annual and other reports relating to financial condition, holding company issues and other matters. These regulatory requirements may adversely affect or inhibit our ability to achieve some or all of our business objectives. Our last examination by the Illinois Department of Insurance was in November 2017.

In addition, regulatory authorities have relatively broad discretion to deny or revoke licenses for various reasons, including the violation of regulations. Further, changes in the level of regulation of the insurance industry or changes in laws or regulations themselves or interpretations by regulatory authorities could adversely affect our ability to operate our business.

**Our ability to manage our exposure to underwriting risks depends on the availability and cost of reinsurance coverage.**

Reinsurance is the practice of transferring part of an insurance company's liability and premium under an insurance policy to another insurance company. We use reinsurance arrangements to limit and manage the amount of risk we retain, to stabilize our underwriting results and to increase our underwriting capacity. The availability and cost of reinsurance are subject to current market conditions and may vary significantly over time. Any decrease in the amount of our reinsurance will increase our risk of loss. We may be unable to maintain our desired reinsurance coverage or to obtain other reinsurance coverage in adequate amounts and at favorable rates. If we are unable to renew our expiring coverage or obtain new coverage, it will be difficult for us to manage our underwriting risks and operate our business profitably.

It is also possible that the losses we experience on risks we have reinsured will exceed the coverage limits on the reinsurance. If the amount of our reinsurance coverage is insufficient, our insurance losses could increase substantially.

**The Company relies on information technology and telecommunication systems, and the disruption or failure of these systems, or the compromise of the security of the systems that results in the misuse of confidential information, could materially and adversely affect its business.**

The Company's business is highly dependent upon the successful and uninterrupted functioning of the information technology and telecommunication systems of ICC and its third party vendors. We have established security policies, processes and layers of defense designed to help identify and protect against intentional and unintentional misappropriation or corruption of our systems and information and disruption of our operations. Our employees participate in ongoing security awareness training focused on the prevention and identification of possible threats. We also have security measures in place which are focused on the prevention, detection and remediation of damage from computer viruses, natural disasters, unauthorized access, cyber attack and other similar disruptions.

Despite these efforts, our systems may be damaged, disrupted, or shut down due to attacks by unauthorized access, malicious software, undetected intrusion, hardware failures, or other events, and in these circumstances our disaster recovery planning may be ineffective or inadequate. Information technology security threats from user error to cybersecurity attacks are increasing in frequency and sophistication. Cybersecurity attacks may range from random attempts to coordinated and targeted attacks, including sophisticated computer crime and advanced threats. These threats pose a risk to the security of our systems and networks and the confidentiality, availability and integrity of our data. No cybersecurity attack has had a material impact on our financial condition, results of operations or liquidity. However, the potential consequences of a material cybersecurity attack include reputational damage, litigation with third parties, and increased cybersecurity protection and remediation costs. A sustained business interruption or system failure could adversely impact our ability to process our business, provide customer service, pay claims in a timely manner or perform other necessary business functions. We could also be subject to fines and penalties from a security breach. The cost to remedy a severe breach could be substantial.

**We could be adversely affected by the loss of our existing management or key employees.**

The success of our business is dependent, to a large extent, on our ability to attract and retain key employees, in particular our senior officers. Our business may be adversely affected if labor market conditions make it difficult for us to replace our current key officers with individuals having equivalent qualifications and experience at compensation levels competitive for our industry. In particular, because of the shortage of experienced underwriters and claims personnel who have experience or training in the liquor liability sector of the insurance industry, replacing key employees in that line of our business could be challenging. Our key officers include: Arron K. Sutherland, our President and Chief Executive Officer, Michael R. Smith, our Vice President – Chief Financial Officer, Norman D. Schmeichel, our Vice President – Chief Information Officer, Howard J. Beck, our Vice President – Chief Underwriting Officer, Julia B. Suiter, our Chief Legal Officer, Kathleen S. Springer, our Chief Human Resources Officer, and Rickey Plunkett, our Director of Claims. These key officers have an average of more than 20 years of experience in the property and casualty insurance industry.

We do not have agreements not to compete or employment agreements with our employees, except for our employment agreement with Mr. Sutherland and change in control agreements with certain officers, including Messrs. Smith, Schmeichel, Beck, and Plunkett and Mesdames Suiter and Springer. Each of our employment agreement with Mr. Sutherland and change in control agreements has change of control provisions that provide for certain payments and the continuation of certain benefits in the event such officer is terminated without cause or such officer voluntarily quits for good reason after a change in control.

**Losses resulting from political instability, acts of war or terrorism may negatively affect our financial and operating results.**

Numerous classes of business are exposed to terrorism related catastrophic risks. The frequency, number and severity of these losses are unpredictable. As a result, we have changed our underwriting protocols to address terrorism and the limited availability of terrorism reinsurance. However, given the uncertainty of the potential threats, we cannot be sure that we have addressed all the possibilities.

The Terrorism Risk Insurance Act of 2002, as extended by the Terrorism Risk Insurance Program Reauthorization Act of 2015, is effective through December 31, 2020. Prior to the act, insurance coverage by private insurers for losses (other than workers' compensation) arising out of acts of terrorism was severely limited. The act provides, among other things, that all licensed insurers must offer coverage on most commercial lines of business for acts of terrorism. Losses arising out of acts of terrorism that are certified as such by the Secretary of the Treasury of the United States and that exceed \$120 million for calendar year 2017 will be reimbursed by the federal government subject to a limit of \$100 billion in any year, which loss trigger increases each year by \$20 million until it reaches \$200 million in 2020 and any calendar year thereafter. Each insurance company is responsible for a deductible equal to 20% of its direct earned premiums in the previous calendar year. Our deductible is approximately \$10.4 million. For losses in excess of the deductible, the federal government will reimburse 84% of the insurer's loss, up to the insurer's proportionate share of the \$100 billion. Such reimbursement percentage will be reduced by one percentage point each year until it reaches 80%.

Notwithstanding the protection provided by reinsurance and the Terrorism Risk Insurance Act of 2002, the risk of severe losses to us from acts of terrorism has not been eliminated. Our reinsurance contracts include various limitations or exclusions limiting the reinsurers' obligation to cover losses caused by acts of terrorism. Accordingly, events constituting acts of terrorism may not be covered by, or may exceed the capacity of, our reinsurance and could adversely affect our business and financial condition.

**We could be adversely affected by any interruption to our ability to conduct business at our current location.**

Our business operations could be substantially interrupted by flooding, snow, ice, and other weather-related incidents, or from fire, power loss, telecommunications failures, terrorism, or other such events. In such an event, we may not have sufficient redundant facilities to cover a loss or failure in all aspects of our business operations and to restart our business operations in a timely manner. Any damage caused by such a failure or loss may cause interruptions in our business operations that may adversely affect our service levels and business. See *Item 1. Business — Technology*.

**Changes in accounting standards issued by the Financial Accounting Standards Board (FASB) or other standard-setting bodies may adversely affect our consolidated financial statements.**

Our consolidated financial statements are subject to the application of GAAP, which is periodically revised and/or expanded. Accordingly, we are required to adopt new or revised accounting standards from time to time issued by recognized authoritative bodies, including the FASB. It is possible that future changes we are required to adopt could change the current accounting treatment that we apply to our consolidated financial statements and that such changes could have a material effect on our financial condition and results of operations.

**Assessments and premium surcharges for state guaranty funds, second injury funds and other mandatory pooling arrangements may reduce our profitability.**

Most states require insurance companies licensed to do business in their state to participate in guaranty funds, which require the insurance companies to bear a portion of the unfunded obligations of impaired, insolvent or failed insurance companies. These obligations are funded by assessments, which are expected to continue in the future. State guaranty associations levy assessments, up to prescribed limits, on all member insurance companies in the state based on their proportionate share of premiums written in the lines of business in which the impaired, insolvent or failed insurance companies are engaged. Accordingly, the assessments levied on us may increase as we increase our written premiums. Some states also have laws that establish second injury funds to reimburse insurers and employers for claims paid to injured employees for aggravation of prior conditions or injuries. These funds are supported by either assessments or premium surcharges based on incurred losses. See *Item 1. Business — Regulation*.

In addition, as a condition to conducting business in some states, insurance companies are required to participate in residual market programs to provide insurance to those who cannot procure coverage from an insurance carrier on a negotiated basis. Insurance companies generally can fulfill their residual market obligations by, among other things, participating in a reinsurance pool where the results of all policies provided through the pool are shared by the participating insurance companies. Although we price our insurance to account for our potential obligations under these pooling arrangements, we may not be able to accurately estimate our liability for these obligations. Accordingly, mandatory pooling arrangements may cause a decrease in our profits. At December 31, 2017, we participated in mandatory pooling arrangements in three states. As we write policies in new states that have mandatory pooling arrangements, we will be required to participate in additional pooling arrangements. Further, the impairment, insolvency or failure of other insurance companies in these pooling arrangements would likely increase the liability for other members in the pool. The effect of assessments and premium surcharges or increases in such assessments or surcharges could reduce our profitability in any given period or limit our ability to grow our business. See *Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations*.



**Our operations in Mexico expose us to additional risks, which could negatively impact our business, operating results and financial condition.**

The Company utilizes resources in Mexico through operations at Estrella. These operations expose us to additional risks including currency exchange rate fluctuations. The Company is pay and is billed for services in U.S. dollars based on the exchange rate to the Mexican Peso. Any changes to the exchange rate could adversely affect our business and financial condition.

***Risk Factors Related to our Recent Initial Public Offering and Ownership of Our Common Stock***

**A small number of shareholders collectively own a substantial portion of our common stock and voting power, and, because of restrictions on their ability to buy or sell our shares, our public float will be limited.**

Collectively, the three investors who purchased shares from us pursuant to investment agreements (the Clinton-Flood Purchasers, Rock Island Investors, LLC and Tuscarora Wayne) own or exercise voting and investment control of 1.4 million of our shares, or 40% of our outstanding common stock. Pursuant to their respective purchase agreement, each investor has agreed to, among other things, vote as recommended by our board of directors (subject to limited exceptions), agree to a standstill provision, including from purchasing shares of our common stock except as provided by a contractual preemptive right, for up to seven years, agreed to restrictions on their respective ability to sell their shares of our common stock.

If and for so long as an investor beneficially owns two percent (2.0%) or more of the shares of our common stock and a standstill termination event has not occurred, the investor shall generally vote and cause to be voted all shares of common stock beneficially owned by such investor (a) for persons nominated and recommended by ICC Holdings' Board of Directors for election as directors of ICC Holdings' Board of Directors and against any person nominated for election as a director by any other person or entity, and (b) as directed or recommended by ICC Holdings' Board of Directors with respect to any proposal presented at any meeting of ICC Holdings' shareholders, including, but not limited to (i) the entire slate of directors recommended for election by the ICC Holdings' Board of Directors to the shareholders of ICC Holdings at any meeting of ICC Holdings' shareholders at which any directors are elected, (ii) any shareholder proposal submitted for a vote at any meeting of ICC Holdings' shareholders, and (iii) any proposal submitted by ICC Holdings for a vote at any meeting of ICC Holdings' shareholders relating (A) to the appointment of ICC Holdings' accountants, or (B) an equity compensation plan of ICC Holdings and/or any material revisions thereto. This provision may have the effect of entrenching our board of directors and management team and may deprive a shareholder of the opportunity to sell shares to potential acquirers at a premium over prevailing prices. As a result, other shareholders may be prevented from affecting matters involving our company, including:

- the composition of our board of directors and, through it, any determination with respect to our business direction and policies, including the appointment and removal of officers;
- any determinations with respect to mergers or other business combinations;
- our acquisition or disposition of assets; and
- our corporate financing activities.

Furthermore, this concentration of voting power could have the effect of delaying, deterring or preventing a change of control or other business combination that might otherwise be beneficial to our shareholders. This significant concentration of share ownership may also adversely affect the trading price for our common stock because investors may perceive disadvantages in owning stock in a company that is controlled by a small number of shareholders.

In addition, these investors are restricted from buying or selling shares of our common stock pursuant to their respective investment agreements and, in some cases, by restrictions under applicable securities laws. For three years following the closing, each of the investors are generally prohibited from selling any shares of our common stock. Beginning on the third anniversary of the closing date, subject to our right of first refusal in favor of us, each investor could sell no more than six and one-quarter percent (6-1/4%) of the number of shares purchased at the closing of the offering every ninety days. Upon the occurrence of a death or disability of R. Kevin Clinton, no more than six and one-quarter percent (6-1/4%) of the number of shares purchased at the closing of the offering by R. Kevin Clinton and certain other purchasers who together purchased 600,000 shares of our common stock every ninety days by their trusts, estate or spouse could be sold beginning, unless an earlier date has been approved by a majority of the members of our board of directors other than R. Kevin Clinton or his replacement on our board of directors, (a) one year following such occurrence, if such event occurs during the first year following the closing date, (b) six months following such occurrence, if such event occurs during the second year following the closing date, or (c) following such occurrence, if such event occurs during the third year following the closing date. Until the expiration of the standstill provision discussed below, each investor is restricted from buying any shares of our common stock other than those acquired pursuant to their respective investment agreements and pursuant to their respective preemptive right thereunder. As a result, the liquidity of our common stock relative to what it would have been had these shares been purchased by other investors may be reduced.

For so long as an investor beneficially owns two percent (2.0%) or more of the issued and outstanding shares of our common stock, these standstill provisions will continue until the earliest of (a) the seventh anniversary of the closing of the offering, or (b) the date on which ICC Holdings includes a balance sheet in a filing with the SEC in which its “adjusted shareholders’ equity” at the end of such fiscal quarter is less than 85% of the “starting shareholders’ equity”. We received gross proceeds of \$29.1 million in the offering, using information as of December 31, 2017 as the starting shareholders’ equity, the adjusted shareholders equity would have to be \$9.5 million lower in order to trigger a termination of the standstill provisions. Following the expiration of the standstill and other provisions, if these investors retain their ownership levels, such investors together may be able to exhibit significant control over us and our management and will have significant influence over matters requiring shareholder approval, including future amendments to our amended and restated articles of incorporation or other significant or extraordinary transactions. The interests of these investors may differ from the interests of our other shareholders with respect to certain matters.

**Our Employee Stock Option Plan (ESOP) and stock-based incentive plan will increase our costs, which will reduce our income.**

Our ESOP purchased 10.0% of the shares of common stock sold in the offering with funds borrowed from us prior to the expiration of the offering. The cost of acquiring the shares of common stock for the ESOP, and therefore the amount of the loan was \$3.5 million. The loan will be repaid over a fifteen year period. We record employee stock ownership plan expense in an amount equal to the fair value of the shares of common stock committed to be released to employees under the ESOP for each year. If shares of our common stock appreciate in value over time, compensation expense relating to the employee stock ownership plan will increase.

Our board of directors adopted a stock-based incentive plan that was submitted to and approved by our shareholders in 2017. Under this plan, we may award participants restricted shares of our common stock, restricted stock units denominated in shares of our common stock, or options to purchase shares of our common stock. Restricted stock and restricted stock unit awards will be made at no cost to the participants. Restricted stock units are payable in shares of common stock or in cash in the discretion of the compensation committee. The number of shares of common stock that may be issued pursuant to restricted stock and restricted stock unit awards (to the extent that such restricted stock unit awards are not paid in cash) or upon exercise of stock option awards under the stock-based incentive plan may not exceed 10% and 4%, respectively, of the total number of shares sold in the offering.

The costs associated with the grant of restricted stock awarded under the stock-based incentive plan will be recognized and expensed over the vesting period of the award at the fair market value of the shares on the date they are awarded. If the restricted shares of common stock to be awarded under the plan are repurchased in the open market (rather than issued directly from our authorized but unissued shares of common stock) and cost the same as the purchase price in the offering, the reduction to shareholders’ equity due to the plan will be \$3.5 million. To the extent we repurchase such shares in the open market and the price of such shares exceeds the offering price of \$10.00 per share, the reduction to shareholders’ equity would exceed the range described above. Conversely, to the extent the price of such shares is below the offering price of \$10.00 per share, the reduction to shareholders’ equity would be less than the range described above. The costs associated with the grant of restricted stock unit awards to be settled in cash will similarly be recognized and expensed over their vesting period at the fair market value of the shares on the date they are awarded. However, unlike awards of restricted stock, the fair market value will be remeasured on a quarterly basis until the award vests or is otherwise settled. Therefore, in addition to reducing our net income by recording this compensation and benefit expense, increases in our stock price will increase this expense for restricted stock unit awards settled in cash, thereby further reducing our net income.

Finally, accounting rules require companies to recognize as compensation expense the award-date fair value of stock options. This compensation expense will be recognized over the appropriate service period. When we record an expense for the award of options using the fair value method, we will incur significant compensation and benefits expense, which will reduce our net income.

**The implementation of the stock-based incentive plan may dilute an individual shareholder’s percentage ownership interest and may also result in downward pressure on the price of our stock.**

The stock-based incentive plan will be funded through either open market purchases or from the issuance of authorized but unissued shares. In the event that authorized but unissued shares are used to fund restricted stock or restricted stock unit awards and the exercise of stock option awards under the plan in an amount equal to 10% and 4%, respectively, of the shares issued in a midpoint offering, shareholders would experience a reduction in ownership interest of approximately 12.3%. In addition, the number of shares of common stock available for issuance pursuant to restricted stock or restricted stock unit awards and upon exercise of stock option awards following the approval of our stock-based incentive plan may be perceived by the market as having a dilutive effect, which could lead to a decrease in the price of our common stock.

**The valuation of our common stock in the recent initial public offering is not necessarily indicative of the future price of our common stock, and the price of our common stock may decline.**

There can be no assurance that shares of our common stock will be able to be sold in the market at or above the \$10.00 per share initial offering price in the future. The final aggregate purchase price of our common stock in the offering was based upon an independent appraisal. The appraisal is not intended, and should not be construed, as a recommendation of any kind as to the advisability of purchasing shares of common stock. The valuation is based on estimates of a number of matters, all of which are subject to change from time to time. See “The Conversion and Offering — The Valuation” in our final prospectus filed with the SEC on February 13, 2017 for the factors considered by Feldman Financial in determining the appraisal.

The price of shares of our common stock may decline for many reasons, some of which are beyond our control, including among others:

- Capital market conditions generally;
- quarterly variations in our results of operations;
- changes in expectations as to our future results of operations, including financial estimates by securities analysts and investors;
- announcements by third parties of claims against us;
- changes in law and regulation;
- results of operations that vary from those expected by investors; and
- future sales of shares of our common stock.

In addition, the stock market routinely experiences substantial price and volume fluctuations that sometimes have been unrelated or disproportionate to the operating performance of companies. As a result, the trading price of shares of our common stock may be below the initial public offering price, and a shareholder may not be able to sell shares at or above the price paid to purchase them.

**Statutory provisions and our articles and bylaws may discourage takeover attempts on the Company that shareholders may believe are in their best interests or that might result in a substantial profit to them.**

We are subject to provisions of Pennsylvania corporate law and Illinois insurance law that hinder a change of control. Illinois law requires the Illinois Department of Insurance’s prior approval of a change of control of an insurance holding company. Under Illinois law, the acquisition of 10% or more of the outstanding voting stock of an insurer or its holding company is presumed to be a change in control. Approval by the Illinois Department of Insurance may be withheld even if the transaction would be in the shareholders’ best interest if the Illinois Department of Insurance determines that the transaction would be detrimental to policyholders.

Our articles of incorporation and bylaws also contain provisions that may discourage a change in control. These provisions include:

- a prohibition on a person, including a group acting in concert, from acquiring voting control of more than 10% of our outstanding stock without prior approval of the board of directors;
- a classified board of directors divided into three classes serving for successive terms of three years each;
- the prohibition of cumulative voting in the election of directors;
- the requirement that nominations for the election of directors made by shareholders and any shareholder proposals for inclusion on the agenda at any annual meeting must be made by notice (in writing) delivered or mailed to us not less than 90 days prior to the meeting;
- the prohibition of shareholders' action without a meeting and of shareholders' right to call a special meeting;
- unless otherwise waived by the board of directors, to be elected as a director, a person must be a shareholder of ICC Holdings, Inc. for the lesser of one year or the time that has elapsed since the completion of the conversion;
- the requirement imposing a mandatory tender offering requirement on a shareholder that has a combined voting power of 25% or more of the votes that our shareholders are entitled to cast;
- the requirement that certain provisions of our articles of incorporation can only be amended by an affirmative vote of shareholders entitled to cast at least 80% of all votes that shareholders are entitled to cast, unless approved by an affirmative vote of at least 80% of the members of the board of directors; and
- the requirement that certain provisions of our bylaws can only be amended by an affirmative vote of shareholders entitled to cast at least 66 2/3%, or in certain cases 80%, of all votes that shareholders are entitled to cast.

These provisions may serve to entrench management and may discourage a takeover attempt that a shareholder may consider to be in his or her best interest or in which the shareholder would receive a substantial premium over the current market price. These provisions may make it extremely difficult for any one person, entity or group of affiliated persons or entities to acquire voting control of the Company, with the result that it may be extremely difficult to bring about a change in the board of directors or management. Some of these provisions also may perpetuate present management because of the additional time required to cause a change in the control of the board. Other provisions make it difficult for shareholders owning less than a majority of the voting stock to be able to elect even a single director.

**If ICC is not sufficiently profitable, our ability to pay dividends will be limited.**

We are a separate entity with no operations of our own other than holding the stock of ICC. We depend primarily on dividends paid by ICC and any proceeds from the offering that are not contributed to ICC to pay the debt service on our existing loans and to provide funds for the payment of dividends. Following the acquisition of ICC Realty, LLC from ICC by ICC Holdings, we may receive distributions from ICC Realty, LLC. We will receive dividends only after all of ICC's obligations and regulatory requirements with the Illinois Department of Insurance have been satisfied. During any twelve-month period, the amount of dividends paid by ICC to us, without the prior approval of the Illinois Department of Insurance, may not exceed the greater of 10% of ICC's surplus as regards policyholders as reported on its most recent annual statement filed with the Illinois Department of Insurance or ICC's statutory net income as reported on such statement. We presently do not intend to pay dividends to our shareholders. If ICC is not sufficiently profitable, our ability to pay dividends in the future will be limited.

**Compliance with the requirements of the Securities Exchange Act and the Sarbanes-Oxley Act could result in higher operating costs and adversely affect our results of operations.**

With the completion of our initial public offering, we are now subject to the periodic reporting, proxy solicitation, insider trading prohibitions and other obligations imposed under the Securities Exchange Act. In addition, certain of the provisions of the Sarbanes-Oxley Act became applicable to us at the completion of the offering. Compliance with these requirements will increase our legal, accounting and other compliance costs and the cost of directors and officer's liability insurance, and will require management to devote substantial time and effort to ensure initial and ongoing compliance with these obligations. A key component of compliance under the Exchange Act is to produce quarterly and annual financial reports within prescribed time periods after the close of our fiscal year and each fiscal quarter. Historically, we have not been required to prepare such financial reports within these time periods. Failure to satisfy these reporting requirements may result in delisting of our common stock by the NASDAQ Capital Market, and inquiries from or sanctions by the SEC. Moreover, the provision of the Sarbanes-Oxley Act that requires public companies to review and report on the adequacy of their internal controls over financial reporting may be applicable to us in 2022. We expect these rules, regulations and requirements to significantly increase our accounting, legal, compliance and other costs and to make some activities more time-consuming and costly. We also will need to hire additional accounting, legal, compliance and administrative staff with experience working for public companies. We may be unable to hire such additional staff on terms that are favorable to us, or at all. In addition, such additional staff may not be able to provide such services at levels sufficient to comply with these requirements. Moreover, the rules that became applicable to us as a public company could make it more difficult and expensive for us to attract and retain qualified members of our board of directors and qualified executive officers. We also anticipate that these rules will make it more expensive for us to obtain directors' and officers' insurance, and we may be required to incur substantially higher costs to obtain such coverage. If we fail to predict these costs accurately or to manage these costs effectively, our operating results could be adversely affected.

**Failure to achieve and maintain effective internal controls in accordance with Section 404 of the Sarbanes-Oxley Act could have a material adverse effect on our ability to accurately report our financial results or prevent fraud.**

Upon completion of the offering, we became a public reporting company. The federal securities laws and regulations of the Exchange Act and the Sarbanes-Oxley Act require that we file annual, quarterly and current reports, that we maintain effective disclosure controls and procedures and internal controls over financial reporting and that we certify the adequacy of our internal controls and procedures. Before this offering, we and our independent registered public accounting firm did not, and were not required to, perform an evaluation of our internal controls over financial reporting in accordance with the provisions of the Sarbanes-Oxley Act.

**Our high price-to-earnings ratio may cause our stock to trade at less than \$10 per share in the secondary market obtained in the offering.**

Because of our relatively low returns on equity in recent reporting periods, the price-to-earnings ratio of our shares may be substantially higher than our peers. This may result in our shares trading in the secondary market at less than the \$10 per share offering price.

**If we fail to maintain the necessary requirements to be listed on the NASDAQ Capital Market, the price and liquidity of our stock may be adversely affected.**

In order to remain listed on the NASDAQ Capital Market, we must meet certain minimum requirements for our shareholders' equity, net income, the market value and number of publicly held shares, the number of shareholders, and the market price of our stock. In addition, we must have up to four market makers making a market in our stock under certain continued listing standards. Delisting from the NASDAQ Capital Market may adversely affect the market price for our stock and reduce the liquidity of our common stock, and therefore, make it more difficult for a shareholder to sell our stock. For more information regarding the reduced liquidity as a result of our agreements with the investors, see *Item 1A. Risk Factors—Risks Related to the Ownership of Our Common Stock — A small number of shareholders will collectively own a substantial portion of our common stock and voting power, and, because of restrictions on their ability to buy or sell our shares, our public float will be limited.*

**Item 1B. Unresolved Staff Comments**

None.

**Item 2. Properties**

Our headquarters are located at 225 20th Street, Rock Island, Illinois. We own this approximately 24,000 square foot facility. We also own and operate investment property comprising of 54 apartment rental units located in Moline, Rock Island, and Silvis, Illinois.

**Item 3. Legal Proceedings**

We are a party to litigation in the normal course of business. Based upon information presently available to us, we do not consider any litigation to be material. However, given the uncertainties attendant to litigation, we cannot provide assurance that our results of operations and financial condition will not be materially adversely affected by any litigation.

### Item 3A. Forward-Looking Information

The Private Securities Litigation Reform Act of 1995 (the “Reform Act”) provides a safe harbor for forward-looking statements made by or on behalf of ICC Holdings, Inc. ICC Holdings, Inc. and its representatives may, from time to time, make written or verbal forward-looking statements, including statements contained in ICC Holdings, Inc.’s filings with the Securities and Exchange Commission (SEC) and its reports to shareholders. Generally, the inclusion of the words “anticipates,” “believe,” “estimate,” “expect,” “future,” “intend,” “estimate,” “may,” “plans,” “seek,” “will,” or the negative of such terms and similar expressions identify statements that constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and that are intended to come within the safe harbor protection provided by those sections. All statements addressing operating performance, events, or developments that ICC Holdings, Inc. expects or anticipates will occur in the future, including statements relating to sales growth, earnings or earnings per share growth, and market share, as well as statements expressing optimism or pessimism about future operating results, are forward-looking statements within the meaning of the Reform Act. The forward-looking statements are and will be based on management’s then-current beliefs and assumptions regarding future events and operating performance and on information currently available to management, and are applicable only as of the dates of such statements.

Forward-looking statements involve risks, uncertainties and assumptions, including, among other things, the factors discussed under the heading “Item 1A. Risk Factors” and those listed below. Although we do not make forward-looking statements unless we believe we have a reasonable basis for doing so, we cannot guarantee their accuracy. Actual results may differ materially from those expressed in these forward-looking statements due to a number of uncertainties and risks, including the risks described in this Annual Report on Form 10-K and other unforeseen risks. Readers should not put undue reliance on any forward-looking statements. These statements speak only as of the date of this Annual Report on Form 10-K, even if subsequently made available by us on our website or otherwise, and we undertake no obligation to update or revise these statements to reflect events or circumstances occurring after the date of this Annual Report on Form 10-K.

All of these factors are difficult to predict and many are beyond our control. These important factors include those discussed under *Item 1A. Risk Factors* and those listed below:

- the potential impact of fraud, operational errors, systems malfunctions, or cybersecurity incidents;
- future economic conditions in the markets in which we compete that are less favorable than expected;
- our ability to expand geographically;
- the effects of weather-related and other catastrophic events;
- the effect of legislative, judicial, economic, demographic and regulatory events in the jurisdictions where we do business, especially changes with respect to laws, regulations and judicial decisions relating to liquor liability;
- our ability to enter new markets successfully and capitalize on growth opportunities either through acquisitions or the expansion of our producer network;
- financial market conditions, including, but not limited to, changes in interest rates and the stock markets causing a reduction of investment income or investment gains and a reduction in the value of our investment portfolio;
- heightened competition, including specifically the intensification of price competition, the entry of new competitors and the development of new products by new or existing competitors, resulting in a reduction in the demand for our products;
- the impact of acts of terrorism and acts of war;
- the effects of terrorist related insurance legislation and laws;
- changes in general economic conditions, including inflation, unemployment, interest rates and other factors;
- the cost, availability and collectability of reinsurance;
- estimates and adequacy of loss reserves and trends in loss and settlement expenses;
- changes in the coverage terms selected by insurance customers, including higher limits;
- our inability to obtain regulatory approval of, or to implement, premium rate increases;
- our ability to obtain reinsurance coverage at reasonable prices or on terms that adequately protect us;
- the potential impact on our reported net income that could result from the adoption of future auditing or accounting standards issued by the Public Company Accounting Oversight Board or the Financial Accounting Standards Board or other standard-setting bodies;
- unanticipated changes in industry trends and ratings assigned by nationally recognized rating organizations;



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- adverse litigation or arbitration results; and
- adverse changes in applicable laws, regulations or rules governing insurance holding companies and insurance companies, and environmental, tax or accounting matters including limitations on premium levels, increases in minimum capital and reserves, and other financial viability requirements, and changes that affect the cost of, or demand for our products.

Because forward-looking information is subject to various risks and uncertainties, actual results may differ materially from that expressed or implied by the forward-looking information.

ALL SUBSEQUENT WRITTEN AND ORAL FORWARD-LOOKING INFORMATION ATTRIBUTABLE TO ICC HOLDINGS, INC OR ANY PERSON ACTING ON OUR BEHALF IS EXPRESSLY QUALIFIED IN ITS ENTIRETY BY THE CAUTIONARY STATEMENTS CONTAINED OR REFERRED TO IN THIS SECTION.

### **Item 4. Mine Safety Disclosures**

Not applicable.

**Item 5. Market for Registrant’s Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities**

In March 2017, the Company completed its IPO. The Company’s common stock trades on the NASDAQ Capital Market under the symbol “ICCH.” As of March 06, 2018, there were approximately 515 registered holders of the Company’s common stock.

**Use of Proceeds from Initial Public Offering of Common Stock**

The Registration Statement on Form S-1 (File No. 333-214081) for the IPO of our common stock was declared effective by the SEC on February 14, 2017. There has been no material change in the planned use of proceeds from our initial public offering as described in our final prospectus filed with the SEC on February 13, 2017, pursuant to Rule 424(b)(4).

**Share Repurchase Plan**

In September 2017, our Board of Directors approved a \$3.0 million share repurchase program with no expiration date. The authorized repurchases will be made from time to time in either the open market or through privately negotiated transactions. The timing, volume and nature of share repurchases will be at the sole discretion of management, dependent on market conditions, applicable securities laws, and other factors, and may be suspended or discontinued at any time. No assurance can be given that any particular amount of common stock will be repurchased. All or part of the repurchases may be implemented under a Rule 10b5-1 trading plan, which would allow repurchases under pre-set terms at times when the Company might otherwise be prevented from doing so under insider trading laws or because of self-imposed blackout periods. This repurchase program may be modified, extended or terminated by the Board of Directors at any time. There were no repurchases made under this share repurchase authorization during the year ended December 31, 2017.

**Item 6. Selected Financial Data**

The following tables include selected financial data for ICC prior to the offering which closed during the first quarter of 2017. The selected statements of operations and expenses data for each of the years ended December 31, 2016 and 2015 and the selected balance sheet data as of December 31, 2016 and 2015 are derived from the audited consolidated financial statements of ICC and its subsidiaries. The selected statements of operations and expenses data for the year ended December 31, 2017 and the selected balance sheet data as of December 31, 2017 are derived from the audited consolidated financial statements of ICC Holdings, Inc. and its subsidiaries contained herein. This data should be read in conjunction with “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and our financial statements and the related notes thereto included elsewhere in this report.

We evaluate our insurance operations by monitoring certain key measures of growth and profitability. In addition to GAAP measures, we utilize certain non-GAAP financial measures that we believe are valuable in managing our business and for providing comparisons to our peers. These non-GAAP measures are loss and settlement expense ratios, expense ratios and combined ratios, written premiums, and net written premiums to statutory surplus ratio.

These historical results are not necessarily indicative of future results.

<i>(In thousands)</i>	At or for the years ended December 31,		
	2017	2016	2015
<b>Statement of Earnings Data:</b>			
Direct premiums written	\$ 53,670	\$ 51,031	\$ 49,047
Net premiums written	\$ 45,987	\$ 43,227	\$ 41,631
Net premiums earned	\$ 44,213	\$ 42,611	\$ 40,220
Net investment income	2,632	1,968	1,333
Net realized investment gains	1,008	37	81
Other income	325	255	189
Consolidated revenue	\$ 48,178	\$ 44,871	\$ 41,823
<b>Expenses:</b>			
Losses and settlement expenses	\$ 29,010	\$ 24,345	\$ 23,801
Amortization of deferred acquisition costs	7,561	7,125	6,814
Underwriting and administrative expense	9,747	8,724	7,742
Other expenses	780	690	450
Total expenses	\$ 47,098	\$ 40,884	\$ 38,806
Earnings before income taxes	\$ 1,080	\$ 3,987	\$ 3,017
Income tax expense	372	1,177	862
Net earnings	\$ 708	\$ 2,810	\$ 2,155

(In thousands)	At or for the years ended December 31,		
	2017	2016	2015
<b>Balance Sheet Data:</b>			
Total investments and cash	\$ 112,010	\$ 80,499	\$ 76,821
Premiums receivable, net of allowance	19,013	17,480	15,638
Reinsurance receivable	10,030	12,115	19,535
Total assets	152,335	122,160	123,373
Unpaid loss and settlement expenses	51,074	52,817	61,056
Unearned premiums	26,556	24,778	23,948
Total liabilities	88,234	88,560	93,208
Equity	64,101	33,600	30,166
<b>Non-GAAP Ratios:</b>			
Losses and settlement expense ratio <sup>1</sup>	65.61%	57.13%	59.18%
Expense ratio <sup>2</sup>	39.15%	37.19%	36.19%
Combined ratio <sup>3</sup>	104.76%	94.32%	95.37%
Return on average equity	1.45%	8.81%	7.28%
<b>Statutory Data:</b>			
Statutory net income	\$ 1,316	\$ 3,446	\$ 1,849
Statutory surplus	50,772	29,957	26,856
Ratio of net premiums written to statutory surplus	90.57%	144.30%	155.02%

<sup>1</sup>Calculated by dividing loss and settlement expenses by net premiums earned.

<sup>2</sup>Calculated by dividing amortization of deferred policy acquisition costs and other operating expenses including underwriting and administrative expenses by net premiums earned.

<sup>3</sup>The sum of the losses and settlement expense ratio and the expense ratio. A combined ratio of under 100% indicates an underwriting profit. A combined ratio over 100% indicates an underwriting loss.

## Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the financial statements and accompanying notes included elsewhere in this Form 10-K. Some of the information contained in this discussion and analysis or set forth elsewhere in this Form 10-K constitutes forward-looking information that involves risks and uncertainties. Please see Item 3A. *Forward-Looking Information* and Item 1A. *Risk Factors* for more information. Please see Item 1A. *Risk Factors* for a discussion of important factors that could cause actual results to differ materially from the results described, or implied by, the forward-looking statements contained herein.

### Overview

ICC is a regional property and casualty insurance company incorporated in Illinois and focused exclusively on the food and beverage industry. On the effective date of the conversion, ICC became a wholly owned subsidiary of ICC Holdings, Inc. The consolidated financial statements of ICC prior to the conversion will become the consolidated financial statements of ICC Holdings, Inc. upon completion of the conversion.

For the year ended December 31, 2017, we had direct written premium of \$53.7 million, net premiums earned of \$44.2 million, and net income of \$0.7 million. For the year ended December 31, 2016, we had direct premiums written of \$51.0 million, net premiums earned of \$42.6 million, and net income of \$2.8 million. At December 31, 2017, we had total assets of \$152.3 million and equity of \$64.1 million. At December 31, 2016 we had total assets of \$122.2 million and equity of \$33.6 million.

We are an "emerging growth company" as defined in the JOBS Act, and we may take advantage of certain exemptions from various reporting requirements that are applicable to other public companies that are not "emerging growth companies" including, but not limited to: not required to comply with the auditor attestation requirements of Section 404 of the Sarbanes-Oxley Act; reduced disclosure obligations regarding executive compensation in our periodic reports and proxy statements; exemptions from the requirements of holding an annual non-binding advisory vote on executive compensation and nonbinding stockholder approval of any golden parachute payments not previously approved.

In addition, Section 107 of the JOBS Act also provides that an "emerging growth company" can take advantage of the extended transition period provided in Section 7(a)(2)(B) of the Securities Act for complying with new or revised accounting standards. In other words, an "emerging growth company" can delay the adoption of certain accounting standards until those standards would otherwise apply to private companies. We have taken advantage of the extended transition period provided by Section 107 of the JOBS Act. We decided to comply with the effective dates for financial accounting standards applicable to emerging growth companies at a later date in compliance with the requirements in Sections 107(b)(2) and (3) of the JOBS Act. Such decision is irrevocable.

### Principal Revenue and Expense Items

We derive our revenue primarily from premiums earned, net investment income and net realized gains (losses) from investments.

#### *Gross and net premiums written*

Gross premiums written is equal to direct and assumed premiums before the effect of ceded reinsurance. Net premiums written is the difference between gross premiums written and premiums ceded or paid to reinsurers (ceded premiums written).

#### *Premiums earned*

Premiums earned is the earned portion of our net premiums written. Gross premiums written include all premiums recorded by an insurance company during a specified policy period. Insurance premiums on property and casualty insurance contracts are recognized in proportion to the underlying risk insured and are earned ratably over the duration of the policies. At the end of each accounting period, the portion of the premiums that is not yet earned is included in unearned premiums and is realized as revenue in subsequent periods over the remaining term of the policy. Our policies typically have a term of twelve months. Thus, for example, for a policy that is written on July 1, 2017, one-half of the premiums would be earned in 2017 and the other half would be earned in 2018.

*Net investment income and net realized gains (losses) on investments*

We invest our surplus and the funds supporting our insurance liabilities (including unearned premiums and unpaid loss and settlement expenses) in cash, cash equivalents, equities, fixed maturity securities and real estate. Investment income includes interest and dividends earned on invested assets. Net realized gains and losses on invested assets are reported separately from net investment income. We recognize realized gains when invested assets are sold for an amount greater than their cost or amortized cost (in the case of fixed maturity securities) and recognize realized losses when investment securities are written down as a result of an other than temporary impairment or sold for an amount less than their cost or amortized cost, as applicable. Our portfolio of investment securities is managed by an independent third party and manager specializing in the insurance industry.

ICC's expenses consist primarily of:

*Loss and settlement expense*

Loss and settlement expenses represent the largest expense item and include: (1) claim payments made, (2) estimates for future claim payments and changes in those estimates for prior periods, and (3) costs associated with investigating, defending and adjusting claims.

*Amortization of deferred policy acquisition costs and other operating expenses*

Expenses incurred to underwrite risks are referred to as policy acquisition expenses. Variable policy acquisition costs consist of commission expenses, premium taxes and certain other underwriting expenses that vary with and are primarily related to the writing and acquisition of new and renewal business. These policy acquisition costs are deferred and amortized over the effective period of the related insurance policies. Fixed policy acquisition costs, referred to herein as underwriting and administrative expenses are expensed as incurred. These costs include salaries, rent, office supplies, and depreciation. Other operating expenses consists primarily of information technology costs, accounting and internal control salaries, as well as audit and legal expenses.

*Income taxes*

We use the asset and liability method of accounting for income taxes. Deferred income taxes arise from the recognition of temporary differences between financial statement carrying amounts and the tax bases of our assets and liabilities. A valuation allowance is provided when it is more likely than not that some portion of the deferred tax asset will not be realized. The effect of a change in tax rates is recognized in the period of the enactment date.

**Key Financial Measures**

We evaluate our insurance operations by monitoring certain key measures of growth and profitability. In addition to reviewing our financial performance based on results determined in accordance with generally accepted accounting principles in the United States (GAAP), we utilize certain non-GAAP financial measures that we believe are valuable in managing our business and for comparison to our peers. These non-GAAP measures are combined ratio, written premiums, underwriting income, the loss and settlement expense ratio, the expense ratio, the ratio of net written premiums to statutory surplus and return on average equity.

We measure growth by monitoring changes in gross premiums written and net premiums written. We measure underwriting profitability by examining losses and settlement expense, underwriting expense and combined ratios. We also measure profitability by examining underwriting income (loss) and net income (loss).

*Loss and settlement expense ratio*

The loss and settlement expense ratio is the ratio (expressed as a percentage) of loss and settlement expenses incurred to premiums earned. We measure the loss ratio on an accident year and calendar year loss basis to measure underwriting profitability. An accident year loss ratio measures loss and settlement expenses for insured events occurring in a particular year, regardless of when they are reported, as a percentage of premiums earned during that year. A calendar year loss ratio measures loss and settlement expense for insured events occurring during a particular year and the change in loss reserves from prior accident years as a percentage of premiums earned during that year.

*Expense ratio*

The underwriting expense ratio is the ratio (expressed as a percentage) of amortization of deferred policy acquisition costs and other operating expenses to premiums earned, and measures our operational efficiency in producing, underwriting and administering our insurance business.

*GAAP combined ratio*

Our GAAP combined ratio is the sum of the loss and settlement expense ratio and the expense ratio and measures our overall underwriting profit. If the GAAP combined ratio is below 100%, we are making an underwriting profit. If our combined ratio is at or above 100%, we are not profitable without investment income and may not be profitable if investment income is insufficient.

*Net premiums written to statutory surplus ratio*

The net premiums written to statutory surplus ratio represents the ratio of net premiums written, after reinsurance ceded, to statutory surplus. This ratio measures our exposure to pricing errors in our current book of business. The higher the ratio, the greater the impact on surplus should pricing prove inadequate.

*Underwriting income (loss)*

Underwriting income (loss) measures the pre-tax profitability of our insurance operations. It is derived by subtracting loss and settlement expense, amortization of deferred policy acquisition costs, and underwriting and administrative expenses from earned premiums. Each of these items is presented as a caption in our statements of earnings.

*Net earnings (loss) and return on average equity*

We use net earnings (loss) to measure our profit and return on average equity to measure our effectiveness in utilizing equity to generate net income. In determining return on average equity for a given year, net earnings (loss) is divided by the average of the beginning and ending equity for that year.

**Critical Accounting Policies**

*General*

The preparation of financial statements in accordance with GAAP requires both the use of estimates and judgment relative to the application of appropriate accounting policies. We are required to make estimates and assumptions in certain circumstances that affect amounts reported in our financial statements and related footnotes. We evaluate these estimates and assumptions on an on-going basis based on historical developments, market conditions, industry trends and other information that we believe to be reasonable under the circumstances. There can be no assurance that actual results will conform to our estimates and assumptions and that reported results of operations will not be materially adversely affected by the need to make accounting adjustments to reflect changes in these estimates and assumptions from time to time. We believe the following policies are the most sensitive to estimates and judgments.

*Investments*

The Company classifies its investments in all debt and equity securities as available-for-sale.

*Available-for-Sale Securities*—Debt and equity securities are classified as available-for-sale and reported at fair value. Unrealized gains and losses on these securities are excluded from net earnings but are recorded as a separate component of comprehensive earnings and policyholders' equity, net of deferred income taxes.

*Other Than Temporary Impairment*—Under current accounting standards, an OTTI write-down of debt securities, where fair value is below amortized cost, is triggered by circumstances where (1) an entity has the intent to sell a security, (2) it is more likely than not that the entity will be required to sell the security before recovery of its amortized cost basis or (3) the entity does not expect to recover the entire amortized cost basis of the security. If an entity intends to sell a security or if it is more likely than not the entity will be required to sell the security before recovery, an OTTI write-down is recognized in earnings equal to the difference between the security's amortized cost and its fair value. If an entity does not intend to sell the security or it is not more likely than not that it will be required to sell the security before recovery, the OTTI write-down is separated into an amount representing the credit loss, which is recognized in earnings, and the amount related to all other



factors, which is recognized in other comprehensive income. Impairment losses result in a reduction of the underlying investment's cost basis.

The Company regularly evaluates its fixed income and equity securities using both quantitative and qualitative criteria to determine impairment losses for other-than-temporary declines in the fair value of the investments. The following are the key factors for determining if a security is other-than-temporarily impaired:

- The extent to which the fair value is less than cost,
- The assessment of significant adverse changes to the cash flows on a fixed income investment,
- The occurrence of a discrete credit event resulting in the issuer defaulting on a material obligation, the issuer seeking protection from creditors under the bankruptcy laws, the issuer proposing a voluntary reorganization under which creditors are asked to exchange their claims for cash or securities having a fair value substantially lower than par value,
- The probability that the Company will recover the entire amortized cost basis of the fixed income securities prior to maturity,
- The ability and intent to hold fixed income securities until maturity or
- For equity securities, the expectation of recovery to cost within a reasonable period of time.

Quantitative and qualitative criteria are considered during this process to varying degrees depending on the sector the analysis is being performed:

*Corporates*—The Company performs a qualitative evaluation of holdings that fall below the price threshold. The analysis begins with an opinion of industry and competitive position. This includes an assessment of factors that enable the profit structure of the business (e.g., reserve profile for exploration and production companies), competitive advantage (e.g., distribution system), management strategy, and an analysis of trends in return on invested capital. Analysts may also review other factors to determine whether an impairment exists including liquidity, asset value cash flow generation, and industry multiples.

*Municipals*—The Company analyzes the screened impairment candidates on a quantitative and qualitative basis. This includes an assessment of the factors that may be contributing to the unrealized loss and whether the recovery value is greater or less than current market value.

*Structured Securities*—The “stated assumptions” analytic approach relies on actual 6-month average collateral performance measures (voluntary prepayment rate, gross default rate, and loss severity) sourced through third party data providers or remittance reports. The analysis applies the stated assumptions throughout the remaining term of the transaction using forecasted cash flows, which are then applied through the transaction structure (reflecting the priority of payments and performance triggers) to determine whether there is a loss to the security (“Loss to Tranche”). For securities or sectors for which no actual loss or minimal loss has been observed (certain Prime Residential Mortgage Backed Securities (RMBS) and Commercial Mortgage Backed Securities (CMBS), for example), sector-based assumptions are applied or an alternative quantitative or qualitative analysis is performed.

*Property Held for Investment*—Property held for investment purposes is initially recorded at the purchase price, which is generally fair value, and is subsequently reported at cost less accumulated depreciation. Buildings are depreciated on a straight-line bases over the estimated useful lives of the building, which we estimate to be 39 years. Income from property held for investment is reported as net investment income

*Investment Income*—Interest on fixed maturities and short-term investments is credited to earnings on an accrual basis. Premiums and discounts are amortized or accreted over the lives of the related fixed maturities. Dividends on equity securities are credited to earnings on the ex-dividend date. Realized gains and losses on disposition of investments are based on specific identification of the investments sold on the settlement date, which does not differ significantly from trade date accounting.

#### *Cash and Cash Equivalents*

Cash consists of uninvested balances in bank accounts. Cash equivalents consist of investments with original maturities of 90 days or less, primarily AAA-rated prime and government money market funds. Cash equivalents are carried at cost, which approximates fair value. The Company has not experienced losses on these instruments.

*Loss and Settlement Expense Reserves*

We maintain reserves for the payment of claims (incurred losses) and expenses related to adjusting those claims (loss settlement expenses). Our loss reserves consist of case reserves, which are reserves for claims that have been reported to us, loss settlement expense reserve, which includes all defense and litigation-related expenses, whether internal or external to us, and reserves for claims that have been incurred but have not yet been reported or for case reserve deficiencies or redundancies (IBNR).

When a claim is reported to us, our claims personnel establish a case reserve for the estimated amount of the ultimate payment. The amount of the loss reserve for the reported claim is based primarily upon a claim-by-claim evaluation of coverage, liability, injury severity or scope of property damage, and any other information considered pertinent to estimating the exposure presented by the claim. Each claim is settled individually based upon its merits, and some claims may take years to settle, especially if legal action is involved. Case reserves are reviewed on a regular basis and are updated as new data becomes available.

In addition to case reserves, we maintain an estimate of reserves for loss and settlement expenses incurred but not reported. Some claims may not be reported for several years. As a result, the liability for unpaid loss and settlement expense reserves includes significant estimates for IBNR.

We utilize an independent actuary to assist with the estimation of our loss and settlement expense reserves bi-annually. This actuary prepares estimates of the ultimate liability for unpaid losses and settlement expenses based on established actuarial methods described below. Our management reviews these estimates and supplements the actuarial analysis with information not fully incorporated into the actuarially based estimate, such as changes in the external business environment and changes in internal company processes and strategy. We may adjust the actuarial estimates based on this supplemental information in order to arrive at the amount recorded in the financial statements.

*Reserving Methods*

In developing our loss and settlement expense reserve estimates, we relied upon five widely used and accepted loss reserving methods (described below). Based on the deemed predictive qualities of each of the applied methods, we selected estimated ultimates by year in order to determine our reserve estimates. Our estimates can be considered actuarial central estimates, which means that they represent an expected value over the range of reasonably possible outcomes.

*Loss Development Methods (Paid and Incurred Loss and Settlement Expense)*—Loss development ultimates are determined by multiplying current reported values by cumulative loss development factors. Incremental loss development factors are determined by analyzing historical development of losses and assuming that future development will mimic historical. Cumulative development factors are calculated from the selection of incremental factors.

This method is also applied to incurred settlement expense to incurred loss ratios and paid settlement expense to paid loss ratios to estimate ultimate settlement expense.

Loss development methods are particularly appropriate when historical loss development patterns have been relatively stable and can be predicted with reasonable accuracy.

*Expected Loss Ratio Method*— The expected loss ratio method applies a selected ultimate loss ratio to premium to determine ultimate losses and settlement expenses. Expected loss ratios for 2007 and prior were selected based on the results of the loss development methods discussed above, industry experience, actual loss experience of ICC to date and general industry conditions. Beginning with 2008, expected loss ratios have been calculated based on the prior expected loss ratios, rate changes and loss trend.

*Bornhuetter-Ferguson (B-F) Methods (Paid and Incurred Loss)*—The Loss Development Methods rely heavily on data as of the most recent evaluation date, and a relatively small swing in early reported (or paid) losses may result in a large swing in the ultimate loss projections. Therefore, other methods may also be considered.

The B-F Methods offer a blend of stability and responsiveness by estimating ultimate losses as a weighted combination of an expected loss estimate and current loss data. The weight applied to the expected loss estimate is based on the appropriate cumulative loss development factor from the Loss Development Methods. This percentage is multiplied by expected losses to determine expected future development. This estimate of future loss development is then added to losses as of the current evaluation date to project ultimate losses.

*A&OE Method*—During 2012, we began to implement a new approach to reserving for unpaid Adjusting & Other Expenses (A&OE). This method is referred to as the “Wendy Johnson Method” where historical A&OE payments are measured against certain claim units to develop an average rate for projecting into future years. These claim units are defined as a means of measuring the overall level of claim activity in a year as follows:

$$\text{Units} = 2 \times (\text{Newly Reported Claims in Year } X) + (\text{Number of Claims Open at Start of Year } X)$$

Future A&OE costs are projected by inflating the selected average A&OE per unit rate, 1.0% annually, against future units calculated by claims runoff patterns.

#### *Range of Estimates*

In addition to our actuarial central estimate, we have also developed a range of estimates. This range is not designed to represent minimum or maximum possible outcomes. It is developed to represent low and high ends for a reasonable range of expected outcomes given the selection of alternative, but reasonable assumptions. Actual results may fall outside of this range.

High and low net reserve estimates were developed by stressing our expected loss ratio and loss development factor selections. By applying a factor to increase (and decrease) these assumptions, we developed high (and low) ultimate loss and settlement expense estimates. These estimates, along with paid and incurred loss information, result in a range of reserves. The gross reserve range is based on selected percentages which produce a range which is slightly wider than the net range.

We estimate IBNR reserves by first deriving an actuarially based estimate of the ultimate cost of total loss and settlement expenses incurred by line of business as of the financial statement date. We then reduce the estimated ultimate loss and settlement expenses by loss and settlement expense payments and case reserves carried as of the financial statement date. The actuarially determined estimate is based upon indications from one of the above actuarial methodologies or uses a weighted average of these results. The specific method used to estimate the ultimate losses for individual lines of business, or individual accident years within a line of business, will vary depending on the judgment of the actuary as to what is the most appropriate method for a line of business’ unique characteristics. Finally, we consider other factors that impact reserves that are not fully incorporated in the actuarially based estimate, such as changes in the external business environment and changes in internal company processes and strategy.

The process of estimating loss reserves involves a high degree of judgment and is subject to a number of variables. These variables can be affected by both internal and external events, such as changes in claims handling procedures, economic inflation, legal trends, and legislative changes, among others. The impact of many of these items on ultimate costs for claims and claim adjustment expenses is difficult to estimate. Loss reserve estimation difficulties also differ significantly by line of business due to differences in claim complexity, the volume of claims, the potential severity of individual claims, the determination of occurrence date for a claim, and reporting lags (the time between the occurrence of the policyholder event and when it is actually reported to the insurer). Informed judgment is applied throughout the process, including the application of various individual experiences and expertise to multiple sets of data and analyses. We continually refine our loss reserve estimates in a regular ongoing process as historical loss experience develops and additional claims are reported and settled. We consider all significant facts and circumstances known at the time loss reserves are established.

Due to the inherent uncertainty underlying loss reserve estimates, final resolution of the estimated liability for loss and settlement expenses may be higher or lower than the related loss reserves at the reporting date. Therefore, actual paid losses, as claims are settled in the future, may be materially higher or lower in amount than current loss reserves. We reflect adjustments to loss reserves in the results of operations in the period the estimates are changed.

We accrue liabilities for unpaid loss and settlement expenses based upon estimates of the ultimate amount payable.

#### *Policy Acquisition Costs and Other Operating Expenses*

The Company defers commissions, premium taxes, and certain other costs that are incrementally or directly related to the successful acquisition of new or renewal insurance contracts. Acquisition-related costs may be deemed ineligible for deferral when they are based on contingent or performance criteria beyond the basic acquisition of the insurance contract or when efforts to obtain or renew the insurance contract are unsuccessful. All eligible costs are capitalized and charged to expense in proportion to premium revenue recognized. The method followed in computing deferred policy acquisition costs limits the amount of such deferred costs to their estimated realizable value. This deferral methodology applies to both gross and ceded

premiums and acquisition costs. Other operating expenses consist primarily of information technology costs, accounting and internal control salaries, as well as audit and legal expenses.

#### *Premiums*

Premiums are recognized ratably over the term of the contracts, net of ceded reinsurance. Unearned premiums represent the portion of premiums written relative to the unexpired terms of coverage. Unearned premiums are calculated on a daily pro rata basis.

#### *Reinsurance*

Ceded unearned premiums and reinsurance balances recoverable on paid and unpaid losses and settlement expenses are reported separately as assets instead of being netted with the related liabilities, since reinsurance does not relieve us of our legal liability to our policyholders.

Quarterly, the Company monitors the financial condition of its reinsurers. The Company's monitoring efforts include, but are not limited to, the review of annual summarized financial data and analysis of the credit risk associated with reinsurance balances recoverable by monitoring the A.M. Best and Standard & Poor's (S&P) ratings. In addition, the Company subjects its reinsurance recoverables to detailed recoverable tests, including an analysis based on average default by A.M. Best rating. Based upon the review and testing, the Company's policy is to charge to earnings, in the form of an allowance, an estimate of unrecoverable amounts from reinsurers. This allowance is reviewed on an ongoing basis to ensure that the amount makes a reasonable provision for reinsurance balances that the Company may be unable to recover.

#### *Income Taxes*

The Company files a consolidated federal income tax return. Federal income taxes are accounted for using the asset and liability method under which deferred income taxes are recognized for the tax consequences of "temporary differences" by applying enacted statutory tax rates applicable to future years to differences between the financial statement carrying amounts and the tax bases of existing assets and liabilities, operating losses and tax credit carry forwards. The effect on deferred taxes for a change in tax rates is recognized in income in the period that includes the enactment date. Deferred tax assets are reduced by a valuation allowance if it is more likely than not all or some of the deferred tax assets will not be realized.

The Company considers uncertainties in income taxes and recognizes those in its financial statements as required. As it relates to uncertainties in income taxes, unrecognized tax benefits, including interest and penalty accruals, are not considered material to the consolidated financial statements. Also, no tax uncertainties are expected to result in significant increases or decreases to unrecognized tax benefits within the next 12-month period. Penalties and interest related to income tax uncertainties, should they occur, would be included in income tax expense in the period in which they are incurred.

As an insurance company, the Company is subject to minimal state income tax liabilities. On a state basis, since the majority of income is from insurance operations, the Company pays premium taxes in lieu of state income tax. Premium taxes are a component of policy acquisition costs and calculated as a percentage of gross premiums written.

#### *Comprehensive Earnings*

Comprehensive earnings include net earnings plus unrealized gains/losses on available-for-sale investment securities, net of tax. In reporting the components of comprehensive earnings on a net basis in the statement of earnings, the Company used a 21% tax rate for 2017 and 34% for all prior periods.

### **Results of Operations**

Our results of operations are influenced by factors affecting the property and casualty insurance industry in general. The operating results of the United States property and casualty insurance industry are subject to significant variations due to competition, weather, catastrophic events, regulation, general economic conditions, judicial trends, fluctuations in interest rates and other changes in the investment environment.

Our premium growth and underwriting results have been, and continue to be, influenced by market conditions. Pricing in the property and casualty insurance industry historically has been cyclical. During a soft market cycle, price competition is more significant than during a hard market cycle and makes it difficult to attract and retain properly priced commercial business. A hard market typically has a positive effect on premium growth.

The major components of operating revenues and net earnings (loss) are as follows:

<i>(In thousands)</i>	For the year ended	
	December 31,	
	2017	2016
<b>Revenues</b>		
Total premiums earned	\$ 44,213	\$ 42,611
Investment income, net of investment expense	2,632	1,968
Realized investment gains (losses), net	1,008	37
Other income	325	255
Total revenues	\$ 48,178	\$ 44,871
<b>Summarized components of net earnings</b>		
Underwriting (loss) income <sup>1</sup>	\$ (2,105)	\$ 2,417
Investment income, net of investment expense	2,632	1,968
Realized investment gains, net	1,008	37
Other income	325	255
General corporate expenses	555	464
Interest expense	225	226
Earnings, before income taxes	1,080	3,987
Income tax expense	372	1,177
Net earnings	\$ 708	\$ 2,810
Total other comprehensive earnings	706	624
Comprehensive earnings	\$ 1,414	\$ 3,434

<sup>1</sup>Calculated by subtracting the sum of loss and settlement expenses (2017 - \$29,010 and 2016 - \$24,345) and policy and acquisition costs and other operating expenses (2017 - \$17,308 and 2016 - \$15,849) from net premiums earned (2017 - \$44,213 and 2016 - \$42,611).

#### **Year Ended December 31, 2017 Compared to Year Ended December 31, 2016**

##### *Premiums*

Direct premiums written increased by \$2.7 million, or 5.3%, primarily from organic growth from 2016 to 2017, while net written premium increased by \$2.8, or 6.5%, during the same period. Net premiums earned grew by \$1.6 million, or 3.8%, for the year ended December 31, 2017 as compared to 2016 primarily due to increased organic growth.

For the years ended December 31, 2017, and 2016, we ceded to reinsurers \$7.9 million of earned premiums. Ceded earned premiums as a percent of direct premiums written were 14.8% in 2017, and 15.5% in 2016. This favorable, slight decrease is a result of not placing 100% of the first property XOL in 2017.

Premiums are earned ratably over the term of the policy whereas written premiums are reflected on the effective date of the policy.

##### *Other income*

Substantially all other income is derived from policies we write and represents additional charges to policyholders for services outside of the premium charge, such as installment billing or policy issuance costs. Other income grew by \$70,000, or 27.5%, in 2017 as compared to 2016 primarily as a result of the growth in premium volume.

*Unpaid Losses and Settlement Expenses*

The following table details our unpaid losses and settlement expenses.

<i>(In thousands)</i>	2017	2016
Unpaid losses and settlement expense - beginning of the period:		
Gross	\$ 52,817	\$ 61,056
Less: Ceded	12,115	19,158
Net	40,702	41,898
Increase (decrease) in incurred losses and settlement expense:		
Current year	29,801	25,620
Prior years	(791)	(1,275)
Total incurred	29,010	24,345
Deduct: Loss and settlement expense payments for claims incurred:		
Current year	11,577	7,649
Prior years	17,091	17,892
Total paid	28,668	25,541
Net unpaid losses and settlement expense - end of the period	41,044	40,702
Plus: Reinsurance recoverable on unpaid losses	10,030	12,115
Gross unpaid losses and settlement expense - end of the period	<u>\$ 51,074</u>	<u>\$ 52,817</u>

Differences from the initial reserve estimates emerged as changes in the ultimate loss estimates as those estimates were updated through the reserve analysis process. The recognition of the changes in initial reserve estimates occurred over time as claims were reported, initial case reserves were established, initial reserves were reviewed in light of additional information and ultimate payments were made on the collective set of claims incurred as of that evaluation date. The new information on the ultimate settlement value of claims is updated until all claims in a defined set are settled. As a small specialty insurer with a niche product portfolio, our experience will ordinarily exhibit fluctuations from period to period. While management attempts to identify and react to systematic changes in the loss environment, management must also consider the volume of experience directly available to us and interpret any particular period's indications with a realistic technical understanding of the reliability of those observations.

For calendar year 2017, the Company experienced favorable development relative to prior years' reserve estimates in both its property and casualty lines of business primarily from the 2016 accident year. Workers' Compensation and Business Property were the largest contributors to the favorable development, partially offset by adverse development in Business Liability.

For calendar year 2016, we experienced favorable development relative to prior years' reserve estimates in the casualty line of business primarily from the 2015 accident year. Liquor Liability and Workers' Compensation were the largest contributors to the favorable development, partially offset by adverse development in BOP Liability.

*Policy Acquisition Costs and Other Operating Expenses and the Expense Ratio*

Policy acquisition costs are costs we incur to issue policies, which include commissions, premium taxes, underwriting reports, and underwriter compensation costs. The Company offsets the direct commissions it pays with ceded commissions it receives from reinsurers. Other operating expenses consist primarily of information technology costs, accounting and internal control salaries, as well as audit and legal expenses. Policy acquisition costs and other operating expenses increased by \$1,459,000, or 9.2%.

Our expense ratio is calculated by dividing the sum of policy acquisition costs and operating expenses by net earned premiums. We use the expense ratio to evaluate the operating efficiency of our consolidated operations. Costs that cannot be readily identifiable as a direct cost of a product line remain in Corporate and Other.

Our expense ratio increased 196 basis points from 37.19% to 39.15% for the year ended December 31, 2017 as compared to 2016, due primarily to the additional costs associated with operating as a public company which did not occur in previous years.

*General Corporate Expenses*

General corporate expenses consist primarily of occupancy costs, such as rent and utilities. These costs are largely fixed and, therefore, do not vary significantly with premium volume but do vary with the Company's changes in properties held for investment. Accordingly, our general corporate expenses increased by \$91,000, or 19.6%, in 2017 as compared to 2016.

*Investment Income*

Our investment portfolio consisted of 87.8% and 86.8% of readily marketable, investment-grade fixed-maturity securities as of December 31, 2017 and 2016, respectively. The remainder of the portfolio is comprised of rental real estate, common and preferred stock. Net investment income is primarily comprised of interest earned and dividends paid on these securities and rental income on investment real estate, net of related investment expenses, and excludes realized gains and losses.

Net investment income increased by \$664,000 for the year ended December 31, 2017 as compared to 2016, primarily from the growth of the investment portfolio. Average invested assets for 2017 were \$96.3 million compared to \$78.7 million for 2016, an increase of \$17.6 million, or 22.4%. The increase in the portfolio was primarily due to proceeds from the initial public offering that closed on March 24, 2017.

For additional information, see *Item 1. Business — Investments* above.

*Interest Expense*

Interest expense was relatively flat, decreasing to \$225,000 for the year ended December 31, 2017 from \$226,000 for the year ended December 31, 2016.

*Income Tax Expense*

We reported income tax expense of \$0.4 million in 2017, as compared to \$1.2 million in 2016. The Company had historically recorded its deferred tax assets and liabilities using the statutory federal tax rate of 34%. The Public Law no. 115-97, an Act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018 (Tax Act) was signed into law on December 22, 2017 and lowered the federal corporate tax rate to 21% effective January 1, 2018. As a result, the Company revalued deferred tax items as of year-end 2017 to reflect the lower rate. The revaluation of deferred tax items increased income tax expense by \$152,000. Total income tax expense decreased in 2017 due to a decrease in earnings before income taxes in 2017 compared to 2016.

The Company has not established a valuation allowance against any of the net deferred tax assets.



**Financial Position**

The major components of our assets and liabilities are as follows:

(In thousands)	As of	
	December 31, 2017	December 31, 2016
<b>Assets</b>		
Investments and cash:		
Available for sale securities, at fair value		
Fixed maturity securities (amortized cost - \$87,773 at 12/31/2017 and \$62,929 at 12/31/2016)	\$ 89,605	\$ 64,134
Common Stocks (cost - \$7,631 at 12/31/2017 and \$6,312 at 12/31/2016)	8,534	6,983
Preferred Stocks (cost - \$3,783 at 12/31/2017 and \$2,925 at 12/31/2016)	3,867	2,798
Property held for investment, at cost, net of accumulated depreciation of \$127 at 12/31/2017 and \$51 at 12/31/2016	3,127	2,207
Cash and cash equivalents	6,877	4,377
<b>Total investments and cash</b>	<b>112,010</b>	<b>80,499</b>
Accrued investment income	687	524
Premiums and reinsurance balances receivable, net of allowances for uncollectible amounts of \$50 at 12/31/2017 and 12/31/2016	19,013	17,480
Ceded unearned premiums	275	271
Reinsurance balances recoverable on unpaid losses and settlement expenses, net of allowances for uncollectible amounts of \$0 at 12/31/2017 and 12/31/2016	10,030	12,115
Current federal income taxes	573	149
Net deferred federal income taxes	349	888
Deferred policy acquisition costs, net	4,592	4,163
Property and equipment, at cost, net of accumulated depreciation of \$4,896 at 12/31/2017 and \$4,308 at 12/31/2016	3,504	3,720
Other assets	1,302	2,351
<b>Total assets</b>	<b>\$ 152,335</b>	<b>\$ 122,160</b>
<b>Liabilities and Equity</b>		
Liabilities:		
Unpaid losses and settlement expenses	\$ 51,074	\$ 52,817
Unearned premiums	26,556	24,778
Reinsurance balances payable	327	110
Corporate debt	4,339	3,787
Accrued expenses	4,274	4,827
Other liabilities	1,664	2,241
<b>Total liabilities</b>	<b>88,234</b>	<b>88,560</b>
Equity:		
Common stock <sup>1</sup>	35	—
Additional paid-in capital	32,333	—
Accumulated other comprehensive earnings, net of tax	2,227	1,154
Retained earnings	32,787	32,446
Less: Unearned ESOP shares at cost (2017 - 328,122 shares and 2016 - 0 shares)	(3,281)	—
<b>Total equity</b>	<b>64,101</b>	<b>33,600</b>
<b>Total liabilities and equity</b>	<b>\$ 152,335</b>	<b>\$ 122,160</b>

<sup>1</sup>Common stock securities consist of exchange trade funds (ETF) made up primarily of Dividends Select and the S&P 500

*Unpaid Losses and Settlement Expense*

Our reserves for unpaid loss and settlement expense are summarized below:

<i>(In thousands)</i>	As of December 31,	As of December 31,
	2017	2016
Case reserves	\$ 19,997	\$ 20,171
IBNR reserves	21,047	20,531
Net unpaid losses and settlement expense	41,044	40,702
Reinsurance recoverable on unpaid loss and settlement expense	10,030	12,115
Reserves for unpaid loss and settlement expense	\$ 51,074	\$ 52,817

Actuarial Ranges

The selection of the ultimate loss is based on information unique to each line of business and accident year and the judgment and expertise of our actuary and management.

The following table provides case and IBNR reserves for losses and settlement expenses as of December 31, 2017 and 2016.

**As of December 31, 2017**

<i>(In thousands)</i>	Case Reserves	IBNR Reserves	Total Reserves	Actuarially Determined Range of Estimates	
				Low	High
Commercial liability	\$ 14,763	\$ 15,384	\$ 30,147		
Property	1,789	4,303	6,092		
Other	3,445	1,360	4,805		
Total net reserves	19,997	21,047	41,044	\$ 36,295	\$ 41,383
Reinsurance recoverables	5,403	4,627	10,030	9,314	12,361
Gross reserves	\$ 25,400	\$ 25,674	\$ 51,074	\$ 45,609	\$ 53,744

**As of December 31, 2016**

<i>(In thousands)</i>	Case Reserves	IBNR Reserves	Total Reserves	Actuarially Determined Range of Estimates	
				Low	High
Commercial liability	\$ 15,627	\$ 14,655	\$ 30,282		
Property	2,652	4,036	6,688		
Other	1,892	1,840	3,732		
Total net reserves	20,171	20,531	40,702	\$ 36,178	\$ 41,107
Reinsurance recoverables	7,595	4,520	12,115	9,431	12,637
Gross reserves	\$ 27,766	\$ 25,051	\$ 52,817	\$ 45,609	\$ 53,744

Our actuary determined a range of reasonable reserve estimates which reflect the uncertainty inherent in the loss reserve process. This range does not represent the range of all possible outcomes. We believe that the actuarially-determined ranges represent reasonably likely changes in the loss and settlement expense estimates, however actual results could differ significantly from these estimates. The range was determined by line of business and accident year after a review of the output generated by the various actuarial methods utilized. The actuary reviewed the variance around the select loss reserve estimates for each of the actuarial methods and selected reasonable low and high estimates based on his knowledge and judgment. In making these judgments the actuary typically assumed, based on his experience, that the larger the reserve the less volatility and that property reserves would exhibit less volatility than casualty reserves. In addition, when selecting these low and high estimates, the actuary considered:

- historical industry development experience in our business line;
- historical company development experience;
- the impact of court decisions on insurance coverage issues, which can impact the ultimate cost of settling claims;

- changes in our internal claims processing policies and procedures; and
- trends and risks in claim costs, such as risk that medical cost inflation could increase.

Our actuary is required to exercise a considerable degree of judgment in the evaluation of all of these and other factors in the analysis of our loss and settlement expense reserves, and related range of anticipated losses. Because of the level of uncertainty impacting the estimation process, it is reasonably possible that different actuaries would arrive at different conclusions. The method of determining the reserve range has not changed and the reserve range generated by our actuary is consistent with the observed development of our loss reserves over the last few years.

The width of the range in reserves arises primarily because specific losses may not be known and reported for some period and the ultimate losses paid and settlement expenses incurred with respect to known losses may be larger than currently estimated. The ultimate frequency or severity of these claims can be very different than the assumptions we used in our estimation of ultimate reserves for these exposures.

Specifically, the following factors could impact the frequency and severity of claims, and therefore, the ultimate amount of loss and settlement expense paid:

- the rate of increase in labor costs, medical costs, and material costs that underlie insured risks;
- development of risk associated with our expanding producer relationships and our growth in new states or states where we currently have small market share; and
- impact of changes in laws or regulations.

The estimation process for determining the liability for unpaid loss and settlement expense inherently results in adjustments each year for claims incurred (but not paid) in preceding years. Negative amounts reported for claims incurred related to prior years are a result of claims being settled for amounts less than originally estimated (favorable development). Positive amounts reported for claims incurred related to prior years are a result of claims being settled for amounts greater than originally estimated (unfavorable development). For the years ended December 31, 2017 and 2016, we experienced favorable development of \$0.8 million and \$1.3 million, respectively.

Potential for variability in our reserves is evidenced by this development. As further illustration of reserve variability, we initially estimated unpaid loss and settlement expense net of reinsurance at the end of 2016 at \$40.7 million. As of December 31, 2017, that amount was re-estimated at \$39.9 million, which is \$0.8 million, or 2.0%, lower than the initial estimate.

As discussed earlier, the estimation of our reserves is based on several actuarial methods, each of which incorporates many quantitative assumptions. The judgment of the actuary plays an important role in selecting among various loss development factors and selecting the appropriate method, or combination of methods, to use for a given accident year. The ranges presented above represent the expected variability around the actuarially determined central estimate. The total range around our actuarially determined estimate varies from (6.2)% to 7.0%. As shown in the table below, since 2012 the variance in our originally estimated accident year loss reserves has ranged from (10.6%) deficient to 12.9% redundant as of December 31, 2017.

**Recent Variabilities of Incurred Losses and Settlement Expense, Net of Reinsurance**

<i>(In thousands)</i>	<b>Accident Year Data</b>				
	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
As originally estimated	\$ 19,276	\$ 22,064	\$ 22,267	\$ 24,293	\$ 25,619
As estimated at December 31, 2017	19,267	22,381	24,618	21,161	22,825
Net cumulative redundancy (deficiency)	\$ 9	\$ (317)	\$ (2,351)	\$ 3,132	\$ 2,794
% redundancy (deficiency)	0.0%	(1.4)%	(10.6)%	12.9%	10.9%

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The table below summarizes the impact on equity, net of tax, from changes in estimates of net unpaid loss and settlement expense:

<i>(In thousands)</i>	December 31,			
	2017		2016	
	Aggregate Loss and Settlement Reserve	Percentage Change in Equity	Aggregate Loss and Settlement Reserve	Percentage Change in Equity
<b>Reserve Range for Unpaid Losses and Settlement Expense</b>				
Low End	\$ 36,295	5.9%	\$ 36,178	8.9%
Recorded	41,044	0.0%	40,702	0.0%
High End	41,383	(0.4)%	41,107	(0.8)%

If the net loss and settlement expense reserves were recorded at the high end of the actuarially-determined range as of December 31, 2017, the loss and settlement expense reserves would increase by \$339,000 before taxes. This increase in reserves would have the effect of decreasing net income and equity as of December 31, 2017 by \$224,000. If the loss and settlement expense reserves were recorded at the low end of the actuarially-determined range, the net loss and settlement expense reserves at December 31, 2017 would be reduced by \$4.7 million with corresponding increases in net income and equity of \$3.1 million.

### *Investments*

Our fixed maturity and equity securities investments are classified as available-for-sale and carried at estimated fair value as determined by management based upon quoted market prices or a recognized pricing service at the reporting date for those or similar investments. Changes in unrealized investment gains or losses on our investments, net of applicable income taxes, are reflected directly in equity as a component of comprehensive income (loss) and, accordingly, have no effect on net income (loss). Investment income is recognized when earned, and capital gains and losses are recognized when investments are sold, or other-than-temporarily impaired.

### Corporate Bonds

Net unrealized gains in the corporate bond portfolio increased \$199,309 in 2017 from a gain of \$751,339 in 2016 to a gain of \$950,648 in 2017 as corporate spreads tightening throughout the year. In fact, corporate spreads tightened about 30 bps in 2017 as investor demand increased in anticipation of better economic data due to improving global economic activity as well as due to the possibility of U.S. tax reform.

### Municipal Bonds

As of December 31, 2017 and 2016, municipal bonds totaled \$24,763,512 and \$14,870,791, respectively with net unrealized gains of \$959,844 and \$530,948, respectively. Just under 75% of our municipal holdings reside in longer maturities (73.5% in 10yr maturities or longer). Longer municipals benefited from long interest rates dropping during the year (30 year Treasury rates down 33 bps in 2017) as well as from spreads tightening in the sector.

### Equity Securities

The equity portfolio consists of common and preferred stock. Net unrealized gains in the equity portfolio increased \$443,229 and \$949,119 in 2017 and 2016, respectively. Given the intent to hold and expectation of recovery to cost within a reasonable period of time, the Company does not consider any of its equities to be other-than-temporarily impaired.

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The fair value and unrealized losses for our securities that were temporarily impaired are as follows:

<i>(In thousands)</i>	December 31, 2017					
	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
U.S. Treasury	\$ 1,038	\$ (8)	\$ 295	\$ (5)	\$ 1,333	\$ (13)
MBS/ABS/CMBS	9,754	(24)	7,445	(200)	17,199	(224)
Corporate	5,584	(26)	2,024	(25)	7,608	(51)
Municipal	478	(2)	1,172	(15)	1,650	(17)
Total fixed maturities	16,854	(60)	10,936	(245)	27,790	(305)
Common stocks	637	(18)	—	—	637	(18)
Preferred stocks	843	(28)	521	(20)	1,364	(48)
Total temporarily impaired securities	\$ 18,334	\$ (106)	\$ 11,457	\$ (265)	\$ 29,791	\$ (371)

	December 31, 2016					
	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<i>(In thousands)</i>						
U.S. Treasury	\$ 994	\$ (6)	\$ —	\$ —	\$ 994	\$ (6)
MBS/ABS/CMBS	10,713	(257)	323	(1)	11,036	(258)
Corporate	5,476	(76)	984	(15)	6,460	(91)
Municipal	2,995	(135)	—	—	2,995	(135)
Total fixed maturities	20,178	(474)	1,307	(16)	21,485	(490)
Common stocks	—	—	446	(34)	446	(34)
Preferred stocks	2,328	(132)	—	—	2,328	(132)
Total temporarily impaired securities	\$ 22,506	\$ (606)	\$ 1,753	\$ (50)	\$ 24,259	\$ (656)

The unrealized losses as of December 31, 2017 and 2016 were primarily related to changes in the interest rate environment. Fair values of interest rate sensitive instruments may be affected by increases and decreases in prevailing interest rates which generally translate, respectively, into decreases and increases in fair values of fixed maturity investments. The fair values of interest rate sensitive instruments also may be affected by the credit worthiness of the issuer, prepayment options, relative values of other investments, the liquidity of the instrument, and other general market conditions.

We monitor our investment portfolio and review securities that have experienced a decline in fair value below cost to evaluate whether the decline is other than temporary. When assessing whether the amortized cost basis of the security will be recovered, we compare the present value of the cash flows likely to be collected, based on an evaluation of all available information relevant to the collectability of the security, to the amortized cost basis of the security. The shortfall of the present value of the cash flows expected to be collected in relation to the amortized cost basis is referred to as the “credit loss.” If there is a credit loss, the impairment is considered to be other-than-temporary. If we identify that an other-than-temporary impairment loss has occurred, we then determine whether we intend to sell the security, or if it is more likely than not that we will be required to sell the security prior to recovering the amortized cost basis less any current-period credit losses. If we determine that we do not intend to sell, and it is not more likely than not that we will be required to sell the security, the amount of the impairment loss related to the credit loss will be recorded in earnings, and the remaining portion of the other-than-temporary impairment loss will be recognized in other comprehensive income (loss), net of tax. If we determine that we intend to sell the security, or that it is more likely than not that we will be required to sell the security prior to recovering its amortized cost basis less any current-period credit losses, the full amount of the other-than-temporary impairment will be recognized in earnings.

For the year ended December 31, 2017, the Company incurred \$57,000 of OTTI losses on an ETF included in common stock that was impaired during the second quarter of 2017 and subsequently sold during in the third quarter of 2017. During 2016 the Company recognized \$213,000 of OTTI losses on two securities that were impaired and subsequently sold during the last three months of 2016. Adverse investment market conditions, or poor operating results of underlying investments, could result in impairment charges in the future.

We use quoted values and other data provided by independent pricing services in our process for determining fair values of our investments. The evaluations of such pricing services represent an exit price and a good faith opinion as to what a buyer in the marketplace would pay for a security in a current sale. This pricing service provides us with one quote per instrument. For fixed maturity securities that have quoted prices in active markets, market quotations are provided. For fixed maturity securities that do not trade on a daily basis, the independent pricing service prepares estimates of fair value using a wide array of observable inputs including relevant market information, benchmark curves, benchmarking of like securities, sector groupings, and matrix pricing. The observable market inputs that our independent pricing service utilizes may include (listed in order of priority for use) benchmark yields, reported trades, broker-dealer quotes, issuer spreads, two-sided markets, benchmark securities, market bids/offers, and other reference data on markets, industry, and the economy. Additionally, the independent pricing service uses an option adjusted spread model to develop prepayment and interest rate scenarios. The pricing service did not use broker quotes in determining fair values of our investments.

Should the independent pricing service be unable to provide a fair value estimate, we would attempt to obtain a non-binding fair value estimate from a number of broker-dealers and review this estimate in conjunction with a fair value estimate reported by an independent business news service or other sources. In instances where only one broker-dealer provides a fair value for a fixed maturity security, we use that estimate. In instances where we are able to obtain fair value estimates from more than one broker-dealer, we would review the range of estimates and would select the most appropriate value based on the facts and circumstances. Should neither the independent pricing service nor a broker-dealer provide a fair value estimate, we would develop a fair value estimate based on cash flow analyses and other valuation techniques that utilize certain unobservable inputs. Accordingly, we would classify such a security as a Level 3 investment.

The fair value estimates of our investments provided by the independent pricing service at December 31, 2017 and December 31, 2016, respectively, were utilized, among other resources, in reaching a conclusion as to the fair value of our investments.

Management reviews the reasonableness of the pricing provided by the independent pricing service by employing various analytical procedures. We review all securities to identify recent downgrades, significant changes in pricing, and pricing anomalies on individual securities relative to other similar securities. This will include looking for relative consistency across securities in common sectors, durations, and credit ratings. This review will also include all fixed maturity securities rated lower than "A" by Moody's or S&P. If, after this review, management does not believe the pricing for any security is a reasonable estimate of fair value, then it will seek to resolve the discrepancy through discussions with the pricing service. In our review we did not identify any such discrepancies for the years ended December 31, 2017 and 2016, and no adjustments were made to the estimates provided by the pricing service. The classification within the fair value hierarchy of Accounting Standards Codification (ASC) Topic 820, Fair Value Measurement, is then confirmed based on the final conclusions from the pricing review.

#### *Deferred Policy Acquisition Costs*

Certain acquisition costs consisting of direct and ceded commissions, premium taxes and certain other direct underwriting expenses that vary with and are primarily related to the production of business are deferred and amortized over the effective period of the related insurance policies as the underlying policy premiums are earned. At December 31, 2017 and 2016, deferred acquisition costs and the related unearned premium reserves were as follows:

(In thousands)	December 31, 2017		December 31, 2016	
Deferred acquisition costs	\$	4,592	\$	4,163
Unearned premium reserves		26,556		24,778

The method followed in computing deferred acquisition costs limits the amount of deferred costs to their estimated realizable value, which gives effect to the premium to be earned, related investment income, loss and settlement expenses, and certain other costs expected to be incurred as the premium is earned. Future changes in estimates, the most significant of which is expected loss and settlement expenses, may require adjustments to deferred policy acquisition costs. If the estimation of net realizable value indicates that the deferred acquisition costs are not recoverable, they would be written off.

#### *Income Taxes*

We use the asset and liability method of accounting for income taxes. Deferred income taxes arise from the recognition of temporary differences between financial statement carrying amounts and the tax bases of our assets and liabilities. A valuation allowance is provided when it is more likely than not that some portion of the deferred tax asset will not be realized. The effect of a change in tax rates is recognized in the period of the enactment date.

We had net deferred tax assets of \$0.3 million and \$0.9 million at December 31, 2017 and 2016, respectively. A valuation allowance is required to be established for any portion of the deferred tax asset for which we believe it is more likely than not that it will not be realized. At December 31, 2017 and 2016, we had no valuation allowance with respect to our deferred tax asset.

We exercise significant judgment in evaluating the amount and timing of recognition of the resulting tax liabilities and assets. These judgments require us to make projections of future taxable income. The judgments and estimates we make in determining our deferred tax assets, which are inherently subjective, are reviewed on a continual basis as regulatory and business factors change. Any reduction in estimated future taxable income may require us to record an additional valuation allowance against our deferred tax assets.



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As of December 31, 2017 and 2016, we had no material unrecognized tax benefits or accrued interest and penalties. Federal tax years 2014 through 2016 are open for examination. The tax return related to the year ended December 31, 2017 has not yet been filed.

### *Other Assets*

As of December 31, 2017 and 2016, other assets totaled \$1.3 million and \$2.4 million, respectively. The decrease in other assets primarily relates to the elimination of deferred stock offering and conversion expenses in the amount \$1.3 million which had been included in the balance as of December 31, 2016.

### *Outstanding Debt*

As of December 31, 2017 and 2016, outstanding debt balances totaled \$4.3 million and \$3.8 million, respectively. The average interest rate on debt in was 3.9% in 2017 compared to 5.0% in 2016. The debt balance is comprised of leasehold obligations, debt obligations, and our revolving line of credit.

### *Surplus Notes*

ICC's Plan of Conversion from a mutual to a stock company was approved by ICC policyholders at a special meeting on March 17, 2017. Simultaneously, surplus notes totaling \$1.65 million, representing all outstanding surplus notes as of that date were converted into 165,000 shares of the Company's common stock. The remaining \$200,000 balance of surplus notes was paid in March 2017.

### *Leasehold Obligations*

The Company entered into a sale leaseback arrangement in 2016 that is accounted for as a capital lease. Under the agreement, BofI Federal Bank purchased electronic data processing software, vehicles, and other assets which are leased to the Company. These assets remain on the Company's books due to provisions within the agreement that trigger capital lease accounting. To secure the lowest rate possible of 4.7%, the Company pledged bonds totaling \$0.9 million and \$1.8 million as of December 31, 2017 and 2016, respectively. There was no gain or loss recognized as part of this transaction. Lease payments totaled \$502,000 and \$439,000 for the years ended December 31, 2017 and 2016, respectively. The term of the electronic data processing lease is 48 months and the term of the titled vehicles lease is 36 months. The outstanding lease obligation at December 31, 2017, was \$0.8 million compared to \$1.2 million at December 31, 2016.

Future minimum lease payments for the three succeeding years as of December 31, 2017 are:

<u>Year</u>	<u>Amount</u>
2018	501,972
2019	361,374
2020	30,190
Total payments	893,536
Less: Interest portion	88,523
Total outstanding lease obligation	<u>\$ 805,013</u>

### *Debt Obligation*

ICC Holdings, Inc. secured a loan with American Bank & Trust in March 2017 in the amount of \$3.5 million and used the proceeds to repay ICC for the money borrowed by the ESOP. The term of the loan is five years bearing interest at 3.65%. The Company pledged the ESOP shares and \$1.5 million of trust assets as collateral for the loan. Additionally, the Company entered into two debt agreements in 2016; one agreement for \$500,000 and another debt agreement for \$75,000 with BofI. The terms of the loans are 36 months, but the Company had the option to prepay the \$500,000 loan after 12 months. The Company paid off the remaining balance of the \$500,000 loan in September 2017. The total balance of debt agreements at year end 2017 and 2016 was \$3.5 million and \$0.5 million, respectively. The BofI loans bear interest at 4.7%.

### *Home Office Mortgage*

The Company paid off the remaining mortgage balance on its home office during the fourth quarter of 2017. Interest was charged at a fixed rate of 2.6% and the loan matured in 2017. The building was used as collateral to secure the loan. The loan balance at year end 2017 and 2016 was \$0 and \$184,000, respectively. The interest paid on the loan in 2017 was \$2,000 and \$9,000 in 2016.

### *Revolving Line of Credit*

We maintain a revolving line of credit with American Bank & Trust, which permits borrowing up to an aggregate principal amount of \$1.75 million. This facility was entered into during 2013 and is renewed annually with a current expiration of August 1, 2018. The line of credit is priced at 30 day LIBOR plus 2% with a floor of 3.5%. In order to secure the lowest rate possible, the Company pledged marketable securities not to exceed \$5.0 million in the event the Company draws down on the line of credit. There was no interest paid on the line of credit during the year ended December 31, 2017. Interest paid on the line of credit in 2016 was immaterial. There are no financial covenants governing this agreement. For the years ended December 31, 2017 and 2016, no amounts were outstanding on this facility.

For information regarding our reinsurance program, investment portfolio, unpaid losses and settlement information, see *Item 1. Business*.

### **ESOP**

In connection with our conversion and public offering, we established an ESOP. The ESOP borrowed from the Company to purchase 350,000 shares in the offering. The issuance of the shares to the ESOP resulted in a contra account established in the shareholder's equity section of the balance sheet for the unallocated shares at an amount equal to their \$10.00 per share purchase price.

The Company may make discretionary contributions to the ESOP and pay dividends on unallocated shares to the ESOP, the ESOP uses funds it receives to repay the loan. When loan payments are made, ESOP shares are allocated to participants based on relative compensation and expense is recorded. The Company contributed \$269,000 to the ESOP during the fourth quarter of 2017.

A compensation expense charge is booked monthly during each year for the shares committed to be allocated to participants that year, determined with reference to the fair market value of our stock at the time the commitment to allocate the shares is accrued and recognized. For the year ended December 31, 2017, we recognized compensation expense of \$368,000 related to 21,878 shares of our common stock that were committed to be released to participants' accounts for the year ended December 31, 2017. Of the 21,878 shares committed to be released, 2,320 shares were committed on December 31, 2017 and had no impact on the weighted average common shares outstanding for the year ended December 31, 2017.

### **Stock-based Incentive Plan**

Under the stock-based incentive plan, we may issue a total number of shares equal to 14% of the shares of common stock that are issued in the offering. Of this amount, an amount equal to 10% of the shares of common stock issued in the offering may be used to make restricted stock and stock-settled restricted stock unit awards and 4% of the shares of common stock issued in the offering may be used to award stock options under the stock-based incentive plan. The grant-date fair value of any common stock used for restricted stock and restricted stock unit awards will represent unearned compensation. As we accrue compensation expense to reflect the vesting of such shares, unearned compensation will be reduced accordingly. We will also compute compensation expense at the time stock options are awarded based on the fair value of such options on the date they are granted. This compensation expense will be recognized over the appropriate service period.

### **Liquidity and Capital Resources**

We generate sufficient funds from our operations and maintain a high degree of liquidity in our investment portfolio to meet the demands of claim settlements and operating expenses. The primary sources of funds are premium collections, investment earnings and maturing investments.

We maintain investment and reinsurance programs that are intended to provide sufficient funds to meet our obligations without forced sales of investments. We maintain a portion of our investment portfolio in relatively short-term and highly liquid assets to ensure the availability of funds.

Cash flows from continuing operations for the years ended December 31, 2017 and 2016 were as follows:

<i>(In thousands)</i>	<b>Year Ended December 31,</b>	
	<b>2017</b>	<b>2016</b>
Net cash provided by operating activities	\$ 735	\$ 4,592
Net cash (used in) investing activities	(27,874)	(1,602)
Net cash provided by (used in) financing activities	29,639	(792)
Net increase (decrease) in cash and cash equivalents	<u>\$ 2,500</u>	<u>\$ 2,198</u>

ICC Holdings, Inc's principal source of liquidity is dividend payments and other fees received from ICC and ICC Realty, LLC. ICC is restricted by the insurance laws of Illinois as to the amount of dividends or other distributions it may pay to us. Under Illinois law, there is a maximum amount that may be paid by ICC during any twelve-month period. ICC may pay dividends to us after notice to, but without prior approval of the Illinois Department of Insurance in an amount "not to exceed" the greater of (i) 10% of the surplus as regards policyholders of ICC as reported on its most recent annual statement filed with the Illinois Department of Insurance, or (ii) the statutory net income of ICC for the period covered by such annual statement. Dividends in excess of this amount are considered "extraordinary" and are subject to the approval of the Illinois Department of Insurance.

The amount available for payment of dividends from ICC in 2018 without the prior approval of the Illinois Department of Insurance is approximately \$5.1 million based upon the insurance company's 2017 annual statement. Prior to its payment of any dividend, ICC is required to provide notice of the dividend to the Illinois Department of Insurance. This notice must be provided to the Illinois Department of Insurance 30 days prior to the payment of an extraordinary dividend and 10 days prior to the payment of an ordinary dividend. The Illinois Department of Insurance has the power to limit or prohibit dividend payments if ICC is in violation of any law or regulation. These restrictions or any subsequently imposed restrictions may affect our future liquidity.

The following table summarizes, as of December 31, 2017, our future payments under contractual obligations and estimated claims and claims related payments for continuing operations.

<i>(In thousands)</i>	<b>Payments due by period</b>				
	<b>Total</b>	<b>Less than 1 year</b>	<b>1-3 years</b>	<b>3-5 years</b>	<b>More than 5 years</b>
Estimated gross loss and settlement expense payments	\$ 51,074	\$ 21,867	\$ 20,871	\$ 5,636	\$ 2,701
Debt obligations	4,079	162	292	3,625	—
Capital lease obligations	894	503	391	—	—
Home office mortgage	—	—	—	—	—
Operating lease obligations	150	101	50	—	—
Total	<u>\$ 56,197</u>	<u>\$ 22,632</u>	<u>\$ 21,604</u>	<u>\$ 9,261</u>	<u>\$ 2,701</u>

The timing of the amounts of the gross loss and settlement expense payments is an estimate based on historical experience and the expectations of future payment patterns. However, the timing of these payments may vary from the amounts stated above.

#### **Off-Balance Sheet Arrangements**

We have no off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on our financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures, or capital reserves.

#### **Recently Adopted Accounting Pronouncements**

In February 2018, FASB issued ASU 2018-02, Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income. This update allows a reclassification from Accumulated Other Comprehensive Income (AOCI) to retained earnings for stranded tax effects resulting from Public Law no. 115-97, an Act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018 (Tax Act), which was enacted on December 22, 2017. The effect of a change in income tax rates on deferred tax assets and liabilities is required to be recognized in income on the date of enactment, even if the deferred tax was originally recorded in other comprehensive income. Prior to the adoption of this update, application of prior guidance resulted in an amount being stranded in AOCI

related to the difference between historical and enacted tax rates. The update allows an entity to reclassify the difference related to the Tax Act from AOCI to retained earnings. The update is required to be adopted January 1, 2019, and early adoption is permitted for any interim or annual period for which financial statements have not yet been filed. We elected to early adopt this update effective October 1, 2017, and have elected to reclassify stranded amounts associated with the Tax Act, resulting in a reclassification of \$366,000 from AOCI to retained earnings.

In May 2015, FASB issued ASU No. 2015-09, Disclosure about Short-Duration Contracts. The guidance addresses enhanced disclosure requirements for insurers relating to short-duration insurance contract claims and the unpaid claims liability rollforward for long and short-duration contracts. This ASU is effective for annual reporting periods beginning after December 15, 2015, and for interim periods after December 15, 2016. Early adoption is permitted. The Company has adopted this ASU for the year ended December 31, 2017 and while disclosures will be increased, management does not believe adoption will have a material effect on the Company's financial statements.

#### **Recently Issued Accounting Pronouncements**

In August 2016, Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016 15, Statement of Cash Flows – Classification of Certain Cash Receipts and Cash Payments. The guidance addresses eight specific cash flow issues with the objective of reducing existing diversity in practice. The new guidance is effective beginning after December 15, 2018, and it is not expected to have a material impact on the Company's cash flows.

In June 2016, the FASB issued ASU No. 2016 13, Financial Instruments Credit Losses. The guidance affects the recognition of expected credit losses. Credit losses relating to available for sale securities will be recorded through an allowance for credit losses. The amendments will be applied to fiscal years beginning after December 15, 2020 and early adoption is permitted as of fiscal years beginning after December 15, 2018. The effect of applying the new guidance on accounting for credit losses has not yet been determined.

In February 2016, FASB issued ASU No. 2016 02, Leases, which will supersede the current lease requirements in ASC 840. The ASU requires lessees to recognize a right of use asset and related lease liability for all leases, with a limited exception for short term leases. Leases will be classified as either finance or operating, with the classification affecting the pattern of expense recognition in the statement of operations. Currently, leases are classified as either capital or operating, with only capital leases recognized on the balance sheet. The reporting of lease related expenses in the statements of operations and cash flows will be generally consistent with the current guidance. The new lease guidance will be effective for the Company's year ending December 31, 2020 and will be applied using a modified retrospective transition method to the beginning of the earliest period presented. The effect of applying the new lease guidance on the consolidated financial statements is expected to be minimal due to current and future lease obligations being immaterial.

In January 2016, FASB issued ASU No. 2016 01, Financial Instruments Overall: Recognition and Measurement of Financial Assets and Financial Liabilities. The guidance affects the accounting for equity investments, financial liabilities under the fair value option, and the presentation and disclosure requirements of financial instruments. The amendments will be applied to fiscal years beginning after December 15, 2018. Early adoption is permitted for the accounting guidance on financial liabilities under the fair value option. The Company will make a cumulative-effect adjustment to the balance sheet as of the beginning of the fiscal year of adoption. The primary impact this guidance will have on our financial statements relates to recognizing changes in the fair value of equity securities through the statement of earnings. The impact to our statement of earnings will vary depending upon the level of volatility in the performance of the securities held in our equity portfolio and the overall market.

In May 2014, FASB issued ASU No. 2014 09, Revenue from Contracts with Customers (Topic 606), which will supersede the current revenue recognition requirements in Topic 605, Revenue Recognition. The ASU is based on the principle that revenue is recognized to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The ASU also requires additional disclosure about the nature, amount, timing, and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to obtain or fulfill a contract. The new guidance will be effective for the Company's year ending December 31, 2019. The effect of applying this on the consolidated financial statements is not expected to have a material impact.

**Item 7A. Quantitative and Qualitative Information about Market Risk***Market Risk*

Market risk is the risk that we will incur losses due to adverse changes in the fair value of financial instruments. We have exposure to three principal types of market risk through our investment activities: interest rate risk, credit risk and equity risk. Our primary market risk exposure is to changes in interest rates. We have not entered, and do not plan to enter, into any derivative financial instruments for hedging, trading or speculative purposes.

*Interest Rate Risk*

Interest rate risk is the risk that we will incur economic losses due to adverse changes in interest rates. Our exposure to interest rate changes primarily results from our significant holdings of fixed rate investments. Fluctuations in interest rates have a direct impact on the fair value of these securities.

The average maturity of the debt securities in our investment portfolio at December 31, 2017, was 7.13 years. Our debt securities investments include U.S. government bonds, securities issued by government agencies, obligations of state and local governments and governmental authorities, and corporate bonds, most of which are exposed to changes in prevailing interest rates and which may experience moderate fluctuations in fair value resulting from changes in interest rates. We carry these investments as available for sale. This allows us to manage our exposure to risks associated with interest rate fluctuations through active review of our investment portfolio by our management and board of directors and consultation with our third party investment manager.

Fluctuations in near-term interest rates could have an impact on our results of operations and cash flows. Certain of these securities may have call features. In a declining interest rate environment these securities may be called by their issuer and replaced with securities bearing lower interest rates. If we are required to sell these securities in a rising interest rate environment we may recognize losses.

As a general matter, we attempt to match the durations of our assets with the durations of our liabilities. Our investment objectives include maintaining adequate liquidity to meet our operational needs, optimizing our after-tax investment income, and our after-tax total return, all of which are subject to our tolerance for risk.

The table below shows the interest rate sensitivity of our fixed maturity investments measured in terms of fair value (which is equal to the carrying value for all of our investment securities that are subject to interest rate changes):

<b>Hypothetical Change in Interest Rates</b> <i>(In thousands)</i>	<b>December 31, 2017</b>	
	<b>Estimated Change in Fair Value</b>	<b>Fair Value</b>
200 basis point increase	\$ (7,661)	\$ 81,944
100 basis point increase	(3,889)	85,716
No change	—	89,605
100 basis point decrease	3,835	93,440
200 basis point decrease	7,500	97,105

*Credit Risk*

Credit risk is the potential economic loss principally arising from adverse changes in the financial condition of a specific debt issuer. We address this risk by investing primarily in fixed maturity securities that are rated investment grade and at least 70% of our investment securities must be rated at least "A" by Moody's or an equivalent rating quality. We also independently, and through our independent third party investment manager, monitor the financial condition of all of the issuers of fixed maturity securities in the portfolio. To limit our exposure to risk, we employ diversification rules that limit the credit exposure to any single issuer or asset class.

*Equity Risk*

Equity price risk is the risk that we will incur economic losses due to adverse changes in equity prices.

**Impact of Inflation**

Inflation increases our customers' needs for property and casualty insurance coverage due to the increase in the value of the property covered and any potential liability exposure. Inflation also increases claims incurred by property and casualty insurers as property repairs, replacements and medical expenses increase. These cost increases reduce profit margins to the extent that rate increases are not implemented on an adequate and timely basis. We establish property and casualty insurance premiums levels before the amount of loss and loss expenses, or the extent to which inflation may impact these expenses, are known. Therefore, we attempt to anticipate the potential impact of inflation when establishing rates. Because inflation has remained relatively low in recent years, financial results have not been significantly affected by it.

**Item 8. Financial Statements and Supplementary Data**

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**Report of Independent Registered Public Accounting Firm**

To the Shareholders, Board of Directors and Audit Committee  
ICC Holdings, Inc. and Subsidiaries Rock Island, Illinois

***Opinion on the Financial Statements***

We have audited the accompanying consolidated balance sheets of ICC Holdings, Inc. and Subsidiaries (the "Company") as of December 31, 2017 and 2016, and the related consolidated statements of earnings and comprehensive earnings, stockholders' equity and cash flows for each of the years then ended and the related notes to the consolidated financial statements (collectively referred to as the "financial statements"). In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2017 and 2016 and the results of its operations and its cash flows for each of the years then ended, in conformity with accounting principles generally accepted in the United States of America.

***Basis for Opinion***

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits.

We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) ("PCAOB") and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. As part of our audits we are required to obtain an understanding of internal control over financial reporting but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion.

Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

BKD, LLP

We have served as the Company's auditor since 2016.

Cincinnati, Ohio  
April 2, 2018



**ICC Holdings, Inc. and Subsidiaries  
Consolidated Balance Sheets**

	As of	
	December 31, 2017	December 31, 2016
<b>Assets</b>		
Investments and cash:		
Available for sale securities, at fair value		
Fixed maturity securities (amortized cost - \$87,773,047 at 12/31/2017 and \$62,929,091 at 12/31/2016)	\$ 89,605,073	\$ 64,134,023
Common stocks <sup>1</sup> (cost - \$7,631,180 at 12/31/2017 and \$6,311,708 at 12/31/2016)	8,534,109	6,982,547
Preferred stocks (cost - \$3,783,311 at 12/31/2017 and \$2,925,434 at 12/31/2016)	3,867,429	2,798,413
Property held for investment, at cost, net of accumulated depreciation of \$127,161 at 12/31/2017 and \$50,948 at 12/31/2016	3,126,566	2,207,424
Cash and cash equivalents	6,876,519	4,376,847
<b>Total investments and cash</b>	<b>112,009,696</b>	<b>80,499,254</b>
Accrued investment income	687,453	524,156
Premiums and reinsurance balances receivable, net of allowances for uncollectible amounts of \$50,000 at 12/31/2017 and 12/31/2016	19,013,262	17,479,487
Ceded unearned premiums	274,972	270,751
Reinsurance balances recoverable on unpaid losses and settlement expenses, net of allowances for uncollectible amounts of \$0 at 12/31/2017 and 12/31/2016	10,029,834	12,114,998
Current federal income taxes	573,147	149,252
Net deferred federal income taxes	349,258	888,254
Deferred policy acquisition costs, net	4,592,415	4,162,927
Property and equipment, at cost, net of accumulated depreciation of \$4,896,041 at 12/31/2017 and \$4,308,247 at 12/31/2016	3,503,904	3,719,535
Other assets	1,301,420	2,351,347
<b>Total assets</b>	<b>\$ 152,335,361</b>	<b>\$ 122,159,961</b>
<b>Liabilities and Equity</b>		
Liabilities:		
Unpaid losses and settlement expenses	\$ 51,074,126	\$ 52,817,254
Unearned premiums	26,555,582	24,777,712
Reinsurance balances payable	327,483	109,790
Corporate debt	4,339,208	3,786,950
Accrued expenses	4,274,002	4,827,042
Other liabilities	1,663,415	2,241,003
<b>Total liabilities</b>	<b>88,233,816</b>	<b>88,559,751</b>
Equity:		
Common stock <sup>2</sup>	35,000	—
Additional paid-in capital	32,333,290	—
Accumulated other comprehensive earnings, net of tax	2,227,069	1,154,175
Retained earnings	32,787,406	32,446,035
Less: Unearned Employee Stock Ownership Plan shares at cost <sup>3</sup>	(3,281,220)	—
<b>Total equity</b>	<b>64,101,545</b>	<b>33,600,210</b>
<b>Total liabilities and equity</b>	<b>\$ 152,335,361</b>	<b>\$ 122,159,961</b>

<sup>1</sup>Common stock securities consist of exchange trade funds (ETF) made up primarily of Dividends Select and the S&P 500

<sup>2</sup>Par value \$0.01; authorized: 2017 - 10,000,000 shares and 2016 - 0 shares; issued: 2017 - 3,500,000 and 2016 - 0 shares; outstanding: 2017 - 3,171,878 and 2016 - 0 shares.

<sup>3</sup>2017 - 328,122 shares and 2016 - 0 shares

See accompanying notes to consolidated financial statements.

**ICC Holdings, Inc. and Subsidiaries**  
**Consolidated Statements of Earnings and Comprehensive Earnings**

	For the year ended December 31,	
	2017	2016
Net premiums earned	\$ 44,213,271	\$ 42,611,365
Net investment income	2,632,498	1,967,938
Net realized investment gains	1,064,577	249,923
Other-than-temporary impairment losses	(57,316)	(212,731)
Other income	325,127	254,447
Consolidated revenues	48,178,157	44,870,942
Losses and settlement expenses	29,009,833	24,344,551
Policy acquisition costs and other operating expenses	17,307,700	15,848,547
Interest expense on debt	225,379	226,095
General corporate expenses	555,109	464,383
Total expenses	47,098,021	40,883,576
Earnings before income taxes	1,080,136	3,987,366
Income tax expense:		
Current	197,200	986,066
Deferred	175,085	190,903
Total income tax expense	372,285	1,176,969
Net earnings	<u>\$ 707,851</u>	<u>\$ 2,810,397</u>
Earnings per share <sup>1</sup> :		
Basic:		
Basic net earnings per share	\$ 0.22	\$ 0.89
Diluted:		
Diluted net earnings per share	\$ 0.22	\$ 0.89
Weighted average number of common shares outstanding <sup>2</sup> :		
Basic	3,158,163	3,150,000
Diluted	3,158,163	3,150,000
Other comprehensive earnings, net of tax		
Unrealized gains and losses on investments:		
Unrealized holding gains arising during the period, net of income tax expense of \$706,378 in 2017 and income tax expense of \$334,140 in 2016	\$ 1,371,206	\$ 648,625
Reclassification adjustment for (gains) included in net income, net of income tax expense of \$342,469 in 2017 and expense of \$12,645 in 2016	(664,792)	(24,547)
Total other comprehensive earnings	706,414	624,078
Comprehensive earnings	<u>\$ 1,414,265</u>	<u>\$ 3,434,475</u>

<sup>1</sup>The unaudited pro forma earnings per share for the twelve months ended December 31, 2016 is provided as a basis for comparison of current period earnings.

<sup>2</sup>Weighted average number of common shares outstanding for the twelve months ended December 31, 2016 is based on the resulting shares from the initial public offering that was completed in March 2017 and are used to calculate the pro forma earnings per share for the twelve months ended December 31, 2016.

See accompanying notes to consolidated financial statements.

**ICC Holdings, Inc. and Subsidiaries**  
**Consolidated Statements of Stockholders' Equity**

	Common Stock	Unearned ESOP	Additional paid-in capital	Retained earnings	Accumulated other comprehensive earnings	Total equity
Balance, January 1, 2016	\$ —	\$ —	\$ —	\$ 29,635,638	\$ 530,097	\$ 30,165,735
Net earnings	—	—	—	2,810,397	—	2,810,397
Other comprehensive loss, net of tax	—	—	—	—	624,078	624,078
Balance, December 31, 2016	—	—	—	32,446,035	1,154,175	33,600,210
Net earnings	—	—	—	707,851	—	707,851
Retained earnings adjustment - change in tax rate <sup>1</sup>	—	—	—	(366,480)	366,480	—
Other comprehensive earnings, net of tax	—	—	—	—	706,414	706,414
Issuance of shares, net of expenses	35,000	(3,500,000)	32,184,340	—	—	28,719,340
ESOP shares released	—	218,780	148,950	—	—	367,730
Balance, December 31, 2017	\$ 35,000	\$ (3,281,220)	\$ 32,333,290	\$ 32,787,406	\$ 2,227,069	\$ 64,101,545

See accompanying notes to consolidated financial statements.

**ICC Holdings, Inc. and Subsidiaries**  
**Consolidated Statements of Cash Flows**

	Years Ended December 31,	
	2017	2016
<b>Cash flows from operating activities:</b>		
Net earnings	\$ 707,851	\$ 2,810,397
Adjustments to reconcile net earnings to net cash provided by (used in) operating activities		
Net realized investment gains	(1,064,577)	(249,923)
Other-than-temporary impairment losses	57,316	212,731
Depreciation	822,621	817,774
Deferred income tax	175,085	190,903
Amortization of bond premium and discount	334,150	246,470
Change in:		
Accrued investment income	(163,297)	56,630
Premiums and reinsurance balances receivable (net)	(1,533,775)	(1,841,578)
Ceded unearned premiums	(4,221)	(213,447)
Reinsurance balances payable	217,693	109,790
Reinsurance balances recoverable	2,085,164	7,420,060
Deferred policy acquisition costs	(429,488)	(180,193)
Unpaid losses and settlement expenses	(1,743,128)	(8,238,372)
Unearned premiums	1,777,870	829,236
Accrued expenses	(553,040)	730,852
Current federal income tax	(423,895)	623,954
Other	472,340	1,266,466
Net cash provided by operating activities	<u>734,669</u>	<u>4,591,750</u>
<b>Cash flows from investing activities:</b>		
Purchases of:		
Fixed maturity securities, available-for-sale	(32,572,815)	(10,410,051)
Common stocks, available-for-sale	(5,834,828)	(1,897,147)
Preferred stock, available-for-sale	(1,112,999)	(3,036,468)
Property held for investment	(995,355)	(1,703,690)
Property and equipment	(532,374)	(856,504)
Proceeds from sales, maturities and calls of:		
Fixed maturity securities, available-for-sale	7,431,133	11,437,484
Common stocks, available-for-sale	5,481,197	4,708,756
Preferred stock, available-for-sale	260,119	98,998
Property held for investment	—	9,524
Property and equipment	1,596	47,036
Net cash used in investing activities	<u>(27,874,326)</u>	<u>(1,602,062)</u>
<b>Cash flows from financing activities:</b>		
Net proceeds received from issuance of shares of common stock and ESOP expense	29,087,070	—
Proceeds from loan	3,499,149	575,000
Proceeds from sale leaseback	—	777,643
Repayments of borrowed funds	(2,946,890)	(839,254)
Demutualization costs	—	(1,305,741)
Net cash provided by (used in) financing activities	<u>29,639,329</u>	<u>(792,352)</u>
Net increase in cash and cash equivalents	<u>2,499,672</u>	<u>2,197,336</u>
Cash and cash equivalents at beginning of year	4,376,847	2,179,511
Cash and cash equivalents at end of period	<u>\$ 6,876,519</u>	<u>\$ 4,376,847</u>
<b>Supplemental information:</b>		
Federal income tax paid	\$ 600,000	\$ 300,000
Interest paid	192,197	225,964

See accompanying notes to consolidated financial statements.

## Notes to Consolidated Financial Statements

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### A. DESCRIPTION OF BUSINESS

ICC Holdings, Inc. is a Pennsylvania corporation that was organized in 2016. As used in this Form 10-K, references to “the Company,” “we,” “us,” and “our” refer to the consolidated group for the period after the completion of the stock conversion and refer to Illinois Casualty Company (ICC) and its subsidiaries for the period prior to the stock conversion. On a stand-alone basis ICC Holdings, Inc. is referred to as the “Parent Company.” The consolidated group consists of the holding company, ICC Holdings, Inc.; ICC Realty, LLC, a real estate services and holding company; an operating insurance company, ICC; and ICC’s two wholly-owned subsidiaries, Beverage Insurance Agency, Inc., an inactive insurance agency and Estrella Innovative Solutions, Inc., an outsourcing company. ICC is an Illinois domiciled company.

ICC Holdings, Inc. was formed so that it could acquire all of the capital stock of ICC in a mutual-to-stock conversion. The plan of conversion was approved by ICC policyholders at a special meeting on March 17, 2017. Simultaneously, surplus notes totaling \$1.65 million were converted into 165,000 shares of the Company’s common stock. The Company’s offering closed on March 24, 2017, and our Employee Stock Ownership Plan (ESOP) purchased 350,000 of the shares in the offering. On March 28, 2017, the Company’s stock began trading on the NASDAQ Capital Market under the “ICCH” ticker. The Company paid \$1.0 million of underwriting fees to Griffin Financial Group, LLC. Proceeds received from the offering net of offering costs and underwriting fees was \$28.7 million.

Prior to the conversion on March 24, 2017, ICC Holdings, Inc did not engage in any operations. After the conversion, ICC Holdings, Inc’s primary assets are the outstanding capital stock of ICC and a portion of the net proceeds from the stock offering completed in connection with the mutual-to-stock conversion. On the effective date of the conversion, ICC became a wholly owned subsidiary of ICC Holdings, Inc. The mutual to stock conversion was accounted for as a change in corporate form with the historic basis of ICC’s assets, liabilities, and equity unchanged as a result. The condensed consolidated financial statements as of and for the twelve months ended December 31, 2017, include ICC Holdings and subsidiaries. The financial statements as of and for the twelve months ended December 31, 2016, represent the financial position and results of operations of ICC and its subsidiaries only, as the conversion to stock form was completed on March 24, 2017.

We are a specialty insurance carrier primarily underwriting commercial multi-peril, liquor liability, workers’ compensation, and umbrella liability coverages for the food and beverage industry through our subsidiary insurance company, ICC. ICC writes business in Colorado, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Ohio, and Wisconsin and markets through independent agents. Approximately 33.7% and 36.9% of the premium was written in Illinois for the years ended December 31, 2017 and 2016, respectively. ICC has two wholly owned subsidiaries, Beverage Insurance Agency and Estrella Innovative Solutions, Inc. ICC Realty, LLC is a serial LLC that held investment property for ICC and was a wholly owned subsidiary of ICC through October 11, 2017. ICC sold all of its real estate holdings held by ICC Realty, Inc. to its parent, ICC Holdings, Inc. via the sale of ICC Realty, Inc. to ICC Holdings, Inc. during the fourth quarter of 2017. The Company operates as a single segment.

#### B. PRINCIPLES OF CONSOLIDATION AND BASIS OF PRESENTATION

The accompanying consolidated financial statements were prepared in conformity with U.S. generally accepted accounting principles (GAAP), which differ in some respects from those followed in reports to insurance regulatory authorities. The consolidated financial statements include the accounts of our subsidiaries. All significant intercompany balances and transactions have been eliminated.

In preparing the consolidated financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet, revenues and expenses for the periods then ended, and the accompanying notes to the financial statements. Such estimates and assumptions could change in the future as more information becomes known which could impact the amounts reported and disclose herein. The most significant of these amounts is the liability for unpaid losses and settlement expenses. Other estimates include investment valuation and other than temporary impairments (OTTIs), the collectability of reinsurance balances, recoverability of deferred tax assets, and deferred policy acquisition costs. These estimates and assumptions are based on management's best estimates and judgment. Management evaluates its estimates and assumptions on an ongoing basis using historical experience and other factors, including the current economic environment, which management believes to be reasonable under the circumstances. Management adjusts such estimates and assumptions when facts and circumstances dictate. Although recorded estimates are supported by actuarial computations and other supportive data, the estimates are ultimately based on expectations of future events. As future events and their effects cannot be determined with precision, actual results could differ significantly from these estimates. Changes in those estimates resulting from continuing changes in the economic environment will be reflected in the consolidated financial statements in future periods.

C. *INVESTMENTS:*

The Company classifies its investments in all debt and equity securities as available-for-sale.

*AVAILABLE-FOR-SALE SECURITIES*

Debt and equity securities are classified as available-for-sale (AFS) and reported at fair value. Unrealized gains and losses on these securities are excluded from net earnings but are recorded as a separate component of comprehensive earnings and shareholders' equity, net of deferred income taxes.

*OTHER THAN TEMPORARY IMPAIRMENT*

Under current accounting standards, an OTTI write-down of debt securities, where fair value is below amortized cost, is triggered by circumstances where (1) an entity has the intent to sell a security, (2) it is more likely than not that the entity will be required to sell the security before recovery of its amortized cost basis or (3) the entity does not expect to recover the entire amortized cost basis of the security. If an entity intends to sell a security in a loss position or if it is more likely than not the entity will be required to sell the security before recovery, an OTTI write-down is recognized in earnings equal to the difference between the security's amortized cost and its fair value. If an entity does not intend to sell the security or it is not more likely than not that it will be required to sell the security before recovery, the OTTI write-down is separated into an amount representing the credit loss, which is recognized in earnings, and the amount related to all other factors, which is recognized in other comprehensive income. Impairment losses result in a reduction of the underlying investment's cost basis.

The Company regularly evaluates its fixed income and equity securities using both quantitative and qualitative criteria to determine impairment losses for other-than-temporary declines in the fair value of the investments. The following are the key factors for determining if a security is other-than-temporarily impaired as follows:

- The extent to which the fair value is less than cost,
- The assessment of significant adverse changes to the cash flows on a fixed income investment,
- The occurrence of a discrete credit event resulting in the issuer defaulting on a material obligation, the issuer seeking protection from creditors under the bankruptcy laws, the issuer proposing a voluntary reorganization under which creditors are asked to exchange their claims for cash or securities having a fair value substantially lower than par value,
- The probability that the Company will recover the entire amortized cost basis of the fixed income securities prior to maturity,
- The ability and intent to hold fixed income securities until maturity or
- For equity securities, the expectation of recovery to cost within a reasonable period of time.

Quantitative and qualitative criteria are considered during this process to varying degrees depending on the sector the analysis is being performed as follows:

## Corporates

The Company performs a qualitative evaluation of holdings that fall below the price threshold. The analysis begins with an opinion of industry and competitive position. This includes an assessment of factors that enable the profit structure of the business (e.g., reserve profile for exploration and production companies), competitive advantage (e.g., distribution system), management strategy, and an analysis of trends in return on invested capital. Analysts may also review other factors to determine whether an impairment exists including liquidity, asset value cash flow generation, and industry multiples.

## Municipals

The Company analyzes the screened impairment candidates on a quantitative and qualitative basis. This includes an assessment of the factors that may be contributing to the unrealized loss and whether the recovery value is greater or less than current market value.

## Structured Securities

The “stated assumptions” analytic approach relies on actual 6-month average collateral performance measures (voluntary prepayment rate, gross default rate, and loss severity) sourced through third party data providers or remittance reports. The analysis applies the stated assumptions throughout the remaining term of the transaction using forecasted cashflows, which are then applied through the transaction structure (reflecting the priority of payments and performance triggers) to determine whether there is a loss to the security (“Loss to Tranche”). For securities or sectors for which no actual loss or minimal loss has been observed (certain Prime Residential Mortgage Backed Securities (RMBS) and Commercial Mortgage Backed Securities (CMBS), for example), sector-based assumptions are applied or an alternative quantitative or qualitative analysis is performed.

## Investment Income

Interest on fixed maturities and short-term investments is credited to earnings on an accrual basis. Premiums and discounts are amortized or accreted over the lives of the related fixed maturities. Dividends on equity securities are credited to earnings on the ex-dividend date. Realized gains and losses on disposition of investments are based on specific identification of the investments sold on the settlement date, which does not differ significantly from trade date accounting.

### *D. PROPERTY HELD FOR INVESTMENT*

Property held for investment purposes is initially recorded at the purchase price, which is generally fair value, and is subsequently reported at cost less accumulated depreciation. Buildings are depreciated on a straight-line bases over the estimated useful lives of the building, which we estimate to be 39 years. Income from property held for investment is reported as net investment income.

### *E. CASH AND CASH EQUIVALENTS*

Cash consists of uninvested balances in bank accounts. Cash equivalents consist of investments with original maturities of 90 days or less, primarily AAA-rated prime and government money market funds. Cash equivalents are carried at cost, which approximates fair value. The Company has not experienced losses on these instruments. We maintain cash balances primarily at one bank, which are insured by the Federal Deposit Insurance Corporation (“FDIC”) up to \$250,000. During the normal course of business, balances are maintained above the FDIC insurance limit.

### *F. REINSURANCE*

Ceded unearned premiums and reinsurance balances recoverable on paid and unpaid losses and settlement expenses are reported separately as assets instead of being netted with the related liabilities, since reinsurance does not relieve us of our legal liability to our policyholders.

Quarterly, the Company monitors the financial condition of its reinsurers. The Company’s monitoring efforts include, but are not limited to, the review of annual summarized financial data and analysis of the credit risk associated with reinsurance balances recoverable by monitoring the A.M. Best and Standard & Poor’s (S&P) ratings. In addition, the Company subjects its reinsurance recoverables to detailed recoverable tests, including an analysis based on average default by A.M. Best rating. Based upon the review and testing, the Company’s policy is to charge to earnings, in the form of an allowance, an estimate of unrecoverable amounts from reinsurers. This allowance is reviewed on an ongoing basis to ensure that the amount makes a reasonable provision for reinsurance balances that the Company may be unable to recover.

#### G. POLICY ACQUISITION COSTS

The Company defers commissions, premium taxes, and certain other costs that are incrementally or directly related to the successful acquisition of new or renewal insurance contracts. Acquisition-related costs may be deemed ineligible for deferral when they are based on contingent or performance criteria beyond the basic acquisition of the insurance contract or when efforts to obtain or renew the insurance contract are unsuccessful. All eligible costs are capitalized and charged to expense in proportion to premium revenue recognized. The method followed in computing deferred policy acquisition costs limits the amount of such deferred costs to their estimated realizable value. This deferral methodology applies to both gross and ceded premiums and acquisition costs.

#### H. PROPERTY AND EQUIPMENT

Property and equipment are presented at cost, less accumulated depreciation, and are depreciated using accelerated methods for financial statement purposes for a period based on their economic life. Computer equipment is depreciated over 3 years and equipment over a range of 5 to 7 years. Buildings are depreciated over 39 years and related improvements over 15 years. Annually, the Company reviews the major asset classes held for impairment. For the years ended December 31, 2017 and 2016, the Company recognized no impairments. Property and equipment are summarized as follows:

	As of	
	December 31, 2017	December 31, 2016
Automobiles	\$ 794,959	\$ 668,794
Furniture and fixtures	425,825	516,318
Computer equipment and software	3,404,975	3,151,676
Home office	3,774,187	3,690,994
Total cost	8,399,946	8,027,782
Accumulated depreciation	(4,896,041)	(4,308,247)
Net property and equipment	\$ 3,503,904	\$ 3,719,535

#### I. UNPAID LOSSES AND SETTLEMENT EXPENSES

The liability for unpaid losses and settlement expenses represents estimates of amounts needed to pay reported and unreported claims and related expenses. The estimates are based on certain actuarial and other assumptions related to the ultimate cost to settle such claims. Such assumptions are subject to occasional changes due to evolving economic, social, and political conditions. All estimates are periodically reviewed and, as experience develops and new information becomes known, the reserves are adjusted as necessary. Such adjustments are reflected in the results of operations in the period in which they are determined. Due to the inherent uncertainty in estimating reserves for losses and settlement expenses, there can be no assurance that the ultimate liability will not exceed recorded amounts. If actual liabilities do exceed recorded amounts, there will be an adverse effect. Based on the current assumptions used in estimating reserves, we believe that our overall reserve levels at December 31, 2017, make a reasonable provision to meet our future obligations. See *Note 7 – Unpaid Losses and Settlement Expenses* for further discussion.

#### J. PREMIUMS

Premiums are recognized ratably over the term of the contracts, net of ceded reinsurance. Unearned premiums represent the portion of premiums written relative to the unexpired terms of coverage. Unearned premiums are calculated on a daily pro rata basis.

#### K. GENERAL CORPORATE EXPENSE

General corporate expenses consist primarily of real estate and occupancy costs, such as utilities and maintenance. These costs do not vary significantly with premium volume but rather with square footage of real estate owned.



*L. INCOME TAXES*

The Company files a consolidated federal income tax return. Federal income taxes are accounted for using the asset and liability method under which deferred income taxes are recognized for the tax consequences of “temporary differences” by applying enacted statutory tax rates applicable to future years to differences between the financial statement carrying amounts and the tax bases of existing assets and liabilities, operating losses and tax credit carry forwards. The effect on deferred taxes for a change in tax rates is recognized in income in the period that includes the enactment date. Deferred tax assets are reduced by a valuation allowance if it is more likely than not all or some of the deferred tax assets will not be realized.

The Company considers uncertainties in income taxes and recognizes those in its financial statements as required. As it relates to uncertainties in income taxes, unrecognized tax benefits, including interest and penalty accruals, are not considered material to the consolidated financial statements. Also, no tax uncertainties are expected to result in significant increases or decreases to unrecognized tax benefits within the next 12-month period. Penalties and interest related to income tax uncertainties, should they occur, would be included in income tax expense in the period in which they are incurred.

ICC is subject to minimal state income tax liabilities. On a state basis, since the majority of income is from insurance operations, the Company pays premium taxes in lieu of state income tax. Premium taxes are a component of policy acquisition costs and calculated as a percentage of gross premiums written.

*M. EMPLOYEE STOCK OWNERSHIP PLAN*

The Company recognizes compensation expense related to its employee stock ownership plan (ESOP) ratably during each year for the shares committed to be allocated to participants that year, determined with reference to the fair market value of our stock at the time the commitment to allocate the shares is accrued and recognized. For purposes of balance sheet disclosures of shares outstanding, the Company includes only the number of ESOP shares that have been committed to be released for the period. For purposes of calculating earnings per share, the Company includes the weighted average ESOP shares committed to be released for the period. The ESOP covers all employees who have worked a minimum of 1,000 hours in the plan year.

*N. EARNINGS PER SHARE*

Basic and diluted earnings per share (EPS) are calculated by dividing earnings available to common shareholders by the weighted average number of common shares outstanding during the period. The denominator for basic and diluted EPS includes ESOP shares committed to be released. The unaudited pro forma earnings per share for the twelve months ended December 31, 2016 are provided to be used as a basis for comparison of current period earnings. The weighted average number of common shares outstanding are computed as if the resulting shares from the initial public offering, which was completed in March 2017, were outstanding for the year ended December 31, 2016.

*O. COMPREHENSIVE EARNINGS*

Comprehensive earnings include net earnings plus unrealized gains/losses on available-for-sale investment securities, net of tax. In reporting the components of comprehensive earnings on a net basis in the statement of earnings, the Company used tax rates of 21% and 34% for the year ended December 31, 2017, and 2016, respectively. Other comprehensive earnings, as shown in the consolidated statements of earnings and comprehensive earnings, is net of tax expense of \$1,048,847 and \$346,785 for 2017 and 2016, respectively.

The following table provides the reclassifications out of accumulated other comprehensive income for the periods presented:

Details about Accumulated Other Comprehensive Earnings Component	Amounts Reclassified from Accumulated Other Comprehensive Earnings		Affected Line Item in the Statement where Net Earnings is Presented
	Twelve-Month Periods Ended December 31,		
	2017	2016	
Unrealized gains (losses) on AFS investments:			
	\$ (1,064,577)	\$ (249,923)	Net realized investment gains
	57,316	212,731	Other-than-temporary impairment losses
	342,469	12,645	Income tax expense
Total reclassification adjustment, net of tax	\$ (664,792)	\$ (24,547)	

**P. ADOPTED ACCOUNTING PRONOUNCEMENTS**

**Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income (ASU 2018-02)** – This update allows a reclassification from Accumulated Other Comprehensive Income (AOCI) to retained earnings for stranded tax effects resulting from Public Law no. 115-97, an Act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018 (Tax Act), which was enacted on December 22, 2017. The effect of a change in income tax rates on deferred tax assets and liabilities is required to be recognized in income on the date of enactment, even if the deferred tax was originally recorded in other comprehensive income. Prior to the adoption of this update, application of prior guidance resulted in an amount being stranded in AOCI related to the difference between historical and enacted tax rates. The update allows an entity to reclassify the difference related to the Tax Act from AOCI to retained earnings. The update is required to be adopted January 1, 2019, and early adoption is permitted for any interim or annual period for which financial statements have not yet been filed. We elected to early adopt this update effective October 1, 2017, and have elected to reclassify stranded amounts associated with the Tax Act, resulting in a reclassification of \$366,480 from AOCI to retained earnings.

**Short-Duration Contracts Disclosures (ASU 2015-09)** – This guidance addresses enhanced disclosure requirements for insurers relating to short-duration insurance contract claims and the unpaid claims liability rollforward for long and short-duration contracts. The Company adopted this ASU for the year ended December 31, 2017. As the requirements are disclosure only, the adoption of this guidance did not impact the Company’s financial statements, but did result in additional disclosures.

**Q. PROSPECTIVE ACCOUNTING STANDARDS**

The dates presented below, represent the implementation dates for publicly traded entities. The Company’s status as an Emerging Growth Company could delay the required adoption of each of these standards.

**Statement of Cash Flows – Classification of Certain Cash Receipts and Cash Payments (ASU 2016-15)** – This guidance addresses eight specific cash flow issues with the objective of reducing existing diversity in practice. The new guidance is effective beginning after December 15, 2018, and it is not expected to have a material impact on the Company’s cash flows.

**Financial Instruments Credit Losses (ASU 2016-13)** – This guidance affects the recognition of expected credit losses. Credit losses relating to available for sale securities will be recorded through an allowance for credit losses. The amendments will be applied to fiscal years beginning after December 15, 2019, and early adoption is permitted as of fiscal years beginning after December 15, 2018. The effect of applying the new guidance on accounting for credit losses has not yet been determined.

**Leases (ASU 2016-02)** – This update will supersede the current lease requirements in ASC 840. The ASU requires lessees to recognize a right of use asset and related lease liability for all leases, with a limited exception for short term leases. Leases will be classified as either finance or operating, with the classification affecting the pattern of expense recognition in the statement of operations. Currently, leases are classified as either capital or operating, with only capital leases recognized on the balance sheet. The reporting of lease related expenses in the statements of operations and cash flows will be generally consistent with the current guidance. The new lease guidance will be effective for the Company’s year ending December 31, 2020 and will be applied using a modified retrospective transition method to the beginning of the earliest period presented. The effect of applying the new lease guidance on the consolidated financial statements is expected to be minimal due to current and future lease obligations being immaterial.

**Financial Instruments – Recognition and Measurement (ASU 2016-01)** – This guidance affects the accounting for equity investments, financial liabilities under the fair value option, and the presentation and disclosure requirements of financial instruments. The amendments will be applied to fiscal years beginning after December 15, 2018. Early adoption is permitted for the accounting guidance on financial liabilities under the fair value option. The Company will make a cumulative-effect adjustment to the balance sheet as of the beginning of the fiscal year of adoption. The primary impact this guidance will have on our financial statements relates to recognizing changes in the fair value of equity securities through the statement of earnings. The impact to our statement of earnings will vary depending upon the level of volatility in the performance of the securities held in our equity portfolio and the overall market.

**Revenue Recognition (ASU 2014-09)** This will supersede the current revenue recognition requirements in Topic 605, Revenue Recognition. The ASU is based on the principle that revenue is recognized to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The ASU also requires additional disclosure about the nature, amount, timing, and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to obtain or fulfill a contract. The new guidance will be effective for the Company’s year ending December 31, 2019. The effect of applying this on the consolidated financial statements is not expected to have a material impact as the Company’s primary revenue is derived from insurance contracts which are excluded from the scope of ASU 2014-09.

**R. RISKS AND UNCERTAINTIES:**

Certain risks and uncertainties are inherent to day-to-day operations and to the process of preparing the Company’s consolidated financial statements. The more significant risks and uncertainties, as well as the Company’s attempt to mitigate, quantify, and minimize such risks, are presented below and throughout the notes to the consolidated financial statements.

**Catastrophe Exposures**

The Company’s insurance coverages include exposure to catastrophic events. All catastrophe exposures are monitored by quantifying exposed policy limits in each region and by using computer-assisted modeling techniques. Additionally, the Company limits its risk to such catastrophes through restraining the total policy limits written in each region and by purchasing reinsurance. The Company’s major catastrophe exposure is to losses caused by tornado and hail to commercial properties throughout the Midwest.

The catastrophe reinsurance treaty renewed on January 1, 2018, and the Company had protection of \$9.5 million in excess of \$500,000 first-dollar retention for both of the years ended December 31, 2017 and 2016. The catastrophe program is actively managed to keep net retention in line with risk tolerances and to optimize the risk/return trade off.

**Reinsurance**

Reinsurance does not discharge the Company from its primary liability to policyholders, and to the extent that a reinsurer is unable to meet its obligations, the Company would be liable. On a quarterly basis, the financial condition of prospective and existing reinsurers is monitored. As a result, the Company purchases reinsurance from a number of financially strong reinsurers. Accordingly, no allowance for reinsurance balances deemed uncollectible has been made. See *Note 6 – Reinsurance* for further discussion.

## **Investment Risk**

The investment portfolio is subject to market, credit, and interest rate risks. The equity portfolio will fluctuate with movements in the overall stock market. While the equity portfolio has been constructed to have lower downside risk than the market, the portfolio is sensitive to movements in the market. The bond portfolio is affected by interest rate changes and movement in credit spreads. The Company attempts to mitigate its interest rate and credit risks by constructing a well-diversified portfolio with high-quality securities with varied maturities. Downturns in the financial markets could have a negative effect on the portfolio. However, the Company attempts to manage this risk through asset allocation, duration, and security selection.

## **Liquidity Risk**

Liquidity is essential to the Company's business and a key component of the concept of asset-liability matching. The Company's liquidity may be impaired by an inability to collect premium receivable or reinsurance recoverable balances in a timely manner, an inability to sell assets or redeem investments, unforeseen outflows of cash or large claim payments, or an inability to access debt. Liquidity risk may arise due to circumstances that the Company may be unable to control, such as a general market disruption, an operational problem that affects third parties or the Company, or even by the perception among market participants that the Company, or other market participants, are experiencing greater liquidity risk.

The Company's A.M. Best rating is important to its liquidity. A reduction in credit ratings could adversely affect the Company's liquidity and competitive position, by increasing borrowing costs or limiting access to the capital markets.

## **External Factors**

The Company is highly regulated by the state of Illinois and by the states in which it underwrites business. Such regulations, among other things, limit the amount of dividends, impose restrictions on the amount and types of investments, and regulates rates insurers may charge for various coverages. The Company is also subject to insolvency and guarantee fund assessments for various programs designed to ensure policyholder indemnification. Assessments are generally accrued during the period in which it becomes probable that a liability has been incurred from an insolvency and the amount of the related assessment can be reasonably estimated.

The National Association of Insurance Commissioners (NAIC) has developed Property/Casualty Risk-Based Capital (RBC) standards that relate an insurer's reported statutory surplus to the risks inherent in its overall operations. The RBC formula uses the statutory annual statement to calculate the minimum indicated capital level to support asset (investment and credit) risk and underwriting (loss reserves, premiums written and unearned premium) risk. The NAIC model law calls for various levels of regulatory action based on the magnitude of an indicated RBC capital deficiency, if any. As of December 31, 2017, the Company determined that its capital levels are well in excess of the minimum capital requirements for all RBC action levels and that its capital levels are sufficient to support the level of risk inherent in its operations. See *Note 10 – Statutory Information and Dividend Restrictions* for further discussion of statutory information and related insurance regulatory restrictions.

In addition, ratings are a critical factor in establishing the competitive position of insurance companies. The Company is rated by A.M. Best. This rating reflects their opinion of the insurance company's financial strength, operating performance, strategic position, and ability to meet its obligations to policyholders.

**2. INVESTMENTS****NET INVESTMENT INCOME**

A summary of net investment income for the years ended December 31, 2017 and 2016 is as follows:

	2017	2016
AFS, fixed maturity securities	\$ 2,500,136	\$ 2,050,205
Investment property	449,990	348,393
AFS, equity securities	434,950	372,151
Cash and short-term investments	42,426	17,189
Investment revenue	3,427,502	2,787,938
Less investment expenses	(795,004)	(820,000)
Net investment income	<u>\$ 2,632,498</u>	<u>\$ 1,967,938</u>

**INVESTMENT RELATED GAINS (LOSSES)**

The following is a summary of the proceeds from sales, maturities, and calls of AFS securities and the related gross realized gains and losses, excluding OTTI, for the years ended December 31, 2017 and 2016.

	Proceeds	Gains	Losses	Net realized gain
<b>2017</b>				
Fixed maturity securities	\$ 7,431,133	\$ 29,436	\$ (21)	\$ 29,415
Common stocks	5,481,197	1,025,909	(2,753)	1,023,156
Preferred stocks	260,119	12,006	—	12,006
<b>2016</b>				
Fixed maturity securities	\$ 11,437,484	\$ 216,803	\$ (3,737)	\$ 213,066
Common stocks	4,708,756	73,186	(26,287)	46,899
Preferred stocks	98,998	—	(10,042)	(10,042)

The amortized cost and estimated fair value of fixed income AFS securities at December 31, 2017, are shown by contractual maturity below.

	Amortized Cost	Fair Value
Due in one year or less	\$ 1,500,544	\$ 1,499,050
Due after one year through five years	22,428,557	22,911,341
Due after five years through 10 years	11,892,260	12,405,986
Due after 10 years	20,367,545	21,270,034
Asset and mortgage backed securities without a specific due date	31,584,141	31,518,662
Total fixed maturity securities	<u>\$ 87,773,047</u>	<u>\$ 89,605,073</u>

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In addition, the following table is a schedule of amortized costs and estimated fair values of investments in fixed maturity and equity securities as of December 31, 2017 and 2016:

	Cost or		Gross Unrealized	
	Amortized Cost	Fair Value	Gains	Losses
<b>2017</b>				
Fixed maturity securities:				
U.S. treasury	\$ 1,346,712	\$ 1,333,725	\$ —	\$ (12,987)
MBS/ABS/CMBS	31,584,141	31,518,662	158,944	(224,423)
Corporate	31,038,526	31,989,174	1,001,906	(51,258)
Municipal	23,803,668	24,763,512	976,872	(17,028)
Total fixed maturity securities	87,773,047	89,605,073	2,137,722	(305,696)
Equity securities:				
Common stocks	7,631,180	8,534,109	920,629	(17,700)
Preferred stocks	3,783,311	3,867,429	132,054	(47,936)
Total equity securities	11,414,491	12,401,538	1,052,683	(65,636)
Total AFS securities	\$ 99,187,538	\$ 102,006,611	\$ 3,190,405	\$ (371,332)
<b>2016</b>				
Fixed maturity securities:				
U.S. treasury	\$ 1,244,542	\$ 1,241,125	\$ 2,527	\$ (5,944)
MBS/ABS/CMBS	19,751,138	19,677,200	183,175	(257,113)
Corporate	27,593,568	28,344,907	842,782	(91,443)
Municipal	14,339,843	14,870,791	665,790	(134,842)
Total fixed maturity securities	62,929,091	64,134,023	1,694,274	(489,342)
Equity securities:				
Common stocks	6,311,708	6,982,547	704,768	(33,929)
Preferred stocks	2,925,434	2,798,413	5,425	(132,446)
Total equity securities	9,237,142	9,780,960	710,193	(166,375)
Total AFS securities	\$ 72,166,233	\$ 73,914,983	\$ 2,404,467	\$ (655,717)

**MORTGAGE-BACKED, COMMERCIAL MORTGAGE-BACKED AND ASSET-BACKED SECURITIES**

All of the Company's collateralized securities carry an average credit rating of AA+ by one or more major rating agency and continue to pay according to contractual terms. Included within MBS/ABS/CMBS are residential mortgage backed securities with fair values of \$13,517,725 and \$10,288,405 and commercial mortgage backed securities of \$8,469,852 and \$7,600,109 at December 31, 2017 and 2016, respectively.

**UNREALIZED LOSSES ON AFS SECURITIES**

The following table is also used as part of the impairment analysis and displays the total value of securities that were in an unrealized loss position as of December 31, 2017 and 2016. The table segregates the securities based on type, noting the fair value, cost (or amortized cost), and unrealized loss on each category of investment as well as in total. The table further classifies the securities based on the length of time they have been in an unrealized loss position.

	December 31, 2017			December 31, 2016		
	< 12 Mos.	12 Mos & Greater	Total	< 12 Mos.	12 Mos & Greater	Total
<b>U.S. Treasury</b>						
Fair value	\$ 1,038,297	\$ 295,428	\$ 1,333,725	\$ 993,576	\$ —	\$ 993,576
Cost or Amortized cost	1,046,508	300,204	1,346,712	999,520	—	999,520
Unrealized Loss	(8,211)	(4,776)	(12,987)	(5,944)	—	(5,944)
<b>MBS/ABS/CMBS</b>						
Fair value	9,754,119	7,445,071	17,199,190	10,712,987	322,641	11,035,628
Cost or Amortized cost	9,778,528	7,645,085	17,423,613	10,968,840	323,901	11,292,741
Unrealized Loss	(24,409)	(200,014)	(224,423)	(255,853)	(1,260)	(257,113)
<b>Corporate</b>						
Fair value	5,583,942	2,023,856	7,607,798	5,476,442	984,115	6,460,557
Cost or Amortized cost	5,610,093	2,048,963	7,659,056	5,552,624	999,376	6,552,000
Unrealized Loss	(26,151)	(25,107)	(51,258)	(76,182)	(15,261)	(91,443)
<b>Municipal</b>						
Fair value	478,019	1,171,520	1,649,539	2,995,362	—	2,995,362
Cost or Amortized cost	479,904	1,186,663	1,666,567	3,130,204	—	3,130,204
Unrealized Loss	(1,885)	(15,143)	(17,028)	(134,842)	—	(134,842)
<b>Subtotal, fixed income</b>						
Fair value	16,854,377	10,935,875	27,790,252	20,178,367	1,306,756	21,485,123
Cost or Amortized cost	16,915,033	11,180,915	28,095,948	20,651,188	1,323,277	21,974,465
Unrealized Loss	(60,656)	(245,040)	(305,696)	(472,821)	(16,521)	(489,342)
<b>Common Stock</b>						
Fair value	637,100	—	637,100	—	445,872	445,872
Cost or Amortized cost	654,800	—	654,800	—	479,801	479,801
Unrealized Loss	(17,700)	—	(17,700)	—	(33,929)	(33,929)
<b>Preferred Stock</b>						
Fair value	842,530	520,710	1,363,240	2,328,345	—	2,328,345
Cost or Amortized cost	870,755	540,421	1,411,176	2,460,791	—	2,460,791
Unrealized Loss	(28,225)	(19,711)	(47,936)	(132,446)	—	(132,446)
<b>Total</b>						
Fair value	18,334,007	11,456,585	29,790,592	22,506,712	1,752,628	24,259,340
Cost or amortized cost	18,440,588	11,721,336	30,161,924	23,111,979	1,803,078	24,915,057
Unrealized Loss	\$ (106,581)	\$ (264,751)	\$ (371,332)	\$ (605,267)	\$ (50,450)	\$ (655,717)

As of December 31, 2017, the Company held 13 equity securities that were in unrealized loss positions. Of the 13 securities, 5 have been in an unrealized loss position for 12 consecutive months or longer and represent \$19,711 in unrealized losses. As of December 31, 2016, the Company held 21 equity securities that were in unrealized loss positions. Of these 21 securities, 2 were in an unrealized loss position for 12 consecutive months or longer and represented \$33,929 in unrealized losses.

The fixed income portfolio contained 64 securities in an unrealized loss position as of December 31, 2017. Of these 64 securities, 29 have been in an unrealized loss position for 12 consecutive months or longer and represent \$245,040 in unrealized losses. All fixed income securities in the investment portfolio continue to pay the expected coupon payments under the contractual terms of the securities. Credit-related impairments on fixed income securities that we do not plan to sell, and for which we are not more likely than not to be required to sell, are recognized in net earnings. Any non-credit related impairment is recognized in comprehensive earnings. Based on management's analysis, the fixed income portfolio is of a high credit quality and it is believed it will recover the amortized cost basis of the fixed income securities. Management monitors the credit quality of the fixed income investments to assess if it is probable that the Company will receive its contractual or estimated cash flows in the form of principal and interest.

For the year ended December 31, 2017, the Company recognized in net earnings \$57,316 of OTTI losses on an ETF included in common stock that was impaired during the second quarter of 2017 and subsequently sold during in the third quarter of 2017. During 2016, the Company recognized \$205,834 of OTTI on one common stock security and \$6,897 of OTTI on one fixed income security. For all fixed income securities at a loss at December 31, 2017, management believes it is probable that the Company will receive all contractual payments in the form of principal and interest. In addition, the Company is not required to, nor does it intend to sell these investments prior to recovering the entire amortized cost basis of each security, which may be maturity. Management does not consider these investments to be other-than-temporarily impaired at December 31, 2017. Based on management's analysis, it was concluded that the securities in an unrealized loss position were not other-than-temporarily impaired at December 31, 2017, and 2016.

As required by law, certain fixed maturity investments amounting to \$3,962,291 and \$2,958,297 at December 31, 2017 and 2016, respectively, were on deposit with either regulatory authorities or banks. In addition, \$923,766 and \$1,808,523 was pledged as of December 31, 2017 and 2016, respectively, as part of a capital lease arrangement.

### PROPERTY HELD FOR INVESTMENT

In 2017, investment property comprised of 54 apartment rental units located in Rock Island, Moline, and Silvis, Illinois. Property held for investment is net of accumulated depreciation of \$127,161 and \$50,948 as of December 31, 2017, and 2016, respectively. Related depreciation expense was \$76,213 and \$47,793 for the years ended December 31, 2017, and 2016, respectively.

### 3. FAIR VALUE DISCLOSURES

Fair value is defined as the price in the principal market that would be received for an asset to facilitate an orderly transaction between market participants on the measurement date. We determined the fair value of certain financial instruments based on their underlying characteristics and relevant transactions in the marketplace. GAAP guidance requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The guidance also describes three levels of inputs that may be used to measure fair value.

The following are the levels of the fair value hierarchy and a brief description of the type of valuation inputs that are used to establish each level:

- **Level 1** is applied to valuations based on readily available, unadjusted quoted prices in active markets for identical assets.
- **Level 2** is applied to valuations based upon quoted prices for similar assets in active markets, quoted prices for identical or similar assets in inactive markets; or valuations based on models where the significant inputs are observable (e.g. interest rates, yield curves, prepayment speeds, default rates, loss severities) or can be corroborated by observable market data.
- **Level 3** is applied to valuations that are derived from techniques in which one or more of the significant inputs are unobservable. Financial assets are classified based upon the lowest level of significant input that is used to determine fair value.

As a part of the process to determine fair value, management utilizes widely recognized, third-party pricing sources to determine fair values. Management has obtained an understanding of the third-party pricing sources' valuation methodologies and inputs. The following is a description of the valuation techniques used for financial assets that are measured at fair value, including the general classification of such assets pursuant to the fair value hierarchy.



**Corporate, Agencies, and Municipal Bonds**—The pricing vendor employs a multi-dimensional model which uses standard inputs including (listed in order of priority for use) benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, market bids/offers and other reference data. The pricing vendor also monitors market indicators, as well as industry and economic events. All bonds valued using these techniques are classified as Level 2. All Corporate, Agencies, and Municipal securities are deemed Level 2.

**Mortgage-backed Securities (MBS)/Collateralized Mortgage Obligations (CMO) and Asset-backed Securities (ABS)**—The pricing vendor evaluation methodology includes principally interest rate movements and new issue data. Evaluation of the tranches (non-volatile, volatile, or credit sensitivity) is based on the pricing vendors’ interpretation of accepted modeling and pricing conventions. This information is then used to determine the cash flows for each tranche, benchmark yields, pre-payment assumptions and to incorporate collateral performance. To evaluate CMO volatility, an option adjusted spread model is used in combination with models that simulate interest rate paths to determine market price information. This process allows the pricing vendor to obtain evaluations of a broad universe of securities in a way that reflects changes in yield curve, index rates, implied volatility, mortgage rates, and recent trade activity. MBS/CMO and ABS with corroborated and observable inputs are classified as Level 2. All MBS/CMO and ABS holdings are deemed Level 2.

**U.S. Treasury Bonds and Common Equity/ETF Securities**—U.S. treasury bonds and exchange traded equities have readily observable price levels and are classified as Level 1 (fair value based on quoted market prices). All common stock holdings are deemed Level 1.

**Preferred Stock**—Preferred stocks do not have readily observable prices, but do have quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets in markets that are not active; and inputs other than quoted prices are classified as Level 2. All preferred stock holdings are deemed Level 2.

Due to the relatively short-term nature of cash, cash equivalents, and the mortgage on the home office, their carrying amounts are reasonable estimates of fair value. The surplus notes, leasehold obligations, and debt obligations reported under Note 5–Debt, are carried at face value and given that there is no readily available market for these to trade in, management believes that face value accurately reflects fair value. Cash and cash equivalents are classified as Level 1 of the hierarchy. The mortgage on the home office and the surplus notes are carried at Level 2 of the hierarchy.

Assets measured at fair value on a recurring basis as of December 31, 2017, are as summarized below:

	Quoted in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
<b>AFS securities</b>				
<b>Fixed maturity securities</b>				
U.S. treasury	\$ 1,333,725	\$ —	\$ —	\$ 1,333,725
MBS/ABS/CMBS	—	31,518,662	—	31,518,662
Corporate	—	31,989,174	—	31,989,174
Municipal	—	24,763,512	—	24,763,512
<b>Total fixed maturity securities</b>	<b>1,333,725</b>	<b>88,271,348</b>	<b>—</b>	<b>89,605,073</b>
<b>Equity securities</b>				
Common stocks	8,534,109	—	—	8,534,109
Preferred stocks	—	3,867,429	—	3,867,429
<b>Total equity securities</b>	<b>8,534,109</b>	<b>3,867,429</b>	<b>—</b>	<b>12,401,538</b>
<b>Total AFS securities</b>	<b>\$ 9,867,834</b>	<b>\$ 92,138,777</b>	<b>\$ —</b>	<b>\$ 102,006,611</b>

Assets measured at fair value on a recurring basis as of December 31, 2016, are as summarized below:

	Quoted in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
<b>AFS securities</b>				
Fixed maturity securities				
U.S. treasury	\$ 1,241,125	\$ —	\$ —	\$ 1,241,125
MBS/ABS/CMBS	—	19,677,200	—	19,677,200
Corporate	—	28,344,907	—	28,344,907
Municipal	—	14,870,791	—	14,870,791
Total fixed maturity securities	1,241,125	62,892,898	—	64,134,023
Equity securities				
Common stocks	6,982,547	—	—	6,982,547
Preferred stocks	—	2,798,413	—	2,798,413
Total equity securities	6,982,547	2,798,413	—	9,780,960
Total AFS securities	\$ 8,223,672	\$ 65,691,311	\$ —	\$ 73,914,983

As noted in the previous tables, the Company did not have any assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3) as of December 31, 2017 and 2016. Additionally, there were no securities transferred in or out of levels 1 or 2 during the years ended December 31, 2017 and 2016.

#### 4. POLICY ACQUISITION COSTS

Policy acquisition costs deferred and amortized to income for the years ended December 31 are summarized as follows:

	2017	2016
Deferred policy acquisition costs (DAC), beginning of year	\$ 4,162,927	\$ 3,982,734
Deferred:		
Direct commission	7,635,524	7,156,434
Premium taxes	902,438	723,067
Ceding commissions	(983,634)	(959,451)
Underwriting	435,916	384,814
Net deferred	7,990,245	7,304,865
Amortized	7,560,757	7,124,672
DAC, end of year	\$ 4,592,415	\$ 4,162,927
Policy acquisition costs:		
Amortized to expense	\$ 7,560,757	\$ 7,124,672
Period costs:		
Contingent commission	1,795,359	1,826,944
Other underwriting expenses	7,951,584	6,896,931
Total policy acquisition costs	\$ 17,307,700	\$ 15,848,547

#### 5. DEBT

As of December 31, 2017 and 2016, outstanding debt balances totaled \$4,339,208 and \$3,786,950, respectively. The average rate on debt was 3.9% in 2017 compared to 5.0% in 2016.

Long-term debt consists of the following as of the periods referenced below:

	December 31, 2017	December 31, 2016
Surplus notes	\$ —	\$ 1,850,000
Capital lease obligation	805,013	1,227,541
Debt obligation	3,534,195	525,619
Home office mortgage	—	183,790
Total	<u>\$ 4,339,208</u>	<u>\$ 3,786,950</u>

### Surplus Notes

ICC's Plan of Conversion from a mutual to a stock company was approved by ICC policyholders at a special meeting on March 17, 2017. Simultaneously, surplus notes totaling \$1.65 million, representing all outstanding surplus notes as of that date were converted into 165,000 shares of the Company's common stock. The remaining \$200,000 balance of surplus notes was paid in March 2017.

### Leasehold Obligations

ICC entered into sale leaseback arrangements in 2016 and 2015 that are accounted for as a capital lease. Under the agreement, BofI Federal Bank (BofI) purchased electronic data processing software, vehicles, and other assets which are leased to the Company. These assets remain on the Company's books due to provisions within the agreement that trigger capital lease accounting. To secure the lowest rate possible of 4.7%, the Company pledged bonds totaling \$923,766 and \$1,808,523 as of December 31, 2017 and 2016, respectively. There was no gain or loss recognized as part of this transaction. Lease payments totaled \$501,976 and \$438,593 for the years ended December 31, 2017 and 2016, respectively. The term of the electronic data processing lease is 48 months and the term of the titled vehicles lease is 36 months. The outstanding lease obligation at December 31, 2017, was \$805,013 compared to \$1,227,541 at December 31, 2016.

Future minimum lease payments for the three succeeding years as of December 31, 2017 are:

Year	Amount
2018	501,972
2019	361,374
2020	30,190
Total payments	<u>893,536</u>
Less: Interest portion	<u>88,523</u>
Total outstanding lease obligation	<u>\$ 805,013</u>

### Debt Obligation

ICC Holdings, Inc. secured a loan with American Bank & Trust in March 2017 in the amount of \$3,500,000 and used the proceeds to repay ICC for the money borrowed by the ESOP. The term of the loan is five years bearing interest at 3.65% and the Company pledged the ESOP shares and \$1.5 million of trust assets as collateral for the loan. Additionally, ICC entered into two debt agreements in 2016; one agreement for \$500,000 and another debt agreement for \$75,000 with BofI. The terms of the loans are 36 months, but the Company had the option to prepay the \$500,000 loan after 12 months. The Company paid off the remaining balance of the \$500,000 loan in September 2017. The total balance of debt agreements at year end 2017 and 2016 was \$3,534,195 and \$525,619, respectively. The BofI loans bear interest at 4.7%.

### Home Office Mortgage

The Company paid off the remaining mortgage balance on its home office during the fourth quarter of 2017. Interest was charged at a fixed rate of 2.6% and the loan matured in 2017. The building was used as collateral to secure the loan. The loan balance at year end 2017 and 2016 was \$0 and \$183,790, respectively. The interest paid on the loan in 2017 was \$1,518 and \$9,163 in 2016.

**Revolving Line of Credit**

We maintain a revolving line of credit with American Bank & Trust, which permits borrowing up to an aggregate principal amount of \$1.75 million. This facility was entered into during 2013 and is renewed annually with a current expiration of August 1, 2018. The line of credit is priced at 30 day LIBOR plus 2% with a floor of 3.5%. In order to secure the lowest rate possible, the Company pledged marketable securities not to exceed \$5.0 million in the event the Company draws down on the line of credit. There was no interest paid on the line of credit during the year ended December 31, 2017. Interest paid on the line of credit in 2016 was immaterial. There are no financial covenants governing this agreement. For the years ended December 31, 2017 and 2016, no amounts were outstanding on this facility.

**6. REINSURANCE**

In the ordinary course of business, the Company assumes and cedes premiums and selected insured risks with other insurance companies, known as reinsurance. A large portion of the reinsurance is put into effect under contracts known as treaties and, in some instances, by negotiation on each individual risk (known as facultative reinsurance). In addition, there are several types of treaties including quota share, excess of loss and catastrophe reinsurance contracts that protect against losses over stipulated amounts arising from any one occurrence or event. The arrangements allow the Company to pursue greater diversification of business and serve to limit the maximum net loss to a single event, such as a catastrophe. Through the quantification of exposed policy limits in each region and the extensive use of computer-assisted modeling techniques, management monitors the concentration of risks exposed to catastrophic events.

Through the purchase of reinsurance, the Company also generally limits its net loss on any individual risk to a maximum of \$750,000 for casualty business, \$350,000 for property, and \$500,000 for workers compensation, although certain treaties contain an annual aggregate deductible before reinsurance applies.

Premiums, written and earned, along with losses and settlement expenses incurred for the years ended December 31 are summarized as follows:

	2017	2016
<b>WRITTEN</b>		
Direct	\$ 53,670,397	\$ 51,031,003
Reinsurance assumed	269,184	307,597
Reinsurance ceded	(7,952,661)	(8,111,446)
Net	<u>\$ 45,986,920</u>	<u>\$ 43,227,154</u>
<b>EARNED</b>		
Direct	\$ 51,862,625	\$ 50,190,888
Reinsurance assumed	299,086	318,476
Reinsurance ceded	(7,948,440)	(7,898,000)
Net	<u>\$ 44,213,271</u>	<u>\$ 42,611,365</u>
<b>LOSSES AND SETTLEMENT EXPENSES INCURRED</b>		
Direct	\$ 37,543,652	\$ 33,388,283
Reinsurance assumed	150,051	149,719
Reinsurance ceded	(8,683,870)	(9,193,451)
Net	<u>\$ 29,009,833</u>	<u>\$ 24,344,551</u>

The reinsurance assumed business consists of assigned risk pools, which require the Company to participate in certain workers' compensation and other liability pools, as a result of their licensure and premium writings in the various states in which it does business.

At December 31, 2017 and 2016, the Company had reinsurance recoverable on unpaid losses and settlement expenses totaling \$10,029,834 and \$12,114,998, respectively. More than 98% of the Company's reinsurance recoverables are due from companies with financial strength ratings of "A" or better by A.M. Best.

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The following table displays net reinsurance balances recoverable, after consideration of collateral, on paid losses and settlement expenses, known case and IBNR loss and settlement expense reserves, unearned premiums, and contingent commissions from the Company's top 10 reinsurers as of December 31, 2017. These reinsurers all have financial strength ratings of "A" or better by A.M. Best. Also shown are the amounts of written premium ceded to these reinsurers during the calendar year 2017.

(In thousands)	A.M. Best Rating	S & P Rating	Net Reinsurer		Ceded	
			Exposure as of December 31, 2017	Percent of Total	Premiums Written	Percent of Total
Everest Reinsurance Company	A+	A+	2,700	24.1%	856	10.8%
Aspen Insurance UK Ltd	A	A	2,111	18.9%	1,308	16.4%
Hannover Ruckversicherungs	A+	AA-	1,885	16.9%	1,114	14.0%
Partner Reinsurance Company	A	A+	1,268	11.3%	461	5.8%
Arch Reinsurance Company	A+	A+	1,241	11.1%	86	1.1%
Platinum Underwriters	A	A-	1,169	10.5%	765	9.6%
Swiss Reinsurance	A+	AA-	1,120	10.0%	385	4.8%
Toa Reinsurance Company	A	A+	1,017	9.1%	2	0.0%
Allied World Reinsurance	A	A	680	6.1%	883	11.1%
Endurance Reinsurance	A	A	521	4.7%	547	6.9%
All other reinsurers including anticipated subrogation			(2,529)	-22.6%	1,546	19.4%
			<u>11,183</u>	<u>100.0%</u>	<u>7,953</u>	<u>100.0%</u>

Ceded unearned premiums and reinsurance balances recoverable on paid losses and settlement expenses are reported separately as an asset, rather than being netted with the related liability, since reinsurance does not relieve the Company of its liability to policyholders. Such balances are subject to the credit risk associated with the individual reinsurer. On a quarterly basis, the financial condition of the Company's reinsurers is monitored. As part of the monitoring efforts, management reviews annual summarized financial data and publically available information. The credit risk associated with the reinsurance balances recoverable is analyzed by monitoring the A.M. Best and S&P ratings of the reinsurers. In addition, the Company subjects its reinsurance recoverables to detailed recoverability tests, including one based on average default by A.M. Best rating.

Once regulatory action (such as receivership, finding of insolvency, order of conservation or order of liquidation) is taken against a reinsurer, the paid and unpaid recoverable for the reinsurer are specifically identified and written off through the use of the allowance for estimated unrecoverable amounts from reinsurers. When such a balance is written off, it is done in full. The Company then re-evaluates the remaining allowance and determines whether the balance is sufficient as detailed above, and if needed, an additional allowance is recognized and income charged. The Company had no allowance recorded related to uncollectible amounts on paid and unpaid recoverables at December 31, 2017 and 2016. The Company has no receivables with a due date that extends beyond 90 days from the date of billing that are not included in the allowance for uncollectible amounts.

**7. UNPAID LOSSES AND SETTLEMENT EXPENSES**

**Loss Development Tables**

The following tables represent cumulative incurred losses and settlement expenses, net of reinsurance, by accident year and cumulative paid loss and settlement expenses, net of reinsurance, by accident year, for the years ended December 31, 2008 to 2017, as well as total IBNR and the cumulative number of reported claims for the year ended December 31, 2017. The information about incurred and paid claims development for the years ended December 31, 2008 to 2017, as well as total IBNR and the cumulative number of reported claims for the year ended December 31, 2016, is presented as unaudited required supplementary information. The property line of business has been disaggregated based on the shorter payout period in comparison to the workers compensation and liability lines of business.

<b>PROPERTY LINES</b>											<b>As of December 31, 2017</b>	
<b>Incurred loss and settlement expenses, net of reinsurance (in thousands)</b>												
<b>Year Ended December 31,</b>												
<b>Accident Year</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>Total IBNR plus expected development on reported claims</b>	<b>Cumulative number of reported claims</b>
<b>2008</b>	\$ 6,980	\$ 6,892	\$ 6,703	\$ 6,484	\$ 6,901	\$ 6,837	\$ 6,792	\$ 6,805	\$ 6,774	\$ 6,773	\$ —	706
<b>2009</b>		4,560	4,099	3,889	4,406	4,562	4,409	4,352	4,370	4,339	—	479
<b>2010</b>			5,644	5,105	4,831	4,992	5,118	5,006	4,891	4,899	13	485
<b>2011</b>				7,427	6,708	6,621	6,752	6,733	6,645	6,631	1	655
<b>2012</b>					6,143	6,374	6,406	6,546	6,482	6,411	(12)	507
<b>2013</b>						9,266	8,302	8,290	8,415	8,471	161	482
<b>2014</b>							8,865	7,586	7,798	7,883	48	561
<b>2015</b>								7,693	7,494	7,717	(9)	427
<b>2016</b>									8,941	7,981	(249)	445
<b>2017</b>										13,993	204	515
										<b>Total</b>	<b>75,098</b>	

<b>Cumulative paid loss and settlement expenses, net of reinsurance (in thousands)</b>														
<b>Year Ended December 31,</b>														
<b>Accident Year</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>				
<b>2008</b>	\$ 4,308	\$ 6,668	\$ 6,538	\$ 6,584	\$ 6,715	\$ 6,774	\$ 6,775	\$ 6,773	\$ 6,773	\$ 6,773				
<b>2009</b>		2,991	3,930	4,082	4,137	4,280	4,349	4,338	4,338	4,339				
<b>2010</b>			3,166	4,584	4,719	4,740	4,791	4,818	4,873	4,874				
<b>2011</b>				5,327	6,351	6,459	6,520	6,556	6,589	6,623				
<b>2012</b>					4,949	6,401	6,369	6,362	6,326	6,472				
<b>2013</b>						6,856	8,079	8,200	8,238	8,265				
<b>2014</b>							6,243	7,631	7,746	7,796				
<b>2015</b>								5,057	7,040	7,474				
<b>2016</b>									6,157	7,624				
<b>2017</b>										10,055				
										<b>Total</b>	<b>70,295</b>			
												<b>Unpaid losses and settlement expense - years 2008 through 2017</b>	<b>4,803</b>	
													<b>Unpaid losses and settlement expense - prior to 2008</b>	<b>(1)</b>
													<b>Unpaid loss and settlement expense, net of reinsurance</b>	<b>\$ 4,802</b>

**WORKERS COMPENSATION AND LIABILITY LINES**

<b>Incurred loss and settlement expenses, net of reinsurance (in thousands)</b>											<b>As of December 31, 2017</b>		
<b>Year Ended December 31,</b>											<b>Total IBNR plus expected development on reported claims</b>	<b>Cumulative number of reported claims</b>	
<b>Accident Year</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>			
2008	\$ 15,484	\$ 14,493	\$ 14,616	\$ 14,538	\$ 14,169	\$ 14,224	\$ 14,161	\$ 14,183	\$ 14,324	\$ 14,361	\$	24	1,532
2009		11,945	10,845	11,549	11,807	12,119	12,098	11,824	11,895	11,951		17	1,259
2010			10,475	11,039	10,683	11,371	11,701	11,474	11,422	11,431		60	1,093
2011				12,375	12,126	11,894	12,039	12,098	12,027	11,819		73	1,356
2012					13,122	11,338	11,407	11,638	12,692	12,845		229	1,325
2013						12,584	13,559	13,169	12,960	13,696		466	1,314
2014							13,385	14,744	15,341	16,718		914	1,411
2015								16,596	13,876	13,440		3,144	1,236
2016									16,677	14,843		5,224	1,147
2017										15,808		10,739	1,016
										<b>Total</b>		<b>136,912</b>	

<b>Cumulative paid loss and settlement expenses, net of reinsurance (in thousands)</b>											
<b>Year Ended December 31,</b>											
<b>Accident Year</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	
2008	\$ 1,482	\$ 3,832	\$ 6,814	\$ 9,739	\$ 11,713	\$ 12,622	\$ 13,491	\$ 14,026	\$ 14,232	\$ 14,290	
2009		1,202	3,014	6,175	8,289	10,281	11,080	11,432	11,639	11,862	
2010			1,248	3,395	5,865	8,462	10,022	10,733	11,067	11,194	
2011				1,669	3,761	5,841	8,072	10,122	10,971	11,484	
2012					1,180	3,021	5,589	8,327	10,913	11,753	
2013						1,579	4,156	7,634	10,423	12,181	
2014							1,539	4,087	9,515	13,602	
2015								1,405	4,319	7,400	
2016									1,490	5,485	
2017										1,523	
									<b>Total</b>	<b>100,774</b>	
										<b>Unpaid losses and settlement expense - years 2008 through 2017</b>	<b>36,138</b>
										<b>Unpaid losses and settlement expense - prior to 2008</b>	<b>104</b>
										<b>Unpaid loss and settlement expense, net of reinsurance</b>	<b>\$ 36,242</b>

**TOTAL LINES**

<b>Incurred loss and settlement expenses, net of reinsurance (in thousands)</b>											<b>As of December 31, 2017</b>	
<b>Year Ended December 31,</b>											<b>Total IBNR plus expected development on reported claims</b>	<b>Cumulative number of reported claims</b>
<b>Accident Year</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>		
2008	\$ 22,464	\$ 21,385	\$ 21,319	\$ 21,022	\$ 21,070	\$ 21,061	\$ 20,953	\$ 20,988	\$ 21,098	\$ 21,134	\$ 24	2,238
2009		16,505	14,944	15,438	16,213	16,681	16,507	16,176	16,265	16,290	17	1,738
2010			16,119	16,144	15,514	16,363	16,819	16,480	16,313	16,330	73	1,578
2011				19,802	18,834	18,515	18,791	18,831	18,672	18,450	74	2,011
2012					19,265	17,712	17,813	18,184	19,174	19,256	217	1,832
2013						21,850	21,861	21,459	21,375	22,167	627	1,796
2014							22,250	22,330	23,139	24,601	962	1,972
2015								24,289	21,370	21,157	3,135	1,663
2016									25,618	22,824	4,975	1,592
2017										29,801	10,943	1,531
									<b>Total</b>	<b>212,010</b>		

**Cumulative paid loss and settlement expenses, net of reinsurance (in thousands)**

<b>Year Ended December 31,</b>											
<b>Accident Year</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	
2008	\$ 5,790	\$ 10,500	\$ 13,352	\$ 16,323	\$ 18,428	\$ 19,396	\$ 20,266	\$ 20,799	\$ 21,005	\$ 21,063	
2009		4,193	6,944	10,257	12,426	14,561	15,429	15,770	15,977	16,201	
2010			4,414	7,979	10,584	13,202	14,813	15,551	15,940	16,068	
2011				6,996	10,112	12,300	14,592	16,678	17,560	18,107	
2012					6,129	9,422	11,958	14,689	17,239	18,225	
2013						8,435	12,235	15,834	18,661	20,446	
2014							7,782	11,718	17,261	21,398	
2015								6,462	11,359	14,874	
2016									7,647	13,109	
2017										11,578	
									<b>Total</b>	<b>171,069</b>	
										<b>Unpaid losses and settlement expense - years 2008 through 2017</b>	<b>40,941</b>
										<b>Unpaid losses and settlement expense - prior to 2008</b>	<b>103</b>
										<b>Unpaid loss and settlement expense, net of reinsurance</b>	<b>\$ 41,044</b>

**Loss Duration Disclosure**

The following table represents the average annual percentage payout of incurred losses by age, net of reinsurance.

	<b>Average annual percentage payout of incurred losses by age, net of reinsurance</b>									
	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>Year 6</b>	<b>Year 7</b>	<b>Year 8</b>	<b>Year 9+</b>	
<b>Property Lines</b>	71.3%	13.6%	3.4%	2.8%	7.8%	-0.3%	0.5%	1.0%	-0.1%	
<b>Liability Lines</b>	40.5%	27.2%	15.7%	6.9%	4.1%	3.0%	1.1%	0.7%	0.2%	
<b>Total Lines</b>	42.8%	26.2%	14.6%	6.7%	4.4%	2.8%	1.0%	0.7%	0.7%	



The following table is a reconciliation of the Company's unpaid losses and settlement expenses for the years 2017 and 2016.

<i>(In thousands)</i>	2017	2016
Unpaid losses and settlement expense - beginning of the period:		
Gross	\$ 52,817	\$ 61,056
Less: Ceded	12,115	19,158
Net	40,702	41,898
Increase (decrease) in incurred losses and settlement expense:		
Current year	29,801	25,620
Prior years	(791)	(1,275)
Total incurred	29,010	24,345
Deduct: Loss and settlement expense payments for claims incurred:		
Current year	11,578	7,649
Prior years	17,090	17,892
Total paid	28,668	25,541
Net unpaid losses and settlement expense - end of the period	41,044	40,702
Plus: Reinsurance recoverable on unpaid losses	10,030	12,115
Gross unpaid losses and settlement expense - end of the period	<u>\$ 51,074</u>	<u>\$ 52,817</u>

<i>(In thousands)</i>	2017	2016
Supplemental ceded unpaid losses and settlement expense at end of year disclosure:		
Reinsurance balances recoverable on unpaid losses and settlement expenses, net of allowances for uncollectible amounts of \$0 in 2017 and \$0 in 2016	\$ 10,030	\$ 12,115
Less : Reinsurance balances payable	—	—
Reinsurance recoverable on unpaid losses	<u>\$ 10,030</u>	<u>\$ 12,115</u>

Differences from the initial reserve estimates emerged as changes in the ultimate loss estimates as those estimates were updated through the reserve analysis process. The recognition of the changes in initial reserve estimates occurred over time as claims were reported, initial case reserves were established, initial reserves were reviewed in light of additional information and ultimate payments were made on the collective set of claims incurred as of that evaluation date. The new information on the ultimate settlement value of claims is updated until all claims in a defined set are settled. As a small specialty insurer with a niche product portfolio, the Company's experience will ordinarily exhibit fluctuations from period to period. While management attempts to identify and react to systematic changes in the loss environment, they must also consider the volume of experience directly available to the Company and interpret any particular period's indications with a realistic technical understanding of the reliability of those observations.

A discussion of significant components of reserve development for the two most recent calendar years follows:

## 2017

For calendar year 2017, the Company experienced favorable development relative to prior years' reserve estimates in both its property and casualty lines of business primarily from the 2016 accident year. Workers' Compensation and Business Property were the largest contributors to the favorable development, partially offset by adverse development in Business Liability.

## 2016

The Company experienced favorable development relative to prior years' reserve estimates in its casualty line of business primarily from the 2015 accident year. Liquor Liability and Workers' Compensation were the largest contributors to the favorable development, partially offset by adverse development in Business Liability.

## 8. INCOME TAXES

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities are summarized as follows:

	December 31,	
	2017	2016
<b>Deferred tax assets:</b>		
Tax discounting of claim reserves	\$ 454,772	\$ 730,161
Unearned premium reserve	1,139,002	1,710,498
AMT credit carryforward	103,439	—
Deferred compensation	131,175	356,650
Provision for uncollectible accounts	10,500	17,000
Property and equipment	—	837
Other	71,688	88,393
Deferred tax assets before allowance	<u>1,910,576</u>	<u>2,903,539</u>
Less valuation allowance	—	—
Total deferred tax assets	<u>\$ 1,910,576</u>	<u>\$ 2,903,539</u>
<b>Deferred tax liabilities:</b>		
Net unrealized appreciation of securities	\$ 592,005	\$ 594,575
Deferred policy acquisition costs	964,407	1,415,395
Property and equipment	1,267	—
Other	3,639	5,315
Total deferred tax liabilities	<u>1,561,318</u>	<u>2,015,285</u>
Net deferred tax asset	<u>\$ 349,258</u>	<u>\$ 888,254</u>

## Table of Contents

Income tax expense attributable to income from operations for the years ended December 31, 2017 and 2016, differed from the amounts computed by applying the U.S. federal tax rate of 34% to pretax income from continuing operations as demonstrated in the following table:

	Years ended December 31,	
	2017	2016
Provision for income taxes at the statutory federal tax rates	\$ 367,246	\$ 1,355,704
Increase (reduction) in taxes resulting from:		
Dividends received deduction	(48,020)	(36,414)
Tax-exempt interest income	(219,550)	(163,011)
15% proration of tax exempt interest and dividends received deduction	38,203	29,914
Officer life insurance, net	(546)	(1,292)
Nondeductible expenses	70,329	47,766
Effect of change in tax rate	152,173	—
Prior year true-ups and other	12,450	(55,698)
Total	\$ 372,285	\$ 1,176,969

The Company's effective tax rate was 34.5% and 29.5% for 2017 and 2016, respectively. Effective rates are dependent upon components of pretax earnings and the related tax effects.

The Company had historically recorded its deferred tax assets and liabilities using the statutory federal tax rate of 34%. The Tax Act was signed into law on December 22, 2017 and lowered the federal corporate tax rate to 21% effective January 1, 2018. As a result, the Company revalued deferred tax items as of year-end 2017 to reflect the lower rate. The revaluation of deferred tax items increased income tax expense by \$152,173 and increased the effective tax rate by 14.1%. The Tax Cuts and Jobs Act of 2017 provides for a change in the methodology employed to calculate reserves for tax purposes. Beginning January 1, 2018, a higher interest rate assumption and longer payout patterns will be used to discount these reserves. In addition, companies will no longer be able to elect to use their own experience to discount reserves, but will instead be required to use the industry-based tables published by the IRS annually; however, the 2018 tables have yet to be released. Consequently, the Company cannot reasonably estimate the impact this would have on gross deferred taxes at December 31, 2017. However, this would not impact the net deferred tax asset. The Company also continues to analyze certain aspects of the Tax Act and further refinements are possible, which could potentially affect the measurement of these balance or potentially give rise to new deferred tax amounts, although management does not expect these adjustments to materially impact its financial statements.

Management believes it is more likely than not that all deferred tax assets will be recovered given the carry back availability of insurance company losses as well as the results of future operations, which will generate sufficient taxable income to realize the deferred tax asset. In addition, it is believed that when these deferred items reverse in future years, taxable income will be taxed at an effective rate of 21%.

As of December 31, 2017, the Company does not have any capital or operating loss carryforwards. Periods still subject to Internal Revenue Service (IRS) audit include 2014 through current year. There are currently no open tax exams.

## 9. EMPLOYEE BENEFITS

### 401(K) AND BONUS AND INCENTIVE PLANS

The Company maintains a 401(k) and bonus and incentive plans covering executives, managers, and associates. Excluding the 401(k), at the CEO's discretion, funding of these plans is primarily dependent upon reaching predetermined levels of combined ratio, growth in statutory surplus, growth in direct written premium, and overall renewal retention ratios. Bonuses are earned as the Company generates earnings in excess of this required return. While some management incentive plans may be affected somewhat by other performance factors, the larger influence of corporate performance ensures that the interests of the executives, managers, and associates corresponds with those of the stakeholders.

The 401(k) plan offers a matching percentage up to 4% of eligible compensation, as well as a profit sharing percentage of each employee's compensation. Participants are 100% vested in the matching percentage and vest at a rate of 25% per year for the profit sharing distribution. The total contribution to the 401(k) profit sharing plan was \$311,507 and \$217,598 for 2017 and 2016, respectively. Additionally, bonuses may be awarded to executives, managers, and associates through company incentive plans, provided certain financial or operational goals are met.

**DEFERRED COMPENSATION**

In November 2012, the Company entered into a deferred compensation agreement with an executive of the Company. The agreement requires the Company to make payments to the executive beginning at retirement (age 62). In the event of separation of service without cause prior to age 62, benefits under this agreement vest 25% in November 2017, 50% in November 2022, 75% in November 2027, and 100% on January 1, 2032. In the event of death prior to retirement, benefits become fully vested and are payable to the executive's beneficiaries. Using a discount rate of 3.6%, the fully vested obligation under the agreement would total approximately \$1,689,467 on January 1, 2032. As of December 31, 2017 and 2015, the accrued liability related to this agreement totaled \$248,481 and \$153,409, respectively. The Company's recognized \$95,072 of expense and \$20,267 of benefit in 2017 and 2016, respectively.

**ESOP**

In connection with our conversion and public offering, we establish an ESOP. The ESOP borrowed from the Company to purchase 350,000 shares in the offering. The issuance of the shares to the ESOP resulted in a contra account established in the shareholder's equity section of the balance sheet for the unallocated shares at an amount equal to their \$10.00 per share purchase price.

The Company may make discretionary contributions to the ESOP and pay dividends on unallocated shares to the ESOP, the ESOP uses funds it receives to repay the loan. When loan payments are made, ESOP shares are allocated to participants based on relative compensation and expense is recorded. The Company contributed \$269,344 to the ESOP during the fourth quarter of 2017.

A compensation expense charge is booked monthly during each year for the shares committed to be allocated to participants that year, determined with reference to the fair market value of our stock at the time the commitment to allocate the shares is accrued and recognized. For the year ended December 31, 2017, we recognized compensation expense of \$367,730 related to 21,878 shares of our common stock that were committed to be released to participants' accounts for the year ended December 31, 2017. Of the 21,878 shares committed to be released, 2,320 shares were committed on December 31, 2017 and had no impact on the weighted average common shares outstanding for the year ended December 31, 2017. The fair value of the unearned ESOP shares as of December 31, 2017 was \$5,338,545.

**10. STATUTORY INFORMATION AND DIVIDEND RESTRICTIONS**

The statutory financial statements of ICC are presented on the basis of accounting practices prescribed or permitted by the Illinois Department of Insurance, which has adopted the National Association of Insurance Commissioners (NAIC) statutory accounting practices as the basis of its statutory accounting practices. ICC did not use any permitted statutory accounting practices that differ from NAIC prescribed statutory accounting practices. In converting from statutory to GAAP, typical adjustments include deferral of policy acquisition costs, the inclusion of statutory non-admitted assets and the inclusion of net unrealized holding gains or losses in equity relating to AFS investment securities, and the reclassification of surplus notes from equity to debt.

The NAIC has Risk-based capital (RBC) requirements that require insurance companies to calculate and report information under a risk-based formula, which measures statutory capital and surplus needs based upon a regulatory definition of risk relative to the company's balance sheet and mix of products. As of December 31, 2017 and 2016, ICC had RBC amounts in excess of the authorized control level RBC, as defined by the NAIC. ICC had an authorized control level RBC of \$6,275,664 and \$6,314,396 as of December 31, 2017 and 2016, respectively, compared to actual statutory capital and surplus of \$50,772,460 and \$29,957,250, respectively, for these same periods.

Year-end statutory surplus for 2017 and 2016 presented in the table below includes \$0 and \$51,207 of Estrella Innovative Solutions, LLC common stock (cost basis of \$270,078 and \$270,078) held by ICC. This investment is eliminated in the GAAP consolidated financial statements.

The following table includes selected information for our insurance subsidiary:

	<u>As of and periods ended December 31,</u>	
	2017	2016
Net income, statutory basis	\$ 1,316,086	\$ 3,445,706
Consolidated surplus, statutory basis	\$ 50,772,460	\$ 29,957,250

No Illinois domiciled company may pay any extraordinary dividend or make any other extraordinary distribution to its security holders until: (a) 30 days after the Director has received notice of the declaration thereof and has not within such period disapproved the payment, or (b) the Director approves such payment within the 30-day period. For purposes of this subsection, an extraordinary dividend or distribution is any dividend or distribution of cash or other property whose fair market value, together with that of other dividends or distributions, made within the period of 12 consecutive months ending on the date on which the proposed dividend is scheduled for payment or distribution exceeds the greater of: (a) 10% of the company's surplus as regards policyholders as of the 31st day of December next preceding, or (b) the net income of the company for the 12-month period ending the 31st day of December next preceding, but does not include pro rata distributions of any class of the company's own securities.

The Company did not pay any dividends to security holders in 2017 or 2016. It did however, make cash dividend payments in the amount of \$2,646 and \$1,838 in 2017 and 2016, respectively, to Wisconsin policyholders in accordance with policy contractual obligations.

## 11. RELATED PARTY

Mr. John R. Klockau, a director of the Company, held two surplus note from the Company totaling \$1,150,000 which were converted into 115,000 shares of the Company's common stock on March 17, 2017. John R. Klockau received a payment for interest on the surplus notes of \$12,975 during the three months ended March 31, 2017 and \$64,000 for the year ended 2016. Additionally, Mr. Klockau is a claims consultant and was paid \$16,230 and \$12,944 in 2017 and 2016, respectively, related to his services to the Company.

Mr. Kevin Clinton is a director of the Company and owns more than 10% of the Company's outstanding shares of common stock. Mr. Clinton was paid \$1,330 and \$0 in 2017 and 2016, respectively for travel reimbursement costs.

Mr. Scott T. Burgess is a director of the Company and a Senior Managing Director of Griffin Financial Group. Mr. Burgess was paid \$2,690 and \$2,190 in 2017 and 2016, respectively. Griffin Financial Group was paid \$893,240 and \$9,910 in 2017 and 2016, respectively. Griffin and Stevens & Lee are affiliated. Stevens & Lee is a full-service law firm that was paid \$46,286 and \$630,125 as of December 31, 2017 and 2016, respectively.

## 12. COMMITMENTS AND CONTINGENT LIABILITIES

The Company is party to numerous claims, losses, and litigation matters that arise in the normal course of business. Many of such claims, losses, or litigation matters involve claims under policies that the Company underwrites as an insurer. Management believes that the resolution of these claims and losses will not have a material adverse effect on the Company's financial condition, results of operations, or cash flows.

The Company has operating lease obligations related to managing the business. Minimum future rental payments under non-cancellable agreements are as follows:

Year	Payments
2018	100,509
2019	49,745
<b>Total</b>	<b>\$ 150,254</b>

Rent benefit totaled \$16,964 and rent expense totaled \$3,646 in 2017 and 2016, respectively.

## 13. SUBSEQUENT EVENTS

Subsequent events have been evaluated through the date the financial statements were issued.

In 2017, the Board approved a new Executive Discretionary Bonus Program with a long term incentive component. On February 20, 2018, the Board of Directors approved bonuses and equity awards based on 2017 company results and achievement of individual performance goals. The number of Restricted Stock Units (RSUs) that were awarded to select executives on February 20, 2018 was 11,700.

On March 2, 2018 and March 7, 2018, the Company paid \$343,365 and \$346,000, respectively to BofI. These disbursements were made to pay off the balances of the sale leaseback arrangements entered into with BofI during 2015 and 2016.

**Report of Independent Registered Public Accounting Firm on  
Financial Statement Schedules**

Audit Committee, Board of Directors and Policyholders  
ICC Holdings, Inc. and Subsidiaries  
Rock Island, Illinois

In connection with our audit of the consolidated financial statements of ICC Holdings, Inc. and Subsidiaries for each of the two years in the period ended December 31, 2017, we have also audited Schedules II, III, IV, V, and VI on pages 96 through 102. These financial statement schedules are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statement schedules based on our audits of the basic consolidated financial statements. The schedules are presented for purposes of complying with the Securities and Exchange Commission's rules and regulations and are not a required part of the consolidated financial statements.

In our opinion, the financial statement schedules referred to above, when considered in relation to the basic consolidated financial statements taken as a whole, present fairly, in all material respects, the information required to be included therein.

BKD, LLP

/s/ BKD, LLP

We have served as the Company's auditor since 2016.

Cincinnati, Ohio  
April 2, 2018

**ICC HOLDINGS, INC.**  
Schedule II — Condensed Financial Information of Registrant  
Balance Sheet – Parent Company Only

	As of
	December 31, 2017
<b>Assets</b>	
Investment in subsidiaries	\$ 61,945,522
Available for sale securities, at fair value	
Fixed maturity securities	2,604,331
Common Stocks	1,031,038
Cash and cash equivalents	1,591,979
Due from subsidiaries	483,380
Accrued investment income	6,640
Net deferred federal income taxes	85,676
Other assets	93,111
<b>Total assets</b>	<b>\$ 67,841,677</b>
<b>Liabilities and Shareholders' Equity</b>	
Liabilities:	
Debt	\$ 3,496,108
Accrued expenses	79,261
Other liabilities	164,762
<b>Total liabilities</b>	<b>3,740,131</b>
Equity:	
Common stock <sup>1</sup>	35,000
Additional paid-in capital	32,333,290
Accumulated other comprehensive earnings, net of tax	2,227,069
Retained earnings	32,787,406
Less: Unearned Employee Stock Ownership Plan shares at cost <sup>2</sup>	(3,281,220)
<b>Total equity</b>	<b>64,101,545</b>
<b>Total liabilities and equity</b>	<b>\$ 67,841,677</b>

<sup>1</sup>Par value \$0.01; authorized: 2017 - 10,000,000 shares and 2016 - 0 shares; issued: 2017 - 3,500,000 and 2016 - 0 shares; outstanding: 2017 - 3,171,878 and 2016 - 0 shares.

<sup>2</sup>2017 - 328,122 shares and 2016 - 0 shares

**ICC HOLDINGS, INC.**  
Schedule II — Condensed Financial Information of Registrant  
Statement of Earnings and Comprehensive Earnings – Parent Company Only

	Year Ended December 31, 2017
Net investment income	\$ 152,932
Net realized investment gains	141,902
Other-than-temporary impairment losses	—
Other income	399
Total revenue	<u>295,233</u>
Policy acquisition costs and other operating expenses	1,228,459
Interest expense on debt	98,537
General corporate expenses	—
Total expenses	<u>1,326,997</u>
Loss before equity earnings of subsidiaries and income taxes	(1,031,763)
Total income tax benefit	<u>(346,746)</u>
Net loss before equity earnings of subsidiaries	(685,017)
Equity earnings in subsidiaries	1,392,868
Net earnings	<u>\$ 707,851</u>
Other comprehensive earnings, net of tax	55,828
Equity in other comprehensive income of subsidiaries	650,586
Comprehensive (loss) earnings	<u>\$ 1,414,265</u>



**ICC HOLDINGS, INC.**  
Schedule II — Condensed Financial Information of Registrant  
Statement of Cash Flows – Parent Company Only

	Year Ended December 31, 2017
<b>Cash flows from operating activities:</b>	
Net earnings	\$ 707,851
Adjustments to reconcile net earnings to net cash provided by (used in) operating activities	
Net realized investment gains	(141,902)
Depreciation	3,160
Deferred income tax	(85,676)
Equity in undistributed (income) loss of subsidiaries	(1,392,868)
Amortization of bond premium and discount	22,566
Change in:	
Due from subsidiaries	(115,650)
Accrued investment income	6,640
Accrued expenses	79,261
Current federal income tax	103,439
Other	(31,787)
Net cash provided by operating activities	(844,966)
<b>Cash flows from investing activities:</b>	
Contributions to subsidiaries	(26,330,618)
Purchases of:	
Fixed maturity securities, available-for-sale	(8,280,927)
Common stocks, available-for-sale	(1,566,247)
Property and equipment	(28,407)
Proceeds from sales, maturities and calls of:	
Fixed maturity securities, available-for-sale	5,762,299
Common stocks, available-for-sale	665,397
Net cash used in investing activities	(29,778,503)
<b>Cash flows from financing activities:</b>	
Proceeds from bank loan	
Net proceeds received from issuance of shares of common stock and ESOP expense	28,719,340
Proceeds from loan	3,499,149
Repayments of borrowed funds	(3,041)
Net cash provided by (used in) financing activities	32,215,448
Net increase in cash and cash equivalents	1,591,979
Cash and cash equivalents at beginning of year	—
Cash and cash equivalents at end of period	\$ 1,591,979
<b>Supplemental information:</b>	
Federal income tax paid	\$ —
Interest paid	65,276

**ICC HOLDINGS, INC. AND SUBSIDIARIES**  
Schedule III — Supplemental Insurance Information  
Years ended December 31, 2017 and 2016

<i>(In thousands)</i>	Deferred policy acquisition costs	Future policy benefits, losses, claims and loss expenses	Unearned premiums	Other policy and benefits payable	Net premiums earned
December 31, 2017					
Commercial Business	\$ 4,592	\$ 51,074	\$ 26,556	\$ 327	\$ 44,213
Total	\$ 4,592	\$ 51,074	\$ 26,556	\$ 327	\$ 44,213
December 31, 2016					
Commercial Business	\$ 4,163	\$ 52,817	\$ 24,778	\$ 110	\$ 42,611
Total	\$ 4,163	\$ 52,817	\$ 24,778	\$ 110	\$ 42,611

<i>(In thousands)</i>	Net investment income	Benefits, claims, losses and settlement expenses	Amortization of DAC	Other operating expenses	Net premiums written
December 31, 2017					
Commercial Business	\$ 2,632	\$ 29,010	\$ 7,561	\$ 10,527	\$ 45,987
Total	\$ 2,632	\$ 29,010	\$ 7,561	\$ 10,527	\$ 45,987
December 31, 2016					
Commercial Business	\$ 1,968	\$ 24,345	\$ 7,125	\$ 9,414	\$ 43,227
Total	\$ 1,968	\$ 24,345	\$ 7,125	\$ 9,414	\$ 43,227

See accompanying notes to consolidated financial statements and report of independent registered public accounting firm.

**ICC HOLDINGS, INC. AND SUBSIDIARIES**  
Schedule IV — Reinsurance  
Years ended December 31, 2017 and 2016

<i>(In thousands)</i>						
Premiums	Gross	Ceded to	Assumed From		Percentage of	
Earned	Amount	Other	Other	Net Amount	Amount	Assumed to Net
		Companies	Companies			
2017	\$ 51,863	\$ 7,948	\$ 299	\$ 44,214	0.7%	
2016	\$ 50,191	\$ 7,898	\$ 318	\$ 42,611	0.7%	

*See accompanying notes to consolidated financial statements and report of independent registered public accounting firm.*

**ICC HOLDINGS, INC. AND SUBSIDIARIES**  
Schedule V — Allowance for Uncollectible Premiums and Other Receivables  
Years ended December 31, 2017 and 2016

<i>(In thousands)</i>	2017	2016
Beginning balance	\$ 50	\$ 100
Additions	—	—
Deletion	—	(50)
Ending balance	\$ 50	\$ 50

*See accompanying notes to consolidated financial statements and report of independent registered public accounting firm.*

**ICC HOLDINGS, INC. AND SUBSIDIARIES**  
Schedule VI — Supplemental Information  
Years ended December 31, 2017 and 2016

<i>(In thousands)</i>	Deferred policy acquisition costs	Reserve for Losses and settlement expenses	Discount if any deducted from reserves	Unearned premium	Net earned premiums	Net investment income
2017	\$ 4,592	\$ 51,074	\$ —	\$ 26,556	\$ 44,213	\$ 2,632
2016	\$ 4,163	\$ 52,817	\$ —	\$ 24,778	\$ 42,611	\$ 1,968

<i>(In thousands)</i>	Losses and settlement expenses incurred related to		Amortization of DAC	Paid losses and settlement expenses	Net written premiums
	Current year	Prior year			
2017	\$ 29,801	\$ (791)	\$ 7,561	\$ (28,668)	\$ 45,987
2016	\$ 25,620	\$ (1,275)	\$ 7,125	\$ (25,541)	\$ 43,227

See accompanying notes to consolidated financial statements and report of independent registered public accounting firm.

**Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure**

None.

**Item 9A. Controls and Procedures**

A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within the Company have been detected.

***Disclosure Controls and Procedures***

The Company maintains disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the "Exchange Act") that are designed to ensure that required information is recorded, processed, summarized and reported within the required timeframe as specified in the SEC's rules and forms of the SEC. Our disclosure controls and procedures are also designed to ensure that information required to be disclosed is accumulated and communicated to the Company's management, including our Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure.

Our management, with the participation of the Chief Executive Officer and the Chief Financial Officer, evaluated the effectiveness of our disclosure controls and procedures at December 31, 2017. Based on this evaluation, the Chief Executive Officer and the Chief Financial Officer concluded that our disclosure controls and procedures were effective, at the reasonable assurance level, as of December 31, 2017.

***Management's Report on Internal Control Over Financial Reporting***

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Exchange Act Rule 13a-15(f). The Company's management, with the participation of the Company's Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the Company's internal control over financial reporting based on the framework in Internal Control - Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on this evaluation, the Company's management has concluded that, as of December 31, 2017, the Company's internal control over financial reporting was effective.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

***Attestation Report of the Registered Public Accounting Firm***

This Annual Report does not include an attestation report of our registered public accounting firm regarding internal control over financial reporting as required by Section 404(b) of the Sarbanes Oxley Act of 2002. Because we qualify as an emerging growth company under the JOBS Act, management's report was not subject to attestation by our independent registered public accounting firm.

***Changes in Internal Control over Financial Reporting***

There were no changes in our internal control over financial reporting (as defined in Rule 13a-15(f) of the Exchange Act) during the year ended December 31, 2017 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

**Item 9B. Other Information**

None.

**PART III**

**Items 10 to 14**

Items 10 through 14 (inclusive) of this Part III are not included herein because the Company will file a definitive Proxy Statement with the SEC that will include the information required by such Items, and such information is incorporated herein by reference. The Company's Proxy Statement will be filed with the SEC and delivered to stockholders in connection with the Annual Meeting of Shareholders to be held on May 22, 2018, and the information under the following captions is included in such incorporation by reference: "Directors, Executive Officers and Corporate Governance," "Executive Compensation," "Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters," "Certain Relationships and Related Transactions, and Director Independence," and "Principal Accounting Fees and Services."

**PART IV**

**Item 15. Exhibits, Financial Statement Schedules**

- (a) (1-2) See Item 8 for Consolidated Financials Statements and Schedules included in this report.
- (3) Exhibits. See Exhibit Index on page 101.
- (b) Exhibits. See Exhibit Index on page 101.
- (c) Financial Statement Schedules. See Financial Statement Schedules on pages 93-96.



**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ICC HOLDINGS, INC.

By: /s/ Arron K. Sutherland  
Arron K. Sutherland, President and  
Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

<u>Signature</u>	<u>Capacity</u>	<u>Date</u>
<u>/s/ Arron K. Sutherland</u> Arron K. Sutherland	President and Chief Executive Officer (Principal Executive Officer)	April 2, 2018
<u>/s/ Joel K. Heriford</u> Joel K. Heriford	Director	April 2, 2018
<u>Gerald J. Pepping</u> Gerald J. Pepping	Director	April 2, 2018
<u>/s/ Mark J. Schwab</u> Mark J. Schwab	Director	April 2, 2018
<u>/s/ Scott T. Burgess</u> Scott T. Burgess	Director	April 2, 2018
<u>/s/ James R. Dignman</u> James R. Dingman	Director	April 2, 2018
<u>/s/ R. Kevin Clinton</u> R. Kevin Clinton	Director	April 2, 2018
<u>/s/ John R. Klockau</u> John R. Klockau	Director	April 2, 2018
<u>/s/ Daniel H. Portes</u> Daniel H. Portes	Director	April 2, 2018
<u>/s/ Christine C. Schmitt</u> Christine C. Schmitt	Director	March 29, 2018
<u>/s/ Michael R. Smith</u> Michael R. Smith	Chief Financial Officer (Principal Financial and Accounting Officer)	April 2, 2018

## EXHIBIT INDEX

<b>Exhibit Number</b>	<b>Description</b>
3.1	<a href="#">Form of Amended and Restated Articles of Incorporation of ICC Holdings, Inc. (incorporated by reference to Exhibit 3.1 to Amendment No. 2 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on December 23, 2016)</a>
3.2	<a href="#">Form of Amended and Restated Bylaws of ICC Holdings, Inc. (incorporated by reference to Exhibit 3.2 to Amendment No. 2 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on December 23, 2016)</a>
10.1	<a href="#">ICC Holdings, Inc. 2016 Equity Incentive Plan (incorporated by reference to Appendix A to the Registrant's Definitive Proxy Statement on Schedule 14A (File No. 001-38046) filed on April 13, 2017).</a>
10.2	<a href="#">Employment Agreement among ICC Holdings, Inc., Illinois Casualty Company and Arron K. Sutherland (incorporated by reference to Exhibit 10.1 to Amendment No. 1 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on November 7, 2016)</a>
10.3	<a href="#">Form of Change of Control Agreement among ICC Holdings, Inc., Illinois Casualty Company and an employee (incorporated by reference to Exhibit 10.2 to Amendment No. 1 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on November 7, 2016)</a>
10.4	<a href="#">ICC Holdings, Inc. Employee Stock Ownership Plan (incorporated by reference to Exhibit 10.3 to Amendment No. 1 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on November 7, 2016)</a>
10.5	<a href="#">Purchase Agreement among ICC Holdings, Inc., Illinois Casualty Company, and certain investors, including R. Kevin Clinton (incorporated by reference to Exhibit 10.4 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on October 13, 2016)</a>
10.6	<a href="#">Purchase Agreement among ICC Holdings, Inc., Illinois Casualty Company, and Rock Island Investors, LLC (incorporated by reference to Exhibit 10.5 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on October 13, 2016)</a>
10.7	<a href="#">Purchase Agreement among ICC Holdings, Inc., Illinois Casualty Company, and Tuscarora Wayne (incorporated by reference to Exhibit 10.6 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on October 13, 2016)</a>
10.8	<a href="#">Illinois Casualty Company Profit Sharing Cash Bonus Program (incorporated by reference to Exhibit 10.7 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on October 13, 2016)</a>
10.9	<a href="#">Form of Restricted Stock Units Award Agreement (Chief Executive Officer)</a>
10.10	<a href="#">Form of Restricted Stock Units Award Agreement</a>
21.1	<a href="#">Subsidiaries of ICC Holdings, Inc. (incorporated by reference to Exhibit 21.1 to the Registrant's Registration Statement on Form S-1 (File No. 333-214081) filed on October 13, 2016)</a>
23.1	<a href="#">Consent of BKD, LLP</a>
31.1	<a href="#">Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002</a>
31.2	<a href="#">Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002</a>
32.1	<a href="#">Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002</a>
32.2	<a href="#">Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002</a>

**ICC HOLDINGS, INC. 2016 Stock INCENTIVE PLAN**

**RESTRICTED STOCK UNITS AWARD AGREEMENT**

This Restricted Stock Units Agreement (this “Agreement”), dated as of \_\_\_\_\_, 20\_\_, (the “Grant Date”) is between ICC Holdings, Inc., a Pennsylvania corporation (the “Company”), and the individual identified on the signature page hereof (the “Participant”).

**BACKGROUND**

A. The Participant is currently an employee of the Company or one of its Subsidiaries.

B. The Company desires to (i) provide the Participant with an incentive to remain in the employ of the Company or one of its Subsidiaries, and (ii) increase the Participant’s interest in the success of the Company by granting restricted stock units (the “Restricted Stock Units”) to the Participant.

C. The grant of the Restricted Stock Units is (i) made pursuant to the ICC Holdings, Inc. Stock Incentive Plan (the “Plan”), (ii) made subject to the terms and conditions of this Agreement, and (iii) not an employment right and is made in the discretion of the Board.

NOW, THEREFORE, in consideration of the covenants and agreements contained in this Agreement, the parties hereto, intending to be legally bound, agree as follows:

1. Definitions; Incorporation of Plan Terms. Capitalized terms used in this Agreement without definition shall have the meanings assigned to them in the Plan. This Agreement and the Restricted Stock Units shall be subject to the Plan. The terms of the Plan are incorporated into this Agreement by reference. If there is a conflict or an inconsistency between the Plan and this Agreement, the Plan shall govern. The Participant hereby acknowledges receipt of a copy of the Plan.

2. Grant of Restricted Stock Units.

(a) Subject to the provisions of this Agreement the Participant’s valid acceptance of this Agreement and pursuant to the provisions of the Plan, the Company hereby grants to the Participant the number of Restricted Stock Units specified on the signature page of this Agreement. The Company shall credit to a bookkeeping account (the “Account”) maintained by the Company, or a third party on behalf of the Company, for the Participant’s benefit the Restricted Stock Units as the Restricted Stock Units become vested in accordance with Section 3(a) below, each of which shall be deemed to be the equivalent of one share of the Company’s Common Stock (each, a “Share”).

(b) If and whenever there occurs a forward split of Shares, then a number of additional Restricted Stock Units shall be credited to the Account as of the payment date for such forward split equal to (i) the total number of Restricted Stock Units credited to the Account on the record date for such forward split (other than previously settled or forfeited Restricted Stock Units), multiplied by (ii) the number of additional Shares issued in such split in respect of each outstanding Share. The additional Restricted Stock Units shall be or become vested to the same extent as the Restricted Stock Units that resulted in the crediting of such additional Restricted Stock Units.

3. Terms and Conditions.

(a) Vesting. Subject to the provisions of this Agreement, the Restricted Stock Units (rounded up to the nearest whole number) will vest in annual installments over a three-year vesting period according to the following vesting schedule:

(i) Subject to the provisions of this Agreement, the Restricted Stock Units (rounded up to the nearest whole number) will vest in annual installments over a three-year vesting period according to the following vesting schedule:

(A) 1/3 of the the Restricted Stock Units (rounded up to the nearest whole number) will vest upon the 1st anniversary of the Grant Date;

(B) an additional 1/3 of the the Restricted Stock Units (rounded up to the nearest whole number) will vest upon the 2nd anniversary of the Grant Date; and

(C) an additional 1/3 of the the Restricted Stock Units (rounded up to the nearest whole number) will vest upon the 3rd anniversary of the Grant Date.

(ii) Notwithstanding anything in this Agreement to the contrary, any Restricted Stock Units that fail to vest because the employment condition set forth in Section 3(c) is not satisfied shall be forfeited, subject to the special provisions set forth in subsections (ii) through (iv) of this Section 3(a).

(iii) In the event of a Change in Control or the Participant's termination of employment due to death or Disability, Restricted Stock Units not previously vested shall immediately become vested, subject to the payment provisions of Section 3(d).

(b) Restrictions on Transfer. Until the applicable vesting date of Restricted Stock Units, no transfer of the Restricted Stock Units or any of the Participant's rights with respect to the Restricted Stock Units, whether voluntary or involuntary, by operation of law or otherwise, shall be permitted. Unless the Board determines otherwise, upon any attempt to transfer any Restricted Stock Units or any rights in respect of the Restricted Stock Units before the applicable vesting date of the

Restricted Stock Units, such Restricted Stock Units, and all of the rights related to such Restricted Stock Units, shall be immediately forfeited by the Participant and transferred to, and reacquired by, the Company without consideration of any kind.

(c) Forfeiture. Except as provided in Section 3(a), upon termination of the Participant's employment with the Company or a Subsidiary for any reason, the Participant shall forfeit any and all Restricted Stock Units which have not vested as of the date of such termination and such Restricted Stock Units shall revert to the Company without consideration of any kind.

(d) Settlement. Upon vesting of any outstanding Restricted Stock Units, the Company shall deliver to the Participant, or his or her beneficiary, as applicable, without charge, one share of Common Stock for each such outstanding Restricted Stock Unit ("Vested Unit"); provided, however, that, the Committee may, in its sole discretion, elect to pay cash or part cash and part Common Stock in lieu of delivering only shares of Common Stock for Vested Units. If the Company makes a cash payment in lieu of delivering shares of Common Stock, the amount of such payment shall be equal to the Fair Market Value of the Common Stock as of the date on which the vesting period lapsed with respect to each Vested Unit.

#### 4. Noncompetition; Nonsolicitation.

(a) The Participant agrees with the Company that, for so long as the Participant is employed by the Company or any of its Subsidiaries and continuing for 18 months following a termination of such employment, the Participant will not, without the prior written consent of the Company, directly or indirectly, and whether as principal or investor or as an employee, officer, director, manager, partner, consultant, agent, proprietor or otherwise, alone or in association with any other person, firm, corporation, or other business organization, become involved in a Competing Business; provided, however, that the provisions of this Section 4 shall apply solely to those activities of a Competing Business, with which the Participant was personally involved or for which the Participant was responsible while employed by the Company or its Subsidiaries during the 18-month period preceding termination of the Participant's employment. This Section 4(a) will not be violated, however, by the Participant's investment of up to \$100,000 in the aggregate in one or several publicly-traded companies that engage in a Competing Business. For purposes of this Agreement, "Competing Business" means commercial lines property and casualty insurer including, but not limited to, (i) Society Insurance, Badger Mutual Insurance Company, Allied Insurance, Argo Group International Holdings, Ltd., Farmers Insurance Group, Founders Insurance Company, Hanover Insurance Group, Inc., Midwest Family Mutual Insurance Company, Specialty Risk of America, US Insurance Company, or (ii) any start-up entity which has provided liquor liability insurance in one or more of the same markets at any time during the last two (2) years of the Participant's employment in the insurance industry as carried on by the Company in any state in which the Company is licensed to transact business.

(b) As a separate and independent covenant, the Participant agrees with the Company that, for so long as the Participant is employed by the Company or any of its Subsidiaries and continuing for 18 months following a termination of such employment the Participant shall not, whether on his own behalf or on behalf of any other individual or business entity, induce, advise, request, solicit, employ, or enter into any consulting or contractual arrangement with any person who is, on date of the termination of the Participant's employment, an employee, associate or former employee of the Company, its affiliates, subsidiaries or successors in interest.

(c) As a separate and independent covenant, the Participant agrees with the Company that, for so long as the Participant is employed by the Company or any of its Subsidiaries and continuing for 18 months following a termination of such employment the Participant shall not, whether on his own behalf or on behalf of any other individual or business entity, induce, advise, request, solicit any of the actual or targeted prospective customers of the Company or its affiliates, subsidiaries or successors in interest with respect to any matters related to or competitive with the business of the Company.

(d) The Participant will not enter into a contract or engage in discussions or negotiations with potential investors in preparation to do any of the activities prohibited in subsections 4(a) through (c).

(e) The Participant specifically agrees that the 18 month period referred to herein shall be extended by the number of days included in any period of time during which the Participant is or was engaged in the above-referenced activities.

(f) The Participant expressly agrees with every term and condition contained in this Section 4, and that the covenants contained in this Section 4: (i) are reasonable as to time and geographical area; (ii) does not place any unreasonable burden upon the Participant; and (iii) will not harm the general public. The Participant further acknowledges, understands and agrees that the covenant not to compete contained in this Section 4 is necessary for the Company's protection because of the nature and scope of the Company's business and the Participant's position with and services for the Company. However, if a final judgment of a court or tribunal of competent jurisdiction determines that any term or provision contained in this Section 4 is invalid or unenforceable, then the parties agree that the court or tribunal will have the power to reduce the scope, duration or geographic area of the term or provision, to delete specific words or phrases or to replace any invalid or unenforceable term or provision with a term or provision that is valid and enforceable and that comes closest to expressing the intention of the invalid or unenforceable term or provision. Section 4 will be enforceable as so modified after the expiration of the time within which the judgment may be appealed.

(g) The Participant acknowledges and agrees that the Company's remedies at law for a breach or threatened breach of any of the provisions of this Section 4, would be inadequate and, in recognition of this fact, the Participant agrees that, in the

event of such a breach or threatened breach, in addition to any remedies at law, the Company, without posting any bond, shall be entitled to obtain equitable relief in the form of specific performance, temporary restraining order, temporary or permanent injunction, or any other equitable remedy which may then be available

5. Confidentiality; Specific Performance.

(a) The Participant agrees with the Company that the Participant will not at any time, except in performance of the Participant's obligations to the Company hereunder or with the prior written consent of the Company, directly or indirectly, reveal to any person, entity, or other organization (other than the Company, or its employees, officers, directors, shareholders, or agents) or use for the Participant's own benefit any information deemed to be confidential ("Confidential Information") by the Company or any of its Subsidiaries or affiliates relating to the assets, liabilities, employees, goodwill, business, or affairs of the Company or any of its Subsidiaries or affiliates, including, without limitation, any information concerning past, present, or prospective customers, manufacturing processes, marketing, operating, or financial data, or other confidential information used by, or useful to, the Company or any of its Subsidiaries or affiliates and known (whether or not known with the knowledge and permission of the Company or any of its Subsidiaries or affiliates and whether or not at any time prior to the Date of Grant (as specified in the signature page of this Agreement) developed, devised, or otherwise created in whole or in part by the efforts of the Participant) to the Participant by reason of the Participant's employment with, equity holdings in, or other association with the Company or any of its Subsidiaries or affiliates. The Participant further agrees that the Participant will retain all copies and extracts of any written Confidential Information acquired or developed by the Participant during any such employment, equity holding, or association in trust for the sole benefit of the Company, its Subsidiaries and affiliates, and their successors and assigns. The Participant further agrees that the Participant will not, without the prior written consent of the Company, remove or take from the Company's or any of its Subsidiary's or affiliate's premises (or if previously removed or taken, the Participant will promptly return) any written Confidential Information or any copies or extracts thereof. Upon the request and at the expense of the Company, the Participant shall promptly make all disclosures, execute all instruments and papers, and perform all acts reasonably necessary to vest and confirm in the Company and its Subsidiaries and affiliates, fully and completely, all rights created or contemplated by this Section 5. The term "Confidential Information" shall not include information that is or becomes generally available to the public other than as a result of a disclosure by, or at the direction of, the Participant.

(b) The Participant agrees that upon termination of the Participant's employment with the Company or any Subsidiary for any reason, the Participant will return to the Company immediately all memoranda, books, papers, plans, information, letters and other data, and all copies thereof or therefrom, in any way evidencing (in whole or in part) Confidential Information relating to the business of the Company and its Subsidiaries and affiliates. The Participant further agrees that the Participant will not

retain or use for the Participant's account at any time any trade names, trademark, or other proprietary business designation used or owned in connection with the business of the Company or its Subsidiaries or affiliates.

(c) The Participant acknowledges that the federal Defend Trade Secrets Act (the "DTSA") provides that an individual shall not be held criminally or civilly liable for the disclosure of a trade secret that is made (i) in confidence to a government official or to an attorney and solely for the purpose of reporting or investigating a suspected violation of law; or (ii) in a complaint or other document filed in a lawsuit or other proceeding, if such filing is made under seal. In addition, the Participant acknowledges that the DTSA provides that an individual who files a retaliation lawsuit against an employer for reporting a suspected violation of law may disclose a trade secret to his/her attorney and use the trade secret information in court, but only if the individual (i) files any document containing the trade secret under seal; and (ii) does not disclose the trade secret, except pursuant to court order.

(d) The Participant acknowledges and agrees that the Company's remedies at law for a breach or threatened breach of any of the provisions of this Section 5 would be inadequate and, in recognition of this fact, the Participant agrees that, in the event of such a breach or threatened breach, in addition to any remedies at law, the Company, without posting any bond, shall be entitled to obtain equitable relief in the form of specific performance, temporary restraining order, temporary or permanent injunction, or any other equitable remedy which may then be available.

#### 6. Taxes and Withholding.

(a) Subject to the provisions of Subsection 7(b), the Company will require, where sufficient funds are not otherwise available, that a Participant pay or reimburse to it any withholding taxes at such time as withholding is required by law.

(b) With the permission of the Board, a Participant may satisfy the withholding obligation described in Subsection 7(a), in whole or in part, by electing to have the Company withhold shares of Common Stock (otherwise issuable to him or her) having a Fair Market Value equal to the amount required to be withheld. An election by a Participant to have shares withheld for this purpose shall be subject to such conditions as may then be imposed thereon by any applicable securities law.

7. Protections Against Violations of Agreement. No purported sale, assignment, mortgage, hypothecation, transfer, pledge, encumbrance, gift, transfer in trust (voting or other) or other disposition of, or creation of a security interest in or lien on, any of the Restricted Stock Units by any holder thereof in violation of the provisions of this Units Agreement or the Certificate of Incorporation or the Bylaws of the Company, will be valid, and the Company will not transfer any shares resulting from the settlement of Restricted Stock Units on its books nor will any of such shares be entitled to vote, nor will any dividends be paid thereon, unless and until there has been full compliance with such provisions to the satisfaction of the Company. The foregoing restrictions are in



addition to and not in lieu of any other remedies, legal or equitable, available to enforce such provisions.

8. Rights as a Shareholder. The Participant shall not possess the right to vote the shares underlying the Restricted Stock Units unless and until vesting.

9. Survival of Terms. This Agreement shall apply to and bind the Participant and the Company and their respective permitted assignees and transferees, heirs, legatees, executors, administrators and legal successors. The terms of Sections 4 and 5 shall expressly survive the forfeiture of the Restricted Stock Units and this Agreement.

10. Notices. All notices and other communications provided for herein shall be in writing and shall be delivered by hand or sent by certified or registered mail, return receipt requested, postage prepaid, addressed, if to the Participant, to the Participant's attention at the mailing address set forth at the foot of this Agreement (or to such other address as the Participant shall have specified to the Company in writing) and, if to the Company, to the Company's office at 225 20<sup>th</sup> Street, Rock Island, Illinois 61201, Attention: \_\_\_\_\_ (or to such other address as the Company shall have specified to the Participant in writing). All such notices shall be conclusively deemed to be received and shall be effective, if sent by hand delivery, upon receipt, or if sent by registered or certified mail, on the fifth day after the day on which such notice is mailed.

11. Waiver. The waiver by either party of compliance with any provision of this Agreement by the other party shall not operate or be construed as a waiver of any other provision of this Agreement, or of any subsequent breach by such party of a provision of this Agreement.

12. Authority of the Administrator. The Plan Administrator, which is the Board, shall have full authority to interpret and construe the terms of the Plan and this Agreement. The determination of the administrator as to any such matter of interpretation or construction shall be final, binding and conclusive.

13. Representations. The Participant has reviewed with his own tax advisors the applicable tax (U.S., foreign, state, and local) consequences of the transactions contemplated by this Agreement. The Participant is relying solely on such advisors and not on any statements or representations of the Company or any of its agents. The Participant understands that he (and not the Company) shall be responsible for any tax liability that may arise as a result of the transactions contemplated by this Agreement.

14. Investment Representation. The Participant hereby represents and warrants to the Company that the Participant, by reason of the Participant's business or financial experience (or the business or financial experience of the Participant's professional advisors who are unaffiliated with and who are not compensated by the Company or any Subsidiary or selling agent of the Company, directly or indirectly), has the capacity to protect the Participant's own interests in connection with the transactions contemplated under this Agreement.

15. Entire Agreement; Governing Law. This Agreement and the Plan and the other related agreements expressly referred to herein set forth the entire agreement and understanding between the parties hereto and supersedes all prior agreements and understandings relating to the subject matter hereof. This Agreement may be executed in one or more counterparts, each of which shall be deemed to be an original, but all such counterparts shall together constitute one and the same agreement. The headings of sections and subsections herein are included solely for convenience of reference and shall not affect the meaning of any of the provisions of this Agreement. This Agreement shall be governed by, and construed in accordance with, the laws of the Commonwealth of Pennsylvania.

16. Severability. Should any provision of this Agreement be held by a court of competent jurisdiction to be unenforceable, or enforceable only if modified, such holding shall not affect the validity of the remainder of this Agreement, the balance of which shall continue to be binding upon the parties hereto with any such modification (if any) to become a part hereof and treated as though contained in this original Agreement. Moreover, if one or more of the provisions contained in this Agreement shall for any reason be held to be excessively broad as to scope, activity, subject or otherwise so as to be unenforceable, in lieu of severing such unenforceable provision, such provision or provisions shall be construed by the appropriate judicial body by limiting or reducing it or them, so as to be enforceable to the maximum extent compatible with the applicable law as it shall then appear, and such determination by such judicial body shall not affect the enforceability of such provisions or provisions in any other jurisdiction.

17. Amendments; Construction. The Plan administrator may amend the terms of this Agreement prospectively or retroactively at any time, but no such amendment shall impair the rights of the Participant hereunder without his or her consent. Headings to Sections of this Agreement are intended for convenience of reference only, are not part of this Agreement and shall have no effect on the interpretation hereof.

18. Acceptance. The Participant hereby acknowledges receipt of a copy of the Plan and this Agreement. The Participant has read and understand the terms and provision thereof, and accepts the Restricted Stock Units subject to all the terms and conditions of the Plan and this Agreement. The Participant hereby agrees to accept as binding, conclusive and final all decisions or interpretations of the Administrator upon any questions arising under this Agreement.

19. Miscellaneous.

(a) No Rights to Grants or Continued Employment. The Participant acknowledges that the award granted under this Agreement is not employment compensation nor is it an employment right, and is being granted at the sole discretion of the Board. The Participant shall not have any claim or right to receive grants of Awards under the Plan. Neither the Plan or this Agreement, nor any action taken or omitted to be taken hereunder or thereunder, shall be deemed to create or confer on the Participant any right to be retained as an employee of the Company or any Subsidiary or other affiliate

thereof, or to interfere with or to limit in any way the right of the Company or any Subsidiary thereof to terminate the employment of the Participant at any time.

(b) No Restriction on Right of Company to Effect Corporate Changes.

Neither the Plan nor this Agreement shall affect in any way the right or power of the Company or its shareholders to make or authorize any or all adjustments, recapitalizations, reorganizations, or other changes in the Company's capital structure or its business, or any merger or consolidation of the Company, or any issue of stock or of options, warrants or rights to purchase stock or of bonds, debentures, preferred, or prior preference stocks whose rights are superior to or affect the Common Stock or the rights thereof or which are convertible into or exchangeable for Common Stock, or the dissolution or liquidation of the Company, or any sale or transfer of all or any part of the assets or business of the Company, or any other corporate act or proceeding, whether of a similar character or otherwise.

(c) Assignment. The Company shall have the right to assign any of its rights and to delegate any of its duties under this Agreement to any of its Subsidiaries or affiliates.

20. Code Section 409A. Notwithstanding anything in this Agreement to the contrary, the receipt of any benefits under this Agreement as a result of a termination of employment shall be subject to satisfaction of the condition precedent that the Participant undergo a "separation from service" within the meaning of Treas. Reg. § 1.409A-1(h) or any successor thereto. In addition, if a Participant is deemed to be a "specified employee" within the meaning of that term under Code Section 409A(a)(2)(B), then with regard to any payment or the provisions of any benefit that is required to be delayed pursuant to Code Section 409A(a)(2)(B), such payment or benefit shall not be made or provided prior to the earlier of (i) the expiration of the six-month period measured from the date of the Participant's "separation from service" (as such term is defined in Treas. Reg. § 1.409A-1(h)), or (ii) the date of the Participant's death (the "Delay Period"). Within 10 days following the expiration of the Delay Period, all payments and benefits delayed pursuant to this Section (whether they would have otherwise been payable in a single sum or in installments in the absence of such delay) shall be paid or reimbursed to the Participant in a lump sum, and any remaining payments and benefits due under this Agreement shall be paid or provided in accordance with the normal payment dates specified for them herein.

THIS AGREEMENT SHALL BE NULL AND VOID AND UNENFORCEABLE BY THE PARTICIPANT UNLESS ACCEPTED BY THE PARTICIPANT NOT LATER THAN 30 DAYS SUBSEQUENT TO THE DATE OF GRANT SET FORTH BELOW.

BY SIGNING THIS AGREEMENT, THE PARTICIPANT IS HEREBY CONSENTING TO THE PROCESSING AND TRANSFER OF THE PARTICIPANT'S PERSONAL DATA BY THE COMPANY TO THE EXTENT NECESSARY TO ADMINISTER AND PROCESS THE AWARDS GRANTED UNDER THIS AGREEMENT.

[Signatures follow on next page.]

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IN WITNESS WHEREOF, the Company has caused this Agreement to be executed by its duly authorized officer and the Participant has executed this Agreement, both as of the day and year first above written.

ICC HOLDINGS, INC.

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PARTICIPANT

\_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

Grant Date: \_\_\_\_\_, 20\_\_

Number of Shares of Restricted Stock Units Subject to  
Vesting Schedule in Section 3(a):

\_\_\_\_\_

**ICC HOLDINGS, INC. 2016 Stock INCENTIVE PLAN**

**RESTRICTED STOCK UNITS AWARD AGREEMENT**

This Restricted Stock Units Agreement (this “Agreement”), dated as of \_\_\_\_\_, 20\_\_, (the “Grant Date”) is between ICC Holdings, Inc., a Pennsylvania corporation (the “Company”), and Arron K. Sutherland (the “Participant”).

**BACKGROUND**

A. The Participant is currently an employee of the Company or one of its Subsidiaries.

B. The Company desires to (i) provide the Participant with an incentive to remain in the employ of the Company or one of its Subsidiaries, and (ii) increase the Participant’s interest in the success of the Company by granting restricted stock units (the “Restricted Stock Units”) to the Participant.

C. The grant of the Restricted Stock Units is (i) made pursuant to the ICC Holdings, Inc. Stock Incentive Plan (the “Plan”), (ii) made subject to the terms and conditions of this Agreement, and (iii) not an employment right and is made in the discretion of the Board.

NOW, THEREFORE, in consideration of the covenants and agreements contained in this Agreement, the parties hereto, intending to be legally bound, agree as follows:

1. Definitions; Incorporation of Plan Terms. Capitalized terms used in this Agreement without definition shall have the meanings assigned to them in the Plan. This Agreement and the Restricted Stock Units shall be subject to the Plan. The terms of the Plan are incorporated into this Agreement by reference. If there is a conflict or an inconsistency between the Plan and this Agreement, the Plan shall govern. The Participant hereby acknowledges receipt of a copy of the Plan.

2. Grant of Restricted Stock Units.

(a) Subject to the provisions of this Agreement the Participant’s valid acceptance of this Agreement and pursuant to the provisions of the Plan, the Company hereby grants to the Participant the number of Restricted Stock Units specified on the signature page of this Agreement. The Company shall credit to a bookkeeping account (the “Account”) maintained by the Company, or a third party on behalf of the Company, for the Participant’s benefit the Restricted Stock Units as the Restricted Stock Units become vested in accordance with Section 3(a) below, each of which shall be deemed to be the equivalent of one share of the Company’s Common Stock (each, a “Share”).

(b) If and whenever there occurs a forward split of Shares, then a number of additional Restricted Stock Units shall be credited to the Account as of the payment date for such forward split equal to (i) the total number of Restricted Stock Units credited to the Account on the record date for such forward split (other than previously settled or forfeited Restricted Stock Units), multiplied by (ii) the number of additional Shares issued in such split in respect of each outstanding Share. The additional Restricted Stock Units shall be or become vested to the same extent as the Restricted Stock Units that resulted in the crediting of such additional Restricted Stock Units.

3. Terms and Conditions.

(a) Vesting. Subject to the provisions of this Agreement, the Restricted Stock Units (rounded up to the nearest whole number) will vest in annual installments over a three-year vesting period according to the following vesting schedule:

(i) Subject to the provisions of this Agreement, the Restricted Stock Units (rounded up to the nearest whole number) will vest in annual installments over a three-year vesting period according to the following vesting schedule:

(A) 1/3 of the the Restricted Stock Units (rounded up to the nearest whole number) will vest upon the 1st anniversary of the Grant Date;

(B) an additional 1/3 of the the Restricted Stock Units (rounded up to the nearest whole number) will vest upon the 2nd anniversary of the Grant Date; and

(C) an additional 1/3 of the the Restricted Stock Units (rounded up to the nearest whole number) will vest upon the 3rd anniversary of the Grant Date.

(ii) Notwithstanding anything in this Agreement to the contrary, any Restricted Stock Units that fail to vest because the employment condition set forth in Section 3(c) is not satisfied shall be forfeited, subject to the special provisions set forth in subsections (ii) through (iv) of this Section 3(a).

(iii) In the event of a Change in Control or the Participant's termination of employment due to death or Disability, Restricted Stock Units not previously vested shall immediately become vested, subject to the payment provisions of Section 3(d).

(b) Restrictions on Transfer. Until the applicable vesting date of Restricted Stock Units, no transfer of the Restricted Stock Units or any of the Participant's rights with respect to the Restricted Stock Units, whether voluntary or involuntary, by operation of law or otherwise, shall be permitted. Unless the Board determines otherwise, upon any attempt to transfer any Restricted Stock Units or any rights in respect of the Restricted Stock Units before the applicable vesting date of the

Restricted Stock Units, such Restricted Stock Units, and all of the rights related to such Restricted Stock Units, shall be immediately forfeited by the Participant and transferred to, and reacquired by, the Company without consideration of any kind.

(c) Forfeiture. Except as provided in Section 3(a), upon termination of the Participant's employment with the Company or a Subsidiary for any reason, the Participant shall forfeit any and all Restricted Stock Units which have not vested as of the date of such termination and such Restricted Stock Units shall revert to the Company without consideration of any kind.

(d) Settlement. Upon vesting of any outstanding Restricted Stock Units, the Company shall deliver to the Participant, or his or her beneficiary, as applicable, without charge, one share of Common Stock for each such outstanding Restricted Stock Unit ("Vested Unit"); provided, however, that, the Committee may, in its sole discretion, elect to pay cash or part cash and part Common Stock in lieu of delivering only shares of Common Stock for Vested Units. If the Company makes a cash payment in lieu of delivering shares of Common Stock, the amount of such payment shall be equal to the Fair Market Value of the Common Stock as of the date on which the vesting period lapsed with respect to each Vested Unit.

#### 4. Noncompetition; Nonsolicitation.

(a) The Participant agrees with the Company that, for so long as the Participant is employed by the Company or any of its Subsidiaries and continuing for 24 months following a termination of such employment, the Participant will not, without the prior written consent of the Company, directly or indirectly, and whether as principal or investor or as an employee, officer, director, manager, partner, consultant, agent, proprietor or otherwise, alone or in association with any other person, firm, corporation, or other business organization, become involved in a Competing Business; provided, however, that the provisions of this Section 4 shall apply solely to those activities of a Competing Business, with which the Participant was personally involved or for which the Participant was responsible while employed by the Company or its Subsidiaries during the 24-month period preceding termination of the Participant's employment. This Section 4(a) will not be violated, however, by the Participant's investment of up to \$100,000 in the aggregate in one or several publicly-traded companies that engage in a Competing Business. For purposes of this Agreement, "Competing Business" means commercial lines property and casualty insurer including, but not limited to, (i) Society Insurance, Badger Mutual Insurance Company, Allied Insurance, Argo Group International Holdings, Ltd., Farmers Insurance Group, Founders Insurance Company, Hanover Insurance Group, Inc., Midwest Family Mutual Insurance Company, Specialty Risk of America, US Insurance Company, or (ii) any start-up entity which has provided liquor liability insurance in one or more of the same markets at any time during the last two (2) years of the Participant's employment in the insurance industry as carried on by the Company in any state in which the Company is licensed to transact business.



(b) As a separate and independent covenant, the Participant agrees with the Company that, for so long as the Participant is employed by the Company or any of its Subsidiaries and continuing for 24 months following a termination of such employment the Participant shall not, whether on his own behalf or on behalf of any other individual or business entity, induce, advise, request, solicit, employ, or enter into any consulting or contractual arrangement with any person who is, on date of the termination of the Participant's employment, an employee, associate or former employee of the Company, its affiliates, subsidiaries or successors in interest.

(c) As a separate and independent covenant, the Participant agrees with the Company that, for so long as the Participant is employed by the Company or any of its Subsidiaries and continuing for 24 months following a termination of such employment the Participant shall not, whether on his own behalf or on behalf of any other individual or business entity, induce, advise, request, solicit any of the actual or targeted prospective customers of the Company or its affiliates, subsidiaries or successors in interest with respect to any matters related to or competitive with the business of the Company.

(d) The Participant will not enter into a contract or engage in discussions or negotiations with potential investors in preparation to do any of the activities prohibited in subsections 4(a) through (c).

(e) The Participant specifically agrees that the 18 month period referred to herein shall be extended by the number of days included in any period of time during which the Participant is or was engaged in the above-referenced activities.

(f) The Participant expressly agrees with every term and condition contained in this Section 4, and that the covenants contained in this Section 4: (i) are reasonable as to time and geographical area; (ii) does not place any unreasonable burden upon the Participant; and (iii) will not harm the general public. The Participant further acknowledges, understands and agrees that the covenant not to compete contained in this Section 4 is necessary for the Company's protection because of the nature and scope of the Company's business and the Participant's position with and services for the Company. However, if a final judgment of a court or tribunal of competent jurisdiction determines that any term or provision contained in this Section 4 is invalid or unenforceable, then the parties agree that the court or tribunal will have the power to reduce the scope, duration or geographic area of the term or provision, to delete specific words or phrases or to replace any invalid or unenforceable term or provision with a term or provision that is valid and enforceable and that comes closest to expressing the intention of the invalid or unenforceable term or provision. Section 4 will be enforceable as so modified after the expiration of the time within which the judgment may be appealed.

(g) The Participant acknowledges and agrees that the Company's remedies at law for a breach or threatened breach of any of the provisions of this Section 4, would be inadequate and, in recognition of this fact, the Participant agrees that, in the

event of such a breach or threatened breach, in addition to any remedies at law, the Company, without posting any bond, shall be entitled to obtain equitable relief in the form of specific performance, temporary restraining order, temporary or permanent injunction, or any other equitable remedy which may then be available

5. Confidentiality; Specific Performance.

(a) The Participant agrees with the Company that the Participant will not at any time, except in performance of the Participant's obligations to the Company hereunder or with the prior written consent of the Company, directly or indirectly, reveal to any person, entity, or other organization (other than the Company, or its employees, officers, directors, shareholders, or agents) or use for the Participant's own benefit any information deemed to be confidential ("Confidential Information") by the Company or any of its Subsidiaries or affiliates relating to the assets, liabilities, employees, goodwill, business, or affairs of the Company or any of its Subsidiaries or affiliates, including, without limitation, any information concerning past, present, or prospective customers, manufacturing processes, marketing, operating, or financial data, or other confidential information used by, or useful to, the Company or any of its Subsidiaries or affiliates and known (whether or not known with the knowledge and permission of the Company or any of its Subsidiaries or affiliates and whether or not at any time prior to the Date of Grant (as specified in the signature page of this Agreement) developed, devised, or otherwise created in whole or in part by the efforts of the Participant) to the Participant by reason of the Participant's employment with, equity holdings in, or other association with the Company or any of its Subsidiaries or affiliates. The Participant further agrees that the Participant will retain all copies and extracts of any written Confidential Information acquired or developed by the Participant during any such employment, equity holding, or association in trust for the sole benefit of the Company, its Subsidiaries and affiliates, and their successors and assigns. The Participant further agrees that the Participant will not, without the prior written consent of the Company, remove or take from the Company's or any of its Subsidiary's or affiliate's premises (or if previously removed or taken, the Participant will promptly return) any written Confidential Information or any copies or extracts thereof. Upon the request and at the expense of the Company, the Participant shall promptly make all disclosures, execute all instruments and papers, and perform all acts reasonably necessary to vest and confirm in the Company and its Subsidiaries and affiliates, fully and completely, all rights created or contemplated by this Section 5. The term "Confidential Information" shall not include information that is or becomes generally available to the public other than as a result of a disclosure by, or at the direction of, the Participant.

(b) The Participant agrees that upon termination of the Participant's employment with the Company or any Subsidiary for any reason, the Participant will return to the Company immediately all memoranda, books, papers, plans, information, letters and other data, and all copies thereof or therefrom, in any way evidencing (in whole or in part) Confidential Information relating to the business of the Company and its Subsidiaries and affiliates. The Participant further agrees that the Participant will not

retain or use for the Participant's account at any time any trade names, trademark, or other proprietary business designation used or owned in connection with the business of the Company or its Subsidiaries or affiliates.

(c) The Participant acknowledges that the federal Defend Trade Secrets Act (the "DTSA") provides that an individual shall not be held criminally or civilly liable for the disclosure of a trade secret that is made (i) in confidence to a government official or to an attorney and solely for the purpose of reporting or investigating a suspected violation of law; or (ii) in a complaint or other document filed in a lawsuit or other proceeding, if such filing is made under seal. In addition, the Participant acknowledges that the DTSA provides that an individual who files a retaliation lawsuit against an employer for reporting a suspected violation of law may disclose a trade secret to his/her attorney and use the trade secret information in court, but only if the individual (i) files any document containing the trade secret under seal; and (ii) does not disclose the trade secret, except pursuant to court order.

(d) The Participant acknowledges and agrees that the Company's remedies at law for a breach or threatened breach of any of the provisions of this Section 5 would be inadequate and, in recognition of this fact, the Participant agrees that, in the event of such a breach or threatened breach, in addition to any remedies at law, the Company, without posting any bond, shall be entitled to obtain equitable relief in the form of specific performance, temporary restraining order, temporary or permanent injunction, or any other equitable remedy which may then be available.

#### 6. Taxes and Withholding.

(a) Subject to the provisions of Subsection 7(b), the Company will require, where sufficient funds are not otherwise available, that a Participant pay or reimburse to it any withholding taxes at such time as withholding is required by law.

(b) With the permission of the Board, a Participant may satisfy the withholding obligation described in Subsection 7(a), in whole or in part, by electing to have the Company withhold shares of Common Stock (otherwise issuable to him or her) having a Fair Market Value equal to the amount required to be withheld. An election by a Participant to have shares withheld for this purpose shall be subject to such conditions as may then be imposed thereon by any applicable securities law.

7. Protections Against Violations of Agreement. No purported sale, assignment, mortgage, hypothecation, transfer, pledge, encumbrance, gift, transfer in trust (voting or other) or other disposition of, or creation of a security interest in or lien on, any of the Restricted Stock Units by any holder thereof in violation of the provisions of this Units Agreement or the Certificate of Incorporation or the Bylaws of the Company, will be valid, and the Company will not transfer any shares resulting from the settlement of Restricted Stock Units on its books nor will any of such shares be entitled to vote, nor will any dividends be paid thereon, unless and until there has been full compliance with such provisions to the satisfaction of the Company. The foregoing restrictions are in

addition to and not in lieu of any other remedies, legal or equitable, available to enforce such provisions.

8. Rights as a Shareholder. The Participant shall not possess the right to vote the shares underlying the Restricted Stock Units unless and until vesting.

9. Survival of Terms. This Agreement shall apply to and bind the Participant and the Company and their respective permitted assignees and transferees, heirs, legatees, executors, administrators and legal successors. The terms of Sections 4 and 5 shall expressly survive the forfeiture of the Restricted Stock Units and this Agreement.

10. Notices. All notices and other communications provided for herein shall be in writing and shall be delivered by hand or sent by certified or registered mail, return receipt requested, postage prepaid, addressed, if to the Participant, to the Participant's attention at the mailing address set forth at the foot of this Agreement (or to such other address as the Participant shall have specified to the Company in writing) and, if to the Company, to the Company's office at 225 20<sup>th</sup> Street, Rock Island, Illinois 61201, Attention: \_\_\_\_\_ (or to such other address as the Company shall have specified to the Participant in writing). All such notices shall be conclusively deemed to be received and shall be effective, if sent by hand delivery, upon receipt, or if sent by registered or certified mail, on the fifth day after the day on which such notice is mailed.

11. Waiver. The waiver by either party of compliance with any provision of this Agreement by the other party shall not operate or be construed as a waiver of any other provision of this Agreement, or of any subsequent breach by such party of a provision of this Agreement.

12. Authority of the Administrator. The Plan Administrator, which is the Board, shall have full authority to interpret and construe the terms of the Plan and this Agreement. The determination of the administrator as to any such matter of interpretation or construction shall be final, binding and conclusive.

13. Representations. The Participant has reviewed with his own tax advisors the applicable tax (U.S., foreign, state, and local) consequences of the transactions contemplated by this Agreement. The Participant is relying solely on such advisors and not on any statements or representations of the Company or any of its agents. The Participant understands that he (and not the Company) shall be responsible for any tax liability that may arise as a result of the transactions contemplated by this Agreement.

14. Investment Representation. The Participant hereby represents and warrants to the Company that the Participant, by reason of the Participant's business or financial experience (or the business or financial experience of the Participant's professional advisors who are unaffiliated with and who are not compensated by the Company or any Subsidiary or selling agent of the Company, directly or indirectly), has the capacity to protect the Participant's own interests in connection with the transactions contemplated under this Agreement.

15. Entire Agreement; Governing Law. This Agreement and the Plan and the other related agreements expressly referred to herein set forth the entire agreement and understanding between the parties hereto and supersedes all prior agreements and understandings relating to the subject matter hereof. This Agreement may be executed in one or more counterparts, each of which shall be deemed to be an original, but all such counterparts shall together constitute one and the same agreement. The headings of sections and subsections herein are included solely for convenience of reference and shall not affect the meaning of any of the provisions of this Agreement. This Agreement shall be governed by, and construed in accordance with, the laws of the Commonwealth of Pennsylvania.

16. Severability. Should any provision of this Agreement be held by a court of competent jurisdiction to be unenforceable, or enforceable only if modified, such holding shall not affect the validity of the remainder of this Agreement, the balance of which shall continue to be binding upon the parties hereto with any such modification (if any) to become a part hereof and treated as though contained in this original Agreement. Moreover, if one or more of the provisions contained in this Agreement shall for any reason be held to be excessively broad as to scope, activity, subject or otherwise so as to be unenforceable, in lieu of severing such unenforceable provision, such provision or provisions shall be construed by the appropriate judicial body by limiting or reducing it or them, so as to be enforceable to the maximum extent compatible with the applicable law as it shall then appear, and such determination by such judicial body shall not affect the enforceability of such provisions or provisions in any other jurisdiction.

17. Amendments; Construction. The Plan administrator may amend the terms of this Agreement prospectively or retroactively at any time, but no such amendment shall impair the rights of the Participant hereunder without his or her consent. Headings to Sections of this Agreement are intended for convenience of reference only, are not part of this Agreement and shall have no effect on the interpretation hereof.

18. Acceptance. The Participant hereby acknowledges receipt of a copy of the Plan and this Agreement. The Participant has read and understand the terms and provision thereof, and accepts the Restricted Stock Units subject to all the terms and conditions of the Plan and this Agreement. The Participant hereby agrees to accept as binding, conclusive and final all decisions or interpretations of the Administrator upon any questions arising under this Agreement.

19. Miscellaneous.

(a) No Rights to Grants or Continued Employment. The Participant acknowledges that the award granted under this Agreement is not employment compensation nor is it an employment right, and is being granted at the sole discretion of the Board. The Participant shall not have any claim or right to receive grants of Awards under the Plan. Neither the Plan or this Agreement, nor any action taken or omitted to be taken hereunder or thereunder, shall be deemed to create or confer on the Participant any right to be retained as an employee of the Company or any Subsidiary or other affiliate

thereof, or to interfere with or to limit in any way the right of the Company or any Subsidiary thereof to terminate the employment of the Participant at any time.

(b) No Restriction on Right of Company to Effect Corporate Changes.

Neither the Plan nor this Agreement shall affect in any way the right or power of the Company or its shareholders to make or authorize any or all adjustments, recapitalizations, reorganizations, or other changes in the Company's capital structure or its business, or any merger or consolidation of the Company, or any issue of stock or of options, warrants or rights to purchase stock or of bonds, debentures, preferred, or prior preference stocks whose rights are superior to or affect the Common Stock or the rights thereof or which are convertible into or exchangeable for Common Stock, or the dissolution or liquidation of the Company, or any sale or transfer of all or any part of the assets or business of the Company, or any other corporate act or proceeding, whether of a similar character or otherwise.

(c) Assignment. The Company shall have the right to assign any of its rights and to delegate any of its duties under this Agreement to any of its Subsidiaries or affiliates.

20. Code Section 409A. Notwithstanding anything in this Agreement to the contrary, the receipt of any benefits under this Agreement as a result of a termination of employment shall be subject to satisfaction of the condition precedent that the Participant undergo a "separation from service" within the meaning of Treas. Reg. § 1.409A-1(h) or any successor thereto. In addition, if a Participant is deemed to be a "specified employee" within the meaning of that term under Code Section 409A(a)(2)(B), then with regard to any payment or the provisions of any benefit that is required to be delayed pursuant to Code Section 409A(a)(2)(B), such payment or benefit shall not be made or provided prior to the earlier of (i) the expiration of the six-month period measured from the date of the Participant's "separation from service" (as such term is defined in Treas. Reg. § 1.409A-1(h)), or (ii) the date of the Participant's death (the "Delay Period"). Within 10 days following the expiration of the Delay Period, all payments and benefits delayed pursuant to this Section (whether they would have otherwise been payable in a single sum or in installments in the absence of such delay) shall be paid or reimbursed to the Participant in a lump sum, and any remaining payments and benefits due under this Agreement shall be paid or provided in accordance with the normal payment dates specified for them herein.

THIS AGREEMENT SHALL BE NULL AND VOID AND UNENFORCEABLE BY THE PARTICIPANT UNLESS ACCEPTED BY THE PARTICIPANT NOT LATER THAN 30 DAYS SUBSEQUENT TO THE DATE OF GRANT SET FORTH BELOW.

BY SIGNING THIS AGREEMENT, THE PARTICIPANT IS HEREBY CONSENTING TO THE PROCESSING AND TRANSFER OF THE PARTICIPANT'S PERSONAL DATA BY THE COMPANY TO THE EXTENT NECESSARY TO ADMINISTER AND PROCESS THE AWARDS GRANTED UNDER THIS AGREEMENT.

[Signatures follow on next page.]

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IN WITNESS WHEREOF, the Company has caused this Agreement to be executed by its duly authorized officer and the Participant has executed this Agreement, both as of the day and year first above written.

ICC HOLDINGS, INC.

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PARTICIPANT

\_\_\_\_\_  
Name: Arron K. Sutherland  
Address: \_\_\_\_\_  
\_\_\_\_\_

Grant Date: \_\_\_\_\_, 20\_\_

Number of Shares of Restricted Stock Units Subject to  
Vesting Schedule in Section 3(a):

\_\_\_\_\_



## Consent of Independent Registered Public Accounting Firm

Audit Committee, Board of Directors and Stockholders  
ICC Holdings, Inc.  
Rock Island, Illinois

We consent to the incorporation by reference in the registration statement of ICC Holdings, Inc. on Form S-8 (No. 333-219916) of our reports dated April 2, 2018, on our audits of the consolidated financial statements of ICC Holdings, Inc. as of December 31, 2017 and 2016, and for the years ended December 31, 2017 and 2016, which is included in the Annual Report on Form 10-K.

/s/ **BKD, LLP**

Cincinnati, Ohio  
April 2, 2018

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## CHIEF EXECUTIVE OFFICER'S 302 CERTIFICATION

I, Arron K. Sutherland, certify that:

1. I have reviewed this Annual Report on Form 10-K of ICC Holdings, Inc. for the year ended December 31, 2017;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Intentionally omitted.
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's Board of Directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: April 2, 2018

/s/ Arron K. Sutherland

Arron K. Sutherland

Chief Executive Officer

(principal executive officer)

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## CHIEF FINANCIAL OFFICER'S 302 CERTIFICATION

I, Michael R. Smith, certify that:

1. I have reviewed this Annual Report on Form 10-K of ICC Holdings, Inc. for the year ended December 31, 2017;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Intentionally omitted.
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's Board of Directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: April 2, 2018

/s/ Michael R. Smith

Michael R. Smith

Chief Financial Officer  
(principal financial officer)

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**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Annual Report of ICC Holdings, Inc. (the "Company") on Form 10-K for the year ended December 31, 2017, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Arron K. Sutherland, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: April 2, 2018

/s/Arron K. Sutherland

Arron K. Sutherland  
*Chief Executive Officer*

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**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Annual Report of ICC Holdings, Inc. (the "Company") on Form 10-K for the year ended December 31, 2017, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Michael R. Smith, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: April 2, 2018

/s/ Michael R. Smith

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Michael R. Smith

*Chief Financial Officer*

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