



EXECUTIVE SUMMARY

Objective

Provide update on operations performance of AMERIND's Tribally Focused Programs. Actuals are based on unaudited financials as of 06/30/15.

Mission Update	Actual	Prior	Goal
1) Be here for as long as Tribes need us	\$44M	\$39M	\$168M ← 500 year event
2) Keep Indian money in Indian Country	\$40M	\$37M	\$250M ← 51% of market

NAHASDA	Combined Ratio	Earned	
	Target	Actual	Contribution
Performance	95%	123.6%	\$9.915M
2014 2 nd Qtr		79.5%	\$9.458M
			% Change
			5% increase
			3% increase

Native American Homeowners & Renters

	Target	Actual	Contribution	
Performance	95%	100.7%	\$3.221M	3% increase
2014 2 nd Qtr		101.2%	\$3.119M	9% increase

Tribal Governments and Businesses

	Target	Actual	Contribution	
Performance	95%	52.9%	\$3.673M	16% increase
2014 2 nd Qtr		62.3%	\$3.171M	12% increase

Tribal Worker's Compensation

	Target	Actual	Contribution	
Performance	95%	80.9%	\$3.730M	1% decrease
2014 2 nd Qtr		91.4%	\$3.776M	215% increase

Capital Plan	Budget	Spent
2015 Improvements	\$2.971M	\$1.883M



AMERIND Risk

Tribes Protecting Tribes

Operational Highlights

- Overall performing at **99.9%** of expectations – IHBG & NAHR programs experienced higher than expected claims of \$2.762M with overall net growth of 5%
- Income from Operations \$250K
- Investment and Other Income: \$1.0M
 - Net Position increased \$1.0M*
 - * less budgeted performance incentive

2015 2nd Quarter Staffing

Jobs at AMERIND – 48% Native American operated

	2013 FTE	As of 12/31 2014 FTE	YTD 2015 FTE	Budgeted 2015 FTE
Total Staffing	42	45	46	54

Corporate Oversight through 06/30/2015

- Increased surplus requirements to 63% from 42% average all programs
- AMERIND Corporate Liquidity
 - Line of Credit - \$10M in place / Corporate Unrestricted \$6M
- AMERIND Reinsurance – Cell Commission approved new program
- Transferred all fixed assets to NAHASDA
- Charter Tribes – Santa Ana & Red Lake Councils approved Charter amendments
- Acquired retail employee benefits agency transition underway
- Extended CEO contract through 2020

Regional Fire Loss Ratio Incentive *as of June 30, 2015*

Region	Loss Ratio	Fire Claims	# of Fires	Property Contributions	Incentive Level	Potential Incentive
1	5%	\$35,643.60	2	\$720,070	20%	\$20,000
2	37%	\$367,798.03	3	\$1,007,290	20%	\$20,000
3	26%	\$593,141.12	10	\$2,281,323	20%	\$20,000
4	13%	\$244,143.96	7	\$1,922,251	20%	\$20,000
5	51%	\$526,988.40	3	\$1,037,478	20%	\$20,000
6	161%	\$1,432,386.90	7	\$891,463	0%	\$0
7	126%	\$1,173,233.26	4	\$929,961	0%	\$0
8	31%	\$358,500.00	1	\$1,154,418	20%	\$20,000
9	49%	\$788,665.20	4	\$1,620,687	20%	\$20,000
Totals		\$5,520,500	41	\$11,564,942		\$140,000



AMERIND Risk

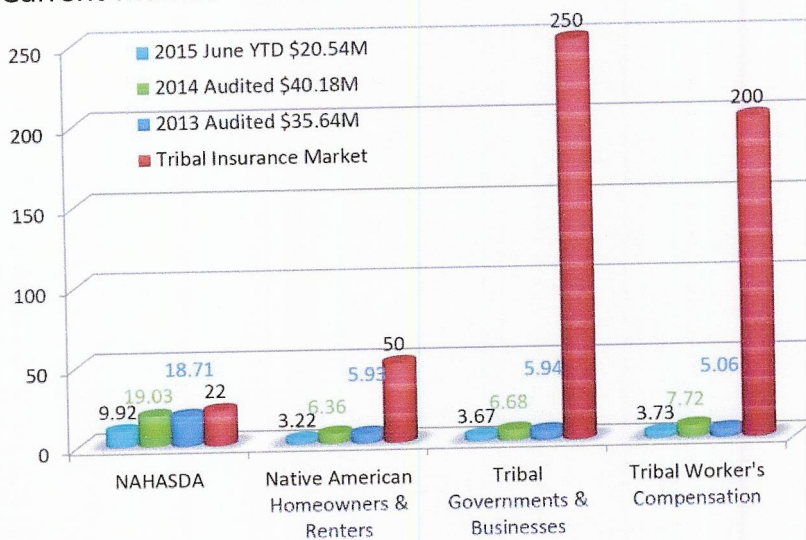
Tribes Protecting Tribes

2015 Corporate Objectives Actual/Incentive

- | | |
|---|--------------|
| 1. 95% Combined Ratio (TGB, NAHR & TWC) | 77.3% / 0.5% |
| 2. 5.4% Net Growth and Retention (TGB, NAHR & TWC) | 7.9% / 0.5% |
| 3. Team Rocks (KPIs, Issues, Technical Capacity, Process Improvement) | Yes / ≈1.0% |

2013 - 2017 Strategic Planning

Current Market Position



5-Year Path to Diversification of Income Streams

