Investors Title

INNOVATIVE BY INSTINCT

April 13, 2018

To Our Fellow Shareholders:

For the third year in a row, the Company achieved a record revenue level. Despite a decline in mortgage refinance lending during 2017, we were able to deliver these record results by taking advantage of recent strength in the demand for housing and other types of real property.

Expanded presence in core markets, new business from a title insurance agency acquisition in 2016, and the advantages of healthy residential and commercial markets contributed to an increase in revenue of nearly 17% above the prior year. Overall, we benefited from higher transaction volumes, the increased average price of real estate sales, and expansion of our agency network.

We also experienced above-average growth in a number of states located in our core markets. Strong economies with solid job growth, expanding populations, and generally favorable housing affordability were all factors supporting the demand for real estate in these local markets.

Revenue growth also led to a record profit level for the third consecutive year. Aided by an adjustment to our net deferred tax liability that resulted from the corporate income tax rate reduction enacted by Congress last year, net profit margin was nearly 16%, representing one of the Company's most profitable years. Risk management efforts continued to be rewarded as claims experience for the year, while higher than the previous year, compared favorably from a historical perspective. Other non-variable operating expenses increased primarily due to payroll, which included personnel additions from a newly acquired title agency and other positions created to support growth. With a view toward managing expenses over the full market cycle, we continue to vigilantly monitor new expenses and additional commitments to overhead.

Our positive operating results led to further strengthening of our balance sheet in 2017, with records set for shareholders' equity, investments, and total assets. A balance sheet with no debt and primarily consisting of highly tangible assets distinguishes us among peers. Our financial position is consistently recognized by key rating agencies as being among the best in the industry. Our solid balance sheet and the recognition it earns provide our business partners and policyholders the highest confidence level in the value of our insurance product and enable us to more effectively compete for premiums, especially on commercial transactions.

In recognition of the real estate market's progress in returning to health and the impact growth has had on our balance sheet, the board of directors increased the quarterly cash dividend per share from $.20 to $.40. This change marks the third year in a row that the regular cash dividend was increased. Additionally, in acknowledgment of our commitment to return value to shareholders and given the cumulative results obtained over the past several years, the board of directors also declared a sizeable special dividend in the fourth quarter.

The Company's financial strength supports our ability to invest in process improvements and new technology. As a matter of course, we continuously look for opportunities to improve productivity and to make the Company a more attractive underwriter to current and prospective agents. Last summer, as partial conclusion to a large multiyear project, we successfully transitioned our branch office network to a new production platform, thereby improving our ability to meet production goals. We intend to offer similar functionality to national agent partners in 2018.

(Continued on page 2)

Continued from page 1

Investments in technology and infrastructure are key components of our strategy to differentiate ourselves. A fundamental tenet of our business strategy calls for finding like-minded agents and business partners who desire to establish long-term and mutually beneficial relationships with their title insurance underwriter. We work to develop these relationships by serving as a valued resource to our agents, which, in part, includes enhancing their success by delivering innovative technology and business solutions. If our partners' productivity and capabilities are maximized, everyone prospers by collectively being able to offer the highest level of service to our end customers during the real estate closing process.

Reflecting the financial progress of the past few years, the Company's stock continued to appreciate in 2017 and exceeded $200 for the first time in October. Over the past five years, our stock price has grown at a compounded annual rate of approximately 27%, or about twice the rate of the market as a whole.

The long-term success of the Company is best secured through a firm commitment to the core value of placing customers first, so they are protected and secure in the ownership of their homes and other real property. Closely related to that commitment is our dedication to provide a consistently superior level of service and support to our agents and partners, who, in turn, help advance our first priority. None of this success would be possible without the talents of our exceptional team of hardworking employees. We are grateful to our employees for their dedication and enthusiasm, to our business partners for their trust in us, and to you, our fellow shareholders, for your continued support. Together, we believe we can position ourselves to take advantage of an ever-evolving real estate market.

J. Allen Fine Chairman, Chief Executive Officer	**James A. Fine, Jr.** President, Chief Financial Officer, Treasurer	**W. Morris Fine** Executive Vice President, Secretary

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Cautionary Information about Forward-Looking Statements

Certain statements contained herein may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, among others, statements about new software making our agents more efficient; management's intent to continue its disciplined approach toward maintaining our competitive advantages while using our superior capital position to prudently grow the business and its returns; and our strategy for capital allocation. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from anticipated and historical results. Such risks and uncertainties include, without limitation: the cyclical demand for title insurance due to changes in the residential and commercial real estate markets; the occurrence of fraud, defalcation or misconduct; variances between actual claims experience and underwriting and reserving assumptions, including the limited predictive power of historical claims experience; declines in the performance of the Company's investments; government regulation; changes in the economy; the possible loss of agency relationships or significant reductions in agent-originated business; and other considerations set forth under the caption "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2017, as filed with the Securities and Exchange Commission, and in subsequent filings.