

Hilltop Holdings Inc.
Form 10-Q
May 08, 2009

Table of Contents

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, DC 20549

FORM 10-Q

(Mark
One)

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

For the quarterly period ended March 31, 2009

OR

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

Commission File Number: 1-31987

Hilltop Holdings Inc.

(Exact name of registrant as specified in its charter)

MARYLAND

(State or other jurisdiction of
incorporation or organization)

84-1477939

(I.R.S. Employer Identification No.)

**200 Crescent Court, Suite 1330
Dallas, Texas**

(Address of principal executive offices)

75201

(Zip Code)

(214) 855-2177

(Registrant's telephone number, including area code)

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 Web site, 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 whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer

Smaller reporting company

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

Non-accelerated filer

(Do not check if a smaller
reporting company)

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

The number of shares of the Registrant's common stock outstanding at May 8, 2009 was 56,462,674.

Table of Contents

HILLTOP HOLDINGS INC.

FORM 10-Q

FOR THE QUARTER ENDED MARCH 31, 2009

| Item | Description | Page |
|-------------------------------------|---|-------------|
| PART I FINANCIAL INFORMATION | | |
| 1. | <u>Financial Statements</u> | |
| | <u>Consolidated Balance Sheets as of March 31, 2009 and December 31, 2008 (unaudited)</u> | <u>3</u> |
| | <u>Consolidated Statements of Operations for the Three Months ended March 31, 2009 and 2008 (unaudited)</u> | <u>5</u> |
| | <u>Consolidated Statement of Stockholders' Equity for the Three Months ended March 31, 2009 (unaudited)</u> | <u>6</u> |
| | <u>Consolidated Statements of Cash Flows for the Three Months ended March 31, 2009 and 2008 (unaudited)</u> | <u>7</u> |
| | <u>Notes to Consolidated Financial Statements (unaudited)</u> | <u>8</u> |
| 2. | <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u> | <u>25</u> |
| 3. | <u>Quantitative and Qualitative Disclosures About Market Risk</u> | <u>37</u> |
| 4. | <u>Controls and Procedures</u> | <u>37</u> |
| PART II OTHER INFORMATION | | |
| 5. | <u>Exhibits</u> | <u>38</u> |

HILLTOP HOLDINGS INC.
CONSOLIDATED BALANCE SHEETS
AS OF MARCH 31, 2009 AND DECEMBER 31, 2008

(in thousands, except share and per share data)

(unaudited)

| | March 31, 2009 | December 31, 2008 |
|--|-------------------|----------------------|
| Assets | | |
| Investments | | |
| Fixed maturities | | |
| Available for sale securities, at fair value (amortized cost of \$106,033 and \$116,207, respectively) | \$ 106,136 | \$ 115,336 |
| Held-to-maturity securities, at amortized cost (fair value of \$17,711 and \$17,738, respectively) | 16,553 | 16,406 |
| Equity securities | | |
| Available for sale securities, at fair value (cost of \$7,530 and \$7,470, respectively) | 7,308 | 6,826 |
| Total investments | 129,997 | 138,568 |
| Cash and cash equivalents | 785,696 | 749,376 |
| Restricted cash | | 18,500 |
| Accrued interest and dividends | 1,167 | 1,551 |
| Premiums receivable | 20,641 | 20,462 |
| Deferred acquisition costs | 15,981 | 15,935 |
| Reinsurance recoverable, net of uncollectible amounts | 15,434 | 16,944 |
| Prepaid reinsurance premiums | 4,491 | 4,782 |
| Income taxes receivable | 14,199 | 24,598 |
| Deferred income taxes | 13,796 | 14,966 |
| Goodwill | 23,988 | 23,988 |
| Intangible assets, definite life | 10,554 | 11,002 |
| Intangible assets, indefinite life | 3,000 | 3,000 |
| Property and equipment, net | 574 | 350 |
| Loan origination costs, net | 3,216 | 3,265 |
| Other assets | 2,041 | 1,483 |
| Total Assets | \$1,044,775 | \$ 1,048,770 |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents**HILLTOP HOLDINGS INC.****CONSOLIDATED BALANCE SHEETS****AS OF MARCH 31, 2009 AND DECEMBER 31, 2008 CONTINUED****(in thousands, except share and per share data)****(unaudited)**

| | March 31, 2009 | December 31, 2008 |
|---|---------------------------|------------------------------|
| Liabilities and Stockholders' Equity | | |
| Liabilities | | |
| Reserve for losses and loss adjustment expenses | \$ 33,078 | \$ 34,023 |
| Unearned premiums | 68,620 | 68,451 |
| Reinsurance payable | 452 | 781 |
| Accounts payable and accrued expenses | 5,827 | 9,306 |
| Notes payable | 138,368 | 138,368 |
| Dividends payable | 1,719 | 1,719 |
| Other liabilities | 5,510 | 4,667 |
| | | |
| Total liabilities | 253,574 | 257,315 |
| Stockholders' Equity | | |
| Preferred stock, \$.01 par value, 5,750,000 shares authorized, 5,000,000 shares issued and outstanding at March 31, 2009 and December 31, 2008; liquidation preference of \$25 per share plus accrued but unpaid dividends | 119,108 | 119,108 |
| Common stock, \$.01 par value, 100,000,000 shares authorized, 56,459,817 and 56,455,515 shares issued and outstanding at March 31, 2009 and December 31, 2008, respectively | 564 | 564 |
| Additional paid-in capital | 917,742 | 917,682 |
| Accumulated other comprehensive loss | (77) | (985) |
| Accumulated deficit | (246,136) | (244,914) |
| | | |
| Total stockholders' equity | 791,201 | 791,455 |
| | | |
| Total liabilities and stockholders' equity | \$ 1,044,775 | \$ 1,048,770 |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

HILLTOP HOLDINGS INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
FOR THE THREE MONTHS ENDED MARCH 31, 2009 AND 2008

(in thousands, except per share data)

(unaudited)

| | Three Months Ended March 31, | |
|---|---------------------------------|----------------|
| | 2009 | 2008 |
| Revenue: | | |
| Net premiums earned | \$28,386 | \$ 29,456 |
| Net investment income | 1,761 | 8,370 |
| Net realized gains (losses) on investments | 93 | (20,229) |
| Other income | 1,464 | 1,632 |
| Total revenue | 31,704 | 19,229 |
| Expenses: | | |
| Loss and loss adjustment expenses | 13,776 | 14,453 |
| Policy acquisition and other underwriting expenses | 11,305 | 10,048 |
| General and administrative expenses | 1,569 | 2,075 |
| Depreciation and amortization | 508 | 555 |
| Interest expense | 2,480 | 2,783 |
| Total expenses | 29,638 | 29,914 |
| Income (Loss) before income tax (expense) benefit | 2,066 | (10,685) |
| Income tax (expense) benefit | (710) | 3,803 |
| Net income (loss) | 1,356 | (6,882) |
| Preferred stock dividend | (2,578) | (2,578) |
| Net loss attributable to common stockholders | \$ (1,222) | \$ (9,460) |
| Loss per share attributable to common stockholders | | |
| Basic loss per share | \$ (0.02) | \$ (0.17) |
| Diluted loss per share | \$ (0.02) | \$ (0.17) |
| Weighted average share information | | |
| Basic shares outstanding | 56,459 | 56,464 |
| Diluted shares outstanding | 56,459 | 56,464 |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents

HILLTOP HOLDINGS INC.
CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY
FOR THE THREE MONTHS ENDED MARCH 31, 2009

(in thousands)

(unaudited)

| | Preferred Stock | | Common Stock | | Additional Paid-in Capital | Accumulated Other Comprehensive Loss | Accumulated Deficit | Total Stockholders' Equity |
|--|-----------------|------------|--------------|--------|----------------------------------|---|------------------------|----------------------------------|
| | Shares | Amount | Shares | Amount | | | | |
| Balance, January 1, 2009 | 5,000 | \$ 119,108 | 56,456 | \$ 564 | \$ 917,682 | \$ (985) | \$ (244,914) | \$ 791,455 |
| Net income | | | | | | | 1,356 | 1,356 |
| Preferred stock dividends declared | | | | | | | (2,578) | (2,578) |
| Accumulated other comprehensive gain, net of tax | | | | | | 908 | | 908 |
| Total comprehensive loss | | | | | | | | (314) |
| Common stock issued to board members | | | 4 | | 40 | | | 40 |
| Stock compensation expense | | | | | 20 | | | 20 |
| Balance, March 31, 2009 | 5,000 | \$ 119,108 | 56,460 | \$ 564 | \$ 917,742 | \$ (77) | \$ (246,136) | \$ 791,201 |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

HILLTOP HOLDINGS INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE THREE MONTHS ENDED MARCH 31, 2009 AND 2008

(in thousands)

(unaudited)

| | For the Three Months Ended March 31, | |
|--|--|------------|
| | 2009 | 2008 |
| Cash flow from operating activities: | | |
| Net income (loss) | \$ 1,356 | \$ (6,882) |
| Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities: | | |
| Depreciation and amortization | 508 | 555 |
| Deferred income taxes | 681 | (4,625) |
| Increase in unearned premiums | 169 | 2,595 |
| Increase in deferred acquisition costs | (46) | (2,030) |
| Realized (gains) losses on investments | (93) | 20,229 |
| Amortization of loan origination costs | 49 | 49 |
| Stock grant compensation expense | 60 | 81 |
| Increase in payable to related party | 50 | 2 |
| Decrease in income taxes receivable | 10,399 | |
| Decrease in income taxes payable | | (8,909) |
| Changes in operating assets and liabilities | (2,472) | (4,482) |
| Net cash provided by (used in) operating activities | \$ 10,661 | \$ (3,417) |
| Cash flow from investing activities: | | |
| Purchases of fixed assets | (285) | (17) |
| Restricted cash | 18,500 | |
| Purchases of available-for-sale securities | (60) | (10,523) |
| Purchases of held-to-maturity securities | (205) | (4,159) |
| Purchase of NALICO GA | | (375) |
| Proceeds from sales of available-for-sale securities | 7,367 | 14,985 |
| Proceeds from maturities of available-for-sale securities | 2,853 | 9,161 |
| Proceeds from maturities of held-to-maturity securities | 67 | 1,525 |
| Net cash provided by investing activities | \$ 28,237 | \$ 10,597 |
| Cash flow from financing activities: | | |
| Repayment of debt | | (4,000) |
| Payment of preferred dividends | (2,578) | (2,578) |
| Net cash used in financing activities | \$ (2,578) | \$ (6,578) |
| Net increase in cash and cash equivalents | 36,320 | 602 |
| Cash and cash equivalents, beginning of period | 749,376 | 783,008 |
| Cash and cash equivalents, end of period | \$785,696 | \$783,610 |

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

Supplemental cash flow information:

| | | |
|------------------------|----------|----------|
| Cash paid for interest | \$ 4,096 | \$ 4,531 |
|------------------------|----------|----------|

| | | |
|----------------------------|----|----------|
| Cash paid for income taxes | \$ | \$ 9,731 |
|----------------------------|----|----------|

| | | |
|-------------------------------|----------|----------|
| Dividends declared but unpaid | \$ 1,719 | \$ 1,719 |
|-------------------------------|----------|----------|

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents

HILLTOP HOLDINGS INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
MARCH 31, 2009
(unaudited)

1. Business, Basis of Presentation and Summary of Significant Accounting Policies

Business

Hilltop Holdings Inc. is a holding company that is endeavoring to make opportunistic acquisitions. In connection with that strategy, we are identifying and evaluating potential targets on an ongoing basis. We also conduct operations in the property and casualty insurance industry through our insurance subsidiaries, National Lloyds Insurance Company and American Summit Insurance Company. National Lloyds Insurance Company commenced business in 1949 and currently operates in 14 states, with its largest market being the State of Texas. National Lloyds Insurance Company carries a financial strength rating of "A" (Excellent) by A.M. Best. American Summit Insurance Company was formed in 1955 and currently operates in 12 states, its largest market being the State of Arizona. American Summit Insurance Company carries a financial strength rating of "A-" (Excellent) by A.M. Best. Both of these insurance companies are regulated by the Texas Department of Insurance.

Our common stock is listed on the New York Stock Exchange under the symbol "HTH". Our Series A Cumulative Redeemable Preferred Stock is listed on the New York Stock Exchange under the symbol "HTH-PA". We have no public trading history prior to February 12, 2004.

Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in conformity with generally accepted accounting principles in the United States of America ("GAAP"), and in conformity with the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with GAAP, however, have been condensed or omitted pursuant to Article 10 of Regulation S-X. The consolidated financial statements include the accounts of all wholly-owned subsidiaries of the Company. All significant intercompany accounts and transactions have been eliminated in the consolidated financial statements.

Certain accounts have been reclassified to conform to the current period's presentation. In the opinion of management, these financial statements have been prepared on the same basis as the audited consolidated financial statements and include all adjustments necessary for the fair presentation of the Company's financial position, results of operations and cash flows. These adjustments were of a normal, recurring nature. The results of operations for the interim period ended March 31, 2009 are not indicative of the results that may be expected for the year ended December 31, 2009. These financial statements should be read in conjunction with the financial statements included in our Annual Report on Form 10-K for the year ended December 31, 2008.

We are required by GAAP to make estimates and assumptions that affect our reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of our financial statements and our reported amounts of revenues and expenses during the reporting period. Actual results could differ materially from those estimates. These estimates and assumptions are particularly important in determining revenue recognition, reserves for losses and loss adjustment expenses, deferred policy acquisition costs, reinsurance receivables and potential impairment of assets.

Table of Contents

HILLTOP HOLDINGS INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

MARCH 31, 2009

(unaudited)

1. Business, Basis of Presentation and Summary of Significant Accounting Policies (Continued)

Summary of Significant Accounting Policies

Restricted Cash

On January 5, 2009, the third party loan for which we provided a guaranty and designated as restricted cash of \$18.5 million was repaid in full, thus relieving us of any further obligation. At March 31, 2009, we had no cash and cash equivalents designated as restricted.

Recently Adopted Accounting Pronouncements

In March 2008, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 161, "Disclosures about Derivative Instruments and Hedging Activities—an amendment of FASB Statement No. 133" (SFAS 161). SFAS 161 requires enhanced disclosures about an entity's derivative and hedging activities and strives to improve the transparency of financial reporting. Entities are required to provide enhanced disclosures about (a) how and why an entity uses derivative instruments, (b) how derivative instruments and related hedged items are accounted for under Statement 133 and its related interpretations, and (c) how derivative instruments and related hedged items affect an entity's financial position, financial performance, and cash flows. The scope of this Statement is the same scope as Statement 133. This Statement is effective for financial statements issued for fiscal years and interim periods beginning after November 15, 2008, with early application encouraged. This Statement encourages, but does not require, comparative disclosures for earlier periods at initial adoption. The Company currently holds no derivative instruments and has no hedging activities; therefore, there is no impact of adopting SFAS 161 on its financial statements.

In December 2007, FASB issued Statement of Financial Accounting Standards No. 141(R), "Business Combinations" (SFAS 141(R)). This Statement will significantly change the financial accounting and reporting of business combination transactions. SFAS 141(R) establishes principles for how an acquirer recognizes and measures the identifiable assets acquired, liabilities assumed, and any noncontrolling interest in the acquiree; recognizes and measures the goodwill acquired in the business combination or a gain from a bargain purchase; and determines what information to disclose to enable users of the financial statements to evaluate the nature and financial effects of the business combination. SFAS 141(R) is effective for acquisition dates on or after the beginning of an entity's first fiscal year that begins after December 15, 2008. The Company does not have any business combination transactions since the elective date; therefore, there is no impact of adopting SFAS 141(R) on its current financial statements.

In January 2009, FASB issued FSP FAS No. 141(R)-a, *Accounting for Assets Acquired and Liabilities Assumed in a Business Combination That Arise from Contingencies* (FAS 141(R)-a). This FSP requires that an asset or a liability arising from a contingency in a business combination be recognized at fair value if fair value can be reasonably determined and provides guidance on how to make that determination. If the fair value of an asset or liability cannot be reasonably determined, the FSP requires that an asset or liability be recognized at the amount that would be recognized in accordance with FAS 5, *Accounting for Contingencies*, and FIN 14, *Reasonable Estimation of the Amount of a Loss*, for liabilities and an amount using a similar criteria for assets. The FSP also amends the subsequent measurement and accounting guidance and the disclosure requirements for assets and

Table of Contents

HILLTOP HOLDINGS INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

MARCH 31, 2009

(unaudited)

1. Business, Basis of Presentation and Summary of Significant Accounting Policies (Continued)

liabilities arising from contingencies in a business combination. FASB is proposing that the FSP be effective for assets or liabilities arising from contingencies in business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. The Company does not have any assets or liabilities arising from a contingency in a business combination; therefore, there is no impact of adopting FAS No. 141(R)-a on its financial statements.

In December 2007, FASB issued Statement of Financial Accounting Standards No. 160, "Noncontrolling Interests in Consolidated Financial Statements an Amendment of ARB No. 51" (SFAS 160). This Statement will significantly change the financial accounting and reporting of noncontrolling (or minority) interests in consolidated financial statements. SFAS 160 is effective as of the beginning of an entity's first fiscal year that begins after December 15, 2008, with early adoption permitted. The Company does not have any noncontrolling interests in its consolidated financial statements; therefore, there is no impact of adopting SFAS 160 on its financial statements.

Recently Issued Accounting Pronouncements

In April 2009, FASB issued FSP SFAS 157-4, "Determining Fair Value When the Volume and Level of Activity for the Asset or Liability Have Significantly Decreased and Identifying Transactions That Are Not Orderly." FSP SFAS 157-4 affirms that the objective of fair value when the market for an asset is not active is the price that would be received to sell the asset in an orderly transaction, and clarifies and includes additional factors for determining whether there has been a significant decrease in market activity for an asset when the market for that asset is not active. FSP SFAS 157-4 requires an entity to base its conclusion about whether a transaction was not orderly on the weight of the evidence. FSP SFAS 157-4 also amended SFAS 157, "Fair Value Measurements," to require disclosures of the inputs and valuation techniques used to measure fair value and a discussion of changes in valuation techniques and related inputs, if any, for both interim and annual periods. This standard is effective for interim and annual periods ending after June 15, 2009. Management expects this standard to have no material impact on our financial statements. We will adopt the standard effective second quarter of 2009.

In April 2009, FASB issued FSP SFAS 115-2 and SFAS 124-2, "Recognition and Presentation of Other-Than-Temporary Impairments." FSP SFAS 115-2 and SFAS 124-2 (i) changes existing guidance for determining whether an impairment is other than temporary to debt securities and (ii) replaces the existing requirement that the entity's management assert it has both the intent and ability to hold an impaired security until recovery with a requirement that management assert: (a) it does not have the intent to sell the security; and (b) it is more likely than not it will not have to sell the security before recovery of its cost basis. Under FSP SFAS 115-2 and SFAS 124-2, declines in the fair value of held-to-maturity and available-for-sale securities below their cost that are deemed to be other than temporary are reflected in earnings as realized losses to the extent the impairment is related to credit losses. The amount of the impairment related to other factors is recognized in other comprehensive income. This standard is effective for interim periods ending after June 15, 2009. Management does not expect a material impact as a result of SFAS 115-2 and SFAS 124-2. We will adopt the standard effective second quarter of 2009.

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****1. Business, Basis of Presentation and Summary of Significant Accounting Policies (Continued)**

In April 2009, FASB issued FSP SFAS 107-1 and APB 28-1, "Interim Disclosures about Fair Value of Financial Instruments." FSP SFAS 107-1 and APB 28-1 amends SFAS 107, "Disclosures about Fair Value of Financial Instruments," to require an entity to provide disclosures about fair value of financial instruments in interim financial information and amends Accounting Principles Board (APB) Opinion No. 28, "Interim Financial Reporting," to require those disclosures in summarized financial information at interim reporting periods. Under FSP SFAS 107-1 and APB 28-1, a publicly traded company shall include disclosures about the fair value of its financial instruments whenever it issues summarized financial information for interim reporting periods. In addition, entities must disclose, in the body or in the accompanying notes of its summarized financial information for interim reporting periods and in its financial statements for annual reporting periods, the fair value of all financial instruments for which it is practicable to estimate that value, whether recognized or not recognized in the statement of financial position, as required by SFAS 107. This standard is effective for interim and annual periods ending after June 15, 2009. The new interim disclosures required by FSP SFAS 107-1 and APB 28-1 will be included in our interim financial statements beginning with the second quarter of 2009.

2. Investments

The amortized cost (original cost for equity securities), gross unrealized holding gains and losses, and fair value of available-for-sale and held-to-maturity securities by major security type and class of security at March 31, 2009 and December 31, 2008 were as follows (in thousands).

| | March 31, 2009 | | | |
|---------------------------------------|--|---|--|-----------------------|
| | Cost and Amortized Cost | Gross Unrealized Holding Gains | Gross Unrealized Holding Losses | Fair Value |
| Available-for-sale securities: | | | | |
| Fixed maturities: | | | | |
| Government securities | \$ 29,351 | \$ 1,921 | \$ (652) | \$ 30,620 |
| Mortgage-backed securities | 12,414 | 658 | | 13,072 |
| Corporate debt securities | 64,268 | 1,217 | (3,041) | 62,444 |
| | 106,033 | 3,796 | (3,693) | 106,136 |
| Equity securities | 7,530 | 431 | (653) | 7,308 |
| | 113,563 | 4,227 | (4,346) | 113,444 |
| Held-to-maturity securities: | | | | |
| Fixed maturities: | | | | |
| Government securities | 16,553 | 1,159 | (1) | 17,711 |
| | \$ 130,116 | \$ 5,386 | \$ (4,347) | \$ 131,155 |

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****2. Investments (Continued)**

| | Cost and Amortized Cost | December 31, 2008 Gross Unrealized Holding Gains | Gross Unrealized Holding Losses | Fair Value |
|---------------------------------------|----------------------------------|--|--|---------------|
| Available-for-sale securities: | | | | |
| Fixed maturities: | | | | |
| Government securities | \$ 31,707 | \$ 1,835 | \$ (738) | \$ 32,804 |
| Mortgage-backed securities | 12,917 | 540 | (37) | 13,420 |
| Corporate debt securities | 71,583 | 868 | (3,339) | 69,112 |
| | 116,207 | 3,243 | (4,114) | 115,336 |
| Equity securities | 7,470 | | (644) | 6,826 |
| | 123,677 | 3,243 | (4,758) | 122,162 |
| Held-to-maturity securities: | | | | |
| Fixed maturities: | | | | |
| Government securities | 16,406 | 1,332 | | 17,738 |
| | \$ 140,083 | \$ 4,575 | \$ (4,758) | \$ 139,900 |

The following table summarizes the length of time securities with unrealized losses at March 31, 2009 have been in an unrealized loss position (in thousands).

| | Less than 12 Months Estimated Fair Value | Gross Unrealized Losses | 12 Months or More Estimated Fair Value | Gross Unrealized Losses | Total Estimated Fair Value | Gross Unrealized Losses |
|---------------------------------------|---|-------------------------------|---|-------------------------------|-------------------------------------|-------------------------------|
| Available-for-sale securities: | | | | | | |
| Fixed maturities: | | | | | | |
| Government securities | \$ 916 | \$ (188) | \$ 1,042 | \$ (464) | \$ 1,958 | \$ (652) |
| Corporate debt securities | 20,566 | (1,672) | 5,362 | (1,369) | 25,928 | (3,041) |
| | 21,482 | (1,860) | 6,404 | (1,833) | 27,886 | (3,693) |
| Equity securities | 5,295 | (596) | 227 | (57) | 5,522 | (653) |
| | 26,777 | (2,456) | \$ 6,631 | \$ (1,890) | \$ 33,408 | \$ (4,346) |
| Held-to-maturity securities: | | | | | | |
| Fixed maturities: | | | | | | |
| Government securities | 1,636 | (1) | | | 1,636 | (1) |
| | \$ 28,413 | \$ (2,457) | \$ 6,631 | \$ (1,890) | \$ 35,044 | \$ (4,347) |

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

Generally, equity securities purchased by HTH are for strategic purposes, rather than investments. For the quarter ended March 31, 2009, the Company did not write down or impair any securities. While all of these investments are monitored for potential impairment, our experience indicated that they generally do not present a great risk of impairment, as fair value recovers over time. Management

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****2. Investments (Continued)**

believes that the analysis of each of these investments support the view that these investments were not other-than-temporarily impaired. Evidence considered in this analysis includes the reasons for the unrealized loss position, the severity and duration of the unrealized loss position, credit worthiness, and forecasted performance of the investee. While some of the securities held in the investment portfolio have decreased in value since the date of acquisition, the Company has the ability and intent to hold these securities until maturity or until the value recovers and, therefore, does not believe any other-than-temporary impairments exist as of March 31, 2009.

Gross realized investment gains and losses for the three months ended March 31, 2009 and 2008 are summarized as follows (in thousands).

| | Three Months Ended March 31, | | | | | |
|-------------------|------------------------------|-----------------|-------|----------------|-----------------|-------------|
| | 2009 | | | 2008 | | |
| | Gross Gains | Gross Losses | Total | Gross Gains | Gross Losses | Total |
| Fixed maturities | \$ 168 | \$ (75) | \$ 93 | \$ 98 | \$ (13) | \$ 85 |
| Equity securities | | | | | (20,314) | (20,314) |
| | \$ 168 | \$ (75) | \$ 93 | \$ 98 | \$ (20,327) | \$ (20,229) |

Sales of available-for-sale investment securities resulted in the following during the three months ended March 31, 2009 and 2008 (in thousands):

| | Three Months Ended March 31, | |
|--------------|------------------------------------|-------------|
| | 2009 | 2008 |
| Proceeds | \$7,367 | \$ 14,985 |
| Gross gains | \$ 168 | \$ 98 |
| Gross losses | \$ (75) | \$ (20,327) |

[Table of Contents](#)**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****2. Investments (Continued)**

Expected maturities may differ from contractual maturities because certain borrowers may have the right to call or prepay obligations with or without penalties. The schedule of fixed maturities of available-for-sale and held-to-maturity securities at March 31, 2009 and December 31, 2008, by contractual maturity are as follows (in thousands).

| | March 31, 2009 | |
|---|---------------------------|-----------------------|
| | Amortized Cost | Fair Value |
| Available-for-sale fixed maturities: | | |
| Due within one year | \$ 7,213 | \$ 7,150 |
| Due after one year through five years | 45,326 | 45,965 |
| Due after six years through ten years | 29,893 | 28,919 |
| Due after ten years | 11,187 | 11,030 |
| Mortgage-backed securities | 12,414 | 13,072 |
| | \$ 106,033 | \$ 106,136 |
| Held-to-maturity debt securities: | | |
| Due within one year | \$ 1,786 | \$ 1,802 |
| Due after one year through five years | 9,467 | 10,196 |
| Due after six years through ten years | 5,300 | 5,713 |
| Due after ten years | | |
| | \$ 16,553 | \$ 17,711 |
| | | |
| | December 31, 2008 | |
| | Amortized Cost | Fair Value |
| Available-for-sale fixed maturities: | | |
| Due within one year | \$ 6,998 | \$ 6,831 |
| Due after one year through five years | 46,584 | 46,647 |
| Due after six years through ten years | 38,259 | 37,457 |
| Due after ten years | 11,449 | 10,981 |
| Mortgage-backed securities | 12,917 | 13,420 |
| | \$ 116,207 | \$ 115,336 |
| Held-to-maturity debt securities: | | |
| Due within one year | \$ 165 | \$ 167 |
| Due after one year through five years | 10,874 | 11,738 |
| Due after six years through ten years | 5,367 | 5,833 |
| Due after ten years | | |
| | \$ 16,406 | \$ 17,738 |

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****2. Investments (Continued)**

Net investment income for the three months ended March 31, 2009 and 2008 is as follows (in thousands).

| | Three Months Ended March 31, | | |
|------------------------------|---|-------------|---------------|
| | 2009 | 2008 | Change |
| Cash equivalents | \$ 210 | \$6,495 | \$(6,285) |
| Fixed maturities | 1,564 | 1,753 | (189) |
| Equity securities | 69 | 268 | (199) |
| | 1,843 | 8,516 | (6,673) |
| Other income net of expenses | (82) | (146) | 64 |
| Net investment income | \$1,761 | \$8,370 | \$(6,609) |

At March 31, 2009, the Company had on deposit in custody for various State Insurance Departments investments with carrying values totaling \$16.6 million.

3. Fair Value Measurements

The Company's estimates of fair value for financial assets and financial liabilities are based on the framework established in SFAS 157. The framework is based on the inputs used in valuation and gives the highest priority to quoted prices in active markets and requires that observable inputs be used in the valuations when available. The disclosure of fair value estimates in the SFAS 157 hierarchy is based on whether the significant inputs into the valuation are observable. In determining the level of the hierarchy in which the estimate is disclosed, the highest priority is given to unadjusted quoted prices in active markets and the lowest priority to unobservable inputs that reflect the Company's significant market assumptions. The three levels of the hierarchy are as follows:

Level 1 Unadjusted quoted market prices for identical assets or liabilities in active markets that the Company has the ability to access.

Level 2 Quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities 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, etc.) or can be corroborated by observable market data.

Level 3 Valuations based on models where significant inputs are not observable. The unobservable inputs reflect the Company's own assumptions about the assumptions that market participants would use.

The capital and credit markets have been experiencing volatility and disruption for more than 12 months. The downward pressure has negatively affected the performance of our investments, which has resulted in the write-down of investments in previous periods. These write-downs, when determined to be other than temporary, reduce our earnings for that period. If current levels of market disruption and volatility continue or worsen, there can be no assurance that we will not experience additional losses on our investments and reductions to earnings.

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****3. Fair Value Measurements (Continued)**

The following table presents the hierarchy used by the Company by asset and liability type to determine their fair value at March 31, 2009 (in thousands).

| | As of March 31, 2009 | | | |
|--------------------------------------|----------------------|-------------------|-------------------|-----------------|
| | Total | Level 1 | Level 2 | Level 3 |
| Financial assets: | | | | |
| Cash and cash equivalents | \$ 785,696 | \$ 785,696 | \$ | \$ |
| Available-for-sale fixed maturities | 106,136 | | 103,900 | 2,236 |
| Available-for-sale equity securities | 7,308 | 7,308 | | |
| Total | \$ 899,140 | \$ 793,004 | \$ 103,900 | \$ 2,236 |

| | As of December 31, 2008 | | | |
|--------------------------------------|-------------------------|-------------------|-------------------|---------------|
| | Total | Level 1 | Level 2 | Level 3 |
| Financial assets: | | | | |
| Cash and cash equivalents | \$ 749,376 | \$ 749,376 | \$ | \$ |
| Available-for-sale fixed maturities | 115,336 | | 115,021 | 315 |
| Available-for-sale equity securities | 6,826 | 6,826 | | |
| Total | \$ 871,538 | \$ 756,202 | \$ 115,021 | \$ 315 |

Level 1 financial assets

The Company's Level 1 investments are limited to cash and cash equivalent balances and actively-traded equity securities. Cash and cash equivalents are carried at amortized cost, which approximates fair value. Fair value of actively traded debt and equity securities are based on unadjusted quoted market prices.

Level 2 financial assets

Most of the Company's fixed maturity securities are classified in Level 2, including private and corporate debt securities, federal agency and municipal bonds, and non-government mortgage and asset-backed securities. Fair values of inactively traded fixed maturity and equity securities are based on quoted market prices of identical or similar securities or based on observable inputs, such as interest rates, using either a market or income valuation approach and are generally classified as Level 2.

Level 3 financial assets

The Company's Level 3 fixed maturity securities include collateralized mortgage obligations and one corporate debt security. Fair values are based on inputs that are unobservable and significant to the overall fair value measurement, and involve management judgment. Inputs used to determine fair market value include market conditions, spread, volatility, structure and cash flows.

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****3. Fair Value Measurements (Continued)**

The following table includes a rollforward of the amounts at March 31, 2009 for financial instruments classified within Level 3. The classification of a financial instrument within Level 3 is based upon the significance of the unobservable inputs to the overall fair value measurement.

| | Fair Value Measurements using Level 3 inputs (in thousands) |
|----------------------------------|--|
| Balance at December 31, 2008 | \$ 315 |
| Net Transfers In | 2,506 |
| Purchases | |
| Sales | |
| Realized Gains | |
| Change in Unrealized Losses | (585) |
| Balance at March 31, 2009 | \$ 2,236 |

During the three months ended March 31, 2009, the Company had net transfers of \$2.5 million in commercial mortgage-backed securities that were classified within Level 2 and transferred to Level 3. The transfer was primarily due to the trading inactivity in the commercial mortgage-backed securities market during the three months ended March 31, 2009.

All net unrealized losses in the table above are reflected in the accompanying financial statements. Net unrealized losses relate to those financial instruments held by the Company at March 31, 2009. The Company did not hold any financial instruments classified within level 3 during and as of the three months ending March 31, 2008.

The following table presents the carrying value and fair value of assets and liabilities where they differ in value at March 31, 2009 (in thousands):

| | March 31, 2009 | |
|-----------------------------------|---------------------------|-----------------------|
| | Carrying Value | Fair Value |
| Financial assets | | |
| Held to maturity fixed maturities | \$ 16,553 | \$ 17,711 |
| Financial liabilities | | |
| Notes payable | \$ 138,368 | \$ 134,094 |
| | | |
| | December 31, 2008 | |
| | Carrying Value | Fair Value |
| Financial assets | | |
| Held to maturity fixed maturities | \$ 16,406 | \$ 17,738 |
| Financial liabilities | | |
| Notes payable | \$ 138,368 | \$ 126,426 |

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****4. Property and Equipment**

The following summarizes property and other fixed assets as of March 31, 2009 and December 31, 2008 (in thousands).

| | March 31, 2009 | December 31, 2008 |
|-------------------------------|---------------------------|------------------------------|
| Other equipment | \$ 1,165 | \$ 880 |
| Less accumulated depreciation | (591) | (530) |
| | \$ 574 | \$ 350 |

5. Deferred Acquisition Costs

Policy acquisition expenses, primarily commissions, premium taxes and underwriting expenses related to issuing a policy, incurred by NLASCO are deferred and charged against income ratably over the terms of the related policies. The activity in deferred acquisition costs for the three months ended March 31, 2009 is as follows (in thousands).

| | Three Months Ended March 31, | |
|---|---|-------------|
| | 2009 | 2008 |
| Beginning of period deferred acquisition cost | \$ 15,935 | \$ 14,521 |
| Acquisition expenses deferred | 7,598 | 7,887 |
| Amortization charged to income | (7,552) | (5,857) |
| End of period deferred acquisition costs | \$ 15,981 | \$ 16,551 |

6. Reserve for Unpaid Losses and Loss Adjustment Expenses

A roll-forward of the reserve for unpaid losses and loss adjustment expenses for the three months ended March 31, 2009 is as follows (in thousands).

| | Three Months Ended March 31, | |
|-------------------------------|---|-------------|
| | 2009 | 2008 |
| Balance at January 1 | \$ 34,023 | \$ 18,091 |
| Less reinsurance recoverables | (14,613) | (2,692) |
| Net balance at January 1 | 19,410 | 15,399 |
| Incurred related to: | | |
| Current Year | 14,862 | 14,175 |
| Prior Year | (1,086) | 278 |
| Total incurred | 13,776 | 14,453 |
| Payments related to: | | |
| Current Year | (5,999) | (6,825) |
| Prior Year | (7,906) | (4,798) |

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

| | | |
|-------------------------------|-----------|-----------|
| Total payments | (13,905) | (11,623) |
| Net balance at March 31 | 19,281 | 18,229 |
| Plus reinsurance recoverables | 13,797 | 2,610 |
| Balance at March 31 | \$ 33,078 | \$ 20,839 |

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****6. Reserve for Unpaid Losses and Loss Adjustment Expenses (Continued)**

The reserve for losses and loss adjustment expenses includes amounts that may be due to the sellers of NLASCO by January 2010 based on actual losses incurred applicable to the reserve as of the acquisition date. Prior year losses and payments include amounts back to the purchase of NLASCO on January 31, 2007 only, as all other prior losses and payments are the responsibility of the sellers. Incurred amounts related to prior years indicate that we were slightly redundant in incurred but not reported as of December 31, 2008, resulting in a benefit in the quarter ending March 31, 2009.

7. Reinsurance Activity

NLASCO limits the maximum net loss that can arise from large risks or risks in concentrated areas of exposure by reinsuring (ceding) certain levels of risk. Substantial amounts of business are ceded; however, these reinsurance contracts do not relieve NLASCO from its obligations to policyholders. Such reinsurance includes quota share, excess of loss, catastrophe, and other forms of reinsurance on essentially all property and casualty lines of insurance. Net premiums earned, losses and loss adjustment expenses ("LAE") and policy acquisition and other underwriting expenses are reported net of the amounts related to reinsurance ceded to other companies. Amounts recoverable from reinsurers related to the portions of the liability for losses and LAE and unearned premiums ceded to them are reported as assets. Amounts recoverable from reinsurers related the portions of the liability for losses and LAE are reported as assets. Failure of reinsurers to honor their obligations could result in losses to NLASCO; consequently, allowances are established for amounts deemed uncollectible. NLASCO evaluates the financial condition of its reinsurers and monitors concentrations of credit risk arising from similar geographic regions, activities, or economic characteristics of the reinsurers to minimize its exposure to significant losses from reinsurer insolvencies. At March 31, 2009, we had reinsurance recoverables with no allowance of approximately \$15.4 million.

The effect of reinsurance on premiums written and earned for the three months ended March 31, 2009 and 2008 is as follows (in thousands):

| | Three Months Ended | | | |
|-------------------------------|---------------------------|---------------|-----------------------|---------------|
| | March 31, 2009 | | March 31, 2008 | |
| | Written | Earned | Written | Earned |
| Premiums from direct business | \$31,471 | \$32,410 | \$32,562 | \$30,683 |
| Reinsurance assumed | 1,187 | 1,285 | 1,356 | 1,657 |
| Reinsurance ceded | (3,969) | (5,309) | (3,402) | (2,884) |
| Net premiums | \$28,689 | \$28,386 | \$30,516 | \$29,456 |

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****7. Reinsurance Activity (Continued)**

The effect of reinsurance incurred losses was as follows (in thousands):

| | Three Months Ended March 31, | |
|---|---|------------------|
| | 2009 | 2008 |
| Loss and loss adjustment expense (LAE) incurred | \$ 16,807 | \$ 15,553 |
| Reinsurance recoverables | (3,031) | (1,100) |
| Net loss and LAE incurred | \$ 13,776 | \$ 14,453 |

Multi-line excess of loss coverage

For all lines of business, ASIC's retention on any one risk for 2009 is \$200,000 and NLIC's is \$200,000.

Catastrophic coverage

NLASCO has five levels of catastrophic excess of loss reinsurance providing for coverage up to \$200 million in 2009 above \$1.0 million in retention for ASIC and \$6.0 million for NLIC. Total retention for any one catastrophe that affects both NLIC and ASIC is limited to \$6 million in the aggregate. NLASCO has an automatic reinstatement provision after the first loss for each layer to provide coverage in the event of subsequent catastrophes during the year. Coverage will lapse after the second or third event depending on the coverage layer, in which case NLASCO will evaluate the need for a new contract for the remainder of the year. During 2009, the first three layers can be reinstated once for 100%, 115% and 120% respectively, of the original premium each time and the next two layers can be reinstated one time for 100% of the original premium.

8. Income Taxes

At March 31, 2009, the Company had net operating loss carry-forwards for Federal income tax purposes, subject to certain limitations, of approximately \$43.9 million and \$44.8 million for regular income tax and alternative minimum tax, respectively. These net operating loss carry-forwards expire in 2018 through 2024. The net operating loss carry-forwards for alternative minimum Federal income taxes generally are limited to offsetting 90% of the alternative minimum taxable earnings for a given period.

As of March 31, 2009, we had a deferred tax asset, net of liabilities, of \$13.8 million. Our 35% statutory rate is due to the expectation that future taxable income of our insurance business will primarily be subject to Federal but not state income taxes. Insurance companies are generally not taxed in most states on income, as they pay premium taxes in states where they generate premium revenue.

As a result of the allocation of the purchase price for the real estate assets we sold in 2007 by the purchaser, we reallocated \$34.1 million of gain recognized to those assets in the quarter ended September 30, 2008, the period in which the purchase price allocation was finalized. This reallocation allowed us to utilize \$34.1 million of our net operating loss carry forwards, which reduced our deferred tax asset by \$11.9 million and increased our income tax receivable by the same amount. In addition, we

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****8. Income Taxes (Continued)**

were able to utilize \$13.2 million of net operating losses that previously were limited under special IRS rules (the "Section 382 Limitations"), resulting in a deferred tax benefit of \$4.6 million.

FASB Interpretation No. 48 requires the measurement of unrecognized tax benefits. Unrecognized tax benefits are the difference between a tax position taken, or expected to be taken, in a tax return and the benefit recognized for accounting purposes. For the three months ended March 31, 2009, we had no unrecognized tax benefits.

We file tax returns as prescribed by the tax laws of the jurisdictions in which we operate. We are subject to tax audits in numerous jurisdictions in the U.S. until the applicable statute of limitations expires. The following is a summary of the tax years open to examination:

U.S. Federal 2005 through 2008
U.S. States 2004 through 2008

As of March 31, 2009, there are no Federal tax audits underway, but there are two state audits in process. The Company expects no material impact on its financials as a result of these state tax audits.

Under the Section 382 Limitation, cumulative stock purchases by 5% shareholders exceeding 50% during a three year period can limit a company's future use of net operating losses (NOL's). We had a Section 382 ownership change in February 2004 at the time of our initial public offering.

The significant components of the provision for income taxes are as follows (in thousands):

| | Three Months Ended March 31, | |
|-------------------------------------|---|----------------|
| | 2009 | 2008 |
| Current tax expense | \$ (30) | \$ (873) |
| Deferred tax (expense) benefit | (680) | 4,676 |
| Income tax (expense) benefit | \$(710) | \$3,803 |

The provision for income taxes differs from the amount that would be computed by applying the statutory Federal income tax rate of 35% to income before income taxes as a result of the following (in thousands):

| | Three Months Ended March 31, | |
|-------------------------------------|---|----------------|
| | 2009 | 2008 |
| Tax at statutory rate | \$(723) | \$3,740 |
| Permanent differences | 13 | 63 |
| Income tax (expense) benefit | \$(710) | \$3,803 |

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amount of the assets and liabilities for financial reporting purposes and the amounts used for income

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****8. Income Taxes (Continued)**

tax purposes. The tax effects of significant temporary differences that give rise to the net deferred tax assets and liabilities are as follows (in thousands):

| | March 31, 2009 | December 31, 2008 |
|--|-------------------|----------------------|
| Deferred Tax Assets: | | |
| Net operating loss carryforwards | \$ 15,367 | \$ 16,092 |
| Accrued liabilities and other | 1,931 | 1,890 |
| Loss and loss adjustment expense discounting | 475 | 477 |
| Securities available for sale | 42 | 530 |
| Unearned premiums | 4,489 | 4,566 |
| Investments | 866 | 934 |
| Loan origination costs | 395 | 404 |
| AMT credit carryforward | 829 | 787 |
| | | |
| Total gross deferred tax assets | \$ 24,394 | \$ 25,680 |
| Deferred Tax Liabilities: | | |
| Rental and other property, net | \$ 29 | \$ 29 |
| Intangible assets | 4,744 | 4,901 |
| Goodwill | 232 | 207 |
| Deferred policy acquisition costs | 5,593 | 5,577 |
| | | |
| Total gross deferred tax liabilities | \$ 10,598 | \$ 10,714 |
| | | |
| Net Deferred Tax Asset | \$ 13,796 | \$ 14,966 |

9. Statutory Net Income and Capital and Surplus

The Company's insurance subsidiaries, which are domiciled in the State of Texas, prepare their statutory financial statements in accordance with accounting principles and practices prescribed or permitted by the Texas Department of Insurance, which Texas recognizes for determining solvency under Texas State Insurance Law. The Commissioner of the Texas Department of Insurance has the right to permit other practices that may deviate from prescribed practices. Prescribed statutory accounting practices are those practices that are incorporated directly or by reference in state laws, regulations, and general administrative rules applicable to all insurance enterprises domiciled in Texas. Permitted statutory accounting practices encompass all accounting practices that are not prescribed; such practices differ from state to state, may differ from company to company within a state, and may change in the future. The Company's insurance subsidiaries have no such permitted statutory accounting practices.

The Company's insurance subsidiaries' statutory financial statements are presented on the basis of accounting practices prescribed or permitted by the Texas Department of Insurance. Texas had adopted the National Association of Insurance Commissioners' (NAIC) statutory accounting practices as the basis of its statutory accounting practices with certain differences, which are not significant to the companies' statutory equity.

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****9. Statutory Net Income and Capital and Surplus (Continued)**

Following is a summary of statutory capital and surplus and statutory net income of each insurance subsidiary for the three months ended March 31, 2009 and 2008 (in thousands).

| | Three Months Ended March 31, | |
|-----------------------------------|---|-------------|
| | 2009 | 2008 |
| National Lloyds Insurance Company | | |
| Capital and surplus | \$87,265 | \$91,999 |
| Statutory net income | \$ 2,720 | \$ 3,821 |
| American Summit Insurance Company | | |
| Capital and surplus | \$25,086 | \$23,827 |
| Statutory net income | \$ 900 | \$ 984 |

10. Capital and Dividend Restrictions

The funding of the cash requirements (including debt service) of NLASCO is primarily provided by cash dividends from NLASCO's wholly-owned insurance subsidiaries. Dividends paid by the insurance subsidiaries are restricted by regulatory requirements of the Texas Department of Insurance. Under Texas State Insurance Law for property and casualty companies, all dividends must be distributed out of earned surplus only. Furthermore, without the prior approval of the Commissioner, dividends cannot be declared or distributed which exceed the greater of ten percent of NLASCO's surplus, as shown by its last statement on file with the Commissioner, or 100% of net income for such period. The subsidiaries paid \$14.0 million in dividends to NLASCO in March 2008. At March 31, 2009, the maximum dividend that may be paid to NLASCO in 2009 without regulatory approval is approximately \$10.8 million.

Regulations of the Texas Department of Insurance require insurance companies to maintain minimum levels of statutory surplus to ensure their ability to meet their obligations to policyholders. At March 31, 2009, the Company's insurance subsidiaries had statutory surplus in excess of the minimum required.

Also, the NAIC has adopted the risk based calculation ("RBC") formula for insurance companies that establishes minimum capital requirements relating to insurance risk, asset credit risk (RBC ratio), interest rate risk and business risk. The formula is used by the NAIC and certain state insurance regulators as an early warning tool to identify companies that require additional scrutiny or regulatory action. At March 31, 2009, the Company's insurance subsidiaries' RBC ratio exceeded the level at which regulatory action would be required.

Table of Contents**HILLTOP HOLDINGS INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****MARCH 31, 2009****(unaudited)****11. Equity and Loss per share**

The following reflects the calculation of loss per share on a basic and diluted basis (in thousands, except per share information).

| | Three Months Ended March 31, | |
|---|---|-------------|
| | 2009 | 2008 |
| Loss per share from operations | | |
| Income (loss) from operations | \$ 1,356 | \$ (6,882) |
| Preferred stock dividends | (2,578) | (2,578) |
| Loss from operations | \$ (1,222) | \$ (9,460) |
| Basic loss per share from operations | \$ (0.02) | \$ (0.17) |
| Diluted loss per share from operations | \$ (0.02) | \$ (0.17) |
| Loss per share available to common stockholders: | | |
| Loss available to common stockholders | \$ (1,222) | \$ (9,460) |
| Basic loss per share available to common stockholders | \$ (0.02) | \$ (0.17) |
| Diluted loss per share available to common stockholders | \$ (0.02) | \$ (0.17) |
| Weighted average share information: | | |
| Basic shares outstanding | 56,459 | 56,464 |
| Diluted shares outstanding | 56,459 | 56,464 |
| Weighted average equivalent shares excluded from diluted loss | | |
| per share because they would be anti-dilutive: | | |
| Stock warrants | 1 | 937 |
| Senior exchangeable Notes | 6,718 | 6,718 |
| Stock options | 541 | 541 |
| Total | 7,260 | 8,196 |

On March 12, 2009, the board of directors declared a quarterly cash dividend of \$0.515625 per share on the Company's Series A Cumulative Redeemable Preferred Stock. The dividend was paid on April 30, 2009 to shareholders of record on April 15, 2009. The Board reviews the payment of dividends on a quarterly basis.

12. Commitments and Contingencies

Liabilities for loss contingencies arising from claims, assessments, litigation, fines and penalties and other sources are recorded when it is probable that a liability has been incurred and the amount of the assessment and/or remediation can be reasonably estimated.

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

We are a party to various legal actions resulting from our operating activities. These actions consist of litigation and administrative proceedings arising in the ordinary course of business, some of which are covered by liability insurance, and none of which is expected to have a material adverse effect on our consolidated financial condition, results of operations or cash flows taken as a whole.

Table of Contents

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion should be read in conjunction with the consolidated historical financial statements and notes appearing elsewhere in this Quarterly Report on Form 10-Q and the financial information set forth in the tables below.

Unless the context otherwise indicates, all references in this Management's Discussion and Analysis and Financial Condition and Results for Operations, or MD&A, to the "Company", "Hilltop", "HTH", "we", "us", "our" or "ours" or similar words are to Hilltop Holdings Inc. (formerly known as Affordable Residential Communities Inc.) and its direct and indirect wholly-owned subsidiaries.

FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q includes "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, as amended by the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical fact, included in this report that address results or developments that we expect or anticipate will or may occur in the future, that are preceded by, followed by or include the words "believes," "expects," "may," "will," "would," "could," "should," "seeks," "approximately," "intends," "plans," "projects," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases, including such things as our business strategy, our financial condition, our litigation, our efforts to make strategic acquisitions, our liquidity and sources of funding, our capital expenditures, our products, market trends, operations and business, are forward-looking statements.

These forward-looking statements are based on our beliefs, assumptions and expectations of our future performance taking into account all information currently available to us. These beliefs, assumptions and expectations are subject to risks and uncertainties and can change as a result of many possible events or factors, not all of which are known to us. If an event occurs or further changes, our business, business plan, financial condition, liquidity and results of operations may vary materially from those expressed in our forward-looking statements. Certain factors that could cause actual results to differ include, among others:

changes in the acquisition market;

our ability to find and complete strategic acquisitions with suitable merger or acquisition candidates or find other suitable ways in which to invest our capital;

the adverse impact of external factors, such as changes in interest rates, inflation and consumer confidence;

the condition of capital markets;

actual outcome of the resolution of any conflict;

our ability to use net operating loss carryforwards to reduce future tax payments;

the impact of the tax code and rules on our financial statements;

failure of NLASCO, Inc.'s insurance subsidiaries to maintain their respective A.M. Best ratings;

failure to maintain NLASCO, Inc.'s current agents;

lack of demand for insurance products;

cost or availability of adequate reinsurance;

changes in key management;

Table of Contents

severe catastrophic events in our geographic area;

failure of NLASCO, Inc.'s reinsurers to pay obligations under reinsurance contracts;

failure of NLASCO, Inc. to maintain sufficient reserves for losses on insurance policies;

failure to successfully implement NLASCO, Inc.'s new information technology system; and

failure of NLASCO, Inc. to maintain appropriate insurance licenses.

For a further discussion of these and other risks and uncertainties that could cause actual results to differ materially from those contained in our forward-looking statements, please refer to "Risk Factors" in Part I, Item 1A of our Annual Report on Form 10-K, which was filed with the Securities and Exchange Commission on March 16, 2009. Consequently, all of the forward-looking statements made in this report are qualified by these cautionary statements and those risk factors, and there can be no assurance that the actual results or developments anticipated by us will be realized, or even substantially realized, and that they will have the expected consequences to, or effects on, us and our business or operations. Forward-looking statements made in this report speak as of the date of this report or as of the date specifically referenced in any such statement set forth in this report. We undertake no obligation to update or revise any forward-looking statements in this report.

GENERAL STRUCTURE OF THE COMPANY

We are a holding company that is endeavoring to make opportunistic acquisitions or a business combination. In connection with that strategy, we are identifying and evaluating potential targets on an ongoing basis. At March 31, 2009, Hilltop and its operating partnership, Affordable Residential Communities LP, had approximately \$736 million of available cash and cash equivalents that could be used for this purpose. No assurances, however, can be given that we will be able to identify suitable targets, consummate acquisitions or a combination or, if consummated, successfully integrate or operate the acquired business.

Hilltop indirectly owns all of the outstanding shares of NLASCO, Inc., or NLASCO. NLASCO, in turn, owns National Lloyds Insurance Company, or NLIC, and American Summit Insurance Company, or ASIC, both of which are licensed property and casualty insurers operating in multiple states. In addition, NLASCO also owns the NALICO General Agency that operates in Texas. NLIC commenced business in 1949 and currently operates in 14 states with its largest market being the State of Texas. NLIC carries a financial strength rating of "A" (Excellent) by A.M. Best. ASIC was formed in 1955 and currently operates in 12 states, its largest market being the State of Arizona. ASIC carries a financial strength rating of "A-" (Excellent) by A.M. Best. Both of these companies are regulated by the Texas Department of Insurance.

Our common stock is listed on the New York Stock Exchange, or the NYSE, under the symbol "HTH". Our Series A Cumulative Redeemable Preferred Stock is listed on the NYSE under the symbol "HTH-PA".

OVERVIEW OF RESULTS

For the three months ended March 31, 2009, net loss attributable to common stockholders was \$1.2 million, or \$0.02 per share, as compared to a net loss of \$9.5 million, or \$0.17 per share, for the same period in 2008. Income from operations accounted for \$1.4 million of the net loss attributable to common stockholders for the three months ended March 31, 2009, compared to \$6.9 million of the net loss for the three months ended March 31, 2008. Net income from operations increased by \$8.3 million for the three months ended March 31, 2009, as compared to the same period in 2008, primarily due to the loss on investment of \$20.2 million (\$13.1 million net of tax) recorded for equity securities held at HTH at March 31, 2008. This was partially offset by lower investment income of \$6.6 million,

Table of Contents

\$4.3 million net of tax, generated on the cash at HTH, due to lower interest rates on investments in 2009.

BUSINESS OBJECTIVES AND OPERATING STRATEGIES

Strategic Acquisitions. Hilltop is seeking to make opportunistic acquisitions with its cash and, if necessary or appropriate, from additional equity or debt financing sources.

Insurance Operations. NLASCO specializes in providing fire and homeowners insurance for low value dwellings and manufactured homes, primarily in Texas and other areas of the south, southeastern and southwestern United States. NLASCO targets underserved markets that require underwriting expertise that many larger carriers have been unwilling to develop given the relatively small volume of premiums produced by local agents. Within these markets, NLASCO attempts to capitalize on its superior local knowledge to identify profitable underwriting opportunities. NLASCO believes that it distinguishes itself from competitors by delivering products that are not provided by many larger carriers, providing a high level of customer service and responding quickly to the needs of its agents and policyholders. NLASCO applies a high level of selectivity in the risks it underwrites and uses a risk-adjusted return approach to capital allocation, which NLASCO believes allows it to consistently generate underwriting profits.

Many insurance buyers, agents and brokers use the ratings assigned by A.M. Best and other rating agencies to assist them in assessing the financial strength and overall quality of the companies from which they purchase insurance. A.M. Best assigned NLIC a financial strength rating of "A" (Excellent) and ASIC a rating of "A-" (Excellent). An "A" rating is the third highest of 15 rating categories used by A.M. Best, and an "A-" rating is the fourth highest of 15 rating categories. In evaluating a company's financial and operating performance, A.M. Best reviews a company's profitability, leverage and liquidity, as well as its book of business, the adequacy and soundness of its reinsurance, the quality and estimated market value of its assets, the adequacy of its liabilities for losses and loss adjustment expenses, or LAE, the adequacy of its surplus, its capital structure, the experience and competence of its management and its market presence. This rating is intended to provide an independent opinion of an insurer's ability to meet its obligations to policyholders and is not an evaluation directed at investors. This rating assignment is subject to the ability to meet A.M. Best's expectations as to performance and capitalization on an ongoing basis, including with respect to management of liabilities for losses and LAE, and is subject to revocation or revision at any time at the sole discretion of A.M. Best. NLASCO cannot ensure that NLIC and ASIC will maintain their present ratings.

Critical Accounting Policies and Estimates

The Company has prepared its unaudited consolidated financial statements in accordance with generally accepted accounting principles, or GAAP, which require certain estimates and assumptions that affect the recorded amount of assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Actual results may differ from these estimates. Certain information and footnote disclosures normally included in financial statements prepared in accordance with GAAP, however, have been condensed or omitted pursuant to Article 10 of Regulation S-X. A summary of HTH's significant accounting policies has been provided in its Form 10-K for the year ended December 31, 2008. Summarized below are those accounting policies that require the most difficult, subjective or complex judgments and that have the most significant impact on HTH's financial condition and results of operations. Management evaluates these estimates on an ongoing basis. These estimates are based on information currently available to management and on various other assumptions management believes are reasonable.

Losses and Loss Adjustment Expenses. The liability for losses and loss adjustment expenses represents estimates of the ultimate unpaid cost of all losses incurred, including losses for claims that

Table of Contents

have not yet been reported. The amount of loss reserves for reported claims is based primarily on a case-by-case evaluation of the type of risk involved, knowledge of the circumstances surrounding each claim and the insurance policy provisions relating to the type of loss. The amounts of loss reserves for unreported claims and loss adjustment expenses are determined using historical information, as adjusted to current conditions.

When a claim is reported, a "case reserve" is established for the estimated amount of the ultimate payment. This estimate reflects an informed judgment based upon general insurance reserving practices and the experience and knowledge of the Company. The estimate 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 as more information becomes available.

We maintain incurred but not reported, or IBNR, reserves to provide for already incurred claims that have not yet been reported and developments on reported claims. The IBNR reserve is estimated based on the volume of premiums written and is reviewed quarterly by our actuaries.

Such liabilities are necessarily based on estimates and, while management believes that the amount is adequate, the ultimate liability may be in excess of or less than the amounts provided. The methods for making such estimates and for establishing the resulting liability are continually reviewed, and any adjustments are reflected in earnings currently. The liability for losses and loss adjustment expenses has not been reduced for reinsurance recoverables.

Investment Securities. Investment securities consist of U.S. Government, mortgage-backed, corporate debt and equity securities. We classify our fixed maturities in one of three categories: trading, available-for-sale or held-to-maturity; and our equity securities are classified as trading or available-for-sale. Trading securities are bought and held principally for the purpose of selling them in the near term. Held-to-maturity debt securities are those securities in which we have the ability and intent to hold the security until maturity. All securities not included in trading or held-to-maturity are classified as available-for-sale.

Trading and available-for-sale securities are recorded at fair value. Held-to-maturity debt securities are recorded at amortized cost, adjusted for the amortization or accretion of premiums or discounts. Unrealized holding gains and losses on trading securities are included in earnings. Unrealized holding gains and losses, net of the related tax effect, on available-for-sale securities are excluded from earnings and are reported as a separate component of other comprehensive income until realized. Realized gains and losses from the sale of trading and available-for-sale securities are determined on a specific identification basis.

We regularly review our investment securities to assess whether the amortized cost is impaired and if impairment is other than temporary. A decline in the market value of any available-for-sale or held-to-maturity security below cost that is deemed to be other-than-temporary results in a reduction in carrying amount to fair value. The impairment is charged to earnings and a new cost basis for the security is established. To determine whether impairment is other-than-temporary, we consider whether we have the ability and intent to hold the investment until a market price recovery and consider whether evidence indicating the cost of the investment is recoverable outweighs evidence to the contrary. Evidence considered in this assessment includes the reasons for the impairment, the severity and duration of the impairment, changes in value subsequent to year-end, and forecasted performance of the investee.

Premiums and discounts are amortized or accreted over the life of the related held-to-maturity or available-for-sale security as an adjustment to yield using the effective-interest method. Dividend and interest income are recognized when earned.

Deferred Acquisition Costs. Costs of acquiring insurance vary with, and are primarily related to, the production of new and renewal business and principally consist of commissions, premium taxes and

Table of Contents

underwriting expenses. These costs are deferred and amortized over the terms of the policies or reinsurance treaties to which they relate. Proceeds from reinsurance transactions that represent recovery of acquisition costs reduce applicable unamortized acquisition costs in a manner that net acquisition costs are capitalized and charged to expense in proportion to net revenue recognized. Future investment income is considered in determining the recoverability of deferred acquisition costs. The Company regularly reviews the categories of acquisition costs that are deferred and assesses the recoverability of this asset. A premium deficiency, and a corresponding charge to income, is recognized if the sum of the expected loss and loss adjustment expenses, unamortized acquisition costs and maintenance costs exceeds related unearned premiums and anticipated investment income. At March 31, 2009, there was no premium deficiency.

Revenue Recognition. Property and liability premiums are recognized as revenue on a pro rata basis over the policy term. The portion of premiums that will be earned in the future are deferred and reported as unearned premiums. We routinely evaluate the premium receivable balance to determine if an allowance for uncollectible accounts is necessary.

Other income consists of premium installment charges, which are recognized when earned, and other miscellaneous income.

Reinsurance. In the normal course of business, the Company seeks to reduce losses that may arise from catastrophes or other events that cause unfavorable underwriting results by reinsuring certain levels of risk in various areas of exposure with other insurance enterprises or reinsurers. Net premiums earned, losses and LAE and policy acquisition and other underwriting expenses are reported net of the amounts related to reinsurance ceded to other companies. Amounts recoverable from reinsurers related to the portions of the liability for losses and LAE are reported as assets. Amounts recoverable from reinsurers are estimated in a manner consistent with the reinsurance policy.

The Company accounts for reinsurance contracts under the provisions of Statement of Financial Accounting Standards ("SFAS"), No. 113, "Accounting and Reporting for Reinsurance on Short-Duration and Long-Duration Contracts." Net premiums earned, losses and LAE, and policy acquisition and other underwriting expenses are reported net of the amounts related to reinsurance ceded to other companies. Amounts recoverable from reinsurers related to the portions of the liability for losses and LAE and unearned premiums ceded to them are reported as assets. Reinsurance assumed from other companies, including assumed premiums written and earned and losses and LAE, is accounted for in the same manner as direct insurance written.

Income Taxes. Effective January 1, 2007, we adopted FASB Interpretation No. ("FIN") 48, *Accounting for Uncertainty in Income Taxes*. FIN 48 clarifies the accounting for uncertainty in income taxes recognized in financial statements in accordance with SFAS No. 109, *Accounting for Income Taxes*. FIN 48 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. FIN 48 requires that we determine whether the benefits of our tax positions are more likely than not of being sustained upon audit based on the technical merits of the tax position. For tax positions that are more likely than not of being sustained upon audit, we recognize the largest amount of the benefit that is more likely than not of being sustained in our consolidated financial statements. For tax positions that are not likely of being sustained upon audit, we do not recognize any portion of the benefits in our consolidated financial statements. The provisions of FIN 48 also provide guidance on derecognition, classification, interest and penalties, accounting in interim periods, and disclosure.

Goodwill and Other Indefinite Lived Intangible Assets. Goodwill for HTH represents the excess of the cost over fair value of assets of NLASCO. Goodwill is tested annually for impairment and is tested more frequently if events and circumstances indicate that the asset might be impaired. An impairment loss is recognized to the extent that the carrying amount exceeds the asset's fair value. For goodwill,

Table of Contents

the impairment determination is made at the reporting unit level and consists of two steps. First, we determine the fair value of a reporting unit and compare it to its carrying amount. Second, if the carrying amount of a reporting unit exceeds its fair value, an impairment loss is recognized for any excess of the carrying amount of the reporting unit's goodwill over the implied fair value of that goodwill. The implied fair value of goodwill is determined by allocating the fair value of the reporting unit in a manner similar to a purchase price allocation, in accordance with FASB Statement No. 141, *Business Combinations*. The residual fair value after this allocation is the implied fair value of the reporting unit goodwill.

Fair Value. The Company's estimates of fair value for financial assets and financial liabilities are based on the framework established in Statement of Financial Accounting Standards No. 157, "Fair Value Measurements", or SFAS 157. The framework is based on the inputs used in valuation and requires that observable inputs be used in the valuations when available. The disclosure of fair value estimates in the SFAS 157 hierarchy is based on whether the significant inputs into the valuation are observable. In determining the level of the hierarchy in which the estimate is disclosed, the highest priority is given to unadjusted quoted prices in active markets and the lowest priority to unobservable inputs that reflect the Company's significant market assumptions. The three levels of the hierarchy are as follows: Level 1 Unadjusted quoted market prices for identical assets or liabilities in active markets that the Company has the ability to access. Level 2 Quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities 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, etc.) or can be corroborated by observable market data. Level 3 Valuations based on models where significant inputs are not observable. The unobservable inputs reflect the Company's own assumptions about the assumptions that market participants would use.

Table of Contents**RESULTS OF OPERATIONS***Comparison of the Three Months Ended March 31, 2009 to the Three Months Ended March 31, 2008*

Revenue. Revenue for the three months ended March 31, 2009 was \$31.7 million, as compared to \$19.2 million for the same period in 2008. The significant difference was due to a net realized loss of \$20.2 million in the quarter ending March 31, 2008. Net premiums earned were \$28.4 million for the first quarter in 2009, as compared to \$29.5 million for the same period in 2008. Net investment income was \$1.8 million for the first quarter of 2009, as compared to \$8.4 million for the same period in 2008, primarily due to higher yields on cash balances in 2008. Other income was \$1.5 million for the first quarter in 2009, as compared to \$1.6 million for the first quarter in 2008.

Underwriting Results. The following table shows the components of the Company's underwriting gain for the three months ended March 31, 2009 and 2008. The Company's underwriting gain consists of net premiums earned, less loss and LAE and policy acquisition and other underwriting expenses. The underwriting results are discussed below (in thousands).

| | Three Months Ended March 31, | | | % |
|---|---------------------------------|----------|-----------|--------|
| | 2009 | 2008 | Change | Change |
| Direct premiums written | \$31,471 | \$32,562 | \$(1,091) | -3.4% |
| Net premiums written | \$28,689 | \$30,516 | \$(1,827) | -6.0% |
| Net premiums earned | \$28,386 | \$29,456 | \$(1,070) | -3.6% |
| Loss and LAE | 13,776 | 14,453 | (677) | -4.7% |
| Policy acquisition and other underwriting expenses | 11,305 | 10,048 | 1,257 | 12.5% |
| Underwriting gain | \$ 3,305 | \$ 4,955 | \$(1,650) | -33.3% |
| Agency Expenses | \$ (520) | \$ (618) | \$ 98 | 15.9% |
| Loss and LAE ratio | 48.5% | 49.1% | -0.6% | |
| Policy acquisition and other underwriting expense less agency expense ratio | 38.0% | 32.0% | 6.0% | |
| Combined ratio | 86.5% | 81.1% | 5.4% | |

The Company seeks to operate at a combined ratio of no greater than 85.0%. Loss ratios are ratios that express the relationship of losses to premiums. The loss and LAE ratio is loss and LAE divided by net premiums earned for the same period. The policy acquisition and other underwriting expense ratio is policy acquisition and other underwriting expense less agency expenses, divided by net premiums earned for the same period. Combined ratio gives you the sum of both previous ratios.

Premiums. The property and casualty insurance industry is affected by soft and hard market business cycles. During a soft market, price competition tends to increase as insurers are willing to reduce premium rates in order to maintain growth in premium volume. The soft market makes it more difficult to attract new business, as well as retain exposures that are adequately priced. Although we recognize the need to remain competitive in the marketplace, the Company remains committed to its disciplined underwriting philosophy accepting only risks that are appropriately priced, while declining risks which are under priced for the level of coverage provided.

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

Table of Contents

Direct premiums written by major product line for the three months ended March 31, 2009 and 2008, are presented in the table below (in thousands):

| | Three Months Ended March 31, | | | % |
|---------------------------------|---------------------------------|------------------|------------------|--------------|
| | 2009 | 2008 | Change | |
| Direct Premiums Written: | | | | |
| Homeowners | \$ 12,709 | \$ 13,639 | \$ (930) | -6.8% |
| Fire | 11,651 | 12,118 | (467) | -3.9% |
| Mobile Home | 5,576 | 5,297 | 279 | 5.3% |
| Commercial | 1,465 | 1,456 | 9 | 0.6% |
| Other | 70 | 52 | 18 | 34.6% |
| | \$ 31,471 | \$ 32,562 | \$(1,091) | -3.4% |

Total direct premiums written decreased for the three months ended March 31, 2009 for two insurance products, homeowners and fire, due to the overall soft insurance market.

Net premiums written by major product line for the three months ended March 31, 2009 and 2008, are presented in the table below (in thousands):

| | Three Months Ended March 31, | | | % |
|-----------------------------|---------------------------------|------------------|------------------|--------------|
| | 2009 | 2008 | Change | |
| Net Premiums Written | | | | |
| Homeowners | \$ 11,585 | \$ 12,782 | \$(1,197) | -9.4% |
| Fire | 10,621 | 11,357 | (736) | -6.5% |
| Mobile Home | 5,083 | 4,964 | 119 | 2.4% |
| Commercial | 1,336 | 1,365 | (29) | -2.1% |
| Other | 64 | 48 | 16 | 33.3% |
| | \$ 28,689 | \$ 30,516 | \$(1,827) | -6.0% |

Total net premiums written decreased for the three months ended March 31, 2009 for all insurance products, except for mobile home and other, due to the direct result of lower volume of direct written premiums and increase in catastrophe reinsurance costs.

Net premiums earned by major product line for the three months ended March 31, 2009 and 2008, are presented in the table below (in thousands):

| | Three Months Ended March 31, | | | % |
|-----------------------------|---------------------------------|------------------|------------------|--------------|
| | 2009 | 2008 | Change | |
| Net Premiums Earned: | | | | |
| Homeowners | \$ 11,463 | \$ 12,927 | \$(1,464) | -11.3% |
| Fire | 10,509 | 11,252 | (743) | -6.6% |
| Mobile Home | 5,029 | 3,883 | 1,146 | 29.5% |
| Commercial | 1,322 | 1,330 | (8) | -0.6% |
| Other | 63 | 64 | (1) | -1.6% |
| | \$ 28,386 | \$ 29,456 | \$(1,070) | -3.6% |

Net premiums earned for the three months ended March 31, 2009 were down \$2.6 million, as compared to 2008 offset by purchase accounting of \$1.5 million in the three months ended March 31,

Edgar Filing: Hilltop Holdings Inc. - Form 10-Q

Table of Contents

2008. The decrease in earned premium is primarily due to the direct result of lower volume of direct written premiums in 2008 and earned in 2009 due to a soft market.

Policy Acquisition and Other Underwriting Expenses. Policy acquisition and other underwriting expenses for the three months ended March 31, 2009 and 2008 were as follows (in thousands):

| | Three Months Ended March 31, | | | % Change |
|--|---------------------------------|-----------------|-----------------|--------------|
| | 2009 | 2008 | Change | |
| Amortization of deferred policy acquisition costs | \$ 7,552 | \$ 6,043 | \$ 1,509 | 25.0% |
| Other underwriting expenses | 3,753 | 4,005 | (252) | -6.3% |
| Total policy acquisition and other underwriting expenses | 11,305 | 10,048 | 1,257 | 12.5% |
| Agency expenses | (520) | (618) | 98 | -15.9% |
| Total policy acquisition and other underwriting expenses less agency expenses | \$ 10,785 | \$ 9,430 | \$ 1,355 | 14.4% |
| Net premiums earned | \$ 28,386 | \$ 29,456 | \$(1,070) | -3.6% |
| Expense ratio | 38.0% | 32.0% | 6.0% | |

Total policy acquisition and other underwriting expenses are up \$1.3 million due to the increase in amortization of deferred acquisition costs of \$1.5 million due to purchase accounting based on additional unearned premium.

Loss and Loss Adjustment Expenses. Loss and LAE are recognized based on formula and case basis estimates for losses reported with respect to direct business, estimates of unreported losses based on past experience and deduction of amounts for reinsurance placed with reinsurers. The loss and LAE ratio is calculated by taking the ratio of incurred losses and LAE to net premiums earned. The loss and LAE ratio for the three months ended March 31, 2009 and 2008 of 48.5% and 49.1%, respectively, has been adjusted to remove the effect of losses attributable to the prior owner.

General and Administrative Expense. General and administrative expense for the three months ended March 31, 2009 was \$1.6 million, as compared to \$2.1 million for the three months ended March 31, 2008, a decrease of \$0.5 million, or 24%. This decrease was mainly due to decreases in salaries, benefits and professional fees, which were partially offset by an increase in directors fees.

Depreciation and Amortization Expense. Depreciation and amortization expense for the three months ended March 31, 2009 was \$508 thousand, as compared to \$555 thousand for the three months ended March 31, 2008, a decrease of 8.5%.

Interest Expense. Interest expense for the three months ended March 31, 2009 was \$2.5 million, as compared to \$2.8 million for the three months ended March 31, 2008, a decrease of \$0.3 million, or 11%. The decrease in interest expense is due to the pay down of debt in the first quarter of 2008 and lower rates on our variable rate debt.

Income Taxes. The Company had a \$0.7 million income tax expense for the three months ended March 31, 2009, compared to \$3.8 million benefit for the same period in 2008. The expense in 2009 is primarily due to the tax expense related to the income from the insurance operations of \$1.9 million. The benefit in 2008 is primarily due to the tax benefit recorded as a result of a realized loss on the other than temporary impairment on investments of \$7.1 million, less the tax expense related to operations of \$3.3 million.

Preferred Stock Dividend. On March 12, 2009, the HTH board of directors declared a quarterly cash dividend of \$0.5156 per share on each of the 5,000,000 outstanding shares of our Series A

Table of Contents

Preferred Stock, payable April 30, 2009, amounting to \$2.6 million. For the quarter ended March 31, 2008, the dividend declared also was \$0.5156 per share, or \$2.6 million.

Net Loss Attributable to Common Stockholders. As a result of the foregoing, our net loss attributable to common stockholders was \$1.2 million for the three months ended March 31, 2009, as compared to net loss of \$9.5 million for the three months ended March 31, 2008. The principal reason for the loss in the first quarter of 2008 is due to the write-down on stock held by HTH of \$20.3 million, which was partially offset by lower interest income generated on the cash from balances at HTH, due to lower interest rates in 2009.

LIQUIDITY AND CAPITAL RESOURCES

General

Hilltop is a holding company whose assets primarily consist of the stock of its subsidiaries and invested assets with a combined value of \$1,045 million at March 31, 2009. At March 31, 2009, the Company had invested approximately \$737 million in overnight deposits at JP Morgan Chase, Bank of America, and Wells Fargo. These investments are in excess of the Federal Deposit Insurance Corporation insurance limit, however, the Company does not believe that it is exposed to any significant credit risk on cash as a result of the guaranty provided by the FDIC with respect to non-interest bearing accounts.

Hilltop is seeking to make opportunistic acquisitions with its available cash and, if necessary or appropriate, from additional equity or debt financing sources.

At March 31, 2009, we had approximately \$785.7 million of cash and cash equivalents and \$130.0 million of investments, as compared to \$749.4 million of cash and cash equivalents and \$138.6 million of investments as of December 31, 2008.

As of March 31, 2009, our short-term liquidity needs included (a) funds for dividend payments on our \$125 million Series A cumulative redeemable preferred stock bearing a dividend rate of 8.25% per annum (approximately \$10.3 million annually), (b) funds to pay our insurance claims and (c) funds to service our debt.

Restrictions on Dividends and Distributions

Aside from investment income on Hilltop's invested assets and available cash, as a holding company, Hilltop relies on dividends and other permitted distributions from its subsidiaries. The payment of dividends from Hilltop's insurance subsidiaries, NLIC and ASIC, are subject to significant limitations under debt agreements, which limit their ability to declare and pay dividends in the event of a default.

Additionally, under Texas State Insurance Law for property and casualty companies, all dividends must be distributed out of earned surplus only. Furthermore, without the prior approval of the Commissioner and Texas Department of Insurance, dividends cannot be declared or distributed that exceed the greater of ten percent of the company's surplus, as shown by its last statement on file with the Commissioner, or 100% of net income for such period. NLIC and ASIC paid dividends totaling \$14.0 million to NLASCO in March 2008. At March 31, 2009, the maximum additional dividends that may be paid to NLASCO in 2009 without regulatory approval is approximately \$10.8 million.

Regulations of the Texas Department of Insurance require insurance companies to maintain minimum levels of statutory surplus to ensure their ability to meet their obligations to policyholders. At March 31, 2009, the Company's insurance subsidiaries had statutory surplus in excess of the minimum required.

Table of Contents

Also, the National Association of Insurance Commissioners, or NAIC, has adopted risk-based capital, or "RBC", requirements for insurance companies that establish minimum capital requirements relating to insurance risk and assesses credit risk, interest rate risk and business risk. The formula is used by the NAIC and certain state insurance regulators as an early warning tool to identify companies that require additional scrutiny or regulatory action. At March 31, 2009, the Company's insurance subsidiaries' RBC ratio exceeded the level at which regulatory action would be required.

We believe that restrictions on the payments of dividends by our subsidiary companies will not have a material impact on our ability to carry out our normal business activities, including dividend payments on our Series A cumulative redeemable preferred stock and debt payments on our senior exchangeable notes.

Sources and Uses of Funds

Our liquidity requirements are met primarily by positive cash flow from our normal operations, available cash, and investment activity. Primary sources of cash from insurance operations are premiums and other considerations, net investment income and investment sales and maturities. Primary uses of cash include payments of benefits, operating expenses, and purchases of investments.

Our primary investment objective is to preserve capital. Our strategy is to purchase securities in sectors that represent the most attractive relative value. Bonds, cash and short-term investments constitute \$908.4 million, or 99.2%, of our investments at March 31, 2009. Although there is no intent to dispose of these investments at this time, our bonds are substantially in readily marketable securities.

Our investment committee meets regularly to review the portfolio performance and investment markets in general. Our management generally meets monthly to review the performance of investments and monitor market conditions for investments that would warrant any revision to investment guidelines.

Cash provided by operations was \$10.7 million for the three months ended March 31, 2009, primarily due to receipt of an income tax refund of \$10.3 million. Cash used in operations was \$3.4 million for the three months ended March 31, 2008, due to the payment of \$9.7 million in state income taxes.

Cash provided by investing activities was \$28.2 million in the three months ended March 31, 2009, compared with cash provided by investing activities of \$10.6 million in the same period in 2008. The cash provided by investing activities for the three months ended March 31, 2009 is primarily due to the repayment of the third party loan for which we provided guaranty and had designated \$18.5 million of restricted cash. Cash provided by investing activities for the three months ended March 31, 2008 was due to proceeds from sales and maturities of investments, offset by investment purchases.

Cash used in financing activities was \$2.6 million for the three months ended March 31, 2009, compared with cash used in financing activities of \$6.6 million in the same period in 2008. The decrease in cash used in financing activities was due primarily to the repayment of \$4.0 million in debt in 2008.

We believe that existing cash and investment balances, when combined with anticipated cash flows from operations and dividends from our insurance companies, will be adequate to meet our expected liquidity needs for the reasonably foreseeable future. We will continue to pursue and investigate possible strategic investments. In regards to strategic acquisitions, we may need to secure external financing. We cannot assure you that we will be successful in obtaining any such financing or in the implementation of our business plan.

Table of Contents

Inflation

Inflation in the U.S. has been relatively low in recent years and did not have a material impact on our results of operations for the three months ended March 31, 2009 and 2008. Although the impact of inflation has been relatively insignificant in recent years, it remains a factor in the United States economy and may increase the cost of acquiring or replacing property and equipment and the costs of labor and utilities.

COMMITMENTS

NLASCO's loss reserves do not have contractual maturity dates. However, based on historical payment patterns, the following table estimates when management expects the loss reserves to be paid. The timing of claim payments is subject to significant uncertainty. NLASCO maintains a portfolio of investments with varying maturities to provide adequate cash flows for the payment of claims.

| | Reserves (in thousands) |
|------------|--|
| 2009 | \$ 27,454 |
| 2010 | 3,639 |
| 2011 | 992 |
| 2012 | 331 |
| 2013 | 331 |
| Thereafter | 331 |
| | \$ 33,078 |

Table of Contents**ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

Our future income, cash flows and fair values relevant to financial instruments are dependent upon market interest rates. Market risk relates to the risk of loss from adverse changes in market prices and interest rates. We may use some derivative financial instruments to manage, or hedge, interest rate risks related to our borrowings from time to time. We do not use derivatives for trading or speculative purposes and only enter into contracts with major financial institutions based on their credit rating and other factors. As of March 31, 2009, we had no derivative financial instruments.

As of March 31, 2009, our total debt outstanding was approximately \$138.4 million, comprised of approximately \$90.9 million, or 65.7%, of indebtedness subject to fixed interest rates and approximately \$47.5 million, or 34.3% of our total consolidated debt, subject to variable interest rates.

If LIBOR and the prime rate were to increase by one eighth of one percent (0.125%), the increase in interest expense on the variable rate debt would decrease future earnings and cash flows by approximately \$59,000 annually.

Interest risk amounts were determined by considering the impact of hypothetical interest rates on our financial instruments. These analyses do not consider the effect of any change in overall economic activity that could occur in that environment. Further, in the event of a change of that magnitude, we may take actions to further mitigate our exposure to the change. However, due to the uncertainty of the specific actions that would be taken and their possible effects, these analyses assume no changes in our financial structure.

The fair value of debt outstanding as of March 31, 2009 was approximately \$134.1 million.

The following table sets forth certain information with respect to our indebtedness outstanding as of March 31, 2009 (in thousands).

| | Principal Commitments | | |
|---------------------|-----------------------|----------|-----------|
| | Fixed | Variable | Total |
| 2009 | \$ | \$ 18 | \$ 18 |
| 2013 and Thereafter | 90,850 | 47,500 | 138,350 |
| Commitments | \$90,850 | \$47,518 | \$138,368 |

ITEM 4. CONTROLS AND PROCEDURES

(a) Disclosure Controls and Procedures. The Company's management, with the supervision and participation of the Company's Chief Executive Officer and Chief Accounting Officer, has evaluated the effectiveness of the design and operation of Company's disclosure controls and procedures (as such term is defined in Rules 13a-15(e) and 15d-15(e) promulgated under the Securities Exchange Act of 1934) as of the end of the period covered by this report. Based on such evaluation, the Company's Chief Executive Officer and Chief Accounting Officer have concluded that, as of the end of such period, the Company's disclosure controls and procedures are effective in recording, processing, summarizing and reporting, on a timely basis, information required to be disclosed by the Company in the reports that it files or submits under the Securities Exchange Act of 1934 and are effective in ensuring that information required to be disclosed by the Company in the reports that it files or submits under the Exchange Act is accumulated and communicated to the Company's management, including the Company's Chief Executive Officer and Chief Accounting Officer, as appropriate to allow timely decisions regarding required disclosure.

(b) Changes in internal control over financial reporting. There have not been any changes in our internal control over financial reporting (as defined in Rule 13a-15(f) promulgated under the Securities Exchange Act of 1934) during the quarter covered by this report that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Table of Contents

PART II. OTHER INFORMATION

ITEM 5. EXHIBITS

(a)

Exhibits:

See Exhibit Index

38

Table of Contents

SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

HILLTOP HOLDINGS INC.

Date: May 8, 2009

By: /s/ DARREN PARMENTER

Darren Parmenter
*Senior Vice President and Chief
Accounting Officer
(Principal financial and accounting
officer and duly
authorized officer)*

39

Table of Contents

EXHIBIT INDEX

| Exhibit Number | Exhibit Title |
|---------------------------|---|
| 31.1 | Certification of Chief Executive Officer pursuant to Rule 13a-14(a) of the Securities Exchange Act, as amended. |
| 31.2 | Certification of Chief Accounting Officer pursuant to Rule 13a-14(a) of the Securities Exchange Act, as amended. |
| 32.1 | Certification of Chief Executive Officer of Hilltop Holdings Inc., pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |
| 32.2 | Certification of Chief Accounting Officer of Hilltop Holdings Inc., pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |