

# HILLTOP HOLDINGS INC. Q3 2026 EARNINGS PRESENTATION

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OCTOBER 2026

# PREFACE

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### FORWARD-LOOKING STATEMENTS

This presentation and statements made by representatives of Hilltop Holdings Inc. (“Hilltop” or the “Company”) during the course of this presentation include “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements anticipated in such statements. Forward-looking statements speak only as of the date they are made and, except as required by law, the Company does not assume any duty to update forward-looking statements. Such forward-looking statements include, but are not limited to, statements concerning such things as the Company’s outlook, business strategy, financial condition, efforts to make strategic acquisitions, liquidity and sources of funding, market trends, operations and business, the impact of natural disasters or public health emergencies, information technology expenses, capital levels, mortgage servicing rights (“MSR”) assets, stock repurchases, dividend payments, expectations concerning mortgage loan origination volume, servicer advances and interest rate compression, expected levels of refinancing as a percentage of total loan origination volume, projected losses on mortgage loans originated, total expenses, anticipated changes in our revenue, earnings, or taxes, the effects of government regulation applicable to our operations, the appropriateness of, and changes in, our allowance for credit losses and provision for (reversal of) credit losses, future benchmark rates and economic growth, anticipated investment yields, the collectability of loans, cybersecurity incidents, the outcome of litigation, and the Company’s other plans, objectives, strategies, expectations and intentions and other statements that are not statements of historical fact, and may be identified by words such as “anticipates,” “believes,” “building,” “continue,” “could,” “estimates,” “expects,” “forecasts,” “goal,” “guidance,” “intends,” “may,” “might,” “outlook,” “plan,” “probable,” “projects,” “seeks,” “should,” “target,” “view” or “would” or the negative of these words and phrases or similar words or phrases. The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: (i) the credit risks of lending activities, including the Company’s ability to estimate credit losses and increases to the allowance for credit losses, as well as the effects of changes in the level of, and trends in, loan delinquencies and write-offs; (ii) effectiveness of the Company’s data security controls in the face of cyberattacks and any legal, reputational and financial risks following a cybersecurity incident; (iii) changes in general economic, market, political and business conditions in areas or markets where the Company competes, including changes in the price of crude oil and the impact of tariffs; (iv) persistent inflationary pressures and changes in the interest rate environment, including potential impact of a prolonged elevated interest rate environment; (v) risks associated with concentration in real estate related loans; (vi) the effects of the Company’s indebtedness on its ability to manage its business successfully, including the restrictions imposed by the indenture governing such indebtedness; (vii) disruptions to the economy and financial services industry, risks associated with uninsured deposits and responsive measures by federal or state governments or banking regulators, including increases in the cost of the Company’s deposit insurance assessments; (viii) cost and availability of capital; (ix) changes in state and federal laws, regulations or policies affecting one or more of the Company’s business segments, including changes in regulatory fees, deposit insurance premiums, capital requirements and the Dodd-Frank Wall Street Reform and Consumer Protection Act; (x) changes in key management; (xi) competition in the Company’s banking, broker-dealer and mortgage origination segments from other banks and financial institutions, as well as investment banking and financial advisory firms, mortgage bankers, asset-based non-bank lenders and government agencies; (xii) legal and regulatory proceedings; (xiii) risks associated with merger and acquisition integration; and (xiv) the Company’s ability to use excess capital in an effective manner. For further discussion of such factors, see the risk factors described in our most recent Annual Report on Form 10-K, subsequent Quarterly Reports on Form 10-Q and other reports that we have filed with the Securities and Exchange Commission. All forward-looking statements are qualified in their entirety by this cautionary statement.

Certain information contained herein, including our 2026 outlook, is preliminary and based on Company data available at the time of the earnings presentation. Information in this presentation speaks only as of the particular date or dates included in the accompanying slides. Except as required by law, Hilltop does not undertake an obligation to, and disclaims any duty to, update any of the information herein.

Included in this presentation are certain measures, such as Tangible Common Equity and Tangible Book Value per Share, that are not measures of financial performance recognized by GAAP. These measures are used by management, investors and analysts to assess the use of equity. You should not view these measures as a substitute for results determined in accordance with GAAP, and our disclosure is not necessarily comparable to that of other companies that use non-GAAP measures. Please refer to the “Non-GAAP to GAAP Reconciliation and Management’s Explanation of Non-GAAP Financial Measures” section of the appendix of this presentation for additional detail including reconciliations of non-GAAP financial measures included in this presentation to the most directly comparable financial measures prepared in accordance with GAAP.

# INVESTOR HIGHLIGHTS – Q3 2026

**Net Income**  
**\$24.9 MM**

**EPS - Diluted**  
**\$0.44**

**ROAA**  
**0.67%**

**ROAE**  
**4.67%**



- PlainsCapital Bank generated \$44.1 million in pre-tax income during Q3 2026
- Bank net interest margin increased to 3.49%, up 7 basis points from Q2 2026 and 26 basis points from Q3 2025
- Bank loans HFI<sup>1</sup> at period-end increased \$150 million, or 1.8%, to \$8.4 billion from Q2 2026. On a year-over-year basis, Bank loans HFI<sup>1</sup> increased by \$515 million, or 6.5%
- Bank deposits at period-end increased \$503 million, or 4.7%, to \$11.2 billion from Q2 2026. On a year-over-year basis, deposits increased by \$399 million, or 3.7%



- PrimeLending incurred a \$10.8 million pre-tax loss during Q3 2026
- Gain-on-sale of loans sold to third parties, including broker fees, of 211 basis points decreased 18 basis points from Q2 2026 levels, as rising rates continue to pressure margins
- Noninterest expenses decreased \$3.8 million, or 4.6%, from Q3 2025 to Q3 2026, reflecting management's continued focus on expense management
- Origination volume of \$2.2 billion decreased \$86 million, or 3.8%, from Q3 2025, as the mortgage market remains challenged



- HilltopSecurities generated pre-tax income of \$6.8 million during Q3 2026
- Q3 2026 total net revenue of \$116.6 million was led by Public Finance and Wealth Management business lines
- Pre-tax margin declined from 18.3% in Q3 2025 to 5.9% in Q3 2026, as its Structured Finance and Fixed Income Trading Services business lines were negatively impacted by interest rate and market volatility

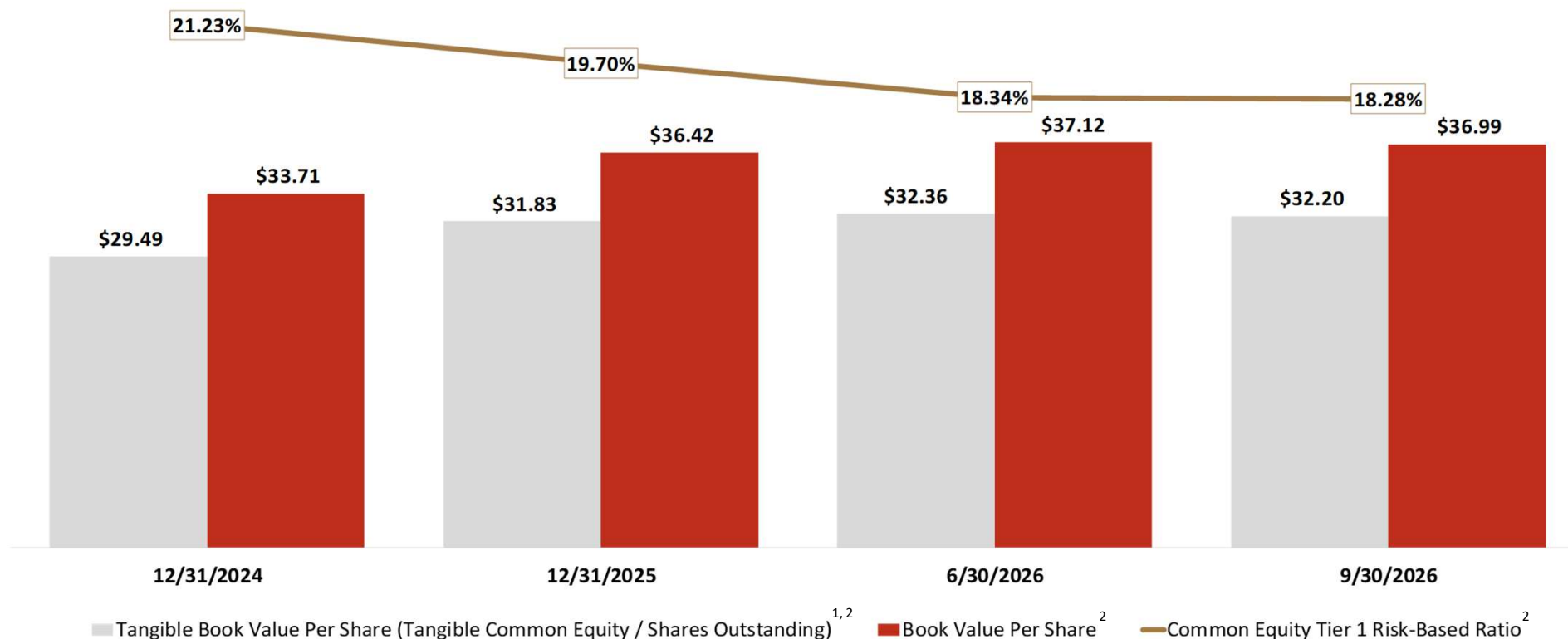
Notes:

(1) Bank Loans HFI reflect consolidated loans held for investment excluding margin loans from the Broker-Dealer business.

## CAPITAL HIGHLIGHTS – Q3 2026

- During Q3 2026, Hilltop returned approximately \$32.6 million to stockholders through dividends and share repurchases
  - \$12.6 million in dividends
  - \$20.0 million in share repurchases (0.51 million shares)

### Capital Management and Tangible Book Value Growth



Notes:

(1) Tangible common equity and tangible book value per common share (TBVPS) are non-GAAP financial measures. For a reconciliation of tangible common equity and tangible book value per share to the nearest GAAP measure, see the appendix.

(2) At period end.

# HILLTOP HOLDINGS – Q3 FINANCIAL SUMMARY

| \$ in millions, except EPS                       |               |               |              |               |              |
|--------------------------------------------------|---------------|---------------|--------------|---------------|--------------|
| Income Statement and Key Metrics                 | Q3 2026       | Q2 2026       | QoQ%         | Q3 2025       | YoY%         |
| Net Interest Income                              | \$122.4       | \$115.9       | 6%           | \$112.4       | 9%           |
| Noninterest Income                               | 187.1         | 200.0         | (6%)         | 217.8         | (14%)        |
| <b>Total Revenue</b>                             | <b>309.5</b>  | <b>315.8</b>  | <b>(2%)</b>  | <b>330.2</b>  | <b>(6%)</b>  |
| Noninterest Expenses                             | 264.1         | 266.7         | (1%)         | 271.9         | (3%)         |
| <b>Pre-provision Net Revenue <sup>1</sup></b>    | <b>45.4</b>   | <b>49.1</b>   | <b>(8%)</b>  | <b>58.3</b>   | <b>(22%)</b> |
| Net Charge-offs (Recoveries)                     | \$1.2         | \$3.2         | (63%)        | \$0.3         | 311%         |
| Net ACL Build (Release)                          | 9.0           | (4.1)         | NR           | (2.8)         | NR           |
| <b>Provision for (reversal of) Credit Losses</b> | <b>10.2</b>   | <b>(1.0)</b>  | <b>NR</b>    | <b>(2.5)</b>  | <b>NR</b>    |
| <b>Income Before Income Taxes</b>                | <b>35.2</b>   | <b>50.0</b>   | <b>(30%)</b> | <b>60.8</b>   | <b>(42%)</b> |
| <b>Net Income</b>                                | <b>26.3</b>   | <b>38.0</b>   | <b>(31%)</b> | <b>46.7</b>   | <b>(44%)</b> |
| Minority Interest                                | 1.4           | 1.4           | (1%)         | 0.9           | 66%          |
| <b>Income Attributable to Hilltop</b>            | <b>\$24.9</b> | <b>\$36.5</b> | <b>(32%)</b> | <b>\$45.8</b> | <b>(46%)</b> |
| EPS - Diluted                                    | \$0.44        | \$0.63        | (31%)        | \$0.74        | (41%)        |
| Return on Average Assets                         | 0.67%         | 0.99%         | (32%)        | 1.20%         | (44%)        |
| Return on Average Equity                         | 4.67%         | 6.89%         | (32%)        | 8.35%         | (44%)        |
| Efficiency Ratio                                 | 85.3%         | 84.5%         | 1%           | 82.3%         | 4%           |
| EOP Assets                                       | \$16,220      | \$16,001      | 1%           | \$15,605      | 4%           |
| EOP Loans HFI, net                               | 8,713         | 8,588         | 1%           | 8,132         | 7%           |
| EOP Deposits                                     | 11,035        | 10,514        | 5%           | 10,675        | 3%           |
| EOP Shares Outstanding (in thousands)            | 56,789        | 57,284        | (1%)         | 61,326        | (7%)         |

Notes:

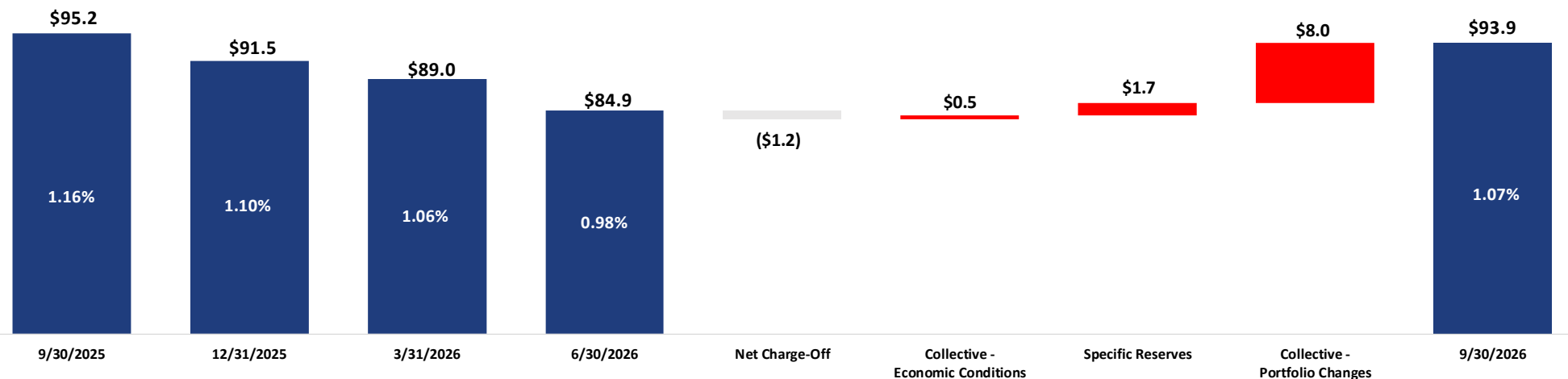
The sum of the period amounts may not equal the total amounts due to rounding.

(1) Pre-Provision Net Revenue is calculated as the sum of net interest income and noninterest income less noninterest expense (except provision for loan losses)

# HILLTOP HOLDINGS – ALLOWANCE FOR CREDIT LOSSES

## Allowance for Credit Losses at Period End

(\$ in millions)



## Commentary

- Applied Moody's Analytics September 2026 baseline scenario for economic forecast
- During the three months ended September 30, 2026, the allowance for credit losses on collectively evaluated loans increased by \$3.6 million due to the effect of new loans, net of loan payoffs
- ACL % of Loans HFI excluding broker-dealer margin loans and mortgage warehouse loans equated to 1.15% as of September 30, 2026

## 9/30/2026 Reserve Composition

| (\$ in millions)                  | ACL            | ACL/Loans HFI |
|-----------------------------------|----------------|---------------|
| Commercial Real Estate            |                |               |
| Non-owner Occupied                | 24.2           | 1.06%         |
| Owner Occupied                    | 36.7           | 2.33%         |
| Commercial and Industrial         | 19.3           | 1.43%         |
| Construction and Land Development | 8.2            | 0.84%         |
| 1-4 Family Residential            | 4.9            | 0.25%         |
| Consumer                          | 0.4            | 1.39%         |
| Broker-Dealer                     | 0.1            | 0.03%         |
| Mortgage Warehouse Lending        | 0.1            | 0.05%         |
| <b>Total</b>                      | <b>\$ 93.9</b> | <b>1.07%</b>  |

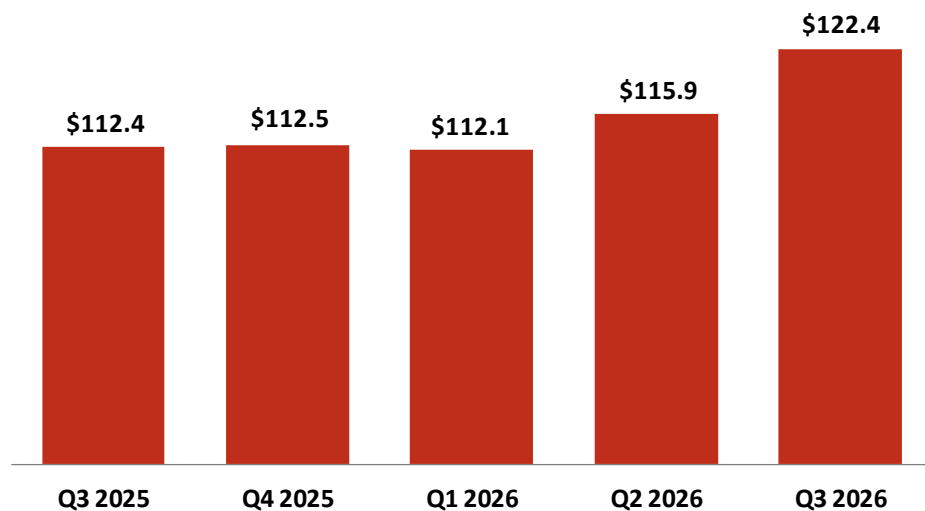
Notes:

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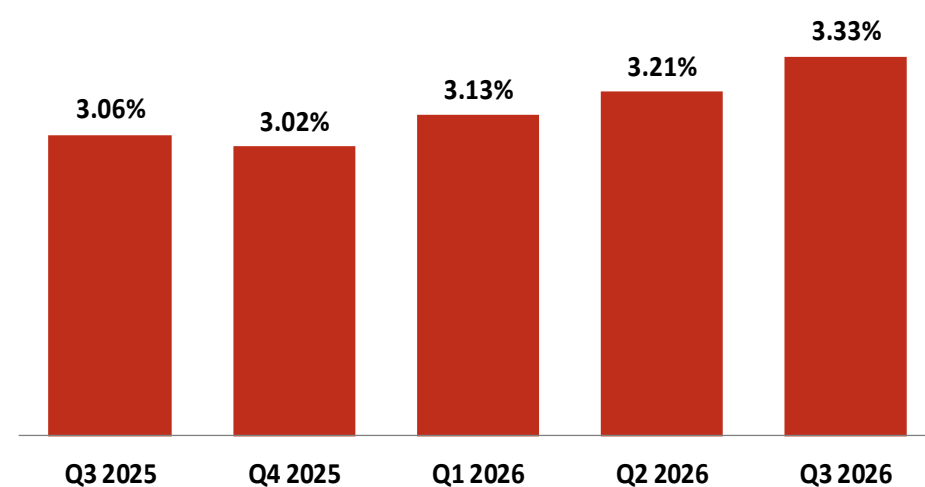
# HILLTOP HOLDINGS – NET INTEREST INCOME & MARGIN

## Net Interest Income

(\$ in millions)



## Net Interest Margin



## Quarter-over-Quarter Net Interest Margin

| Q2 2026                   | 3.21%   |
|---------------------------|---------|
| Deposits                  | 0.03%   |
| Investment Securities     | (0.02%) |
| Loans Held For Investment | 0.07%   |
| Borrowings                | 0.04%   |
| Q3 2026                   | 3.33%   |

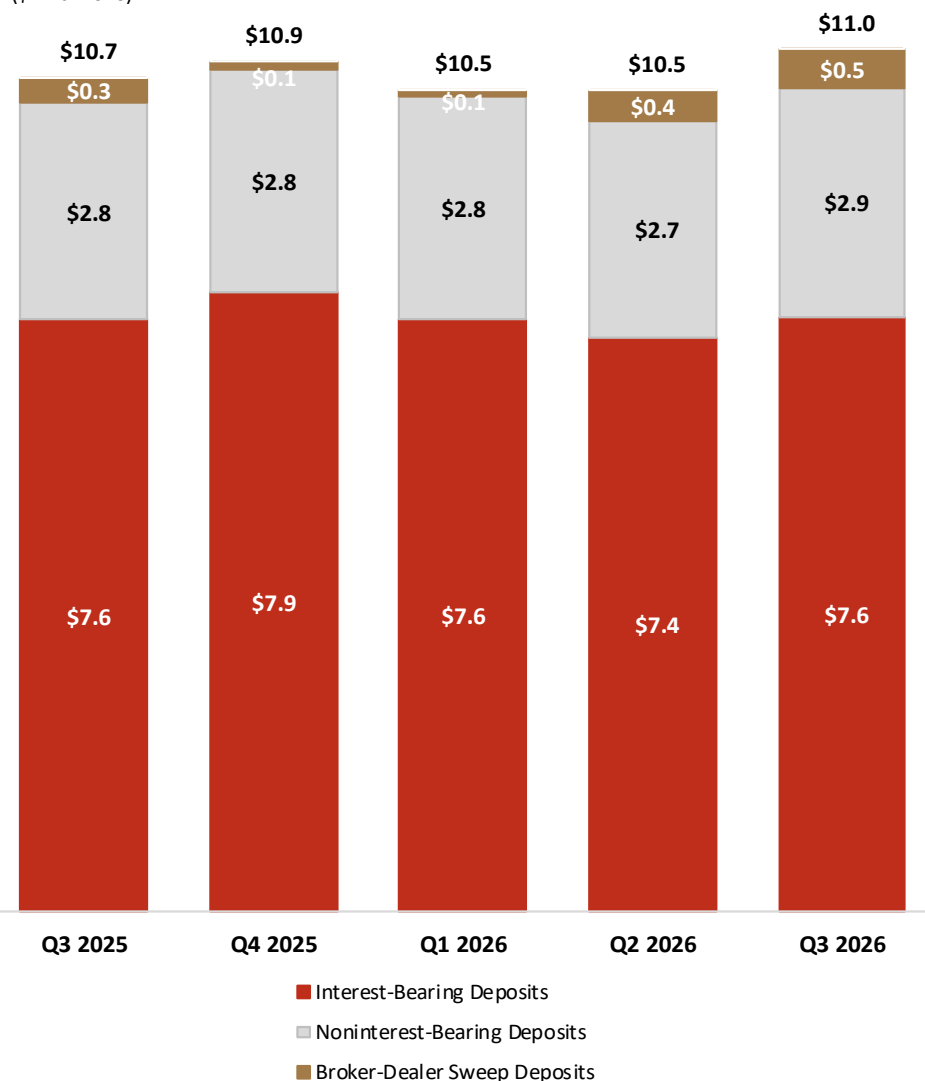
## Key Drivers & Statistics

| (\$ in millions, except as noted) | Q3'25    | Q2'26    | Q3'26    |
|-----------------------------------|----------|----------|----------|
| <b>HTH Consolidated</b>           |          |          |          |
| Average Earning Assets (\$B)      | \$14.6   | \$14.5   | \$14.6   |
| <b>Banking</b>                    |          |          |          |
| Accretion Income                  | \$0.6    | \$0.8    | \$0.8    |
| Loans HFI (Average Balance)       | \$7,774  | \$8,142  | \$8,343  |
| Deposit (Average Balance)         | \$10,683 | \$10,588 | \$10,886 |
| Cash and Due (Average Balance)    | \$1,094  | \$559    | \$647    |
| <b>Mortgage</b>                   |          |          |          |
| Loans Held for Sale (Period End)  | \$849    | \$1,004  | \$626    |

# HILLTOP HOLDINGS – DEPOSITS

## Deposit Mix at Period End

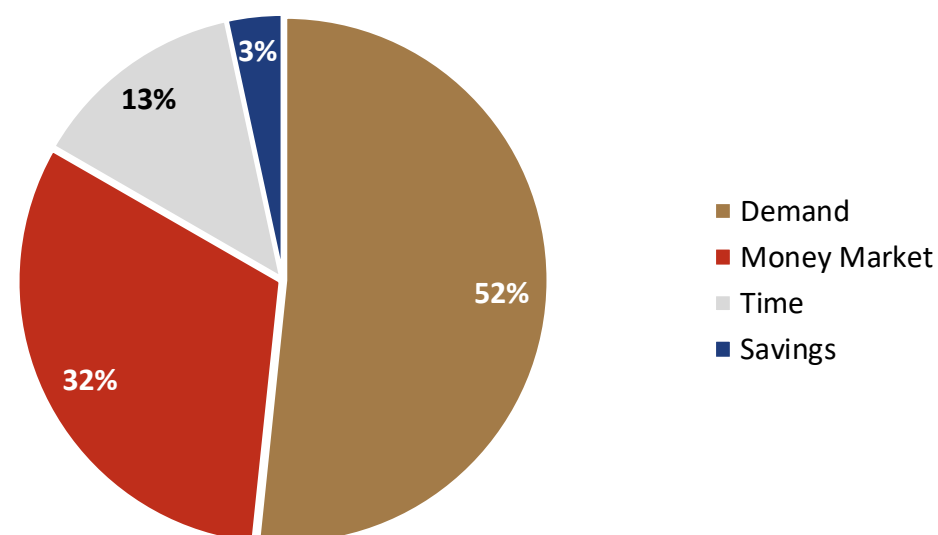
(\$ in billions)



## Key Drivers & Statistics

|                                                | Q3'25  | Q2'26  | Q3'26  |
|------------------------------------------------|--------|--------|--------|
| Average Deposits (\$B)                         | \$10.5 | \$10.4 | \$10.7 |
| Average Broker-Dealer Sweep Deposits (\$B)     | \$0.5  | \$0.3  | \$0.4  |
| Cost of Interest-Bearing Deposits <sup>1</sup> | 2.90%  | 2.37%  | 2.34%  |
| Cost of Total Deposits <sup>1</sup>            | 2.15%  | 1.75%  | 1.72%  |

## Interest-Bearing Deposits by Type at 9/30/2026

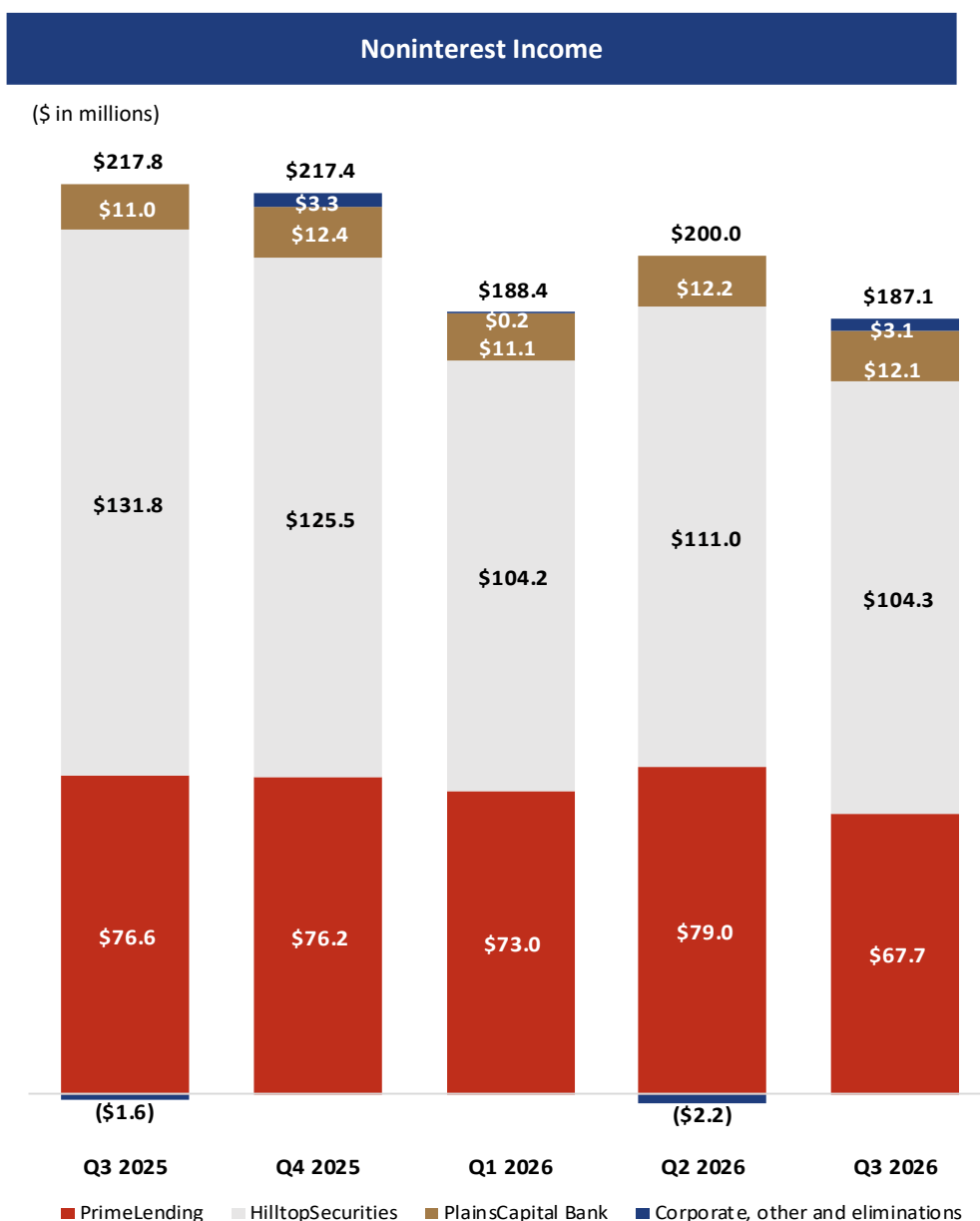


Notes:

The sum of the period amounts may not equal the total amounts due to rounding.

(1) Annualized.

# HILLTOP HOLDINGS – NONINTEREST INCOME



| Year-over-Year Noninterest Income (\$ in millions)              |                |
|-----------------------------------------------------------------|----------------|
| <b>Q3 2025</b>                                                  | <b>\$217.8</b> |
| Net gains on sale of loans and other mortgage production income | (11.3)         |
| Mortgage loan origination fees                                  | 2.4            |
| Principal transactions, commission and fees                     | (27.8)         |
| Investment banking, advisory and administrative fees            | 0.8            |
| Other <sup>1</sup>                                              | 5.3            |
| <b>Q3 2026</b>                                                  | <b>\$187.1</b> |

| Key Drivers & Statistics                  |         |         |         |
|-------------------------------------------|---------|---------|---------|
|                                           | Q3'25   | Q2'26   | Q3'26   |
| <b>Broker-Dealer</b>                      |         |         |         |
| TBA Lock Volume (\$MM)                    | \$1,241 | \$1,324 | \$1,334 |
| <b>Mortgage</b>                           |         |         |         |
| Origination Volume (\$B)                  | \$2.3   | \$2.4   | \$2.2   |
| Net Gains From Mortgage Loan Sales (bps): |         |         |         |
| Loans Sold to Third Parties               | 226     | 217     | 200     |
| Broker Fee Income                         | 13      | 12      | 11      |
| Impact of Loans Retained by the Bank      | (5)     | (6)     | (10)    |
| As Reported                               | 234     | 223     | 201     |

Notes:

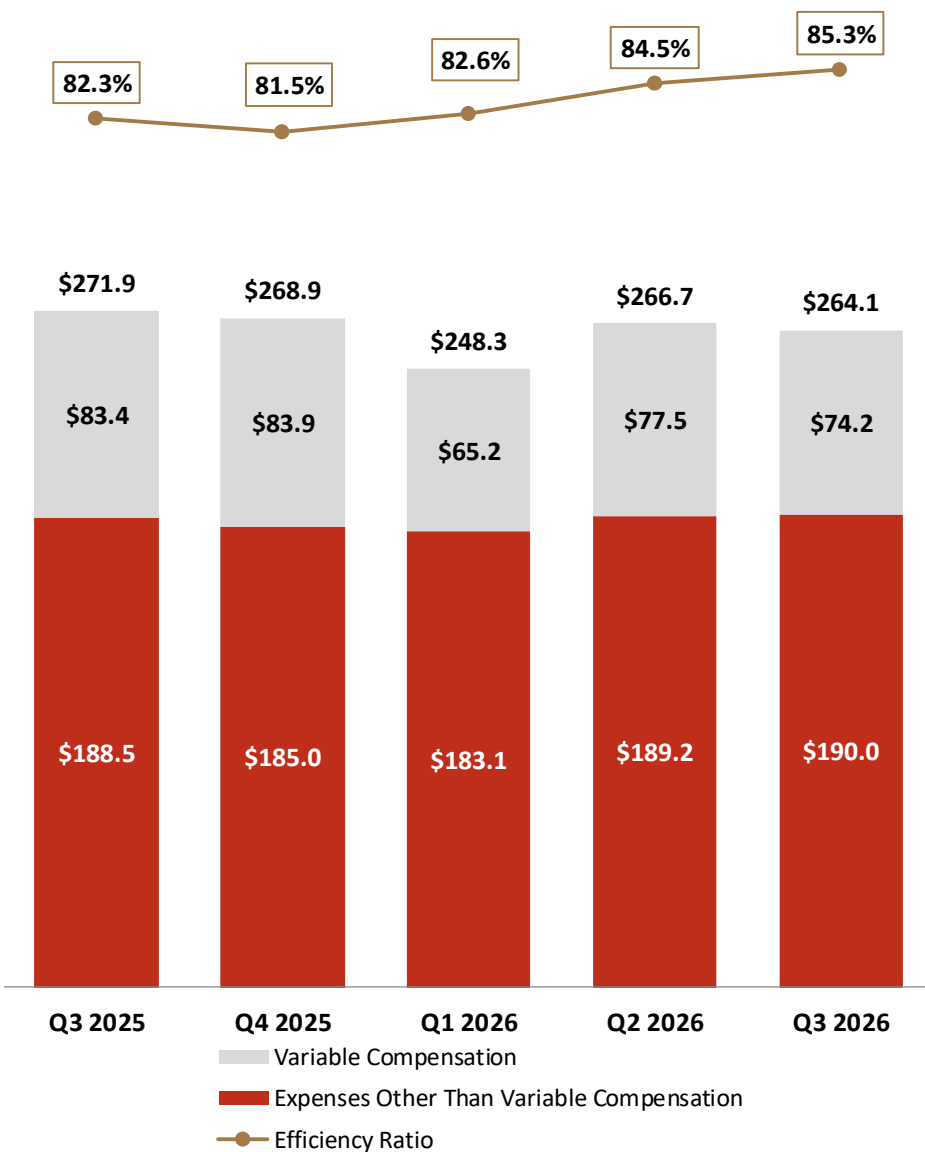
The sum of the period amounts may not equal the total amounts due to rounding.

(1) Includes \$4.6 million of net valuation gains related to merchant bank investments

# HILLTOP HOLDINGS – NONINTEREST EXPENSE

## Noninterest Expenses

(\$ in millions)



## Year-over-Year Noninterest Expense (\$ in millions)

| Q3 2025                   | \$271.9 |
|---------------------------|---------|
| Compensation and Benefits | (10.7)  |
| Occupancy and Equipment   | (0.2)   |
| Professional Services     | (0.9)   |
| Other Expenses            | 4.1     |
| Q3 2026                   | \$264.1 |

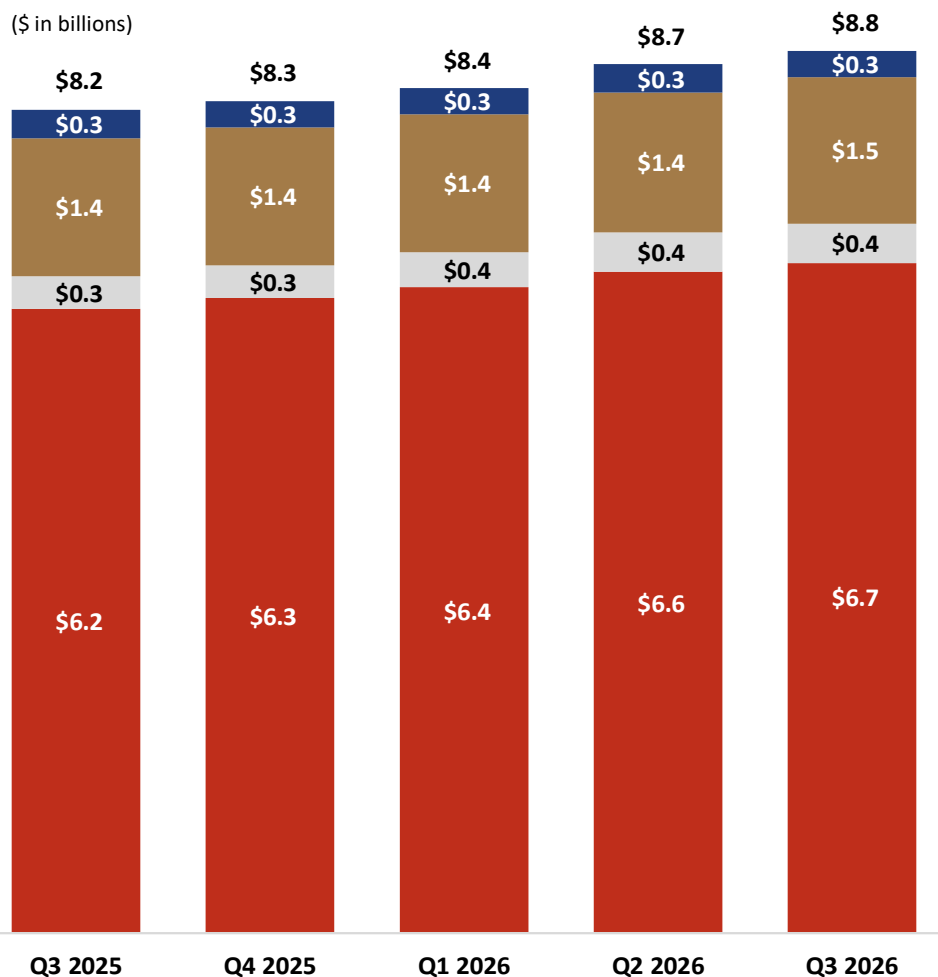
## Key Drivers & Statistics

|                                   | Q3'25  | Q2'26  | Q3'26  |
|-----------------------------------|--------|--------|--------|
| <b>Banking</b>                    |        |        |        |
| Full-Service Branches             | 55     | 54     | 54     |
| Efficiency Ratio (Bank Only)      | 51.7%  | 55.0%  | 53.7%  |
| <b>Mortgage</b>                   |        |        |        |
| Fixed Expenses (\$MM)             | \$39.8 | \$35.8 | \$39.4 |
| Variable Compensation (\$MM)      | \$32.7 | \$34.5 | \$29.9 |
| Variable Comp / Originated Volume | 1.4%   | 1.4%   | 1.4%   |
| <b>Broker-Dealer</b>              |        |        |        |
| Variable Compensation (\$MM)      | \$50.8 | \$43.0 | \$44.2 |
| Compensation / Net Revenue        | 60.2%  | 62.0%  | 67.5%  |

# HILLTOP HOLDINGS – LOANS

## Loan Mix at Period End

(\$ in billions)



- Mortgage Warehouse Lending
- 1 - 4 Family PrimeLending Retained Mortgages<sup>1</sup>
- Broker-Dealer Loans
- All Other Loans

Notes:

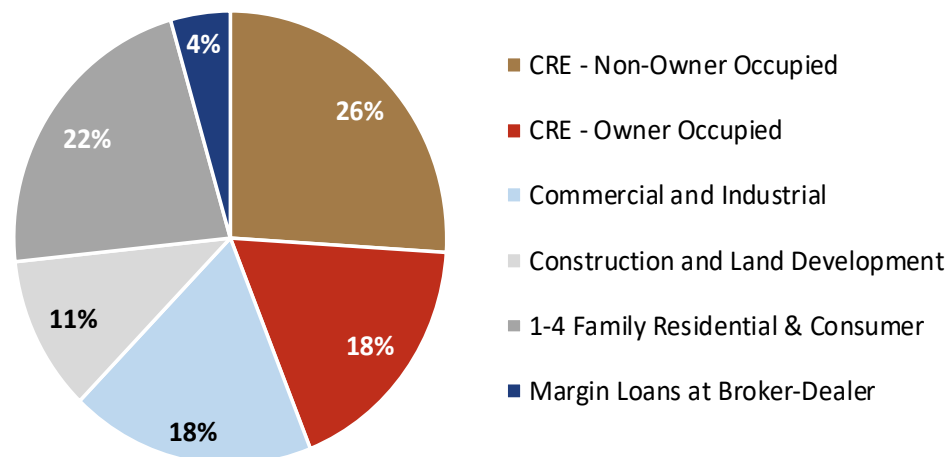
The sum of the period amounts may not equal the total amounts due to rounding.

(1) 1-4 Family PrimeLending Retained Mortgages are loans purchased at par by PlainsCapital Bank from PrimeLending. These are exclusive of the 1-4 family residential mortgages originated through PlainsCapital Bank.

## Key Drivers & Statistics

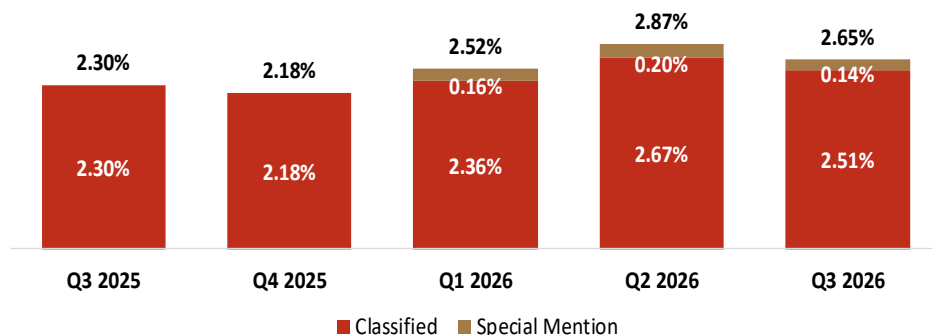
|                                  | Q3'25 | Q2'26 | Q3'26 |
|----------------------------------|-------|-------|-------|
| Average Loans HFI Balance (\$B)  | \$8.1 | \$8.5 | \$8.7 |
| Annualized HTH Loan HFI Yield %  | 5.95% | 5.73% | 5.80% |
| Annualized Bank Loan HFI Yield % | 5.85% | 5.65% | 5.75% |

## Gross Loans HFI by Type at 9/30/2026



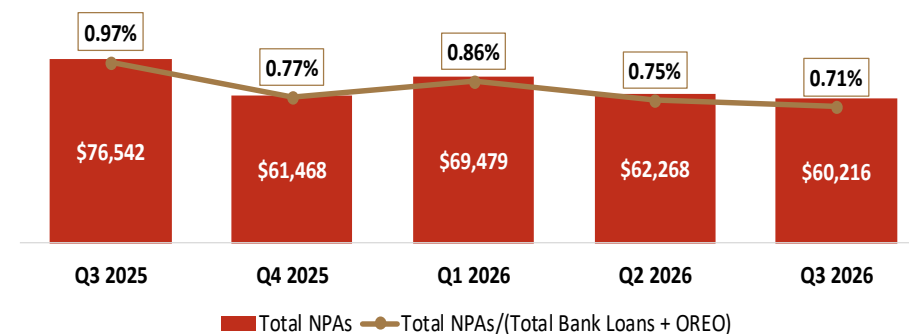
# PLAINSCAPITAL BANK – ASSET QUALITY

## Criticized Loans as a % of Bank Loans



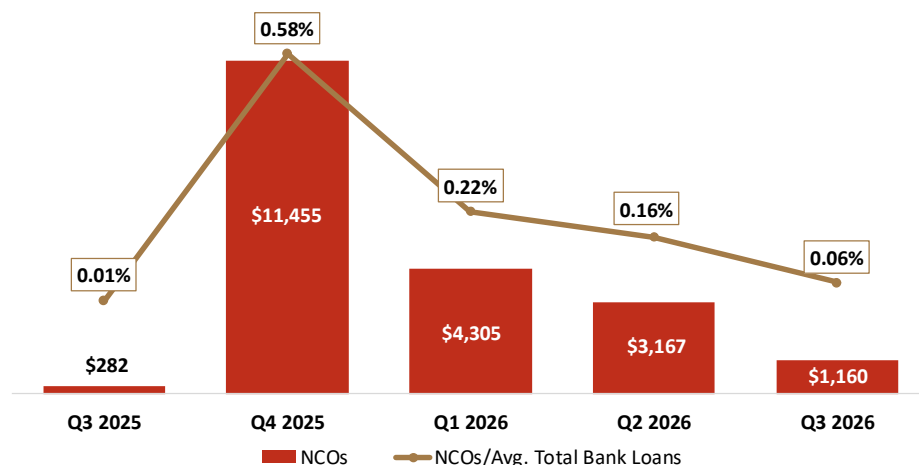
## Non-Performing Assets <sup>1</sup>

(\$ in thousands)

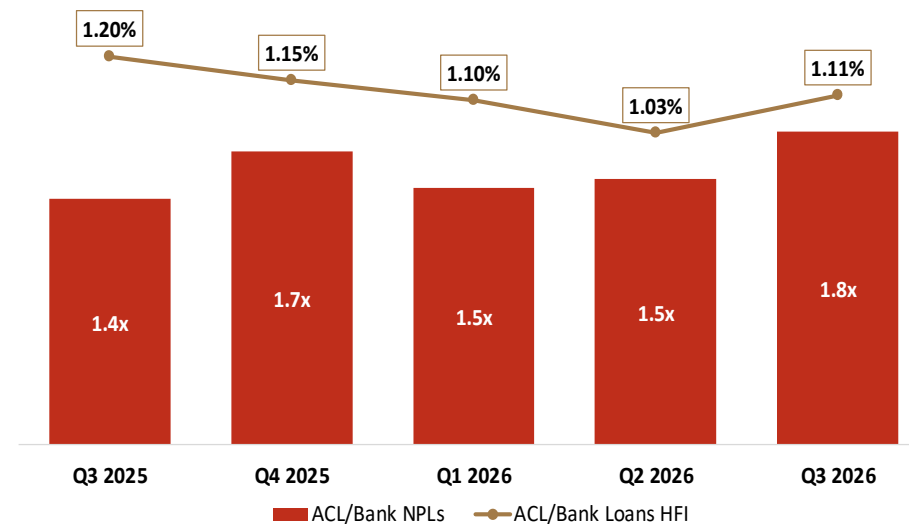


## Net Charge-Offs

(\$ in thousands)



## Allowance for Credit Losses



Notes:  
The sum of the period amounts may not equal the total amounts due to rounding. Figures represent Bank asset quality metrics only (excludes Loans HFS and Broker Dealer Margin Loans).  
(1) Total NPAs includes consolidated non-accrual loans, OREO and other repossessed assets.

## HILLTOP HOLDINGS – 2026 OUTLOOK

|                                                      | Outlook                                                                                                                                                                                                                                                       |
|------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Loan Growth<br>(Full Year Average HFI Loan Growth)   | <ul style="list-style-type: none"> <li>• Full year average Bank loans (excluding retained mortgages and mortgage warehouse lending) expected to increase 7% – 8%</li> <li>• Expect to retain \$10 – \$30 million per month of originated mortgages</li> </ul> |
| Deposit Growth<br>(Full Year Average Deposit Growth) | <ul style="list-style-type: none"> <li>• Full year average Bank deposits (excluding HTS Sweep deposits) expected to increase 0% – 2%</li> </ul>                                                                                                               |
| Net Interest Income                                  | <ul style="list-style-type: none"> <li>• NII expected to increase by 5% – 6%</li> <li>• Outlook assumes one Fed Funds rate increase in December 2026</li> </ul>                                                                                               |
| Noninterest Income                                   | <ul style="list-style-type: none"> <li>• Mortgage origination volume \$8 – \$9 billion, market dependent</li> <li>• Broker Dealer fees expected to decline by 3% – 4%</li> </ul>                                                                              |
| Noninterest Expense                                  | <ul style="list-style-type: none"> <li>• Non-variable expenses expected to decline 1% – 2%</li> <li>• Variable expenses expected to follow revenue contribution from fee businesses</li> </ul>                                                                |
| Provision Expense / (Reversal)                       | <ul style="list-style-type: none"> <li>• Full year provision / average loans HFI: 10 – 25 basis points, market dependent</li> </ul>                                                                                                                           |
| Effective Tax Rate (GAAP)                            | <ul style="list-style-type: none"> <li>• 23% – 25% full year basis</li> </ul>                                                                                                                                                                                 |

# Appendix

# NON-GAAP TO GAAP RECONCILIATION AND MANAGEMENT'S EXPLANATION OF NON-GAAP FINANCIAL MEASURES

Tangible Common Equity is a non-GAAP financial measure. Tangible common equity is defined as our total stockholders' equity reduced by goodwill and other intangible assets. This is a measure used by management, investors and analysts to assess use of equity.

Tangible book value per share, or TBVPS, is a non-GAAP financial measure. TBVPS represents Hilltop's tangible common equity at period-end divided by common shares outstanding at period-end. This is a measure used by management, investors and analysts to assess use of equity.

## Hilltop Consolidated

### Reconciliation of Tangible Common Equity and Tangible Book Value Per Share (\$ in thousands, except per share amounts)

|                                                                                       | 12/31/2023         | 12/31/2024         | 12/31/2025         | 9/30/2026          |
|---------------------------------------------------------------------------------------|--------------------|--------------------|--------------------|--------------------|
| Total Hilltop Stockholders' Equity                                                    | \$2,122,967        | \$2,189,965        | \$2,168,401        | \$2,100,726        |
| Less:                                                                                 |                    |                    |                    |                    |
| Goodwill                                                                              | 267,447            | 267,447            | 267,447            | 267,447            |
| Other intangible assets, net                                                          | 8,457              | 6,633              | 5,605              | 4,886              |
| <b>Tangible Common Equity</b>                                                         | <b>\$1,847,063</b> | <b>\$1,915,885</b> | <b>\$1,895,349</b> | <b>\$1,828,393</b> |
| Shares outstanding as of period end                                                   | 65,153             | 64,968             | 59,540             | 56,789             |
| Book Value Per Share<br>(Common Stockholders' Equity / Shares Outstanding)            | \$32.58            | \$33.71            | \$36.42            | \$36.99            |
| <b>Tangible Book Value Per Share</b><br>(Tangible Common Equity / Shares Outstanding) | <b>\$28.35</b>     | <b>\$29.49</b>     | <b>\$31.83</b>     | <b>\$32.20</b>     |

# PLAINSCAPITAL BANK – Q3 2026 HIGHLIGHTS

## Summary Results

(\$ in millions)

Q3 2025 Q3 2026

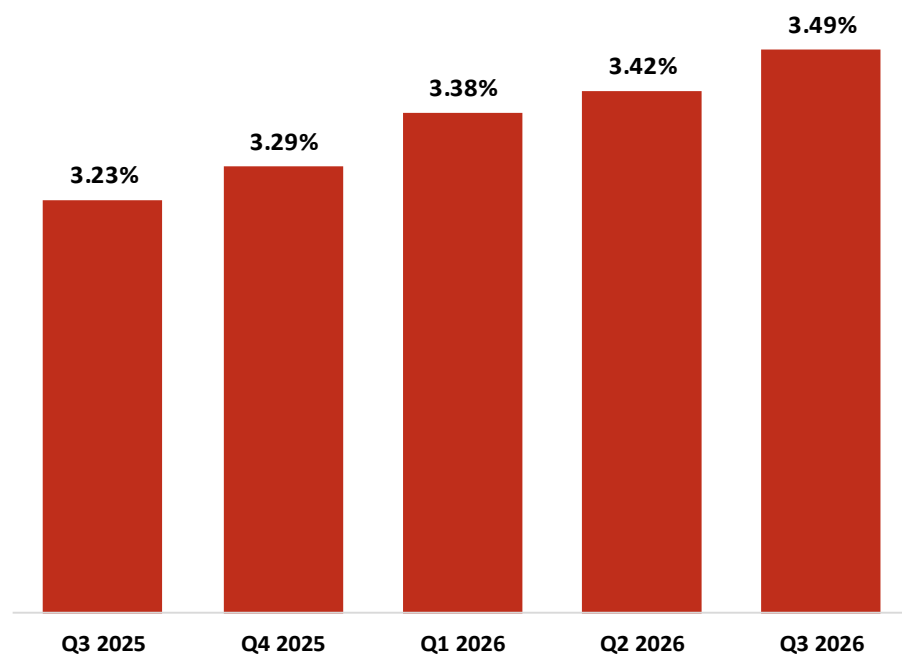
|                                           |               |               |
|-------------------------------------------|---------------|---------------|
| Net Interest Income                       | \$96.8        | \$104.9       |
| Provision for (Reversal of) Credit Losses | (2.6)         | 10.1          |
| Noninterest Income                        | 11.0          | 12.1          |
| Noninterest Expense                       | 55.8          | 62.8          |
| <b>Income Before Taxes</b>                | <b>\$54.7</b> | <b>\$44.1</b> |

## Key Highlights

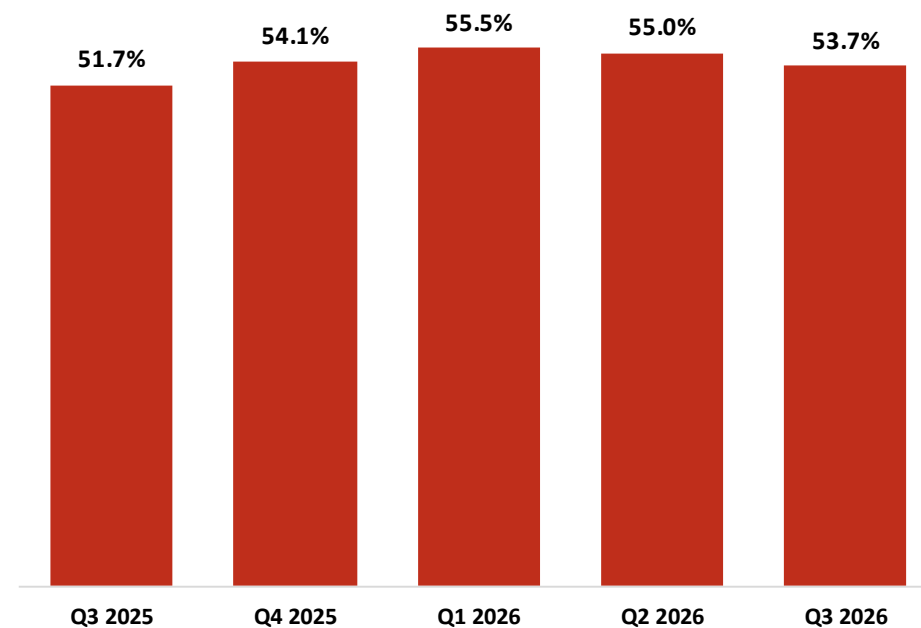
Q3 2025 Q3 2026

|                                    |        |        |
|------------------------------------|--------|--------|
| ROAA                               | 1.34%  | 1.06%  |
| Full Service Branches (period end) | 55     | 54     |
| Net Interest Margin                | 3.23%  | 3.49%  |
| Assets (\$B) (period end)          | \$12.6 | \$12.8 |

## Net Interest Margin



## Efficiency Ratio <sup>1</sup>



Notes:

(1) Efficiency Ratio is calculated as noninterest expense divided by the sum of net interest income and noninterest income.

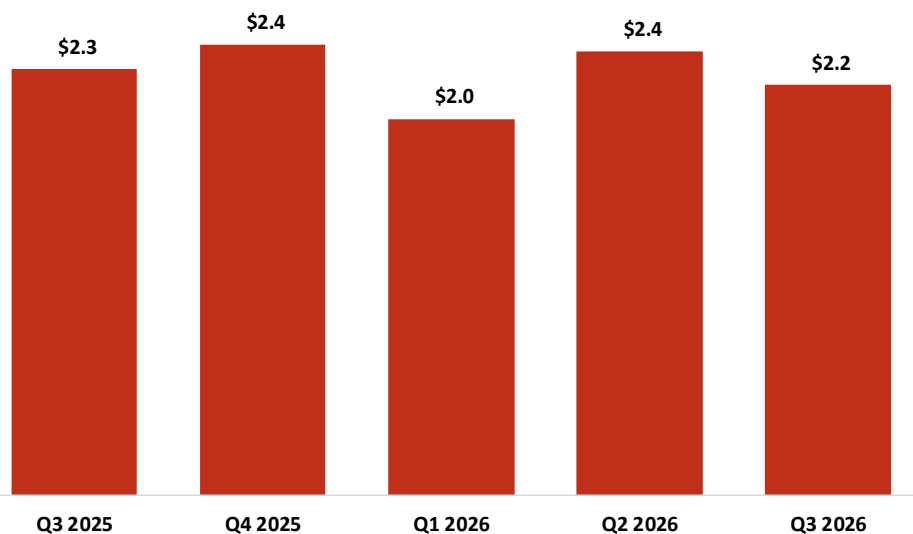
# PRIMELENDING – Q3 2026 HIGHLIGHTS

| Summary Results<br>(\$ in millions) | Q3 2025        | Q3 2026         |
|-------------------------------------|----------------|-----------------|
| Net Interest Income (Expense)       | (\$2.1)        | (\$0.5)         |
| Noninterest Income                  | 76.6           | 67.7            |
| Noninterest Expense                 | 81.8           | 78.0            |
| <b>Income (Loss) Before Taxes</b>   | <b>(\$7.2)</b> | <b>(\$10.8)</b> |

| Key Highlights<br>(\$ in millions) | Q3 2025 | Q3 2026 |
|------------------------------------|---------|---------|
| Origination Volume                 | \$2,297 | \$2,210 |
| % Purchase                         | 88%     | 88%     |
| Sales Volume                       | \$2,220 | \$2,423 |
| MSR Asset<br>(period end)          | \$12    | \$28    |

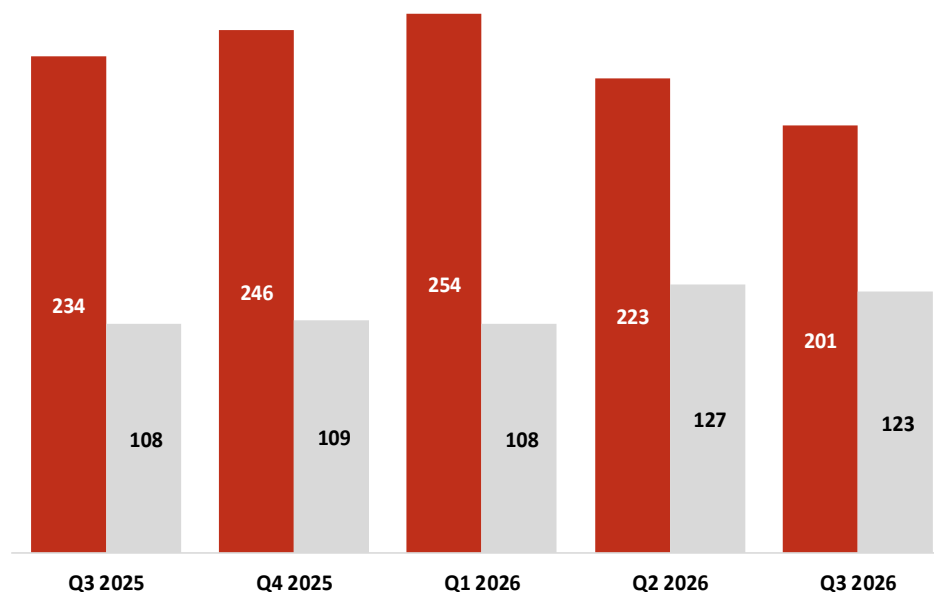
## Mortgage Origination Volume

(\$ in billions)



## Gain on Sale<sup>1</sup> and Origination Fee Trends

(In basis points)



Notes:

(1) Gain on Sale calculated as net gains from sale of loans divided by sales volume. Reported Gain on Sale reflects impact of loans retained by PlainsCapital Bank.

■ Reported Gain on Sale    ■ Mortgage loan origination fees

# HILLTOPSECURITIES – Q3 2026 HIGHLIGHTS

| Summary Results<br>(\$ in millions)       | Q3 2025       | Q3 2026      |
|-------------------------------------------|---------------|--------------|
| Net Interest Income                       | \$12.7        | \$12.4       |
| Provision for (Reversal of) Credit Losses | 0.1           | 0.0          |
| Noninterest Income                        | 131.8         | 104.3        |
| Noninterest Expense                       | 117.9         | 109.8        |
| <b>Income Before Taxes</b>                | <b>\$26.5</b> | <b>\$6.8</b> |

| Key Highlights<br>(\$ in millions)        | Q3 2025  | Q3 2026  |
|-------------------------------------------|----------|----------|
| Compensation/Net Revenue (%)              | 60.2%    | 67.5%    |
| Pre-tax Margin (%)                        | 18.3%    | 5.9%     |
| FDIC Insured Balances at PCB (Period End) | \$325    | \$500    |
| Other FDIC Insured Balances (Period End)  | \$1,432  | \$1,172  |
| Public Finance Offerings                  | \$28,223 | \$26,220 |
| TBA Lock Volume                           | \$1,241  | \$1,334  |

## Net Revenues by Business Line

| Net Revenues By Business Lines<br>(\$ in millions) | Q3 2025        | Q3 2026        |
|----------------------------------------------------|----------------|----------------|
| Public Finance Services                            | \$37.4         | \$37.3         |
| Fixed Income Services                              | 20.0           | 14.0           |
| Wealth Management                                  |                |                |
| Retail                                             | 36.2           | 37.5           |
| Clearing Services                                  | 11.9           | 13.5           |
| Securities Lending                                 | 1.7            | 1.8            |
| Structured Finance                                 | 31.0           | 9.1            |
| Other                                              | 6.2            | 3.3            |
| <b>Net Revenues</b>                                | <b>\$144.5</b> | <b>\$116.6</b> |

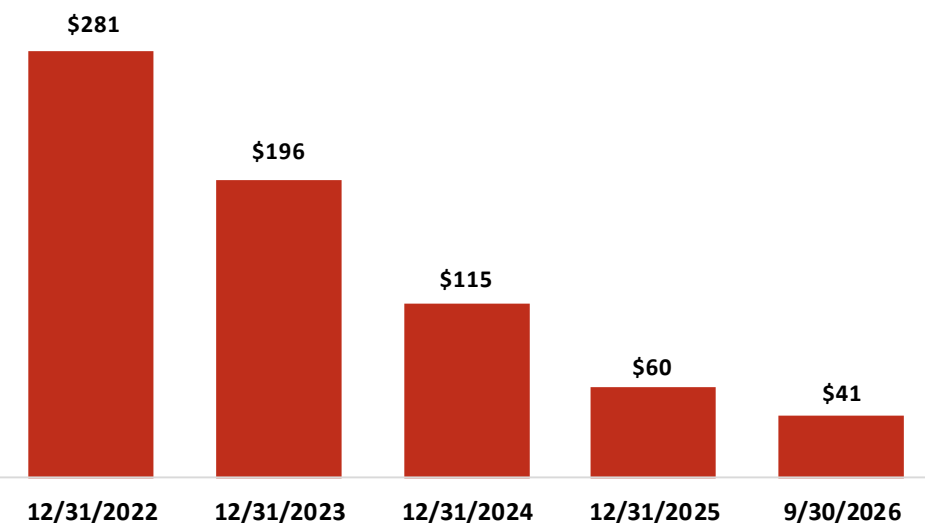
### Notes:

The sum of the period amounts may not equal the total amounts due to rounding. Presented net revenue by business line may differ slightly from 10-Q due to grouping of certain business lines into 'Other'.

# HILLTOP HOLDINGS – AUTO LENDING PORTFOLIO

## Auto Note Financing Commitments<sup>1</sup>

(\$ in millions)



## Commentary

- Auto Note Finance committed portfolio balance has been in decline since 2021
  - The impacts of higher interest rates and declining values of used vehicles continue to put downward pressure on the portfolio
- Current portfolio comprises 0.45% of Total Bank Loans HFI
- No charge-offs during the third quarter
- Nonaccrual loans in the auto lending portfolio equated to \$6.1 million on September 30, 2026

## Allowance for Credit Losses (ACL)

(Ending Balance on September 30, 2026)

| \$ in millions             | Ending Balance | Allowance for Credit Losses | ACL % Loans |             |
|----------------------------|----------------|-----------------------------|-------------|-------------|
|                            |                |                             | 9/30/2026   | 6/30/2026   |
| <b>Auto Note Financing</b> | <b>\$37.5</b>  | <b>\$0.2</b>                | <b>0.6%</b> | <b>0.1%</b> |

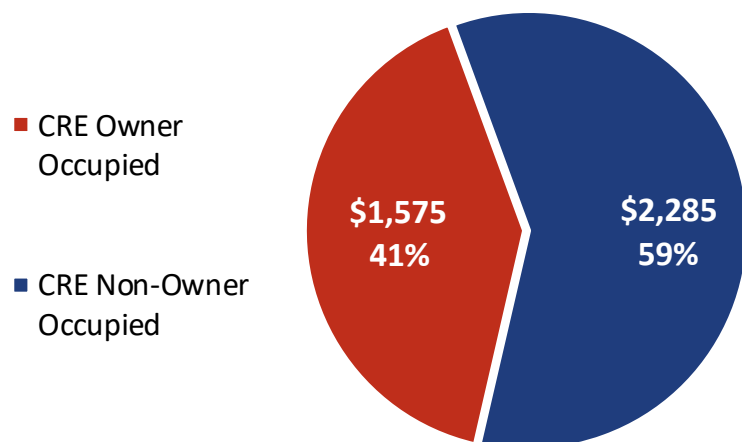
Notes:

(1) Total exposure net of any SBA guarantee

# HILLTOP HOLDINGS – COMMERCIAL REAL ESTATE PORTFOLIO

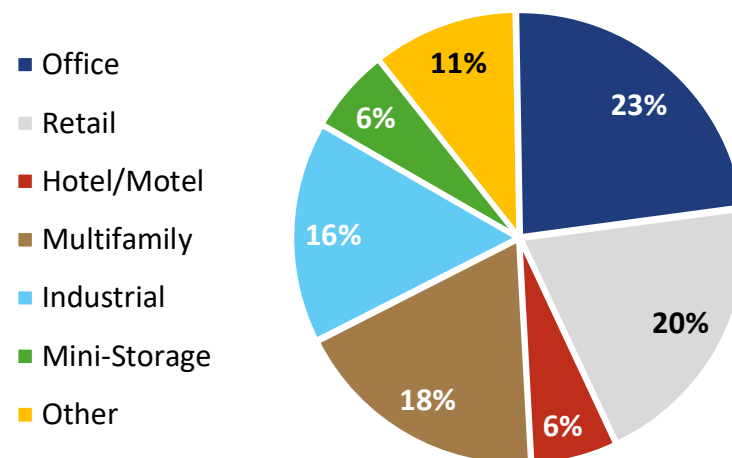
## Commercial Real Estate Portfolio

(Ending Balance, \$ in millions, on September 30, 2026)



## Commercial Real Estate – Non-Owner Occupied

(Ending Balance on September 30, 2026)



## CRE Allowance for Credit Losses (ACL)

(Ending Balance on September 30, 2026)

| \$ in millions                                  | Ending Balance   | Allowance for Credit Losses | ACL % Loans |             |
|-------------------------------------------------|------------------|-----------------------------|-------------|-------------|
|                                                 |                  |                             | 9/30/2026   | 6/30/2026   |
| CRE Non-Owner Occupied Office                   | \$529.2          | \$6.4                       | 1.2%        | 1.1%        |
| CRE Non-Owner Occupied Retail                   | \$460.1          | \$3.1                       | 0.7%        | 0.6%        |
| <b>CRE Non-Owner Occupied Office and Retail</b> | <b>\$989.3</b>   | <b>\$9.6</b>                | <b>1.0%</b> | <b>0.9%</b> |
| All other CRE Non-Owner Occupied                | \$1,295.7        | \$14.6                      | 1.1%        | 1.2%        |
| <b>Total CRE Non-Owner Occupied</b>             | <b>\$2,285.0</b> | <b>\$24.2</b>               | <b>1.1%</b> | <b>1.1%</b> |

Notes:  
The sum of the period amounts may not equal the total amounts due to rounding.