

momentum

4TH QUARTER 2021



IN THIS ISSUE

HILLTOP UNLEASHED

GIVING BACK TO THE COMMUNITY



MAKING A DIFFERENCE BY GIVING BACK

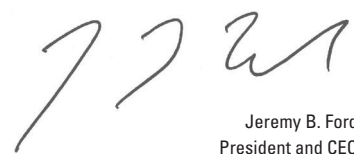
As 2021 comes to a close and we look ahead to a new year, Hilltop and its family of companies can take pride in the positive impact we are having in the communities we serve across the United States. Volunteerism and community involvement are built into Hilltop's DNA.

Our operating companies are each in the business of supporting communities and improving lives. PlainsCapital Bank helps businesses and individuals with the financing they need to pursue their dreams. HilltopSecurities works with public entities, institutional investors, broker-dealers, and individuals to build what they value and invest for the future. And PrimeLending makes it possible for thousands of our neighbors to realize the dream of homeownership.

But beyond these core businesses, our commitment to community involvement is reflected in countless acts of charity and support by our approximately 5,000 employees as well as through corporate-driven efforts to help those most in need. From our company-wide initiative to invest \$1 million to promote equity and inclusion in public schools, to local food, coat, and toy drives during the holidays, across the Hilltop family of companies we are working to improve the lives of our neighbors.

In this issue of Momentum, we feature some of the many ways our companies and employees worked to support worthy causes during 2021. We also highlight some of our recent growth, industry accolades, and other stories that demonstrate the dynamic momentum we're excited to carry into 2022.

Hilltop's employees are the driving force behind our success, and I'm proud of their continued dedication to our customers and communities. Throughout the past year, they have not wavered in adapting to challenges, pursuing new opportunities, and finding new ways to work together to help those around them. I'm looking forward to an exciting 2022 and building on our legacy as a premier financial services franchise that improves lives and communities across the United States. Here's wishing you all a Happy New Year!



Jeremy B. Ford
President and CEO

HILLTOP'S HOMETOWN HALLOWEEN

Each year when the air turns cold and the leaves begin to change color, the Hilltop family of companies celebrates Halloween with a themed video featuring familiar faces from each subsidiary. Last year, with stricter social-distancing requirements in place, the video used only the voices of the Hilltop cast to create an animated story. This year, Hilltop was able to invite actors back into the studio to film a live-action special episode of "The Andy Griffin Show."

"I'm glad we could keep the Halloween video tradition alive last year with an animated version, but it's so much more fun to get everyone together in the studio," said Walker Schupp, owner of Red Hot Media and the creative writer and producer of Hilltop's catalog of Halloween short films. "Being in costume and on a set helps the cast get into character, play off each other, and really bring the script to life. They were all laughing together and encouraging one another. Creating that 'safe' environment where everyone felt free to let loose resulted in some really entertaining performances."

After two years since the last shoot, Hilltop's cast and crew were excited to be back in person with authentic costumes and a detailed replica of the original set that included both real and virtual elements. "Making an animated video gives you more flexibility and control, but a live shoot provides opportunities for spontaneity and improvisation," said Schupp. "Some of my favorite moments in the show evolved on the set as we were shooting."

Being kind and helping people out is a theme that runs through all past Halloween videos. This year's story follows Sheriff Andy Griffin as he helps Pearl Mayfield find a way to pay back her debt to Mr. Thornberry, the crotchety owner of the town store. In an unlikely turn of events, the debt is settled in an unusual way, and everyone learns a valuable lesson about problem-solving. Andy sums it up this way, "A great idea can come from anywhere if you get everyone involved."

The video's actors were Hilltop President and CEO Jeremy Ford playing Andy, HilltopSecurities Financial Planning & Analysis Manager Clayton Sheppard as Barney, PrimeLending National Operations Manager Kimberly Hartsough playing Pearl Mayfield, PlainsCapital Fort Worth Region Chairman Mark Warren as Mr. Thornberry, Hilltop SOX Director Scott Sorbet playing Opie, PlainsCapital Retail Banking Services Operations Manager Sarah Pendley as Aunt Bee, and PrimeLending Special Events Manager Greg Lambert playing Gomer.

The Halloween holiday is a company-wide celebration at Hilltop. From costume contests within each department to the annual video, employees have always gone all out to celebrate Halloween, and it's an important aspect of the Hilltop corporate culture.



"The annual Halloween video is such a great expression of our organization's personality and values," said Jennifer Sterns, Hilltop Holdings director of marketing and communications. "Although the storyline is typically a parody and is designed to get laughs, there is also always an underlying message that reinforces our companies' commitment to our ICARE principles—integrity, collaboration, adaptability, respect, and excellence—which really showcases what sets Hilltop apart. And, in bringing together actors from each of our companies who work so well together on set, the resulting production echoes the complementary combination of our business units. It's a lot of fun, but it's also really meaningful."

Visit the Hilltop Holdings YouTube page to watch the original production, "The Andy Griffin Show" or view it on Hilltop's LinkedIn page @HilltopHoldings.





HILLTOP HUNT WINNERS ANNOUNCED

In honor of its 75th anniversary, HilltopSecurities launched “The Hilltop Hunt” on October 5, 2021, World Teachers Day. The online treasure hunt gave Texas public school educators the chance to win one of 10 donations of \$7,500 for their districts’ education foundations, as well as prizes for their classrooms.

From October 5-22, over 250 Texas educators from over 60 different school districts statewide participated in the online Hunt, solving riddles about HilltopSecurities, Texas, and public education.

On November 5, the following Gold Prize and Silver Prize winners were announced, with Gold Prize winners receiving a \$7,500

donation to their school district’s education foundation and a pizza party for their students. Silver Prize winners received a pizza party for their students.

“We’re proud of our legacy as one of the nation’s leading municipal investment banks with deep connections to the communities we serve across Texas,” said HilltopSecurities President and CEO Brad Wings. “A significant part of that legacy includes supporting educators and the students they serve. Through the Hilltop Hunt, we were able to give back to public education, celebrate our 75th anniversary, and provide teachers and students with a fun challenge at the same time.”

GOLD PRIZE WINNERS	
Teacher	District
Allison Whitmeyer	Highland Park ISD
Brandi Caldwell	Denton ISD
Candice Hallmark	Corpus Christi ISD
Gena Carpenter	Kerrville ISD
Genevieve Hart	Denton ISD
Keke Powell	Boerne ISD
Krista Duffield	Frenship ISD
Lydia Castillo	Corpus Christi ISD
Staci Beadles	Celeste ISD
Valerie Starnes	Pflugerville ISD

SILVER PRIZE WINNERS	
Teacher	District
Brianne Peach	Arlington ISD
Crystal De La Cruz	Mansfield ISD
Jackie Hagar	Celeste ISD
Jennifer Perez	Denton ISD
Kate Howell	Joshua ISD
Kristy Gordon	Frenship ISD
Lauren Brueland	Keller ISD
Magdalene Maynard	Keller ISD
Pamela Maynard	Maybank ISD
Rachel Dodson	Lewisville ISD

PRIMELENDING NAMED BEST WORKPLACE FOR WOMEN

PrimeLending has been named the No. 8 best place to work on the 2021 Best Workplaces for Women list conducted by Great Place to Work® and Fortune magazine. This marks PrimeLending’s seventh consecutive year appearing on the prestigious list.

“We’re proud to receive this recognition for the seventh straight year, especially because the results are based on our employees’ feedback,” said Steve Thompson, president and CEO of PrimeLending. “We’re committed to providing an inclusive workplace where everyone feels welcome and valued, and we continually look for ways we can empower employees to achieve their fullest potential.”

The annual list published in Fortune is the culmination of feedback from more than 5.6 million employees working at Great Place to Work-certified organizations. The survey measured the extent to which employees trust leaders, the level of respect with which people are treated, the degree of fairness of workplace decisions and how much camaraderie there is among the team.

PrimeLending’s ranking considers how well women are represented within the company’s workforce, as well as employees’ assessments of the quality and fairness of the company. In fact, 64.6% of all PrimeLending employees are female, including 56% of the company’s officers.

One of those officers is Cindy Buhr, general counsel and executive

vice president of legal and compliance. Buhr is a recipient of the 2021 HousingWire Vanguard Award that recognizes housing and mortgage industry trailblazers for their outstanding leadership, innovation and vision in both their company and the industry sector they represent. HousingWire’s editorial board selected this year’s winners based on their accomplishments over the past 12 months.

“Our people-centric culture is rooted in a strong, trusting relationship between all employees and our leadership team, and I am proud to be recognized as an integral part of this team effort,” said Buhr.

As a highly tenured executive attorney, Buhr leads PrimeLending’s legal and compliance departments in addition to passionately championing an inclusive, empowering work environment for all. With more than 30 years of experience as both in-house counsel and a litigator, Buhr brings a unique perspective to her leadership roles, including corporate secretary, board director, strategic executive team member, risk committee member, and other interdisciplinary work groups and projects.

PrimeLending is renowned for its rewarding culture with 96% of employees saying it is a great place to work, compared to 59% of employees at a typical U.S.-based company. In 2021, the company has also been ranked a Best Workplace for Millennials, Parents, and Financial Services¹.

1. As ranked as part of PrimeLending’s participation in the annual Great Place to Work Trust Index© Employee Survey.

PLAINSCAPITAL DONATES TO LUBBOCK SERVICE DOGS THIS HALLOWEEN

Dressing up for Halloween can be fun at any age, especially when it benefits a special cause. Each year, PlainsCapital’s Lubbock Main Bank Credit Department ties in fundraising to its Halloween theme, and this year was no exception! With the company-wide theme being “Classic TV,” the Credit Department celebrated man’s best friend and dressed as famous TV dogs. The group aimed to raise money for Canine Companions®, a national non-profit that provides expertly trained service dogs to people with disabilities free of charge. It’s an organization the PlainsCapital team knows well.

PlainsCapital’s Chelsey Price and her service dog Pablo both work in the Credit Department. After a bacterial infection that resulted in limb loss, Chelsey was partnered with Pablo in 2015. Pablo has been expertly trained to mitigate Chelsey’s disability.

“He makes navigating life easier,” Price says. “If a pen falls off my desk, he can retrieve it. If my shred box needs emptied, he can carry it. If I need my office door opened after virtual meetings, he opens it. Having a highly trained dog next to my side has truly opened doors for me at PlainsCapital, at home, and has improved my quality of life.”



PlainsCapital Bank’s Lubbock Main Bank Credit Department employees show off their costumes during this year’s Halloween celebration.

While working at PlainsCapital, Chelsey and a local volunteer puppy-raiser formed the West Texas Volunteer Chapter to help grow the Canine Companions community closer to home. Since then, at least five highly trained service dogs have been placed in Lubbock and many more in surrounding regions.

The money raised by PlainsCapital’s Lubbock employees will go toward the ongoing support of Canine Companions graduates and creating more successful partnerships like Chelsey and Pablo.



GIVING BACK TO THE COMMUNITIES WE SERVE

As 2021 draws to a close, Hilltop ended the year the same way it began—by supporting the communities it serves across the country. The Hilltop family of companies has given back throughout the year through philanthropy and volunteering, including special giving campaigns during the holiday season.

“Hilltop has a deep commitment to philanthropy and giving back to the communities we serve,” said Hilltop’s President and CEO Jeremy Ford. “It’s a reflection of our shared values and the culture

of service we’ve built across the organization. I’m proud that we’re able to make a difference by helping those in need.”

Support for Public Education

Hilltop started the year by continuing its companywide commitment to support equity and inclusion in education by investing \$1 million in public schools. Announced in 2020 and backed by the entire Hilltop organization, this initiative has been led by HilltopSecurities, which works with more than 270 public school districts nationwide through its public finance advisory business.

Throughout the year, Hilltop worked closely with Dallas ISD, Fort Worth ISD, and Houston ISD to administer funds from the \$1 million commitment to the three districts or their education foundations. The donations have been designed to support the communities’ most underserved student populations, such as at-risk youth, individuals below the poverty line, and minority student populations.

Also as part of Hilltop’s \$1 million investment in education, HilltopSecurities launched an inaugural online treasure hunt, “The Hilltop Hunt.” Texas public school educators were given the chance to win one of 10 donations of \$7,500 for their districts’ education foundations, as well as prizes for their classrooms – \$75,000 in total donations to celebrate HilltopSecurities’ 75th anniversary.

“We recognize the vital importance of investing in education by supporting teachers and the students they serve,” said HilltopSecurities President and CEO Brad Wings. “The Hilltop Hunt offered a fun way to engage with educators throughout Texas while giving back to our public schools.”



Hilltop’s 2021 summer interns volunteered with Community Partners of Dallas.

Holiday Giving

In October, Hilltop employees continued their efforts to fight hunger in North Texas. With Thanksgiving approaching, Hilltop raised \$18,780 for the North Texas Food Bank (NTFB), providing 56,340 meals to families in need throughout the region. The total raised includes a \$12,520 company match—twice the value of what was already raised through employee donations. In addition, 50 Hilltop employees volunteered a total of 125 hours packing food boxes at NTFB.

This holiday season, the **Hilltop Holdings** Culture Council also supported the Community Partners of Dallas (CPD) and its 2021 Toy Drive by granting wishes for many of Dallas County’s abused and neglected children. Employees had three ways they could participate—fulfilling wish cards by buying specific toys that children had requested, purchasing gifts in a virtual toy drive for children who didn’t fill out a wish card, or by volunteering to distribute toys at CPD’s distribution center.

HilltopSecurities continued its holiday giving by supporting Toys for Tots and One Warm Coat with corporate sponsorships and employee donations. One Warm Coat is a national non-profit that provides free coats for children and adults in need across the country.

“We’re proud to support Toys for Tots and One Warm Coat this year with a combined \$20,000 in corporate donations, in addition to donations from our employees across the country,” said HilltopSecurities President and CEO Brad Wings. “It’s a privilege to support these two organizations that do so much to help those in need during the holidays.”

PlainsCapital Bank also is dedicated to giving back to the communities it serves throughout Texas. During the holidays, each of the Bank’s regions selects charitable organizations in its area to support. From local food banks and toy drives to the Salvation Army, the Bank’s employees donate and volunteer to provide canned food, toys, clothing, and gifts to brighten the holidays for those in need.

“PlainsCapital is built on relationships, and that includes helping

our neighbors in need, especially during the holiday season,” said PlainsCapital President and CEO Jerry Schaffner.

PrimeLending branches across the country also are making a positive impact in their communities during the holidays, including annual toy drives in North Scottsdale, Arizona and Dayton, Ohio. In Cincinnati, Ohio, PrimeLending adopts a family for Christmas each year, working with several different organizations, including the USO, Salvation Army, and St. Vincent De Paul, to be matched with families. The branch receives information about the family members, and employees participate by bringing wrapped toys, clothing, decorations, food items, gift cards, and surprises for the parents.

“Supporting our communities is a priority for PrimeLending and, every year, our branches step up to help others,” said PrimeLending President and CEO Steve Thompson. “I’m proud of the way our employees demonstrate our culture of service.”



PlainsCapital Bank’s Houston area locations held a holiday food drive benefiting the Houston Food Bank and Montgomery County Food Bank.



PlainsCapital Bank employees in San Antonio supported Family Violence Prevention Services with a Thanksgiving food drive.

THE BANKING BALLOONIST

When a hot air balloon flies high in the sky, it’s hard to take your eyes off it. Whether you’ve seen one or hundreds, each time feels like a new experience. PlainsCapital West Texas Region Chairman Barry Ballinger couldn’t agree more, and he should know. He’s been piloting PlainsCapital Bank’s hot air balloon for 28 years.

“Hot air ballooning is typically a sport that attracts a lot of attention,” Ballinger says. “You can’t fly under the radar. Kodak once said hot air balloons are the most photographed subject on earth. They’re magical.”

By day, Ballinger successfully oversees day-to-day operations for PlainsCapital’s West Texas locations. But his side gig as the PlainsCapital hot air balloon pilot is a challenge he’s enjoyed since the Bank’s first balloon was inflated in 1993.

“I was already a fixed wing pilot,” Ballinger says. “I grew up around airplanes and got my pilot’s license when I was 17. My love of aviation probably had something to do with my interest in ballooning.”

The balloon features the Bank’s buffalo mascot, Mo, and is always a big hit with the crowds. Even folks 320 miles away in Albuquerque, New Mexico recognize Mo in the sky. Every fall, Ballinger and his flight crew pack up the balloon and drive west to the Albuquerque International Balloon Fiesta. This fall was Ballinger’s 23rd year.



“You want every flight to be as special and perfect as it can be,” Ballinger says. “The bonus is getting attention for the company and the brand. It’s such a unique way to create brand awareness. We don’t have any branches in New Mexico, but PlainsCapital Bank is a name that’s becoming more well-known out there. We also fly the HilltopSecurities banner now, too.”

Barry and his crew also have flown the balloon over Plano, Abilene, Lubbock, Austin, and San Antonio. He’s proud to be part of a team that’s proving the sky really is the limit.

“It’s fun to be part of something out of the box that the company is doing to promote the business,” Ballinger says. “We’re really doing something special.”

PRIMELENDING AND CEO STEVE THOMPSON RECOGNIZED IN TOP 100 WORKPLACES COMPETITION

In November 2021, PrimeLending earned the No. 4 ranking in the large company category of The Dallas Morning News’ 100 Top Workplaces competition, marking its highest-ever ranking and the 10th consecutive year the company has made it into the top 10. But the accolades didn’t stop there.

PrimeLending’s President and CEO, Steve Thompson, also received the Top Large Company Leader award in the competition. According to The Dallas Morning News and based on PrimeLending employee survey results, no one performed better as a leader over the past year than Thompson. In fact, he received the highest employee score in the competition in response to the statement: “I have confidence in the leader of this company.”

When asked about his leadership style, Thompson responded he is a situational leader, and that “Everyone has a different set of strengths, limits and motivations, and the circumstances and challenges that we’re working on all have different characteristics or nuances to them. I also prioritize the importance of relationships, integrity and performance.”



More and more, positive online ratings and relevant reviews influence a homebuyer’s decision when choosing a local mortgage lender. According to a 2020 survey conducted by local marketing expert BrightLocal, 87% of consumers read online reviews for local businesses and 73% of consumers only pay attention to reviews written in the last month. That’s why PrimeLending continues to employ digital tools such as MortgageSAT®, a mortgage industry borrower feedback analysis program that automates the customer feedback process, and Podium, a review management platform that helps consistently generate more reviews.

MortgageSAT Systematically Captures Customer Satisfaction Data
After a customer closes a loan with PrimeLending, MortgageSAT automatically sends a survey request to capture timely feedback and gauge customer satisfaction. MortgageSAT gathers data on a variety of critical service factors and compares PrimeLending’s results to its National Benchmark, the largest in the industry. More than one third of PrimeLending’s customers complete the customer satisfaction survey, and many of these satisfied customers choose to share their results on Zillow (an option within the survey). How do these results add up? This fall, PrimeLending surpassed 20,000 5-star Zillow reviews, significantly more than its top competitors.

Net Promoter Score Measures Industry-Best Loyalty
Net Promoter Score (NPS) is one of the most important customer satisfaction metrics captured by MortgageSAT. NPS measures how likely customers are to recommend a specific company based on their experience and satisfaction. In other words, it identifies how many PrimeLending customers are likely to enthusiastically promote

the company to a friend or colleague. According to MortgageSAT’s third quarter national benchmark study, PrimeLending finished a stellar 18 points above the national benchmark score.

“We’re relentless when it comes to poring over data and feedback to track our own performance and discover opportunities for continued improvement,” said Bruce Brown, national retail sales and development manager. “Metrics like NPS are incredibly useful not only as a predictor of business growth, but also as proof of the outstanding job done by Team PrimeLending.”

Podium Automates Local Review Management
Through the Podium Review Management System, PrimeLending’s loan officers and branches can automatically send a request via email or text message to customers asking them to complete a review that can be shared on the loan officer’s or branch’s Google, Facebook, and/or other review platform. This ensures a steady stream of current reviews and creates a positive cumulative effect on local listings search rankings. Working with Podium, PrimeLending has seen significant and steady growth in local review marketing efforts. In fact, the company generated more than 4,000 individual reviews while maintaining a 4.9 average national star rating year to date through October 31, 2021.

“We talk all the time that it’s our people that really make the difference at PrimeLending,” said Cheryl Hayes, senior vice president of marketing for PrimeLending. “And automated tools like Podium turn the exceptional service we deliver into tangible marketing messages that not only strengthen our online footprint, but also inspire home buyers to choose PrimeLending again and again.”

PLAINSCAPITAL’S BRANCH IN THE WOODLANDS CELEBRATES ONE YEAR WITH GRAND OPENING

On October 21, 2021, PlainsCapital Bank hosted an official grand opening of its branch in The Woodlands, led by Houston Region Chairman Danny Schroder. The event marked about one year since the new location began serving the Houston metro region.

Nearly 100 people attended the grand opening, including city leaders, residents of The Woodlands, Bank customers, and members of PlainsCapital’s executive management team and its parent company, Hilltop Holdings. Participants also enjoyed a performing magician and a local two-person band.

“PlainsCapital’s grand opening in The Woodlands reflected our ongoing commitment to the Houston region businesses and individuals we serve,” said PlainsCapital Bank President and CEO Jerry Schaffner. “Opening the new branch required thoughtful

decision-making, especially as we navigated the pandemic. It was exciting to celebrate The Woodlands team and the efforts of our Houston area leaders that made expanding in the greater Houston market possible.”

“I was thrilled that we could host our grand opening event a year after COVID-19 required us to cancel our original plans,” said Schroder. “Although social distancing measures presented obstacles as we opened The Woodlands branch, recruited talent, and began serving clients, the professionalism and support from PlainsCapital’s leadership made the process very smooth.”

Since Schroder opened The Woodlands location in June 2020, the team has almost doubled in size, with about nine banking and lending professionals today.



PRIMELENDING’S MULTICULTURAL INTERNSHIP PROGRAM

PrimeLending recently completed its inaugural summer multicultural lending internship program, specifically serving college students attending historically black colleges and universities (HBCUs). This summer’s class worked at various branches in Texas.

“This program embodies several strategic initiatives that are at the core of PrimeLending’s mission,” said Latonia Donaldson, vice president, director of multicultural lending. “This diverse internship program not only ensures that the modern loan originators’ profile mirrors the evolution of the modern home buyer, but also allows PrimeLending a front-row seat to the equitable opportunity conversation.”

Though in its pilot year, this summer’s internship program was a resounding success, with one intern, Eddie Jackson Jr. of the Houston Bay Area branch, staying on part-time throughout the academic year. During their time at PrimeLending, interns gained firsthand mortgage industry experience, explored different career paths within the field, and received invaluable mentorship from some of the top producers in the nation.

“This internship really opened my eyes to career opportunities in the mortgage industry,” said Jackson. “It was gratifying to see the kind of positive impact the PrimeLending team has on families and communities—that’s something I want to be a part of.”

Preparations for next summer’s intern program are well underway with plans to expand internship opportunities nationwide, including at the corporate headquarters in Dallas.

THE BOND BUYER RECOGNIZES HILLTOPSECURITIES’ LINDSAY EVANS AS A 2021 RISING STAR

The Bond Buyer recently named Lindsay Evans, HilltopSecurities managing director, among its 2021 Rising Stars. The program, now in its sixth year, honors municipal finance professionals under the age of 40 whose strong leadership and innovative thinking have improved their community and the public finance industry.



“HilltopSecurities is proud that Lindsay has been selected for this competitive award,” said David Medanich, executive managing director, co-head of public finance. “She has a reputation at HilltopSecurities and in the industry for unselfishly helping others, which complements her technical prowess and keen eye for financial structure ideas. We’re excited that her efforts are being recognized as her analytical skills, creativity, and relationship-first approach make her an ideal public finance professional to support our clients.”

At the age of 36, Evans has already helped structure and execute more than 260 transactions totaling a par amount of \$7.14 billion

for issuers in a wide range of sectors. She is credited with developing and leading HilltopSecurities’ analyst training program. Lindsay also is responsible for managing the public finance analysts and quantitative analytical leadership on several of the firm’s most complex debt portfolios.

“It’s an honor to be included in this year’s Rising Stars,” said Evans. “For me, offering constructive financial guidance, balanced perspective, and creative solutions that elevate our public finance clients’ goals is more than a career. My role is an opportunity to improve quality of life for the individuals, families, and businesses in the communities we serve. It’s extremely

rewarding to help lead and contribute toward projects that have a far-reaching impact—locally and across the nation.”

Evans joined HilltopSecurities in 2007 as an analyst in the firm’s Dallas public finance group. She is HilltopSecurities’ sixth consecutive banker to be included in The Bond Buyer’s Rising Stars program.

HTS COMMODITIES’ CENTRAL PLAINS TEAM HONORED IN AGGIE 100 CLASS OF 2021

HTS Commodities’ Amarillo team (formerly TRU Trading) was recently named in Texas A&M’s Aggie 100 Class of 2021. The program, now in its 17th year, honors the 100 fastest growing Aggie-owned or Aggie-led businesses.

Brock Thompson and Will Snead, managing directors and co-heads of HTS Commodities central plains region, were recognized at the Aggie 100 awards ceremony on October 22 in College Station, Texas. The team ranked 36 among this year’s Aggie 100 for its average three-year growth rate of 54.532%. They also were recognized in the Aggie 100 Class of 2018, ranking 82 based on their growth rate.

Thompson and Snead are both graduates of Texas A&M University. Thompson and Snead founded Amarillo-based TRU Trading in 2012 and joined HilltopSecurities in July 2021.



Brock Thompson and Will Snead

HILLTOP DONATION FUNDS OVER \$100,000 IN EDUCATIONAL GRANTS FOR HOUSTON ISD

As part of Hilltop's enterprise-wide initiative to support equity in education, the company donated \$333,000 to the Houston ISD Foundation in 2021, of which \$123,000 was used to create the Hilltop Fellows Innovation Fund. This fund enables teachers and schools in the district to implement innovative learning opportunities in the classroom.

"Hilltop's commitment to the Hilltop Fellows program is an extension of our deep culture of service. We're proud to support these educational efforts to improve our communities."

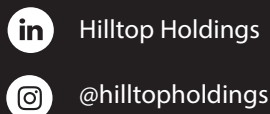
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HILLTOPSECURITIES
CHAIRMAN EMERITUS

This fall, the fund awarded grants totaling \$103,175 to 14 HISD educational institutions. Each grant supported projects and creative ideas that related to STEM (science, technology, engineering, or mathematics), literacy, or mental health initiatives. The following grant recipients are 2021 Hilltop Innovation Fellows:

- Fleming Magnet School for Fine Arts
- Baylor College of Medicine at Ryan
- McNamara Elementary
- Benbrook Elementary
- Sharpstown International High School
- Heights High School
- Wharton Dual Language Academy
- Lorenzo Early Childhood Center
- Ed White Elementary
- James Berry Elementary
- Debakey High School for Health Professions
- Sharpstown International High School
- Booker T. Washington High School
- Young Women's College Preparatory Academy

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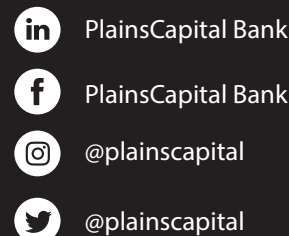
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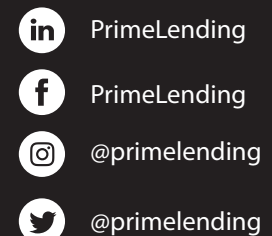
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PrimeLending



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