

REPORT OF EXAMINATION  
OF THE  
FINANCIAL INDEMNITY COMPANY  
AS OF  
DECEMBER 31, 2009

---

Participating State  
and Zone:

California

Filed June 16, 2011

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Los Angeles, California  
May 6, 2011

Honorable Joseph Torti, III  
Chairman of the NAIC Financial  
Condition Subcommittee  
Superintendent of Business Regulation  
Division of Insurance  
Cranston, Rhode Island

Honorable Linda S. Hall  
Secretary, Zone IV-Western  
Director of Insurance  
Alaska Division of Insurance  
Anchorage, Alaska

Honorable Dave Jones  
Insurance Commissioner  
California Department of Insurance  
Sacramento, California

Dear Chairman, Secretary, and Commissioner:

Pursuant to your instructions, an examination was made of the

#### FINANCIAL INDEMNITY COMPANY

(hereinafter also referred to as the Company) at the primary location of its books and records, 8360 LBJ Freeway, Suite 400, Dallas, Texas 75243. The Company's statutory home office is located at 21650 Oxnard Street, Suite 1800, Woodland Hills, California 91367.

#### SCOPE OF EXAMINATION

The previous examination of the Company was made as of December 31, 2005. This examination covers the period from January 1, 2006 through December 31, 2009. The examination was made pursuant to the National Association of Insurance Commissioners' plan of examination. The examination included a review of the Company's practices and procedures, an examination of management records, tests and analyses of detailed transactions within the examination period, and an evaluation of the assets and a determination of liabilities as of December 31, 2009, as deemed necessary under the circumstances.

The examination was a multi-state coordinated examination and was conducted concurrently with the examinations of its California affiliates: Valley Insurance Company and Response Indemnity Company of California and other insurance entities in the holding company group which included participation from the following States: Alabama, Connecticut, Indiana, Illinois, Missouri, Oklahoma, and Wisconsin.

In addition to those items specifically commented upon in this report, other phases of the Company's operations were reviewed including the following areas that require no further comment: corporate records; fidelity bonds and other insurance; officers', employees', and agents' welfare and pension plans; growth of company; business in force by states; loss experience; and sales and advertising.

#### SUBSEQUENT EVENTS

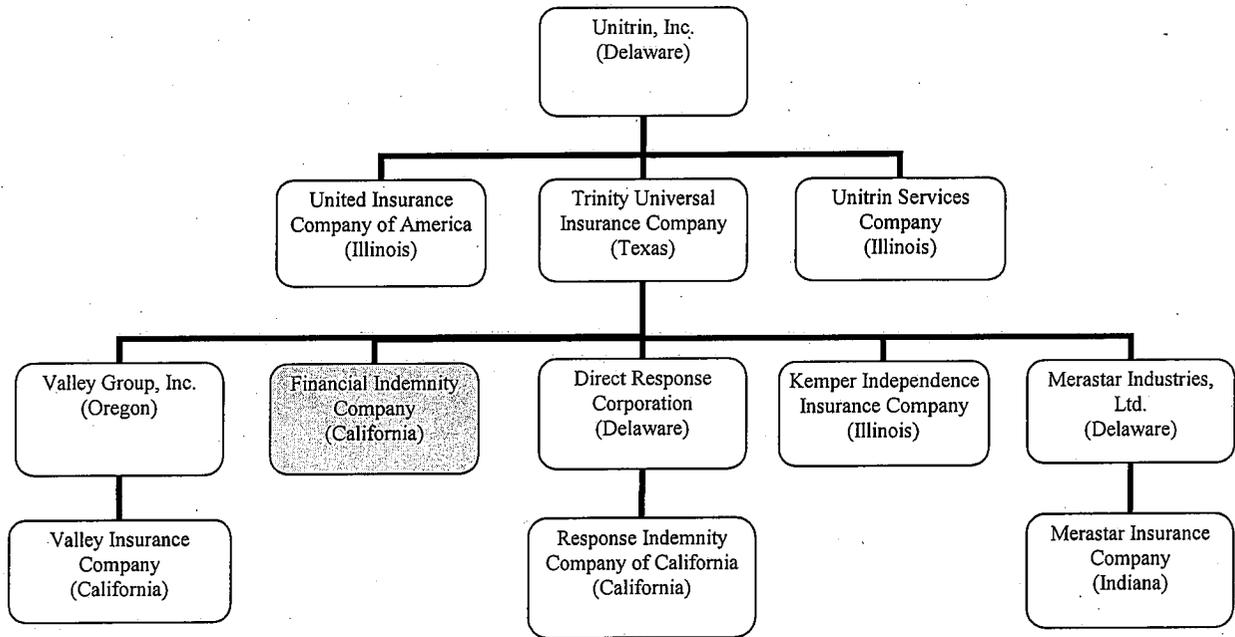
On February 10, 2011, the California Department of Insurance (CDI) received an application from the Company to re-domesticate from California to Illinois. As of the date of this examination report, the transaction has not yet been approved by the CDI.

#### COMPANY HISTORY

The Company was incorporated in 1945 under the laws of the State of California, and commenced transacting insurance business in 1946. During the four-year period under review, the Company paid dividends of cash and securities totaling \$18,000,000 to its parent, Trinity Universal Insurance Company. The dividend transactions did not meet or exceed the thresholds requiring California Department of Insurance (CDI) approval; however, for all the transactions, the Company submitted notice to the CDI before the payments of the dividend.

MANAGEMENT AND CONTROL

The Company is a wholly-owned subsidiary of Trinity Universal Insurance Company (Trinity), a stock insurance company domiciled in Texas. Trinity is a wholly-owned subsidiary of the ultimate parent, Unitrin, Inc., a Delaware Corporation. The following abridged organizational chart depicts the Company's relationship within the holding company system (all ownership is 100%):



Management of the Company is vested in a five-member board of directors elected annually. A listing of the members of the board and principal officers serving on December 31, 2009 follows:

Directors

Name and Residence

Principal Business Affiliation

John W. Mullen\*  
Mc Kinney, Texas

President  
Unitrin Specialty and Financial Indemnity Company

Name and Residence

Principal Business Affiliation

John M. Boschelli  
Geneva, Illinois

Vice President and Chief Investment Officer  
Unitrin, Inc.

James A. Schulte  
Jacksonville, Florida

P & C Group Executive  
Unitrin Services Group

Richard Roeske  
Naperville, Illinois

Vice President and Chief Accounting Officer  
Financial Indemnity Company

Francis J. Sodaro  
Park Ridge, Illinois

Vice President Planning and Analysis  
Unitrin, Inc.

Principal Officers

Name

Title

John W. Mullen\*

President

Ronald J. Ballard

Vice President – Finance and Treasurer

Lisa K. Bage

Senior Vice President and Secretary

Edward D. Cimini, Jr.

Senior Vice President and Actuary

David B. Piper

Senior Vice President – Underwriting Services

\* Resigned and replaced by Timothy D. Bruns, effective October 28, 2010.

Management Agreements

General Service Agreement: On July 1, 2004, the Company entered into a general service agreement with its affiliate, Unitrin Services Company (USC). Under the terms of the agreement, the Company receives the following services from USC: trade execution and investment accounting, tax return preparation, tax accounting and advice, maintenance of benefit plans, benefit plan regulatory reporting and support, risk management, automobile fleet management, internal audit including field audit, cash management and bank relations, financial planning and analysis of results of operations, capital project review and evaluation, real estate management, corporate secretarial functions, and legal support and advice. The expenses shall be allocated pro-rata based on revenues of the Company as a percentage of the revenues of all affiliates of USC to which USC renders services under the general

service agreement. For legal support service and filed audit services, the allocation will be based on the actual number of hours spent. No element of profit or markup shall be added to such compensation. For 2006, 2007, 2008, and 2009, the Company paid \$3.99 million, \$4.28 million, \$3.98 million, and \$3.66 million, respectively, in fees to USC for its services. The California Department of Insurance (CDI) approved this agreement on July 16, 2004.

General Services Agreement: Effective January 1, 2009, the Company entered into a general service agreement with Merastar Insurance Company (Merastar), an affiliate. Under the terms of this agreement, Merastar shall administer the new and renewal property and casualty lines insurance business of the Company, as well as provide the Company with services such as: marketing, underwriting, claim adjusting, reinsurance reporting, facilities, supplies, staffing, and accounting. Direct expenses shall be charged on an actually incurred basis. Shared or indirect expenses shall be apportioned to the Company based on cost studies and usage metrics of services provided. For 2009, the Company paid Merastar \$61.37 million, gross of reinsurance. The CDI approved this agreement on December 1, 2008.

Computer Service Agreement: On July 1, 2004, the Company entered into a computer service agreement with USC. This agreement was approved by the CDI on June 17, 2004. Under the terms of the agreement, USC provides the Company with the following: computer data processing services and components using mainframe, midrange and minicomputer and other central processors and controllers, data storage devices, cartridge and tape drivers, MVS, UNIX and other operating system software, database management software, groupware, middleware and network software, routers and other network and telecommunications equipment and lines located at its data center facilities and internet and intranet access software and systems, computing services, and consulting services. Amendment Numbers One and Two were approved by the CDI on October 23, 2007 to renew the agreement for three more years and to indicate that the Company retains ultimate control and responsibility of the functions it has delegated. The Company is charged for its proportionate share of the cost of maintaining and operating the systems based on the Company's actual usage. For 2006, 2007, 2008, and 2009, the Company paid \$1.82 million, \$1.89 million, \$2.51 million, and \$2.19 million, respectively, in fees to USC under the terms of this agreement. This agreement has been

further extended for another three years, effective July 1, 2010, and was approved by CDI on June 30, 2010.

**Information Technology Services Agreement:** The Company entered into an information technology services agreement with Unitrin Direct Property & Casualty Company (UDPC), an affiliate, effective January 1, 2009. Under the terms of this agreement, UDPC provides information technology services, such as IT applications and consulting services with respect to technology shared among the Unitrin, Inc. property and casualty affiliates. Direct expenses shall be charged on an actually incurred basis. Shared or indirect expenses shall be apportioned to the Company based on cost studies and usage metrics of services provided. The Company paid \$1.37 million expenses in 2009. The agreement was approved by the CDI on December 1, 2008.

**Administrative Services Agreement:** The Company entered into an administrative services agreement (ASA), effective April 30, 2009, with Trinity Universal Insurance Company (Trinity), its second tier parent, for the provision of insurance banking facilities and premium collection and disbursement services related to the Amended 90% Quota Share Reinsurance Agreement (QSRA). This 90% QSRA, effective April 1, 2005, was entered between the Company and Trinity at the request of the CDI. No separate compensation shall be paid as the parties agree that compensation due Trinity pursuant to the QSRA shall adequately compensate Trinity for the services. The ASA was approved by the CDI on June 1, 2009. Subsequently this ASA was amended and restated, effective January 1, 2010, to continue to provide the same services to a Second Amended and Restated 100% Quota Share Agreement, effective July 1, 2009. This ASA amendment was approved by the CDI on December 10, 2010.

**Federal Income Tax Agreement:** On November 6, 1995, the Company entered into a Federal Income Tax Agreement with its ultimate parent, Unitrin, Inc. (Unitrin). The agreement established the method of settlement of federal income tax payments and refunds between Unitrin and its subsidiaries. Under the terms of the agreement, the Company pays to, or receives from, Unitrin the amount of tax it would owe, or be refunded from, the Internal Revenue Service as if the Company was filing a separate federal income tax return. The tax agreement has been amended various times to add and

delete other entities. Each of these amendments were made after January 1, 1997, and are subject to the prior approval requirements of California Insurance Code Section 1215.5(b)(4). The amendments were not filed as recommended in the previous examination report and it is recommended that the Company submit any future amendments to the CDI for approval. The Company paid the following amounts during the examination period:

| <u>Year</u> | <u>Amount</u> |
|-------------|---------------|
| 2006        | \$ 392,817    |
| 2007        | 1,988,000     |
| 2008        | (111,581)     |
| 2009        | (573,345)     |

#### TERRITORY AND PLAN OF OPERATION

As of December 31, 2009, the Company was licensed to write various property and casualty coverage in the following twenty one states:

|            |            |            |
|------------|------------|------------|
| Alabama    | Indiana    | Oregon     |
| Arizona    | Louisiana  | Tennessee  |
| California | Missouri   | Texas      |
| Colorado   | Montana    | Utah       |
| Delaware   | Nevada     | Washington |
| Idaho      | New Mexico | Wisconsin  |
| Illinois   | Ohio       | Wyoming    |

The Company's business is written through approximately 2,200 brokers and agents. The principal line of business written is nonstandard automobile liability and physical damage coverage on private and commercial vehicles. In 2009, direct premiums written were \$315.3 million. For the year ended December 31, 2009 the five largest premium volume states were as follows:

| <u>State</u> | <u>Direct Premiums Written</u> | <u>Percentage of Total</u> |
|--------------|--------------------------------|----------------------------|
| California   | \$230,231,424                  | 73.02%                     |
| Louisiana    | \$ 24,795,007                  | 7.86%                      |
| Washington   | \$ 10,681,199                  | 3.39%                      |
| Utah         | \$ 8,547,399                   | 2.71%                      |
| Nevada       | \$ 7,294,689                   | 2.31%                      |

### REINSURANCE

#### Assumed

The Company assumes a small book of business through its participation in a mandatory pool with the California Commercial Automobile Insurance Procedure. The Company is also a participant in a 50% quota share assumption after excess of loss reinsurance of certain general liability pools that are in run off.

#### Ceded

On January 1, 1997, the Company entered into a 90% Quota Share Reinsurance Agreement (90% QSRA) with its second tier parent, Trinity Universal Insurance Company (Trinity). Under the terms of this agreement, the Company cedes 90% of its net liability (net of all other reinsurance) on all inforce policies written or assumed by the Company at the date of the agreement and on all of its policies written or renewed after the effective date of the agreement. Effective April 1, 2005, an Amended 90% QSRA was entered into by the Company and Trinity with the same terms as above. This agreement was approved by the California Department of Insurance (CDI) on February 23, 2005.

Effective July 1, 2009, the Company and Trinity entered into an Amended and Restated 100% Quota Share Reinsurance Agreement (100% QSRA), which replaced the Amended 90% QSRA. The CDI issued a non-objection notice to the execution of this agreement on October 27, 2009. Under the terms of this reinsurance agreement, the Company cedes 100% ultimate net loss with respect to its

existing and new business to Trinity. The 100% QSRA also provides for administration of the business by Trinity unless Trinity assigns all or part of its administrative responsibilities to one or more of its affiliates. On December 10, 2010, the CDI approved the Second Amended and Restated 100% QSRA, the CDI required related Amended and Restated Administrative Services Agreement, and the Amended and Restated Trust Agreement. The Company reported total reinsurance recoverables of \$363,597 or 1.1% of the reported surplus as of the examination date.

### ACCOUNTS AND RECORDS

#### Taxes, Licenses and Fees

California Insurance Code (CIC) Section 1872.8(a) states, in part, that each insurer doing business in the State of California must pay an annual Vehicle Fraud Assessment Fee for each vehicle insured under an insurance policy it issues in California. The fee provides funding for the increased investigation and prosecution of fraudulent automobile insurance claims and automobile theft in the State of California.

The Company did not report the correct vehicle counts as defined in the California Code of Regulations Section 2698.61(r) for the years 2007, 2008, and 2009. It is recommended that the Company implement the appropriate procedures to ensure the correct filings in order to comply with CIC Section 1872.8.

## FINANCIAL STATEMENTS

The financial statements prepared for this examination report include:

Statement of Financial Condition as of December 31, 2009

Underwriting and Investment Exhibit for the Year Ended December 31, 2009

Reconciliation of Surplus as Regards Policyholders  
from December 31, 2005 through December 31, 2009

Statement of Financial Condition  
as of December 31, 2009

| <u>Assets</u>   | <u>Ledger and<br/>Nonledger<br/>Assets</u> | <u>Assets Not<br/>Admitted</u> | <u>Net Admitted<br/>Assets</u> | <u>Notes</u> |
|---|--|--------------------------------|--------------------------------|--------------|
| Bonds   | \$ 36,348,235                              | \$                             | \$ 36,348,235                  | (1)          |
| Cash and short-term investments                                       | 657,376                                    |                                | 657,376                        |              |
| Investment income due and accrued                                     | 411,849                                    |                                | 411,849                        |              |
| Premiums and agents' balances in course of collection                 | 70,680,321                                 |                                | 70,680,321                     |              |
| Amounts recoverable from reinsurers                                   | 363,596                                    |                                | 363,596                        |              |
| Current federal and foreign income tax recoverable                    | 1,310,035                                  |                                | 1,310,035                      |              |
| Guaranty funds receivable or on deposit                               | 135  |                                | 135                            |              |
| Receivable from parent, subsidiaries and affiliates                   | <u>1,366,163</u>                           |                                | <u>1,366,163</u>               |              |
| Total assets  | <u>\$ 111,137,710</u>                      | <u>\$</u>                      | <u>\$ 111,137,710</u>          |              |
| <u>Liabilities, Surplus and Other Funds</u>                           |  |                                |                                |              |
| Losses  |  |                                | \$ 0                           | (2)          |
| Loss adjustment expenses  |  |                                | 0                              |              |
| Commissions payable, contingent commissions and other similar charges |  |                                | 3,345,908                      |              |
| Other expenses  |  |                                | 234,180                        |              |
| Taxes, licenses and fees  |  |                                | 859,607                        |              |
| Net deferred tax liability  |  |                                | 5,843                          |              |
| Advance premiums  |  |                                | 1,459,644                      |              |
| Dividends declared and unpaid: Stockholders                           |  |                                | 3,000,000                      |              |
| Ceded reinsurance premiums payable                                    |  |                                | 70,479,883                     |              |
| Funds held by company under reinsurance treaties                      |  |                                | 463,351                        |              |
| Provision for reinsurance   |  |                                | <u>316,200</u>                 | (3)          |
| Total liabilities   |  |                                | 80,164,616                     |              |
| Common capital stock  | \$ 2,600,000                               |                                |                                |              |
| Gross paid in and contributed surplus                                 |  | 5,334,000                      |                                |              |
| Unassigned funds (surplus)  |  | <u>23,039,094</u>              |                                |              |
| Surplus as regards policyholders                                      |  |                                | <u>30,973,094</u>              |              |
| Total liabilities, surplus and other funds                            |  |                                | <u>\$ 111,137,710</u>          |              |

Underwriting and Investment Exhibit  
for the Year Ended December 31, 2009

Statement of Income

Underwriting Income

|                                      |                  |                   |
|--------------------------------------|------------------|-------------------|
| Premiums earned                      |                  | \$ 16,327,599     |
| Deductions:                          |                  |                   |
| Losses incurred                      | \$ 10,246,823    |                   |
| Loss adjustment expenses incurred    | 2,225,506        |                   |
| Other underwriting expenses incurred | <u>4,265,957</u> |                   |
| Total underwriting deductions        |                  | <u>16,738,286</u> |
| Net underwriting loss                |                  | (410,687)         |

Investment Income

|                              |                |           |
|------------------------------|----------------|-----------|
| Net investment income earned | \$ 2,317,874   |           |
| Net realized capital gain    | <u>533,469</u> |           |
| Net investment gain          |                | 2,851,343 |

Other Income

|   |                  |                     |
|---|------------------|---------------------|
| Net loss from agents' or premium balances charged off | \$ (258,221)     |                     |
| Finance and service charges not included in premiums  | <u>1,200,572</u> |                     |
| Total other income                                    |                  | <u>942,351</u>      |
| Net income before federal and foreign income taxes    |                  | 3,383,007           |
| Federal and foreign income taxes incurred             |                  | <u>(878,180)</u>    |
| Net income  |                  | <u>\$ 4,261,187</u> |

Capital and Surplus Account

|   |                    |                      |
|---|--------------------|----------------------|
| Surplus as regards policyholders, December 31, 2008 |                    | \$ 30,804,503        |
| Net income  | \$ 4,261,187       |                      |
| Change in net unrealized capital losses             | (1,670)            |                      |
| Change in net deferred income tax                   | (1,280,951)        |                      |
| Change in provision for reinsurance                 | 190,025            |                      |
| Dividends to stockholders                           | <u>(3,000,000)</u> |                      |
| Change in surplus as regards policyholders          |                    | <u>168,591</u>       |
| Surplus as regards policyholders, December 31, 2009 |                    | <u>\$ 30,973,094</u> |

Reconciliation of Surplus as Regards Policyholders  
from December 31, 2005 through December 31, 2009

Surplus as regards policyholders, December 31, 2005,  
per Examination \$ 35,766,430

|   | <u>Gain in<br/>Surplus</u>  | <u>Loss in<br/>Surplus</u> |  |
|---|-----------------------------|----------------------------|--|
| Net income                              | \$ 14,427,834               | \$                         |  |
| Change in net unrealized capital losses |                             | 17,041                     |  |
| Change in net deferred income tax       |                             | 1,725,956                  |  |
| Change in nonadmitted assets            | 362,659                     |                            |  |
| Change in provision for reinsurance     | 159,168                     |                            |  |
| Dividends to stockholders               | <u>                    </u> | <u>18,000,000</u>          |  |
| Totals                                  | <u>\$ 14,949,661</u>        | <u>\$ 19,742,997</u>       |  |

Net decrease in surplus as regards policyholders (4,793,336)

Surplus as regards policyholders, December 31, 2009,  
per Examination \$ 30,973,094

## COMMENTS ON FINANCIAL STATEMENT ITEMS

### (1) Bonds

The Illinois Insurance Department, the lead state for this multi-state coordinated examination, performed a review of the Unitrin Group's custodial agreements. They noted that a number of the custodial agreements did not contain all of the required provisions in accordance with the National Association of Insurance Commissioners Financial Condition Examiners Handbook. The examination finding pertained to various entities within the Group, including the California Companies. It is recommended that the Company draft a new custodial agreement to remedy the deficiencies and submit them to the California Department of Insurance (CDI) in accordance with the California Insurance Code (CIC) Section 1104.9.

### (2) Losses and Loss Adjustment Expenses

Based on the analysis by a Casualty Actuary from the CDI, the Company's December 31, 2009 reserves for losses and loss adjustment expenses were determined to be reasonably stated. The Company reported no net loss and loss adjustment expense reserve due to the 100% cession in 2009.

### (3) Provision for Reinsurance

The provision for reinsurance was incorrectly calculated. The amount was not deemed material and no examination adjustment was made. It is recommended that the Company implement procedures to ensure compliance with the CIC Section 923.

## SUMMARY OF COMMENTS AND RECOMMENDATIONS

### Current Report of Examination

Management and Control – Management Agreements – Federal Income Tax Agreement (Page 6): Amendments to the Federal Income Tax Agreement were made after January 1, 1997 and were subject to the prior approval requirements of the California Insurance Code (CIC) Section 1215.5(b)(4). The amendments were not filed as recommended in the previous examination report and it is recommended that the Company submit any future amendments to the California Department of Insurance (CDI) for approval.

Accounts and Records – Taxes, Licenses and Fees (Page 9): The Company did not report the correct vehicle counts as defined in the California Code of Regulations Section 2698.61(r) for the years 2007, 2008, and 2009. It is recommended that the Company implement the appropriate procedures to ensure the correct filings in order to comply with CIC Section 1872.8.

Comment on Financial Statement Items – Bonds (Page 14): It is recommended that the Company draft a new custodial agreement to remedy the deficiencies and submit it to the CDI in accordance with the CIC Section 1104.9.

Comment on Financial Statement Items – Provision for Reinsurance (Page 14): It is recommended that the Company implement procedures to ensure compliance with the CIC Section 923.

### Previous Report of Examination

Management and Control (Page 6): It was recommended that the Company submit the amendments to the CDI for approval. The Company did not comply.

Corporate Records (Page 6): It was recommended that the Company implement procedures to ensure future compliance with CIC Section 735. The Company has complied with this recommendation.

Accounts and Records (Page 9): It was recommended that the Company and its parent comply with CIC Sections 1100 and 1104.1. The Company has complied with this recommendation.

Accounts and Records (Page 10): It was recommended that the Company follow up on the corrective actions relating to the Texas Department of Insurance's Examination Report of the Company's parent to insure that they are implemented properly and in a timely manner. The Company has complied with this recommendation.

