

AMERICAN NATIONAL INSURANCE CO /TX/

Form 10-Q

May 07, 2013

[Table of Contents](#)

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

x **Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

For the quarterly period ended March 31, 2013

or

.. **Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**  
Commission File No. 001- 34280

**American National Insurance Company**

(Exact name of registrant as specified in its charter)

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

<b>Texas</b> (State or other jurisdiction of incorporation or organization)	<b>74-0484030</b> (I.R.S. Employer Identification No.)
<b>One Moody Plaza</b>  <b>Galveston, Texas</b> (Address of principal executive offices)	<b>77550-7999</b> (Zip Code)

**(409) 763-4661**  
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§229.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).  Yes  No

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

Large accelerated filer <input type="checkbox"/>	Accelerated filer <input checked="" type="checkbox"/>
Non-accelerated filer <input type="checkbox"/>	Smaller reporting company <input type="checkbox"/>

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

As of May 1, 2013, there were 26,893,412 shares of the registrant's voting common stock, \$1.00 par value per share, outstanding.

**Table of Contents**

**AMERICAN NATIONAL INSURANCE COMPANY**

**TABLE OF CONTENTS**

**PART I FINANCIAL INFORMATION**

ITEM 1.	<u>FINANCIAL STATEMENTS (Unaudited):</u>	
	<u>Consolidated Statements of Financial Position as of March 31, 2013 and December 31, 2012</u>	3
	<u>Consolidated Statements of Operations for the three months ended March 31, 2013 and 2012</u>	4
	<u>Consolidated Statements of Comprehensive Income (Loss) for the three months ended March 31, 2013 and 2012</u>	5
	<u>Consolidated Statements of Changes in Stockholders' Equity for the three months ended March 31, 2013 and 2012</u>	5
	<u>Consolidated Statements of Cash Flows for the three months ended March 31, 2013 and 2012</u>	6
	<u>Notes to the Unaudited Consolidated Financial Statements</u>	7
ITEM 2.	<u>MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS</u>	28
ITEM 3.	<u>QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK</u>	46
ITEM 4.	<u>CONTROLS AND PROCEDURES</u>	46

**PART II OTHER INFORMATION**

ITEM 1.	<u>LEGAL PROCEEDINGS</u>	47
ITEM 1A.	<u>RISK FACTORS</u>	47
ITEM 2.	<u>UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS</u>	47
ITEM 3.	<u>DEFAULTS UPON SENIOR SECURITIES</u>	47
ITEM 4.	<u>MINE SAFETY DISCLOSURES</u>	47
ITEM 5.	<u>OTHER INFORMATION</u>	47
ITEM 6.	<u>EXHIBIT INDEX</u>	48

**Table of Contents****PART I FINANCIAL INFORMATION**

## ITEM 1. FINANCIAL STATEMENTS

**AMERICAN NATIONAL INSURANCE COMPANY****CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

(Unaudited and in thousands, except for share and per share data)

	March 31, 2013	December 31, 2012
<b>ASSETS</b>		
Fixed maturity, bonds held-to-maturity, at amortized cost (Fair Value \$9,860,707 and \$9,840,751)	\$ 9,061,438	\$ 9,009,282
Fixed maturity, bonds available-for-sale, at fair value (Amortized cost \$4,418,001 and \$4,316,467)	4,769,136	4,665,576
Equity securities, at fair value (Cost \$720,022 and \$688,579)	1,208,788	1,075,439
Mortgage loans on real estate, net of allowance	3,170,510	3,143,011
Policy loans	393,710	395,333
Investment real estate, net of accumulated depreciation of \$224,999 and \$223,462	513,400	511,233
Short-term investments	233,101	313,086
Other invested assets	147,203	125,104
<b>Total investments</b>	<b>19,497,286</b>	<b>19,238,064</b>
Cash and cash equivalents	113,179	303,008
Investments in unconsolidated affiliates	264,550	248,425
Accrued investment income	208,733	207,314
Reinsurance recoverables	407,297	418,743
Prepaid reinsurance premiums	53,092	56,826
Premiums due and other receivables	287,050	283,446
Deferred policy acquisition costs	1,234,235	1,247,675
Property and equipment, net	90,349	92,695
Current tax receivable	5,248	14,578
Other assets	151,170	154,911
Separate account assets	888,388	841,389
<b>Total assets</b>	<b>\$ 23,200,577</b>	<b>\$ 23,107,074</b>
<b>LIABILITIES</b>		
Future policy benefits		
Life	\$ 2,639,925	\$ 2,650,822
Annuity	827,777	811,192
Accident and health	68,112	69,962
Policyholders' account balances	11,453,825	11,555,201
Policy and contract claims	1,362,469	1,340,366
Unearned premium reserve	752,479	757,532
Other policyholder funds	296,337	288,391
Liability for retirement benefits	268,110	265,317
Current portion of long-term notes payable	52,627	50,884
Long-term notes payable	112,500	112,500
Deferred tax liabilities, net	135,427	92,150

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Other liabilities	395,329	432,041
Separate account liabilities	888,388	841,389
<b>Total liabilities</b>	<b>19,253,305</b>	<b>19,267,747</b>
<b>STOCKHOLDERS EQUITY</b>		
Common stock, \$1.00 par value, Authorized 50,000,000		
Issued 30,832,449 and 30,832,449,		
Outstanding 26,893,412 and 26,836,664 shares	30,832	30,832
Additional paid-in capital	2,702	
Accumulated other comprehensive income	307,754	242,010
Retained earnings	3,692,541	3,653,280
Treasury stock, at cost	(97,465)	(98,286)
Total American National Insurance Company stockholders equity	3,936,364	3,827,836
Noncontrolling interest	10,908	11,491
<b>Total stockholders equity</b>	<b>3,947,272</b>	<b>3,839,327</b>
<b>Total liabilities and stockholders equity</b>	<b>\$ 23,200,577</b>	<b>\$ 23,107,074</b>

*See accompanying notes to the unaudited consolidated financial statements.*

**Table of Contents****AMERICAN NATIONAL INSURANCE COMPANY****CONSOLIDATED STATEMENTS OF OPERATIONS**

(Unaudited and in thousands, except for share and per share data)

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>PREMIUMS AND OTHER REVENUE</b>		
Premiums		
Life	\$ 68,655	\$ 66,451
Annuity	32,696	28,412
Accident and health	52,729	57,054
Property and casualty	265,689	273,169
Other policy revenues	49,998	48,047
Net investment income	251,366	255,696
Realized investment gains (losses)	18,538	9,808
Other-than-temporary impairments	(1,587)	(2,837)
Other income	6,961	6,875
<b>Total premiums and other revenues</b>	<b>745,045</b>	<b>742,675</b>
<b>BENEFITS, LOSSES AND EXPENSES</b>		
Policyholder benefits		
Life	81,502	83,823
Annuity	40,695	39,245
Claims incurred		
Accident and health	38,968	44,675
Property and casualty	189,594	187,552
Interest credited to policyholders' account balances	111,106	124,864
Commissions for acquiring and servicing policies	85,123	95,514
Other operating expenses	124,575	101,993
Change in deferred policy acquisition costs	11,334	1,638
<b>Total benefits, losses and expenses</b>	<b>682,897</b>	<b>679,304</b>
<b>Income (loss) before federal income tax and equity in earnings/losses of unconsolidated affiliates</b>	<b>62,148</b>	<b>63,371</b>
Less: Provision (benefit) for federal income taxes		
Current	4,964	7,287
Deferred	6,353	9,696
Total provision (benefit) for federal income taxes	11,317	16,983
Equity in earnings (losses) of unconsolidated affiliates, net of tax	8,577	(1,881)
<b>Net income (loss)</b>	<b>59,408</b>	<b>44,507</b>
Less: Net income (loss) attributable to noncontrolling interest, net of tax	(563)	(709)
<b>Net income (loss) attributable to American National Insurance Company</b>	<b>\$ 59,971</b>	<b>\$ 45,216</b>
<b>Amounts available to American National Insurance Company common stockholders</b>		
Earnings per share		
Basic	\$ 2.24	\$ 1.70

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Diluted	2.23	1.69
Weighted average common shares outstanding	26,763,896	26,565,164
Weighted average common shares outstanding and dilutive potential common shares	26,887,151	26,758,955

*See accompanying notes to the unaudited consolidated financial statements.*

**Table of Contents****AMERICAN NATIONAL INSURANCE COMPANY****CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)**

(Unaudited and in thousands)

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
Net income (loss)	\$ 59,408	\$ 44,507
Other comprehensive income (loss), net of tax		
Change in net unrealized gain (loss) on securities	62,719	76,531
Foreign currency transaction and translation adjustments	149	152
Defined benefit plan adjustment	2,876	2,668
Other comprehensive income (loss)	65,744	79,351
<b>Total comprehensive income (loss)</b>	<b>125,152</b>	<b>123,858</b>
Less: Comprehensive income (loss) attributable to noncontrolling interest	(563)	(709)
<b>Total comprehensive income (loss) attributable to American National Insurance Company</b>	<b>\$ 125,715</b>	<b>\$ 124,567</b>

**AMERICAN NATIONAL INSURANCE COMPANY****CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY**

(Unaudited and in thousands, except for per share data)

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>Common Stock</b>		
Balance at beginning and end of the period	\$ 30,832	\$ 30,832
<b>Additional Paid-In Capital</b>		
Balance as of January 1,		
Reissuance of treasury shares	2,920	(203)
Income tax effect from restricted stock arrangement	79	(534)
Amortization of restricted stock	(297)	2,163
Balance at end of period	2,702	1,426
<b>Accumulated Other Comprehensive Income (Loss)</b>		
Balance as of January 1,	242,010	159,403
Other comprehensive income (loss)	65,744	79,351
Balance at end of the period	307,754	238,754
<b>Retained Earnings</b>		
Balance as of January 1,	3,653,280	3,545,546
Net income (loss) attributable to American National Insurance Company	59,971	45,216



Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Cash dividends to common stockholders (\$0.77 per share)	(20,710)	(20,667)
<b>Balance at end of the period</b>	<b>3,692,541</b>	<b>3,570,095</b>
<b>Treasury Stock</b>		
Balance as of January 1,	(98,286)	(98,490)
Reissuance of treasury shares	821	203
<b>Balance at end of the period</b>	<b>(97,465)</b>	<b>(98,287)</b>
<b>Noncontrolling Interest</b>		
Balance as of January 1,	11,491	12,947
Contributions	1	45
Distributions	(21)	(7)
Gain (loss) attributable to noncontrolling interest	(563)	(709)
<b>Balance at end of the period</b>	<b>10,908</b>	<b>12,276</b>
<b>Total Stockholders Equity</b>	<b>\$ 3,947,272</b>	<b>\$ 3,755,096</b>

See accompanying notes to the unaudited consolidated financial statements.

**Table of Contents****AMERICAN NATIONAL INSURANCE COMPANY****CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Unaudited and in thousands)

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>OPERATING ACTIVITIES</b>		
Net income (loss)	\$ 59,408	\$ 44,507
Adjustments to reconcile net income (loss) to net cash provided by operating activities		
Realized investment (gains) losses	(18,538)	(9,808)
Other-than-temporary impairments	1,587	2,837
Accretion (amortization) of discounts, premiums and loan origination fees	389	1,890
Net capitalized interest on policy loans and mortgage loans	(7,633)	(7,358)
Depreciation	8,452	8,854
Interest credited to policyholders' account balances	111,106	124,864
Charges to policyholders' account balances	(49,998)	(48,047)
Deferred federal income tax (benefit) expense	6,353	9,696
Deferral of policy acquisition costs	(91,539)	(98,346)
Amortization of deferred policy acquisition costs	102,873	99,984
Equity in (earnings) losses of unconsolidated affiliates	(8,577)	1,881
Distributions from equity method investments	9,760	2,087
Changes in:		
Policyholder liabilities	23,743	8,686
Reinsurance recoverables	11,446	24,836
Premiums due and other receivables	(3,604)	(8,907)
Accrued investment income	(1,419)	(3,078)
Current tax receivable/payable	9,330	12,383
Liability for retirement benefits	2,793	372
Prepaid reinsurance premiums	3,734	1,437
Other, net	(52,038)	(52,670)
<b>Net cash provided by (used in) operating activities</b>	<b>117,628</b>	<b>116,100</b>
<b>INVESTING ACTIVITIES</b>		
Proceeds from sale/maturity/prepayment of		
Bonds held-to-maturity	448,034	402,772
Bonds available for sale	211,884	114,739
Equity securities	31,099	20,548
Investment real estate	8,597	
Mortgage loans	111,110	43,174
Policy loans	16,718	16,788
Other invested assets	12,263	10,817
Disposals of property and equipment	1,613	
Distributions from unconsolidated affiliates	11,664	4,328
Payment for the purchase/origination of		
Bonds held-to-maturity	(505,265)	(469,511)
Bonds available for sale	(307,986)	(185,775)
Equity securities	(55,442)	
Investment real estate	(10,426)	(7,188)
Mortgage loans	(136,576)	(96,355)
Policy loans	(5,967)	(10,336)
Other invested assets	(11,709)	(10,524)
Additions to property and equipment	(2,838)	(5,876)

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Contributions to unconsolidated affiliates	(23,653)	(12,334)
Change in short-term investments	79,985	117,117
Other, net	903	137
<b>Net cash provided by (used in) investing activities</b>	<b>(125,992)</b>	<b>(67,479)</b>
<b>FINANCING ACTIVITIES</b>		
Policyholders' account deposits	219,078	290,831
Policyholders' account withdrawals	(381,556)	(319,047)
Change in notes payable	1,743	(1,023)
Dividends to stockholders	(20,710)	(20,667)
Proceeds from (payments to) noncontrolling interest	(20)	38
<b>Net cash provided by (used in) financing activities</b>	<b>(181,465)</b>	<b>(49,868)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(189,829)</b>	<b>(1,247)</b>
Beginning of the year	303,008	102,114
<b>End of year</b>	<b>\$ 113,179</b>	<b>\$ 100,867</b>

*See accompanying notes to the unaudited consolidated financial statements.*

## **Table of Contents**

### **NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

#### **1. NATURE OF OPERATIONS**

American National Insurance Company and its consolidated subsidiaries (collectively "American National") offer a broad spectrum of insurance products, including individual and group life insurance, health insurance, annuities, and property and casualty insurance. Through non-insurance subsidiaries, American National invests in stocks and real estate. Business is conducted in all 50 states, the District of Columbia, Puerto Rico, Guam and American Samoa. The majority of revenues are generated by the insurance business. Various distribution systems are utilized, including multiple-line exclusive agents, independent agents, third-party marketing organizations, career agents, and direct sales to the public.

#### **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PRACTICES**

The consolidated financial statements have been prepared in conformity with U.S. generally accepted accounting principles ("GAAP") and are reported in U.S. currency. American National consolidates all entities that are wholly-owned and those in which American National owns less than 100% but controls, as well as any variable interest entities in which American National is the primary beneficiary. All material intercompany transactions with consolidated entities have been eliminated. Investments in unconsolidated affiliates are accounted for using the equity method of accounting. Certain amounts in prior years have been reclassified to conform to current year presentation.

The interim consolidated financial statements and notes herein are unaudited and reflect all adjustments which management considers necessary for the fair presentation of the consolidated statements of financial position, operations, comprehensive income (loss), changes in stockholders equity, and cash flows for the interim periods.

These interim consolidated financial statements and notes should be read in conjunction with the annual consolidated financial statements and notes thereto included in American National's Annual Report on Form 10-K as of and for the year ended December 31, 2012. The consolidated results of operations for the interim periods should not be considered indicative of results to be expected for the full year.

The preparation of the consolidated financial statements in conformity with GAAP requires the use of estimates and assumptions that affect the reported consolidated financial statement balances. Actual results could differ from those estimates.

#### **3. RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS**

**Adoption of New Accounting Standards** The Financial Accounting Standards Board ("FASB") issued the following accounting guidance relevant to American National including technical amendments and corrections to make the codification easier to understand and fair value measurement easier to apply. Each became effective for American National on January 1, 2013, and unless stated otherwise did not have a material effect on the consolidated financial statements.

In December 2011, the FASB issued amended guidance for derecognition of an in substance real estate subsidiary. The amendment clarifies that when a reporting entity ceases to have a controlling financial interest in a subsidiary that is in substance real estate because of a default on the subsidiary's nonrecourse debt secured by the real estate, the reporting entity should apply the guidance for real estate sales when evaluating the subsidiary for deconsolidation.

In December 2011, the FASB issued guidance that amends the disclosures about offsetting assets and liabilities. The new guidance requires an entity to disclose both gross and net information about offsetting and related arrangements. Subsequently, in January 2013, the FASB issued amendments to clarify the scope of this guidance covering only those derivatives accounted for in accordance with the derivatives and hedging guidance of the Codification that are either offsets in accordance with the right of setoff conditions, the balance sheet netting criteria or subject to an enforceable master netting arrangement or similar agreement.

**Table of Contents**

In February 2013, the FASB issued amended guidance on presentation of accumulated other comprehensive income ( AOCI ). The amendments require an entity to provide information about the amounts reclassified out of AOCI by component. In addition, an entity is required to present, either on the face of the statement of operations or in the notes, significant amounts reclassified out of AOCI by the respective line items of net income but only if the amount reclassified is required under U.S. GAAP to be reclassified to net income in its entirety in the same reporting period. For other amounts that are not required under U.S. GAAP to be reclassified in their entirety to net income, an entity is required to cross-reference to other disclosures required under U.S. GAAP that provide additional detail about those amounts.

**Future Adoption of New Accounting Standards** The FASB issued the following significant accounting guidance relevant to American National. Each will become effective for American National on January 1, 2014 and unless stated otherwise, is not expected to have a material effect on the consolidated financial statements.

In July 2011, the FASB issued guidance to address questions about how health insurers should recognize and classify fees mandated by the Patient Protection and Affordable Care Act in their income statements. The guidance specifies that the liability for the fee should be recorded in full once the entity provides qualifying health insurance in the applicable calendar year. The corresponding deferred cost is then amortized to expense using a straight-line method of allocation unless another method better allocates the fee over the calendar year that it is payable.

In February 2013, the FASB issued amended guidance for the recognition, measurement, and disclosure of obligations resulting from joint and several liability arrangements for which the total amount of the obligation within the scope of the guidance is fixed at the reporting date, except for obligations addressed within existing guidance under US GAAP.

**4. INVESTMENTS IN SECURITIES**

The cost or amortized cost and estimated fair value of investments in securities are shown below (in thousands):

	Cost or Amortized Cost	March 31, 2013		Estimated Fair Value
		Gross Unrealized Gains	Gross Unrealized (Losses)	
<b>Fixed maturity securities, bonds held-to-maturity</b>				
U.S. treasury and government	\$ 3,582	\$ 50	\$	\$ 3,632
U.S. states and political subdivisions	381,081	40,615	(5)	421,691
Foreign governments	29,078	4,155		33,233
Corporate debt securities	8,119,293	722,278	(9,096)	8,832,475
Residential mortgage-backed securities	488,346	38,823	(971)	526,198
Collateralized debt securities	2,378	294		2,672
Other debt securities	37,680	3,126		40,806
<b>Total bonds held-to-maturity</b>	<b>9,061,438</b>	<b>809,341</b>	<b>(10,072)</b>	<b>9,860,707</b>
<b>Fixed maturity securities, bonds available-for-sale</b>				
U.S. treasury and government	21,881	1,110	(1)	22,990
U.S. states and political subdivisions	582,361	43,642	(766)	625,237
Foreign governments	5,000	2,307		7,307
Corporate debt securities	3,683,441	297,833	(11,124)	3,970,150
Residential mortgage-backed securities	77,301	4,464	(192)	81,573
Commercial mortgage-backed securities	20,934	11,074		32,008
Collateralized debt securities	17,037	1,431	(18)	18,450
Other debt securities	10,046	1,375		11,421
<b>Total bonds available-for-sale</b>	<b>4,418,001</b>	<b>363,236</b>	<b>(12,101)</b>	<b>4,769,136</b>
<b>Equity securities</b>				
Common stock	692,332	482,712	(6,553)	1,168,491
Preferred stock	27,690	12,607		40,297

<b>Total equity securities</b>	<b>720,022</b>	<b>495,319</b>	<b>(6,553)</b>	<b>1,208,788</b>
<b>Total investments in securities</b>	<b>\$ 14,199,461</b>	<b>\$ 1,667,896</b>	<b>\$ (28,726)</b>	<b>\$ 15,838,631</b>

**Table of Contents**

	December 31, 2012			
	Cost or Amortized Cost	Gross Unrealized Gains	Gross Unrealized (Losses)	Estimated Fair Value
<b>Fixed maturity securities, bonds held-to-maturity</b>				
U.S. treasury and government	\$ 3,593	\$ 69	\$	\$ 3,662
U.S. states and political subdivisions	393,541	40,161	(7)	433,695
Foreign governments	29,071	4,367		33,438
Corporate debt securities	7,993,167	748,773	(6,782)	8,735,158
Residential mortgage-backed securities	549,384	42,313	(1,195)	590,502
Collateralized debt securities	2,500	321		2,821
Other debt securities	38,026	3,449		41,475
<b>Total bonds held-to-maturity</b>	<b>9,009,282</b>	<b>839,453</b>	<b>(7,984)</b>	<b>9,840,751</b>
<b>Fixed maturity securities, bonds available-for-sale</b>				
U.S. treasury and government	19,649	1,156		20,805
U.S. states and political subdivisions	570,751	44,792	(105)	615,438
Foreign governments	5,000	2,344		7,344
Corporate debt securities	3,582,913	303,908	(14,188)	3,872,633
Residential mortgage-backed securities	89,486	5,165	(266)	94,385
Commercial mortgage-backed securities	20,933	3,509		24,442
Collateralized debt securities	17,676	1,448	(33)	19,091
Other debt securities	10,059	1,379		11,438
<b>Total bonds available-for-sale</b>	<b>4,316,467</b>	<b>363,701</b>	<b>(14,592)</b>	<b>4,665,576</b>
<b>Equity securities</b>				
Common stock	660,889	383,634	(6,739)	1,037,784
Preferred stock	27,690	9,995	(30)	37,655
<b>Total equity securities</b>	<b>688,579</b>	<b>393,629</b>	<b>(6,769)</b>	<b>1,075,439</b>
<b>Total investments in securities</b>	<b>\$ 14,014,328</b>	<b>\$ 1,596,783</b>	<b>\$ (29,345)</b>	<b>\$ 15,581,766</b>

Actual maturities differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. Residential and commercial mortgage-backed securities, which are not due at a single maturity, have been allocated to their respective categories based on the year of final contractual maturity. The amortized cost and estimated fair value, by contractual maturity of fixed maturity securities are shown below (in thousands):

	March 31, 2013			
	Bonds Held-to-Maturity		Bonds Available-for-Sale	
	Amortized Cost	Estimated Fair Value	Amortized Cost	Estimated Fair Value
Due in one year or less	\$ 1,024,759	\$ 1,045,015	\$ 505,946	\$ 519,855
Due after one year through five years	2,540,829	2,808,251	1,437,138	1,569,414
Due after five years through ten years	4,891,100	5,354,001	2,064,558	2,238,286
Due after ten years	598,900	648,428	405,359	436,756
Without single maturity date	5,850	5,012	5,000	4,825
<b>Total</b>	<b>\$ 9,061,438</b>	<b>\$ 9,860,707</b>	<b>\$ 4,418,001</b>	<b>\$ 4,769,136</b>

**Table of Contents**

All gains and losses for securities sold throughout the year were determined using specific identification of the securities sold. Proceeds from the sales of these securities, with the realized gains and losses, are shown below (in thousands):

	Three months ended March 31,	
	2013	2012
Proceeds from sales of available-for-sale securities	\$ 76,857	\$ 32,673
Gross realized gains	10,738	11,080
Gross realized losses	(522)	(159)

During the three months ended March 31, 2013, bonds with a carrying value of \$13,492,000 were transferred from held-to-maturity to available-for-sale after a significant deterioration in the issuer's creditworthiness became evident. An unrealized loss of \$263,000 was established at the time of the transfer. There were no transfers during the same period in 2012.

**Net unrealized gains (losses) on securities**

The components of the change in net unrealized gains (losses) on securities are shown below (in thousands):

	Three months ended March 31,	
	2013	2012
Bonds available-for-sale	\$ 2,026	\$ 35,635
Equity securities	101,906	105,679
Net unrealized gains (losses) on securities during the year	103,932	141,314
Adjustments for:		
Deferred policy acquisition costs	(2,106)	(17,505)
Participating policyholders' interest	(5,091)	(5,852)
Deferred federal income tax benefit (expense)	(34,016)	(41,426)
<b>Net unrealized gains (losses) on securities, net of tax</b>	<b>\$ 62,719</b>	<b>\$ 76,531</b>

Gross unrealized losses on investment securities and the fair value of the related securities, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, are shown below (in thousands):

	Less than 12 months		March 31, 2013 12 Months or more		Total	
	Unrealized (Losses)	Fair Value	Unrealized (Losses)	Fair Value	Unrealized (Losses)	Fair Value
Fixed maturity securities, bonds held-to-maturity						
U.S. states and political subdivisions	\$ (5)	\$ 3,193	\$	\$ 80	\$ (5)	\$ 3,273
Corporate debt securities	(6,985)	566,983	(2,111)	46,872	(9,096)	613,855
Residential mortgage-backed securities	(296)	21,744	(675)	23,957	(971)	45,701
<b>Total bonds held-to-maturity</b>	<b>(7,286)</b>	<b>591,920</b>	<b>(2,786)</b>	<b>70,909</b>	<b>(10,072)</b>	<b>662,829</b>

Fixed maturity securities, bonds available-for-sale

U.S. treasury and other U.S. government corporations and agencies	(1)	5,624			(1)	5,624
U.S. states and political subdivisions	(766)	47,655			(766)	47,655
Corporate debt securities	(2,083)	228,313	(9,041)	70,342	(11,124)	298,655



Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Residential mortgage-backed securities	(1)	110	(191)	7,787	(192)	7,897
Collateralized debt securities	(3)	286	(15)	723	(18)	1,009
<b>Total bonds available-for-sale</b>	<b>(2,854)</b>	<b>281,988</b>	<b>(9,247)</b>	<b>78,852</b>	<b>(12,101)</b>	<b>360,840</b>
Equity securities						
Common stock	(6,553)	46,918			(6,553)	46,918
<b>Total equity securities</b>	<b>(6,553)</b>	<b>46,918</b>			<b>(6,553)</b>	<b>46,918</b>
<b>Total investments in securities</b>	<b>\$ (16,693)</b>	<b>\$ 920,826</b>	<b>\$ (12,033)</b>	<b>\$ 149,761</b>	<b>\$ (28,726)</b>	<b>\$ 1,070,587</b>

**Table of Contents**

	Less than 12 months		December 31, 2012 12 Months or more		Total	
	Unrealized (Losses)	Fair Value	Unrealized (Losses)	Fair Value	Unrealized (Losses)	Fair Value
Fixed maturity securities, bonds held-to-maturity						
U.S. states and political subdivisions	\$ (6)	\$ 914	\$ (1)	\$ 80	\$ (7)	\$ 994
Corporate debt securities	(4,394)	319,434	(2,388)	39,632	(6,782)	359,066
Residential mortgage-backed securities	(147)	13,824	(1,048)	24,666	(1,195)	38,490
<b>Total bonds held-to-maturity</b>	<b>(4,547)</b>	<b>334,172</b>	<b>(3,437)</b>	<b>64,378</b>	<b>(7,984)</b>	<b>398,550</b>
Fixed maturity securities, bonds available-for-sale						
U.S. states and political subdivisions	(105)	6,523			(105)	6,523
Corporate debt securities	(2,077)	242,261	(12,111)	70,187	(14,188)	312,448
Residential mortgage-backed securities	(34)	1,527	(232)	8,029	(266)	9,556
Collateralized debt securities	(8)	527	(25)	911	(33)	1,438
<b>Total bonds available-for-sale</b>	<b>(2,224)</b>	<b>250,838</b>	<b>(12,368)</b>	<b>79,127</b>	<b>(14,592)</b>	<b>329,965</b>
Equity securities						
Common stock	(6,739)	64,003			(6,739)	64,003
Preferred stock	(30)	30			(30)	30
<b>Total equity securities</b>	<b>(6,769)</b>	<b>64,033</b>			<b>(6,769)</b>	<b>64,033</b>
<b>Total investments in securities</b>	<b>\$ (13,540)</b>	<b>\$ 649,043</b>	<b>\$ (15,805)</b>	<b>\$ 143,505</b>	<b>\$ (29,345)</b>	<b>\$ 792,548</b>

As of March 31, 2013, the securities with unrealized losses were not deemed to be other-than-temporarily impaired, including those with the duration of the unrealized losses exceeding one year. American National has the ability and intent to hold those securities until a market price recovery or maturity. Further, it is not more-likely-than-not that American National will be required to sell them prior to recovery, and recovery is expected in a reasonable period of time. It is possible the investee's financial circumstances may be different in the future, which may lead to a different impairment conclusion in future periods.

**Credit Risk Management**

The bond portfolio distributed by credit quality rating, using both S&P and Moody's ratings, is shown below:

	March 31, 2013	December 31, 2012
AAA	5.1%	5.5%
AA	10.9	10.6
A	40.3	38.2
BBB	39.6	41.4
BB and below	4.1	4.3
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

American National's equity securities by market sector distribution are shown below:

	March 31, 2013	December 31, 2012
Consumer goods	20.3%	20.3%
Financials	18.4	18.9

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Information technology	15.1	16.9
Energy and utilities	16.6	15.8
Healthcare	13.1	12.7
Industrials	8.8	9.1
Other	7.7	6.3
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

**Table of Contents****5. MORTGAGE LOANS**

Generally, commercial mortgage loans are secured by first liens on income-producing real estate. American National attempts to maintain a diversified portfolio by considering the property-type and property location of the underlying mortgage collateral. Mortgage loans by property-type and geographic distribution are as follows:

	March 31, 2013	December 31, 2012
Office	31.5%	34.9%
Industrial	25.9	24.0
Retail	18.4	17.7
Hotel and motel	13.3	13.9
Other	10.9	9.5
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

	March 31, 2013	December 31, 2012
West South Central	23.2%	23.2%
South Atlantic	22.3	23.0
East North Central	18.3	18.2
Pacific	13.8	13.3
East South Central	6.9	7.1
Mountain	6.7	7.0
Other	8.8	8.2
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

There were no loans sold or foreclosed and no significant non-cash transactions occurred during the three months ended March 31, 2013 or 2012.

**Credit Quality**

Commercial mortgage loan balances placed on nonaccrual status are shown below (in thousands):

	March 31, 2013	December 31, 2012
Commercial mortgages-Retail	\$ 13,354	\$ 13,354

The credit quality of the mortgage loan portfolio is assessed by evaluating the credit risk of each borrower. A loan is classified as performing or non-performing based on whether all of the contractual terms of the loan have been met.

The age analysis of past due commercial mortgage loans is shown below (in thousands):

March 31, 2013					Current	Total Mortgage Loans
30-59 Days Past Due	60-89 Days Past Due	Greater Than 90 Days	Total Past Due			

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

<b>Commercial mortgages</b>						
Office	\$	\$ 6,438	\$	\$ 6,438	\$ 996,432	\$ 1,002,870
Industrial					823,459	823,459
Retail	1,054		13,354	14,408	573,835	588,243
Other					767,662	767,662
<b>Total</b>	<b>\$ 1,054</b>	<b>\$ 6,438</b>	<b>\$ 13,354</b>	<b>\$ 20,846</b>	<b>\$ 3,161,388</b>	3,182,234
<b>Allowance for loan losses</b>						11,724
<b>Mortgage loans on real estate, net of allowance</b>						<b>\$ 3,170,510</b>

**Table of Contents**

	December 31, 2012					
	30-59 Days		Greater Than 90 Days	Total Past Due	Current	Total Mortgage Loans
	Past Due	60-89 Days Past Due				
Commercial mortgages						
Office	\$	\$	\$	\$	\$ 1,100,407	\$ 1,100,407
Industrial					755,198	755,198
Retail			13,354	13,354	547,472	560,826
Other					738,592	738,592
Total	\$	\$	\$ 13,354	\$ 13,354	\$ 3,141,669	3,155,023
Allowance for loan losses						12,012
<b>Mortgage loans on real estate, net of allowance</b>						<b>\$ 3,143,011</b>

Total mortgage loans are net of unamortized discounts of \$3,872,000 and \$4,346,000 and unamortized origination fees of \$13,568,000 and \$14,076,000 at March 31, 2013 and December 31, 2012, respectively. No unearned income is included in these amounts.

**Allowance for Credit Losses**

Loans not evaluated individually for collectibility are segregated by collateral property-type and location and allowance factors are applied. These factors are developed annually, and reviewed quarterly based on our historical loss experience adjusted for the expected trend in the rate of foreclosure losses. Allowance factors are higher for loans of certain property types and in certain regions based on loss experience or a blended historical loss factor.

The allowance for credit losses and unpaid principal balance in commercial mortgage loans are shown below (in thousands):

	Collectively Evaluated for Impairment	Individually Evaluated for Impairment	Total
<b>Allowance for credit losses</b>			
December 31, 2012	\$ 11,519	\$ 493	\$ 12,012
Change in allowance	(288)		(288)
March 31, 2013	\$ 11,231	\$ 493	\$ 11,724
<b>Recorded Investment</b>			
March 31, 2013	\$ 3,090,343	\$ 109,331	\$ 3,199,674
December 31, 2012	\$ 3,063,908	\$ 109,537	\$ 3,173,445

Loans individually evaluated for impairment with and without an allowance are shown below (in thousands):

	Three months ended March 31, 2013			
	Recorded Investment	Unpaid Principal Balance	Average Recorded Investment	Interest Income Recognized
<b>With an allowance recorded</b>				
Retail (related allowance of \$493)	\$ 493	\$ 493	\$	\$

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

<b>Without an allowance recorded</b>				
Office	\$ 36,433	\$ 36,433	\$ 36,489	\$ 613
Retail	17,180	17,180	17,180	283
Other	55,225	55,225	55,272	924
<b>Total without an allowance recorded</b>	<b>\$ 108,838</b>	<b>\$ 108,838</b>	<b>\$ 108,941</b>	<b>\$ 1,820</b>

**Table of Contents**

		Year ended December 31, 2012		
	Recorded Investment	Unpaid Principal Balance	Average Recorded Investment	Interest Income Recognized
<b>With an allowance recorded</b>				
Retail (related allowance of \$493)	\$ 493	\$ 493	\$	\$
<b>Without an allowance recorded</b>				
Office	\$ 36,544	\$ 36,544	\$ 36,710	\$ 2,452
Retail	17,180	17,180	17,329	1,129
Other	55,320	55,320	55,551	3,758
<b>Total without an allowance recorded</b>	<b>\$ 109,044</b>	<b>\$ 109,044</b>	<b>\$ 109,590</b>	<b>\$ 7,339</b>

**Troubled Debt Restructurings**

A small portion of the mortgage loan portfolio for which American National has granted concessions related to the borrowers' ability to pay the loans is classified as troubled debt restructurings. Concessions are generally one of, or a combination of, a delay in payment of principal or interest, a reduction of the contractual interest rate or an extension of the maturity date. American National considers the amount, timing and extent of concessions in determining any impairment or changes in the specific allowance for loan losses recorded in connection with a troubled debt restructuring. The carrying value after specific allowance, before and after modification in a troubled debt restructuring, may not change significantly, or may increase if the expected recovery is higher than the pre-modification recovery assessment. There were no mortgage loans that have been modified in troubled debt restructurings during the three months ended March 31, 2013 and 2012.

**6. INVESTMENT REAL ESTATE**

Investment real estate by property-type and geographic distribution are as follows:

	March 31, 2013	December 31, 2012
Shopping centers	41.1%	41.0%
Office buildings	22.0	21.9
Industrial	17.4	18.1
Other	19.5	19.0
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

	March 31, 2013	December 31, 2012
West South Central	60.3%	60.8%
South Atlantic	11.2	11.2
East North Central	10.7	10.3
Mountain	6.0	6.2
East South Central	5.3	5.3
Other	6.5	6.2
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

American National and its wholly-owned subsidiaries regularly invest in real estate partnerships and joint ventures. American National participates in the design of these entities with the sponsor, but in most cases, its involvement is limited to financing. Through analysis performed by American National, some of these partnerships and joint ventures have been determined to be variable interest entities ( VIEs ). In certain instances, in addition to an economic interest in the entity, American National holds the power to direct the most significant activities of the entity and is deemed the primary beneficiary or consolidator of the entity. The assets of the consolidated VIEs are restricted and must be used first to settle the liabilities of the VIE. Creditors or beneficial interest holders of these VIEs have no recourse to the general credit of American National, as American National's obligation is limited to the amount of its committed investment. American National has not provided



financial or other support to the VIEs in the form of liquidity arrangements, guarantees, or other commitments to third parties that may affect the fair value or risk of its variable interest in the VIEs in 2013 or 2012.

**Table of Contents**

The assets and liabilities relating to VIEs which are consolidated in American National's financial statements are as follows (in thousands):

	March 31, 2013	December 31, 2012
Investment real estate	\$ 162,818	\$ 162,502
Short-term investments	674	969
Cash and cash equivalents	3,936	3,671
Accrued investment income	2,035	2,641
Other receivables	12,509	11,709
Other assets	6,744	6,487
<b>Total assets of consolidated VIEs</b>	<b>\$ 188,716</b>	<b>\$ 187,979</b>
Notes payable	\$ 165,127	\$ 163,384
Other liabilities	8,475	6,647
<b>Total liabilities of consolidated VIEs</b>	<b>\$ 173,602</b>	<b>\$ 170,031</b>

The total notes payable in the consolidated statements of financial position pertain to the borrowings of American National Insurance Company's consolidated VIEs. The liability of American National Insurance Company on notes payable of the consolidated VIEs is limited to the amount of its direct or indirect investment in the respective ventures, which totaled \$17,991,000 and \$18,063,000 at March 31, 2013 and December 31, 2012, respectively. The average interest rate on the current portion of the notes payable was 4.0% during 2013. The total long-term portion of notes payable consists of three notes with the following interest rates: 4.0%, adjusted LIBOR plus 1.0% and adjusted LIBOR plus 2.5%. Of the long-term notes payable, \$12,500,000 will mature in 2016, with the remainder maturing beyond 5 years.

For other VIEs in which American National is a partner, it is not the primary beneficiary and these entities were not consolidated, as the major decisions that most significantly impact the economic activities of the VIE require unanimous consent of all partners. The following table presents the carrying amount and maximum exposure to loss relating to unconsolidated VIEs (in thousands):

	March 31, 2013		December 31, 2012	
	Carrying Amount	Maximum Exposure to Loss	Carrying Amount	Maximum Exposure to Loss
Investment in unconsolidated affiliates	\$ 103,053	\$ 103,053	\$ 81,548	\$ 81,548

**Table of Contents****7. DERIVATIVE INSTRUMENTS**

American National purchases over-the-counter equity-indexed options as economic hedges against fluctuations in the equity markets to which equity-indexed products are exposed. Equity-indexed contracts include a fixed host universal-life or annuity contract and an equity-indexed embedded derivative. The detail of derivative instruments is shown below (in thousands):

Derivatives Not Designated as Hedging Instruments	Location in the Consolidated Statements of Financial Position	March 31, 2013			December 31, 2012		
		Number of Instruments	Notional Amounts	Estimated Fair Value	Number of Instruments	Notional Amounts	Estimated Fair Value
Equity-indexed options	Other invested assets	355	\$ 851,300	\$ 105,254	356	\$ 846,900	\$ 82,625
Equity-indexed embedded derivative	Future policy benefits	25,481	734,400	(93,988)	22,941	722,500	(75,032)

Derivatives Not Designated as Hedging Instruments	Location in the Consolidated Statements of Operations	Gains (Losses) Recognized in Income on Derivatives Three months ended March 31,	
		2013	2012
Equity-indexed options	Net investment income	\$ 24,340	\$ 19,647
Equity-indexed embedded derivative	Interest credited to policyholders account balances	(20,647)	(18,457)

**8. NET INVESTMENT INCOME AND REALIZED INVESTMENT GAINS (LOSSES)**

Net investment income, before federal income taxes, is shown below (in thousands):

	Three months ended March 31,	
	2013	2012
Bonds	\$ 163,433	\$ 172,279
Equity securities	6,815	6,245
Mortgage loans	51,785	49,758
Real estate	(1,421)	(215)
Options	24,340	19,647
Other invested assets	6,414	7,982
<b>Total</b>	<b>\$ 251,366</b>	<b>\$ 255,696</b>

Realized investment gains (losses), before federal income taxes, are shown below (in thousands):

	Three months ended March 31,	
	2013	2012
Bonds	\$ 3,223	\$ 3,810
Equity securities	8,683	7,355
Mortgage loans	288	(1,089)
Real estate	6,383	(252)
Other invested assets	(39)	(16)

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

**Total** **\$ 18,538** **\$ 9,808**

The OTTI losses are shown below (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
Equity securities	\$ (1,587)	\$ (2,837)

**Table of Contents****9. FAIR VALUE OF FINANCIAL INSTRUMENTS**

The carrying amount and estimated fair value of financial instruments are shown below (in thousands):

	March 31, 2013		December 31, 2012	
	Carrying Amount	Estimated Fair Value	Carrying Amount	Estimated Fair Value
<b>Financial assets</b>				
Fixed maturity securities, bonds held-to-maturity	\$ 9,061,438	\$ 9,860,707	\$ 9,009,282	\$ 9,840,751
Fixed maturity securities, bonds available-for-sale	4,769,136	4,769,136	4,665,576	4,665,576
Equity securities	1,208,788	1,208,788	1,075,439	1,075,439
Equity-indexed options	105,254	105,254	82,625	82,625
Mortgage loans on real estate, net of allowance	3,170,510	3,426,043	3,143,011	3,441,645
Policy loans	393,710	393,710	395,333	395,333
Short-term investments	233,101	233,101	313,086	313,086
Separate account assets	888,388	888,388	841,389	841,389
<b>Total financial assets</b>	<b>\$ 19,830,325</b>	<b>\$ 20,885,127</b>	<b>\$ 19,525,741</b>	<b>\$ 20,655,844</b>
<b>Financial liabilities</b>				
Investment contracts	\$ 9,782,653	\$ 9,782,653	\$ 9,987,431	\$ 9,987,431
Embedded derivative liability for equity-indexed contracts	93,988	93,988	75,032	75,032
Notes payable	165,127	165,127	163,384	163,384
Separate account liabilities	888,388	888,388	841,389	841,389
<b>Total financial liabilities</b>	<b>\$ 10,930,156</b>	<b>\$ 10,930,156</b>	<b>\$ 11,067,236</b>	<b>\$ 11,067,236</b>

**Summary**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability. A fair value hierarchy is used to determine fair value based on a hypothetical transaction at the measurement date from the perspective of a market participant. American National has evaluated the types of securities in its investment portfolio to determine an appropriate hierarchy level based upon trading activity and the observability of market inputs. The classification of assets or liabilities within the fair value hierarchy is based on the lowest level of significant input to its valuation. The input levels are defined as follows:

- Level 1 Unadjusted quoted prices in active markets for identical assets or liabilities.
- Level 2 Quoted prices in markets that are not active or inputs that are observable directly or indirectly. Level 2 inputs include quoted prices for similar assets or liabilities other than quoted prices in Level 1; quoted prices in markets that are not active; or other inputs that are observable or can be derived principally from or corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3 Unobservable inputs that are supported by little or no market activity and are significant to the fair value of the assets or liabilities. Unobservable inputs reflect American National's own assumptions about the assumptions that market participants would use in pricing the asset or liability. Level 3 assets and liabilities include financial instruments whose values are determined using pricing models and third-party evaluation, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

**Fixed Maturity Securities and Equity Options** American National utilizes a pricing service to estimate fair value measurements. The estimates of fair value for most fixed maturity securities, including municipal bonds, provided by the pricing service are disclosed as Level 2

## Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

measurements as the estimates are based on observable market information rather than market quotes.

The pricing service utilizes market quotations for fixed maturity securities that have quoted prices in active markets. Since fixed maturity securities generally do not trade on a daily basis, the pricing service prepares estimates of fair value measurements for these securities using its proprietary pricing applications, which include available relevant market information, benchmark curves, benchmarking of like securities, sector groupings and matrix pricing. Additionally, an option adjusted spread model is used to develop prepayment and interest rate scenarios.

## **Table of Contents**

The pricing service evaluates each asset class based on relevant market information, relevant credit information, perceived market movements and sector news. The market inputs utilized in the pricing evaluation, listed in the approximate order of priority, include: benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers, reference data, and economic events. The extent of the use of each market input depends on the asset class and the market conditions. Depending on the security, the priority of the use of inputs may change or some market inputs may not be relevant. For some securities, additional inputs may be necessary.

American National has reviewed the inputs and methodology used and the techniques applied by the pricing service to produce quotes that represent the fair value of a specific security. The review confirms the service is utilizing information from observable transactions or a technique that represents a market participant's assumptions. American National does not adjust quotes received from the pricing service. The pricing service utilized by American National has indicated that they will only produce an estimate of fair value if there is objectively verifiable information available.

American National holds a small amount of private placement debt and fixed maturity securities that have characteristics that make them unsuitable for matrix pricing. For these securities, a quote from an independent broker (typically a market maker) is obtained. Due to the disclaimers on the quotes that indicate that the price is indicative only, American National includes these fair value estimates in Level 3.

The pricing of certain commercial mortgage-backed securities use discounted cash flow models and these securities are classified as Level 3 measurements. These models include significant non-observable inputs including an internally determined credit rating of the security and an externally provided credit spread. At March 31, 2013 and December 31, 2012, the modeled discount rate ranges from 5.9% to 6.0%.

For securities priced using a quote from an independent broker, such as the equity options and certain fixed maturity securities, American National uses a market-based fair value analysis to validate the reasonableness of prices received from an independent broker. Price variances above a certain threshold are analyzed further to determine if any pricing issue exists. This analysis is generally performed on a weekly basis, but no less frequently than on a monthly basis.

**Equity Securities** For publicly-traded equity securities, prices are received from a nationally recognized pricing service that are based on observable market transactions and these securities are classified as Level 1 measurements. For certain preferred stock, current market quotes in active markets are unavailable. In these instances, an estimate of fair value is received from the pricing service. The service utilizes similar methodologies to price preferred stocks as it does for fixed maturity securities. These estimates are disclosed as Level 2 measurements. American National tests the accuracy of the information provided by reference to other services regularly.

**Mortgage Loans** The fair value of mortgage loans is estimated using discounted cash flow analyses on a loan by loan basis by applying a discount rate to expected cash flows from future installment and balloon payments. The discount rate takes into account general market trends and specific credit risk trends for the individual loan. Factors used to arrive at the discount rate include inputs from spreads based on U.S. Treasury notes and the loan's credit rating, region, property type, lien number, payment type and current status.

**Embedded Derivative** The embedded derivative liability for equity-indexed contracts is measured at fair value and is recalculated each reporting period using equity option pricing models. To validate the assumptions used to price the embedded derivative liability, American National measures and compares embedded derivative returns against the returns of equity options held to hedge the liability cash flows.

The significant unobservable input used to calculate the fair value of the embedded derivatives is equity option implied volatility. This volatility assumption is the range of implied volatilities that American National has determined market participants would use to price equity options that match the current derivative characteristics of our in-force equity-indexed contracts. Implied volatility can vary by term and strike price. An increase in implied volatility will result in an increase in the value of the equity-indexed embedded derivatives, all other things being equal. At March 31, 2013 and December 31, 2012, the implied volatility used to estimate embedded derivative value ranges from 10.8% to 29.6% and 15.9% to 30.1%, respectively.

**Table of Contents**

**Other Financial Instruments** Other financial instruments classified as level 3 measurements, as there is little or no market activity, are as follows:

**Policy loans** The carrying value of policy loans is the outstanding balance plus any accrued interest. Due to the collateralized nature of policy loans, unpredictable timing of repayments and the fact that it cannot be separated from the policy contract and it is settled at outstanding value, American National believes that the carrying value of policy loans approximates fair value.

**Investment contracts liability** The carrying value of investment contracts liability is equivalent to the accrued account balance. The accrued account balance consists of deposits, net of withdrawals, plus or minus interest credited, fees and charges assessed and other adjustments. American National believes that the carrying value of investment contracts liability approximates fair value because the majority of these contracts interest rates reset to current rates offered at anniversary.

**Notes payable** Notes payable are carried at outstanding principal balance. The carrying value of the notes payable approximates fair value because the underlying interest rates approximate market rates at the balance sheet date.

**Quantitative Disclosures**

The quantitative disclosures regarding fair value hierarchy measurements of the financial instruments are shown below (in thousands):

	Fair Value Measurement as of March 31, 2013			
	Total Estimated Fair Value	Level 1	Level 2	Level 3
<b>Financial assets</b>				
<b>Fixed maturity securities, bonds held-to-maturity</b>				
U.S. treasury and government	\$ 3,632	\$	\$ 3,632	\$
U.S. states and political subdivisions	421,691		421,691	
Foreign governments	33,233		33,233	
Corporate debt securities	8,832,475		8,754,161	78,314
Residential mortgage-backed securities	526,198		525,143	1,055
Collateralized debt securities	2,672			2,672
Other debt securities	40,806		40,806	
<b>Total bonds held-to-maturity</b>	<b>9,860,707</b>		<b>9,778,666</b>	<b>82,041</b>
<b>Fixed maturity securities, bonds available-for-sale</b>				
U.S. treasury and government	22,990		22,990	
U.S. states and political subdivisions	625,237		622,712	2,525
Foreign governments	7,307		7,307	
Corporate debt securities	3,970,150		3,899,707	70,443
Residential mortgage-backed securities	81,573		79,117	2,456
Commercial mortgage-backed securities	32,008			32,008
Collateralized debt securities	18,450		16,519	1,931
Other debt securities	11,421		11,421	
<b>Total bonds available-for-sale</b>	<b>4,769,136</b>		<b>4,659,773</b>	<b>109,363</b>
<b>Equity securities</b>				
Common stock	1,168,491	1,168,491		
Preferred stock	40,297	40,297		
<b>Total equity securities</b>	<b>1,208,788</b>	<b>1,208,788</b>		
Options	105,254			105,254



Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Mortgage loans on real estate	3,426,043		3,426,043	
Policy loans	393,710			393,710
Short-term investments	233,101		233,101	
Separate account assets	888,388		888,388	
<b>Total financial assets</b>	<b>\$ 20,885,127</b>	<b>\$ 1,208,788</b>	<b>\$ 18,985,971</b>	<b>\$ 690,368</b>
<b>Financial liabilities</b>				
Investment contracts	\$ 9,782,653	\$	\$	\$ 9,782,653
Embedded derivative liability for equity-indexed contracts	93,988			93,988
Notes payable	165,127			165,127
Separate account liabilities	888,388		888,388	
<b>Total financial liabilities</b>	<b>\$ 10,930,156</b>	<b>\$</b>	<b>\$ 888,388</b>	<b>\$ 10,041,768</b>

**Table of Contents**

Fair Value Measurement as of December 31, 2012				
	Total Estimated Fair Value	Level 1	Level 2	Level 3
<b>Financial assets</b>				
<b>Fixed maturity securities, bonds held-to-maturity</b>				
U.S. treasury and government	\$ 3,662	\$	\$ 3,662	\$
U.S. states and political subdivisions	433,695		433,695	
Foreign governments	33,438		33,438	
Corporate debt securities	8,735,158		8,662,164	72,994
Residential mortgage-backed securities	590,502		589,441	1,061
Collateralized debt securities	2,821			2,821
Other debt securities	41,475		41,475	
<b>Total bonds held-to-maturity</b>	<b>9,840,751</b>		<b>9,763,875</b>	<b>76,876</b>
<b>Fixed maturity securities, bonds available-for-sale</b>				
U.S. treasury and government	20,805		20,805	
U.S. states and political subdivisions	615,438		612,913	2,525
Foreign governments	7,344		7,344	
Corporate debt securities	3,872,633		3,796,949	75,684
Residential mortgage-backed securities	94,385		91,938	2,447
Commercial mortgage-backed securities	24,442			24,442
Collateralized debt securities	19,091		17,156	1,935
Other debt securities	11,438		11,438	
<b>Total bonds available-for-sale</b>	<b>4,665,576</b>		<b>4,558,543</b>	<b>107,033</b>
<b>Equity securities</b>				
Common stock	1,037,784	1,037,784		
Preferred stock	37,655	37,652		3
<b>Total equity securities</b>	<b>1,075,439</b>	<b>1,075,436</b>		<b>3</b>
Options	82,625			82,625
Mortgage loans on real estate	3,441,645		3,441,645	
Policy loans	395,333			395,333
Short-term investments	313,086		313,086	
Separate account assets	841,389		841,389	
<b>Total financial assets</b>	<b>\$ 20,655,844</b>	<b>\$ 1,075,436</b>	<b>\$ 18,918,538</b>	<b>\$ 661,870</b>
<b>Financial liabilities</b>				
Investment contracts	\$ 9,987,431	\$	\$	\$ 9,987,431
Embedded derivative liability for equity-indexed contracts	75,032			75,032
Notes payable	163,384			163,384
Separate account liabilities	841,389		841,389	
<b>Total financial liabilities</b>	<b>\$ 11,067,236</b>	<b>\$</b>	<b>\$ 841,389</b>	<b>\$ 10,225,847</b>

For financial instruments measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the period, a reconciliation of the beginning and ending balances is shown below at estimated fair value (in thousands):

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

	Investment Securities	Equity- Indexed Options	Embedded Derivative Liability
<b>Beginning balance, 2012</b>	<b>\$ 99,918</b>	<b>\$ 65,188</b>	<b>\$ (63,275)</b>
Total realized and unrealized investment gains/losses			
Included in other comprehensive income	3,678		
Net fair value change included in realized gains/losses	(17)		
Net gain (loss) for derivatives included in net investment income		17,798	
Net change included in interest credited			(18,457)
Purchases, sales and settlements or maturities			
Purchases	18	4,341	
Sales	(2,502)		
Settlements or maturities	(178)	(2,621)	
Premiums less benefits			3,078
<b>Ending balance March 31, 2012</b>	<b>\$ 100,917</b>	<b>\$ 84,706</b>	<b>\$ (78,654)</b>

**Table of Contents**

	Investment Securities	Equity- Indexed Options	Embedded Derivative Liability
<b>Beginning balance, 2013</b>	<b>\$ 183,912</b>	<b>\$ 82,625</b>	<b>\$ (75,032)</b>
Total realized and unrealized investment gains/losses			
Included in other comprehensive income	9,188		
Net fair value change included in realized gains/losses	203		
Net gain (loss) for derivatives included in net investment income		22,466	
Net change included in interest credited			(20,647)
Net capitalized interest			
Purchases, sales and settlements or maturities			
Purchases	1,975	3,290	
Sales	(3,874)		
Settlements or maturities		(3,127)	
Premiums less benefits			1,691
<b>Ending balance March 31, 2013</b>	<b>\$ 191,404</b>	<b>\$ 105,254</b>	<b>\$ (93,988)</b>

Within the net gain (loss) for derivatives included in net investment income were an unrealized gain of \$21,580,000 and \$17,399,000 relating to assets still held at March 31, 2013 and 2012, respectively.

There were no transfers between Level 1 and Level 2 fair value hierarchies. The transfers into Level 3 were the result of existing securities no longer being priced by the third-party pricing service at the end of the period. American National's valuation of these securities involves judgment regarding assumptions market participants would use including quotes from independent brokers. The transfers out of Level 3 were securities being priced by a third-party service at the end of the period, using inputs that are observable or derived from market data, which resulted in classification of these assets as Level 2.

**10. DEFERRED POLICY ACQUISITION COSTS**

Deferred policy acquisition costs and premiums are shown below (in thousands):

	Life	Annuity	Accident & Health	Property & Casualty	Total
<b>Beginning balance 2013</b>	<b>\$ 653,416</b>	<b>\$ 406,540</b>	<b>\$ 49,206</b>	<b>\$ 138,513</b>	<b>\$ 1,247,675</b>
Additions	25,908	13,229	2,575	49,827	91,539
Amortization	(19,959)	(22,652)	(4,124)	(56,138)	(102,873)
Effect of change in unrealized gains on available-for-sale securities	(2,314)	208			(2,106)
<b>Net change</b>	<b>3,635</b>	<b>(9,215)</b>	<b>(1,549)</b>	<b>(6,311)</b>	<b>(13,440)</b>
<b>Ending balance at March 31, 2013</b>	<b>657,051</b>	<b>397,325</b>	<b>47,657</b>	<b>132,202</b>	<b>1,234,235</b>

Commissions comprise the majority of the additions to deferred policy acquisition costs for each year.

**Table of Contents****11. LIABILITY FOR UNPAID CLAIMS AND CLAIM ADJUSTMENT EXPENSES**

The liability for unpaid claims and claim adjustment expenses ( CAE ) for accident and health, and property and casualty insurance is included in the Policy and contract claims in the consolidated statements of financial position and represents the amount estimated for claims that have been reported but not settled and claims incurred but not reported ( IBNR ). Liability for unpaid claims and CAE are estimated based upon American National's historical experience and actuarial assumptions that consider the effects of current developments, anticipated trends and risk management programs, reduced for anticipated salvage and subrogation. The effects of the changes are included in the consolidated results of operations in the period in which the changes occur.

Activities in the liability for unpaid claims and CAE ( claims ) are shown below (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
Unpaid claims balance, beginning	\$ 1,168,047	\$ 1,180,259
Less reinsurance recoverables	256,885	235,174
<b>Net beginning balance</b>	<b>911,162</b>	<b>945,085</b>
Incurred related to		
Current	254,035	258,886
Prior years	(23,037)	(25,720)
<b>Total incurred claims</b>	<b>230,998</b>	<b>233,166</b>
Paid claims related to		
Current	92,894	100,383
Prior years	133,698	138,587
<b>Total paid claims</b>	<b>226,592</b>	<b>238,970</b>
Net balance	915,568	939,281
Plus reinsurance recoverables	240,844	232,251
<b>Unpaid claims balance, ending</b>	<b>\$ 1,156,412</b>	<b>\$ 1,171,532</b>

The net and gross reserve calculations have shown favorable development for the last several years as a result of favorable loss emergence compared to what was implied by the loss development patterns used in the original estimation of losses in prior years. Estimates for ultimate incurred claims and CAE attributable to insured events of prior years decreased by approximately \$23,037,000 during the first three months of 2013 and \$25,720,000 during the same period in 2012.

**12. FEDERAL INCOME TAXES**

A reconciliation of the effective tax rate to the statutory federal tax rate is shown below (in thousands, except percentages):

	<b>Three months ended March 31,</b>			
	<b>2013</b>		<b>2012</b>	
	<b>Amount</b>	<b>Rate</b>	<b>Amount</b>	<b>Rate</b>
Income tax expense on pre-tax income	\$ 21,752	35.0%	\$ 22,180	35.0%
Tax-exempt investment income	(1,623)	(2.6)	(1,905)	(3.0)
Dividend exclusion	(1,471)	(2.4)	(1,469)	(2.3)
Miscellaneous tax credits, net	(1,961)	(3.2)	(2,111)	(3.3)

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Other items, net	(5,380)	(8.6)	288	0.4
<b>Total</b>	<b>\$ 11,317</b>	<b>18.2%</b>	<b>\$ 16,983</b>	<b>26.8%</b>

There were no federal income tax payments or refunds during the three months ended March 31, 2013. American National received net refunds of \$6,425,000 during the three months ended March 31, 2012.

**Table of Contents**

The tax effects of temporary differences that gave rise to the deferred tax assets and liabilities are shown below (in thousands):

	March 31, 2013	December 31, 2012
<b>DEFERRED TAX ASSETS</b>		
Investments, principally due to impairment losses	\$ 69,131	\$ 70,103
Investment in real estate and other invested assets principally due to investment valuation allowances	7,583	7,259
Policyholder funds, principally due to policy reserve discount	228,822	229,429
Policyholder funds, principally due to unearned premium reserve	31,689	30,337
Participating policyholders' surplus	37,858	37,014
Pension	95,860	94,847
Commissions and other expenses	7,791	7,889
Tax carryforwards	13,421	23,041
Other assets		3,343
<b>Gross deferred tax assets</b>	<b>492,155</b>	<b>503,262</b>
<b>DEFERRED TAX LIABILITIES</b>		
Available-for-sale securities, principally due to net unrealized gains	(293,527)	(257,290)
Investment in bonds, principally due to accrual of discount on bonds	(8,964)	(9,415)
Deferred policy acquisition costs, due to difference between GAAP and tax amortization methods	(323,280)	(327,245)
Property, plant and equipment, principally due to difference between GAAP and tax depreciation methods	(1,083)	(1,462)
Other Liabilities	(728)	
<b>Gross deferred tax liabilities</b>	<b>(627,582)</b>	<b>(595,412)</b>
<b>Total net deferred tax liability</b>	<b>\$ (135,427)</b>	<b>\$ (92,150)</b>

Management believes that a sufficient level of taxable income will be achieved over time to utilize the deferred tax assets in the consolidated federal tax return; therefore, no valuation allowance was recorded as of March 31, 2013 and December 31, 2012. However, if not utilized beforehand, approximately \$13,421,000 in ordinary loss tax carryforwards will expire at the end of tax year 2033.

The statute of limitations for the examination of federal income tax returns by the IRS for years 2006 to 2011 either has been extended or has not expired. In the opinion of management, all prior year deficiencies have been paid or adequate provisions have been made for any tax deficiencies that may be upheld. No provision for penalties was established, and no interest expense was incurred for 2013 or 2012, relating to uncertain tax positions. Management does not believe that there are any uncertain tax benefits that could be recognized within the next twelve months that would decrease American National's effective tax rate.

**13. COMPONENTS OF COMPREHENSIVE INCOME (LOSS)**

The components of and changes in the accumulated other comprehensive income (loss) (AOCI), and the related tax effects, are shown below (in thousands):

	Net Unrealized Gains/(Losses) on Securities	Defined Benefit Pension Plan Adjustments	Foreign Currency Adjustments	AOCI
<b>Beginning balance 2012</b>	<b>\$ 274,837</b>	<b>\$ (115,485)</b>	<b>\$ 51</b>	<b>\$ 159,403</b>

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Unrealized holding gains (losses) arising during the period (net of tax expense \$52,330)	97,184			97,184
Unrealized adjustment to DAC (net of tax benefit \$5,901)	(11,604)			(11,604)
Unrealized (gains) losses on investments attributable to participating policyholders' interest (net of tax benefit \$2,048)	(3,804)			(3,804)
Foreign currency adjustment (net of tax expense \$82)			152	152
Amounts reclassified from AOCI (net of tax benefit \$2,955 and expense \$1,437)	(5,245)	2,668		(2,577)
<b>Ending balance at March 31, 2012</b>	<b>\$ 351,368</b>	<b>\$ (112,817)</b>	<b>\$ 203</b>	<b>\$ 238,754</b>



**Table of Contents**

	Net Unrealized Gains/(Losses) on Securities	Defined Benefit Pension Plan Adjustments	Foreign Currency Adjustments	AOCI
<b>Beginning balance 2013</b>	<b>\$ 370,842</b>	<b>\$ (129,003)</b>	<b>\$ 171</b>	<b>\$ 242,010</b>
Unrealized holding gains (losses) arising during the period (net of tax expense \$39,671)	73,674			73,674
Unrealized adjustment to DAC (net of tax benefit \$439)	(1,667)			(1,667)
Unrealized (gains) losses on investments attributable to participating policyholders interest (net of tax benefit \$1,782)	(3,309)			(3,309)
Foreign currency adjustment (net of tax expense \$80)			149	149
Amounts reclassified from AOCI (net of tax benefit \$3,434 and expense \$1,549)	(5,979)	2,876		(3,103)
<b>Ending balance at March 31, 2013</b>	<b>\$ 433,561</b>	<b>\$ (126,127)</b>	<b>\$ 320</b>	<b>\$ 307,754</b>

**14. STOCKHOLDERS EQUITY AND NONCONTROLLING INTERESTS**

American National has one class of common stock with a par value of \$1.00 per share and 50,000,000 authorized shares. The amounts outstanding at the dates indicated are shown below:

	March 31, 2013	December 31, 2012
<b>Common stock</b>		
Shares issued	30,832,449	30,832,449
Treasury shares	(3,939,037)	(3,995,785)
<b>Outstanding shares</b>	<b>26,893,412</b>	<b>26,836,664</b>
Restricted shares	(195,334)	(185,334)
<b>Unrestricted outstanding shares</b>	<b>26,698,078</b>	<b>26,651,330</b>

**Stock-based compensation**

American National has one stock-based compensation plan, which allows for grants of Non-Qualified Stock Options, Stock Appreciation Rights ( SAR ), Restricted Stock ( RS ) Awards, Restricted Stock Units ( RSU ), Performance Awards, Incentive Awards or any combination thereof. This plan is administered by the American National Board Compensation Committee. The Board Compensation Committee makes incentive awards under this plan to our executives after meeting established performance objectives. All awards are subject to review and approval by the committee and the Board of Directors, both at the time of setting applicable performance objectives and at the same time of payment of the awards. The number of shares available for grants under the plan cannot exceed 2,900,000 shares, and no more than 200,000 shares may be granted to any one individual in any calendar year. Grants are made to certain officers and directors as compensation and to align their interests with those of other shareholders.

SAR, RS and RSU information for the periods indicated is shown below:

	SAR	RS Shares	RS Units
	Weighted- Average Grant Date Fair Value	Weighted- Average Grant Date Fair Value	Weighted- Average Grant Date Fair Value
Shares	Shares	Shares	Units

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

<b>Outstanding at December 31, 2012</b>	<b>108,951</b>	<b>\$</b>	<b>111.31</b>	<b>185,334</b>	<b>\$</b>	<b>109.13</b>	<b>127,059</b>	<b>\$</b>	<b>75.06</b>
Granted				10,000		80.05	71,084		80.05
Exercised	(200)		66.76				(74,580)		77.03
Forfeited	(134)		66.76				(99)		77.20
Expired	(4,600)		111.95						
<b>Outstanding at March 31, 2013</b>	<b>104,017</b>	<b>\$</b>	<b>111.42</b>	<b>195,334</b>	<b>\$</b>	<b>107.64</b>	<b>123,464</b>	<b>\$</b>	<b>76.74</b>

**Table of Contents**

	SAR	RS Shares	RS Units
Weighted-average contractual remaining life	2.6 years	4.8 years	2.4 years
Weighted-average exercise price	\$ 111.42	\$ 107.64	\$ 76.74
Exercisable shares	88,292	N/A	
Weighted-average exercise price Exercisable shares	\$ 111.27	N/A	N/A

The SARs give the holder the right to cash compensation based on the difference between the price of a share of stock on the grant date and the price on the exercise date. The SARs vest at a rate of 20% per year for five years and expire five years after vesting. The fair value of the SARs was \$34,000 and \$3,000 at March 31, 2013 and December 31, 2012, respectively. Compensation expense was recorded totaling \$32,000 for the three months ended March 31, 2013, and a credit to compensation expense was recorded totaling \$2,000 for the three months ended March 31, 2012.

Effective December 31, 2012, the settlement provision within outstanding RSU awards was modified to allow the recipient of the awards to settle the vested RSUs in either cash or American National's common stock. This change in the settlement provision is expected to apply to all future issuance of RSU awards. Prior to the modification, vested RSUs were converted to American National's common stock on a one-for-one basis. This modification changes the award classification from equity to liability award. At the date of modification, American National recorded a liability of \$7,974,000 with a corresponding reduction in additional paid-in capital. The liability will be remeasured and adjusted for changes in the fair value each reporting period through the vesting date. The fair value of the liability was \$4,579,000 and \$7,974,000 at March 31, 2013 and December 31, 2012, respectively. RSUs generally vest after a three-year graded vesting requirement. Certain awards vest over a shorter period as a result of retirement provisions. Compensation expense of \$5,563,000 and \$1,493,000 was recorded for the three months ended March 31, 2013 and 2012, respectively. The modification, which was applied consistently to all participants added an incremental cost of \$1,408,000.

RS Awards entitle the participant to full dividend and voting rights. Each award has the value of one share of restricted stock and vests 10 years from the grant date. Unvested shares are restricted as to disposition, and are subject to forfeiture under certain circumstances. Compensation expense is recognized over the vesting period. The restrictions on these awards lapse after 10 years, and these awards feature a graded vesting schedule in the case of the retirement of an award holder. Restricted stock for 350,334 shares has been granted at an exercise price of zero, of which 195,334 shares are unvested. The compensation expense recorded was \$505,000 and \$670,000 for the three months ended March 31, 2013 and 2012, respectively.

**Earnings (loss) per share**

Basic earnings (losses) per share were calculated using a weighted-average number of shares outstanding. The Restricted Stock awards and units resulted in diluted earnings per share as follows (in thousands, except share-related data):

	Three months ended March 31,	
	2013	2012
Weighted average shares outstanding	26,763,896	26,565,164
Incremental shares from RS awards and RSUs	123,255	193,791
<b>Total shares for diluted calculations</b>	<b>26,887,151</b>	<b>26,758,955</b>
Net income (loss) attributable to American National Insurance Company	\$ 59,971	\$ 45,216
Basic earnings (loss) per share	\$ 2.24	\$ 1.70
Diluted earnings (loss) per share	2.23	1.69

**Dividends**

American National Insurance Company's payment of dividends to stockholders is restricted by statutory regulations. The restrictions require life insurance companies to maintain minimum amounts of capital and surplus, and in the absence of special approval, limit the payment of dividends to the greater of statutory net gain from operations on an annual, non-cumulative basis, or 10% of statutory surplus. Additionally, insurance companies are not permitted to distribute the excess of stockholders' equity, as determined on a GAAP basis, over that determined on a statutory basis. At March 31, 2013 and December 31, 2012, American National Insurance Company's statutory capital and surplus was \$2,376,889,000 and \$2,260,268,000, respectively.



## **Table of Contents**

Similar restrictions on amounts that can transfer in the form of dividends, loans, or advances to the parent company apply to American National's insurance subsidiaries. Net assets of insurance subsidiaries were approximately \$1,557,463,000 and \$1,535,082,000 at March 31, 2013 and December 31, 2012, respectively.

### **Noncontrolling interests**

American National County Mutual Insurance Company ( County Mutual ) is a mutual insurance company that is owned by its policyholders. American National has a management agreement that effectively gives it complete control of County Mutual. As a result, County Mutual is included in the consolidated financial statements of American National. Policyholder interests in the financial position of County Mutual are reflected as noncontrolling interest of \$6,750,000 at March 31, 2013 and December 31, 2012.

American National Insurance Company and its subsidiaries exercise significant control or ownership of various joint ventures, resulting in their consolidation into American National's consolidated financial statements. The interests of the joint ventures' other partners are shown as noncontrolling interests, of \$4,158,000 and \$4,741,000 at March 31, 2013 and December 31, 2012, respectively.

## **15. SEGMENT INFORMATION**

Management organizes the business into five operating segments:

**Life** markets whole, term, universal, indexed and variable life insurance on a national basis primarily through career and multiple-line agents, as well as through independent agents and direct marketing channels.

**Annuity** offers fixed, indexed, and variable annuity products. These products are primarily sold through independent agents, brokers, and financial institutions, along with multiple-line and career agents.

**Health** primary lines of business are Medicare Supplement, stop loss, other supplemental health products and credit disability insurance. Health products are typically distributed through independent agents and managing general underwriters.

**Property and Casualty** writes personal, commercial and credit-related property insurance. These products are primarily sold through multiple-line agents and independent agents.

**Corporate and Other** consists of net investment income on the investments not allocated to the insurance segments and the operations of non-insurance lines of business.

The accounting policies of the segments are the same as those described in Note 2. All income and expense amounts specifically attributable to policy transactions are recorded directly to the appropriate operating segment. Income and expenses not specifically attributable to policy transactions are allocated to each segment as follows:

Recurring income from bonds and mortgage loans is allocated based on the assets allocated to each line of business at the average yield available from these assets.

Net investment income from all other assets is allocated to the insurance segments in accordance with the amount of equity allocated to each segment, with the remainder recorded in the Corporate and Other business segment.

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Expenses are allocated based upon various factors, including premium and commission ratios within the respective operating segments.

**Table of Contents**

The following summarizes results of operations by operating segments (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
Income (loss) from continuing operations before federal income taxes, and equity in earnings/losses of unconsolidated affiliates		
Life	\$ 6,004	\$ 7,556
Annuity	27,334	23,734
Health	(686)	(1,452)
Property and casualty	12,909	24,560
Corporate and other	16,587	8,973
<b>Total</b>	<b>\$ 62,148</b>	<b>\$ 63,371</b>

**16. COMMITMENTS AND CONTINGENCIES****Commitments**

American National had aggregate commitments at March 31, 2013, to purchase, expand or improve real estate, to fund fixed interest into mortgage loans, and to purchase other invested assets of \$269,983,000, of which \$206,225,000 is expected to be funded in 2013. The remaining \$63,758,000 will be funded in 2014 and beyond.

In September 2012, American National renewed an existing \$100,000,000 short-term variable rate borrowing facility containing a \$55,000,000 sub-feature for the issuance of letters of credit. Borrowings under the facility are at the discretion of the lender and would be used only for funding working capital requirements. The combination of borrowings and outstanding letters of credit cannot exceed \$100,000,000 at any time. As of March 31, 2013 and December 31, 2012, the outstanding letters of credit were \$33,495,000 and \$33,696,000, respectively, and there were no borrowings on this facility to meet liquidity requirements. This facility expires on September 30, 2013. American National expects it will be renewed on substantially equivalent terms upon expiration.

**Guarantees**

American National has guaranteed bank loans for customers of a third-party marketing operation. The bank loans are used to fund premium payments on life insurance policies issued by American National. The loans are secured by the cash values of the life insurance policies. If the customer were to default on the bank loan, American National would be obligated to pay off the loans. As the cash values of the life insurance policies always equal or exceed the balance of the loans, management does not foresee any loss on these guarantees. The total amount of the guarantees outstanding as of March 31, 2013, was approximately \$206,376,000, while the total cash values of the related life insurance policies was approximately \$211,857,000.

**Litigation**

American National and certain subsidiaries, in common with the insurance industry in general, are defendants in various lawsuits concerning alleged breaches of contracts, various employment matters, allegedly deceptive insurance sales and marketing practices, and miscellaneous other causes of action arising in the ordinary course of operations. Certain of these lawsuits include claims for compensatory and punitive damages. We provide accruals for these items to the extent we deem the losses probable and reasonably estimable. After reviewing these matters with legal counsel, based upon information presently available, management is of the opinion that the ultimate resultant liability, if any, would not have a material adverse effect on American National's consolidated financial position, liquidity or results of operations; however, assessing the eventual outcome of litigation necessarily involves forward-looking speculation as to judgments to be made by judges, juries and appellate courts in the future. Such speculation warrants caution, as the frequency of large damage awards, which bear little or no relation to the economic damages incurred by plaintiffs in some jurisdictions, continues to create the potential for an unpredictable judgment in any given lawsuit. These lawsuits are in various stages of development, and future facts and circumstances could result in management's changing its conclusions. It is possible that, if the defenses in these lawsuits are not successful, and the judgments are greater than management can anticipate, the resulting liability could have a material impact on our consolidated financial position, liquidity or results of operations. With respect to the existing litigation, management currently believes that the possibility of a material judgment adverse to American National is remote and no estimate of range can be made for loss contingencies that are at least reasonably possible but not accrued.





**Table of Contents****17. RELATED PARTY TRANSACTIONS**

American National has entered into recurring transactions and agreements with certain related parties. These include mortgage loans, management contracts, agency commission contracts, marketing agreements, accident and health insurance contracts and legal services. The impact on the consolidated financial statements of the significant related party transactions for the periods indicated is shown below (in thousands):

Related Party	Financial Statement Line Impacted	Dollar Amount of Transactions		Amount due to/(from) American National	
		Three months ended March 31, 2013	March 31, 2012	March 31, 2013	December 31, 2012
Gal-Tex Hotel Corporation	Mortgage loan on real estate	\$ 280	\$ 260	\$ 8,610	\$ 8,890
Gal-Tex Hotel Corporation	Net investment income	159	179	52	54
Greer, Herz and Adams, LLP	Other operating costs and expenses	2,131	1,958	(429)	(268)

*Mortgage Loans to Gal-Tex Hotel Corporation ( Gal-Tex ):* American National held a first mortgage loan issued to Gal-Tex collateralized by hotel property in San Antonio, Texas. This loan was originated in 1999, has a current interest rate of 7.30%, and has a final maturity date of April 1, 2019. This loan is current as to principal and interest payments.

*Transactions with Greer, Herz & Adams, L.L.P.:* Irwin M. Herz, Jr. is an American National advisory director and a Partner with Greer, Herz Adams, L.L.P., which serves as American National's General Counsel.

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

Set forth on the following pages is management's discussion and analysis ( MD&A ) of financial condition and results of operations for the three months ended March 31, 2013 and 2012 of American National Insurance Company and its subsidiaries (referred to in this document as "we", "our", "us", or the "Company"). This information should be read in conjunction with our consolidated financial statements included in Item 1, Financial Statements (unaudited), of this Form 10-Q.

**Forward-Looking Statements**

This document contains forward-looking statements that reflect our estimates and assumptions related to business, economic, competitive and legislative developments. Forward-looking statements generally are indicated by words such as "expects", "intends", "anticipates", "plans", "believes", "estimates", "will" or words of similar meaning and include, without limitation, statements regarding the outlook of our business and expected financial performance. Forward-looking statements are not a guarantee of future performance and involve various risks and uncertainties. Moreover, forward-looking statements speak only as of the date made, and we undertake no obligation to update them. Certain important factors could cause our actual results to differ, possibly materially, from our expectations or estimates. These factors are described in greater detail in Item IA, Risk Factors, in our 2012 Annual Report on Form 10-K filed with the SEC on March 8, 2013, and they include among others:

**Economic Risk Factors**

difficult conditions in the economy, which may not improve in the near future, and risks related to persistently low, or unpredictable, interest rates;

**Operational Risk Factors**

differences between actual experience regarding mortality, morbidity, persistency, surrenders and investment returns, and our assumptions for establishing liabilities and reserves or for other purposes;

potential ineffectiveness of our risk management policies and procedures;

changes in our experience related to deferred policy acquisition costs;

failures or limitations of our computer, data security and administration systems;

potential employee error or misconduct, which may result in fraud or adversely affect the execution and administration of our policies and claims;

## **Table of Contents**

### **Investment and Financial Market Risk Factors**

fluctuations in the markets for fixed maturity securities, equity securities, and commercial real estate, which could adversely affect the valuation of our investment portfolio, our net investment income, our retirement expense, and sales of or fees from certain of our products;

lack of liquidity for certain of our investments;

risk of investment losses and defaults;

### **Catastrophic Event Risk Factors**

natural or man-made catastrophes, pandemic disease, or other events resulting in increased claims activity from catastrophic loss of life or property;

the effects of unanticipated events on our disaster recovery and business continuity planning;

### **Marketplace Risk Factors**

the highly competitive nature of the insurance and annuity business;

potential difficulty in attraction and retention of qualified employees and agents;

the introduction of alternative healthcare solutions, which could impact our Medicare Supplement business;

### **Litigation and Regulation Risk Factors**

adverse determinations in litigation or regulatory proceedings and our exposure to contingent liabilities, including and in connection with our divestiture or winding down of businesses;

the effects of extensive government regulation;

changes in tax and securities law;

changes in statutory or U.S. generally accepted accounting principles ( GAAP ), practices or policies;

**Reinsurance and Counterparty Risk Factors**

potential changes in the availability, affordability and adequacy of reinsurance protection;

potential default or failure to perform by the counterparties to our reinsurance arrangements and derivative instruments;

**Other Risk Factors**

potentially adverse rating agency actions; and

control of our company by a small number of stockholders.

**Overview**

We are a diversified insurance and financial services company, offering a broad spectrum of insurance products. Chartered in 1905, we are headquartered in Galveston, Texas. We operate in all 50 states, the District of Columbia, Guam, American Samoa and Puerto Rico.

***General Trends***

There were no material changes to the general trends we are experiencing, as discussed in the MD&A included in our 2012 Annual Report on Form 10-K filed with the SEC on March 8, 2013.

***Critical Accounting Estimates***

The unaudited interim consolidated financial statements have been prepared in conformity with GAAP. In addition to GAAP, insurance companies apply specific SEC regulations when preparing the consolidated financial statements. The preparation of the consolidated financial statements in accordance with GAAP requires us to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and notes. Actual results could differ from results reported using those estimates and assumptions.

Our accounting policies inherently require the use of judgments relating to a variety of assumptions and estimates, particularly expectations of current and future mortality, morbidity, persistency, expenses, interest rates, and property and casualty loss frequency, severity, claim reporting and settlement patterns. Due to the inherent uncertainty when using the assumptions and estimates, the effect of certain accounting policies under different conditions or assumptions could vary from those reported in the consolidated financial statements.

For a discussion of our critical accounting estimates, see the MD&A in our 2012 Annual Report on Form 10-K filed with the SEC on March 8, 2013. There were no material changes in accounting policies since December 31, 2012.

**Table of Contents****Recently Issued Accounting Pronouncements**

Refer to Note 3, Recently Issued Accounting Pronouncements, of the Notes to the Unaudited Consolidated Financial Statements.

**Consolidated Results of Operations**

The following sets forth the consolidated results of operations (in thousands):

	Three months ended March 31,		
	2013	2012	Change
<b>Premiums and other revenues</b>			
Premiums	\$ 419,769	\$ 425,086	\$ (5,317)
Other policy revenues	49,998	48,047	1,951
Net investment income	251,366	255,696	(4,330)
Realized investment gains (losses), net	16,951	6,971	9,980
Other income	6,961	6,875	86
<b>Total premiums and other revenues</b>	<b>745,045</b>	<b>742,675</b>	<b>2,370</b>
<b>Benefits, losses and expenses</b>			
Policyholder benefits	122,197	123,068	(871)
Claims incurred	228,562	232,227	(3,665)
Interest credited to policyholders' account balances	111,106	124,864	(13,758)
Commissions for acquiring and servicing policies	85,123	95,514	(10,391)
Other operating expenses	124,575	101,993	22,582
Change in deferred policy acquisition costs <sup>(1)</sup>	11,334	1,638	9,696
<b>Total benefits and expenses</b>	<b>682,897</b>	<b>679,304</b>	<b>3,593</b>
<b>Income (loss) before other items and federal income taxes</b>	<b>\$ 62,148</b>	<b>\$ 63,371</b>	<b>\$ (1,223)</b>

(1) A negative amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

Consolidated earnings were relatively unchanged during the quarter ended March 31, 2013 compared to 2012. The noteworthy fluctuations were:

an increase in operating expenses driven primarily by our life, annuity and corporate and other segments,

a decrease in interest credited to policyholders' account balances in our annuity segment, and

an increase in realized investment gains in our corporate and other segment.

**Table of Contents****Results of Operations and Related Information by Segment****Life**

Life segment results for the periods indicated were as follows (in thousands):

	Three months ended March 31,		
	2013	2012	Change
<b>Premiums and other revenues</b>			
Premiums	\$ 68,655	\$ 66,451	\$ 2,204
Other policy revenues	46,358	44,652	1,706
Net investment income	56,949	58,905	(1,956)
Other income	507	750	(243)
<b>Total premiums and other revenues</b>	<b>172,469</b>	<b>170,758</b>	<b>1,711</b>
<b>Benefits, losses and expenses</b>			
Policyholder benefits	81,502	83,823	(2,321)
Interest credited to policyholder's account balances	12,787	14,921	(2,134)
Commissions for acquiring and servicing policies	25,589	21,389	4,200
Other operating expenses	52,536	44,293	8,243
Change in deferred policy acquisition costs <sup>(1)</sup>	(5,949)	(1,224)	(4,725)
<b>Total benefits and expenses</b>	<b>166,465</b>	<b>163,202</b>	<b>3,263</b>
<b>Income (loss) before other items and federal income taxes</b>	<b>\$ 6,004</b>	<b>\$ 7,556</b>	<b>\$ (1,552)</b>

(1) A negative amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

Earnings decreased during the quarter ended March 31, 2013 compared to 2012 primarily due to increased operating expenses, partially offset by increases in premiums and other policy revenues and a decrease in benefits.

**Premiums and other revenues**

Revenues from traditional life insurance products include scheduled premium payments from policyholders on whole life and term life products. The change in these premiums is impacted primarily by policy persistency and new sales during the period. Premiums increased during 2013 compared to 2012 primarily resulting from increased sales of term products, following the introduction of a new portfolio of term products during 2012.

Other policy revenues include mortality charges, earned policy service fees and surrender charges on interest-sensitive life insurance policies. These charges increased during 2013 compared to 2012 primarily due to the growing block of interest-sensitive life policies.

**Benefits, losses and expenses**

Benefits decreased during the quarter ended March 31, 2013 compared to 2012, primarily as the result of reserve balance decreases outpacing the related increase in benefit payments resulting from our continuation of unclaimed property research within our policies, and the improvement of our process for handling these claims during 2013 compared to 2012.

Commissions increased during 2013 compared to 2012 primarily due to increased sales of our term and equity-indexed universal life products.

Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Other operating costs and expenses increased during 2013 compared to 2012, as a result of an increase in expenses for share-based compensation under the stock and incentive plan, as well as increases in production bonuses and the growth in our life insurance in-force during 2013.

**Table of Contents**

The following table presents the components of the change in DAC (in thousands):

	Three months ended March 31,		
	2013	2012	Change
Acquisition cost capitalized	\$ 25,908	\$ 17,676	\$ 8,232
Amortization of DAC	(19,959)	(16,452)	(3,507)
<b>Change in DAC <sup>(1)</sup></b>	<b>\$ 5,949</b>	<b>\$ 1,224</b>	<b>\$ 4,725</b>

(1) A positive amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

The change in DAC decreased expenses primarily as a result of an increase in acquisition costs capitalized during 2013 compared to 2012, primarily due to an increase in commissions from higher premiums.

**Policy in-force information**

The following tables summarize the changes in the Life segment's in-force amounts (in thousands) and number of policies in-force:

	March 31, 2013	December 31, 2012	Change
<b>Life insurance in-force</b>			
Traditional life	\$ 50,160,120	\$ 48,856,459	\$ 1,303,661
Interest-sensitive life	24,356,420	24,132,101	224,319
<b>Total life insurance in-force</b>	<b>\$ 74,516,540</b>	<b>\$ 72,988,560</b>	<b>\$ 1,527,980</b>
<b>Number of policies in-force</b>			
Traditional life	\$ 2,062,552	\$ 2,122,666	\$ (60,114)
Interest-sensitive life	188,343	185,729	2,614
<b>Total number of policies in-force</b>	<b>\$ 2,250,895</b>	<b>\$ 2,308,395</b>	<b>\$ (57,500)</b>

There was an increase in total life insurance in-force amounts during 2013, while there was a decrease in the total number of policies. The increase in life insurance in-force amounts in our traditional life products is believed to be the result of consumers seeking contract guarantees due to the uncertain economic environment in recent years, while growth in both traditional and interest-sensitive in-force amounts can be attributed to the attractiveness of our new portfolio of products, ease of doing business, and new marketing approaches. The decrease in our policy count during 2013 is attributable to unclaimed property settlements, surrenders and lapses, as well as new business activity generally being comprised of fewer but larger face-value policies.



**Table of Contents****Annuity**

Annuity segment results for the periods indicated were as follows (in thousands):

	Three months ended March 31,		
	2013	2012	Change
<b>Premiums and other revenues</b>			
Premiums	\$ 32,696	\$ 28,412	\$ 4,284
Other policy revenues	3,640	3,395	245
Net investment income	164,045	166,237	(2,192)
Other income	50	41	9
<b>Total premiums and other revenues</b>	<b>200,431</b>	<b>198,085</b>	<b>2,346</b>
<b>Benefits, losses and expenses</b>			
Policyholder benefits	40,695	39,245	1,450
Interest credited to policyholders' account balances	98,319	109,943	(11,624)
Commissions for acquiring and servicing policies	10,393	13,891	(3,498)
Other operating expenses	14,267	7,755	6,512
Change in deferred policy acquisition costs <sup>(1)</sup>	9,423	3,517	5,906
<b>Total benefits and expenses</b>	<b>173,097</b>	<b>174,351</b>	<b>(1,254)</b>
<b>Income (loss) before other items and federal income taxes</b>	<b>\$ 27,334</b>	<b>\$ 23,734</b>	<b>\$ 3,600</b>

(1) A negative amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

Earnings increased in 2013 compared to 2012 primarily due to a decrease in interest credited to policyholders' account balances which outpaced the related decrease in net investment income, partially offset by an increase in other operating expenses.

**Premiums and other revenues**

Annuity premium and deposit amounts received are shown below (in thousands):

	Three months ended March 31,		
	2013	2012	Change
Fixed deferred annuity	\$ 64,994	\$ 163,247	\$ (98,253)
Single premium immediate annuity	56,753	46,011	10,742
Equity-indexed deferred annuity	37,192	22,498	14,694
Variable deferred annuity	29,166	26,382	2,784
<b>Total premium and deposits</b>	<b>188,105</b>	<b>258,138</b>	<b>(70,033)</b>
Less: Policy deposits	155,409	229,726	(74,317)
<b>Total earned premiums</b>	<b>\$ 32,696</b>	<b>\$ 28,412</b>	<b>\$ 4,284</b>



**Table of Contents**

We monitor account values and changes in those values as a key indicator of performance in our Annuity segment. Changes in account values are mainly the result of net inflows, surrenders, policy fees, interest credited and market value changes. Shown below are the changes in account values (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>Fixed deferred and equity-indexed annuity</b>		
Account value, beginning of period	\$ 9,803,197	\$ 9,824,416
Net inflows	58,397	116,636
Surrenders	(272,265)	(190,425)
Fees	(2,362)	(2,196)
Interest credited	96,784	109,283
<b>Account value, end of period</b>	<b>\$ 9,683,751</b>	<b>\$ 9,857,714</b>
<b>Single premium immediate annuity</b>		
Reserve, beginning of period	\$ 1,075,638	\$ 978,722
Net inflows	17,524	10,949
Interest and mortality	9,419	10,470
<b>Reserve, end of period</b>	<b>\$ 1,102,581</b>	<b>\$ 1,000,141</b>
<b>Variable deferred annuity</b>		
Account value, beginning of period	\$ 417,645	\$ 380,129
Net inflows	28,471	24,907
Surrenders	(30,439)	(36,933)
Fees	(1,248)	(1,169)
Change in market value and other	25,224	33,056
<b>Account value, end of period</b>	<b>\$ 439,653</b>	<b>\$ 399,990</b>

Fixed deferred annuity net inflows decreased during 2013 compared to 2012, primarily resulting from our management of these products to lower sales and to mitigate risks associated with investing in the persistently low interest rate environment.

An equity-indexed annuity allows a policyholder to participate in equity returns while also having certain downside protection from the guaranteed minimum returns defined in the product. Net inflows for this product increased during 2013 compared to 2012 primarily attributed to the attractiveness of this product compared to fixed annuities in the persistently low interest rate environment.

Single premium immediate annuity ( SPIA ) net inflows increased during 2013 compared to 2012, driven primarily by customers entering the market for guaranteed monthly payouts on a portion of their retirement dollars.

Net investment income decreased during 2013 compared to 2012, due to a decrease in investment yields and the decrease in account values of fixed deferred annuities, partially offset by a \$4.4 million increase in realized gains from equity options used to hedge risk relating to equity-indexed annuities.

**Benefits, losses and expenses**

Policyholder benefits consist of annuity payments and reserve increases for SPIA contracts. Benefits are highly correlated to the sales volume of SPIA contracts and increased for 2013 compared to 2012.

Commissions decreased for 2013 compared to 2012 primarily due to reduced fixed deferred annuity production as well as decreases in commission rates on certain annuities.

## Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

The 2012 expense benefitted from a reduction in accrued expenses relating to final resolution of certain litigation being recorded as interest credited rather than operating expense. Excluding this reduction, the operating expense remained relatively level when comparing 2013 to 2012.

**Table of Contents**

The change in DAC represents acquisition costs capitalized less the amortization of existing DAC, which is calculated in proportion to gross profits. The following shows the components of the change in DAC (in thousands):

	<b>Three months ended March 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>Change</b>
Acquisition cost capitalized	\$ 13,229	\$ 17,570	\$ (4,341)
Amortization of DAC	(22,652)	(21,087)	(1,565)
<b>Change in DAC <sup>(1)</sup></b>	<b>\$ (9,423)</b>	<b>\$ (3,517)</b>	<b>\$ (5,906)</b>

<sup>(1)</sup> A positive amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

The change in DAC increased expenses primarily as DAC associated with surrenders was amortized, and the lower sales of new deferred annuity contracts resulted in less commissions being paid and deferred.

An important measure of the Annuity segment is amortization of DAC as a percentage of gross profits. The amortization of DAC as a percentage of gross profits for the quarter ended March 31, 2013 and 2012 was 37.1%, and 43.1%, respectively. The decrease in the ratio during 2013 was primarily driven by increased interest spreads.

**Options and Derivatives**

Shown below is the analysis of the impact to net investment income of the option return, along with the impact to interest credited of the equity-indexed annuity embedded derivative (in thousands):

	<b>Three months ended March 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>Change</b>
Net investment income			
Without option return	\$ 140,178	\$ 146,736	\$ (6,558)
Option return	23,867	19,501	4,366
Interest credited to policy account balances			
Without embedded derivative	77,900	91,458	(13,558)
Equity-indexed annuity embedded derivative	20,419	18,485	1,934

Net investment income without option return decreased during 2013 primarily due to a decrease in account values of fixed deferred annuities. Interest credited to policyholders' account balances without embedded derivative return decreased during 2013 due to a decrease in crediting rates and certain non-recurring expenses relating to settled litigation benefitting contract holders being charged to interest credited during 2012. Without this charge, the decrease would have amounted to \$7.6 million from 2012, consistent with the decrease in net investment income without option return.

The option return, as well as the related equity-indexed annuity embedded derivative return, increased during 2013 compared to 2012 primarily as a result of a larger number of options held during 2013. Excluding this impact, option returns correlate to the 10.0% and 12.0% return of the S&P 500 Index during the quarters ended March 31, 2013 and 2012, respectively.

**Table of Contents****Health**

Health segment results for the periods indicated were as follows (in thousands):

	Three months ended March 31,		Change
	2013	2012	
<b>Premiums and other revenues</b>			
Premiums	\$ 52,729	\$ 57,054	\$ (4,325)
Net investment income	2,865	2,974	(109)
Other income	4,206	3,826	380
<b>Total premiums and other revenues</b>	<b>59,800</b>	<b>63,854</b>	<b>(4,054)</b>
<b>Benefits, losses and expenses</b>			
Claims incurred	38,968	44,675	(5,707)
Commissions for acquiring and servicing policies	6,572	6,259	313
Other operating expenses	13,397	11,818	1,579
Change in deferred policy acquisition costs <sup>(1)</sup>	1,549	2,554	(1,005)
<b>Total benefits and expenses</b>	<b>60,486</b>	<b>65,306</b>	<b>(4,820)</b>
<b>Income (loss) before other items and federal income taxes</b>	<b>\$ (686)</b>	<b>\$ (1,452)</b>	<b>\$ 766</b>

(1) A negative amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

Results during the quarter ended March 31, 2013 improved compared to the same period in 2012, driven primarily by a decrease in claims incurred, partially offset by a decrease in premiums.

**Premiums and other revenues**

Health earned premiums for the periods indicated are as follows (in thousands, except percentages):

	Three months ended March 31,			
	2013		2012	
	dollars	percentage	dollars	percentage
Medicare Supplement	\$ 23,460	44.5%	\$ 23,515	41.2%
Medical expense	8,219	15.6	10,045	17.6
Group health	8,067	15.3	10,837	19.0
MGU	4,687	8.9	4,225	7.4
Credit accident and health	3,992	7.6	4,530	7.9
All other	4,304	8.2	3,902	6.8
<b>Total</b>	<b>\$ 52,729</b>	<b>100.0%</b>	<b>\$ 57,054</b>	<b>100.0%</b>

Earned premiums decreased during the quarter ended March 31, 2013 compared to the same period in 2012, primarily resulting from the run-off of our closed block of medical expense insurance plans, which will continue decreasing. In addition, group health premiums, which are calculated as a percentage of claims, decreased proportionally with the decrease in claims.

Our in-force certificates or policies as of the dates indicated are as follows:

	Three months ended March 31,			
	2013		2012	
	number	percentage	number	percentage
Medicare Supplement	40,306	6.4%	41,545	6.9%
Medical expense	5,409	0.9	7,490	1.3
Group health	19,801	3.2	20,082	3.3
MGU	214,337	34.2	165,738	27.6
Credit accident and health	243,156	38.8	257,255	42.8
All other	103,533	16.5	108,815	18.1
<b>Total</b>	<b>626,542</b>	<b>100.0%</b>	<b>600,925</b>	<b>100.0%</b>

**Table of Contents**

Our total in-force policies increased during the quarter ended March 31, 2013 compared to the same period in 2012. Increases in the MGU line were partially offset by decreases in the credit accident and health and other lines. The MGU line increased due to increased production by existing MGUs, and the addition of new MGUs.

***Benefits, losses and expenses***

Claims incurred decreased during the quarter ended March 31, 2013 compared to 2012 primarily as the result of the continued decline in the closed medical expense block and a decrease in group claim submissions.

Other operating expenses increased during the quarter ended March 31, 2013 compared to 2012 due primarily to an accrual on the MGU line for an anticipated payment to a state insurance guaranty pool.

***Change in Deferred Policy Acquisition Costs***

The following table presents the components of the change in DAC (in thousands):

	<b>Three months ended March 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>Change</b>
Acquisition cost capitalized	\$ 2,575	\$ 2,532	\$ 43
Amortization of DAC	(4,124)	(5,086)	962
<b>Change in DAC <sup>(1)</sup></b>	<b>\$ (1,549)</b>	<b>\$ (2,554)</b>	<b>\$ 1,005</b>

(1) A positive amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

The change in DAC had a smaller impact on expenses during the quarter ended March 31, 2013 compared to the same period in 2012 due to reduced amortization on the declining aggregate health block of business.



**Table of Contents****Property and Casualty**

Property and Casualty results for the periods indicated were as follows (in thousands, except percentages):

	Three months ended March 31,		
	2013	2012	Change
<b>Premiums and other revenues</b>			
Net premiums written	\$ 268,217	\$ 281,249	\$ (13,032)
Net premiums earned	\$ 265,689	\$ 273,169	\$ (7,480)
Net investment income	16,300	17,699	(1,399)
Other income	253	1,709	(1,456)
<b>Total premiums and other revenues</b>	<b>282,242</b>	<b>292,577</b>	<b>(10,335)</b>
<b>Benefits, losses and expenses</b>			
Claims incurred	189,594	187,552	2,042
Commissions for acquiring and servicing policies	42,547	53,975	(11,428)
Other operating expenses	30,881	29,699	1,182
Change in deferred policy acquisition costs <sup>(1)</sup>	6,311	(3,209)	9,520
<b>Total benefits and expenses</b>	<b>269,333</b>	<b>268,017</b>	<b>1,316</b>
<b>Income (loss) before other items and federal income taxes</b>	<b>\$ 12,909</b>	<b>\$ 24,560</b>	<b>\$(11,651)</b>
Loss ratio	71.4%	68.7%	2.7
Underwriting expense ratio	30.0	29.5	0.5
Combined ratio	<b>101.4%</b>	<b>98.2%</b>	<b>3.2</b>
Impact of catastrophe events on combined ratio	8.1	4.7	3.4
Combined ratio without impact of catastrophe events	<b>93.3%</b>	<b>93.5%</b>	<b>(0.2)</b>
Gross catastrophe losses	\$ 26,797	\$ 13,970	\$ 12,827
Net catastrophe losses	21,688	13,237	8,451

(1) A negative amount of net change indicates more expense was deferred than amortized and represents a decrease to expenses in the periods indicated.

Earnings declined during the quarter ended March 31, 2013 compared to 2012 primarily due to an increase in claims incurred associated with catastrophe events.

**Premiums and other revenues**

Net premiums written decreased during the quarter ended March 31, 2013 compared to 2012 resulting from changes in credit-related property products, which resulted in both lower premium and lower commissions. Net premiums earned decreased due primarily to decreases in our personal auto line. Personal and Commercial product net written premiums were virtually flat overall due to a combination of fewer policies-in-force being offset by rating actions intended to match rates with underlying risks.

**Benefits, losses and expenses**

## Edgar Filing: AMERICAN NATIONAL INSURANCE CO /TX/ - Form 10-Q

Claims incurred increased during the quarter ended March 31, 2013 compared to 2012 as a result of an increase in catastrophe losses. In the first quarter of 2013 there were four catastrophe events with net losses of \$21.7 million, compared to \$13.3 million from six events during the same period in 2012. The combined ratio, excluding net catastrophe impact, remained relatively flat during 2013 compared to 2012.

Commissions decreased during 2013 compared to 2012 primarily due to a shift from commission to non-commission credit-related property products, which also have lower premiums.

**Table of Contents**

The change in DAC during the quarter ended March 31, 2013 increased total expenses compared to 2012. The higher expense is attributable to capitalized costs on credit-related property products written in prior years being amortized while newer credit-related property products sold with lower revenue and without commissions resulted in lower cost being capitalized in the current period. We regularly review the recoverability of DAC, and if the actual emergence of future profitability were to be substantially lower than estimated, we would accelerate DAC amortization to account for any recoverability issues or premium deficiency. We have not historically experienced these issues with our DAC balances.

***Products***

Our Property and Casualty segment consists of: (i) Personal, which we market primarily to individuals, represent 59.6% of net premiums written, (ii) Commercial, which focus primarily on agricultural and other commercial markets, represent 32.5% of net premiums written, and (iii) Credit-related property insurance products, which are marketed to and through financial institutions and retailers represent 7.9% of net premiums written.

***Personal Products***

Personal products results for the periods indicated were as follows (in thousands, except percentages):

	<b>Three months ended March 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>Change</b>
<b>Net premiums written</b>			
Auto	\$ 103,607	\$ 108,339	\$ (4,732)
Homeowner	46,711	45,262	1,449
Other Personal	9,505		