## E<sub>10</sub> Investors Title Company



### **INVESTORS TITLE COMPANY ANNOUNCES FIRST QUARTER 2010 RESULTS**

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#### FOR IMMEDIATE RELEASE:

Chapel Hill, NC –Investors Title Company today announced its results for the quarter ended March 31, 2010. The Company reported net income of \$17,415, or \$0.01 per diluted share, compared with \$1,434,963, or \$0.62 per diluted share, for the prior year period.

Total revenues decreased 26.7% to \$13,697,411 versus the prior year period, primarily due to a 28.2% decrease in net premiums written. Although premiums resulting from purchase transactions increased versus the prior year period, a sharp decline in refinance premiums resulted in an overall unfavorable comparison. Investment income decreased 8.4% to \$906,622 due to an overall unfavorable interest rate environment.

Operating expenses decreased 19.1% to \$13,681,996 versus the prior year period, primarily due to a 25.7% decrease in commissions to agents commensurate with lower premium volume, and a 35.9% decrease in provision for claims resulting from both lower premium volumes and a slight improvement in the Company's claims experience loss rate. In addition, salaries and related expenses were 12.7% lower compared with the prior year period as a result of a continued emphasis on expense management.

Chairman J. Allen Fine added, "The declining volume of mortgage refinancing activity was the primary influence on operating results in the quarter. After declining in late 2008, mortgage rates have remained in a relatively narrow range and we believe much of the anticipated refinancing has taken place. On a positive note we were pleased to see a modest reduction in our claims experience loss rate which resulted primarily from a reduction in mechanic liens from the prior year period.

The current operating environment remains challenging as overall mortgage origination continues to decline. We continue to monitor the market and search for opportunities to improve efficiency and expand our presence."

Investors Title Company is engaged through its subsidiaries in the business of issuing and underwriting title insurance policies. The Company also provides investment management services to individuals, companies, banks and trusts, as well as services in connection with tax-deferred exchanges of like-kind property. Certain statements contained herein may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include any predictions regarding activity in the U.S. real estate market. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from anticipated and historical results. Such risks and uncertainties include, without limitation: cyclical demand for title insurance due to changes in the residential and commercial real estate markets; the occurrence of fraud, defalcation or misconduct; variances between actual claims experience and underwriting and reserving assumptions; declines in the performance of the Company's investments; government regulation; and other considerations set forth under the caption "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2009, as filed with the Securities and Exchange Commission, and in subsequent filings.

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#### Investors Title Company and Subsidiaries Consolidated Balance Sheets As of March 31, 2010 and December 31, 2009 (Unaudited)

	I	March 31, 2010	De	cember 31, 2009
Assets				
Investments in securities:				
Fixed maturities:				
Held-to-maturity, at amortized cost	\$	-	\$	2,000
Available-for-sale, at fair value		91,357,127		88,801,186
Equity securities, available-for-sale, at fair value		13,287,540		11,854,301
Short-term investments		20,095,531		20,717,434
Other investments		2,196,660		2,307,220
Total investments		126,936,858		123,682,141
Cash and cash equivalents		4,521,474		8,733,221
Premiums and fees receivable, net		4,448,951		5,170,476
Accrued interest and dividends		956,860		1,122,806
Prepaid expenses and other assets		1,747,437		1,815,653
Property acquired in settlement of claims		158,129		175,476
Property, net		3,824,017		3,894,724
Current income taxes receivable		706,026		-
Deferred income taxes, net		1,085,707		1,833,207
Total Assets	\$	144,385,459	\$	146,427,704
Liabilities and Stockholders' Equity				
Liabilities:				
Reserves for claims	\$	38,830,000	\$	39,490,000
Accounts payable and accrued liabilities		8,188,773		9,008,337
Current income taxes payable		-		670,290
Total liabilities		47,018,773		49,168,627
Stockholders' Equity:				
Common stock - no par value (shares authorized 10,000,000; 2,285,486 and 2,285,289 shares issued and outstanding as of March 31, 2010 and December 31, 2009, respectively, excluding 291,676 shares for 2010 and 2009				
of common stock held by the Company's subsidiary)		1		1
Retained earnings		92,396,850		92,528,818
Accumulated other comprehensive income		4,969,835		4,730,258
Total stockholders' equity		97,366,686		97,259,077
Total Liabilities and Stockholders' Equity	\$	144,385,459	\$	146,427,704

# Investors Title Company and Subsidiaries

### **Consolidated Statements of Income** For the Three Months Ended March 31, 2010 and 2009

(Unaudited)

	For The Three Months Ended March 31			
		2010		2009
Revenues:				
Underwriting income:				
Premiums Written	\$	11,829,821	\$	16,410,597
Less-premiums for reinsurance ceded		43,519	-	777
Net premiums written		11,786,302		16,409,820
Investment income-interest and dividends		906,622		989,635
Net realized gain (loss) on investments		25,150		(299,937)
Other		979,337		1,582,891
Total Revenues		13,697,411	-	18,682,409
Operating Expenses:				
Commissions to agents		5,599,451		7,532,209
Provision for claims		1,312,404		2,047,126
Salaries, employee benefits and payroll taxes		4,484,312		5,138,176
Office occupancy and operations		1,088,405		1,098,582
Business development		274,296		262,817
Filing fees and taxes, other than payroll and income		145,422		157,051
Premium and retaliatory taxes		300,946		367,262
Professional and contract labor fees		365,078		314,699
Other	_	111,682	_	(14,476)
Total Operating Expenses		13,681,996		16,903,446
Income Before Income Taxes		15,415		1,778,963
(Benefit) Provision For Income Taxes	_	(2,000)	-	344,000
Net Income	\$	17,415	\$	1,434,963
<b>Basic Earnings Per Common Share</b>	\$	0.01	\$	0.63
Weighted Average Shares Outstanding - Basic	=	2,285,134	:	2,293,951
Diluted Earnings Per Common Share	\$	0.01	\$	0.62
Weighted Average Shares Outstanding - Diluted	_	2,295,164	:	2,296,041

# Investors Title Company and Subsidiaries Net Premiums Written By State For the Three Months Ended March 31, 2010 and 2009

(Unaudited)

		For The Three Months Ended		
	-	March 31		
	-	2010	2009	
Illinois	\$	435,491	\$ 1,091,590	
Kentucky		630,798	870,303	
Michigan		956,846	852,273	
New York		401,560	955,437	
North Carolina		4,921,704	7,564,207	
Pennsylvania		451,627	609,185	
South Carolina		1,369,186	1,185,930	
Tennessee		497,838	565,768	
Virginia		965,568	1,227,764	
West Virginia		412,212	547,581	
Other States		777,057	939,759	
Direct Premiums	-	11,819,887	16,409,797	
Reinsurance Assumed		9,934	800	
Reinsurance Ceded		(43,519)	(777)	
Net Premiums Written	\$	11,786,302	\$ 16,409,820	

## Investors Title Company and Subsidiaries Net Premiums Written By Branch and Agency For the Three Months Ended March 31, 2010 and 2009 (Unaudited)

	For The Three Months Ended					
	March 31					
		2010	%	2009 %		
Branch	\$	3,749,800	31.8	\$	6,043,004	36.8
Agency		8,036,502	68.2		10,366,816	63.2
Total	\$	11,786,302	100	\$	16,409,820	100