BofI Holding, Inc.
Form 10-Q
January 30, 2007
Table of Contents

# 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 <br> For the Quarterly Period ended December 31, 2006

## OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the Transition Period from $\qquad$ to $\qquad$

# BofI HOLDING, INC. 

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization) Identification No.) 12777 High Bluff Drive, Suite 100, San Diego, CA 92130
(Address of principal executive offices and zip code)

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(Registrant s telephone number and 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 $\mathbf{x}$ No "

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large filer in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer " Accelerated filer " Non-accelerated filer x

Indicate by check mark whether the registrant is a shell company (as defined in Rule $12 \mathrm{~b}-2$ of the Exchange Act). Yes ." No $\mathbf{x}$

The number of shares outstanding of the registrant s common stock on the last practicable date: $8,276,515$ shares of common stock as of January 19, 2007.

BofI HOLDING, INC.

TABLE OF CONTENTS
Page
PART I FINANCIAL INFORMATION
Item 1. Financial Statements ..... 3
Condensed Consolidated Balance Sheets (unaudited) at December 31, 2006 and June 30, 2006 ..... 3
Condensed Consolidated Statements of Income (unaudited) for the three months and six months ended December 31, 2006 and 2005 ..... 4
Condensed Consolidated Statements of Stockholders Equity and Comprehensive Income (unaudited) for the six months ended December 31, 2006 ..... 5
Condensed Consolidated Statements of Cash Flows (unaudited) for the six months ended December 31, 2006 and 2005 ..... 6
Notes to Condensed Consolidated Financial Statements ..... 7
Item 2. Management s Discussion and Analvsis of Financial Condition and Results of Operations ..... 14
Selected Consolidated Financial Information ..... 15
Overview ..... 16
Results of Operations ..... 17
Financial Condition ..... 23
Liquidity ..... 27
Contractual Obligations and Commitments ..... 27
Capital Resources and Requirements ..... 28
Quantitative and Qualitative Disclosures about Market Risk ..... 29
Item 3. Quantitative and Qualitative Disclosures about Market Risk ..... 31
Item 4. Controls and Procedures ..... 31
PART II OTHER INFORMATION
Item 1. Legal Proceedings ..... 32
Item 1A. Risk Factors ..... 32
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds ..... 33
Item 3. Defaults Upon Senior Securities ..... 33
Item 4. Submission of Matters to a Vote of Securities Holders ..... 33
Item 5. Other Information ..... 34
Item 6. Exhibits ..... 34

## Table of Contents

## PART I FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## BofI HOLDING, INC. AND SUBSIDIARY

## CONDENSED CONSOLIDATED BALANCE SHEETS

## (Dollars in thousands, except share data)

(Unaudited)

|  | $\begin{gathered} \text { December 31, } \\ 2006 \end{gathered}$ |  | June 30, 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and due from banks | \$ | 1,150 | \$ | 1,483 |
| Federal funds sold |  | 12,660 |  | 23,805 |
| Total cash and cash equivalents |  | 13,810 |  | 25,288 |
| Time deposits in financial institutions |  | 14,062 |  | 16,439 |
| Mortgage-backed securities available for sale |  | 198,532 |  | 127,261 |
| Investment securities held to maturity |  | 40,027 |  | 12,375 |
| Stock of the Federal Home Loan Bank, at cost |  | 12,255 |  | 11,111 |
| Loans net of allowance for loan losses of \$1,370 in December 2006, \$1,475 in June 2006 |  | 512,935 |  | 533,641 |
| Accrued interest receivable |  | 4,516 |  | 3,427 |
| Furniture, equipment and software net |  | 208 |  | 222 |
| Deferred income tax |  | 378 |  | 865 |
| Bank-owned life insurance cash surrender value |  | 4,281 |  | 4,199 |
| Other assets |  | 2,364 |  | 3,007 |
| TOTAL | \$ | 803,368 |  | 737,835 |

LIABILITIES AND STOCKHOLDERS EQUITY

| Deposits: |  |  |  |
| :---: | :---: | :---: | :---: |
| Non-interest bearing | \$ | 1,253 | \$ 1,203 |
| Interest bearing |  | 465,165 | 423,001 |
| Total deposits |  | 466,418 | 424,204 |
| Securities sold under agreements to repurchase |  | 15,000 |  |
| Advances from the Federal Home Loan Bank |  | 242,235 | 236,177 |
| Junior subordinated debentures |  | 5,155 | 5,155 |
| Accrued interest payable |  | 2,169 | 1,155 |
| Accounts payable and accrued liabilities |  | 963 | 898 |
| Total liabilities |  | 731,940 | 667,589 |
| STOCKHOLDERS EQUITY: |  |  |  |
| Convertible preferred stock $\$ 10,000$ stated value; $1,000,000$ shares authorized; 525 shares issued and outstanding |  | 5,163 | 5,163 |
| Common stock $\$ .01$ par value; $25,000,000$ shares authorized; $8,577,825$ shares issued and $8,268,825$ shares outstanding (December 2006) and $8,561,725$ shares issued and $8,380,725$ shares outstanding (June 2006) |  | 86 | 85 |
| Additional paid-in capital |  | 59,383 | 59,124 |
| Accumulated other comprehensive income (loss), net of tax |  | (332) | (885) |
| Retained earnings |  | 9,480 | 8,084 |

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| Treasury stock | $(2,352)$ | $(1,325)$ |
| :--- | ---: | :---: |
| Total stockholders equity | 71,428 |  |
| TOTAL | $\$ 0,246$ |  |

See condensed notes to consolidated financial statements.

Table of Contents

## BofI HOLDING, INC. AND SUBSIDIARY

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME

## (Dollars in thousands, except earnings per share)

## (Unaudited)

$\left.\begin{array}{l|rrrr} & \begin{array}{c}\text { Three Months } \\ \text { Ended December 31, } \\ \text { 2005 }\end{array} & \begin{array}{c}\text { Ended December 31, } \\ \text { 2006 }\end{array} \\ \mathbf{2 0 0 5}\end{array}\right)$

Table of Contents

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| INCOME TAXES | 541 |  | 507 |  | 1,045 |  | 1,064 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NET INCOME | \$ | 807 | \$ | 750 | \$ | 1,553 | \$ | 1,596 |
| NET INCOME ATTRIBUTABLE TO COMMON STOCK | \$ | 728 | \$ | 648 | \$ | 1,396 | \$ | 1,393 |
| COMPREHENSIVE INCOME | \$ | 791 | \$ | 731 | \$ | 2,106 | \$ | 1,198 |
| Basic earnings per share | \$ | 0.09 | \$ | 0.08 | \$ | 0.17 | \$ | 0.17 |
| Diluted earnings per share | \$ | 0.09 | \$ | 0.08 | \$ | 0.17 | \$ | 0.16 |

[^0]Table of Contents

# BofI HOLDING, INC. AND SUBSIDIARY <br> CONDENSED CONSOLIDATED STATEMENTS OF STOCKHOLDERS EQUITY AND COMPREHENSIVE INCOME 

(Dollars in thousands)
(Unaudited)


See condensed notes to consolidated financial statements.

Table of Contents

## BofI HOLDING, INC. AND SUBSIDIARY

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

## (Dollars in thousands)

(Unaudited)

|  | Six Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |
| CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| Net income | \$ | 1,553 | \$ | 1,596 |
| Adjustments to reconcile net income to net cash used in operating activities: |  |  |  |  |
| Amortization of premiums on investment securities |  | 128 |  | 146 |
| Amortization of premiums and deferred loan fees |  | 797 |  | 951 |
| Amortization of debt issue costs |  | 58 |  | 58 |
| Stock-based compensation expense |  | 266 |  | 195 |
| Gain on sale of securities |  | (403) |  |  |
| Provision for loan losses |  | (105) |  | 145 |
| Deferred income taxes |  | 112 |  | 13 |
| Origination of loans held for sale |  | $(3,960)$ |  | $(17,887)$ |
| Net gain on sale of loans held for sale |  | (17) |  | (98) |
| Proceeds from sale of loans held for sale |  | 3,977 |  | 18,174 |
| Depreciation and amortization |  | 42 |  | 49 |
| Stock dividends from Federal Home Loan Bank |  | (297) |  | (185) |
| Loss on disposal of furniture, equipment, and software |  |  |  | (10) |
| Net changes in assets and liabilities which provide (use) cash: |  |  |  |  |
| Accrued interest receivable |  | $(1,089)$ |  | (546) |
| Other assets |  | 561 |  | (427) |
| Accrued interest payable |  | 1,014 |  | 708 |
| Accounts payable and accrued liabilities |  | 65 |  | (430) |
| Net cash provided by operating activities |  | 2,702 |  | 2,452 |


| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |
| :--- | ---: | ---: |
| Purchases of investment securities available for sale | $(173,663)$ | $(33,127)$ |
| Purchases of investment securities held to maturity and time deposits | $(40,739)$ |  |
| Proceeds from sale of available for sale securities | 74,746 |  |
| Proceeds from repayments of available for sale securities | 28,834 |  |
| Proceeds from repayments of securities held to maturity and time deposits | 15,473 |  |
| Purchase of stock of Federal Home Loan Bank | $(847)$ | $(1,668$ |
| Origination of loans | $(5,527)$ |  |
| Purchase of loans | $(30,514)$ |  |
| Principal repayments and participation sales on loans | $(115,536)$ |  |
| Purchases of furniture, equipment and software | 56,055 | 60,220 |

Net cash used in investing activities
$(80,854)$

CASH FLOWS FROM FINANCING ACTIVITIES:

| Net increase in deposits | 42,214 | 38,336 |
| :--- | :---: | :---: |
| Proceeds from Federal Home Loan Bank advances | 27,000 | 33,000 |
| Repayment of the Federal Home Loan Bank advance | $(21,000)$ |  |
| Proceeds from securities sold with agreement to repurchase | 15,000 |  |


| Proceeds from exercise of common stock options |  |  |  | 5 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of issuance of junior subordinated debentures |  |  |  | (11) |
| Purchase of treasury stock |  | $(1,027)$ |  | (883) |
| Cash dividends paid on convertible preferred stock |  | (157) |  | (203) |
| Net cash provided by financing activities |  | 62,030 |  | 70,244 |
| NET CHANGE IN CASH AND CASH EQUIVALENTS |  | $(11,478)$ |  | $(8,158)$ |
| CASH AND CASH EQUIVALENTS Beginning of year |  | 25,288 |  | 23,811 |
| CASH AND CASH EQUIVALENTS End of period | \$ | 13,810 | \$ | 15,653 |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION: |  |  |  |  |
| Interest paid on deposits and borrowed funds | \$ | 14,692 | \$ | 9,528 |
| Income taxes paid | \$ | 1,020 | \$ | 1,315 |

See condensed notes to consolidated financial statements.

Table of Contents

## BofI HOLDING, INC. AND SUBSIDIARY

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## FOR THE THREE MONTHS ENDED DECEMBER 31, 2006 AND 2005

## (Dollars in thousands, except per share data)

## (Unaudited)

## 1. BASIS OF PRESENTATION

The condensed consolidated financial statements include the accounts of BofI Holding, Inc. and its wholly owned subsidiary, Bank of Internet USA (the Bank and collectively with BofI Holding, the Company ). All significant intercompany balances have been eliminated in consolidation.

The accompanying interim condensed consolidated financials statements, presented in accordance with accounting principles generally accepted in the United States of America ( GAAP ), are unaudited and reflect all adjustments which, in the opinion of management, are necessary for a fair statement of financial condition and results of operations for the interim periods. All adjustments are of a normal and recurring nature. Results for the six months ended December 31, 2006 are not necessarily indicative of results that may be expected for any other interim period or for the year as a whole. Certain information and note disclosures normally included in annual financial statements prepared in accordance with GAAP have been condensed or omitted. The unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes for the year ended June 30, 2006 included in our Annual Report on Form 10-K/A.

Certain reclassifications have been made to the prior-period financial statements to conform to the current period presentation.

## 2. SIGNIFICANT ACCOUNTING POLICIES

Allowance for Loan Losses The allowance for loan losses is maintained at a level estimated to provide for probable losses in the loan portfolio. Management determines the adequacy of the allowance based on reviews of individual loans and pools of loans, recent loss experience, current economic conditions, the risk characteristics of the various categories of loans and other pertinent factors. This evaluation is inherently subjective and requires estimates that are susceptible to significant revision as more information becomes available. The allowance is increased by the provision for loan losses, which is charged against current period operating results and recoveries of loans previously charged-off. The allowance is decreased by the amount of charge-offs of loans deemed uncollectible.

Under the allowance for loan loss policy, impairment calculations are determined based on general portfolio data for general reserves and loan level data for specific reserves. Specific loans are evaluated for impairment and are classified as nonperforming or in foreclosure when they are 90 days or more delinquent. A loan is considered impaired when, based on current information and events, it is probable that the Bank will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Impairment is measured on a loan-by-loan basis by either the present value of expected future cash flows discounted at the loan s effective interest rate or the fair value of the collateral if repayment of the loan is expected primarily from the sale of collateral.

General loan loss reserves are calculated by grouping each loan by collateral type and by grouping the loan-to-value ratios of each loan within the collateral type. Loan-to-value ratios are calculated using the loan principal balance at period end and the loan valuation at the time of origination or purchase of loan. An estimated allowance rate for each loan-to-value group within each type of loan is multiplied by the total principal amount in the group to calculate the required general reserve attributable to that group. Management uses an allowance rate that provides a larger loss allowance for loans with greater loan-to-value ratios. Specific reserves are calculated when an internal asset review of a loan identifies a significant adverse change in the financial position of the borrower or the value of the collateral. The specific reserve is based on discounted cash flows, observable market prices or the estimated value of underlying collateral.

Derivatives and Hedging Activities Derivative contracts, such as an interest rate cap, are recorded on the balance sheet, either as an asset or a liability or as a component of the hedged item, at their fair value. On the date that we enter into a derivative contract, we designate the derivative as (1) a hedge of (a) a forecasted transaction or (b) the variability of cash flows that are to be received or paid in connection with a recognized asset or liability (a cash flow hedge); (2) a hedge of (a) the exposure to changes in the fair value of a recognized asset or liability or (b) an unrealized firm commitment; or (3) an instrument that is held for trading or non-hedging purposes (a trading or non-hedging instrument).

Changes in the fair value of derivative trading and non-hedging instruments are reported in current-period earnings. We formally document all relationships between hedging instruments and hedged items, as well as our risk management objective and strategy for undertaking various hedge transactions.

## Table of Contents

The fair value of derivative instruments is based on quoted market prices received from independent sources. Active markets may not exist for our derivative instruments. Consequently, the independent sources we use to obtain quoted market prices may be using estimating techniques, such as discounted cash flow analysis and comparison to similar instruments to determine the fair value of our derivative instruments. Estimates developed by these independent sources are subjective and require the judgment of the independent sources regarding significant matters such as the amount, timing and probabilities of potential future cash flows. Since these estimates are made as of a specific point in time, they are susceptible to material change over time.

Stock-Based Compensation The Company determines stock-based compensation expense using the fair value method required by Statement of Financial Accounting Standards ( SFAS ) No. 123(R), Share-based Payment. Refer to Note 4, Stock-based Compensation below, for additional disclosures.

New Accounting Pronouncements In June 2006, the Financial Accounting Standards Board ( FASB ) issued Interpretation No. 48, Accounting for Uncertainty in Income Taxes an Interpretation of FASB Statement No. 109 (FIN 48), which clarifies the accounting for uncertainty in income taxes recognized in a company s financial statements in accordance with SFAS 109, Accounting for Income Taxes. FIN 48 prescribes a recognition and measurement threshold for a tax position taken or expected to be taken in a tax return. FIN 48 also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure, and transition. FIN 48 is effective for fiscal years beginning after December 15, 2006. The Company has not completed its evaluation of the impact of the adoption of FIN 48.

In February 2006, the FASB issued SFAS No. 155, Accounting for Certain Hybrid Financial Instruments an amendment to FASB Statements No. 133 and 140. SFAS No. 155 permits fair value remeasurement for any hybrid financial instrument that contains an embedded derivative that otherwise would require bifurcation. It also clarifies which interest-only strips and principal-only strips are not subject to the requirements of SFAS No. 133 and establishes a requirement to evaluate interests in securitized financial assets to identify interests that contain an embedded derivative requiring bifurcation. SFAS No. 155 is effective for all financial instruments acquired or issued after the beginning of an entity s first fiscal year that begins after September 15, 2006. The Company has not completed its evaluation of the impact of adopting SFAS No. 155.

In September 2006, the Securities and Exchange Commission released Staff Accounting Bulletin (SAB) 108. This SAB provides detailed guidance to registrants in the determination of what is material to their financial statements. This SAB is required to be applied to annual financial statements for years ending after November 15, 2006. Upon adoption, the cumulative effect of applying the new guidance is to be reflected as an adjustment to opening retained earnings as of the beginning of the current fiscal year. The Company has not completed its evaluation of the impact of SAB 108.

## 3. SECURITIES SOLD UNDER AGREEMENTS TO REPURCHASE

On November 2, 2006, the Company sold securities under an agreement to repurchase for proceeds of $\$ 15,000$ with a fixed interest rate of $4.22 \%$ and a scheduled maturity of November 2, 2013. Under this agreement, the Company may be required to repay the $\$ 15,000$ and repurchase its securities before the scheduled maturity if the issuer so requests repayment either on November 2, 2007 or quarterly, thereafter, until maturity.

## 4. STOCK-BASED COMPENSATION

The Company has two stock incentive plans, the 1999 Stock Option Plan, as amended and restated, and the 2004 Stock Incentive Plan (collectively, the Plans ), which provide for the granting of non-qualified and incentive stock options, restricted stock and restricted stock units, stock appreciation rights and other awards to employees, directors and consultants.

1999 Stock Option Plan In July 1999, the Company s Board of Directors approved the 1999 Stock Option Plan and in August 2001, the Company s shareholders approved an amendment to the 1999 Plan such that $15 \%$ of the outstanding shares of the Company would always be available for grants under the 1999 Plan. The 1999 Plan is designed to encourage selected employees and directors to improve operations and increase profits, to accept or continue employment or association with the Company through participation in the growth in the value of the common stock. The 1999 Plan provisions require that option exercise prices be not less than fair market value per share of common stock on the option grant date for incentive and nonqualified options. The options issued under the 1999 Plan generally vest in between three and five years. Option expiration dates are established by the plan administrator but may not be later than 10 years after the date of the grant.

2004 Stock Incentive Plan In October 2004, the Company s Board of Directors and the stockholders approved the 2004 Stock Incentive Plan. The maximum number of shares of common stock available for issuance under the 2004 Stock Incentive Plan, plus the number of shares of common stock available for issuance under the 1999 Stock Option Plan will be equal to $14.8 \%$ of the Company s outstanding common stock at any time. However, the number of shares available for issuance as restricted stock grants may not

## Table of Contents

exceed $5 \%$ of the Company s outstanding common stock (subject to the overall maximum of $14.8 \%$ of the outstanding shares of common stock). Each share of restricted stock that is issued under the 2004 Stock Incentive Plan and vests will be deemed to be the issuance of three shares for purposes of calculating the overall maximum number of shares of common stock available for issuance under the Plans but not for purposes of calculating the above $5 \%$ limit applicable to the issuance of restricted stock. At December 31, 2006, there were a maximum of $1,223,786$ option shares available for issuance under the limits of the Plans described above.

Stock Options Prior to July 1, 2005, the Company accounted for the Plans under the recognition and measurement provisions of APB Opinion No. 25 and related Interpretations, as permitted by SFAS No. 123. No stock option compensation cost was recognized in the income statements as all options granted had an exercise price equal to the market value of the underlying common stock on the grant date.

Effective July 1, 2005, the Company adopted the fair value recognition provisions of SFAS No. 123(R), Share-Based Payment, using the modified-prospective-transition method. Under this method, compensation cost recognized for the period includes compensation cost for all options granted prior to, but not yet vested as of July 1, 2005, and all options granted subsequent to January 1, 2005, based on the grant date fair value estimated in accordance with the provisions of Statements No. 123 and 123(R), respectively. Under this transition method, the Company was not required to restate its operating results for periods ending prior to July 1, 2005 for additional compensation cost associated with the change to fair value recognition.

The Company s income before income taxes and net income for the quarters ended December 31, 2006 and 2005 included stock option compensation expense of $\$ 122$ and $\$ 92$, respectively. For the six months ended December 31, 2006 and 2005, the Company s income before income taxes and net income included stock option compensation expense of $\$ 221$ and $\$ 171$, respectively. At December 31, 2006, unrecognized compensation expense related to non-vested grants aggregated to $\$ 1,075$ and is expected to be recognized in future periods as follows:

|  | Stock Option <br> Compensation <br> Expense |
| :--- | :---: |
| Remainder of fiscal: | $\$$ |
| 2007 | 214 |
| 2008 | 429 |
| 2009 | 322 |
| 2010 | $\$ 100$ |
| 2011 | 10 |
| Total | $\$$ |

On July 24, 2006 and on October 19, 2006 the Company granted stock options for 140,000 and 20,000 shares, respectively to directors and employees under the 2004 Plan. The non-qualified stock options were issued with a grant-day exercise price, equal to the market price and with vesting periods of three years for directors and four years for employees, with no vesting until after 12 months. The fair value of each option awarded under the Plans is estimated on the date of grant based on the Black Scholes option pricing model. The weighted average grant-date fair value and the assumptions used in the valuations for each period are summarized as follows:

For the Six Months Ended

|  | For the Three Months Ended December 31, |  | December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 |
| Weighted-average grant-date fair value per share | \$2.80 | \$3.52 to \$3.60 | \$2.80 to \$3.09 | \$3.52 to \$4.02 |
| Assumptions used: |  |  |  |  |
| Risk-free interest rates | 4.75\% | 4.34\% to $4.46 \%$ | 4.75\% to 5.00\% | 4.10\% to 4.46\% |
| Dividends | 0\% | 0\% | 0\% | 0\% |
| Volatility | 31.87\% | $35.32 \%$ to $35.41 \%$ | $31.87 \%$ to 32.45\% | $35.14 \%$ to $35.41 \%$ |
| Weighted-average expected life | 6.25 years | 6.0 to 6.25 years | 6.0 to 6.25 years | 6.0 to 6.25 years |
| Grant-date market and exercise price | \$6.76 | \$8.10 to \$8.50 | \$6.76 to \$7.35 | \$8.10 to \$9.50 |

## Table of Contents

Prior to March 15, 2005, the Company was a nonpublic entity and used the minimum value method, which excludes a volatility factor in estimating the value of stock options in accordance with SFAS 123. The Company was a public entity at the time SFAS 123(R) became effective. After the Company became publicly traded on March 15, 2005, expected volatilities have been based on the historical volatility of the Company s common stock and the common stock volatility of similar banks with a longer history of public trading. The weighted-average expected life of options granted is based upon an estimate of the life, as prescribed in SAB 107. A forfeiture rate of $1.5 \%$ was estimated for fair value calculations made during the quarter ended December 31, 2006 based upon past experience.

A summary of stock option activity under the Plans during the period July 1, 2005 to December 31, 2006 is presented below:

|  | Number of Shares | WeightedAverage Exercise Price Per Share |  |
| :---: | :---: | :---: | :---: |
| Outstanding July 1, 2005 | 722,017 | \$ | 6.11 |
| Granted | 247,900 | \$ | 9.32 |
| Exercised | $(101,602)$ | \$ | 4.19 |
| Cancelled | $(52,246)$ | \$ | 9.86 |
| Outstanding June 30, 2006 | 816,069 | \$ | 7.08 |
| Granted | 160,000 | \$ | 7.28 |
| Cancelled | $(24,000)$ | \$ | 8.34 |
| Outstanding December 31, 2006 | 952,069 | \$ | 7.08 |
| Options exercisable June 30, 2006 | 518,500 | \$ | 5.72 |
| Options exercisable December 31, 2006 | 616,941 | \$ | 6.33 |

## Table of Contents

The following table summarizes information as of December 31, 2006 concerning currently outstanding and exercisable options:

|  | Options Outstanding | Weighted- <br> Average <br> Remaining <br> Contractual <br> Life (Years) | Number <br> Exercise | Number <br> Outstanding | 3.2 |
| :--- | :---: | ---: | :--- | :---: | :---: |

The aggregate intrinsic value of options outstanding and options exercisable under the Plans at December 31, 2006 were $\$ 1,051$ and $\$ 1,047$, respectively.

Restricted Stock Grants Restricted stock totaling 16,100 shares were granted to directors on July 24, 2006. The restricted stock vests one-third on each one-year anniversary of the grant date.

The Company s income before income taxes and net income for the quarters ended December 31, 2006 and 2005 included restricted stock compensation expense of $\$ 24$ and $\$ 13$, respectively. For the six months ended December 31, 2006 and 2005, the Company s income before income taxes and net income included restricted stock compensation expense of $\$ 45$ and $\$ 24$, respectively. The Company recognizes compensation expense based upon the grant-date fair value divided by the vesting and the service period between each vesting date. At December 31, 2006, unrecognized compensation expense related to non-vested grants aggregated to $\$ 187$ and is expected to be recognized in future periods as follows:

|  | Restricted Stock <br> Compensation <br> Expense |  |
| :--- | ---: | ---: |
| Remainder of fiscal: | $\$$ | 47 |
| 2007 | 95 |  |
| 2008 | 43 |  |
| 2009 | 4010 | 2 |
| Total | $\$$ | 187 |

## Table of Contents

The following table presents the status and changes in restricted stock grants from July 1, 2005 through December 31, 2006:

|  | Weighted- <br> Average |  |  |
| :--- | :---: | :---: | :---: |
| Non-vested balance at July 1, 2005 | Restricted Stock <br> Shares | Grant-Date <br> Fair Value |  |
| Granted <br> Vested <br> Forfeited | 19,300 | $\$$ | 9.50 |
| Non-vested balance at June 30, 2006 | $(1,800)$ | $\$$ | 9.50 |
| Granted | 17,500 | $\$$ | 9.50 |
| Vested | 16,100 | $\$$ | 7.35 |
| Non-vested balance at December 31, 2006 | $(5,831)$ | $\$$ | 9.50 |

2004 Employee Stock Purchase Plan In October 2004, the Company s Board of Directors and stockholders approved the 2004 Employee Stock Purchase Plan, which is intended to qualify as an Employee Stock Purchase Plan under Section 423 of the Internal Revenue Code. An aggregate of 500,000 shares of the Company s common stock has been reserved for issuance and will be available for purchase under the 2004 Employee Stock Purchase Plan. At December 31, 2006, there have been no shares issued under the 2004 Employee Stock Purchase Plan.

## 5. EARNINGS PER SHARE

Information used to calculate earnings per share was as follows:

|  | Three Months |  |  |  | Six Months |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ended December 31, |  |  |  | Ended December 31, |  |  |  |
| Net income | \$ | 807 | \$ | 750 | \$ | 1,553 | \$ | 1,596 |
| Dividends on preferred stock |  | 79 |  | 102 |  | 157 |  | 203 |
| Net income attributable to common shares | \$ | 728 | \$ | 648 | \$ | 1,396 | \$ | 1,393 |
| Weighted-average shares: |  |  |  |  |  |  |  |  |
| Basic weighted-average number of common shares outstanding and average common shares earned on restricted stock awards |  | 8,276,926 |  | 8,262,759 |  | 8,312,267 |  | 8,281,453 |
| Dilutive effect of stock options |  | 114,358 |  | 193,138 |  | 119,146 |  | 200,848 |
| Dilutive weighted-average number of common shares outstanding |  | 8,391,284 |  | 8,455,897 |  | 8,431,413 |  | 8,482,301 |
| Net income per common share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.09 | \$ | 0.08 | \$ | 0.17 | \$ | 0.17 |
| Diluted | \$ | 0.09 | \$ | 0.08 | \$ | 0.17 | \$ | 0.16 |

Options and stock grants of 588,614 and 488,888 shares for the three months ended December 31, 2006 and 2005, respectively, were not included in determining diluted earnings per share, as they were antidilutive.

## Table of Contents

## 6. COMMITMENTS AND CONTINGENCIES

Operating Leases On April 25, 2005, the Company entered into an operating lease for its new corporate office, which commenced on June 15, 2005 and will expire on October 31, 2012. Under the lease terms, the Company leases 12,364 square feet and pays utilities and its proportional share of Common Operating Costs . The future minimum lease payments under this noncancelable lease as of June 30, 2006 are: $\$ 306, \$ 315$, $\$ 323$, and $\$ 1,154$ for the years ending June $30,2007,2008,2009$, and the remainder of the term thereafter, respectively.

Credit-Related Financial Instruments The Company is a party to credit-related financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. At December 31, 2006, the Company had $\$ 3.3$ million commitments to fund loans.

## Table of Contents

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


#### Abstract

The following discussion provides information about the results of operations, financial condition, liquidity, off balance sheet items, contractual obligations and capital resources of BofI Holding, Inc. and subsidiary. This information is intended to facilitate the understanding and assessment of significant changes and trends related to our financial condition and the results of our operations. This discussion and analysis should be read in conjunction with our financial information in our Annual Report on Form 10-K/A and the accompanying interim unaudited condensed consolidated financial statements and notes thereto.


Certain matters discussed in this report may constitute forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act ), and as such, may involve risks and uncertainties. These forward-looking statements can be identified by the use of terminology such as estimate, project, anticipate, expect, intends, believe, will, or the negative thereof or other thereon or comparable terminology, or by discussions of strategy that involve risks and uncertainties. These forward-looking statements relate to, among other things, expectations of the environment in which the Company operates and projections of future performance. Forward-looking statements are inherently unreliable and actual results may vary. Factors that could cause actual results to differ from these forward-looking statements include economic conditions, changes in the interest rate environment, changes in the competitive marketplace, risks associated with credit quality and other risk factors discussed under the heading Risk Factors in our Prospectus dated March 14, 2005, and under the heading
Management s Discussion and Analysis of Financial Condition and Results of Operations Factors That May Affect Our Performance in our Annual Report on Form 10-K/A for the year ended June 30, 2006, both of which have been filed with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. All written and oral forward-looking statements made in connection with this report, which are attributable to us or persons acting on our behalf are expressly qualified in their entirety by the foregoing information.

## General

Our company, BofI Holding, Inc., is the holding company for Bank of Internet USA, a consumer-focused, nationwide savings bank operating primarily over the Internet. We offer loans and deposits in all 50 states to our customers directly through our websites, including www.BankofInternet.com, www.BofI.com, www.SeniorBofI.com, www.myrvbank.com and www.Apartmentbank.com. We are a unitary savings and loan holding company and, along with Bank of Internet USA, are subject to primary federal regulation by the Office of Thrift Supervision.

Using online applications on our websites, our customers apply for deposit products, including time deposits, interest-bearing demand accounts (including interest-bearing checking accounts) and savings accounts (including money market savings accounts). We specialize in originating and purchasing small- to medium-size multifamily mortgage loans. We manage our cash and cash equivalents based upon our need for liquidity, and we seek to minimize the assets we hold as cash and cash equivalents by investing our excess liquidity in higher yielding assets such as loans or securities.

## Critical Accounting Policies

Our consolidated financial statements and the notes thereto, have been prepared in accordance with accounting principles generally accepted in the United States of America. The preparation of these consolidated financial statements requires us to make a number of estimates and assumptions that affect the reported amounts and disclosures in the consolidated financial statements. On an ongoing basis, we evaluate our estimates and assumptions based upon historical experience and various factors and circumstances. We believe that our estimates and assumptions are reasonable under the circumstances. However, actual results may differ significantly from these estimates and assumptions that could have a material effect on the carrying value of assets and liabilities at the balance sheet dates and our results of operations for the reporting periods.

Our significant accounting policies and practices are described in greater detail in Note 1 to our June 30, 2006 audited consolidated financial statements and under the caption Management s Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies contained in our Annual Report on Form 10-K/A filed with the Securities and Exchange Commission.

## Table of Contents

## Selected Financial Data

The following tables set forth certain selected financial data concerning the periods indicated:

## BofI HOLDING, INC.

## SELECTED CONSOLIDATED FINANCIAL INFORMATION

(Dollars in thousands, except per share data)

|  | $\begin{gathered} \text { December 31, } \\ 2006 \end{gathered}$ |  | June 30, 2006 | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Selected Balance Sheet Data: |  |  |  |  |  |
| Total assets | \$ | 803,368 | \$ 737,835 | \$ | 681,492 |
| Loans - net of allowance for loan losses |  | 512,935 | 533,641 |  | 545,208 |
| Loans held for sale |  |  |  |  |  |
| Allowance for loan losses |  | 1,370 | 1,475 |  | 1,560 |
| Mortgage-backed securities available for sale |  | 198,532 | 127,261 |  | 79,401 |
| Investment securities held to maturity |  | 40,027 | 12,375 |  | 7,644 |
| Total deposits |  | 466,418 | 424,204 |  | 399,387 |
| Securities sold under agreements to repurchase |  | 15,000 |  |  |  |
| Advances from the FHLB |  | 242,235 | 236,177 |  | 205,620 |
| Junior subordinated debentures |  | 5,155 | 5,155 |  | 5,155 |
| Total stockholders equity |  | 71,428 | 70,246 |  | 68,962 |


|  | At or For the Three Months Ended December 31, 2006 2005 |  |  |  | At or For the Six Months Ended December 31, 2006 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected Income Statement Data: |  |  |  |  |  |  |  |  |
| Interest and dividend income | \$ | 10,731 | \$ | 8,028 | \$ | 20,703 | \$ | 15,219 |
| Interest expense |  | 8,228 |  | 5,570 |  | 15,764 |  | 10,294 |
| Net interest income |  | 2,503 |  | 2,458 |  | 4,939 |  | 4,925 |
| Provision for loan losses |  | (80) |  | 135 |  | (105) |  | 145 |
| Net interest income after provision for loan losses |  | 2,583 |  | 2,323 |  | 5,044 |  | 4,780 |
| Non-interest income |  | 378 |  | 355 |  | 745 |  | 765 |
| Non-interest expense |  | 1,613 |  | 1,421 |  | 3,191 |  | 2,885 |
| Income before income tax expense |  | 1,348 |  | 1,257 |  | 2,598 |  | 2,660 |
| Income tax expense |  | 541 |  | 507 |  | 1,045 |  | 1,064 |
| Net income | \$ | 807 | \$ | 750 | \$ | 1,553 | \$ | 1,596 |
| Net income attributable to common stock | \$ | 728 | \$ | 648 | \$ | 1,396 | \$ | 1,393 |
| Per Share Data: |  |  |  |  |  |  |  |  |
| Net income: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.09 | \$ | 0.08 | \$ | 0.17 | \$ | 0.17 |
| Diluted | \$ | 0.09 | \$ | 0.08 | \$ | 0.17 | \$ | 0.16 |
| Book value per common share | \$ | 8.01 | \$ | 7.61 | \$ | 8.01 | \$ | 7.61 |
| Tangible book value per common share | \$ | 8.01 | \$ | 7.61 | \$ | 8.01 | \$ | 7.61 |
| Weighted average number of common shares outst |  |  |  |  |  |  |  |  |


| Basic | $8,276,926$ | $8,262,759$ | $8,312,267$ | $8,281,453$ |
| :--- | :--- | :--- | :--- | :--- |
| Diluted | $8,391,284$ | $8,455,897$ | $8,431,413$ | $8,482,301$ |
| Common shares outstanding at end of period | $8,268,825$ | $8,193,906$ | $8,268,825$ | $8,193,906$ |
| Common shares issued at end of period | $8,577,825$ | $8,318,406$ | $8,577,825$ | $8,318,406$ |

Table of Contents

## BofI HOLDING, INC.

## SELECTED CONSOLIDATED FINANCIAL INFORMATION

## (Dollars in thousands, except per share data)

$\left.\begin{array}{l|r|rrr} & \begin{array}{c}\text { At or For the Three Months } \\ \text { Ended December 31, } \\ \mathbf{2 0 0 6}\end{array} & \begin{array}{c}\text { At or For the Six Months } \\ \text { Ended December 31, } \\ \mathbf{2 0 0 6}\end{array} \\ \text { 2005 }\end{array}\right\}$

Allowance for loan losses to nonperforming loans(5)
(1) Interest rate spread represents the difference between the annualized weighted average yield on interest-earning assets and the weighted average rate paid on interest-bearing liabilities.
(2) Net interest margin represents annualized net interest income as a percentage of average interest-earning assets.
(3) Efficiency ratio represents non-interest expense as a percentage of the aggregate of net interest income and non-interest income.
(4) Reflects regulatory capital ratios of Bank of Internet USA only.
(5) At December 31, 2006 and 2005, we had no nonperforming loans, no foreclosures and no specific loan loss allowances.

OVERVIEW

During the quarter ended December 31, 2006, we earned $\$ 807,000$, or $\$ 0.09$ per diluted share compared to $\$ 750,000$, or $\$ 0.08$ per diluted share for the three months ended December 31, 2005. Our quarterly net income increased $7.6 \%$ and our earnings per share increased $12.5 \%$ in the 2006 quarter compared to 2005. Key comparisons between our operating results for the quarter ended December 2006 compared to December 2005 are:
net interest income increased $\$ 45,000$ in 2006 primarily due to our $17.8 \%$ increase in average earning assets, which was partially offset by a 20 basis point decrease in net interest margin;
non-interest income increased $\$ 23,000$ primarily due to an increase in gains on sales of securities, substantially offset by lower mortgage loan prepayment penalty and mortgage banking fees;

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non-interest expense for the 2006 quarter increased $\$ 192,000$ primarily due to increases in salaries and benefits, professional services, advertising and promotional, and data processing and internet expenses. Our efficiency ratio was $56.0 \%$ in the 2006 quarter compared to $50.5 \%$ for 2005.

## Table of Contents

Our earnings rely on our net interest income and our net interest income has been negatively impacted by the flattening and inversion of the yield curve. Our net interest margin declined to $1.29 \%$ for the three months ended December 31, 2006 from $1.49 \%$ for the three months ended December 31, 2005. The flattening yield curve has caused our deposit rates and interest expense to increase without a proportional increase in our interest earned on our loans and mortgage-backed securities.

## RESULTS OF OPERATIONS Comparison of Three Months and the Six Months Ended December 31, 2006 and 2005

Net income for the three months ended December 31, 2006 increased $\$ 57,000$ to $\$ 807,000$ or $\$ 0.09$ per diluted share, compared to $\$ 750,000$ or $\$ 0.08$ per diluted share for the three months ended December 31, 2005. Net income before income tax for the three months ended December 31, 2006 increased by approximately $\$ 0.09$ million to $\$ 1.35$ million compared to $\$ 1.26$ million for the three months ended December 31 , 2005. The increase resulted primarily from the $\$ 215,000$ favorable change in the loan loss provision, a $\$ 45,000$ increase in net interest income and a $\$ 23,000$ increase in non-interest income, partially offset by a $\$ 192,000$ increase in non-interest expense

For the six months ended December 31, 2006, net income decreased $\$ 43,000$ or $\$ 0.01$ per diluted share compared to the six months ended December 31, 2005. The net income decrease of $\$ 43,000$ during the six months ended December 31, 2006 was primarily due to increased non-interest expense of $\$ 306,000$, partially offset by a net $\$ 250,000$ favorable change in loan loss provisions. Our annualized return on average equity was $4.24 \%$ for the six months ended December 31, 2006, down from $4.46 \%$ at December 31, 2005.

## Net Interest Income

Net interest income for the quarter ended December 31, 2006 totaled $\$ 2.5$ million, a $1.8 \%$ increase compared to net interest income of $\$ 2.5$ million for the quarter ended December 31, 2005.

Total interest and dividend income during the quarter ended December 31, 2006 increased $33.7 \%$ to $\$ 10.7$ million, compared with $\$ 8.0$ million during the quarter ended December 31, 2005. The increase in interest and dividend income for the quarter is attributable to growth in average earning assets, primarily loans and investment securities (primarily mortgage-back securities). Comparing average balances for the quarters, December 2006 compared to 2005, investment securities grew $140.3 \%$. Higher rates on new loans and rate adjustments in the loan portfolio caused the loan portfolio yield for the 2006 quarter to increase 57 basis points compared with the same period in 2005, contributing to the increase in interest income. The net growth in average earning assets for the three-month period was funded largely by increases in time deposits, securities sold under agreements to repurchase and advances from the FHLB, which account for the majority of the increases in interest expense. Total interest expense during the quarter ended December 31, 2006 increased $47.7 \%$ to $\$ 8.2$ million, compared with $\$ 5.6$ million during the quarter ended December 31, 2005. Comparing average balances for the quarter ended December 2006 to 2005, time deposits and advances from the FHLB grew $22.3 \%$ and $26.9 \%$, respectively. Higher rates paid on new time deposits caused the time deposit rate for the 2006 quarter to increase 103 basis points compared with same period in 2005. Similarly, higher rates paid on new FHLB advances caused the rate for 2006 to increase 56 basis points compared with same period in 2005. The combined rate and rate / volume variance (primarily from increases in time deposits and FHLB advance rates) accounted for $58.7 \%$ of the total increase in interest expense for the quarter comparison.

Net interest margin, defined as net interest income divided by average earning assets, decreased by 20 basis points to $1.29 \%$ for the quarter ended December 31, 2006, compared with $1.49 \%$ for the quarter ended December 31, 2005. The net interest margin declined for the quarter as a result of the flattening and the inversion of the yield curve. During the second quarter of fiscal 2007, we increased our investment in mortgage-backed securities, because we believed they offered better relative credit risk compared to the pricing levels of mortgage whole loans. The mortgage-backed securities we purchased provide a guarantee from a government-sponsored entity like FNMA, while single-family whole loan originations and purchases do not have a credit guarantee. Generally, the credit risk premiums on mortgage whole loans (the difference between the interest rate earned on a whole loan and the rate earned on a long-term U.S. Treasury) have decreased over the last year. As result, high quality mortgage loan rates remain relatively low, contributing to our decrease in net interest margin. In October of 2006, we announced our intent to start originating second lien home equity loans and other consumer loans with higher yields to increase the loan portfolio yield.

Our net interest margin has also been negatively influenced by the flattening and the inversion of the yield curve. The interest rates we pay on our deposits generally move with short-term rates and the interest yield on our loans generally moves with long-term rates. Increases in the Fed Funds rates over the past two years have caused short-term rates to rise, without corresponding increases in long-term rates causing the yield curve to flatten. Our cost of funds (primarily deposit interest) for the quarter ended December 31, 2006, increased 86 basis points compared to the quarter ended December 31, 2005. Our yield on earning assets (primarily loan interest) for the quarter ended December 31, 2006, increased only 65 basis points. If the slope of the yield curve does not increase, we may not be able to grow the size of our earning assets at the same rate we have experienced over the past four years and our net interest margin may continue to decline and remain below historic levels.

## Table of Contents

## Average Balances, Net Interest Income, Yields Earned and Rates Paid

The following table presents information regarding (i) average balances; (ii) the total amount of interest income from interest-earning assets and the weighted average yields on such assets; (iii) the total amount of interest expense on interest-bearing liabilities and the weighted average rates paid on such liabilities; (iv) net interest income; (v) interest rate spread; and (vi) net interest margin for the three months ended December 31, 2006 and 2005:


## Liabilities and Stockholders Equity

| Interest-bearing demand and savings | \$ 60,432 | \$ | 505 | 3.34\% | \$ 73,500 | \$ 517 | 2.81\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time deposits | 394,929 |  | 4,871 | 4.93\% | 322,991 | 3,150 | 3.90\% |
| Securities sold under agreements to repurchase | 9,783 |  | 106 | 4.33\% |  |  |  |
| Advances from FHLB | 242,753 |  | 2,642 | 4.35\% | 191,258 | 1,814 | 3.79\% |
| Other borrowings | 5,155 |  | 104 | 8.07\% | 5,155 | 89 | 6.91\% |
| Total interest-bearing liabilities | 713,052 |  | 8,228 | 4.62\% | 592,904 | 5,570 | 3.76\% |
| Noninterest-bearing demand deposits | 1,021 |  |  |  | 4,541 |  |  |
| Other interest-free liabilities | 2,840 |  |  |  | 2,502 |  |  |
| Stockholders equity | 71,526 |  |  |  | 69,312 |  |  |
| Total liabilities and stockholders equity | \$ 788,439 |  |  |  | \$ 669,259 |  |  |
| Net interest income |  | \$ | 2,503 |  |  | \$ 2,458 |  |
| Net interest spread (5) |  |  |  | 0.90\% |  |  | 1.11\% |
| Net interest margin (6) |  |  |  | 1.29\% |  |  | 1.49\% |

(1) Annualized
(2) Loans include loans held for sale, loan premiums and unearned fees.
(3) Interest income includes reductions for amortization of loan and investment securities premiums and earnings from accretion of discounts and loan fees. Loan fee income is not significant. The rate earned on loans does not include loan prepayment penalty income, which is classified as non-interest income.
(4) All investments are taxable.
(5) Interest rate spread represents the difference between the weighted average yield on interest-earning assets and the weighted average rate paid on interest-bearing liabilities.
(6) Net interest margin represents net interest income annualized as a percentage of average interest-earning assets.

## Table of Contents

The following table presents information regarding (i) average balances; (ii) the total amount of interest income from interest-earning assets and the weighted average yields on such assets; (iii) the total amount of interest expense on interest-bearing liabilities and the weighted average rates paid on such liabilities; (iv) net interest income; (v) interest rate spread; and (vi) net interest margin for the six months ended December 31 , 2006 and 2005:

|  | For the Six Months Ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balanc | 2006 <br> Interest <br> Income / <br> Expense | Rates <br> Earned / <br> Paid(1) A <br> (Dollars in t | verage Balanc ousands) | $2005$ <br> Interest <br> Income / <br> Expense | Rates <br> Earned / <br> Paid(1) |
| Assets |  |  |  |  |  |  |
| Loans (2) (3) | \$ 523,938 | \$ 14,668 | 5.60\% | \$ 515,530 | \$ 12,986 | 5.04\% |
| Federal funds sold | 16,114 | 424 | 5.26\% | 5,027 | 96 | 3.82\% |
| Interest-bearing deposits in other financial institutions | 15,237 | 406 | 5.33\% | 14,316 | 295 | 4.12\% |
| Investment securities (3) (4) | 192,516 | 4,876 | 5.07\% | 91,150 | 1,638 | 3.59\% |
| Stock of FHLB, at cost | 11,666 | 329 | 5.64\% | 8,952 | 204 | 4.56\% |
| Total interest-earning assets | 759,471 | 20,703 | 5.45\% | 634,975 | 15,219 | 4.79\% |
| Non-interest earning assets | 10,727 |  |  | 9,377 |  |  |
| Total assets | \$ 770,198 |  |  | \$ 644,352 |  |  |

## $\underline{\text { Liabilities and Stockholders Equity }}$

| Interest-bearing demand and savings | \$ 61,348 | \$ | 1,027 | 3.35\% | \$ 77,321 | \$ | 1,025 | 2.65\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time deposits | 383,599 |  | 9,213 | 4.80\% | 307,156 |  | 5,847 | 3.81\% |
| Securities sold under agreements to repurchase | 4,891 |  | 105 | 4.29\% |  |  |  |  |
| Advances from FHLB | 240,125 |  | 5,210 | 4.34\% | 176,879 |  | 3,252 | 3.68\% |
| Other borrowings | 5,155 |  | 209 | 8.11\% | 5,155 |  | 170 | 6.60\% |
| Total interest-bearing liabilities | 695,118 |  | 15,764 | 4.54\% | 566,511 |  | 10,294 | 3.63\% |
| Noninterest-bearing demand deposits | 1,074 |  |  |  | 6,196 |  |  |  |
| Other interest-free liabilities | 2,920 |  |  |  | 2,478 |  |  |  |
| Stockholders equity | 71,086 |  |  |  | 69,167 |  |  |  |
| Total liabilities and stockholders equity | \$770,198 |  |  |  | \$ 644,352 |  |  |  |
| Net interest income |  | \$ | 4,939 |  |  | \$ | 4,925 |  |
| Net interest spread (5) |  |  |  | 0.91\% |  |  |  | 1.16\% |
| Net interest margin (6) |  |  |  | 1.30\% |  |  |  | 1.55\% |

(1) Annualized
(2) Loans include loans held for sale, loan premiums and unearned fees.
(3) Interest income includes reductions for amortization of loan and investment securities premiums and earnings from accretion of discounts and loan fees. Loan fee income is not significant. The rate earned on loans does not include loan prepayment penalty income, which is classified as non-interest income.
(4) All investments are taxable.
(5) Interest rate spread represents the difference between the weighted average yield on interest-earning assets and the weighted average rate paid on interest-bearing liabilities.
(6) Net interest margin represents net interest income annualized as a percentage of average interest-earning assets.

## Table of Contents

## Analysis of Changes in Net Interest Income

Changes in net interest income are a function of changes in rates and volumes of both interest-earning assets and interest-bearing liabilities. The following table presents information regarding changes in interest income and interest expense for the periods indicated. The total change for each category of interest earning asset and interest-bearing liability is segmented into the change attributable to changes in volume (changes in volume multiplied by prior rate), the change attributable to variations in interest rates (changes in rates multiplied by old volume) and the change attributable to changes in rate/volume (change in rate multiplied by the change in volume):

|  | For the Three Months Ended December 31, 2006 vs. 2005 Increase (decrease) due to |  |  |  |  |  |  | For the Six Months Ended December 31, 2006 vs. 2005 Increase (decrease) due to |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume |  | Rate |  | Rate / olume |  | otal net rease rease) | Volume (In Tho | $\begin{aligned} & \text { Rate } \\ & \text { sands) } \end{aligned}$ |  |  |  | tal net crease crease) |
| Increase / (decrease) in interest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ (183) |  | 767 |  | (13) | \$ | 571 | \$ 212 | \$ 1,443 | \$ | 27 | \$ | 1,682 |
| Federal funds sold | 28 |  | 18 |  | 8 |  | 54 | 212 | 36 |  | 80 |  | 328 |
| Interest-bearing deposits in other financial institutions | (7) |  | 49 |  | (2) |  | 40 | 19 | 87 |  | 5 |  | 111 |
| Mortgage-backed security | 1,200 |  | 323 |  | 453 |  | 1,976 | 1,820 | 675 |  | 743 |  | 3,238 |
| Stock of Federal Home Loan Bank | 29 |  | 26 |  | 7 |  | 62 | 62 | 48 |  | 15 |  | 125 |
|  | \$ 1,067 |  | 1,183 |  | 453 |  | 2,703 | \$ 2,325 | \$ 2,289 | \$ | 870 |  | 5,484 |

Increase / (decrease) in interest expense:

|  | $(9)$ | 97 | $(17)$ | $(12)$ | $\$(212)$ | $\$ 271$ | $\$(57)$ | 2 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest-bearing demand and savings | 701 | 832 | 188 | 1,721 | 1,456 | 1,520 | 390 | 3,366 |  |
| Time deposits |  |  | 106 | 106 | 0 | 0 | 105 | 105 |  |
| Securities sold under agreements to repurchase | 488 | 268 | 72 | 828 | 1,164 | 584 | 210 | 1,958 |  |
| Federal Home Loan Bank advances |  | 15 |  | 15 |  | 39 |  | 39 |  |
| Other borrowings |  |  |  |  |  |  |  |  |  |
|  | $\$ 1,097$ | $\$ 1,212$ | $\$ 349$ | $\$ 2,658$ | $\$ 2,408$ | $\$ 2,414$ | $\$ 648$ | $\$$ | 5,470 |

## Provision for Loan Losses

The provision for loan losses was a benefit of $\$ 80,000$ for the quarter ended December 31, 2006, compared to an expense of $\$ 135,000$ for the quarter ended December 31, 2005. For the six months ended December 31, 2005, loan loss provisions amounted to a benefit of $\$ 105,000$, compared to a $\$ 145,000$ expense for the six months ended December 31, 2005. The benefit for the 2006 quarter was the result of the continued shifting of our investment mix out of multifamily and single family mortgage loans and into mortgage-backed securities. Provisions for loan losses are charged to income to bring the allowance for loan losses to a level deemed appropriate by management based on the factors discussed under the Allowance for Loan Losses section of this report.

## Table of Contents

## Non-interest Income

The following table sets forth information regarding our non-interest income for the periods shown:
$\left.\begin{array}{l|c|cccc} & \begin{array}{c}\text { For the Three Months Ended } \\ \text { December 31, }\end{array} & \begin{array}{c}\text { For the Six Months Ended } \\ \text { December 31, } \\ \text { 2005 }\end{array} \\ \text { 2006 } \\ \text { (In Thousands) }\end{array}\right)$

Non-interest income for the quarter ended December 31, 2006 increased $\$ 23,000$, or $6.5 \%$ to $\$ 378,000$ compared to $\$ 355,000$ for the quarter ended December 31, 2005. For the six months ended December 31, 2005, non-interest income decreased $2.6 \%$ to $\$ 745,000$ compared to $\$ 765,000$ for the period in 2005 . Decreases in prepayment penalty fee income and in mortgage banking income, partially offset by the gain on the sale of securities, are the primary reasons for the changes in non-interest income for both the quarter and six months ended December 31, 2006. During the 2006 quarter, available for sale securities totalling $\$ 35.7$ million were sold to provide proceeds to buy higher yielding whole loans and mortgage-backed securities and to reduce interest rate risk. A decrease in the volume of multifamily loan originations accounted for the decrease in mortgage banking fees for the three months and the six months ended December 31, 2006. There are many factors influencing borrowers decision to payoff loans early, making prepayment penalty fee income somewhat unpredictable from quarter to quarter.

## Non-interest Expense

The following table sets forth information regarding our non-interest expense for the periods shown:

|  | For the Three Months Ended December 31, 2006 2005 (In Thousands) |  |  |  | For the Six Months Ended <br> December 31, <br> 2006 <br> 2005 <br> (In Thousands) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Compensation: |  |  |  |  |  |  |  |  |
| Salaries and benefits | \$ | 604 | \$ | 543 | \$ | 1,203 | \$ | 1,191 |
| Stock-based compensation |  | 146 |  | 105 |  | 266 |  | 195 |
| Total compensation |  | 750 |  | 648 |  | 1,469 |  | 1,386 |
| Professional services |  | 181 |  | 130 |  | 337 |  | 242 |
| Occupancy and equipment |  | 90 |  | 81 |  | 180 |  | 171 |
| Data processing and internet |  | 153 |  | 119 |  | 283 |  | 228 |
| Depreciation and amortization |  | 21 |  | 22 |  | 42 |  | 49 |
| Other general and administrative |  | 418 |  | 421 |  | 880 |  | 809 |
| Total | \$ | 1,613 | \$ | 1,421 | \$ | 3,191 | \$ | 2,885 |
| Efficiency ratio (1) |  | 56.00\% |  | 50.50\% |  | 56.14\% |  | 50.70\% |
| Noninterest expense as annualized \% of average assets |  | 0.83\% |  | 0.85\% |  | 0.84\% |  | 0.90\% |

[^1]
## Table of Contents

Non-interest expense, which is comprised primarily of compensation, data processing and internet expenses, occupancy and other operating expenses, was $\$ 1.6$ million for the three months ended December 31, 2006 and $\$ 1.4$ million for the three months ended December 31, 2005. Non-interest expense increased $10.6 \%$ to $\$ 3.2$ million for the six months ended 2005 compared to $\$ 2.9$ million for the six months ended 2004.

Total compensation increased $\$ 102,000$ to $\$ 750,000$ for the quarter ended December 31,2006 , compared to $\$ 648,000$ for the same quarter last year. Stock-based employee compensation expense was $\$ 146,000$ for the three months ended December 31, 2006, compared to $\$ 105,000$ for the same period last year. Stock based compensation expensed increased in the 2006 quarter due to the grant of additional stock options to employees and directors on July 24, 2006. Salaries and benefits increased $\$ 61,000$ for the three months ended December 31, 2006 due primarily to an increase in wages and benefits of $\$ 82,000$ offset by loan commission decreases of $\$ 17,000$. For the six months ended December 31, 2006, compensation expense increased $\$ 86,000$ primarily due to a $\$ 71,000$ increase in stock-based compensation from new issues of stock options and stock grants.

Professional services, which include accounting and legal fees, increased for the quarter and six months ended December 31, 2006. The increases in professional services were primarily due to increased internal and external audit fees, and fees for consultants, offset by a decrease in investor relations expense.

Data processing and internet expense increased for the quarter and six months ended December 31, 2006 compared to 2005 generally due to the increase in the number of deposit customers, new website development costs, and the addition of third-party software for securities tracking and research.

Other general and administrative expenses include advertising and promotion, telephone, postage, supplies, insurance and other miscellaneous deposit and loan related expenses. Other general and administrative expenses decreased for the quarter ended December 31, 2006. The primary reasons for the decrease in other general and administrative expenses relate to decreased travel, insurance, and printing and training expenses offset with increases in loan and ATM expenses. For the six months ended December 31, 2006, other general and administrative expenses increased $\$ 71,000$ primarily due to increased advertising and promotional expenses.

Our efficiency ratio was $56.0 \%$ for the three months ended December 31, 2006, compared to $50.5 \%$ for the corresponding period in 2005. Our non-interest expense as a percent of average assets (G \& A ratio) was $0.83 \%$ for the three months ended December 31, 2006, compared to $0.85 \%$ for the corresponding period in 2005.

## Provision for Income Taxes

Our effective income tax rates (income tax provision divided by net income before income tax) for the three months ended December 31, 2006 and 2005 were $40.13 \%$ and $40.33 \%$, respectively. Our effective income tax rates for the six months ended December 31, 2006 and 2005 were $40.23 \%$ and $40.00 \%$, respectively. The variations in our effective tax rate have been primarily related to our investment in bank-owned life insurance (BOLI), which generates non-taxable income.

## Table of Contents

## FINANCIAL CONDITION

## Balance Sheet Analysis

Our total assets increased $\$ 65.5$ million, or $8.9 \%$, to $\$ 803.4$ million, as of December 31,2006 , up from $\$ 737.8$ million at June 30 , 2006. The increase in total assets was primarily due to the purchase of mortgage-backed securities and agency debt, which caused a net increase in mortgage-backed securities available for sale of $\$ 71.3$ million. The asset growth was funded by a net increase in deposits totalling $\$ 42.2$ million, a net increase in FHLB advances of $\$ 6.0$ million and $\$ 15.0$ million in securities sold under repurchase agreements.

During the six months ended December 31, 2006, our asset and liability mix changed primarily two ways. First, time deposits increased to $86.4 \%$ of total deposits, up from $84.4 \%$ at June 30, 2006. We expect this trend to continue as the rise in short-term rates has increased bank competition for time deposits making time deposit rates more attractive to many consumers. Second, we decreased our single family and multi family loan portfolio by $4.6 \%$, due primarily to principal repayments and payoffs. During the six months we purchased $\$ 30.5$ million in whole loans and $\$ 173.7$ million in mortgage-backed securities available for sale. We sold available for sale securities totalling $\$ 74.7$ million to provide proceeds to purchase higher yielding whole loans and mortgage-backed securities. Our decision to invest in either whole loans or mortgage-backed securities depends on a number of factors which often change from day to day including the number of opportunities to originate and purchase loan pools, the yields, the credit risk, changing mortgage repayment rates and the flattening in the yield curve. Furthermore, until the trends toward a flattening or inverting yield curve reverse, our ability to obtain mortgage loans and mortgage-backed securities that meet our yield requirements will be adversely affected. In October 2006, we announced our intentions to increase our originations of higher-yielding home equity loans and other consumer loans.

## Loans

Net loans held for investment decreased $\$ 20.7$ million, or $3.9 \%$ to $\$ 512.9$ million at December 31, 2006 from $\$ 533.6$ million at June 30 , 2006. The decrease in our single-family and multi-family loan portfolio was attributable to principal repayments and payoffs. Total loan purchases and originations for the six months ended December 31,2006 of $\$ 36.0$ million were added to the portfolio. Loan portfolio repayments were $\$ 56.1$ million for the six months ended December 31, 2006.

The following table sets forth the composition of the loan portfolio as of the dates indicated:

|  | December 31, 2006 |  | June 30, 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Percent | Amount | Percent |
| Residential real estate loans: |  |  |  |  |
| Single family (one to four units) | \$ 122,429 | 24.0\% | \$ 113,242 | 21.4\% |
| Home equity loans and lines of credit | 4,539 | 0.9\% | 628 | 0.1\% |
| Multifamily ( five units or more) | 369,204 | 72.4\% | 402,166 | 75.9\% |
| Commercial real estate and land | 14,011 | 2.7\% | 13,743 | 2.6\% |
| Consumer loans and other | 93 | 0.0\% | 81 | 0.0\% |
| Total loans | 510,276 | 100.0\% | 529,860 | 100.0\% |
| Allowance for loan losses | $(1,370)$ |  | $(1,475)$ |  |
| Unamortized premiums, net of deferred loan fees | 4,029 |  | 5,256 |  |
| Net loans | \$ 512,935 |  | \$ 533,641 |  |

The Bank originates and purchases mortgage loans with terms that may include repayments that are less than the repayments for fully amortizing loans, including interest only loans, option adjustable-rate mortgages, and other loan types that permit payments that may be smaller than interest accruals. Through December 31, 2006, the net amount of deferred interest on these loan types was not material to the financial position or operating results of the Company.

## Table of Contents

## Nonperforming Assets

Nonperforming assets are comprised of nonaccrual loans, loans past due 90 days or more but not on nonaccrual, restructured loans and other real estate owned, net. There were no nonperforming assets on December 31, 2006.

## Allowance for Loan Losses

We are committed to maintaining the allowance for loan losses at a level that is considered to be commensurate with estimated and known risks in the portfolio. Although the adequacy of the allowance is reviewed quarterly, our management performs an ongoing assessment of the risks inherent in the portfolio. While we believe that the allowance for loan losses is adequate at December 31, 2006, future additions to the allowance will be subject to continuing evaluation of estimated and known, as well as inherent, risks in the loan portfolio.

The assessment of the adequacy of our allowance for loan losses is based upon a number of quantitative and qualitative factors, including levels and trends of past due and nonaccrual loans, change in volume and mix of loans and collateral values. We did not have any nonperforming loans at December 31, 2006 or 2005. We believe that our history is limited and it is unlikely that every loan in our investment portfolio will continue to perform without exception so we provide general allowances based upon the overall volume of loans, the loan types and the estimated collateral values.

The provision for loan losses amounted to a benefit of $\$ 105,000$ for the six months ended December 31, 2006, compared to expense of $\$ 145,000$ for the six months ended December 31, 2005. General reserves are a function of our portfolio loan balance. Generally, the larger the increase in our loan portfolio the higher loan loss provisions will be.

The following table summarizes activity in the allowance for loan losses for the three months ended December 31, 2006:

|  | Single Family | Home Equity Loans and Lines of Credit | Multifamily <br> (Dollars |  | Commercial Real Estate and Land <br> housands) |  | Consumer |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at July 1, 2006 | \$ 225 | \$ | \$ | 1,196 | \$ | 54 | \$ |  | \$ 1,475 |
| Provision for loan loss | 58 | 16 |  | (185) |  | 3 |  | 3 | (105) |
| Balance at December 31, 2006 | \$ 283 | 16 | \$ | 1,011 | \$ | 57 | \$ | 3 | \$ 1,370 |

The following table reflects management s allocation of the allowance for loan losses by loan category and the ratio of each loan category to total loans as of the dates indicated:

|  | December 31, 2006 |  | June 30, 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Allocation |  | Allocation |
|  | Amount of Allowance | as a \% of Allowance | Amount of Allowance | as a \% <br> of Allowance |
| Single family | \$ 283 | 20.66\% | \$ 225 | 15.25\% |
| Home equity loans and lines of credit | 16 | 1.16\% |  | 0.00\% |
| Multifamily | 1,011 | 73.80\% | 1,196 | 81.09\% |
| Commercial real estate and land | 57 | 4.16\% | 54 | 3.66\% |
| Consumer | 3 | 0.22\% |  | 0.00\% |
| Total | \$ 1,370 | 100.0\% | \$ 1,475 | 100.0\% |

## Table of Contents

## Investment Securities

Total mortgage-backed securities available for sale was $\$ 198.5$ million as of December 31, 2006, compared with $\$ 127.3$ million at June 30, 2006. During the six months ended December 31, 2006, we purchased $\$ 173.7$ million in mortgage-backed securities available for sale and received principal repayments of approximately $\$ 28.8$ million. During that same period, we sold $\$ 74.7$ million in available for sale mortgaged-backed securities to provide proceeds to purchase higher yielding whole loans and mortgage-backed securities. During the same period, we purchased $\$ 33.8$ million of mortgage-backed securities held to maturity and $\$ 5.0$ million of callable U.S. government agency debt held to maturity. We currently classify agency mortgage-backed and debt securities as held to maturity at the time of purchase based upon small issue size and based on issue features, such as callable terms. Until we increase our level of origination of home equity loans and other new consumer loans, we are likely to continue to increase our investments in securities.

The following table sets forth the amortized cost and the estimated fair values of investment securities available for sale as of December 31, 2006:

## Available for sale

$\left.\begin{array}{llllll} & & & \begin{array}{c}\text { December 31, 2006 } \\ \text { Unrealized }\end{array} \\ \text { Lortgage-backed securities (GNMA, FNMA, FHLMC) } & \begin{array}{c}\text { Amortized } \\ \text { Cost }\end{array} & \begin{array}{c}\text { Unrealized } \\ \text { Gains } \\ \text { (Insses }\end{array} & \text { Fair Value } \\ \text { (nthousands) }\end{array}\right)$

The following table sets forth the amortized cost and the estimated fair values of investment securities held to maturity as of December 31, 2006:

## Held to maturity

|  | Amortized Cost | December 31, 2006 |  |  |  | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Gains ${ }_{\text {(In thousands) }}$ Losses |  |  |  |  |  |
| Mortgage-backed securities (FHLMC, FNMA, GNMA) | \$ 12,737 | \$ | 59 | \$ | (63) | \$ | 12,733 |
| U.S. Government agency debt | 27,290 |  |  |  | (132) |  | 27,158 |
|  | \$ 40,027 | \$ | 59 | \$ | (195) | \$ | 39,891 |

We believe that the estimated fair value of the securities disclosed above is dependent upon market interest rates. Although the fair value will fluctuate as market interest rates move, the majority of our investment portfolio consists of mortgage-backed securities from GNMA, FNMA and FHLMC. If held to maturity, the contractual principal and interest payments of the securities are expected to be received in full. No loss in principal is expected over the lives of the securities. Although not all of the securities are classified as held to maturity, we have the ability and intent to hold these securities until they mature or for a period of time sufficient to allow for a recovery in the fair value. Thus, unrealized losses are not other-than-temporary. The determination of whether a decline in market value is other-than-temporary is necessarily a matter of subjective judgement.

## Table of Contents

## Deposits

Deposits increased a net $\$ 42.2$ million, or $10.0 \%$, to $\$ 466.4$ million at December 31, 2006, from $\$ 424.2$ million at June 30, 2006. Our deposit growth was comprised of increases in time deposit accounts of $\$ 44.9$ million offset by a decline in checking, savings, and money market accounts of $\$ 2.7$ million. Our growth in deposits was the result of increased promotion and competitive pricing on time deposits. Our money market savings decreased as a result of less competitive rate pricing resulting in customer transfers to our higher rate time deposits or withdrawals.

The following table sets forth the composition of the deposit portfolio as of the dates indicated:

|  | December 31, 2006 |  | June 30, 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Rate* | Amount | Rate* |
| Non-interest bearing | \$ 1,253 | 0.00\% | \$ 1,203 | 0.00\% |
| Interest bearing: |  |  |  |  |
| Demand | 36,533 | 2.96\% | 35,978 | 2.79\% |
| Savings | 25,690 | 3.72\% | 28,980 | 3.58\% |
| Time deposits: |  |  |  |  |
| Under \$100,000 | 255,968 | 4.96\% | 228,204 | 4.52\% |
| \$100,000 or more | 146,974 | 4.98\% | 129,839 | 4.54\% |
| Total time deposits | 402,942 | 4.97\% | 358,043 | 4.52\% |
| Total interest bearing | 465,165 | 4.39\% | 423,001 | 4.31\% |
| Total deposits | \$ 466,418 | 4.38\% | \$ 424,204 | 4.30\% |

*     - Based on weighted-average stated interest rates at end of period.

The following table sets forth the number of deposit accounts by type at the date indicated:

|  | December 31, | June 30, | December 31, |
| :--- | :---: | :---: | ---: |
| Checking and savings accounts | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ |
| Time deposits | 8,317 | 8,195 | 7,967 |
| Total number of deposit accounts | 15,955 | 14,303 | 13,182 |
|  | 24,272 | 22,498 | 21,149 |

## Securities Sold Under Agreements to Repurchase

On November 2, 2006, the Company sold securities under an agreement to repurchase for proceeds of $\$ 15.0$ million with a fixed interest rate of $4.22 \%$ and a scheduled maturity of November 2, 2013. Under this agreement, the Company may be required to repay the $\$ 15.0$ million and repurchase its securities before the scheduled maturity if the issuer requests repayment on November 2, 2007or quarterly, thereafter, until maturity.

## FHLB Advances

We regularly use FHLB advances to manage our interest rate risk and, to a lesser extent, manage our liquidity position. FHLB advances increased $2.6 \%$ to $\$ 242.2$ million as of December 31, 2006, representing a net increase of $\$ 6.0$ million from June 30, 2006. FHLB advances with terms between two and five years were used to fund the purchase of single family and multifamily mortgages and to provide us with interest rate risk protection should rates rise. At December 31, 2006, a total of $\$ 43.0$ million of FHLB advances include agreements that allow the FHLB, at
its option, to put the advances back to us after specified dates. The weighted-average remaining contractual maturity period of the $\$ 43.0$ million in advances is 3.8 years and the weighted average remaining period before such advances could be put to us is 1.3 years.

## Table of Contents

## Stockholders Equity

Stockholders equity increased $\$ 1.2$ million to $\$ 71.4$ million at December 31, 2006 compared to $\$ 70.2$ million at June 30, 2006. The increase was the result of our net income for six months of $\$ 1.6$ million, a $\$ 0.6$ million unrealized gain from our available for sale securities, and $\$ 0.1$ million for paid in capital from stock-based compensation expense, partially offset by, a $\$ 0.1$ million for dividends paid to holders of our convertible preferred stock and a $\$ 1.0$ million reduction for our buyback of 145,500 shares of our common stock.

## LIQUIDITY

During the six months ended December 31, 2006, we had net cash inflows from operating activities of $\$ 2.7$ million compared to $\$ 2.5$ million for the six months ended December 31, 2005. Net cash inflows for the periods ended in 2006 and 2005 were primarily due to net income earned during the period, plus the add-back of non-cash adjustments of amortization of loan and security premiums and an increase in accrued interest payable partially offset by the increase in accrued interest receivable and other assets.

Net cash outflows from investing activities totaled $\$ 76.2$ million and $\$ 80.9$ million for the six months ended December 31, 2006 and 2005, respectively. Net cash outflows from investing activities decreased $\$ 4.7$ million for the six months ended December 31, 2006 due to an increase in purchases of investment securities and time deposits by $\$ 175.3$ million offset primarily by increases in proceeds from sales and repayment of investment securities and time deposits of $\$ 99.9$ million and a reduction of purchased loans of $\$ 84.6$ million.

Our net cash provided by financing activities totaled $\$ 62.0$ million and $\$ 70.2$ million for the six months ended December 31, 2006 and 2005, respectively. Net cash provided from financing activities decreased $\$ 8.2$ million for the six months ended December 31, 2006 compared to December 31, 2005, primarily due to outflow from FHLB advances of $\$ 27.0$ million offset by inflow from CGMI reverse repurchase of $\$ 15.0$ million and growth of deposits of $\$ 3.9$ million.

As an additional source of funds, Bank of Internet USA can borrow up to $35.0 \%$ of its total assets from the FHLB. Borrowings are collateralized by the pledge of certain mortgage loans and investment securities to the FHLB. Based on the loans and securities pledged at December 31, 2006 we had total borrowing capacity of $\$ 268.0$ million, of which $\$ 242.4$ million was outstanding and $\$ 25.6$ million was available. At December 31, 2006, we also had a $\$ 10.0$ million unsecured federal funds purchase line with a major bank under which no borrowings were outstanding. In the past, we have used long-term borrowings to fund our loans and to minimize our interest rate risk.

We believe our liquidity sources to be stable and adequate for our anticipated needs and contingencies. However, during the last two years, interest income earned on loans and interest expense paid on deposits were influenced by the flattening of the yield curve. If the yield curve continues to flatten, we may have more difficulty maintaining our deposits. We believe we can adjust the interest rates we pay on our deposits to reduce deposit outflows should they occur. We can also increase our level of borrowings to address our future liquidity needs.

## CONTRACTUAL OBLIGATIONS AND COMMITMENTS

At December 31, 2006 we had commitments to fund loans of $\$ 3.3$ million. Time deposits due within one year of December 31, 2006 totaled $\$ 270.2$ million. We believe the large percentage of time deposits that mature within one year reflects customers hesitancy to invest their funds long term when they expect interest rates to rise. If these maturing deposits do not remain with us, we may be required to seek other sources of funds, including other time deposits and borrowings. Depending on market conditions, we may be required to pay higher rates on deposits and borrowings than we currently pay on time deposits maturing within one year. We believe, however, based on past experience, a significant portion of our time deposits will remain with us. We believe we have the ability to attract and retain deposits by adjusting interest rates offered.

## Table of Contents

The following table presents certain of our contractual obligations as of December 31, 2006.

|  | Payments Due by Period (1) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Less Than One Year | One To <br> e Three <br> Years (in thousands) | Three To <br> Five Years | More Than Five Years |
| Long-term debt obligations (2) | \$ 303,573 | \$ 64,409 | \$ 133,104 | \$ 75,508 | \$ 30,552 |
| Time deposits (2) | 427,719 | 285,327 | 114,463 | 27,929 |  |
| Operating lease obligations (3) | 1,945 | 310 | 648 | 688 | 299 |
| Total | \$ 733,237 | \$ 350,046 | \$ 248,215 | \$ 104,125 | \$ 30,851 |

(1) Our contractual obligations include long-term debt, time deposits and operating leases as shown. We had no capitalized leases or material commitments for capital expenditures at December 31, 2006.
(2) Amounts include principal and interest due to recipient.
(3) Payments are for a lease of real property.

## CAPITAL RESOURCES AND REQUIREMENTS

Bank of Internet USA is subject to various regulatory capital requirements set by the federal banking agencies. Failure by our bank to meet minimum capital requirements could result in certain mandatory and discretionary actions by regulators that could have a material adverse effect on our consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, our bank must meet specific capital guidelines that involve quantitative measures of our bank s assets, liabilities and certain off-balance-sheet items as calculated under regulatory accounting practices. Our bank s capital amounts and classifications are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation require our bank to maintain certain minimum capital amounts and ratios. The Office of Thrift Supervision requires our bank to maintain minimum ratios of tangible capital to tangible assets of $1.5 \%$, core capital to tangible assets of $4.0 \%$ and total risk-based capital to risk-weighted assets of $8.0 \%$. At December 31, 2006 our bank met all the capital adequacy requirements to which it was subject.

At December 31, 2006, our bank was well capitalized under the regulatory framework for prompt corrective action. To be well capitalized, our bank must maintain minimum leverage, tier 1 risk-based and total risk-based capital ratios of at least $5.0 \%, 6.0 \%$ and $10.0 \%$, respectively. No conditions or events have occurred since that date that management believes would materially adversely change the bank s capital levels. From time to time, we may need to raise additional capital to support our bank $s$ further growth and to maintain its well capitalized status.

Bank of Internet capital amounts, ratios and requirements at December 31, 2006 were as follows:
$\left.\begin{array}{llllll} & & & & \begin{array}{c}\text { To Be } \\ \text { Capitalized } \\ \text { Under Prompt }\end{array} \\ \text { Corrective Action } \\ \text { Regulations }\end{array}\right)$

## Table of Contents

## QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

We measure interest rate sensitivity as the difference between amounts of interest-earning assets and interest-bearing liabilities that mature or contractually reprice within a given period of time. The difference, or the interest rate sensitivity gap, provides an indication of the extent to which an institution s interest rate spread will be affected by changes in interest rates. A gap is considered positive when the amount of interest rate sensitive assets exceeds the amount of interest rate sensitive liabilities and negative when the amount of interest rate sensitive liabilities exceeds the amount of interest rate sensitive assets. In a rising interest rate environment, an institution with a positive gap would be in a better position than an institution with a negative gap to invest in higher yielding assets or to have its asset yields adjusted upward, which would result in the yield on its assets to increase at a faster pace than the cost of its interest-bearing liabilities. During a period of falling interest rates, however, an institution with a positive gap would tend to have its assets mature at a faster rate than one with a negative gap, which would tend to reduce the growth in its net interest income. The following table sets forth the interest rate sensitivity of our assets and liabilities at December 31, 2006:

|  | Term <br> One Year or Less | Repricing, Rep <br> December <br> Over One <br> Year <br> Through <br> Five <br> Years <br> (Dollars in | ment, or Matu $1,2006$ <br> Over Five Years and Insensitive usands) | at Total |
| :---: | :---: | :---: | :---: | :---: |
| Interest-earning assets: |  |  |  |  |
| Cash and cash equivalents | \$ 13,810 | \$ | \$ | \$ 13,810 |
| Interest-bearing deposits in other financial institutions | 13,566 | 496 |  | 14,062 |
| Investment securities (1) | 44,401 | 110,686 | 83,472 | 238,559 |
| Stock of the FHLB, at cost | 12,255 |  |  | 12,255 |
| Loans - net of allowance for loan loss (2) | 213,049 | 235,316 | 64,570 | 512,935 |
| Loans held for sale |  |  |  |  |
| Total interest-earning assets | 297,081 | 346,498 | 148,042 | 791,621 |
| Non-interest earning assets |  |  | 11,747 | 11,747 |
| Total assets | \$ 297,081 | \$ 346,498 | \$ 159,789 | \$ 803,368 |
| Interest-bearing liabilities: |  |  |  |  |
| Interest-bearing deposits (3) | \$ 332,383 | \$ 132,782 | \$ | \$ 465,165 |
| Securities sold under agreements to repurchase (4) |  |  | 15,000 | 15,000 |
| Advances from the FHLB (4) | 53,900 | 188,335 |  | 242,235 |
| Other borrowed funds | 5,155 |  |  | 5,155 |
| Total interest-bearing liabilities | 391,438 | 321,117 | 15,000 | 727,555 |
| Other noninterest-bearing liabilities |  |  | 4,385 | 4,385 |
| Stockholders equity |  |  | 71,428 | 71,428 |
| Total liabilities and equity | \$ 391,438 | \$ 321,117 | \$ 90,813 | \$ 803,368 |
| Net interest rate sensitivity gap | \$ $(94,357)$ | \$ 25,381 | \$ 133,042 | \$ 64,066 |
| Cumulative gap | \$ $(94,357)$ | \$ $(68,976)$ | \$ 64,066 | \$ 64,066 |
| Net interest rate sensitivity gap - as a \% of interest earning assets | (31.76)\% | 7.33\% | 89.87\% | 8.09\% |
| Cumulative gap - as a \% of cumulative interest earning assets | (31.76)\% | (10.72)\% | 8.09\% | 8.09\% |

(1) Comprised of U.S. government securities and mortgage-backed securities which are classified as held to maturity and available for sale.
The table reflects contractual repricing dates and does not estimate prepayments or calls.

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(2) The table reflects either contractual repricing dates or maturities.
(3) The table assumes that the principal balances for demand deposit and savings accounts will reprice in the first year.
(4) The table reflects either contractual repricing dates or maturities and does not estimate prepayments or puts.

## Table of Contents

Although gap analysis is a useful measurement device available to management in determining the existence of interest rate exposure, its static focus as of a particular date makes it necessary to utilize other techniques in measuring exposure to changes in interest rates. For example, gap analysis is limited in its ability to predict trends in future earnings and makes no assumptions about changes in prepayment tendencies, deposit or loan maturity preferences or repricing time lags that may occur in response to a change in the interest rate environment.

We attempt to measure the effect market interest rate changes will have on the net present value of assets and liabilities, which is defined as market value of equity. We use the measurement model developed and maintained by our Bank regulators, the Office of Thrift Supervision. At September 30, 2006 (the most recent period for which data is available), we analyzed the market value of equity sensitivity to an immediate parallel and sustained shift in interest rates derived from the current treasury and LIBOR yield curves. For rising interest rate scenarios, the base market interest rate forecast was increased by 100,200 and 300 basis points. For the falling interest rate scenarios, we used 100 and 200 basis point decreases due to limitations inherent in the current rate environment. The following table indicates the sensitivity of market value of equity to the interest rate movement described above at September 30, 2006:

|  | Percentage |  |  |
| :---: | :---: | :---: | :---: |
| Assumed Interest Rate Change | Sensitivity | Change from <br> Base (\$ In thousands) | Net Present Value as Percentage of Assets |
| Up 300 basis points | \$ $(17,425)$ | (26.00)\% | 6.95\% |
| Up 200 basis points | \$ $(10,969)$ | (16.00)\% | 7.70\% |
| Up 100 basis points | \$ $(5,146)$ | (8.00)\% | 8.34\% |
| Base |  |  | 8.86\% |
| Down 100 basis points | \$ 3,966 | 6.00\% | 9.23\% |
| Down 200 basis points | \$ 8,953 | 13.00\% | 9.69\% |

The board of directors of our bank establishes limits on the amount of interest rate risk we may assume, as estimated by the net present value model for each 100 basis point movement. As of December 31 and September 30, 2006, the board s established minimum was $6.5 \%$, meaning that the net present value after a theoretical instantaneous increase or decrease in interest rates must be greater than $6.5 \%$.

The computation of the prospective effects of hypothetical interest rate changes is based on numerous assumptions, including relative levels of interest rates, asset prepayments, runoffs in deposits and changes in repricing levels of deposits to general market rates, and should not be relied upon as indicative of actual results. Furthermore, these computations do not take into account any actions that we may undertake in response to future changes in interest rates.

## Table of Contents

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

For quantitative and qualitative disclosures regarding market risks in our portfolio, see, Management s Discussion and Analysis of Consolidated Financial Condition and Results of Operations Quantitative and Qualitative Disclosures About Market Risk.

## ITEM 4. CONTROLS AND PROCEDURES

The Company s management, with the participation of its Chief Executive Officer and Chief Financial Officer, conducted an evaluation of the effectiveness of the design and operation of the Company s disclosure controls and procedures, pursuant to Exchange Act Rule 13a-15(e). Based upon that evaluation, our Chief Executive Officer along with our Chief Financial Officer concluded that, as of the end of the period covered by this report, the Company s disclosure controls and procedures were effective to ensure that information required to be disclosed by the Company in reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported within the time periods specified by the Securities and Exchange Commission s rules and forms.

There were no changes in the Company s internal control over financial reporting identified in connection with the evaluation referred to above that occurred during the quarter that have materially affected, or are reasonably likely to materially affect, the registrant s internal control over financial reporting.

The Company s size dictates that it conduct business with a minimal number of financial and administrative employees, which inherently results in a lack of documented controls and segregation of duties within the Company. Management will continue to evaluate the employees involved and the controls procedures in place, the risks associated with such lack of segregation and whether the potential benefits of adding employees to clearly segregate duties justifies the expense associated with such added personnel. In addition, management is aware that many of the internal controls that are in place at the Company are undocumented controls. The Company is working to document these controls and take other steps required to be in compliance with Section 404 of the Sarbanes Oxley Act of 2002 as of June 30, 2008, the Company s deadline under current implementing rules and regulations.

The Company believes that a control system, no matter how well designed and operated, cannot provide absolute assurance that the objectives of the control are met and no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within a company have been detected.

Table of Contents

## PART II OTHER INFORMATION

## ITEM 1. LEGAL PROCEEDINGS

We are not involved in any material legal proceedings. From time to time we are a party to claims or litigation that arises in the ordinary course of business, such as claims to enforce liens, claims involving the origination and servicing of loans, and other issues related to the business of the Bank. In the opinion of our management, the resolution of any such issues would not have a material adverse impact on our financial position, results of operations, or liquidity.

## ITEM 1A. RISK FACTORS

We face a variety of risks that are inherent in our business and our industry. The following are some of the more significant factors that could affect our business and our results of operations:

Our limited operating history makes our future prospects and financial performance unpredictable, which may impair our ability to manage our business and your ability to assess our prospects. Our inability to manage our growth could harm our business, particularly growth in our new products such as home equity loans and other types of consumer loans that are not secured by real estate.

In a rising interest rate environment, an institution with a negative interest rate sensitivity gap generally would be expected, absent the effects of other factors, to experience a greater increase in its cost of liabilities relative to its yield on assets, and thus a decrease in its net interest income.

We face strong competition for customers and may not succeed in implementing our business strategy.

A natural disaster or recurring energy shortage, especially in California, could harm our business.

Our home equity loans, as well as multifamily residential and commercial real estate loans, are generally unseasoned, and significant defaults on such loans would harm our business.

If our allowance for loan losses is not sufficient to cover actual loan losses, our earnings, capital adequacy and overall financial condition may suffer materially.

Declining real estate values, particularly in California, could reduce the value of our loan portfolio and impair our profitability and financial condition.

We frequently purchase loans in bulk or pools. We may experience lower yields or losses on loan pools because the assumptions we use when purchasing loans in bulk may not always prove correct.

Our success depends in large part on the continuing efforts of a few individuals. If we are unable to retain these personnel or attract, hire and retain others to oversee and manage our company, our business could suffer.

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We depend on third-party service providers for our core banking technology, and interruptions in or terminations of their services could materially impair the quality of our services.

We are exposed to risk of environmental liability with respect to properties to which we take title.

We have risks of systems failure and security risks, including hacking and identity theft. These risks are described in more detail under Risk Factors in Item 1A of our Form 10-K/A for the year ended June 30, 2006. We encourage you to read these risk factors in their entirety. Other factors may also exist that we cannot anticipate or that we currently do not consider being significant based on information that is currently available.

## Table of Contents

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The following table sets forth the repurchases of our common stock for the fiscal quarter ended December 31, 2006.

| PERIOD | Total Number of Shares Purchased | Average Price paid per share |  | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Maximum Number of Shares that May Yet Be Purchased Under the Plans or Programs |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at September 30, 2006: |  |  |  | 269,000 | 145,991 |
| October 1, 2006 to October 31, 2006 |  | \$ |  | 269,000 | 145,991 |
| November 1, 2006 to November 30, 2006 |  |  |  | 269,000 | 145,991 |
| December 1, 2006 to December 31, 2006 | 40,000 |  | 6.98 | 309,000 | 105,991 |
| Quarter end December 31, 2006 | 40,000 | \$ | 6.98 | 309,000 | 105,991 |

## ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None.

## ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

(a) On October 19, 2006, the Company held its Annual Meeting of Shareholders.
(b) Shareholders voted on the following matters:
(i) The election of Jerry Englert as director for a term to expire in 2009:

Votes:

> For $6,996,604$
Against
NA

## Withheld

66,060
(ii) The election of Gary Lewis Evans as director for a term to expire in 2009:

Votes:

> For
> $6,996,604$
Against
NA

Withheld
66,060
(iii) The election of Paul Grinberg as director for a term to expire in 2009:

Votes:

> For
> $6,996,604$
Against

Withheld 66,060
(iv) In addition to the three directors elected above, the following directors remain on the board of directors and have terms that expire in 2007: Thomas J. Pancheri, Connie M. Paulus and Gordon L. Witter. The following directors remain on the board of directors and have terms that expire in 2008: Theodore Allrich, John Gary Burke, and Michael Chipman.

## Table of Contents

## ITEM 5. OTHER INFORMATION

None.

## ITEM 6. EXHIBITS

| Exhibit No. | Document <br> 31.1 |
| :---: | :--- |
| Chief Executive Officer Certification Pursuant to Section 302 of the Sarbanes- Oxley Act of 2002 |  |
| 31.2 | Chief Financial Officer Certification Pursuant to Section 302 of the Sarbanes- Oxley Act of 2002 |
| 32.1 | Chief Executive Officer Certification Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant to Section 906 of the <br> Sarbanes-Oxley Act of 2002 |
| 32.2 | Chief Financial Officer Certification Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant to Section 906 of the <br> Sarbanes-Oxley Act of 2002 |

Table of Contents

## SIGNATURE

In accordance with the requirements of the Securities Exchange Act of 1934, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

## BofI Holding, Inc.

Dated: January 30, 2007
By: /s/ Gary Lewis Evans
Gary Lewis Evans

Chief Executive Officer
(Principal Executive Officer)

35


[^0]:    See condensed notes to consolidated financial statements.

[^1]:    (1) Represents non-interest expense divided by the aggregate of net interest income before provision for loan losses and non-interest income.

