BofI Holding, Inc.
Form 10-Q
January 28, 2016
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q
x QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the Quarterly Period ended December 31, 2015
.. TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
Commission file number: 000-51201
BofI HOLDING, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or organization)

4350 La Jolla Village Drive, Suite 140, San Diego, CA
(Address of principal executive offices)

33-0867444
(I.R.S. Employer

Identification No.)

Registrant's telephone number, including area code: (858) 350-6200
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. x Yes * No
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Website every Interactive Data file required to be submitted and posted pursuant to Rule 405 of Regulation S-T (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). x Yes " No
Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filed, or a non-accelerated filer. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Securities Exchange Act of 1934.

Large accelerated filer x Accelerated filer o Non-accelerated filer * Smaller reporting company o Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Securities Exchange Act of 1934). " Yes x No
The number of shares outstanding of the Registrant's common stock on the last practicable date: 63,032,258 shares of common stock, $\$ 0.01$ par value per share, as of January 22, 2016.
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PART I - FINANCIAL INFORMATION
ITEM 1. FINANCIAL STATEMENTS
BOFI HOLDING, INC. AND SUBSIDIARY
CONDENSED CONSOLIDATED BALANCE SHEETS
(Unaudited)
(Dollars in thousands, except per share data)
December 31, June 30,
ASSETS

| Cash and due from banks | $\$ 283,448$ | $\$ 222,774$ |
| :--- | :--- | :--- |
| Federal funds sold | 983 | 100 |
| Total cash and cash equivalents | 284,431 | 222,874 |
| Securities: |  |  |
| Trading | 7,706 | 7,832 |
| Available-for-sale | 228,389 | 163,361 |
| Held-to-maturity—fair value $\$ 215,559$ as of December 2015 and $\$ 228,323$ as of June 215,963 | 225,555 |  |

2015
Stock of the Federal Home Loan Bank, at cost 66,270
Loans held for sale, carried at fair value 24,730 25,430
Loans held for sale, lower of cost or fair value $\quad$ 77,891
Loans-net of allowance for loan losses of \$35,071 as of December 2015 and \$28,327 as of June 2015
Accrued interest receivable
Furniture, equipment and software-net
Deferred income tax
Cash surrender value of life insurance
5,645,272 4,928,618

Mortgage servicing rights, carried at fair value
19,060 20,268

Other real estate owned and repossessed vehicles
Other assets
10,435
8,551

TOTAL ASSETS
36,025
32,955

唯
5,898 5,806

3,475 2,098
$422 \quad 1,240$
47,561 34,970
\$6,662,215 $\quad \$ 5,823,719$
LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits:
Non-interest bearing
\$506,558 \$309,339
Interest bearing
4,693,408 4,142,578
Total deposits
Securities sold under agreements to repurchase
Advances from the Federal Home Loan Bank
Subordinated debentures
5,199,966
4,451,917

Accrued interest payable
Accounts payable and accrued liabilities and other liabilities
35,000
35,000
758,000 753,000

49,502 43,855
Total liabilities
5,155 $\quad 5,155$

COMMITMENTS AND CONTINGENCIES (Note 8)
STOCKHOLDERS' EQUITY!
Preferred stock- $\$ 0.01$ par value; $1,000,000$ shares authorized;
Series A-\$10,000 stated value and liquidation preference per share; 515 shares
issued and outstanding as of December 2015 and June 2015
5,063 5,063
Common stock-\$0.01 par value; 150,000,000 shares authorized; 64,142,556 shares
issued and $63,029,161$ shares outstanding as of December 2015; 63,145,364 shares 641
638
issued and 62,075,004 shares outstanding as of June 30, 2015

| Additional paid-in capital | 324,925 | 296,035 |
| :--- | :--- | :--- |
| Accumulated other comprehensive income (loss)—net of tax | $(9,043$ | $)(9,399$ |
| Retained earnings | 319,328 | 265,833 |
| Treasury stock, at cost; $1,113,395$ shares as of December 2015 and 1,070,360 | $(27,584$ | $)(24,644$ |
| shares as of June 2015 | 613,330 | 533,526 |
| Total stockholders' equity | $\$ 6,662,215$ | $\$ 5,823,719$ |

1- Common stock amounts have been retroactively restated for all prior periods presented to reflect the four-for-one forward split of the Company's common stock effected in the form of a stock dividend that was distributed on November 17, 2015
See accompanying notes to the condensed consolidated financial statements.

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BOFI HOLDING, INC. AND SUBSIDIARY CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

|  | Three Months Ended December 31, |  | Six Months Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands, except per share data) | 2015 | 2014 | 2015 |  | 2014 |
| INTEREST AND DIVIDEND INCOME: |  |  |  |  |  |
| Loans, including fees | \$70,117 | \$53,392 | \$135,195 |  | \$102,375 |
| Investments | 5,818 | 5,689 | 11,969 |  | 11,511 |
| Total interest and dividend income | 75,935 | 59,081 | 147,164 |  | 113,886 |
| INTEREST EXPENSE: |  |  |  |  |  |
| Deposits | 9,709 | 8,262 | 18,732 |  | 15,506 |
| Advances from the Federal Home Loan Bank | 2,626 | 2,281 | 5,278 |  | 4,461 |
| Other borrowings | 429 | 427 | 855 |  | 933 |
| Total interest expense | 12,764 | 10,970 | 24,865 |  | 20,900 |
| Net interest income | 63,171 | 48,111 | 122,299 |  | 92,986 |
| Provision for loan losses | 3,400 | 2,900 | 5,800 |  | 5,400 |
| Net interest income, after provision for loan losses | 59,771 | 45,211 | 116,499 |  | 87,586 |
| NON-INTEREST INCOME: |  |  |  |  |  |
| Realized gain on sale of securities | 933 | 587 | 933 |  | 587 |
| Other-than-temporary loss on securities: |  |  |  |  |  |
| Total impairment (losses) gains | (1,037 | (1,075 | (1,779 | ) | (4,647 |
| Loss (gain) recognized in other comprehensive income | 1,014 | 789 | 1,638 |  | 3,150 |
| Net impairment loss recognized in earnings | (23 | ) $(286$ | ) (141 | ) | (1,497 |
| Fair value gain (loss) on trading securities | (196 | ) (324 | ) (126 | ) | (203 |
| Total unrealized (loss) gain on securities | (219 | ) (610 | ) (267 | ) | (1,700 |
| Prepayment penalty fee income | 738 | 1,053 | 1,614 |  | 1,930 |
| Gain on sale - other | 5,551 | 1,090 | 9,247 |  | 2,006 |
| Mortgage banking income | 2,909 | 2,937 | 4,787 |  | 6,000 |
| Banking service fees and other income | 6,308 | 1,640 | 9,695 |  | 3,123 |
| Total non-interest income | 16,220 | 6,697 | 26,009 |  | 11,946 |
| NON-INTEREST EXPENSE: |  |  |  |  |  |
| Salaries and related costs | 16,440 | 10,764 | 30,762 |  | 20,461 |
| Professional services | 1,270 | 797 | 1,633 |  | 1,599 |
| Occupancy and equipment | 934 | 832 | 1,847 |  | 1,553 |
| Data processing and internet | 2,299 | 1,683 | 4,179 |  | 3,197 |
| Advertising and promotional | 1,597 | 1,449 | 3,225 |  | 2,755 |
| Depreciation and amortization | 998 | 766 | 2,006 |  | 1,483 |
| Real estate owned and repossessed vehicles | 24 | 51 | (50 | ) | 108 |
| FDIC and regulator fees | 1,108 | 828 | 2,172 |  | 1,606 |
| Other general and administrative | 2,775 | 1,767 | 4,589 |  | 3,621 |
| Total non-interest expense | 27,445 | 18,937 | 50,363 |  | 36,383 |
| INCOME BEFORE INCOME TAXES | 48,546 | 32,971 | 92,145 |  | 63,149 |
| INCOME TAXES | 20,397 | 13,599 | 38,495 |  | 25,936 |
| NET INCOME | \$28,149 | \$ 19,372 | \$53,650 |  | \$37,213 |
| NET INCOME ATTRIBUTABLE TO COMMON STOCK | \$28,071 | \$19,294 | \$53,495 |  | \$37,058 |
| COMPREHENSIVE INCOME | \$27,635 | \$ 18,537 | \$54,006 |  | \$38,662 |
| Basic earnings per share ${ }^{1}$ | \$0.44 | \$0.32 | \$0.84 |  | \$0.62 |

Diluted earnings per share ${ }^{1}$
\$0.44 \$0.32
\$0.84
\$0.62

1- Per share amounts have been retroactively restated for all prior periods presented to reflect the four-for-one forward split of the Company's common stock effected in the form of a stock dividend that was distributed on November 17, 2015
See accompanying notes to the condensed consolidated financial statements.

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BOFI HOLDING, INC. AND SUBSIDIARY CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)
(Dollars in thousands)
NET INCOME
Other comprehensive income (loss), net of tax:

| Three Months Ended | Six Months Ended |  |  |
| :--- | :--- | :--- | :--- |
| December 31, | December 31, |  |  |
| 2015 | 2014 | 2015 | 2014 |
| $\$ 28,149$ | $\$ 19,372$ | $\$ 53,650$ | $\$ 37,213$ |

Net unrealized gain (loss) from available-for-sale securities, net of tax expense (benefit) of $\$(376)$ and $\$(579)$ for the three months ended December 30, 2015 and 2014, and \$(552) and $\$ 105$ for the (538 ) (867 ) (776 139 six months ended December 31, 2015 and 2014, respectively.

Other-than-temporary impairment loss on securities recognized in other comprehensive income, net of tax expense (benefit) of $\$(401)$ and $\$(256)$ for the three months ended December 31, 2015 and 2014, and $\$(1,195)$ and $\$(1,258)$ for the six months ended $572 \quad 384 \quad 1,680 \quad 1,662$ December 31, 2015 and 2014, respectively.

Reclassification of net (gain) loss from available-for-sale securities
included in income, net of tax expense (benefit) of \$385 and \$235
for the three months ended December 31, 2015 and 2014 and $\$ 385(548 \quad$ ) (352 ) (548 ) (352 ) and $\$ 235$ for the six months ended December 31, 2015 and 2014, respectively.

| Other comprehensive income (loss) | $(514$ | $)$ | $(835$ | 356 |
| :--- | :--- | :--- | :--- | :--- |

See accompanying notes to the condensed consolidated financial statements.

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BOFI HOLDING, INC. AND SUBSIDIARY
CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY
(Unaudited)

benefits
BALANCE—December
31, 2015
1- Common stock amounts have been retroactively restated for all prior periods presented to reflect the four-for-one forward split of the Company's common stock effected in the form of a stock dividend that was distributed on November 17, 2015. The par value per share of common stock remains unchanged at $\$ 0.01$ per share after the aforementioned forward stock split. As a result, the stated capital attributable to common stock increased proportionately and the additional paid-in capital decreased by the amount by which the stated capital increased.

See accompanying notes to the condensed consolidated financial statements.

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BOFI HOLDING, INC. AND SUBSIDIARY CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)


| Proceeds from exercise of common stock options | 147 | 2 |
| :--- | :--- | :--- |
| Proceeds from issuance of common stock | 21,120 | 38,945 |
| Tax benefit from exercise of common stock options and vesting of restricted stock grants | 2,510 | 854 |
| Cash dividends on preferred stock | $(155$ | ) 155 |
| Net cash provided by financing activities | 776,671 | 753,505 |
| NET CHANGE IN CASH AND CASH EQUIVALENTS | 61,557 | 54,555 |
| CASH AND CASH EQUIVALENTS-Beginning of year | 222,874 | 155,584 |
| CASH AND CASH EQUIVALENTS-End of period | $\$ 284,431$ | $\$ 210,139$ |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION: |  |  |
| Interest paid on deposits and borrowed funds | $\$ 24,869$ | $\$ 20,874$ |
| Income taxes paid | $\$ 37,216$ | $\$ 32,677$ |
| Transfers to other real estate owned and repossessed vehicles from loans | $\$ 518$ | $\$ 931$ |
| Transfers from loans held for investment to loans held for sale | $\$ 7,985$ | $\$ 30,000$ |
| Transfers from loans held for sale to loans held for investment | $\$ 18,846$ | $\$ 7,127$ |

See accompanying notes to the condensed consolidated financial statements.
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BOFI HOLDING, INC. AND SUBSIDIARY
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
FOR THE THREE AND SIX MONTH PERIODS ENDED DECEMBER 31, 2015 AND 2014
(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, BofI Federal Bank (the "Bank" and collectively with BofI Holding, Inc., the "Company"). All significant intercompany balances and transactions have been eliminated in consolidation.

The accompanying interim condensed consolidated financial 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, 2015 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 the audited annual financial statements prepared in accordance with GAAP have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC") with respect to interim financial reporting. The accompanying unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and accompanying notes for the year ended June 30, 2015 included in our Annual Report on Form 10-K.

On November 17, 2015, the Company completed a four-for-one forward stock split in the form of a stock dividend. References made to outstanding shares or per share amounts in the condensed consolidated financial statements and accompanying notes have been retroactively adjusted to reflect this four-for-one stock split. In November, the number of authorized shares of common stock available for issuance was increased from 50,000,000 to $150,000,000$ as approved by the Company's Board of Directors and stockholders.

## 2. SIGNIFICANT ACCOUNTING POLICIES

Securities. Debt securities are classified as held-to-maturity and carried at amortized cost when management has both the positive intent and ability to hold them to maturity. Debt securities are classified as available-for-sale when they might be sold before maturity. Trading securities refer to certain types of assets that banks hold for resale at a profit or when the Company elects to account for certain securities at fair value. Increases or decreases in the fair value of trading securities are recognized in earnings as they occur. Securities available-for-sale are carried at fair value, with unrealized holding gains and losses reported in other comprehensive income, net of tax.
Gains and losses on securities sales are based on a comparison of sales proceeds and the amortized cost of the security sold using the specific identification method. Purchases and sales are recognized on the trade date. Interest income includes amortization of purchase premiums or discounts. Premiums and discounts on securities are amortized or accreted using the level-yield method without anticipating prepayments, except for mortgage-backed securities where prepayments are anticipated. The Company's portfolios of held-to-maturity and available-for-sale securities are reviewed quarterly for other-than-temporary impairment. In performing this review, management considers (1) the length of time and extent that fair value has been less than cost, (2) the financial condition and near term prospects of the issuer, (3) the impact of changes in market interest rates on the market value of the security and (4) how to record an impairment by assessing whether the Company intends to sell or it is more likely than not that it will be required to sell a security in an unrealized loss position before the Company recovers the security's amortized cost. If either of these criteria for (4) is met, the entire difference between amortized cost and fair value is recognized in earnings. Alternatively, if the criteria for (4) is not met, the amount of impairment recognized in earnings is limited to the
amount related to credit losses, while impairment related to other factors is recognized in other comprehensive income. The credit loss is defined as the difference between the present value of the cash flows expected to be collected and the amortized cost basis.
Loans. Loans that management has the intent and ability to hold for the foreseeable future or until maturity or payoff are reported at the principal balance outstanding, net of unearned interest, deferred purchase premiums and discounts, deferred loan origination fees and costs, and an allowance for loan losses. Interest income is accrued on the unpaid principal balance. Premiums and discounts on loans purchased as well as loan origination fees, net of certain direct origination costs, are deferred and recognized in interest income using the level-yield method.

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Recognition of interest income on all portfolio segments is generally discontinued at the time the loan is 90 days delinquent unless the loan is well secured and in process of collection. Past due status is based on the contractual terms of the loan. In all cases, loans are placed on nonaccrual or charged-off at an earlier date if collection of principal or interest is considered doubtful.
All interest accrued but not received for loans placed on nonaccrual, is reversed against interest income. Interest received on such loans is accounted for on the cash-basis or cost recovery method, until qualifying for return to accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.
Loans Held for Sale. U.S government agency ("agency") loans originated and intended for sale in the secondary market are carried at fair value. Net unrealized gains and losses are recognized through the income statement. The Bank sells its mortgage loans with either servicing released or servicing retained depending upon market pricing. Gains and losses on loan sales are recorded as mortgage banking income, based on the difference between sales proceeds and carrying value. Non-agency loans held for sale are carried at the lower of cost or fair value.
Loans that were originated with the intent and ability to hold for the foreseeable future (loans held in portfolio) but which have been subsequently designated as being held for sale for risk management or liquidity needs are carried at the lower of cost or fair value calculated on an individual loan by loan basis.
There may be times when loans have been classified as held for sale and for some reason cannot be sold. Loans transferred to a long-term-investment classification from held-for-sale are transferred at the lower of cost or market value on the transfer date. Any difference between the carrying amount of the loan and its outstanding principal balance is recognized as an adjustment to yield by the interest method. A loan cannot be classified as a long-term investment unless the Bank has both the ability and the intent to hold the loan for the foreseeable future or until maturity.
Allowance for Loan Losses. The allowance for loan losses is maintained at a level estimated to provide for probable incurred 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. Allocations of the allowance may be made for specific loans but the entire allowance is available for any loan that, in management's judgment, should be charged off. See Note 5 of these financial statement footnotes and the financial statement footnotes for the year ended June 30, 2015 included in our Annual Report on Form 10-K for further information.

H\&R Block Bank Deposit Acquisition. On August 31, 2015, the Bank completed the acquisition of approximately $\$ 419$ million in deposits consisting of checking, individual retirement savings, and CD accounts from H\&R Block Bank and its parent company, H\&R Block, Inc. ("H\&R Block"). Additionally, the Bank and Emerald Financial Services, LLC ("EFS"), a Delaware limited liability company and wholly-owned subsidiary of H\&R Block, entered into the Program Management Agreement, dated August 31, 2015; the Bank and H\&R Block, EFS, HRB Participant I, LLC, a Delaware limited liability company and wholly-owned subsidiary of H\&R Block, entered into the Emerald Receivables Participation Agreement, dated August 31, 2015; and the Bank and H\&R Block entered into the Guaranty Agreement, dated August 31, 2015.

## 3.FAIR VALUE

Fair value is defined as the price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Accounting Standards Codification Topic 820, Fair Value Measurement, also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of
unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Quoted prices in active markets for identical assets or liabilities in active markets that the entity has the ability Level to access as of the measurement date. Level 1 assets and liabilities include debt and equity securities that are 1: actively traded in an exchange or over-the-counter market and are highly liquid, such as, among other assets and securities, certain U.S. treasury and other U.S. government debt.
Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices Level in markets that are not active; or other inputs that are observable or can be corroborated by observable market 2: data for substantially the full term of the assets or liabilities. Level 2 assets include securities with quoted prices that are traded less frequently than exchange-traded instruments and whose value is determined using a pricing

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model with inputs that are observable in the market or can be derived principally from or corroborated by observable market data.

Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of Level the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined 3: using pricing models such as discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

When available, the Company generally uses quoted market prices to determine fair value, in which case the items are classified in Level 1. In some cases where a market price is available, the Company will make use of acceptable practical expedients (such as matrix pricing) to calculate fair value, in which case the items are classified in Level 2.

The Company considers relevant and observable market prices in its valuations where possible. The frequency of transactions, the size of the bid-ask spread and the nature of the participants are some of the factors the Company uses to help determine whether a market is active and orderly or inactive and not orderly. Price quotes based upon transactions that are not orderly are not considered to be determinative of fair value and should be given little, if any, weight in measuring fair value.
If quoted market prices are not available, fair value is based upon internally developed valuation techniques that use, where possible, current market-based or independently sourced market parameters, such as interest rates, credit spreads, housing value forecasts, etc. Items valued using such internally generated valuation techniques are classified according to the lowest level input or value driver that is significant to the valuation. Thus, an item may be classified in Level 3 even though there may be some significant inputs that are readily observable.
The following section describes the valuation methodologies used by the Company to measure various financial instruments at fair value, including an indication of the level in the fair value hierarchy in which each instrument is generally classified:
Securities-trading. Trading securities are recorded at fair value. The trading portfolio consists of two different issues of floating-rate debt securities collateralized by pools of bank trust preferred securities. Recent liquidity and economic uncertainty have made the market for collateralized debt obligations less active or inactive. As quoted market prices are not available, the Level 3 fair values for these securities are determined by the Company utilizing industry-standard tools to calculate the net present value of the expected cash flows available to the securities from the underlying assets. The Company's expected cash flows are calculated for each security and include the impact of actual and forecasted bank defaults within each collateral pool as well as structural features of the security's tranche such as lock outs, subordination and overcollateralization. The forecast of underlying bank defaults in each pool is based upon a quarterly financial update including the trend in non-performing assets, the allowance for loan losses and the underlying bank's capital ratios. Also a factor is the Company's loan loss experience in the local economy in which the bank operates. At December 31, 2015, the Company's forecast of cash flows for both securities includes actual and forecasted defaults totaling $19.1 \%$ of all banks in the collateral pools, compared to $17.3 \%$ of the banks actually in default. The expected cash flows reflect the Company's best estimate of all pool losses which are then applied to the overcollateralization reserve and the subordinated tranches to determine the cash flows. The Company selects a discount rate margin based upon the spread between U.S. Treasury rates and the market rates for active credit grades for financial companies. The discount margin when added to the U.S. Treasury rate determines the discount rate, reflecting primarily market liquidity and interest rate risk since expected credit loss is included in the cash flows. At December 31, 2015, the Company used a weighted average discount margin of 500 basis points above U.S. Treasury rates to calculate the net present value of the expected cash flows and the fair value of its trading securities. The Level 3 fair values determined by the Company for its trading securities rely heavily on management's assumptions as to the future credit performance of the collateral banks, the impact of the global and regional economic activity, the timing of forecasted defaults and the discount rate applied to cash flows. The fair value of the trading securities at December 31, 2015 is sensitive to an increase or decrease in the discount rate. An increase in the discount margin of 100 basis points would have reduced the total fair value of the trading securities and decreased net income before income tax by $\$ 786$. A decrease in the discount margin of 100 basis points would have increased the total fair
value of the trading securities and increased net income before income tax by $\$ 906$.
Securities-available-for-sale and held-to-maturity. Available-for-sale securities are recorded at fair value and consist of residential mortgage-backed securities ("RMBS") issued by U.S. agencies, non-agencies, collateralized loan obligations, and municipals. Held-to-maturity securities are recorded at amortized cost and consist of RMBS issued by U.S. agencies, RMBS issued by non-agencies, and municipals. Fair value for U.S. agency securities is generally based on quoted market prices of similar securities used to form a dealer quote or a pricing matrix. There continues to be significant illiquidity in the market for RMBS issued by non-agencies, impacting the availability and reliability of transparent pricing. As orderly quoted market prices are not available, the Level 3 fair values for these securities are determined by the Company utilizing industry-standard tools to calculate

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the net present value of the expected cash flows available to the securities from the underlying mortgage assets. The Company computes Level 3 fair values for each non-agency RMBS in the same manner (as described below) whether available-for-sale or held-to-maturity.
To determine the performance of the underlying mortgage loan pools, the Company estimates prepayments, defaults, and loss severities based on a number of macroeconomic factors, including housing price changes, unemployment rates, interest rates and borrower attributes such as credit score and loan documentation at the time of origination. For each security, the Company inputs a projection of monthly default rates, loss severity rates and voluntary prepayment rates for the underlying mortgages for the remaining life of each security to determine the expected cash flows. The projections of default rates are derived by the Company from the historic default rate observed in the pool of loans collateralizing the security, increased by and decreased by the forecasted increase or decrease in the national unemployment rate. The projections of loss severity rates are derived by the Company from the historic loss severity rate observed in the pool of loans, increased by (and decreased by) the forecasted decrease or increase in the national home price appreciation ("HPA") index. The largest factors influencing the Company's modeling of the monthly default rate are unemployment and HPA, as a strong correlation exists. The national unemployment rate announced prior to the end of the period covered by this report (reported for November 2015) was $5.0 \%$, down from the high of $10.0 \%$ in October 2009. Consensus estimates for unemployment are that the rate will continue to decline. Going forward, the Company is projecting lower monthly default rates. The range of loss severity rates applied to each default used in the Company's projections at December 31, 2015 are from $15.0 \%$ up to $66.6 \%$ based upon individual bond historical performance. The default rates and the severities are projected for every non-agency RMBS security held by the Company and will vary monthly based upon the actual performance of the security and the macroeconomic factors discussed above.
To determine the discount rates used to compute the present value of the expected cash flows for these non-agency RMBS securities, the Company separates the securities by the borrower characteristics in the underlying pool. Specifically, "prime" securities generally have borrowers with higher FICO scores and better documentation of income. "Alt-A" securities generally have borrowers with a lower FICO and less documentation of income. "Pay-option ARMs" are Alt-A securities with borrowers that tend to pay the least amount of principal (or increase their loan balance through negative amortization). The Company calculates separate discount rates for prime, Alt-A and Pay-option ARM non-agency RMBS securities using market-participant assumptions for risk, capital and return on equity. The range of annual default rates used in the Company's projections at December 31, 2015 are from $1.5 \%$ up to $20.0 \%$ with prime securities tending toward the lower end of the range and Alt-A and Pay-option ARMs tending toward the higher end of the range. The Company applies its discount rates to the projected monthly cash flows which already reflect the full impact of all forecasted losses using the assumptions described above. When calculating present value of the expected cash flows at December 31, 2015, the Company computed its discount rates as a spread between 241 and 732 basis points over the interpolated swap curve with prime securities tending toward the lower end of the range and Alt-A and Pay-option ARMs tending toward the higher end of the range.
Loans Held for Sale. Loans held for sale at fair value are primarily single-family and multifamily residential loans. The fair value of residential loans held for sale is determined by pricing for comparable assets or by existing forward sales commitment prices with investors.
Impaired Loans. Impaired loans are loans which are inadequately protected by the current net worth and paying capacity of the borrowers or the collateral pledged. The accrual of interest income has been discontinued for impaired loans. The impaired loans are characterized by the distinct possibility that the Bank will sustain some loss if the deficiencies are not corrected. The Company assesses loans individually and identifies impairment when the loan is classified as impaired, has been restructured, or management has serious doubts about the future collectibility of principal and interest, even though the loans may currently be performing. The fair value of an impaired loan is determined based on an observable market price or current appraised value of the underlying collateral. The fair value of impaired loans with specific write-offs or allocations of the allowance for loan losses are generally based on recent real estate appraisals or internal valuation analyses consistent with the methodology used in real estate appraisals and include other third-party valuations and analysis of cash flows. These appraisals and analyses are updated at least on an annual basis. The Company primarily obtains real estate appraisals and in the rare cases where an appraisal cannot
be obtained, the Company performs an internal valuation analysis. These appraisals and analyses may utilize a single valuation approach or a combination of approaches including comparable sales and income approaches. The sales comparison approach uses at least three recent similar property sales to help determine the fair value of the property being appraised. The income approach is calculated by taking the net operating income generated by the collateral property of the rent collected and dividing it by an assumed capitalization rate. Adjustments are routinely made in the process by the appraisers to account for differences between the comparable sales and income data available. When measuring the fair value of the impaired loan based upon the projected sale of the underlying collateral, the Company subtracts the costs expected to be incurred for the transfer of the underlying collateral, which includes items such as sales commissions, delinquent taxes and insurance premiums. These adjustments to the estimated fair value of non-performing loans may result in increases or decreases to the provision for loan losses recorded in current earnings. Such adjustments are typically significant and result in a Level 3 classification for the inputs for determining fair value.

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Other Real Estate Owned and Repossessed Vehicles. Non-recurring adjustments to certain commercial and residential real estate properties classified as other real estate owned ("OREO") are measured at the lower of carrying amount or fair value, less estimated costs to sell. Fair values are generally based on third-party appraisals of the property, resulting in a Level 3 classification. In cases where the carrying amount exceeds the fair value, less costs to sell, an impairment loss is recognized.
Mortgage Servicing Rights. The Company initially records all mortgage servicing rights ("MSRs") at fair value and accounts for MSRs at fair value during the life of the MSR, with changes in fair value recorded through current period earnings. Fair value adjustments encompass market-driven valuation changes as well as modeled amortization involving the run-off of value that occurs due to the passage of time as individual loans are paid by borrowers. Market expectations about loan duration, and correspondingly the expected term of future servicing cash flows, may vary from time to time due to changes in expected prepayment activity, especially when interest rates rise or fall. Market expectations of increased loan prepayment speeds may negatively impact the fair value of the single family MSRs. Fair value is also dependent on the discount rate used in calculating present value, which is imputed from observable market activity and market participants and results in Level 3 classification. Management reviews and adjusts the discount rate on an ongoing basis. An increase in the discount rate would reduce the estimated fair value of the MSRs asset.
Mortgage Banking Derivatives. Fair value for mortgage banking derivatives are either based upon prices in active secondary markets for identical securities or based on quoted market prices of similar assets used to form a dealer quote or a pricing matrix. If no such quoted price exists, the fair value of a commitment is determined by quoted prices for a similar commitment or commitments, adjusted for the specific attributes of each commitment. These fair values are then adjusted for items such as fallout and estimated costs to originate the loan.

The Company's valuation methodologies may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. While management believes the Company's valuation methodologies are appropriate and consistent with or, in some cases, more conservative than other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the relevant reporting date.

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The following table sets forth the Company's financial assets and liabilities measured at fair value on a recurring basis at December 31, 2015 and June 30, 2015. Assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement:

December 31, 2015
Quoted Prices in
Active Significant Other Significant
(Dollars in thousands)

| Markets | Observable | Unobservable | Total |
| :--- | :--- | :--- | :--- |
| for Identical | Inputs | Inputs |  |
| Assets | (Level 2) | (Level 3) |  |
| (Level 1) |  |  |  |

ASSETS:

| Securities-Trading: Collateralized Debt Obligation\$- |  | \$ - | \$7,706 | \$7,706 |
| :---: | :---: | :---: | :---: | :---: |
| Securities-Available-for-Sale: |  |  |  |  |
| Agency RMBS | \$- | \$ 35,114 | \$- | \$35,114 |
| Non-Agency RMBS | - | - | 21,136 | 21,136 |
| Municipal | - | 31,013 | - | 31,013 |
| Other Debt Securities | - | 141,126 | - | 141,126 |
| Total-Securities—Available-for-Sale | \$- | \$ 207,253 | \$21,136 | \$228,389 |
| Loans Held for Sale | \$- | \$ 24,730 | \$- | \$24,730 |
| Mortgage Servicing Rights | \$- | \$ - | \$3,475 | \$3,475 |
| Other assets - Derivative Instruments | \$- | \$ - | \$1,062 | \$1,062 |
| LIABILITIES: |  |  |  |  |
| Other liabilities - Derivative Instruments | \$- | \$ - | \$31 | \$31 |

(Dollars in thousands)
June 30, 2015
Quoted Prices in

| Active | Significant Other Significant |  |  |
| :--- | :--- | :--- | :--- |
| Markets | Observable | Unobservable |  |
| fotal |  |  |  |
| for Identical | Inputs | Inputs |  |
| Assets | (Level 2) | (Level 3) |  |
| (Level 1) |  |  |  |

ASSETS:

| Securities—Trading: Collateralized Debt Obligation\$- <br> Securities—Available-for-Sale: | $\$-$ | $\$ 7,832$ | $\$ 7,832$ |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Agency RMBS | $\$-$ |  | $\$ 43,491$ | $\$-$ | $\$ 43,491$ |
| Non-Agency RMBS | - | - | - | 26,633 | 26,633 |
| Municipal | - | 22,035 | - | 22,035 |  |
| Other Debt Securities | $\$-$ | 71,202 | - | 71,202 |  |
| Total—Securities-Available-for-Sale | $\$-$ | $\$ 136,728$ | $\$ 26,633$ | $\$ 163,361$ |  |
| Loans Held for Sale | $\$ 25,430$ | $\$-$ | $\$ 25,430$ |  |  |
| Mortgage Servicing Rights | $\$-$ | $\$-$ | $\$ 2,098$ | $\$ 2,098$ |  |
| Other assets - Derivative Instruments | $\$-$ | $\$ 2,261$ | $\$ 2,261$ |  |  |
| LIABILITIES: | $\$-$ | $\$-$ | $\$-$ | $\$-$ |  |

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The following tables present additional information about assets measured at fair value on a recurring basis and for which the Company has utilized Level 3 inputs to determine fair value:

For the Three Months Ended
December 31, 2015
Securities -

| Trading: | Securities - | Mortgage | Derivative |
| :--- | :--- | :--- | :--- | :--- |
| Collateralized | Available-for-Sale: | Servicing | Instruments, Total |
| Debt | Non-Agency | Rights | net |
| Obligations | RMBS |  |  |



|  | For the Six Months Ended December 31, 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Securities - <br> Trading: <br> Collateralized <br> Debt <br> Obligations | Securities - <br> Available-for-Sale: <br> Non-Agency <br> RMBS |  | Mortgage Servicing Rights | Derivative <br> Instruments, Total net |  |
| Opening Balance | \$7,832 | \$ 26, |  | \$2,098 | \$2,261 | \$38,824 |
| Transfers into Level 3 | - | - |  | - | - | - |
| Transfers out of Level 3 | - | - |  | - | - | - |
| Total gains or losses for the period: |  |  |  |  |  |  |
| Included in earnings-Sale of mortgage-backed securities | - | (680 | ) | - | - | (680 |


| Included in earnings-Fair value gain (loss) 126 on trading securities | ) - |  | - | - | (126 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Included in earnings-Mortgage banking income | - |  | (51 | ) $(1,230$ | ) (1,281 |
| Included in other comprehensive income - | (961 | , | - | - | (961 |
| Purchases, originations, issues, sales and settlements: |  |  |  |  |  |
| Purchases/originations | - |  | 1,428 | - | 1,428 |
| Issues | - |  | - | - | - |
| Sales | (2,089 | ) | - | - | (2,089 |
| Settlements | (1,728 | ) | - | - | (1,728 |
| Other-than-temporary impairment | (39 | ) | - | - | (39 |
| Closing balance $\quad \$ 7,706$ | \$ 21,136 |  | \$3,475 | \$ 1,031 | \$33,348 |

Change in unrealized gains or losses for the period included in earnings for assets $\$(126 \quad$ ) $\$(680 \quad$ ) $\$(51 \quad$ ) $\$(1,230) \$(2,087)$ held at the end of the reporting period

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(Dollars in thousands)

| Opening balance | \$8,187 |  | \$ 34,171 |  | \$749 |  | \$943 |  | \$44,050 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Transfers into Level 3 | - |  | - |  | - |  | - |  | - |  |
| Transfers out of Level 3 | - |  | - |  | - |  | - |  | - |  |
| Total gains or losses for the period: |  |  |  |  |  |  |  |  |  |  |
| Included in earnings-Sale of mortgage-backed securities | - |  | - |  | - |  | - |  | - |  |
| Included in earnings-Fair value gain on trading securities | (325 | ) | - |  | - |  | - |  | (325 | ) |
| Included in earnings-Mortgage banking income | - |  | - |  | (38 | ) | (284 | ) | (322 | ) |
| Included in other comprehensive income | - |  | (981 | ) | - |  | - |  | (981 | ) |
| Purchases, originations, issues, sales and settlements: |  |  |  |  |  |  |  |  |  |  |
| Purchases/originations | - |  | - |  | 326 |  | - |  | 326 |  |
| Issues | - |  | - |  | - |  | - |  | - |  |
| Sales | - |  | - |  | - |  | - |  | - |  |
| Settlements | - |  | (1,099 | ) | - |  | - |  | (1,099 | ) |
| Other-than-temporary impairment | - |  | (165 | ) | - |  | - |  | (165 | ) |
| Closing balance | \$7,862 |  | \$ 31,926 |  | \$1,037 |  | \$659 |  | \$41,484 |  |
| Change in unrealized gains or losses for the period included in earnings for assets held at the end of the reporting period | \$(325 | ) | \$ - |  | \$(38 | ) | \$(284 | ) | \$(647 | ) |

For the Six Months Ended
December 31, 2014
(Dollars in thousands)
Securities -

| Trading: | Securities - |  |  |
| :--- | :--- | :--- | :--- |
| Collateralized | Available-for-Sale: | Mortgage | Derivative |
| Servicing | Instruments, Total |  |  |
| Debt | Non-Agency | Rights | net |
| Obligations | RMBS |  |  |



Included in earnings-Mortgage banking income
Included in other comprehensive income
Purchases, originations, issues, sales and settlements:

| Purchases/originations | - | - | 510 | - | 510 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Issues | - | - | - | - | - |
| Sales | - | - | - | - | - |
| Settlements | - | $(4,150$ | $)$ | - | - |
| $\left.\begin{array}{llll} & - & (214,150 & ) \\ \text { Other-than-temporary impairment } & -7,862 & \$ 31,926 & ) \\ \text { Closing balance } & \$ 1,037 & \$ 659 & \$ 41,484\end{array}\right)$ |  |  |  |  |  |

Change in unrealized gains or losses for the period included in earnings for assets $\$(204 \quad$ ) $\$ \quad \$(35 \quad) \$(216 \quad) \$(455 \quad)$ held at the end of the reporting period

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The table below summarizes the quantitative information about level 3 fair value measurements at the periods indicated:

| (Dollars in thousands) | December 31, 2015 |  | Unobservable Input | Range (Weighted Average) |
| :---: | :---: | :---: | :---: | :---: |
|  | Fair Value | Valuation Technique |  |  |
| Securities - Trading: Collateralized Debt Obligations | \$7,706 | Discounted Cash Flow | Total Projected Defaults, | $17.1 \text { to } 21.1 \%$ |
|  |  |  | Discount Rate over Treasury | 5.0 to $5.0 \%$ ( $5.0 \%$ ) |
|  |  | Discounted Cash Flow | Projected Constant <br> Prepayment Rate, | 8.6 to $25.8 \%$ (14.7\%) |
| Securities - |  |  | Projected Constant Default 1 | 1.5 to $20.0 \%$ (6.4\%) |
| Available-for-Sale: | \$21,136 |  | Rate, | 32.6 to 66.6\% |
| Non-agency RMBS |  |  | Projected Loss Severity, | (49.1\%) |
|  |  |  | Discount Rate over LIBOR | 2.4 to 2.8\% (2.7\%) |
|  |  | Discounted Cash Flow | Projected Constant |  |
| Mortgage Servicing Rights | \$3,475 |  | Prepayment Rate, | $\begin{aligned} & 5.1 \text { to } 13.9 \% \\ & 4.0 \text { to } 8.3 \text { (7.1) } \end{aligned}$ |
|  |  |  | Life (in years), <br> Discount Rate | 8.5 to $10.5 \%$ (9.6\%) |
| Derivative Instruments, net | \$1,031 | Sales Comparison <br> Approach | Projected Sales Profit of Underlying Loans | 0.3 to 0.5\% (0.4\%) |
|  | June 30, 2015 |  |  |  |
| (Dollars in thousands) | Fair Value | Valuation Technique | Unobservable Input | Range (Weighted Average) |
| Securities - Trading: Collateralized Debt | \$7,832 | Discounted Cash Flow | Total Projected Defaults, Discount Rate over | $\begin{aligned} & 18.8 \text { to } 29.8 \% \\ & (24.6 \%) \end{aligned}$ |
| Obligations |  |  | Treasury | 4.8 to $4.8 \%$ (4.8\%) |
|  |  |  | Projected Constant |  |
|  |  |  | Prepayment Rate, | 6.3 to $29.5 \%$ (13.0\%) |
| Securities - <br> Available-for-Sale: <br> Non-agency RMBS | \$26,633 | Discounted Cash Flow | Projected Constant Defaul | 1.5 to $19.6 \%$ (5.6\%) |
|  |  |  | Rate, | 37.6 to $66.5 \%$ |
|  |  |  | Projected Loss Severity, | (51.1\%) |
|  |  |  | Discount Rate over <br> LIBOR | 2.4 to 3.0\% (2.9\%) |
|  | \$2,098 | Discounted Cash Flow | Projected Constant |  |
| Mortgage Servicing Rights |  |  | Prepayment Rate, | $4.3 \text { to } 8.3 \text { (7.4) }$ |
|  |  |  | Life (in years), Discount Rate | 9.5 to $10.5 \%$ (9.7\%) |
| Derivative Instruments, net | \$2,261 | Sales Comparison Approach | Projected Sales Profit of Underlying Loans | 0.5 to $1.3 \%$ ( $0.8 \%$ ) |

The significant unobservable inputs used in the fair value measurement of the Company's residential mortgage-backed securities are prepayment rates, probability of default, and loss severity in the event of default. Significant increases (decreases) in any of those inputs in isolation would result in a significantly lower (higher) fair value measurement. Generally, a change in the assumption used for the probability of default is accompanied by a directionally similar change in the assumption used for the loss severity and a directionally opposite change in the assumption used for prepayment rates.

The table below summarizes changes in unrealized gains and losses and interest income recorded in earnings for level 3 trading assets and liabilities that are still held at the periods indicated:

For the Three Months Ended December 31,
(Dollars in thousands)
Interest income on investments
Fair value adjustment
Total

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The table below summarizes assets measured for impairment on a non-recurring basis:
December 31, 2015
Quoted Prices in
(Dollars in thousands)
Active Markets for Identical
Assets
(Level 1)
Significant Other Significant Observable Unobservable Inputs Inputs (Level 2) (Level 3)

Impaired Loans:
Single family real estate secured:

| Mortgage | $\$-$ | $\$-$ | $\$ 21,168$ | $\$ 21,168$ |
| :--- | :--- | :--- | :--- | :--- |
| Home equity | - | - | 7 | 7 |
| Multifamily real estate secured | - | - | 4,845 | 4,845 |
| Commercial real estate secured | - | - | 372 | 372 |
| Auto and RV secured | - | - | 300 | 300 |
| Total | $\$-$ | $\$-$ | $\$ 26,692$ | $\$ 26,692$ |
| Other real estate owned and foreclosed assets: |  |  |  |  |
| Single family real estate secured | $\$-$ | $\$-$ | $\$ 75$ | $\$ 75$ |
| Multifamily real estate secured | - | - | 321 | 321 |
| Auto and RV secured | - | - | 26 | 26 |
| Total | $\$-$ | $\$-$ | $\$ 422$ | $\$ 422$ |
| HTM Securities - Non-Agency RMBS | $\$-$ | $\$-$ | $\$ 84,552$ | $\$ 84,552$ |

(Dollars in thousands)
June 30, 2015

| Quoted Prices in | Significant Other Significant |  |  |
| :--- | :--- | :--- | :--- |
| Active Markets | Observable | Unobservable | Balance |
| for Identical | Inputs | Inputs |  |
| Assets | (Level 2) | (Level 3) |  |
| (Level 1) |  |  |  |

Impaired Loans:
Single family real estate secured:

| Mortgage | $\$-$ | $\$-$ | $\$ 23,059$ | $\$ 23,059$ |
| :--- | :--- | :--- | :--- | :--- |
| Home equity | - | - | 9 | 9 |
| Multifamily real estate secured | - | - | 5,399 | 5,399 |
| Commercial real estate secured | - | - | 2,128 | 2,128 |
| Auto and RV secured | - | - | 453 | 453 |
| Total | $\$-$ | $\$-$ | $\$ 31,048$ | $\$ 31,048$ |
| Other real estate owned and foreclosed assets: | \$- | $\$-$ |  | $\$ 463$ |
| Single family real estate secured | - | - | 762 | $\$ 463$ |
| Multifamily real estate secured | - | - | 15 | 762 |
| Auto and RV secured | $\$-$ | $\$-$ | $\$ 1,240$ | $\$ 1,240$ |
| Total | $\$-$ | $\$-$ | $\$ 88,094$ | $\$ 88,094$ |

Impaired loans measured for impairment on a non-recurring basis using the fair value of the collateral for collateral-dependent loans have a carrying amount of $\$ 26,692$, after charge-offs of $\$ 104$ for the six months ended December 31, 2015, and life to date charge-offs of \$4,619. Impaired loans had a related allowance of \$279 at December 31, 2015.

Other real estate owned and foreclosed assets, which are measured at the lower of carrying value or fair value less costs to sell, had a net carrying amount of $\$ 422$ after charge-offs of $\$ 11$ for the three months ended December 31, 2015.

Held-to-maturity securities measured for impairment on a non-recurring basis had a fair value of $\$ 84,552$ and a carrying amount of $\$ 85,092$ at December 31, 2015, after net impairment charges to income of $\$ 102$ and an increase to other comprehensive income of $\$ 3,496$ during the six months ended December 31, 2015. The Company recognized net impairment charges to income

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of $\$ 1,283$ and an increase in other comprehensive increase of $\$ 2,920$ for the six months ended December 31, 2014. These held-to-maturity securities are valued using Level 3 inputs.
The Company has elected the fair value option for Agency loans held for sale. These loans are intended for sale and the Company believes that the fair value is the best indicator of the resolution of these loans. Interest income is recorded based on the contractual terms of the loan. None of these loans are 90 days or more past due nor on nonaccrual as of December 31, 2015 and June 30, 2015.
As of December 31, 2015 and June 30, 2015, the aggregate fair value, contractual balance (including accrued interest), and unrealized gain was as follows:

| (Dollars in thousands) | December 31, | June 30, 2015 |
| :--- | :--- | :--- |
| Aggregate fair value | 2015 | $\$ 25,430$ |
| Contractual balance | $\$ 24,730$ | $\$ 24,886$ |
| Unrealized gain | 24,239 | $\$ 491$ |

The total amount of unrealized gains and losses from changes in fair value included in earnings for the period indicated below for loans held for sale were:

|  | For the Three Months Ended <br> December 31, |  | For the Six Months Ended <br> December 31, |  |
| :--- | :--- | :--- | :--- | :--- |
| (Dollars in thousands) | 2015 | 2014 | 2015 | 2014 |
| Interest income | $\$ 161$ | $\$ 149$ | $\$ 433$ | $\$ 303$ |
| Change in fair value | $(286$ | $)$ | $(152$ | $)$ |
| Total | $\$(125$ | $)$ | $\$(3)$ | $)$ |
|  |  |  | $(859$ | $)$ |

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The following table presents quantitative information about level 3 fair value measurements for financial instruments measured at fair value on a non-recurring basis at the periods indicated:

| (Dollars in thousands) | December 31, 2015 |  | Unobservable Input | Range (Weighted <br> Average) ${ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Fair Value | Valuation Technique(s) |  |  |
| Impaired loans: <br> Single family real estate secured: |  |  |  |  |
|  |  |  |  |  |  |  |
| Mortgage | \$21,168 | Sales comparison approach | Adjustment for differences between the comparable sales | -40.6 to 71.1\% (18.1\%) |
| Home equity | \$7 | Sales comparison approach | Adjustment for differences between the comparable sales | -9.7 to 5.5\% (-2.1\%) |
| Multifamily real estate secured | \$4,845 | Sales comparison approach, income approach, Discounted cash flows | Adjustment for differences between the comparable sales and adjustments for differences in net operating income expectations | -39.5 to 41.8\% (-5.8\%) |
| Commercial real estate secured | \$372 | Sales comparison approach and income approach | Adjustment for differences between the comparable sales and adjustments for differences in net operating income expectations | $\begin{aligned} & -33.0 \text { to }-10.7 \% \\ & (-21.9 \%) \end{aligned}$ |
| Auto and RV secured | \$300 | Sales comparison approach | Adjustment for differences between the comparable sales | 0.0 to $24.7 \%$ (10.3\%) |
| Other real estate owned: |  |  |  |  |
| Single family real estate secured | \$75 | Sales comparison approach | Adjustment for differences between the comparable sales | -2.2 to 11.2\% (4.5\%) |
| Multifamily real estate secured | \$321 | Sales comparison approach and income approach | Adjustment for differences between the comparable sales and adjustments for differences in net operating income expectations, Capitalization rate | -36.2 to 4.3\% (-20.2\%) |
| Auto and RV secured | \$26 | Sales comparison approach | Adjustment for differences between the comparable sales | 0.0 to 20.5\% (10.3\%) |
| HTM Securities - <br> Non-Agency RMBS | \$84,552 | Discounted cash flow | Constant prepayment | 2.5 to $23.9 \%$ (10.5\%) |
|  |  |  | rate, constant default rate | $\begin{aligned} & 1.5 \text { to } 10.8 \%(4.5 \%) \\ & 15.0 \text { to } 65.6 \%(54.2 \%) \end{aligned}$ |

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| (Dollars in thousands) | Fair Value | Valuation Technique(s) | Unobservable Input | Range (Weighted <br> Average) ${ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: |
| Impaired loans: <br> Single family real estate secured: |  |  |  |  |
|  |  |  |  |  |
| Mortgage | \$23,059 | Sales comparison approach | Adjustment for differences between the comparable sales | -52.5 to 53.7\% (3.9\%) |
| Home equity | \$9 | Sales comparison approach | Adjustment for differences between the comparable sales | -9.7 to 5.5\% (-2.1\%) |
| Multifamily real estate secured | \$5,399 | Sales comparison approach and income approach | Adjustment for differences between the comparable sales and adjustments for differences in net operating income expectations | -73.4 to 80.6\% (-8.3\%) |
| Commercial real estate secured | \$2,128 | Sales comparison approach and income approach | Adjustment for differences between the comparable sales and adjustments for differences in net operating income expectations | -66.5 to 81.1\% (-10.3\%) |
| Auto and RV secured | \$453 | Sales comparison approach | Adjustment for differences between the comparable sales | 0.0 to $66.2 \%$ (10.8\%) |
| Other real estate owned: |  |  |  |  |
| Single family real estate secured | \$463 | Sales comparison approach | Adjustment for differences between the comparable sales | -20.3 to 12.1\% (-4.1\%) |
| Multifamily real estate secured | \$762 | Sales comparison approach and income approach | Adjustment for differences between the comparable sales and adjustments for differences in net operating income expectations | -37.1 to 48.6\% (5.7\%) |
| Auto and RV secured | \$15 | Sales comparison approach | Adjustment for differences between the comparable sales | 0.0 to 20.7\% (10.3\%) |
| HTM Securities -Non-Agency RMBS | \$88,094 | Discounted cash flow | Constant prepayment rate, constant default rate, loss severity, discount rate over LIBO | $\begin{aligned} & 5.0 \text { to } 43.8 \%(10.5 \%) \\ & 1.5 \text { to } 14.6 \%(6.7 \%) \\ & 15.0 \text { to } 65.5 \%(54.4 \%) \\ & \mathrm{R}^{3.0} \text { to } 6.9 \%(5.8 \%) \end{aligned}$ |

${ }^{1}$ For impaired loans and other real estate owned the ranges shown may vary positively or negatively based on the comparable sales reported in the current appraisal. In certain instances, the range can be significant due to small sample sizes and in some cases the property being valued having limited comparable sales with similar characteristics at the time the current appraisal is conducted.

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Fair value of Financial Instruments
The carrying amounts and estimated fair values of financial instruments at December 31, 2015 and June 30, 2015 were as follows:

| December 31, 2015 Fair Value |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Carrying Amount | Level 1 | Level 2 | Level 3 | Total Fair Value |
| Financial assets: |  |  |  |  |  |
| Cash and cash equivalents | \$284,431 | \$284,431 | \$- | \$- | \$284,431 |
| Securities trading | 7,706 | - | - | 7,706 | 7,706 |
| Securities available-for-sale | 228,389 | - | 207,253 | 21,136 | 228,389 |
| Securities held-to-maturity | 215,963 | - | 80,319 | 135,240 | 215,559 |
| Loans held for sale, at fair value | 24,730 | - | 24,730 | - | 24,730 |
| Loans held for sale, at lower of cost or fair value | 65,429 | - | - | 66,342 | 66,342 |
| Loans held for investment-net | 5,645,272 | - | - | 5,808,598 | 5,808,598 |
| Accrued interest receivable | 19,060 | - | - | 19,060 | 19,060 |
| Mortgage servicing rights | 3,475 | - | - | 3,475 | 3,475 |
| Financial liabilities: |  |  |  |  |  |
| Time deposits and savings | 5,199,966 | - | 4,946,555 | - | 4,946,555 |
| Securities sold under agreements to repurchase | 35,000 | - | 36,823 | - | 36,823 |
| Advances from the Federal Home Loan Bank | 758,000 | - | 763,247 | - | 763,247 |
| Subordinated debentures | 5,155 | - | 5,155 | - | 5,155 |
| Accrued interest payable | 1,262 | - | 1,262 | - | 1,262 |
|  | June 30, 2015 |  |  |  |  |
|  | Fair Value |  |  |  |  |
| (Dollars in thousands) | Carrying <br> Amount | Level 1 | Level 2 | Level 3 | Total Fair Value |
| Financial assets: |  |  |  |  |  |
| Cash and cash equivalents | \$222,874 | \$222,874 | \$- | \$- | \$222,874 |
| Securities trading | 7,832 | - | - | 7,832 | 7,832 |
| Securities available-for-sale | 163,361 | - | 136,728 | 26,633 | 163,361 |
| Securities held-to-maturity | 225,555 | - | 83,441 | 144,882 | 228,323 |
| Loans held for sale, at fair value | 25,430 | - | 25,430 | - | 25,430 |
| Loans held for sale, at lower of cost or fair value | 77,891 | - | - | 77,932 | 77,932 |
| Loans held for investment-net | 4,928,618 | - | - | 5,011,596 | 5,011,596 |
| Accrued interest receivable | 20,268 | - | - | 20,268 | 20,268 |
| Mortgage servicing rights | 2,098 | - | - | 2,098 | 2,098 |
| Financial liabilities: |  |  |  |  |  |
| Time deposits and savings | 4,451,917 | - | 4,385,034 | - | 4,385,034 |
| Securities sold under agreements to repurchase | 35,000 | - | 37,489 | - | 37,489 |
| Advances from the Federal Home Loan Bank | 753,000 | - | 757,265 | - | 757,265 |
| Subordinated debentures | 5,155 | - | 5,155 | - | 5,155 |
| Accrued interest payable | 1,266 | - | 1,266 | - | 1,266 |

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The methods and assumptions, not previously presented, used to estimate fair value are described as follows:
Carrying amount is the estimated fair value for cash and cash equivalents, interest bearing deposits, accrued interest receivable and payable, demand deposits, short-term debt, and variable rate loans or deposits that reprice frequently and fully. For fixed rate loans, deposits, borrowings or subordinated debt and for variable rate loans, deposits, borrowings or subordinated debt with infrequent repricing or repricing limits, fair value is based on discounted cash flows using current market rates applied to the estimated life and credit risk. A discussion of the methods of valuing trading securities, available for sale securities and loans held for sale can be found earlier in this footnote. The carrying amount of stock of the Federal Home Loan Bank ("FHLB") approximates the estimated fair value of this investment. The fair value of off-balance sheet items is not considered material.

## 4.SECURITIES

The amortized cost, carrying amount and fair value for the major categories of securities: trading, available-for-sale, and held-to-maturity at December 31, 2015 and June 30, 2015 were:

December 31, 2015
Trading Available-for-sale
(Dollars in Fair Amortized UnrealizednrealizedFair
thousands) Value Cost Gains Losses Value
Mortgage-backed
securities
(RMBS):
U.S. agencies ${ }^{1} \quad \$-\quad \$ 35,565 \quad \$ 334 \quad \$(785 \quad) \$ 35,114 \quad \$ 39,118$ \$752 $\quad \$(1 \quad)$ \$39,869
$\begin{array}{llllllllll} & \text { Non-agency } & \\ & - & 19,275 & 1,861 & - & 21,136 & 140,908 & 7,560 & (13,228 & ) \\ 135,240\end{array}$
Total
mortgage-backed - $\quad 54,840 \quad 2,195 \quad(785 \quad) 56,250 \quad 180,026 \quad 8,312 \quad(13,229) 175,109$
securities
Other debt
securities:

| Municipal | - | 30,877 | 222 | $(86$ | $)$ | 31,013 | 35,937 | 4,513 | - |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Non-agency $^{3}$ | 7,706 | 141,056 | 912 | $(842$ | $)$ | 141,126 | - | - | - |
| Total other debt | 7,706 | 171,933 | 1,134 | $(928$ | $)$ | 172,139 | 35,937 | 4,513 | - |

securities
Total debt
securities
June 30, 2015
Trading Available-for-sale
(Dollars in
thousands) Value Cost Gains Losses Value
Mortgage-backed
securities
(RMBS):
U.S. agencies ${ }^{1} \quad \$-\quad \$ 43,738 \quad \$ 701 \quad \$(948 \quad) \$ 43,491 \quad \$ 41,993 \quad \$ 1,398 \quad \$-\quad \$ 43,391$

Non-agency $^{2} \quad-\quad 23,799 \quad 2,835 \quad(1 \quad) 26,633 \quad 147,586 \quad 10,045 \quad(12,749) 144,882$
Total
mortgage-backed -
$67,5373,536(949) 70,124 \quad 189,579 \quad 11,443 \quad(12,749) 188,273$
securities
Other debt
securities:
$\begin{array}{llllllllll}\text { Municipal } & - & 21,731 & 390 & (86 & ) & 22,035 & 35,976 & 4,074 & -\end{array}$

| Non-agency |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total other debt <br> securities | 7,832 | 70,216 | 1,271 | $(285$ | $) 71,202$ | - | - | - | - |
| Total debt <br> securities | $\$ 7,832$ | $\$ 159,484$ | $\$ 5,197$ | $\$(1,320)$ | $\$ 163,361$ | $\$ 225,555$ | $\$ 15,517$ | $\$(12,749)$ | $\$ 228,323$ |

1. U.S. government-backed or government sponsored enterprises including Fannie Mae, Freddie Mac and Ginnie Mae.
2. Private sponsors of securities collateralized primarily by pools of 1-4 family residential first mortgages. Primarily super senior securities secured by prime, Alt-A or pay-option ARM mortgages.
3. Senior collateralized loan obligations and asset-backed securities.

The Company's non-agency RMBS available-for-sale portfolio with a total fair value of \$21,136 at December 31, 2015 consists of seventeen different issues of super senior securities with a fair value of $\$ 12,766$; one senior structured whole loan security with a fair value of $\$ 8,349$ and two mezzanine $z$-tranche securities with a fair value of $\$ 21$ collateralized by seasoned prime and Alt-A first-lien mortgages.

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The non-agency RMBS held-to-maturity portfolio with a carrying value of $\$ 140,908$ at December 31, 2015 consists of 76 different issues of super senior securities totaling $\$ 138,704$ and one senior-support security with a carrying value of $\$ 2,204$. Debt securities with evidence of credit quality deterioration since issuance and for which it is probable at purchase that the Company will be unable to collect all of the par value of the security are accounted for under ASC Topic 310-30, Loans and Debt Securities Acquired with Deteriorated Credit Quality ("ASC Topic 310-30"). Under ASC Topic 310-30, the excess of cash flows expected at acquisition over the purchase price is referred to as the accretable yield and is recognized in interest income over the remaining life of the security. The Company has one senior support security that it acquired at a significant discount that evidenced credit deterioration at acquisition and is accounted for under ASC Topic 310-30. For a cost of $\$ 17,740$ the Company acquired the senior support security with a contractual par value of $\$ 30,560$ and accretable and non-accretable discounts that were projected to be $\$ 9,015$ and $\$ 3,805$, respectively. Since acquisition, repayments from the security have been received more rapidly than projected at acquisition, but expected total payments have declined, resulting in a determination that the security was other-than-temporarily impaired; however, no charge was recorded for the fiscal 2015 year and no charge was incurred for the six months ended December 31, 2015. At December 31, 2015 the security had a remaining contractual par value of zero dollars and amortizable and non-amortizable premium are currently projected to be zero dollars and $\$ 2,472$, respectively.
The current face amounts of debt securities available-for-sale and held-to-maturity that were pledged to secure borrowings at December 31, 2015 and June 30, 2015 were $\$ 40,009$ and $\$ 39,014$ respectively.

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The securities with unrealized losses, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position were as follows:

December 31, 2015
Available-for-sale securities in loss position for $\quad$ Held-to-maturity securities in loss position for

| Less Than | More Than | Total |
| :--- | :--- | :--- |
| 12 Months | 12 Months |  |


RMBS:
$\begin{array}{llllllllll}\text { U.S. } \\ \text { agencies }\end{array} \quad \$-\quad \$-\quad \$ 23,612 \$(785) \$ 23,612 \quad \$(785) \$ 149 \quad \$(1 \quad) \$-\quad \$-\quad \$ 149 \quad \$(1$
Non-agency - $\quad-\quad-\quad-\quad-\quad-\quad 13,664 \quad(845 \quad) 75,183 \quad(12,383) 88,847 \quad(13,228$
Total
RMBS - - 23,612 (785 ) 23,612 (785 ) 13,813 (846 ) 75,183 (12,383) 88,996 (13,229
securities
Other Debt:
Municipal
Debt 20,507 (86 )
Non-agency 68,648 (706 ) 2,276 (136 ) 70,924 (842 ) -
Total Other
Debt
Total debt
securities
June 30, 2015
Available-for-sale securities in loss position for Held-to-maturity securities in loss position for

| Less Than | More Than | Total |
| :--- | :--- | :--- |
| 12 Months | 12 Months |  |

Dollars in Fair Gross Fair Gross Fair Gros thousands) Value $\begin{array}{ll}\text { Unrealized Fair } & \text { Unrealizair } \\ \text { Losses Value } & \text { Losses }\end{array}$ $\begin{array}{lllll}\text { Gross } & \text { Gross } & \text { Fair } & \text { Fross } & \text { Gross } \\ \text { Unrealized } & \text { Fair } & \text { Unrealized } & \text { Galue } & \text { Unrealized } \\ \text { Losses } & \text { Value } & \text { Unrealiz } \\ \text { Losses } & \text { Losses } & & \text { Losses }\end{array}$
RMBS:
U.S.
$\left.\begin{array}{llllllllllll}\text { U.S. } & \$ 369 & \$(2 & ) & \$ 24,974 & \$(946) & \$ 25,343 & \$(948 & ) & \$- & \$- & \$- \\ \text { agencies } & \$- & \$- & \$- \\ \text { Non-agency } 1,275 & (1 & )- & - & 1,275 & (1 & ) & 23,450 & (1,802 & ) & 67,090 & (10,947\end{array}\right) 90,540 \quad 12,749$
Total
RMBS 1,644 (3 ) 24,974 (946) 26,618 (949 ) 23,450 (1,802 ) 67,090 (10,947) 90,540 (12,749 securities
Other Debt:

| Municipal | 1,358 | $(86$ | $)$ |  | - | 1,358 | $(86$ | $)-$ | - | - |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Debt |  | - | - | - |  |  |  |  |  |  |
| Non-agency 19,100 | $(285$ | $)-$ | - | 19,100 | $(285$ | $)-$ | - | - | - | - |
| Total Other 20,458 | $(371$ | $)-$ | - | 20,458 | $(371$ | $)-$ | - | - | - | - |

Debt
Total debt
securities

$$
\$ 22,102 \$(374) \$ 24,974 \$(946) \$ 47,076 \$(1,320) \$ 23,450 \$(1,802) \$ 67,090 \$(10,947) \$ 90,540 \$(12,749
$$

There were 38 securities that were in a continuous loss position at December 31, 2015 for a period of more than 12 months. There were 32 securities that were in a continuous loss position at June 30, 2015 for a period of more than 12 months.

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The following table summarizes amounts of credit loss recognized in the income statement through other-than-temporary impairment charges which reduced non-interest income:

| For the Three Months EndedDecember 31, |  |  |  | For the Six Months Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 |  | 2014 |  | 2015 |  | 2014 |
| \$(20,621 | ) | \$(19,351 | ) | \$(20,503 | ) | \$(18,139 |
| - |  | - |  | (99 |  | (39 |
| (23 | ) | (285 | ) | (42 | ) | (1,458 |
| 116 |  | - |  | 116 |  | - |
| \$(20,528 |  | \$(19,636 |  | \$(20,528 |  | \$(19,636 |

At December 31, 2015, non-agency RMBS with a total carrying amount of $\$ 96,249$ were determined to have cumulative credit losses of $\$ 20,528$ of which $\$ 23$ was recognized in earnings during the three months ended December 31, 2015. This quarter's other-than-temporary impairment of $\$ 23$ is related to two non-agency RMBS with a total carrying amount of $\$ 1,028$. The Company measures its non-agency RMBS in an unrecognized loss position at the end of the reporting period for other-than-temporary impairment by comparing the present value of the cash flows currently expected to be collected from the security with its amortized cost basis. If the calculated present value is lower than the amortized cost, the difference is the credit component of an other-than-temporary impairment of its debt securities. The excess of present value over the fair value of the security (if any) is the non-credit component only if the Company does not intend to sell the security and will not be required to sell the security before recovery of its amortized cost basis. The credit component of the other-than-temporary impairment is recorded as a loss in earnings and the non-credit component as a charge to other comprehensive income, net of the related income tax benefit. To determine the cash flow expected to be collected and to calculate the present value for purposes of testing for other-than-temporary impairment, the Company utilizes the same industry-standard tool and the same cash flows as those calculated for Level 3 fair values as discussed in Note 3 - Fair Value. The discount rates used to compute the present value of the expected cash flows for purposes of testing for the credit component of the other-than-temporary impairment are either the implicit rate calculated in each of the Company's securities at acquisition or the last accounting yield. The Company calculates the implicit rate at acquisition based on the contractual terms of the security, considering scheduled payments (and minimum payments in the case of pay-option ARMs) without prepayment assumptions. Once the discount rate (or discount margin in the case of floating rate securities) is calculated as described above, the discount is used in the industry-standard model to calculate the present value of the cash flows.
The gross gains and losses realized through earnings upon the sale of available-for-sale securities for the three and six months ended December 31, 2015 were as follows:

|  | For the Three Months Ended <br> December 31, |  | For the Six Months Ended <br> December 31, |  |
| :--- | :--- | :--- | :--- | :--- |
| (Dollars in thousands) | 2015 | 2014 | 2015 | 2014 |
| Proceeds | $\$ 10,069$ | $\$ 9,614$ | $\$ 10,069$ | $\$ 9,614$ |
| Gross realized gains | 933 | 587 | 933 | 587 |
| Gross realized losses | - | - | - | - |
| Net realized gain on securities | $\$ 933$ | $\$ 587$ | $\$ 933$ | $\$ 587$ |

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The Company had recorded unrealized gains and unrealized losses in accumulated other comprehensive loss as follows:
(Dollars in thousands)
Available-for-sale debt securities-net unrealized gains
Available-for-sale debt securities-non-credit related losses
Held-to-maturity debt securities-non-credit related losses
Subtotal
Tax benefit
December 31, June 30, 20152015
$\left.\begin{array}{lll}\$ 1,616 & \$ 3,877 & \\ (259 & ) & (271 \\ (15,100 & ) & (18,597 \\ (13,743 & ) & (14,991\end{array}\right)$

The expected maturity distribution including repayments of the Company's mortgage-backed securities and other debt securities classified as trading, available-for-sale and held-to-maturity at December 31, 2015 were:

December 31, 2015

| Trading | Available for sale |  | Held-to-maturity |  |
| :--- | :--- | :--- | :--- | :--- |
| Fair | Amortized | Fair | Carrying | Fair |
| Value | Cost | Value | Amount | Value |
|  |  |  |  |  |
| $\$-$ | $\$ 3,532$ | $\$ 3,451$ | $\$ 1,298$ | $\$ 1,346$ |
| - | 10,929 | 10,710 | 4,978 | 5,161 |
| - | 8,693 | 8,576 | 5,654 | 5,851 |
| - | 12,411 | 12,377 | 27,188 | 27,511 |
| - | 35,565 | 35,114 | 39,118 | 39,869 |
|  |  |  |  |  |
| - | 5,536 | 5,933 | 21,779 | 20,837 |
| - | 9,251 | 10,059 | 47,178 | 45,431 |
| - | 2,625 | 3,005 | 38,441 | 36,615 |
| - | 1,863 | 2,139 | 33,510 | 32,357 |
| - | 19,275 | 21,136 | 140,908 | 135,240 |
| - |  |  |  |  |
|  | 33,822 | 33,760 | 1,014 | 1,137 |
| - | 129,343 | 129,571 | 4,708 | 5,280 |
| - | 5,050 | 5,066 | 7,391 | 8,292 |
| - | 3,718 | 3,742 | 22,824 | 25,741 |
| 7,706 | 171,933 | 172,139 | 35,937 | 40,450 |
| 7,706 | $\$ 226,773$ | $\$ 228,389$ | $\$ 215,963$ | $\$ 215,559$ |
| $\$ 7,706$ |  |  |  |  |

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## 5.LOANS \& ALLOWANCE FOR LOAN LOSSES

The following table sets forth the composition of the loan portfolio as of the dates indicated:
(Dollars in thousands)
Single family real estate secured:
Mortgage
Home equity
Warehouse and other ${ }^{1}$
Multifamily real estate secured
Commercial real estate secured
Auto and RV secured
Factoring
Commercial \& Industrial
Other
Total gross loans
Allowance for loan losses
Unaccreted discounts and loan fees
Total net loans

December 31, 2015 June 30, 2015

| $\$ 3,371,974$ | $\$ 2,980,795$ |
| :--- | :--- |
| 3,418 | 3,604 |
| 519,564 | 385,413 |
| $1,202,987$ | $1,185,531$ |
| 99,938 | 61,403 |
| 30,335 | 13,140 |
| 143,896 | 122,200 |
| 281,826 | 248,584 |
| 61,145 | 601 |
| $5,715,083$ | $5,001,271$ |
| $(35,071$ | $)$ |
| $(34,740$ | $)$ |
| $\$ 5,645,272$ | $\$ 4,326$ |

The balance of single family warehouse loans was $\$ 176,330$ at December 31, 2015 and $\$ 122,003$ at June 30, 2015.

1. The remainder of the balance is attributable to single family lender finance loans.

Allowance for Loan Losses. We are committed to maintaining the allowance for loan losses (sometimes referred to as the "allowance") at a level that is considered to be commensurate with estimated probable incurred credit losses in the portfolio. Although the adequacy of the allowance is reviewed quarterly, management performs an ongoing assessment of the risks inherent in the portfolio. While the Company believes that the allowance for loan losses is adequate at December 31, 2015, future additions to the allowance will be subject to continuing evaluation of estimated and known, as well as inherent risks in the loan portfolio.
Allowance for Loan Loss Disclosures. The assessment of the adequacy of the Company's 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, collateral values and charge-off history.
The Company provides general loan loss reserves for its automobile ("auto") and recreational vehicle ("RV") loans based upon the borrower credit score and the Company's loss experience to date. The allowance for loan loss for the auto and RV loan portfolio at December 31, 2015 was determined by classifying each outstanding loan according to semi-annually refreshed FICO score and providing loss rates. The Company had $\$ 30,035$ of auto and RV loan balances subject to general reserves as follows: FICO greater than or equal to 770: $\$ 8,903 ; 715-769$ : $\$ 11,206 ; 700-$ 714: $\$ 3,462 ; 660-699: \$ 4,526$ and less than 660: $\$ 1,938$.
The Company provides general loan loss reserves for mortgage loans based upon the size and class of the mortgage loan and the loan-to-value ratio ("LTV") at date of origination. The Company divides the LTV analysis into two classes, separating the purchased loans from the loans underwritten directly by the Company. Based on historical performance, the Company concluded that originated loans require lower estimated loss rates than purchased loans. The allowance for each class is determined by dividing the outstanding unpaid balance for each loan by the loan-to-value and applying a loss rate. The LTV groupings for each significant mortgage class are as follows:
The Company had $\$ 3,350,806$ of single family mortgage portfolio loan balances subject to general reserves as follows: LTV less than or equal to $60 \%$ : $\$ 1,819,843 ; 61 \%-70 \%$ : $\$ 1,231,936 ; 71 \%-80 \%$ : $\$ 298,822$; and greater than 80\%: \$205.
The Company had $\$ 1,198,142$ of multifamily mortgage portfolio loan balances subject to general reserves as follows: LTV less than or equal to $55 \%$ : $\$ 521,999 ; 56 \%-65 \%$ : $\$ 396,445 ; 66 \%-75 \%$ : $\$ 265,266 ; 76 \%-80 \%$ : $\$ 14,432$ and greater than $80 \%$ : $\$ 0$.
The Company had $\$ 99,566$ of commercial real estate loan balances subject to general reserves as follows: LTV less than or equal to $50 \%$ : $\$ 33,759 ; 51 \%-60 \%$ : $\$ 23,821 ; 61 \%-70 \%$ : $\$ 37,257$; and $71 \%-80 \%$ : $\$ 4,729$.

The Company's lender finance portfolio consists of business loans well-collateralized by residential real estate. The Company's commercial \& industrial portfolio consists of business loans well-collateralized by business assets. The Company's other portfolio consists of other consumer loans. The Company allocates its allowance for loan loss for these asset types based on qualitative factors which consider the value of the collateral and the financial position of the issuer of the receivables.

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The following tables summarize activity in the allowance for loan losses by portfolio classes for the periods indicated:
For the Three Months Ended December 31, 2015
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | MultifamilCommercial |  |  |  | Commercial |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | WarehousReal |  | Real | Auto | Factoring\& ${ }_{\text {Comme }}$ |  | Other/Consumfertal |  |
|  |  |  | \& Other | Estate | Estate |  | Facto |  |  |  |
|  |  |  |  | Secured | Secured |  |  |  |  |  |
| Balance at |  |  |  |  |  |  |  |  |  |  |
| October 1, | \$16,313 | \$94 | \$ 2,057 | \$ 4,180 | \$ 961 | \$1,339 | \$342 | \$ 5,663 | \$ 129 | \$31,078 |
| 2015 |  |  |  |  |  |  |  |  |  |  |
| Provision | 911 | (60 | ) 586 | (887 | (895 | 532 | 17 | 939 | 2,257 | 3,400 |
| for loan loss |  | (60 |  | (887 |  | 532 |  |  |  |  |
| Charge-offs | (61 | (1 | ) - | - | - | (56 | - | - | - | (118 |
| Recoveries | 4 | 12 | - | - | 670 | 25 | - | - | - | 711 |
| Balance at |  |  |  |  |  |  |  |  |  |  |
| December | \$17,167 | \$45 | \$ 2,643 | \$ 3,293 | \$ 736 | \$1,840 | \$359 | \$ 6,602 | \$ 2,386 | \$35,071 |
| 31, 2015 |  |  |  |  |  |  |  |  |  |  |

For the Three Months Ended December 31, 2014
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | Multifamilycommercial |  |  |  | Commercial |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | WarehousReal |  | Real | Auto | Factoring\& |  | Other/Consunfeatal |  |  |
|  |  |  | \& Other | Estate | Estate | Secured | Facto | Industri |  |  |  |
|  |  |  |  | Secured | Secured |  |  |  |  |  |  |
| Balance at |  |  |  |  |  |  |  |  |  |  |  |
| October 1, | \$9,807 | \$113 | \$ 1,216 | \$ 4,022 | \$ 965 | \$ 1,160 | \$311 | \$ 2,882 | \$ 19 |  | \$20,495 |
| 2014 |  |  |  |  |  |  |  |  |  |  |  |
| Provision | 1,983 | (19 | 369 | 212 | 176 | (50 | (41 | ) 271 | (1 | ) | 2,900 |
| for loan loss |  | (19) |  |  |  |  |  | ) 271 |  |  |  |
| Charge-offs | (3) | - | - | - | (156 | ) $(75$ | - | - | - |  | (234 |
| Recoveries | 5 | 3 | - | - | - | 18 | - | - | - |  | 26 |
| Balance at |  |  |  |  |  |  |  |  |  |  |  |
| December | \$11,792 | \$97 | \$ 1,585 | \$ 4,234 | \$ 985 | \$ 1,053 | \$270 | \$ 3,153 | \$ 18 |  | \$23,187 |
| 31, 2014 |  |  |  |  |  |  |  |  |  |  |  |

For the Six Months Ended December 31, 2015
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | Multifamil)Commercial |  |  |  | Commercial |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Warehous | sReal | Real |  |  | Commer |  | Tatal |
|  |  |  | \& Other | Estate Secured | Estate Secured | Secured |  | Industria |  |  |
| Balance at <br> July 1, 201 | 13,664 | \$122 | \$ 1,879 | \$ 4,363 | \$ 1,103 | \$953 | \$292 | \$ 5,882 | \$ 69 | \$28,327 |



For the Six Months Ended December 31, 2014 Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | Multifan <br> WarehousReal \& Other Estate Secured |  | leommer <br> Real <br> Estate <br> Secured | Auto and RV Secured | Commercial |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Factoring\& |  | Other/Consunfertal |  |  |
|  |  |  |  |  | Industrial |  |  |  |  |
| Balance at <br> July 1, 2014 | \$7,959 | \$134 | \$ 1,259 | \$ 3,785 |  | \$ 1,035 | \$812 | \$279 | \$ 3,048 | \$ 62 |  | \$18,373 |
| Provision for loan loss | 3,865 | (43 | 326 | 749 |  | 106 | 351 | (9 | 105 | (50 |  | 5,400 |
| Charge-offs | (40 | - | - | (300 | ) (156 | ) (146 | ) | - | - |  | (642 |
| Recoveries | 8 | 6 | - | - | - | 36 | - | - | 6 |  | 56 |
| Balance at |  |  |  |  |  |  |  |  |  |  |  |
| December | \$11,792 | \$97 | \$ 1,585 | \$ 4,234 | \$ 985 | \$ 1,053 | \$270 | \$ 3,153 | \$ 18 |  | \$23,187 |
| 31, 2014 |  |  |  |  |  |  |  |  |  |  |  |

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The following tables present our loans evaluated individually for impairment by class:
December 31, 2015
(Dollars in thousands)

| Unpaid | Principal | Unpaid |
| :--- | :--- | :--- |
| Principal | Balance | Book |
| Balance | Adjustment | Balance |

Accrued
Interest / Recorded Related Origination Investment Allowance Fees
With no related allowance recorded:
Single Family Real Estate Secured:
Mortgage:
In-house originated
Purchased
Multifamily Real Estate Secured:
Purchased
Commercial Real Estate Secured:
Purchased
Auto and RV Secured:
In-house originated
With an allowance recorded:
Single Family Real Estate Secured:
Mortgage:
In-house originated
Purchased
Home Equity:
In-house originated
Multifamily Real Estate Secured:
In-house originated
Auto and RV Secured:
In-house originated
Total
As a \% of total gross loans
(Dollars in thousands)

| Unpaid | Principal | Unpaid |
| :--- | :--- | :--- |
| Principal | Balance | Book |
| Balance | Adjustment | Balance |

Accrued
Interest / Recorded Related Origination Investment Allowance Fees
With no related allowance recorded:
Single Family Real Estate Secured:
Mortgage:
In-house originated
Purchased
Multifamily Real Estate Secured:
Purchased
Commercial Real Estate Secured:
Purchased
Auto and RV Secured:
In-house originated

| $\$ 7,000$ | $\$ 657$ | $\$ 6,343$ | $\$ 129$ | $\$ 6,472$ | $\$-$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 6,318 | 2,083 | 4,235 | 157 | 4,392 | - |
| 2,569 | 921 | 1,648 | - | 1,648 | - |
| 3,662 | 1,534 | 2,128 | 254 | 2,382 | - |
| 1,097 | 815 | 282 | 13 | 295 | - |

With an allowance recorded:
Single Family Real Estate Secured:
Mortgage:


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The following tables present the balance in the allowance for loan losses and the recorded investment in loans by portfolio segment and based on impairment evaluation method:

December 31, 2015
Single Family Real Estate
Secured

Allowance
for loan
losses:
Ending
allowance
balance
attributable
to loans:
Individually

| evaluated for $\$ 275$ | $\$ 1$ | $\$-$ | $\$ 2$ | $\$-$ | $\$ 1$ | $\$-$ | $\$-$ | $\$-$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

impairment
Collectively
$\begin{array}{lllllllllll}\text { evaluated for } 16,892 & 44 & 2,643 & 3,291 & 736 & 1,839 & 359 & 6,602 & 2,386 & 34,792\end{array}$
impairment
Total ending
$\begin{array}{llllllllll}\text { allowance } & \$ 17,167 & \$ 45 & \$ 2,643 & \$ 3,293 & \$ 736 & \$ 1,840 & \$ 359 & \$ 6,602 & \$ 2,386\end{array}$
balance
Loans:
Loans
$\begin{array}{lllllllll}\text { individually } \\ \text { evaluated for }\end{array} \$ 21,168 \quad \$ 7 \quad \$-\quad \$ 4,845 \quad \$ 372 \quad \$ 300 \quad \$-\quad \$-\quad \$-\quad \$ 26,692$
impairment ${ }^{1}$
Loans

impairment
$\begin{array}{lllllllllll}\begin{array}{l}\text { Principal } \\ \text { loan balance }\end{array} & 3,371,974 & 3,418 & 519,564 & 1,202,987 & 99,938 & 30,335 & 143,896 & 281,826 & 61,145 & 5,715,083\end{array}$
discounts 10,966 16 (185 ) 3,773 441 403 (47,015) (901 ) (2,238 ) (34,740 )
and loan fees
Accrued $\begin{array}{lllllllllll}\text { interest } & 8,605 & 7 & 485 & 3,999 & 214 & 108 & 440 & 1,229 & 589 & 15,676\end{array}$ receivable
Total
recorded
investmen
in loans

1. Loans evaluated for impairment include Troubled Debt Restructurings ("TDRs") that have been performing for more than six months.

## June 30, 2015

Single Family Real Estate
Secured

Allowance
for loan
losses:
Ending
allowance
balance
attributable
to loans:
Individually
$\begin{array}{llllllll}\text { evaluated for } \$ 259 & \$ 1 & \$- & \$ 5 & \$- & \$ 8 & \$- & \$-\end{array}$
impairment
Collectively
$\begin{array}{lllllllllll}\text { evaluated for } 13,405 & 121 & 1,879 & 4,358 & 1,103 & 945 & 292 & 5,882 & 69 & 28,054\end{array}$
impairment
Total ending $\begin{array}{lllllllllll}\text { allowance } & \$ 13,664 & \$ 122 & \$ 1,879 & \$ 4,363 & \$ 1,103 & \$ 953 & \$ 292 & \$ 5,882 & \$ 69 & \$ 28,327\end{array}$
balance
Loans:
Loans

| individually |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| evaluated for |$\$ 23,059 \quad \$ 9 \quad \$-\quad \$ 5,399 \quad \$ 2,128 \quad \$ 453 \quad \$-\quad \$-\quad \$-\quad \$ 31,048$

impairment ${ }^{1}$
Loans

impairment
Principal
$\begin{array}{lllllllllll}\text { loan balance } & 2,980,795 & 3,604 & 385,413 & 1,185,531 & 61,403 & 13,140 & 122,200 & 248,584 & 601 & 5,001,271\end{array}$
Unaccreted
discounts 10,438 11 (83 ) 3,348 96 149 (57,223) (1,062 ) — (44,326 )
and loan fees
Accrued

| interest | 10,530 | 5 | 306 | 4,862 | 145 | 73 | 477 | 1,159 | - | 17,557 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

receivable
Total
recorded
$\begin{array}{lllllllll}\text { recorded } \\ \text { investment }\end{array} \$ 3,001,763 \$ 3,620 \$ 385,636 ~ \$ 1,193,741 \quad \$ 61,644 \$ 13,362 \$ 65,454 ~ \$ 248,681 ~ \$ 601 ~ \$ 4,974,502$
in loans

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Credit Quality Disclosures. Non-performing loans consisted of the following as of the dates indicated:
(Dollars in thousands)
Single Family Real Estate Secured:
Mortgage:
In-house originated \$14,771 \$16,485
Purchased
Home Equity:
In-house originated
6,183
6,357

Multifamily Real Estate Secured:

| In-house originated | 3,308 | 3,430 |
| :--- | :--- | :--- |

$\begin{array}{lll}\text { Purchased } & 1,537 & 1,969\end{array}$
Commercial Real Estate Secured:
Purchased
$372 \quad$ 2,128
Total non-performing loans secured by real estate
Auto and RV Secured
Total non-performing loans
Non-performing loans to total loans
December 31, June 30, 20152015

|  |  |
| :--- | :--- |
| $\$ 14,771$ | $\$ 16,485$ |
| 6,183 | 6,357 |

$7 \quad 9$
3,430

The Company has no loans over 90 days delinquent that are still accruing interest at December 31, 2015.
Approximately $79.14 \%$ of the Company's non-performing loans are single family first mortgages already written down to $65.29 \%$ in aggregate, of the original appraisal value of the underlying properties.
The following tables present the outstanding unpaid balance of loans that are performing and non-performing by portfolio class:

December 31, 2015
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | Warehous \& other | Multifamily Real Estate Secured | Commercjal |  | Commercial |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Real | Auto |  |  |  |  |
|  |  |  |  |  | Estate |  | Factoring | Industrial |  |  |
|  |  |  |  |  | Secured |  |  |  |  |  |
| Performing | \$3,351,020 | \$3,411 | \$519,564 | \$ 1,198,142 | \$99,566 | \$30,035 | \$143,896 | \$281,826 | \$61,145 | \$5,688,605 |
| Non-performing | 20,954 | 7 | - | 4,845 | 372 | 300 | - | - | - | 26,478 |
|  | \$3,371,974 | \$3,418 | \$519,56 | \$ 1,202,987 | \$99,938 | \$30,335 | \$143,896 | \$281,826 | \$61,145 | \$5,715,083 |

June 30, 2015
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | Warehous \& other | Multifamily Real Estate Secured | Commercjal ${ }_{\text {Auto }}$ |  | Commercial |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | and RV | Factoring |  | Other | Total |
|  |  |  |  |  | Estate <br> Secured | Secured |  | Industrial |  |  |
| Performing | \$2,957,953 | \$3,595 | \$385,413 | \$1,180,132 | \$59,275 | \$ 12,687 | \$ 122,200 | \$248,584 | \$601 | \$4,970,440 |
| Non-performing | 22,842 | 9 | - | 5,399 | 2,128 | 453 | - | - | - | 30,831 |
| Total | \$2,980,795 | \$3,604 | \$385,413 | \$1,185,531 | \$61,403 | \$ 13,140 | \$ 122,200 | \$248,584 | \$601 | \$5,001,27 |

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The Company divides loan balances when determining general loan loss reserves between purchases and originations as follows:

|  | December 31, 2015 <br> Single Family Real Estate <br> Secured: Mortgage | Multifamily Real Estate Secured |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

From time to time the Company modifies loan terms temporarily for borrowers who are experiencing financial stress. These loans are performing and accruing and will generally return to the original loan terms after the modification term expires.

Approximately $12.74 \%$ of our non-performing loans at December 31, 2015 were considered TDRs, compared to $16.08 \%$ at June 30, 2015. Borrowers that make timely payments after TDRs are considered non-performing for at least six months. Generally, after six months of timely payments, those TDRs are reclassified from the non-performing loan category to the performing loan category and any previously deferred interest income is recognized.

The Company classifies these loans as performing loans temporarily modified as TDR and are included in impaired loans as follows:

December 31, 2015
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | Warehous <br> \& other | MultifamilyCommercial ${ }_{\text {Auto }}$ |  |  | Commercial |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | RReal | Real | Auto |  | Con | ial |  |
|  |  |  |  | Estate | Estate |  | Fact |  |  | Total |
|  |  |  |  | Secured | Secured |  |  | Indu |  |  |
| Performing |  |  |  |  |  |  |  |  |  |  |
| loans |  |  |  |  |  |  |  |  |  |  |
| temporarily modified as | \$214 | \$- | \$ - | \$ - | \$ - | \$- | \$- | \$ | \$- | \$214 |
| TDR |  |  |  |  |  |  |  |  |  |  |
| Non-performing | 20,954 | 7 | - | 4,845 | 372 | 300 | - | - | - | 26,478 |
| loans Total impaired |  |  |  |  |  |  |  |  |  |  |
| loans | \$21,168 | \$7 | \$ - | \$ 4,845 | \$ 372 | \$300 | \$- | \$ | \$- | \$26,692 |

June 30, 2015

Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Home Equity | MultifamilyCommercial ${ }^{\text {auto }}$ |  |  |  | Commercial |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Warehou\& other | Real | Real <br> Estate <br> Secured | Auto and RV Secured | Factoringe |  |  | Total |
|  |  |  |  | Estate Secured |  |  | Factor | Indu |  |  |
| Performing |  |  |  |  |  |  |  |  |  |  |
| loans |  |  |  |  |  |  |  |  |  |  |
| temporarily modified as | \$217 | \$- | \$ - | \$ - | \$ - | \$- | \$- | \$ | \$- | \$217 |
| TDR |  |  |  |  |  |  |  |  |  |  |
| Non-performin loans | 22,842 | 9 | - | 5,399 | 2,128 | 453 | - | - | - | 30,831 |
| Total impaired loans | \$23,059 | \$9 | \$- | \$ 5,399 | \$ 2,128 | \$453 | \$- | \$ | \$- | \$31,048 |

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The Company recognizes interest on performing loans temporarily modified as TDR, which is shown in conjunction with average balances as follows:

For the Three Months Ended December 31, 2015
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Wultifamily Commercial Auto |  | Commercial |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | WarehousReal \& other Estate | Real Estate and RV | Factoring\& | Other |
|  |  | \& other Estate | Secured Secured |  |  |

Interest
income

| recognized |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | $\mathbf{\$ 2} \quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$ 2$

on
TDRs
Average

| balances of <br> performing <br> TDRs |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Average |  |  |  |  |  |  |  |  |  |
| balances of <br> impaired <br> loans | $\$ 22,195$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ |

For the Three Months Ended December 31, 2014
Single Family Real Estate
Secured

| (Dollars in thousands) | Mortgage | Multifamily |  | Commercial |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | WarehousReal \& other Estat | Real Estate and RV | Factoring\& | Other |
|  |  |  | Secured Secured |  |  |

Interest
income

| recognized <br> on <br> performing | \$6 | \$- | \$ - | \$ - | \$ - | \$- | \$- | \$ - | \$- | \$6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TDRs |  |  |  |  |  |  |  |  |  |  |
| Average balances of performing TDRs | \$537 | \$- | \$ - | \$ - | \$ - | \$- | \$- | \$ - | \$- | \$537 |
|  |  |  |  |  |  |  |  |  |  |  |
| balances of impaired | \$21,517 | \$34 | \$ - | \$ 5,691 | \$ 3,242 | \$460 | \$- | \$ - | \$- | \$30,944 | loans

For the Six Months Ended December 31, 2015
Single Family Real Estate
Secured
Mortgage Factoring Other Total

| (Dollars in | Home | WarehouseMultifamily CommercialAuto | Commercial |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| thousands) | Equity | \& other | Real | Real Estate and RV |  |  |
|  |  |  | Estate | Secured | Secured | Industrial |

Interest income

| recognized |  |  |  |  |  |  |
| ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$ 4$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-\quad \$-\quad \$-\quad \$ 4$ |

performing
TDRs
Average
$\begin{array}{llllll}\text { balances of } \\ \text { performing }\end{array} \$ 215 \quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$-\quad \$ 215$
TDRs
Average

| balances of |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| impaired |$\$ 22,483 \quad \$ 8 \quad \$-\quad \$ 5,176 \quad \$ 1,406 \quad \$ 365 \quad \$-\quad \$-\quad \$-\quad \$ 29,438$ loans

For the Six Months Ended December 31, 2014
Single Family Real Estate
Secured


## loans

The Company's loan modifications primarily included single family, multifamily and commercial loans of which included one or a combination of the following: a reduction of the stated interest rate or delinquent property taxes that were paid by the Bank and either repaid by the borrower over a one year period or capitalized and amortized over the remaining life of the loan. The Company's loan modifications also included RV loans in which borrowers were able to make interest-only payments for a period of six months to one year which then reverted back to fully amortizing.

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Credit Quality Indicators
The Company categorizes loans into risk categories based on relevant information about the ability of borrowers to service their debt such as: current financial information, historical payment experience, credit documentation, public information and current economic trends, among other factors. The Company analyzes loans individually by classifying the loans based on credit risk. The Company uses the following definitions for risk ratings.
Pass. Loans classified as pass are well protected by the current net worth and paying capacity of the obligor or by the fair value, less cost to acquire and sell, of any underlying collateral in a timely manner.
Special Mention. Loans classified as special mention have a potential weakness that deserves management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the loan or of the institution's credit position at some future date.
Substandard. Loans classified as substandard are inadequately protected by the current net worth and paying capacity of the obligor or of the collateral pledged, if any. Loans so classified have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They are characterized by the distinct possibility that the institution will sustain some loss if the deficiencies are not corrected.
Doubtful. Loans classified as doubtful have all the weaknesses inherent in those classified as substandard, with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.
The Company reviews and grades loans following a continuous loan review process, featuring coverage of all loan types and business lines at least quarterly. Continuous reviewing provides more effective risk monitoring because it immediately tests for potential impacts caused by changes in personnel, policy, products or underwriting standards.

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The following table presents the composition of the Company's loan portfolio by credit quality indicators:
December 31, 2015


| (Dollars in thousands) | Pass | Special <br> Mention | Substandard | Doubtful | Total |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Single Family Real Estate Secured: <br> Mortgage: |  |  |  |  |  |
| $\quad$ In-house originated | $\$ 2,855,637$ | $\$ 11,256$ | $\$ 18,711$ | $\$-$ | $\$ 2,885,604$ |
| $\quad$ Purchased |  |  |  |  |  |
| Home Equity: |  |  |  |  |  |
| In-house originated | 8,256 | 216 | 7,719 | - | 95,191 |
| Warehouse and other: <br> In-house originated | 3,473 | - | 131 | - | 3,604 |
| Multifamily Real Estate Secured: <br> $\quad$ In-house originated | 375,588 | 9,825 | - | - | 385,413 |
| $\quad$ Purchased | $1,036,718$ | 10,926 | 4,052 | - | $1,051,696$ |
| Commercial Real Estate Secured: <br> $\quad$ In-house originated <br> Purchased | 127,839 | 3,470 | 2,526 | - | 133,835 |
| Auto and RV Secured: | 46,577 | - | - | - | 46,577 |
| $\quad$ In-house originated | 9,947 | 2,444 | 2,435 | - | 14,826 |
| Factoring: <br> In-house originated | 12,630 | 19 | 491 | - | 13,140 |

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| Commercial \& Industrial: |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\quad$ In-house originated | 239,415 | 9,169 | - | - | 248,584 |  |  |
| Other | 601 | - | - | - | 601 |  |  |
| Total | $\$ 4,917,881$ | $\$ 47,325$ | $\$ 36,065$ |  | $\$-$ | $\$ 5,001,271$ |  |
| As a $\%$ of total gross loans | 98.3 | $\%$ | 1.0 | $\%$ | 0.7 | $\%$ |  |
|  |  |  |  |  |  | 100.0 | $\%$ |

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The Company considers the performance of the loan portfolio and its impact on the allowance for loan losses. The Company also evaluates credit quality based on the aging status of its loans. The following table provides the outstanding unpaid balance of loans that are past due 30 days or more by portfolio class as of the period indicated:
(Dollars in thousands)
Single family real estate secured:
Mortgage:

| In-house originated | $\$ 3,157$ | $\$-$ | $\$ 13,531$ | $\$ 16,688$ |
| :--- | :--- | :--- | :--- | :--- |
| Purchased <br> Home equity: | 233 | 367 | 3,015 | 3,615 |
| In-house originated | 29 | 18 | - | 47 |
| Multifamily real estate secured: |  |  |  |  |
| In-house originated | 243 | - | 791 | 1,034 |
| Commercial real estate secured: - <br> Purchased 346 | 372 | - |  | 372 |
| Auto and RV secured | $\$ 4,008$ | $\$ 921$ | 58 | 568 |
| Total | 0.07 | $\%$ | 0.02 | $\%$ |
| As a $\%$ of total gross loans |  |  | 0.30 | $\%$ |
|  |  |  |  | 0.39 |

(Dollars in thousands)
Single family real estate secured:
Mortgage

| In-house originated | $\$ 1,275$ | $\$ 2,876$ | $\$ 11,450$ | $\$ 15,601$ |
| :--- | :--- | :--- | :--- | :--- |
| Purchased <br> Home equity <br> In-house originated | 472 | - | 3,371 | 3,843 |
| Multifamily real estate secured <br> In-house originated | 130 | - | - | 130 |
| Purchased <br> Commercial real estate secured | 244 | - | 791 | 1,035 |
| Purchased <br> Auto and RV secured | - | - | 321 | 321 |
| In-house originated | 782 | - | 382 | 1,164 |
| Total |  |  |  |  |
| As a $\%$ of total gross loans | $\$ 3,174$ | $\$ 3,001$ | $\$ 16,382$ | $\$ 22,557$ |

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## 6.EQUITY AND STOCK-BASED COMPENSATION

On October 22, 2015, the stockholders of the Company approved and in November 2015 the Company's Board of Directors adopted an amendment to the Company's certificate of incorporation (the "Amendment") to increase the number of authorized shares of common stock available for issuance from $50,000,000$ to $150,000,000$ shares. The purpose for the Amendment was to accommodate a forward stock split through a stock dividend whereby each share of common stock would effectively be split into four shares of common stock (the "Stock Split"). On October 26, 2015, the Board of Directors approved the Stock Split. The Company issued a dividend of three shares of common stock for every one share issued and outstanding as of November 6, 2015. The dividend was paid on November 17, 2015, and BOFI common stock began trading on a split-adjusted basis on November 18, 2015. Common stock share, per-share, option and restricted stock unit amounts for all comparative periods provided have been retroactively adjusted to reflect the effects of the Stock Split.
The Company has two equity incentive plans, the 2014 Stock Incentive Plan (" 2014 Plan") and the 2004 Stock Incentive Plan ("2004 Plan" and 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. The Plans are designed to encourage selected employees and directors to improve operations and increase profits, and to accept or continue employment or association with the Company through participation in the growth in the value of the common stock. The Plans 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 non-qualified options. The options issued under the Plans generally vest in between three and five years. Option expiration dates are established by the Plans' 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 Plan. In November 2007, the 2004 Plan was amended and approved by the Company's stockholders. The maximum number of shares of common stock available for issuance under the 2004 Plan is $14.8 \%$ of the Company's outstanding common stock measured from time to time. In addition, the number of shares of the Company's common stock reserved for issuance will also automatically increase by an additional $1.5 \%$ on the first day of each of four fiscal years starting July 1, 2007. With the stockholders approving the 2014 Plan in October 2014, no further awards will be made under the 2004 Plan and the 2004 Plan will remain in effect only so long as awards made thereunder remain outstanding.
2014 Stock Incentive Plan. In September and October 2014, the Company's Board of Directors and stockholders approved the 2014 Plan, respectively. The maximum number of shares of common stock available for issuance under the 2014 Plan is $3,680,000$.
Stock Options. At December 31, 2015 and at June 30, 2015, all expense related to stock option grants has been fully recognized.
A summary of stock option activity under the Plans during the periods indicated is presented below:

Outstanding—June 30, 2014
Granted
Exercised
Canceled
Outstanding—June 30, 2015
Granted
Exercised
Canceled
Outstanding——December 31, 2015
Options exercisable—June 30, 2014
Options exercisable—June 30, 2015
Options exercisable—December 31, 2015

| Number of <br> Shares | Weighted-Average <br> Exercise Price <br> Per Share |
| :--- | :--- |
| 427,800 | $\$ 2.18$ |
| - | - |
| $(345,400$ | ) 2.26 |
| - | - |
| 82,400 | $\$ 1.84$ |
| - | - |
| $(80,000$ | 1.84 |
| - | - |
| 2,400 | $\$ 1.84$ |
| 427,800 | $\$ 2.18$ |
| 82,400 | $\$ 1.84$ |
| 2,400 | $\$ 1.84$ |

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The following table summarizes information on currently outstanding and exercisable options:
As of December 31, 2015
Options Outstanding

| Exercise | Number | Weighted-Average | Number | Weighted- |
| :--- | :--- | :--- | :--- | :--- |
| Prices | Outstanding | Remaining | Average |  |
| $\$ 1.84$ | 2,400 | Contractual Life (Years) | Exercisable | A |
|  |  | 0.57 | 2,400 | Exercise Price |

The aggregate intrinsic value of options outstanding and options exercisable under the Plans at December 31, 2015 was $\$ 46$ and $\$ 46$, respectively.
Restricted Stock and Restricted Stock Units. Employees and directors are eligible to receive grants of restricted stock and restricted stock units. The Company determines stock-based compensation expense using the fair value method. The fair value of restricted stock and restricted stock units is equal to the closing sale price of the Company's common stock on the date of grant.
During the six months ended December 31, 2015 and 2014, the Company granted 614,721 and 630,424 restricted stock units, to employees and directors, respectively. Restricted stock unit awards ("RSUs") granted during these quarters vest over three years, one-third on each anniversary date, except for any RSUs granted to our CEO, which vest one-fourth on each fiscal year end.
The Company's income before income taxes and net income for the three months ended December 31, 2015 and December 31, 2014 included stock award expense of $\$ 2,858$ and $\$ 1,696$, with total income tax benefit of $\$ 1,201$ and $\$ 700$, respectively. For the six months ended December 31, 2015 and December 31, 2014 stock award expense was $\$ 5,116$ and $\$ 3,015$, with total income tax benefit of $\$ 2,137$ and $\$ 1,239$, 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, 2015, unrecognized compensation expense related to non-vested awards aggregated to $\$ 27,995$ and is expected to be recognized in future periods as follows:

| (Dollars in thousands) | Stock Award <br> Compensation <br> Expense |
| :--- | :--- |
| For the fiscal year remainder: | $\$ 6,352$ |
| 2016 | 10,983 |
| 2017 | 7,745 |
| 2018 | 2,915 |
| 2019 | $\$ 27,995$ |

The following table presents the status and changes in restricted stock unit grants for the periods indicated:

Non-vested balance at June 30, 2014
Granted
Vested
Canceled
Non-vested balance at June 30, 2015
Granted
Vested
Canceled
Non-vested balance at December 31, 2015

| Restricted <br> Stock Unit Shares | Weighted-Average <br> Grant-Date <br> Fair Value |
| :--- | :--- |
| 945,756 | $\$ 10.29$ |
| 775,836 | 19.99 |
| $(519,400$ | 10.11 |
| $(67,104$ | $)$ |
| $1,135,088$ | $\$ 17.01$ |
| 614,721 | 26.62 |
| $(253,727$ | $)$ |
| $(39,419$ | $)$ |
| $1,456,663$ | $\$ 21.72$ |
|  |  |

The total fair value of shares vested for the three and six months ended December 31, 2015 was $\$ 1,655$ and $\$ 7,147$. The total fair value of shares vested for the three and six months ended December 31, 2014 was $\$ 1,395$ and $\$ 4,935$.

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## 7.EARNINGS PER SHARE ("EPS")

Basic EPS excludes dilution and is computed by dividing net income or loss available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if stock options or other contracts to issue common stock were exercised or converted to common stock that would then share in the Company's earnings.
The following table presents the calculation of basic and diluted EPS as adjusted to reflect the effects of the Stock Split:
(Dollars in thousands, except per share data)
Earnings Per Common Share ${ }^{1}$
Net income
Preferred stock dividends attributable to common shareholders
Average common shares issued and outstanding
Average unvested RSU shares
Total qualifying shares
Earnings per common share
Diluted Earnings Per Common Share ${ }^{1}$
$\begin{array}{lllll}\text { Net income attributable to common shareholders } & \$ 28,071 & \$ 19,294 & \$ 53,495 & \$ 37,058\end{array}$
Dilutive net income attributable to common shareholders
Average common shares issued and outstanding
Dilutive effect of stock options
Total dilutive common shares issued and outstanding
Diluted earnings per common share

| $\begin{array}{l}\text { Three Months Ended } \\ \text { December 31, } \\ \text { 2015 }\end{array}$ | 2014 | $\begin{array}{l}\text { Six Months Ended } \\ \text { December 31, } \\ 2015\end{array}$ |  |
| :--- | :--- | :--- | :--- |
|  |  |  | 2014 |$]$| $\$ 28,149$ | $\$ 19,372$ | $\$ 53,650$ | $\$ 37,213$ |
| :--- | :--- | :--- | :--- |
| $(78$ | $)$ | 78 | 155 |
| $\$ 28,071$ | $\$ 19,294$ | $\$ 53,495$ | $\$ 37,058$ |
| $62,999,335$ | $59,566,176$ | $62,741,596$ | $58,805,820$ |
| $1,431,998$ | $1,253,072$ | $1,309,243$ | $1,177,356$ |
| $64,431,333$ | $60,819,248$ | $64,050,839$ | $59,983,176$ |
| $\$ 0.44$ | $\$ 0.32$ | $\$ 0.84$ | $\$ 0.62$ |
|  |  |  |  |
| $\$ 28,071$ | $\$ 19,294$ | $\$ 53,495$ | $\$ 37,058$ |
| $\$ 28,071$ | $\$ 19,294$ | $\$ 53,495$ | $\$ 37,058$ |
| $64,431,333$ | $60,819,248$ | $64,050,839$ | $59,983,176$ |
| 1,323 | 235,020 | 10,982 | 235,216 |
| $64,432,656$ | $61,054,268$ | $64,061,821$ | $60,218,392$ |
| $\$ 0.44$ | $\$ 0.32$ | $\$ 0.84$ | $\$ 0.62$ |

1. Share and per share amounts have been retroactively restated for all prior periods presented to reflect the four-for-one forward split of the Company's common stock effected in the form of a stock dividend that was distributed on November 17, 2015

## 8.COMMITMENTS AND CONTINGENCIES

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. These financial instruments are commitments to extend credit. Such commitments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated balance sheets.
The Company's exposure to credit loss is represented by the contractual amount of these commitments. The Company follows the same credit policies in making commitments as it does for on-balance-sheet instruments.
At December 31, 2015, the Company had commitments to originate $\$ 62,647$ in fixed rate loans and $\$ 162,288$ in variable rate loans, totaling an aggregate outstanding principal balance of $\$ 224,935$. Our fixed rate loan commitments to originate had rates ranging from $3.00 \%$ to $8.06 \%$. At December 31, 2015, the Company also had commitments to sell $\$ 60,304$ in fixed rate loans and $\$ 2,498$ in variable rate loans, totaling an aggregate outstanding principal balance of $\$ 62,802$.
Commitments to extend credit are agreements to lend to a customer so long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. The commitments for equity lines of credit may expire without being drawn upon.
Therefore, the total commitment amounts do not necessarily represent future cash requirements. The amount of collateral obtained, if it is deemed necessary by the Company, is based on management's credit evaluation of the customer.

Litigation. On October 15, 2015, a complaint (the "Golden Complaint") was filed against the Company, its Chief Executive Officer and its Chief Financial Officer under the case name Golden v. BofI Holding, Inc., et al, in the United States District Court, Southern District of California, on behalf of the named plaintiff and a putative, but as yet uncertified, class. On November 3, 2015, a second complaint (the "Hazan Complaint") was filed against the Company, its Chief Executive Officer and its Chief Financial Officer under the case name Hazan v. BofI Holding, Inc., et al, also in the United States District Court, Southern District of California, and also on behalf of the named plaintiff and a putative, but as yet uncertified, class (the Golden Complaint and the Hazan Complaint, collectively, the "Class Action Complaints") The Class Action Complaints allege that the defendants violated

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Section 10(b) and 20(a) of the Securities and Exchange Act of 1934 and Rule 10b-5 thereunder, based upon allegations made in a complaint in a wrongful termination of employment lawsuit (the "Employment Matter") filed against BofI Federal Bank, a wholly-owned subsidiary of the Company, by a former employee. The Company disputes the allegations advanced by the plaintiff in the Employment Matter, as well as the plaintiff's perception of the underlying factual circumstances, and is vigorously defending that lawsuit. The Class Action Complaints seek monetary damages and other relief on behalf of all class members. The Company and the other named defendants dispute the allegations raised in the Class Action Complaints and are vigorously defending these lawsuits.
In December, 2015, two separate shareholder derivative actions were filed, purportedly on behalf of the Company. The first action, Calcaterra v. Garrabrants, et al, was filed in the United States District Court for the Southern District of California on December 3, 2015. The second action, Dow v. Micheletti, et al, was filed in the San Diego County Superior Court on December 16, 2015. An additional action, DeYoung v. Garrabrants, et al, was filed in the United States District Court for the Southern District of California on January 22, 2016. Each of these three actions names the Company as a nominal defendant, and certain of its officers and directors as defendants. Each complaint sets forth allegations of breaches of their fiduciary duties, gross mismanagement, abuse of control, and unjust enrichment against the defendant officers and directors. The plaintiffs seek damages in unspecified amounts on the Company's behalf from the officer and director defendants, certain corporate governance actions, and an award of their costs and attorney's fees. The Defendants dispute these allegations and intend to vigorously defend these actions.

## 9. RELATED PARTY TRANSACTIONS

In the ordinary course of business, the Company has granted related party loans collateralized by real property to officers, directors and their affiliates that are considered to be insiders by regulation. There were no new related party loans granted under the provisions of the employee loan program and no refinances of existing loans during the six months ended December 31, 2015, and no new loans and no refinances of existing loans during the six months ended December 31, 2014.

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

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 (the "Company"). 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 for the year ended June 30, 2015, and the interim unaudited condensed consolidated financial statements and notes thereto contained in this report.
Some 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," "intend," "believe," "will," or the negative thereof or other variations thereon or comparable terminolog
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 we operate 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 the outcome and effects of pending class action litigation recently filed against the Company, 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 "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended June 30, 2015, which has been filed with the Securities and Exchange Commission and "Item 1A. Risk Factors" of this Quarterly Report on Form 10-Q for the quarter ended December 31, 2015. We undertake 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 is the holding company for BofI Federal Bank (the "Bank"), a diversified financial services company with approximately $\$ 6.7$ billion in assets that provides consumer and business banking products through its branchless, low-cost distribution channels and affinity partners. The Bank has deposit and loan customers nationwide including consumer and business checking, savings and time deposit accounts and financing for single family and multifamily residential properties, small-to-medium size businesses in target sectors, and selected specialty finance receivables. The Bank generates fee income from consumer and business products including fees from loans originated for sale and transaction fees earned from processing payment activity. BofI Holding, Inc.'s common stock is listed on the NASDAQ Global Select Market and is a component of the Russell 2000® Index and the S\&P SmallCap $600 ®$ Index.

Our Bank is a federal savings bank wholly-owned by our Company and regulated by the Office of the Comptroller of the Currency ("OCC"). Our Company is a unitary savings and loan holding company regulated by the Board of Governors of the Federal Reserve System.
We distribute our deposit products through a wide range of retail distribution channels, and our deposits consist of demand, savings and time deposits accounts. We distribute our loan products through our retail, correspondent and wholesale channels, and the loans we retain are primarily first mortgages secured by single family real property and by multifamily real property. Our mortgage-backed securities consist primarily of mortgage pass-through securities issued by government-sponsored entities and non-agency collateralized mortgage obligations and pass-through mortgage-backed securities issued by private sponsors. We believe our flexibility to adjust our asset generation channels has been a competitive advantage allowing us to avoid markets and products where credit fundamentals are poor.
Mergers and Acquisitions

From time to time we undertake acquisitions or similar transactions consistent with the Bank's operating and growth strategies. During the six months ended December 31, 2015, there was one transaction, which is discussed below.

## H\&R Block Bank Deposit Acquisition

On August 31, 2015, our Bank completed the acquisition of approximately $\$ 419$ million in deposits consisting of checking, individual retirement savings, and CD accounts from H\&R Block Bank and its parent company, H\&R Block, Inc. ("H\&R Block"). In connection with the closing of this transaction: (i) our Bank and Emerald Financial Services, LLC, a Delaware limited liability company and wholly-owned subsidiary of H\&R Block ("EFS"), entered into the Program Management Agreement, dated August 31,

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2015 (the "PMA"); (ii) our Bank and H\&R Block, EFS, HRB Participant I, LLC, a Delaware limited liability company and wholly-owned subsidiary of H\&R Block, entered into the Emerald Receivables Participation Agreement, dated August 31, 2015; and (iii) our Bank and H\&R Block entered into the Guaranty Agreement, dated August 31, 2015. Four-for-One Forward Split of Common Stock
On October 22, 2015, our stockholders approved and in November 2015 our Board of Directors adopted an amendment to the our certificate of incorporation (the "Amendment") to increase the number of authorized shares of common stock available for issuance from $50,000,000$ to $150,000,000$ shares. The purpose for the Amendment was to accommodate a forward stock split through a stock dividend whereby each share of common stock would effectively be split into four shares of common stock (the "Stock Split"). On October 26, 2015, our Board of Directors approved the Stock Split. We issued a dividend of three shares of common stock for every one share issued and outstanding as of November 6, 2015. The dividend was paid on November 17, 2015, and BOFI common stock began trading on a split-adjusted basis on November 18, 2015. Common stock share and per-share amounts for all comparative periods provided have been retroactively adjusted to reflect the effects of the Stock Split.
Critical Accounting Policies
The following discussion and analysis of our financial condition and results of operations is based upon our consolidated financial statements and the notes thereto, which 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, 2015 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 filed with the Securities and Exchange Commission for the fiscal year end June 30, 2015.
Use of Non-GAAP Financial Measures
In addition to the results presented in accordance with GAAP, this report includes non-GAAP financial measures such as adjusted earnings. We define net income without the after-tax impact of realized and unrealized securities gains and losses as adjusted earnings ("adjusted earnings"), a non-GAAP measurement, which we believe provides useful information about the Bank's operating performance. Excluding the securities gains and losses provides investors with an understanding of our Bank's core lending and mortgage banking business. Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied and are not audited. Readers should be aware of these limitations and should be cautious as their use of such measures. Although we believe the non-GAAP financial measures disclosed in this report enhance investors' understanding of its business and performance, these non-GAAP measures should not be considered in isolation, or as a substitute for GAAP basis financial measures.

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## SELECTED FINANCIAL DATA

The following tables set forth certain selected financial data concerning the periods indicated:
BOFI HOLDING, INC. AND SUBSIDIARY
SELECTED CONSOLIDATED FINANCIAL INFORMATION
(Dollars in thousands)
December 31, June 30,
Selected Balance Sheet Data:
Total assets
Loans-net of allowance for loan losses
Loans held for sale, at fair value
Loans held for sale, lower of cost or fair value 20152015

Allowance for loan losses
\$6,662,215 \$5,823,719

Securities-trading
Securities-available-for-sale
Securities-held-to-maturity
Total deposits
Securities sold under agreements to repurchase
Advances from the FHLB
Subordinated debentures
Total stockholders' equity 5,645,272 4,928,618
24,730 25,430

Capital Ratios:

| Equity to assets at end of period | 9.21 | $\%$ | 9.16 | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
| BofI Holding, Inc: |  |  |  |  |
| Tier 1 leverage (core) capital to adjusted average assets | 9.75 | $\%$ | 9.59 | $\%$ |
| Common equity tier 1 capital (to risk-weighted assets) | 14.86 | $\%$ | 14.98 | $\%$ |
| Tier 1 capital (to risk-weighted assets) | 14.98 | $\%$ | 15.12 | $\%$ |
| Total capital (to risk-weighted assets) | 15.83 | $\%$ | 15.91 | $\%$ |
| BofI Federal Bank: |  |  |  |  |
| Tier 1 leverage (core) capital to adjusted average assets | 9.34 | $\%$ | 9.25 | $\%$ |
| Common equity tier 1 capital (to risk-weighted assets) | 14.36 | $\%$ | 14.58 | $\%$ |
| Tier 1 capital (to risk-weighted assets) | 14.36 | $\%$ | 14.58 | $\%$ |
| Total capital (to risk-weighted assets) | 15.20 | $\%$ | 15.38 | $\%$ |

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BOFI HOLDING, INC. AND SUBSIDIARY
SELECTED CONSOLIDATED FINANCIAL INFORMATION


Asset Quality Ratios:

| Net annualized charge-offs to average loans | $(0.04$ | $) \%$ | 0.02 | $\%$ | $(0.04$ | $) \%$ | 0.03 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Non-performing loans to total loans | 0.46 | $\%$ | 0.80 | $\%$ | 0.46 | $\%$ | 0.80 | $\%$ |
| Non-performing assets to total assets | 0.40 | $\%$ | 0.69 | $\%$ | 0.40 | $\%$ | 0.69 | $\%$ |
|  | 0.61 | $\%$ | 0.53 | $\%$ | 0.61 | $\%$ | 0.53 | $\%$ |

Allowance for loan losses to total loans at end of period
Allowance for loan losses to non-performing loans
132.45 \% 66.45
\% 132.45 \% 66.45

[^1]
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## RESULTS OF OPERATIONS

Comparison of the Three and Six Months Ended December 31, 2015 and 2014
For the three months ended December 31, 2015, we had net income of $\$ 28.1$ million compared to net income of $\$ 19.4$ million for the three months ended December 31, 2014. Net income attributable to common stockholders was $\$ 28.1$ million or $\$ 0.44$ per diluted share for the three months ended December 31, 2015 compared to net income attributable to common shareholders of $\$ 19.3$ million or $\$ 0.32$ per diluted share for the three months ended December 31, 2014. For the six months ended December 31, 2015, we had net income of $\$ 53.7$ million compared to net income of $\$ 37.2$ million for the six months ended December 31, 2014. Net income attributable to common stockholders was $\$ 53.5$ million or $\$ 0.84$ per diluted share for the six months ended December 31, 2015 compared to net income attributable to common shareholders of $\$ 37.1$ million or $\$ 0.62$ per diluted share for the six months ended December 31, 2014.

Other key comparisons between our operating results for the three and six months ended December 31, 2015 and 2014 are as follows:

Net interest income increased $\$ 15.1$ million and $\$ 29.3$ million due to a $23.1 \%$ and $26.5 \%$ increase in average earning assets in the three and six months ended December 31, 2015, respectively. These increases were primarily the result of growth in our loan portfolio, a net increase in the average yield earned on our assets and a net decrease in the average funding rate of our liabilities. Our net interest margin increased 25 and 16 basis points in the three and six months ended December 31, 2015 compared to December 31, 2014. The overall rate on interest earning assets was higher by 20 basis points and 10 basis points for the three and six months ended December 31, 2015 compared to December 31, 2014, respectively, primarily due to an increase in market interest rates for new loans and our H\&R Block-branded loan product. This increase on the asset side was complimented by a 4 basis point reduction in average rates paid on interest-bearing liabilities for the three and six months ended December 31, 2015 compared to December 31, 2014, respectively. The increase in lower rate demand and savings deposits was the primary reason for the decrease in average rates paid for the three and six months ended December 31, 2015 compared to December 31, 2014, respectively.

Non-interest income increased $\$ 9.5$ million and $\$ 14.1$ million for the three and six months ended December 31, 2015 compared to the three and six months ended December 31, 2014, respectively. The $\$ 9.5$ million increase in non-interest income for the three months ended December 31, 2015, was the result of an increase in banking service fees and other income of $\$ 4.7$ million primarily, from H\&R Block-branded products and service fee income, an increase of $\$ 4.5$ million in other income and gain on sale - other, a reduction of $\$ 0.4$ million in unrealized losses on securities, and an increase in realized gain on the sale of securities of $\$ 0.3$ million, partially offset by a decrease of $\$ 0.3$ million in prepayment penalty fee income. The $\$ 14.1$ million increase in non-interest income for the six months ended December 31, 2015, was the result of an increase of $\$ 7.2$ million in other income and gain on sale - other, an increase banking service fees and other income of $\$ 6.6$ million primarily from H\&R Block-branded products and service fee income, a reduction of $\$ 1.4$ million in unrealized losses on securities, and an increase in realized gain on the sale of securities of $\$ 0.3$ million, partially offset by a decrease of $\$ 1.2$ million in mortgage banking income and a decrease of $\$ 0.3$ million in prepayment penalty fee income.

Non-interest expense increased $\$ 8.5$ million and $\$ 14.0$ million for the three and six months ended December 31, 2015 compared to the three and six months ended December 31, 2014, respectively. For the three months ended December 31, 2015 compared to the three months ended December 31, 2014 salaries and related expenses increased $\$ 5.7$ million primarily due to the overall increase in staff to support the overall growth of the Bank. Data processing and internet expense increased $\$ 0.6$ million due to core system updates and increased bank customers. Other general and administrative costs increased by $\$ 1.0$ million primarily attributable to expenses in support of $\mathrm{H} \& \mathrm{R}$ Block-branded products and services. For the six months ended December 31, 2015 compared to the six months ended December 31, 2014 salaries and related expenses increased $\$ 10.3$ million primarily due to the overall increase in staff to support the overall growth of the Bank. Data processing and internet expense increased $\$ 1.0$ million due to
core system updates and increased bank customers. Other general and administrative costs increased by $\$ 1.0$ million primarily attributable to expenses in support of H\&R Block-branded products and services.

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Non-GAAP adjusted earnings for the three months ended December 31, 2015 and 2014 were $\$ 27.7$ million and $\$ 19.4$ million, respectively. For the six months ended December 31, 2015 and 2014 non-GAAP adjusted earnings were $\$ 53.3$ million and $\$ 37.9$ million, respectively.

Below is a reconciliation of net income to non-GAAP adjusted earnings:
Three Months Ended
December 31,
(Dollars in thousands)
Net Income
Realized securities losses (gains)
Unrealized securities losses (gains)
20152014
\$28,149 \$19,372
(933 ) (587 ) (933 ) (587)
Tax (provision) benefit
Non-GAAP adjusted earnings
$219 \quad 610 \quad 267 \quad 1,700$

Six Months Ended December 31,
20152014
\$53,650 \$37,213

Net Interest Income
Net interest income for the three and six months ended December 31, 2015 totaled $\$ 63.2$ million and $\$ 122.3$ million, an increase of $31.3 \%$ and $31.5 \%$, compared to net interest income of $\$ 48.1$ million and $\$ 93.0$ million for the three and six months ended December 31, 2014. The growth of net interest income for both the three and six months ended December 31, 2015 is primarily due to net loan portfolio growth combined with a net increase in the average yield earned on our assets and a net decrease in the average funding rate of our liabilities.
Total interest and dividend income during the three and six months ended December 31, 2015 increased $28.53 \%$ to $\$ 75.9$ million and and $29.2 \%$ to $\$ 147.2$ million, respectively, compared to $\$ 59.1$ million and $\$ 113.9$ million during the three and six months ended December 31, 2014. The increase in interest and dividend income for the three and six months ended December 31, 2015 was primarily attributable to growth in average earning assets. The growth in the loan portfolio combined with a net increase in the average yield earned on loans, primarily attributable to our $\mathrm{H} \& \mathrm{R}$ Block-branded loan product. The average balance of loans increased $26.2 \%$ and $30.3 \%$ for the three and six months ended December 31, 2015 compared to the three and six months ended December 31, 2014. The increase in interest income on loans was partially offset by lower balances and lower rates earned on securities.
Total interest expense was $\$ 12.8$ million and $\$ 24.9$ million for the three and six months ended December 31, 2015, an increase of $\$ 1.8$ million or $16.4 \%$ and of $\$ 4.0$ million or $19.0 \%$ as compared with the three and six months ended December 31, 2014, respectively. The average funding rate for the three and six months ended December 31, 2015 compared to the same 2014 periods decreased by 4 basis points while average interest-bearing liabilities grew 20.4\% and $24.0 \%$, respectively. The decrease in the average funding rates for the three and six months ended December 31, 2015 compared to the same period in 2014, was primarily driven by increases in non-interest bearing deposits and lower rate demand and savings deposits partially offset by higher rates on time deposits.
Net interest margin, defined as annualized net interest income divided by average earning assets, increased by 25 basis points to $4.10 \%$ and by 16 basis points to $4.07 \%$ for the three and six months ended December 31, 2015, respectively. The increases in net interest margin were primarily the result of the above discussed increases in the average yield on loans, which were more than the declines in the average yield on securities and the declines in the overall cost of funds.

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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, 2015 and 2014:

For the Three Months Ended
December 31,

| (Dollars in thousands) | 2015 | 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance ${ }^{2}$ | Interest <br> Income/ <br> Expense | Average Yield Earned/Rates Paid ${ }^{1}$ | Average Balance ${ }^{2}$ | Interest <br> Income/ <br> Expense | Aver <br> Earne <br> Paid ${ }^{1}$ | Yields ates |
| Assets: |  |  |  |  |  |  |  |
| Loans ${ }^{3,4}$ | \$5,460,764 | \$70,117 | 5.14 \% | \$4,327,757 | \$53,392 | 4.93 | \% |
| Interest-earning deposits in other financial institutions | 201,799 | 186 | 0.37 \% | 184,363 | 121 | 0.26 | \% |
| Mortgage-backed and other investment securities | 428,270 | 4,274 | 3.99 \% | 440,834 | 4,704 | 4.27 | \% |
| Stock of the FHLB, at cost | 65,111 | 1,358 | 8.34 \% | 47,805 | 864 | 7.23 | \% |
| Total interest-earning assets | 6,155,944 | 75,935 | 4.93 \% | 5,000,759 | 59,081 | 4.73 | \% |
| Non-interest-earning assets | 218,511 |  |  | 65,174 |  |  |  |
| Total assets | \$6,374,455 |  |  | \$5,065,933 |  |  |  |

Liabilities and Stockholders'
Equity:

| Interest-bearing demand and savings | \$3,582,481 | \$5,577 | 0.62 | \% | \$2,704,220 | \$4,935 | 0.73 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time deposits | 777,262 | 4,132 | 2.13 | \% | 779,693 | 3,327 | 1.71 | \% |
| Securities sold under agreements to repurchase | 35,000 | 392 | 4.48 | \% | 35,000 | 391 | 4.47 | \% |
| Advances from the FHLB | 842,174 | 2,626 | 1.25 | \% | 828,106 | 2,281 | 1.10 | \% |
| Subordinated debentures | 5,155 | 37 | 2.87 | \% | 5,155 | 36 | 2.79 | \% |
| Total interest-bearing liabilities | 5,242,072 | 12,764 | 0.97 | \% | 4,352,174 | 10,970 | 1.01 | \% |
| Non-interest-bearing demand deposits | 481,282 |  |  |  | 243,289 |  |  |  |
| Other non-interest-bearing liabilities | 49,128 |  |  |  | 60,851 |  |  |  |
| Stockholders' equity | 601,973 |  |  |  | 409,619 |  |  |  |
| Total liabilities and stockholders' equity | \$6,374,455 |  |  |  | \$5,065,933 |  |  |  |
| Net interest income |  | \$63,171 |  |  |  | \$48,111 |  |  |
| Interest rate spread ${ }^{5}$ |  |  | 3.96 | \% |  |  | 3.72 | \% |
| Net interest margin ${ }^{6}$ |  |  | 4.10 | \% |  |  | 3.85 | \% |

[^2]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 annualized net interest income as a percentage of average interest-earning assets.

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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 six months ended December 31, 2015 and 2014:

| (Dollars in thousands) | For the Six Months Ended December 31, 2015 |  | 2014 |  |  | Average Yields |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance ${ }^{2}$ | Interest <br> Income/ <br> Expense | Average Yield Earned/Rates Paid ${ }^{1}$ | Average Balance ${ }^{2}$ | Interest <br> Income/ <br> Expense | Aver Earn Paid | $\begin{aligned} & \text { Yield } \\ & \text { ates } \end{aligned}$ |
| Assets: |  |  |  |  |  |  |  |
| Loans ${ }^{3,4}$ | \$5,323,515 | \$135,195 | 5.08 \% | \$4,086,378 | \$ 102,375 | 5.01 | \% |
| Interest-earning deposits in other financial institutions | 217,980 | 328 | 0.30 \% | 169,491 | 209 | 0.25 | \% |
| Mortgage-backed and other investment securities ${ }^{4}$ | 409,918 | 8,387 | 4.09 \% | 451,958 | 9,551 | 4.23 | \% |
| Stock of the FHLB, at cost | 64,336 | 3,254 | 10.12 \% | 45,946 | 1,751 | 7.62 | \% |
| Total interest-earning assets | 6,015,749 | 147,164 | 4.89 \% | 4,753,773 | 113,886 | 4.79 | \% |
| Non-interest-earning assets | 176,466 |  |  | 62,922 |  |  |  |
| Total assets | \$6,192,215 |  |  | \$4,816,695 |  |  |  |
| Liabilities and Stockholders' Equity: |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Interest-bearing demand and savings | \$3,399,845 | \$10,739 | 0.63 \% | \$2,471,811 | \$8,977 | 0.73 | \% |
| Time deposits | 782,096 | 7,993 | 2.04 \% | 764,069 | 6,529 | 1.71 | \% |
| Securities sold under agreements to repurchase | 35,000 | 781 | 4.46 \% | 37,893 | 861 | 4.54 | \% |
| Advances from the FHLB | 909,457 | 5,278 | 1.16 \% | 860,102 | 4,461 | 1.04 | \% |
| Subordinated debentures | 5,155 | 74 | 2.87 \% | 5,155 | 72 | 2.79 | \% |
| Total interest-bearing liabilities | 5,131,553 | 24,865 | 0.97 \% | 4,139,030 | 20,900 | 1.01 | \% |
| Non-interest-bearing demand deposits | 426,128 |  |  | 229,734 |  |  |  |
| Other non-interest-bearing liabilities | 52,759 |  |  | 49,694 |  |  |  |
| Stockholders' equity | 581,775 |  |  | 398,237 |  |  |  |
| Total liabilities and stockholders' equity | \$6,192,215 |  |  | \$4,816,695 |  |  |  |
| Net interest income |  | \$122,299 |  |  | \$92,986 |  |  |
| Interest rate spread ${ }^{5}$ |  |  | 3.92 \% |  |  | 3.78 | \% |
| Net interest margin ${ }^{6}$ |  |  | 4.07 \% |  |  | 3.91 | \% |

[^3]million of Community Reinvestment Act loans which are taxed at a reduced rate for the 2015 and 2014 six-month periods, respectively.
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 annualized net interest income as a percentage of average interest-earning assets.

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Average Balances, Net Interest Income, Yields Earned and Rates Paid
The following table sets forth the effects of changing rates and volumes on our net interest income. Information is provided with respect to (i) effects on interest income and interest expense attributable to changes in volume (changes in volume multiplied by prior rate); (ii) effects on interest income and interest expense attributable to changes in rate (changes in rate multiplied by prior volume); and (iii) changes in rate/volume (change in rate multiplied by change in volume) for the three and six months ended December 31, 2015 and 2014:

|  | For the Three Months Ended December 31, 2015 $2015 \text { vs } 2014$ <br> Increase (Decrease) Due to |  |  |  |  | For the Six Months Ended <br> December 31, 2015 <br> 2015 vs 2014 <br> Increase (Decrease) Due to |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Volume | Rate | Rate/V |  | Total Increase (Decrease) | Volume | Rate | Rate/V |  | Total Increase (Decrease) |
| Increase/(decrease) in interest income: |  |  |  |  |  |  |  |  |  |  |
| Loans | \$13,964 | \$2,272 | \$ 489 |  | \$16,725 | \$30,990 | \$ 1,430 | \$ 400 |  | \$32,820 |
| Interest-earning deposits in other financial institutions | 11 | 51 | 3 |  | 65 | 61 | 42 | 16 |  | 119 |
| Mortgage-backed and other investment securities | (134 | ) (309 | ) 13 |  | (430 | ) (889 | ) (316 | ) 41 |  | (1,164 |
| Stock of the FHLB, at cost | 313 | 133 | 48 |  | 494 | 701 | 574 | 228 |  | 1,503 |
|  | \$ 14,154 | \$2,147 | \$ 553 |  | \$16,854 | \$30,863 | \$1,730 | \$ 685 |  | \$33,278 |
| Increase/(decrease) in interest expense: |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing demand and savings | \$1,603 | \$(744 | ) \$ (217 | ) | \$642 | \$3,387 | \$(1,236 | ) \$ (389 | ) | \$1,762 |
| Time deposits | (10 | ) 819 | (4 | ) | 805 | 154 | 1,261 | 49 |  | 1,464 |
| Securities sold under agreements to repurchase | - | 1 | - |  | 1 | (66 | ) (15 | ) 1 |  | (80 |
| Advances from the FHLB | 39 | 311 | (5 | ) | 345 | 257 | 516 | 44 |  | 817 |
| Subordinated debentures | - | 1 | - |  | 1 | - | 2 | - |  | 2 |
|  | \$ 1,632 | \$388 | \$ (226 | ) | \$1,794 | \$3,732 | \$528 | \$ (295 | ) | \$3,965 |

Provision for Loan Losses
The loan loss provision was $\$ 3.4$ million for the three months ended December 31, 2015 compared to $\$ 2.9$ million for the three months ended December 31, 2014. The loan loss provision was $\$ 5.8$ million for the six months ended December 31, 2015 compared to $\$ 5.4$ million for the six months ended December 31, 2015. The increase in the
provision for the three and six months ended December 31, 2015 is primarily due to additions to the allowance for growth of the loan portfolio. 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 "Financial Condition-Asset Quality and Allowance for Loan Losses."

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Non-Interest Income
The following table sets forth information regarding our non-interest income for the periods shown:

|  | For the Three Months Ended December 31, |  |  |  |  | For the Six Months Ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | 2015 |  | 2014 |  | Inc (Dec) |  | 2015 |  | 2014 |  | Inc (Dec) |
| Realized gain on securities: |  |  |  |  |  |  |  |  |  |  |  |
| Sale of securities | \$933 |  | \$587 |  | \$346 |  | \$933 |  | \$587 |  | \$346 |
| Total realized gain on securities | 933 |  | 587 |  | 346 |  | 933 |  | 587 |  | 346 |
| Other-than-temporary loss on securities: |  |  |  |  |  |  |  |  |  |  |  |
| Total impairment losses | \$(1,037 | ) | \$(1,075 | ) | \$38 |  | \$(1,779 | ) | \$(4,647 | ) | \$2,868 |
| Loss recognized in other comprehensive loss | 1,014 |  | 789 |  | 225 |  | 1,638 |  | 3,150 |  | (1,512 |
| Net impairment loss recognized in earnings | (23 | ) | (286 | ) | 263 |  | (141 | ) | (1,497 | ) | 1,356 |
| Fair value gain on trading securities | (196 | ) | (324 | ) | 128 |  | (126 | ) | (203 | ) | 77 |
| Total unrealized loss on securities | (219 | ) | (610 | ) | 391 |  | (267 | ) | (1,700 | ) | 1,433 |
| Prepayment penalty fee income | 738 |  | 1,053 |  | (315 | ) | 1,614 |  | 1,930 |  | (316 |
| Gain on sale - other | 5,551 |  | 1,090 |  | 4,461 |  | 9,247 |  | 2,006 |  | 7,241 |
| Mortgage banking income | 2,909 |  | 2,937 |  | (28 | ) | 4,787 |  | 6,000 |  | (1,213 |
| Banking service fees and other income | 6,308 |  | 1,640 |  | 4,668 |  | 9,695 |  | 3,123 |  | 6,572 |
| Total non-interest income | \$16,220 |  | \$6,697 |  | \$9,523 |  | \$26,009 |  | \$11,946 |  | \$ 14,063 |

Non-interest income increased $\$ 9.5$ million to $\$ 16.2$ million for the three months ended December 31, 2015. The increase was primarily the result of a $\$ 4.7$ million increase in banking service fees due to $\mathrm{H} \& \mathrm{R}$ Block-branded products and service fee income, a $\$ 4.5$ million increase in gain on sale - other primarily from sales of $H \& R$ Block-branded products and structured settlements and a decrease in unrealized loss on securities of $\$ 0.4$ million. Non-interest income increased $\$ 14.1$ million to $\$ 26.0$ million for the six months ended December 31, 2015. The increase was primarily the result of a $\$ 7.2$ million increase in gain on sale - other primarily from sales of $H \& R$ Block-branded products and structured settlements, a $\$ 6.6$ million increase in banking service fees due to $H \& R$ Block-branded products and service fee income, a decrease in unrealized loss on securities of $\$ 1.4$ million partially offset by a decrease in mortgage banking income of $\$ 1.2$ million.
Included in gain on sale - other are sales of correspondent loans that are collateralized by non-mortgage assets and sales of structured settlement annuity receivables. We engage in the wholesale and retail purchase of state lottery prize and structured settlement annuity payments. These payments are high credit quality deferred payment receivables having a state lottery commission or investment grade (top two tiers) insurance company payor. The Bank originates contracts for the retail purchase of such payments and classifies these under the heading of Factoring in the loan portfolio. Factoring yields are typically higher than mortgage loan rates. Typically, the gain received upon sale of these payment streams is greater than the gain received from an equivalent amount of mortgage loan sales. Since 2013, pools of structured settlement receivables have been originated for sale depending upon management's assessment of interest rate risk, liquidity, and offers containing favorable terms and are classified on our balance sheet as loans held for sale.

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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,

| (Dollars in thousands) | 2015 | 2014 | Inc (Dec) | 2015 | 2014 | Inc (Dec) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Salaries and related costs | $\$ 16,440$ | $\$ 10,764$ | $\$ 5,676$ | $\$ 30,762$ | $\$ 20,461$ | $\$ 10,301$ |
| Professional services | 1,270 | 797 | 473 | 1,633 | 1,599 | 34 |
| Occupancy and equipment | 934 | 832 | 102 | 1,847 | 1,553 | 294 |
| Data processing and internet | 2,299 | 1,683 | 616 | 4,179 | 3,197 | 982 |
| Advertising and promotional | 1,597 | 1,449 | 148 | 3,225 | 2,755 | 470 |
| Depreciation and amortization | 998 | 766 | 232 | 2,006 | 1,483 | 523 |
| Real estate owned and repossessed | 24 | 51 | $(27$ | $)$ | $(50$ | $) 108$ |
| vehicles |  |  | 828 | 280 | 2,172 | 1,606 |
| FDIC and regulator fees | 1,108 | 828 | 566 |  |  |  |
| Other general and administrative | 2,775 | 1,767 | 1,008 | 4,589 | 3,621 | 968 |
| Total non-interest expenses | $\$ 27,445$ | $\$ 18,937$ | $\$ 8,508$ | $\$ 50,363$ | $\$ 36,383$ | $\$ 13,980$ |

Non-interest expense, which is comprised primarily of compensation, data processing and internet expenses, occupancy, advertising and promotional and other operating expenses, was $\$ 27.4$ million for the three months ended December 31, 2015, up from $\$ 18.9$ million for the three months ended December 31, 2014. Non-interest expense was $\$ 50.4$ million for the six months ended December 31, 2015, up from $\$ 36.4$ million for the six months ended
December 31, 2014. The increase in compensation expense for the three and six months ended December 31, 2015 was primarily due to the expansion of the Bank's staffing for lending products, business banking and regulatory compliance.
Total salaries and related costs increased $\$ 5.7$ million to $\$ 16.4$ million for the three months ended December 31, 2015 compared to $\$ 10.8$ million for the three months ended December 31, 2014 due to increased staffing levels to support growth in deposit and lending activities. Total salaries and related costs increased $\$ 10.3$ million to $\$ 30.8$ million for the six months ended December 31, 2015 compared to $\$ 20.5$ million for the six months ended December 31, 2014 due to increased staffing levels to support growth in deposit and lending activities. Our staff increased to 534 from 430, or $24.2 \%$ between December 31, 2015 and 2014, respectively.
Professional services, which include accounting and legal fees, increased $\$ 0.5$ million and flat for the three and six months ended December 31, 2015, compared to the three and six month periods last year. Professional services for the three months ended December 31, 2015 increased due to a higher volume of legal fees compared to December 31, 2014.

Advertising and promotional expense increased $\$ 0.1$ million and $\$ 0.5$ million for the three and six months ended December 31, 2015, compared to the three and six months ended December 31, 2014. The increases were primarily due to online, email and direct leads marketing expenses.
Data processing and internet expense increased $\$ 0.6$ million and $\$ 1.0$ million for the three and six months ended December 31, 2015, compared to the three and six month period ended December 31, 2014, respectively. The increases were primarily due to growth in the number of customer accounts and enhancements to the Bank's core processing system.
The cost of our Federal Deposit Insurance Corporation ("FDIC") and OCC standard regulatory charges increased \$0.3 million and $\$ 0.6$ million for the three and six months ended December 31, 2015, compared to the three and six month period last year. The increases were due to the overall growth of the Bank's liabilities. As an FDIC-insured institution, the Bank is required to pay deposit insurance premiums to the FDIC.
Other general and administrative costs increased by $\$ 1.0$ million and $\$ 1.0$ million for the three and six months ended December 31, 2015, compared to the three and six month period ended December 31, 2014, respectively. The increases were primarily due to expenses supporting H\&R Block-branded products and services.
Provision for Income Taxes

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Our effective income tax rates (income tax provision divided by net income before income tax) for the three months ended December 31, 2015 and 2014 were $42.02 \%$ and $41.25 \%$, respectively. Our effective income tax rates (income tax provision divided by net income before income tax) for the six months ended December 31, 2015 and 2014 were $41.78 \%$ and $41.07 \%$, respectively. The changes in the tax rates are primarily the result of changes in state tax allocations.

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## FINANCIAL CONDITION

Balance Sheet Analysis
Our total assets increased $\$ 838.5$ million, or $14.4 \%$, to $\$ 6,662.2$ million, as of December 31,2015 , up from $\$ 5,823.7$ million at June 30, 2015. The increase in total assets was primarily due to an increase of $\$ 716.7$ million in net loans held for investment. Total liabilities increased $\$ 758.7$ million, primarily from growth in deposits of $\$ 748.0$ million. Loans
Net loans held for investment increased $14.5 \%$ to $\$ 5,645.3$ million at December 31, 2015 from $\$ 4,928.6$ million at June 30, 2015. The increase in the loan portfolio was primarily due to loan originations and purchases of $\$ 1,816.4$ million, partially offset by loan repayments and other adjustments of $\$ 1,099.7$ million during the six months ended December 31, 2015.
The following table sets forth the composition of the loan portfolio as of the dates indicated:

| December 31, 2015 |  | June 30, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Amount | Percent |  | Amount | Percent |
| \$3,371,974 | 59.1 | \% | \$2,980,795 | 59.6 |
| 3,418 | 0.1 | \% | 3,604 | 0.1 |
| 519,564 | 9.1 | \% | 385,413 | 7.7 |
| 1,202,987 | 21.0 | \% | 1,185,531 | 23.7 |
| 99,938 | 1.7 | \% | 61,403 | 1.2 |
| 30,335 | 0.5 | \% | 13,140 | 0.3 |
| 143,896 | 2.5 | \% | 122,200 | 2.4 |
| 281,826 | 4.9 | \% | 248,584 | 5.0 |
| 61,145 | 1.1 | \% | 601 | - |
| 5,715,083 | 100.0 | \% | 5,001,271 | 100.0 |
| (35,071 |  |  | (28,327 |  |
| (34,740 |  |  | (44,326 |  |
| \$5,645,272 |  |  | \$4,928,618 |  |

The Bank originates some interest only loans with terms that include repayments that are less than the repayments for fully amortizing loans. Also, the Bank previously purchased option adjustable-rate mortgage ("ARM") loans and other loan types that permit payments that may be smaller than interest accruals. The Bank's lending guidelines for interest only loans are adjusted for the increased credit risk associated with these loans by requiring borrowers with such loans to borrow at LTVs that are lower than standard amortizing ARM loans and by calculating debt to income ratios for qualifying borrowers based upon a fully amortizing payment, not the interest only payment. The Bank monitors and performs reviews of interest only loans. Adverse trends reflected in the Company's delinquency statistics, grading and classification of interest only loans would be reported to management and the Board of Directors. As of December 31, 2015 , the Company had $\$ 778.6$ million of interest only mortgage loans and $\$ 3.1$ million of option adjustable-rate mortgage loans. Through December 31, 2015, the net amount of deferred interest on these loan types was not material to the financial position or operating results of the Company.

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Asset Quality and Allowance for Loan Loss
Non-performing Assets
Non-performing loans are comprised of loans past due 90 days or more on nonaccrual status and other nonaccrual loans. Non-performing assets include non-performing loans plus other real estate owned and repossessed vehicles. At December 31, 2015, our non-performing loans totaled $\$ 26.5$ million, or $0.46 \%$ of total gross loans and our non-performing loans and foreclosed assets or "non-performing assets" totaled $\$ 26.9$ million, or $0.40 \%$ of total assets. Non-performing assets consisted of the following as of the dates indicated:
(Dollars in thousands) December 31,
Non-performing assets:
Non-accrual loans:
Single family real estate secured:
$\left.\begin{array}{lllll}\text { Mortgage } & \$ 20,954 & \$ 22,842 & \$(1,888 & ) \\ \text { Home equity } & 7 & 9 & (2 & (554 \\ \text { Multifamily real estate secured } & 4,845 & 5,399 & (1,756 & ) \\ \text { Commercial real estate secured } & 372 & 2,128 & (4,200 & ) \\ \text { Total non-performing loans secured by real estate } & 26,178 & 30,378 & (4,353 & ) \\ \text { Auto and RV secured } & 300 & 453 & (829 & ) \\ \text { Total non-performing loans } & 26,478 & 30,831 & 11 & \\ \text { Foreclosed real estate } & 396 & 1,225 & \$(5,171 & ) \\ \text { Repossessed—Auto and RV } & 26 & 15 & \% & (0.16\end{array}\right) \%$

Total non-performing assets decreased from $\$ 32.1$ million at June 30, 2015 to $\$ 26.9$ million at December 31, 2015. As a percentage of total assets, non-performing assets decreased from $0.55 \%$ at June 30, 2015 to $0.40 \%$ at December 31, 2015. The
non-performing assets decrease of approximately $\$ 5.2$ million, was primarily the result of decreases in non-performing single family real estate secured mortgage loans, commercial real estate secured loans and foreclosed real estate assets.
A troubled debt restructuring is a concession made to a borrower experiencing financial difficulties, typically permanent or temporary modifications of principal and interest payments or an extension of maturity dates. When a loan is delinquent and classified as a troubled debt restructuring no interest is accrued until the borrower demonstrates over time (typically six months) that it can make payments. When a loan is considered a troubled debt restructuring and is on nonaccrual, it is considered non-performing and included in the table above. The Bank had performing troubled debt restructurings with outstanding balances totaling $\$ 0.2$ million at December 31, 2015 and $\$ 0.2$ million at June 30, 2015.
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, 2015, 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, collateral values and charge-off history.
We provide general loan loss reserves for our auto and RV loans based upon the borrower credit score at the time of origination and the Company's loss experience to date. The allowance for loan loss for the auto and RV loan portfolio
at December 31, 2015 was determined by classifying each outstanding loan according to the semi-annually refreshed FICO score and providing loss rates. The Company had $\$ 30.0$ million of auto and RV loan balances subject to general reserves as follows: FICO greater than or equal to 770: $\$ 8.9$ million; 715 - 769: $\$ 11.2$ million; $700-714$ : $\$ 3.5$ million; $660-699$ : $\$ 4.5$ million and less than 660: $\$ 1.9$ million.

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We experienced increased charge-offs of RV loans in fiscal 2007 through 2011, due to the nationwide recession. Our portfolio of RV loans is expected to decrease in the future because the Bank ceased originating RV loans in fiscal 2009.

The Company provides general loan loss reserves for mortgage loans based upon the size and class of the mortgage loan and the loan-to-value ratio ("LTV") at date of origination. The allowance for each class is determined by dividing the outstanding unpaid balance for each loan by the loan-to-value and applying quantitative and qualitative loss rates. The LTV groupings for each significant mortgage class are as follows:
The Company had $\$ 3,350.8$ million of single family mortgage portfolio loan balances subject to general reserves as follows: LTV less than or equal to $60 \%$ : $\$ 1,819.8$ million; $61 \%-70 \%$ : $\$ 1,231.9$ million; $71 \%-80 \%$ : $\$ 298.8$ million; greater than $80 \%$ : $\$ 0.2$ million.
The Company had $\$ 1,198.1$ million of multifamily mortgage portfolio loan balances subject to general reserves as follows: LTV less than or equal to $55 \%$ : $\$ 522.0$ million; $56 \%-65 \%$ : $\$ 396.4$ million; $66 \%-75 \%$ : $\$ 265.3$ million; $76 \%-$ $80 \%$ : $\$ 14.4$ million and greater than $80 \%$ : $\$ 0.0$ million.
The Company had $\$ 99.6$ million of commercial real estate loan balances subject to general reserves as follows: LTV less than or equal to $50 \%$ : $\$ 33.8$ million; $51 \%-60 \%$ : $\$ 23.8$ million; $61 \%-70 \%$ : $\$ 37.3$ million; and $71 \%-80 \%$ : $\$ 4.7$ million.
The weighted average LTV percentage for our entire real estate loan portfolio was $56 \%$ at December 31, 2015. We believe that this percentage is lower and more conservative than most banks, which results in lower average mortgage loan charge-offs when compared to many other comparable banks.
While we anticipate that such level of charge-offs will continue into the future, given the uncertainties surrounding the improvement of the U.S. economy, we may experience an increase in the relative amount of charge-offs and we may be required to increase our loan loss provisions in the future to provide a larger loss allowance for one or more of our loan types.
The following table summarizes impaired loans as of:
(Dollars in thousands)
Non-performing loans-90+ days past due plus other non-accrual loans
Troubled debt restructuring loans-non-accrual
December 31, 2015 June 30, 2015

Troubled debt restructuring loans-performing \$23,103 \$25,873

Total impaired loans

3,375
4,958
214
\$26,692

217
\$31,048

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:


The loan loss provision was $\$ 3.4$ million and $\$ 2.9$ million for the three months ended December 31, 2015 and December 31, 2014, respectively. The loan loss provision was $\$ 5.8$ million and $\$ 5.4$ million for the six months ended

December 31, 2015 and December 31, 2014, respectively. The increase for the three and six months ended December 31, 2015 in the loan loss provision was primarily the result of growth in the loan portfolio. We believe that the lower average LTV in the Bank's mortgage loan portfolio will continue to result in future lower average mortgage loan charge-offs when compared to many other comparable

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banks. Our general loan loss reserves are based upon historical losses and expected future trends. The resolution of the Bank's existing other real estate owned and non-performing loans should not have a significant adverse impact on our operating results.
Investment Securities
Total investment securities were $\$ 452.1$ million as of December 31, 2015, compared with $\$ 396.7$ million at June 30, 2015. During the six months ended December 31, 2015, we purchased twenty debt securities for $\$ 96.9$ million, sold $\$ 10.1$ million of available for sale securities, and received principal repayments of approximately $\$ 15.6$ million in our available-for-sale portfolio. In our held-to-maturity portfolio, we received principal repayments of $\$ 16.1$ million. The remainder of the change for both the available-for-sale and held-to-maturity portfolios is attributable to accretion and other activities. We currently classify agency mortgage-backed and debt securities as held-to-maturity or available-for-sale at the time of purchase based upon issue size and based on issue features, such as callable terms.
Deposits
Deposits increased a net $\$ 748.1$ million, or $16.8 \%$, to $\$ 5,200.0$ million at December 31, 2015, from $\$ 4,451.9$ million at June 30, 2015. Our deposit growth was the result of a $28.9 \%$ increase in savings accounts and a $63.8 \%$ increase in non-interest bearing accounts. The addition of deposits from our H\&R Block Bank deposit acquisition and our organic growth resulted in higher savings account business and non-interest bearing account business during the six months ended December 31, 2015.
The following table sets forth the composition of the deposit portfolio as of the dates indicated:

December 31, 2015
(Dollars in thousands)
Non-interest bearing
Interest-bearing:
Demand
Savings
Total interest-bearing demand and savings
Time deposits:
Under \$100,000 59,982 1.25
$\$ 100,000$ or more ${ }^{2}$
Total time deposits
Total interest bearing ${ }^{2}$
Total deposits

| Amount <br> $\$ 506,558$ | Rate $^{1}$ | - | $\%$ | Amount <br> $\$ 309,339$ | Rate $^{1}$ <br> - |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  | $\%$ |  |
| $1,067,138$ | 0.49 | $\%$ | $1,224,308$ | 0.48 | $\%$ |
| $2,740,864$ | 0.60 | $\%$ | $2,126,792$ | 0.67 | $\%$ |
| $3,808,002$ | 0.57 | $\%$ | $3,351,100$ | 0.60 | $\%$ |
|  |  |  |  |  |  |
| 59,982 | 1.25 | $\%$ | 70,369 | 1.26 | $\%$ |
| 825,424 | 1.93 | $\%$ | 721,109 | 2.06 | $\%$ |
| 885,406 | 1.88 | $\%$ | 791,478 | 1.99 | $\%$ |
| $4,693,408$ | 0.81 | $\%$ | $4,142,578$ | 0.87 | $\%$ |
| $\$ 5,199,966$ | 0.73 | $\%$ | $\$ 4,451,917$ | 0.81 | $\%$ |

[^4]The following table sets forth the number of deposit accounts by type as of the date indicated:

| December 31, | June 30, 2015 | December 31, <br> 2014 |
| :--- | :--- | :--- |
| 2015 |  | 296,306 |
| $1,854,594$ | 501,565 | 24,615 |
| 294,980 | 31,461 | 6,428 |
| 4,511 | 5,515 | 327,349 |
| $2,154,085$ | 538,541 |  |

The net increase of 1,353,029 of non-interest bearing, prepaid and other accounts and 263,519 interest-bearing checking and savings accounts for the six months ended December 31, 2015 was primarily the result of our acquisition of accounts from H\&R Block Bank and new H\&R Block branded products.

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Borrowings
The following table sets forth the composition of our borrowings and the interest rates at the dates indicated:


At December 31, 2015, total borrowings amounted to $\$ 798.2$ million, up $\$ 5.0$ million, or $0.6 \%$, from June 30, 2015 and up $\$ 88.0$ million or $12.4 \%$ from December 31, 2014. Total borrowings represented $12.0 \%$ of total assets and had a weighted-average cost of $1.38 \%$ at December 31, 2015, compared with $13.6 \%$ of total assets at a weighted-average cost of $1.89 \%$ at June 30, 2015 and $13.7 \%$ of total assets at a weighted-average cost of $1.25 \%$ at December 31, 2014. We have sold securities under various agreements to repurchase for total proceeds of $\$ 35.0$ million. The repurchase agreements have interest rates between $3.75 \%$ and $4.75 \%$ and scheduled maturities between April 2017 and December 2017. Under these agreements, we may be required to repay the $\$ 35.0$ million and repurchase our securities before the scheduled maturity if the issuer requests repayment on scheduled quarterly call dates. The weighted-average remaining contractual maturity period is 1.60 years and the weighted average remaining period before such repurchase agreements could be called is 0.14 years.
We regularly use advances from the FHLB to manage our interest rate risk and, to a lesser extent, manage our liquidity position. Generally, FHLB advances with terms between three and ten years have been 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, 2015, a total of $\$ 5.0$ 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 $\$ 5.0$ million in putable advances is 2.07 years and the weighted average remaining period before such advances could be put to us is 0.07 years.

## Stockholders' Equity

Stockholders' equity increased $\$ 79.8$ million to $\$ 613.3$ million at December 31, 2015 compared to $\$ 533.5$ million at June 30, 2015. The increase was the result of our net income for the six months ended December 31, 2015 of $\$ 53.7$ million, sale of common stock of $\$ 21.1$ million, vesting and issuance of RSUs and exercise of stock options of $\$ 4.8$ million, a $\$ 0.4$ million unrealized gain in other comprehensive income, net of tax, less a reduction of $\$ 0.2$ million for dividends declared on preferred stock.

## LIQUIDITY

Cash flow information is as follows:
(Dollars in thousands)
Operating Activities
Investing Activities
Financing Activities
For the Six Months Ended December 31,

| 2015 | 2014 |
| :--- | :--- |
| $\$ 69,413$ | $\$ 62,256$ |
| $\$(784,527$ | $)$ |
| $\$ 7761,671$ | $\$ 753,505$ |

During the six months ended December 31, 2015, we had net cash inflows from operating activities of $\$ 69.4$ million compared to inflows of $\$ 62.3$ million for the six months ended December 31, 2014. Net operating cash inflows and outflows fluctuate primarily due to the timing of originations of loans held for sale and proceeds from loan sales. Net cash outflows from investing activities totaled $\$ 784.5$ million for the six months ended December 31, 2015, while outflows totaled $\$ 761.2$ million for the same period in fiscal year 2015 . The increase was primarily due to purchases of investment securities in the fiscal 2016 period compared to the same period in the prior year.

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Our net cash provided by financing activities totaled $\$ 776.7$ million for the six months ended December 31, 2015, and $\$ 753.5$ million for the six months ended December 31, 2014. Net cash provided by financing activities increased primarily from increased net borrowings from FHLB for the six months ended December 31, 2015 compared to December 31, 2014.
During the six months ended December 31, 2015, the Bank could borrow up to $40.0 \%$ of its total assets from the FHLB. Borrowings are collateralized by the pledge of certain mortgage loans and investment securities to the FHLB. At December 31, 2015, the Company had $\$ 1,731.5$ million available immediately and reflects a fully collateralized position. At December 31, 2015, we also had two unsecured federal funds purchase lines with two different banks totaling $\$ 35.0$ million, under which no borrowings were outstanding.
The Bank has the ability to borrow short-term from the Federal Reserve Bank of San Francisco Discount Window. At December 31, 2015, the Bank did not have any borrowings outstanding and the amount available from this source was $\$ 7.1$ million. The credit line is collateralized by consumer loans and mortgage-backed securities.
In an effort to expand the Bank's liquidity options, we have issued brokered deposits of $\$ 1,137.3$ million at December 31, 2015. We believe our liquidity sources to be stable and adequate for our anticipated needs and contingencies. We believe we have the ability to increase our level of deposits and borrowings to address our liquidity needs for the foreseeable future.

## AT-THE-MARKET OFFERING

On February 23, 2015, we entered into an ATM Equity Distribution Agreement with FBR Capital Markets \& Co., Sterne, Agee \& Leach, Inc. and Raymond James \& Associates, Inc. (the "2015 Distribution Agents") pursuant to which we may issue and sell through the 2015 Distribution Agents from time to time shares of our common stock in at the market offerings with an aggregate offering price of up to $\$ 50.0$ million (the "2015 ATM Offering"). The sales of shares of our common stock under the Equity Distribution Agreement are to be made in "at the market" offerings as defined in Rule 415 of the Securities Act of 1933, as amended, including sales made directly on the NASDAQ Global Select Market (the principal existing trading market for our common stock), or sales made through a market maker or any other trading market for our common stock, or (with our prior consent) in privately negotiated transactions at negotiated prices. The aggregate compensation payable to the 2015 Distribution Agents under the Distribution Agreement will not exceed $2.5 \%$ of the gross sales price of the shares sold under the agreement. We have also agreed to reimburse the 2015 Distribution Agents for up to $\$ 75,000$ in their expenses through September 30, 2015 and up to $\$ 25,000$ thereafter and have provided the 2015 Distribution Agents with customary indemnification rights. In February 2015, we commenced sales of common stock through the 2015 ATM Offering. The details of the shares of common stock sold through the 2015 ATM Offering through December 31, 2015 are as follows (dollars in thousands, except per share data):

| Distribution Agent | Month | Weighted <br> Average Per <br> Share Price |
| :--- | :--- | :--- | :--- | :--- | :--- | | Number of |
| :--- |
| Shares Sold ${ }^{1}$ | Net Proceeds | Compensation |
| :--- | | to Distribution |
| :--- |
| Agent |

1- Amounts have been retroactively restated for all prior periods presented to reflect the four-for-one forward split of the Company's common stock effected in the form of a stock dividend that was distributed on November 17, 2015 As of December 31, 2015, the total gross sales were $\$ 50$ million, which completes the 2015 ATM offering.

## OFF-BALANCE SHEET COMMITMENTS

At December 31, 2015, we had commitments to originate loans with an aggregate outstanding principal balance of $\$ 224.9$ million, and commitments to sell loans with an aggregate outstanding principal balance of $\$ 62.8$ million. We have no commitments to purchase loans, investment securities or any other unused lines of credit.

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## CONTRACTUAL OBLIGATIONS

We enter into contractual obligations in the normal course of business primarily as a source of funds for its asset growth and to meet required capital needs. Our time deposits due within one year of December 31, 2015 totaled $\$ 404.0$ million. We believe the large percentage of time deposits that mature within one year reflects customers' hesitancy to invest their funds long term. 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. However, based on past experience we believe 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.
The following table presents certain of our contractual obligations as of the period indicated:
As of December 31, 2015

| (Dollars in thousands) | Total | Less Than One One To Three |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Lears |  |  | Three To Five Years More Than

. 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, 2015.
2. Amounts include principal and interest due to recipient.
3. Payments are for leases of real property.

## CAPITAL RESOURCES AND REQUIREMENTS

Our Company and Bank are subject to regulatory capital adequacy requirements promulgated by federal bank regulatory agencies. Failure by our Company or 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. The Federal Reserve establishes capital requirements for our Company and the OCC has similar requirements for our Bank. The following tables present regulatory capital information for our Company and Bank. Information presented for December 31, 2015, reflects the Basel III capital requirements that became effective January 1, 2015 for both our Company and Bank. Under these capital requirements and the regulatory framework for prompt corrective action, our Company and Bank must meet specific capital guidelines that involve quantitative measures of our Company and Bank's assets, liabilities and certain off-balance-sheet items as calculated under regulatory accounting practices. Our Company's and Bank's capital amounts and classifications are also subject to qualitative judgments by regulators about components, risk weightings and other factors.
Quantitative measures established by regulation require our Company and Bank to maintain certain minimum capital amounts and ratios. Federal bank regulators require our Company and Bank maintain minimum ratios of core capital to adjusted average assets of $4.0 \%$, common equity tier 1 capital to risk-weighted assets of $4.5 \%$, tier 1 capital to risk-weighted assets of $6.0 \%$ and total risk-based capital to risk-weighted assets of $8.0 \%$. At December 31, 2015, our Company and Bank met all the capital adequacy requirements to which they were subject. At December 31, 2015, our Company and Bank were "well capitalized" under the regulatory framework for prompt corrective action. To be "well capitalized," our Company and Bank must maintain minimum leverage, common equity tier 1 risk-based, tier 1 risk-based and total risk-based capital ratios of at least $5.0 \%, 6.5 \%, 8.0 \%$ and $10.0 \%$, respectively. Management believes that no conditions or events have occurred since December 31, 2015 that would materially adversely change the Company's and Bank's capital classifications. From time to time, we may need to raise additional capital to support our Company's and Bank's further growth and to maintain their "well capitalized" status.

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The Bank's capital amounts, capital ratios and capital requirements under Basel III were as follows:

| (Dollars in thousands) | Bofi Holding, Inc. |  | Bofi Federal Bank |  | "Well | Minimum |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2015 | $\begin{aligned} & \text { June } 30 \text {, } \\ & 2015 \end{aligned}$ | December 31, $2015$ | $\begin{aligned} & \text { June } 30, \\ & 2015 \end{aligned}$ | Capitalized" <br> Ratio | Capital <br> Ratio |
| Regulatory Capital: |  |  |  |  |  |  |
| Tier 1 | \$622,371 | \$542,924 | \$595,540 | \$522,891 |  |  |
| Common equity tier 1 | \$617,308 | \$537,861 | \$595,540 | \$522,891 |  |  |
| Total capital (to risk-weighted assets) | \$657,545 | \$571,251 | \$630,714 | \$551,218 |  |  |

Assets:

| Average adjusted | $\$ 6,383,498$ | $\$ 5,660,097$ | $\$ 6,374,284$ | $\$ 5,654,199$ |
| :--- | :--- | :--- | :--- | :--- |
| Total risk-weighted | $\$ 4,154,059$ | $\$ 3,591,432$ | $\$ 4,148,652$ | $\$ 3,585,149$ |

Regulatory Capital Ratios:

| Tier 1 leverage (core) cap to adjusted average assets | 9.75 |  | 9.59 |  | 9.34 | \% | 9.25 |  | 5.00 |  | 4.00 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital (to risk-weighted assets) | 14.86 | \% | 14.98 |  | 14.36 | \% | 14.58 | \% | 6.50 | \% | 4.50 | \% |
| Tier 1 capital (to risk-weighted assets) | 14.98 | \% | 15.12 | \% | 14.36 | \% | 14.58 | \% | 8.00 | \% | 6.00 | \% |
| Total capital (to risk-weighted assets) | 15.83 | \% | 15.91 | \% | 15.20 | \% | 15.38 | \% | 10.00 | \% | 8.00 | \% |

Beginning January 1, 2016, Basel III implements a requirement for all banking organizations to maintain a capital conservation buffer above the minimum risk-based capital requirements in order to avoid certain limitations on capital distributions, stock repurchases and discretionary bonus payments to executive officers. The capital conservation buffer will be exclusively composed of common equity tier 1 capital, and it applies to each of the three risk-based capital ratios but not the leverage ratio. Commencing January 1, 2016, our Company and Bank will be expected to comply with the capital conservation buffer requirement, which will increase the three risk-based capital ratios by $0.625 \%$ each year through 2019 , at which point, the common equity tier 1 risk-based, tier 1 risk-based and total risk-based capital ratio minimums will be $7.0 \%, 8.5 \%$ and $10.5 \%$, respectively. If the capital conservation buffer were in effect at December 31, 2015, our Company and Bank would exceed the requirement.
In connection with the approval of the acquisition of the H\&R Block Bank deposits on September 1, 2015, the Bank executed a letter agreement with the OCC to maintain its Tier 1 leverage capital ratio at a minimum of $8.50 \%$ for the quarters ended in June, September and December and a minimum of $8.00 \%$ for the quarter ended in March, subject to certain adjustments.

## 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 re-price 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 cause 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 reprice at a faster rate than one with a negative gap, which would tend to reduce the growth in its net interest income.

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The following table sets forth the amounts of interest earning assets and interest bearing liabilities that were outstanding at December 31, 2015 and the portions of each financial instrument that are expected to mature or reset interest rates in each future period:

Term to Repricing, Repayment, or Maturity at
December 31, 2015

| (Dollars in thousands) | Six Months or Less | Over Six <br> Months Thro <br> One Year |  | Over One <br> Year Through <br> Five Years | Over Five Years |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-earning assets: |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$284,431 | \$- |  | \$- | \$- |  | \$284,431 |
| Securities ${ }^{1}$ | 356,758 | 15,165 |  | 43,990 | 36,145 |  | 452,058 |
| Stock of the FHLB, at cost | 67,419 | - |  | - | - |  | 67,419 |
| Loans-net of allowance for loan $1,249,987$ |  | 617,423 |  | 3,625,264 | 152,598 |  | 5,645,272 |
| Loans held for sale | 90,159 | - |  | - | - |  | 90,159 |
| Total interest-earning assets | 2,048,754 | 632,588 |  | 3,669,254 | 188,743 |  | 6,539,339 |
| Non-interest earning assets | - | - |  | - | - |  | 122,876 |
| Total assets | \$2,048,754 | \$632,588 |  | \$3,669,254 | \$188,743 |  | \$6,662,215 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$1,335,241 | \$2,876,732 |  | \$152,059 | \$329,376 |  | \$4,693,408 |
| Securities sold under agreements to repurchase | - | - |  | 35,000 | - |  | 35,000 |
| Advances from the FHLB | 278,000 | 85,000 |  | 297,500 | 97,500 |  | 758,000 |
| Subordinated debentures | 5,155 | - |  | - | - |  | 5,155 |
| Total interest-bearing liabilities | 1,618,396 | 2,961,732 |  | 484,559 | 426,876 |  | 5,491,563 |
| Other non-interest-bearing liabilities | - | - |  | - | - |  | 557,322 |
| Stockholders' equity | - | - |  | - | - |  | 613,330 |
| Total liabilities and equity | \$1,618,396 | \$2,961,732 |  | \$484,559 | \$426,876 |  | \$6,662,215 |
| Net interest rate sensitivity gap | \$430,358 | \$(2,329,144 | ) | \$3,184,695 | \$(238,133 | ) | \$ 1,047,776 |
| Cumulative gap | \$430,358 | \$(1,898,786 | ) | \$1,285,909 | \$1,047,776 |  | \$1,047,776 |
| Net interest rate sensitivity gap-as |  |  |  |  |  |  |  |
| a \% of total interest earning assets | 6.58 \% | (35.62 | )\% | 48.70 | \% (3.64 | )\% | 16.02 |
| Cumulative gap-as \% of total interest earning assets | 6.58 \% | (29.04 | )\% | 19.66 | \% 16.02 | \% | 16.02 |

1. Comprised of agency and non-agency mortgage-backed securities, municipal securities and other non-agency debt securities, which are classified as held-to-maturity, available-for-sale and trading.
The above table provides an approximation of the projected re-pricing of assets and liabilities at December 31, 2015 on the basis of contractual maturities, adjusted for anticipated prepayments of principal and scheduled rate adjustments. The loan and securities prepayment rates reflected herein are based on historical experience. For the non-maturity deposit liabilities, we use decay rates and rate adjustments based upon our historical experience. Actual repayments of these instruments could vary substantially if future experience differs from our historic experience. 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 or deposit or loan maturity preferences.

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The following table indicates the sensitivity of net interest income movements to parallel instantaneous shocks in interest rates for the future 1-12 months and 13-24 months' time periods. For purposes of modeling net interest income sensitivity the Bank assumes no growth in the balance sheet other than for retained earnings:

As of December 31, 2015
First 12 Months
(Dollars in thousands)
Up 200 basis points
Base
Down 200 basis points $\quad 248,295 \quad(4.9 \quad) \% \quad 233,872 \quad$ (9.2 $) \%$ 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. The market value of equity for these purposes is not intended to refer to the trading pricing of our common stock. We analyze 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 industry market interest rate forecast was increased by 100, 200 and 300 basis points. The following table indicates the sensitivity of market value of equity to the interest rate movement described above:

As of December 31, 2015
(Dollars in thousands)

| Up 300 basis points | $\$ 653,660$ | $(15.6$ | $) \%$ | 10.3 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Up 200 basis points | 707,602 | $(8.6$ | $) \%$ | 10.8 | $\%$ |
| Up 100 basis points | 753,811 | $(2.7$ | $) \%$ | 11.2 | $\%$ |
| Base | 774,580 | - | $\%$ | 11.3 | $\%$ |
| Down 100 basis points | 739,808 | $(4.5$ | $) \%$ | 10.6 | $\%$ |

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.

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

For quantitative and qualitative disclosures regarding market risks in our portfolio, see, "Management's Discussion and Analysis of 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, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial

Officer, as appropriate, to allow timely decisions regarding required disclosure.
There were no changes in the Company's internal control over financial reporting that occurred during the quarter ended December 31, 2015 that have materially affected, or are reasonably likely to materially affect our internal control over financial reporting.

Management, including the Company's Chief Executive Officer and Chief Financial Officer, does not expect that the Company's internal controls will prevent or detect all errors and all fraud. A control system, no matter how well designed and

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operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, no evaluation of internal controls can provide absolute assurance that all control issues and instances of fraud, if any, have been detected. Also, any evaluation of the effectiveness of controls in future periods are subject to the risk that those internal controls may become inadequate because of changes in business conditions, or that the degree of compliance with the policies or procedures may deteriorate.

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## PART II—OTHER INFORMATION

## ITEM 1. LEGAL PROCEEDINGS

The information set forth in Note 8 - "Commitments And Contingencies" to the Unaudited Condensed Consolidated Financial Statements is incorporated herein by reference.
In addition, from time to time we may be a party to other claims or litigation that arise 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. None of such matters are expected to have a material adverse effect on the Company's financial condition, results of operations or business.

## ITEM 1A. RISK FACTORS

We face a variety of risks that are inherent in our business and our industry. These risks are described in more detail under Part 1, "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended June 30, 2015. We encourage you to read these factors in their entirety. Moreover, other factors may also exist that we cannot anticipate or that we currently do not consider to be significant based on information that is currently available. The following supplements the risk factors in our Annual Report on Form 10-K referenced above:

We have been named as a party to purported class action and derivative action lawsuits, and we may be named in additional litigation, all of which could require significant management time and attention and result in significant legal expenses. An unfavorable outcome in one or more of these lawsuits could have a material adverse effect on our business, financial condition, results of operations and cash flows.
As described in detail in Note 8 - "Commitments And Contingencies" to the Unaudited Condensed Consolidated Financial Statements of this Quarterly Report on Form 10-Q, purported class action lawsuits have been filed in the United States District Court, Southern District of California, alleging, among other things, that our company, Chief Executive Officer and Chief Financial Officer violated the federal securities laws by failing to disclose the wrongful conduct that is alleged in a former employee complaint, and that as a result the Company's statements regarding its internal controls, and portions of its financial statements, were false and misleading. Derivative lawsuits have also been filed against out management arising from the same events, alleging breach of fiduciary duty, mismanagement, abuse of control and unjust enrichment. Regardless of the merits, the expense of defending such litigation may have a substantial impact if our insurance carriers fail to cover the full cost of the litigation, and the time required to defend the actions could divert management's attention from the day-to-day operations of our business, which could adversely affect our business, results of operations and cash flows. An unfavorable outcome in such litigation could have a material adverse effect on our business, financial condition, results of operations and cash flows.

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

The table below sets forth our market repurchases of BofI common stock and the BofI common shares retained in connection with net settlement of restricted stock awards during the three months ended December 31, 2015.
Purchases made relate to the stock repurchase plan of 414,991 shares that was originally approved by the Company's Board of Directors on July 5, 2005, plus an additional 500,000 shares approved on November 20, 2008. Stock repurchased under this plan will be held as treasury shares.

| Period | Number of Shares Purchased | Average Price Paid Per Shares | Total Number of Maximum <br> Shares Number of <br> Purchased as Part of Shares that May  <br> Publicly Yet be Purchased <br> Announced Under the Plans <br> Plans or Programs or Programs |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Stock Repurchases |  |  |  |  |
| Quarter Ended December 31, 2015 |  |  |  |  |
| October 1, 2015 to December 31, 2015 | - | \$- | - | 319,291 |
| Balance at December 31, 2015 | 595,700 | \$5.72 | 595,700 | 319,291 |
| Stock Retained in Net Settlement |  |  |  |  |
| Beginning Balance at October 1, 2015 | 493,422 |  |  |  |
| October 1, 2015 to December 31, 2015 | 24,273 |  |  |  |
| Ending Balance at December 31, 2015 | 517,695 |  |  |  |
| Total Treasury Shares at December 31, 2015 | 1,113,395 |  |  |  |

ITEM 3. DEFAULTS UPON SENIOR SECURITIES
None.
ITEM 4. MINE SAFETY DISCLOSURES
None.

ITEM 5. OTHER INFORMATION
None.

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ITEM 6. EXHIBITS
Exhibit
Number
Description
Incorporated By Reference to
10.1 Certificate of Amendment of Certificate

Chief Executive Officer Certification
31.1 Pursuant to Section 302 of the

Sarbanes-Oxley Act of 2002
Chief Financial Officer Certification
31.2 Pursuant to Section 302 of the

Sarbanes-Oxley Act of 2002
Chief Executive Officer Certification
32.1 Pursuant to 18 U.S.C. Section 1350, as

Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

Chief Financial Officer Certification
32.2 Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
101.INS XBRL Instance Document
101.SCH $\begin{gathered}\text { XBRL Taxonomy Extension Schema } \\ \text { Document }\end{gathered}$
101.CAL XBRL Taxonomy Calculation Linkbase

Document
101.LAB $\begin{aligned} & \text { XBRL Taxonomy Label Linkbase } \\ & \text { Document }\end{aligned}$
101.PRE XBRL Taxonomy Presentation Linkbase Document

Filed herewith.

Filed herewith.

Filed herewith.

Filed herewith.

Filed herewith.
101.DEF XBRL Taxonomy Definition Document Filed herewith.

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## SIGNATURES

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

Dated: January 28, 2016

Dated: January 28, 2016
By: /s/ Andrew J. Micheletti
Andrew J. Micheletti
Executive Vice President and Chief Financial Officer (Principal Financial Officer)


[^0]:    1. Loans evaluated for impairment include TDRs that have been performing for more than six months.
[^1]:    Share and per share amounts have been retroactively restated for all prior periods presented to reflect the four-for-one split of the Company's common stock effected in the form of a stock dividend that was distributed on November 17, 2015
    2. Interest rate spread represents the difference between the annualized weighted average yield on interest-earning assets and the annualized weighted average
    rate paid on interest-bearing liabilities
    3. Net interest margin represents annualized net interest income as a percentage of average interest-earning assets.

[^2]:    1. Annualized.
    2. Average balances are obtained from daily data.
    3. Loans include loans held for sale, loan premiums and unearned fees. Interest income includes reductions for amortization of loan and investment securities premiums and earnings from 4. accretion of discounts and loan fees. Loan fee income is not significant. Also, includes $\$ 31.1$ million and $\$ 31.8$ million of Community Reinvestment Act loans which are taxed at a reduced rate for the 2015 and 2014 three-month periods, respectively.
[^3]:    1. Annualized.
    2. Average balances are obtained from daily data.
    3. Loans include loans held for sale, loan premiums and unearned fees.
    4. 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. Also, includes $\$ 31.2$ million and $\$ 31.9$
[^4]:    ${ }^{1}$. Based on weighted-average stated interest rates at end of period.
    2. The total interest-bearing includes brokered deposits of $\$ 1,137.3$ million and $\$ 661.9$ million as of December 31, 2015 and June 30, 2015, respectively, of which $\$ 550.2$ million and $\$ 356.3$ million, respectively, are time deposits classified as $\$ 100,000$ or more.

