## Washington Federal. invested here.

## Washington Federal, Inc. Annual Report 2015.

## WASHINGTON FEDERAL, INC. AND SUBSIDIARIES 2015 ANNUAL REPORT

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## FINANCIAL HIGHLIGHTS

## A SHORT HISTORY

Washington Federal, Inc. ("Company" or "Washington Federal") is a bank holding company headquartered in Seattle, Washington that conducts its operations through a federally-insured national bank subsidiary. Its subsidiary is Washington Federal, National Association ("Bank"), which operates 247 offices in eight western states.

The Company had its origin on April 24, 1917, as Ballard Savings and Loan Association. In 1935, the state-chartered Company converted to a federal charter, became a member of the Federal Home Loan Bank system and obtained federal deposit insurance. In 1958, Ballard Federal Savings and Loan Association merged with Washington Federal Savings and Loan Association of Bothell, and the name was shortened to Washington Federal Savings and Loan Association. On November 9, 1982, Washington Federal converted from a federal mutual to a federal stock association, and began trading on the NASDAQ. The Company has recorded a profit every year since, and is often leading the industry in important measures of financial performance such as efficiency and capital strength. Today, the stock trades at 67 times its original 1982 offering price, has paid 131 consecutive quarterly cash dividends, and delivered $10,247 \%$ total shareholder return to those who first invested 33 years ago return.

Along the way, we have expanded to serve clients in eight western states, primarily by way of some 19 acquisitions. Today we offer banking services for both consumers and businesses alike. While much has changed about Washington Federal over the years, one constant has been our commitment to doing business with integrity and treating employees, clients and investors fairly. Our tagline "invested here" is intended to reflect our people-first values and express the Company's dedication to helping our neighborhoods and communities thrive.

| September 30, | 2015 | 2014 | \% Change |
| :---: | :---: | :---: | :---: |
|  | (In thousands, except per share data) |  |  |
| Assets. | \$14,568,324 | \$ 14,756,041 | (1.3\%) |
| Cash and cash equivalents | 284,049 | 781,843 | (63.7) |
| Investment securities . | 1,117,339 | 1,366,018 | (18.2) |
| Loans receivable, net. | 9,170,634 | 8,324,798 | +10.2 |
| Mortgage-backed securities | 2,906,440 | 3,231,689 | (10.1) |
| Customer accounts | 10,631,703 | 10,716,928 | (0.8) |
| FHLB advances and other borrowings | 1,830,000 | 1,930,000 | (5.2) |
| Stockholders' equity | 1,955,679 | 1,973,283 | (0.9) |
| Net income | 160,316 | 157,364 | +1.9 |
| Diluted earnings per share | 1.67 | 1.55 | +7.7 |
| Dividends per share. | 0.54 | 0.41 | +31.7 |
| Stockholders' equity per share. | 21.04 | 20.05 | +4.9 |
| Shares outstanding | 92,936 | 98,405 | (5.6) |
| Return on average stockholders' equity. | 8.21\% | 7.99\% | +2.8 |
| Return on average assets | 1.10 | 1.10 | - |
| Efficiency ratio (1). | 49.54 | 46.76 | +5.9 |

(1) Calculated as total operating costs divided by net interest income, plus other income (excluding investment gains)

## TO OUR STOCKHOLDERS

Fellow Stockholder,
It is my privilege to report that in 2015 your Company completed its ninety-eighth year in business with record results. Net income for the year totaled $\$ 160,316,000$, a slight increase over prior year earnings of $\$ 157,364,000$. Earnings per share also improved, to $\$ 1.67$ from $\$ 1.55$, a $7.7 \%$ increase from the prior year. It was a good year in virtually all aspects of the Company's operation.

Perhaps the most encouraging sign for future earnings prospects came in the form of record loan originations, which topped $\$ 3$ billion for the first time. It was a breakout year for the commercial bank, as our business bankers and commercial real estate lenders produced $62 \%$ of all originations. These loans are beneficial to us in preparing for higher rates, because the interest charged on commercial loans is generally floating, and because they mature much earlier than our longstanding bread-and-butter product, the 30 year, fixed rate portfolio mortgage loan. While consumer banking continues to generate most of the Company's revenues, it's very gratifying to see the investment in commercial banking begin to pay off. We expect their success to continue into the new fiscal year.

In anticipation of higher interest rates, we have also been focused for several years on changing the mix of our deposits in favor of checking, money market and savings accounts. We believe such transaction accounts will provide more control over interest expense in a rising interest rate environment than will certificates of deposit, traditionally our primary funding source. Although still an important source of overall funding, since 2008 we have steadily reduced the reliance on certificates from $73 \%$ to $45 \%$ of total deposits. The result, in our opinion, will be a less expensive and more stable funding base over time.

Another major theme again this year was improving asset quality, as the ratio of non-performing assets to total assets decreased to $0.88 \%$, compared to $1.00 \%$ at the prior year-end. Delinquent loans also declined from $1.44 \%$ to $0.84 \%$ of total loans at year-end. Both are important measures of the health of our loan portfolio and stand at the lowest levels since 2008 and the beginning of the Great Recession. Our credit administrators believe that there is room for further improvement.

Washington Federal has long had a reputation for consistency and reliability. We strive to be the bank that stockholders, clients, and employees can all rely upon through the most difficult of economic times. Living up to that responsibility takes a strong capital position and ours is among the best in the industry. Using regulatory standards to adjust for risk, at June 30, 2015, Washington Federal had the strongest capital position (\#1) among the largest 100 publicly-traded banks in the United States. A strong capital position matters little when times are good, yet when the economy slows, it allows a bank like ours to protect the shareholder's investment, take advantage of bargain opportunities, work more patiently with borrowing clients fallen on temporarily hard times, and maintain the jobs and personal cash flows of our all-important colleagues.

Turning to the income statement, revenue growth has been a challenge for all banks in the current low interest rate environment. As older loans and investments repay, the funds received must necessarily be re-invested in today's lower yielding assets. Still, we are pleased to report that we were able to hold interest income to a small decrease from the prior year, due to the record increase in loan originations mentioned above. One benefit of low rates, though, has been a steady decline in the cost of deposits, which fell by $\$ 7$ million during the year and enabled net interest income, the difference between interest income and interest expense, to increase by $\$ 8$ million. Not a lot, yet in today's interest rate climate, happily taken.

Another strategic objective is to increase fee income and we are very pleased to report that deposit fee income increased by $57 \%$ during the year. WAFD Insurance also contributed with an increase in commissions earned of $79 \%$ over the prior year. We believe that both sources of fee income will increase again in the coming year.

In analyzing net income last year and forecasting future profits, it's important to note that two potentially non-recurring items played a material role in boosting income this year. First, the stronger economy allowed management to realize $\$ 9,304,000$ in gains on sale of real estate acquired in foreclosure during the recession, compared to a loss of $\$ 2,743,000$ last year. Second, as mentioned above, we experienced a significant improvement in loan quality and recoveries of loans previously charged-off during the year, which allowed management to reverse $\$ 11,162,000$ in prior charges to the allowance for loan losses. Combined, these two items generated $\$ 20,466,000$ in pre-tax income that may not be duplicated in the year to come.


## TO OUR STOCKHOLDERS (CONTINUED)

Operating expenses climbed by almost $\$ 21$ million during the year due to a number of factors. Much of the increase is attributable to having a full year of expenses related to branch acquisitions in 2014. Last year I wrote about Project Catalyst, a four year project that is our first core technology upgrade in more than a generation. It will be completed in 2016 and contributed to the increase in overhead during the year. Likewise, the growth of the commercial bank has required a large investment and contributed to higher expenses, along with hiring and training to fill succession needs, a tightening labor market and the deployment of a new generation of ATMs to most of our 247 branches. Once Project Catalyst is completed and stable, we expect that certain efficiencies will be achieved. Washington Federal has long been a low-cost provider of banking services and it is our goal to be among the top $10 \%$ of the industry in cost effectiveness as measured by the ratio of non-interest expense to net revenue.

Because we used cash and the proceeds of maturing investments to fund loan growth during the year, the balance sheet did not experience growth overall, so additional capital was not needed. Absent the need to retain earnings to support asset growth, shareholders were rewarded with an $8 \%$ increase in the cash dividend, along with a ramped-up stock repurchase program. In all, 5.8 million shares, representing approximately $6 \%$ of the shares outstanding at the beginning of fiscal 2015 were repurchased during the year. Approximately 4.2 million shares remain in the current repurchase authorization from the Board and management will use that authorization as opportunities arise.

The Company also lived up to its "Invested Here" tagline last year, largely due to the amazing commitment to volunteerism by our colleagues. They contributed over 12,000 hours of their personal time to local community organizations, including 700 hours spent helping low income individuals and families with free tax preparation. Lending to promote economic development, to revitalize neighborhoods, and to provide services for low- and moderate income families increased to $\$ 153$ million last year, including $\$ 117$ million committed to affordable housing. An additional $\$ 20$ million in Low Income Housing Tax Credits helped construct 331 new units of affordable housing in neighborhoods served by the Company. Employees, retirees and directors contributed over $\$ 500,000$ to local United Way campaigns and the Washington Federal Foundation provided direct financial support to 249 different not-for-profit organizations during the year. Finally, knowing that there is often the need for space where community organizations can meet, we have dedicated excess space to that purpose in a number of cities and towns. In Klamath Falls, Oregon for example, we remodeled a building previously used for bank operations and the resulting Washington Federal Conference Center hosted 183 meetings and events for community based organizations during the year, all at no cost to those using the facility.

As we look ahead, the consumer segment will continue to be the largest and most important part of our business, and we will focus our branch colleagues' efforts as always on residential real estate lending. Home equity lines of credit, custom construction loans and 30 year, fixed-rate mortgages that we hold in portfolio generate high quality assets for the Company that stick to our ribs longer than most commercial loans. Should we get the benefit of higher long-term interest rates during the year, expect our mortgage originations to increase. Consumers also represent our largest and most stable source of core deposits and we expect our branches to increase the number of households served during the year to come.

You will see us continue to invest more heavily in our commercial banking capabilities. It's an effective way to grow the overall business and comes without the burden of consumer regulation that is expensive and difficult to comply with, along with less competition from the government and tax-privileged competitors such as credit unions. We are very pleased with the amount and the quality of growth being generated by our commercial bankers at present. They brought on several marquee clients during the year, while attracting other top-quality and seasoned bankers to our commercial lending teams. As good as the year was for them, the best days for our commercial bankers clearly lie ahead.

Technology will play a starring role in our future plans. Consumers and businesses alike clearly prefer the convenience of handling routine transactions and information requests through digital channels and this is an area where we will invest actively and prudently. The public expects the bank to be open and available wherever and whenever they need us. Meanwhile, branches are still needed and expected, but are becoming something akin to a "Help Desk" that customers use for problem resolution and non-routine transactions. Like most banks, Washington Federal is experimenting with different forms of branches, such as the very smart looking and dual-branded location in Ashland Oregon. Look for smaller and more highly automated branches in the future as we move more and more of our client interface activities to reliable digital channels as demanded by the public today.


All in, it was another very good year for Washington Federal, particularly in light of the tremendous effort and expense necessary to prepare the Company for the move to a new generation of technology in 2016. Return on assets improved to $1.10 \%$, return on equity amounted to $8.21 \%$, even with our strong equity position, and total shareholder return was $14.29 \%$ from September 30, 2014 to September 30, 2015. I am not gifted enough as a writer to pay adequate tribute to the extraordinary effort of our 1,850 colleagues who made all of this happen. Perhaps it's enough simply to say that their collective work was truly extraordinary this year.

On behalf of them and in closing, allow me to say thank you for entrusting a portion of your wealth to our enterprise and for believing as we do that there's still a place in the world for a good, solid regional bank. As always, you can help further by referring your friends, neighbors and business associates to Washington Federal for all their banking needs.

I hope to see you at the 2016 Annual Meeting of Shareholders to be held on January $20^{\text {th }}$ at 2:00 PM at the Benaroya Hall in downtown Seattle.


Sincerely,

## Roym. Whiteherd

Roy M. Whitehead
Chairman, President and Chief Executive Officer

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

We make statements in this Annual Report on Form 10-K that constitute forward-looking statements. Words such as "expects," "anticipates," "believes," "estimates," "intends," "forecasts," "projects" and other similar expressions as well as future or conditional verbs such as "will," "should," "would" and "could" are intended to help identify such forward-looking statements. These statements are not historical facts, but instead represent current expectations, plans or forecasts of the Company and are based on the beliefs and assumptions of the management of the Company and the information available to management at the time that these disclosures were prepared. The Company intends for all such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and the provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and often are beyond the Company's control. Actual outcomes and results may differ materially from those expressed in, or implied by, the Company's forward-looking statements.

You should not place undue reliance on any forward-looking statement and should consider the following uncertainties and risks, as well as the risks and uncertainties discussed elsewhere in this report, including under Item 1A in the 10-K. "Risk Factors," and in any of the Company's other subsequent Securities and Exchange Commission filings, which could cause our future results to differ materially from the plans, objectives, goals, estimates, intentions, and expectations expressed in forward-looking statements:

- a deterioration in economic conditions, including declines in the real estate market and home sale volumes and financial stress on borrowers as a result of the uncertain economic environment;
- economic downturn, including high unemployment rates and declines in housing prices and property values;
- the effects of and changes in monetary and fiscal policies of the Board of Governors of the Federal Reserve System and the U.S. Government;
- fluctuations in interest rate risk and changes in market interest rates;
- the Company's ability to make accurate assumptions and judgments about the collectability of its loan portfolio, including the creditworthiness of its borrowers and the value of the assets securing these loans;
- the Company's ability to successfully complete merger and acquisition activities and realize expected strategic and operating efficiencies associated with such activities;
- the Company's ability to manage its expenses to remain at levels that are appropriate for its business activities and their level of complexity;
- legislative and regulatory limitations, including those arising under the Dodd-Frank Wall Street Reform Act and potential limitations in the manner in which we conduct our business and undertake new investments and activities;
- the ability of the Company to obtain external financing, including client deposits and wholesale borrowing sources, to fund its operations or obtain this financing on favorable terms;
- changes in other economic, competitive, governmental, regulatory, and technological factors affecting the Company's markets, operations, pricing, products, services and fees;
- the ability of the Company to successfully implement new core operating systems;
- the ability of the Company to identify and mitigate information security risks;
- the success of the Company at managing the risks involved in the foregoing and managing its business; and
- the timing and occurrence or non-occurrence of events that may be subject to circumstances beyond the Company's control.

All forward-looking statements speak only as of the date on which such statements are made, and Washington Federal undertakes no obligation to update or revise any forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events, changes to future operating results over time, or the impact of circumstances arising after the date the forward-looking statement was made.

## GENERAL

## CRITICAL ACCOUNTING POLICIES

Washington Federal, Inc. is a Washington corporation headquartered in Seattle, Washington. The Company is a bank holding company that conducts its operations through a national bank subsidiary, Washington Federal, National Association. The Bank is principally engaged in the business of attracting deposits from the general public and investing these funds, together with borrowings and other funds, in one-to-four family residential real estate loans, multi-family real estate loans and commercial loans. As used throughout this document, the terms "Washington Federal" or the "Company" refer to Washington Federal, Inc. and its consolidated subsidiaries and the term "Bank" refers to the operating subsidiary Washington Federal, National Association.
The Company's fiscal year-end is September 30th. All references to 2015, 2014 and 2013 represent balances as of September 30, 2015, September 30, 2014 and September 30, 2013, or activity for the fiscal years then ended.

Preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the use of estimates and assumptions that affect reported amounts of certain assets, liabilities, revenues and expenses in the Company's consolidated financial statements. Accordingly, estimated amounts may fluctuate from one reporting period to another due to changes in assumptions underlying estimated values.
The Company has determined that the only accounting policy critical to an understanding of the consolidated financial statements of Washington Federal relates to the methodology for determining the valuation of the allowance for loan losses. The Company maintains an allowance to absorb losses inherent in the loan portfolio. The allowance is based on ongoing, quarterly assessments of the probable and estimable losses inherent in the loan portfolio.
The general loan loss allowance is established by applying a loss percentage factor to the different loan types. For example, residential real estate loans are not individually analyzed for impairment and loss exposure because of the significant number of loans, their relatively small balances and their historically low level of losses. See the "Asset Quality and Allowance for Loan Losses" section below for additional information about establishing the loss factors. Specific allowances may be established for loans that are individually evaluated.

## INTEREST RATE RISK

The primary source of income for the Company is net interest income, which is the difference between the income generated by interest-earning assets and the expense incurred for interest-bearing liabilities. The level of net interest income is a function of the average balances of our interest-bearing assets and liabilities and the spread between the yield on such assets and the cost of such liabilities. These factors are influenced by both the pricing and mix of our interest-bearing assets and liabilities. If the interest rates on our interest-bearing liabilities increase at a faster pace than the interest rates on our interest-earning assets, the result could be a reduction in net interest income, and with it, a reduction in our earnings.
Based on management's assessment of the current interest rate environment, the Company has taken steps, including growing shorter-term business loans and transaction deposit accounts, investing in variable rate securities and extending the maturity on borrowings, to reduce its interest rate risk profile compared to its historical levels. Historically, the Company had accepted a higher level of interest rate risk as a result of its significant holdings of fixed-rate single-family home loans that are longer-term than the short-term characteristics of its primary liabilities of customer certificate of deposit accounts.
The acquisition of $\$ 1.9$ billion in deposits from Bank of America, N.A. during 2014 provided a significant increase in transaction deposit accounts. Transaction account balances increased to $55 \%$ of total customer deposits as of September 30, 2015 compared to $51 \%$ as of the prior year-end. Transaction account balances have historically been less sensitive to changes in interest rates. Other factors during 2015 that reduced interest rate risk include: 1) commercial and industrial loans have grown by $\$ 234$ million million or $61.6 \%$ to $\$ 613$ million during 2015 , and 2 ) the adjustable rate portion of the overall loan portfolio has grown from $28 \%$ to $35 \%$. Management has also been purchasing variable rate investments in recent years to mitigate the risk of rising interest rates. The composition of the investment portfolio is now $41 \%$ variable and $59 \%$ fixed rate. Management has executed $\$ 400$ million in notional value of forward starting interest rate swaps to lock-in long-term borrowing rates.
The Company manages its interest rate risk through the interest rate cycles by originating more fixed-rate loans when yields are higher and adding loans and investments with shorter term characteristics, such as construction and commercial loans, when rates are lower. During low rate environments, the Company endeavors to grow longer duration transaction deposit accounts which are not usually as sensitive to rising rates as term deposits. This balance sheet strategy, in conjunction with a strong capital position and low operating costs has allowed the Company to manage interest rate risk within guidelines established by the Board of Directors through various interest rate cycles experienced in the Company's 98 year history. Although a significant increase in market interest rates or a flattening of the yield curve could adversely affect net interest income, this interest rate risk approach has never resulted in a monthly operating loss. The Company's objective is to grow the amount of net interest income through rate cycles, acknowledging that there will be some periods of time when that will not be feasible.


## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

The chart below shows the volatility of our period-end net interest spread (dashed line measured against the right axis) compared to the relatively consistent growth in net interest income (solid line measured against the left axis). As noted above, this relative consistency is accomplished by actively managing the size and composition of the balance sheet through different rate cycles.


Management relies on various measures of interest rate risk, including an asset/liability maturity gap analysis, modeling of changes in forecasted net interest income under various rate change scenarios, and the impact of interest rate changes on the net portfolio value ("NPV") of the Company.
Repricing Gap Analysis. At September 30, 2015, the Company had approximately $\$ 1.9$ billion more in liabilities than assets subject to repricing in the next year, which amounted to a negative maturity gap of $13.4 \%$ of total assets. This is an increase from the $11.0 \%$ negative gap as of the prior year-end, attributable to the decrease in cash balances and the growth in loans. Having this excess of liabilities, relative to assets, that will be repricing within the next year, the Company is subject to decreasing net interest income should interest rates rise. However, if management were to take steps to change the size and/or mix of the balance sheet, rising rates may not cause a decrease in net interest income. Cash and cash equivalents of $\$ 284,049,000$ and stockholders' equity of $\$ 1,955,679,000$ provide management with additional flexibility in managing interest rate risk going forward.
The following table shows the estimated repricing periods for earning assets and paying liabilities:

(1) Asset repricing period includes estimated prepayments based on historical activity

Net Interest Income Sensitivity. The potential impact of rising interest rates on net interest income in the future under various rate change scenarios is estimated using a model that is based on account level detail for loans and deposits. In the event of an immediate and parallel increase of 200 basis points in both short and long-term interest rates, the model estimates that net interest income would decrease by $2.20 \%$ in the next year. This compares to an estimated decrease of $1.50 \%$ as of the September 30, 2014 analysis. This analysis assumes zero balance sheet growth and a constant percentage composition of assets and liabilities for consistency. It also assumes that loan and deposit prices respond in full to the increase in market rates. Actual results will differ from the assumptions used in this model, as management monitors and adjusts loan and deposit pricing and the size and composition of the balance sheet to respond to changing interest rates. It is noted that a flattening yield curve due to a greater increase in shortterm rates as compared to long-term rates would likely result in a more significant decrease in net interest income. Management estimates that a gradual increase of 300 basis points in short-term rates and 100 basis points in longterm rates over two years would result in a net interest income decrease of $3.25 \%$ in the first year and $6.50 \%$ in the second year assuming a constant balance sheet and no management actions.
NPV Sensitivity. The NPV is an estimate of the market value of shareholders' equity. It is derived by calculating the difference between the present value of expected cash flows from interestearning assets and the present value of expected cash flows from interest-paying liabilities and off-balance-sheet contracts. The sensitivity of the NPV to changes in interest rates provides a longer term view of interest rate risk as it incorporates all future expected cash flows. In the event of an immediate and parallel increase of 200 basis points in interest rates, the NPV is estimated to decline by $\$ 535,948,000$ or $19.7 \%$ and the NPV to total assets ratio to decline to $15.91 \%$ from a base of $18.39 \%$. As of September 30, 2014, the NPV in the event of a 200 basis point increase in rates was estimated to decline by $\$ 598,000,000$ or $21.7 \%$ and the NPV to total assets ratio to decline to $15.68 \%$ from a base of $18.53 \%$. The decreased NPV sensitivity and higher base NPV ratio is due to lower interest rates and higher prices as of September 30, 2015.
Interest Rate Spread. The interest rate spread increased to $2.73 \%$ at September 30, 2015 from $2.66 \%$ at September 30, 2014. Net interest spread represents the difference between the contractual rates of earning assets and the contractual rates of paying liabilities as of a specific date. The spread increased primarily due to lower rates on borrowings and customer accounts. Rates on customer accounts decreased by 3 basis points from the prior year and rates on borrowings decreased by 17 basis points.

| SEP | JUN | MAR | DEC | SEP | JUN | MAR | DEC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | 2015 | 2015 | 2014 | 2014 | 2014 | 2014 | 2013 |

Interest rate on loans and mortgage-backed securities

| $3.94 \%$ | $3.96 \%$ | $4.10 \%$ | $4.14 \%$ | $4.17 \%$ | $4.18 \%$ | $4.22 \%$ | $4.26 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 1.19 | 1.12 | 0.94 | 1.02 | 0.96 | 1.00 | 1.08 | 0.84 |
| 3.63 | 3.61 | 3.63 | 3.68 | 3.63 | 3.63 | 3.70 | 3.65 |
| 0.48 | 0.48 | 0.48 | 0.50 | 0.51 | 0.53 | 0.56 | 0.61 |
| 3.35 | 3.43 | 3.49 | 3.49 | 3.52 | 3.52 | 3.52 | 3.52 |
| 0.90 | 0.90 | 0.92 | 0.94 | 0.97 | 0.98 | 1.03 | 1.07 |
| $2.73 \%$ | $2.71 \%$ | $2.71 \%$ | $2.74 \%$ | $2.66 \%$ | $2.65 \%$ | $2.67 \%$ | $2.58 \%$ |

Interest rate on investment securities . . . . . . .
Combined earning assets
Interest rate on customer accounts
Interest rate on borrowings .
Combined cost of funds
Interest rate spread
Net Interest Margin. The net interest margin is measured using net interest income divided by average assets for the period. The net interest margin increased to $3.08 \%$ for the year ended September 30, 2015 from 3.05\% for the year ended September 30, 2014. The yield on earning assets decreased 6 basis points to $3.95 \%$ and the cost of interest bearing liabilities declined 10 basis points to $0.94 \%$.
For the year ended September 30, 2015, average earning assets increased by $\$ 136,449,000$, or $1.03 \%$, from $\$ 13,308,050,000$ during 2014 to $\$ 13,444,499,000$ for the current year. During 2015, average loans receivable increased $\$ 600,869,000$ or $7.51 \%$, while the combined average balances of mortgage backed securities, investments and cash and cash equivalents decreased by $\$ 464,420,000$ or $8.75 \%$. Management views organic loan growth as the highest and best use of capital, thus the shift in earning assets away from cash and investments and into loans is seen as a positive development. The lower yield on earning assets is the result of lower rates on loans and investments due to the continued low interest rate environment and the increase in loan production.
During 2015, average customer deposit accounts increased $\$ 331,577,000$ or $3.21 \%$, while the average balance of borrowings decreased by $\$ 106,301,000$ or $5.44 \%$. The decrease in interest costs was a combination of continued downward repricing of time deposits, lower average balance of borrowings partially offset by the increase in customer accounts.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

The following table sets forth information explaining the changes in the net interest margin for 2015 compared to the prior year.

|  | Year Ended September 30, 2015 |  |  | Year Ended September 30, 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Average Rate | Average Balance | Interest | Average Rate |
|  | (In thousands) |  |  | (In thousands) |  |  |
| Assets |  |  |  |  |  |  |
| Loans and covered loans . | \$ 8,598,435 | \$ 437,002 | 5.08\% | \$ 7,997,566 | \$ 430,850 | 5.39\% |
| Mortgaged-backed securities . . | 3,073,180 | 71,392 | 2.32 | 3,275,846 | 80,260 | 2.45 |
| Cash \& Investments | 1,634,441 | 20,363 | 1.25 | 1,866,560 | 20,964 | 1.12 |
| FHLB \& FRB stock. | 138,443 | 1,796 | 1.30 | 168,078 | 1,623 | 0.97 |
| Total interest-earning assets. . . | 13,444,499 | 530,553 | 3.95 \% | 13,308,050 | 533,697 | 4.01\% |
| Other assets. | 1,102,827 |  |  | 969,653 |  |  |
| Total assets. . | \$ 14,547,326 |  |  | \$ 14,277,703 |  |  |
| Liabilities and Equity |  |  |  |  |  |  |
| Customer accounts | \$ 10,656,687 | \$ 51,054 | 0.48\% | \$ 10,325,110 | \$ 58,524 | 0.57\% |
| FHLB advances . | 1,848,904 | 66,018 | 3.57 | 1,955,205 | 69,553 | 3.56 |
| Total interest-bearing liabilities | 12,505,591 | 117,072 | 0.94\% | 12,280,315 | 128,077 | 1.05\% |
| Other liabilities . | 89,140 |  |  | 27,437 |  |  |
| Total liabilities. | 12,594,731 |  |  | 12,307,752 |  |  |
| Stockholders' equity . . . . . . . | 1,952,595 |  |  | 1,969,951 |  |  |
| Total liabilities and equity...... | \$ 14,547,326 |  |  | \$ 14,277,703 |  |  |
| Net interest income. . . . . . . . . . |  | \$ 413,481 |  |  | \$ 405,620 |  |
| Net interest margin . . . . . . . |  |  | 3.08\% |  |  | 3.05\% |

Cash and cash equivalents of $\$ 284,049,000$ and stockholders' equity of $\$ 1,955,679,000$ as of September 30, 2015 provide management with flexibility in managing interest rate risk going forward.

ASSET QUALITY \& ALLOWANCE FOR LOAN LOSSES

The Company maintains an allowance to absorb losses inherent in the loan portfolio. The amount of the allowance is based on ongoing, quarterly assessments of the probable and estimable losses inherent in the loan portfolio. The Company's methodology for determining the appropriateness of the allowance is primarily based on a general allowance methodology. Other elements include specific allowances and a reserve for unfunded commitments.
The loan loss allowance is primarily established by applying a loss percentage factor to the different loan types. Management believes loan types are the most relevant factor in the allowance calculation for groups of homogeneous loans as the risk characteristics within these groups are similar. The loss percentage factor is made up of two parts the historical loss factor ("HLF") and the qualitative loss factor ("QLF").
The HLF takes into account historical charge-offs by loan type. For the fiscal year 2015, the Company is using the 10 year average of historical loss rates for each loan category multiplied by 2 to reflect a two year loss emergence period. This is the likely period of time during which a residential or commercial loan borrower experiencing financial difficulties might be utilizing their cash reserves prior to becoming delinquent on their loan, plus the period of time that it takes the bank to work out the loans. The Company uses a 10 year average to encompass a typical credit cycle.
The QLF is based on management's continuing evaluation of the pertinent factors underlying the quality of the loan portfolio, including changes in the size and composition of the loan portfolio, actual loan loss experience, delinquency trends, current economic conditions, collateral values, geographic concentrations, seasoning of the loan portfolio, specific industry conditions, and the duration of the current business cycle. These factors are considered by loan type. Single family residential loan sub-types are considered by loan to value, non-owner or owner occupied, and modified loans. Credit quality has been improving in most loan categories during the year, but at different paces. In addition, loan growth in some portfolios has been a consideration.

As of September 30, 2015, the general allowance was $\$ 106,829,000$ and it was comprised of $\$ 81,721,000$ due to HLF and $\$ 25,108,000$ due to qualitative factors. As of September 30, 2015, the Company had $\$ 275,000$ allocated to specific allowances for individually evaluated loans. The reserve for unfunded commitments was $\$ 3,085,000$ as of September 30, 2015. The Company reversed $\$ 11,162,000$ of loan loss provision in 2015 due in large part to net recoveries of previously charged off loans of $\$ 5,370,000$. This was comprised of $\$ 19,970,000$ in recoveries and $\$ 14,600,000$ in charge offs.
The recovery of the carrying value of loans is susceptible to future market conditions beyond the Company's control, which may result in losses or recoveries differing from those estimated.
Restructured loans. Restructured single-family residential loans are reserved for under the Company's loan loss reserve methodology. Most troubled debt restructured ("TDR") loans are accruing and performing loans where the borrower has proactively approached the Company about modifications due to temporary financial difficulties. Each request is individually evaluated for merit and likelihood of success. As of September 30, 2015 single-family residential loans comprised $85.8 \%$ of restructured loans. The concession for these loans is typically a payment reduction through a rate reduction of 100 to 200 bps for a specific term, usually six to twelve months. Interest-only payments may also be approved during the modification period.
Outstanding TDRs decreased to $\$ 302,713,000$ as of September 30, 2015 from $\$ 374,743,000$ as of the prior year-end. During 2015, there were additions of $\$ 18,930,000$ and reductions of $\$ 90,960,000$ due to prepayments and transfers to Real Estate Owned ("REO").
The subsequent default rate on restructured single- family mortgage loans has been $15.6 \%$ over the last two years. Concessions for construction (1.6\%), land A\&D ( $0.8 \%$ ) and multi-family loans ( $1.3 \%$ ) are typically an extension of maturity combined with a rate reduction of normally 100 bps . Before granting approval to modify a loan in a TDR, a borrower's ability to repay is considered by evaluating: current income levels and debt to income ratio, borrower's credit score, payment history of the loan, and updated evaluation of the secondary repayment source. The subsequent default rate on restructured commercial loans has been $10.2 \%$ over the last two years.
If a loan is on non-accrual status before becoming a TDR it will stay on non-accrual status following restructuring until it has been performing for at least six months, at which point it may be moved to accrual status. If a loan is on accrual status before it becomes a TDR, and it is concluded that a full repayment is highly probable, it will remain on accrual status following restructuring. If the homogeneous restructured loan does not perform, it is placed in non-accrual status when it is 90 days delinquent. For commercial loans, six consecutive payments on newly restructured loan terms are required prior to returning the loan to accrual status. After the required six consecutive payments are made, a management assessment may conclude that collection of the entire principal and interest due is still in doubt. In those instances, the loan will remain on non-accrual. A loan that defaults and is subsequently modified would impact the Company's delinquency trend, which is part of the QLF component of the general reserve calculation. Any modified loan that re-defaults and is charged-off would impact the HLF component of our general reserve calculation.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

The following table details non-performing assets by type comparing 2015 and 2014:

| Non-Performing Assets | September 30, |  |  | \$ Change | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |  |  |
|  | (In thousands) |  |  |  |  |
| Non-accrual loans: |  |  |  |  |  |
| Single-family residential. | \$ 59,074 | \$ | 74,067 | \$ $(14,993)$ | (20.2)\% |
| Construction - speculative | 754 |  | 1,477 | (723) | (49.0) |
| Construction - custom . | 732 |  | - | 732 | - |
| Land - acquisition \& development (A\&D) | - |  | 811 | (811) | (100.0) |
| Land - consumer lot loans | 1,273 |  | 2,637 | $(1,364)$ | (51.7) |
| Multi-Family | 2,558 |  | 1,742 | 816 | 46.8 |
| Commercial real estate | 2,176 |  | 5,106 | $(2,930)$ | (57.4) |
| Commercial \& industrial | - |  | 7 | (7) | (100.0) |
| HELOC. | 563 |  | 795 | (232) | (29.2) |
| Consumer . | 680 |  | 789 | (109) | (13.8) |
| Total non-accrual loans. | 67,810 |  | 87,431 | $(19,621)$ | (22.4) |
| Total Real Estate Owned (REO) . | 60,767 |  | 59,880 | 887 | 1.5 |
| Total non-performing assets | \$ 128,577 |  | 147,311 | \$ $(18,734)$ | $(12.7) \%$ |

LIQUIDITY AND CAPITAL RESOURCES

In response to the improving overall credit quality of our loan portfolio, the total allowance for loan loss decreased by $\$ 7,762,000$, or $6.8 \%$ from $\$ 114,591,000$ as of September 30, 2014 to $\$ 106,829,000$ at September 30, 2015. $\$ 106,554,000$ of the allowance is calculated under the formulas contained in our general allowance methodology and the remaining $\$ 275,000$ is made up of specific reserves on loans that were deemed to be impaired at September 30, 2015. The primary reasons for the decrease in total allowance are the improving asset quality metrics combined with improving macroeconomic factors, such as improving employment and higher real estate values offset by growth in total loans outstanding.
The ratio of the allowance for loan losses and reserves for unfunded commitments to total gross loans decreased to $1.13 \%$ as of September 30, 2015 from $1.33 \%$ as of September 30, 2014 due to the combination of improving credit quality and loan growth.
The ratio of the allowance for loan losses to non-performing loans increased to $157.5 \%$ as of September 30, 2015 from $128.5 \%$ as of September 30, 2014. This is primarily due to the reduction in non-performing loans.

The principal sources of funds for the Company's activities are loan repayments (including prepayments), net deposit inflows, repayments and sales of investments, borrowings and retained earnings, if applicable. The principal sources of revenue are interest on loans and interest and dividends on investments.
The Company's net worth at September 30, 2015 was $\$ 1,955,679,000$ or $13.42 \%$ of total assets. This is a decrease of $\$ 17,604,000$ from September 30, 2014 when net worth was $\$ 1,973,283,000$ or $13.37 \%$ of total assets. The Company's change in net worth in the year was due to net income of $\$ 160,316,000$, the payment and accrual of $\$ 36,711,000$ in cash dividends, treasury stock purchases that totaled $\$ 126,728,000$, as well as a decrease in accumulated other comprehensive income (loss) of $\$ 20,355,000$. The Company paid out $22.9 \%$ of its 2015 earnings in cash dividends to common shareholders, compared with $26.7 \%$ last year. The decrease reflects a timing difference in the payment schedule of dividends. If the dividend amount remains the same at $\$ 0.13$ per quarter, the estimated cash dividends for 2016 will be $\$ 48,360,000$. For the year ended September 30, 2015, $\$ 163,439,000$, or $101.9 \%$, of net income was returned to shareholders in the form of cash dividends or share repurchases. Management believes this strong net worth position will help the Company manage its interest rate risk and provide the capital support needed for controlled growth in a regulated environment.
On June 1, 2015, the FHLB of Seattle merged into the FHLB of Des Moines to create a larger, financially stronger, member-owned cooperative. The resulting institution is headquartered in Des Moines with a smaller presence main-tained in Seattle for members of the former FHLB of Seattle. This merger will benefit the Bank due to the return of $\$ 55,708,000$ of excess FHLB stock that occurred in 2015 and expected higher dividends to be received on the stock investment in the FHLB of Des Moines. The Bank has a credit line with the Federal Home Loan Bank of Des Moines ("FHLB") equal to $49.0 \%$ of total assets, providing a substantial source of additional liquidity if needed.

CHANGES IN FINANCIAL CONDITION

The Bank has entered into borrowing agreements with the FHLB to borrow funds under a short-term floating rate cash management advance program and fixed-rate term loan agreements. All borrowings are secured by stock of the FHLB, deposits with the FHLB, and a blanket pledge of qualifying loans receivable as provided in the agreements with the FHLB
The Company's cash and cash equivalents amounted to $\$ 284,049,000$ at September 30, 2015, a $63.7 \%$ decrease from the cash and cash equivalents balance of $\$ 781,843,000$ as of the prior year-end. The decrease in cash and cash equivalents is the result of the significant loan growth experienced in 2015 as detailed below. Additionally, see "Interest Rate Risk" above and the "Statement of Cash Flows" included in the financial statements.

Available-for-sale and held-to-maturity securities. Available-for-sale securities decreased \$668,879,000, or 21.9\% during the year ended September 30, 2015 to $\$ 2,380,563,000$ as repayments were deployed into loans. This net decrease included principal repayments of $\$ 721,951,000$, sales of $\$ 246,826,000$ and the purchase of $\$ 315,114,000$ of available-for-sale investment securities. As of September 30, 2015, the Company had net unrealized gains on avail-able-for-sale securities of $\$ 15,113,000$ which is recorded net of tax as part of stockholders' equity. During the year the Company sold $\$ 246,826,000$ of available for sale securities and had realized gains of $\$ 9,641,000$.
Held-to-maturity securities increased $\$ 94,951,000$ or $6.1 \%$ during the year ended September 30, 2015 to $\$ 1,643,216,000$ due to purchases of $\$ 259,489,000$, partially offset by repayments of $\$ 159,947,000$, with the remaining decrease due to amortization of the net purchase premium. With potentially rising interest rates, these securities may be subject to unrealized losses. As of September 30, 2015, the net unrealized losses on held-to-maturity securities was $\$ 5,796,000$, which management attributes to the change of interest rates since acquisition.
Loans receivable. Loans receivable, including covered loans net of related contra accounts, increased $\$ 845,836,000$, or $10.2 \%$, to $\$ 9,170,634,000$ at September 30, 2015, from $\$ 8,324,798,000$ one year earlier. This increase resulted primarily from record high originations of $\$ 3,103,515,000$, which represented a $42.9 \%$ increase over the prior year. There were also loan purchases of $\$ 279,936,000$. The net increase in the loan portfolio is consistent with management's strategy during low rate environments to produce more multifamily, commercial real estate, and commercial and industrial loans which are more often adjustable rate or have a shorter final maturity. Commercial loan originations accounted for $62 \%$ of total originations and consumer originations were $38 \%$. The significant increase in loan origination resulted from a strategic emphasis on commercial lending, coupled with growing economies in all major markets. Loan repayments for the year totaled $\$ 2,457,268,000$, a $\$ 629,953,000$ or $34.5 \%$ increase over 2014. The increase in repayments is due to the ongoing historically low interest rate environment and the growth in commercial loans that typically have a shorter duration. During the year, there were transfers from loans to REO of \$76,185,000.
The following table presents the gross loan balances by category and the year over year change.

|  | September 30, 2015 |  | September 30, 2014 |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  | (In thousands) |  |  |  | \$ | \% |
| Non-Acquired loans |  |  |  |  |  |  |  |  |
| Single-family residential. | \$ 5,651,845 | 57.6\% | \$ | 5,560,203 | 62.6\% | \$ | 91,642 | 1.6\% |
| Construction - speculative. | 200,509 | 2.0 |  | 140,060 | 1.6 |  | 60,449 | 43.2 |
| Construction - custom. | 396,307 | 4.0 |  | 385,824 | 4.3 |  | 10,483 | 2.7 |
| Land - acquisition \& development | 94,208 | 1.0 |  | 77,832 | 0.9 |  | 16,376 | 21.0 |
| Land - consumer lot loans. | 103,989 | 1.1 |  | 108,623 | 1.2 |  | $(4,634)$ | (4.3) |
| Multi-family. | 1,125,722 | 11.6 |  | 917,286 | 10.3 |  | 208,436 | 22.7 |
| Commercial real estate | 986,270 | 10.0 |  | 591,336 | 6.7 |  | 394,934 | 66.8 |
| Commercial \& industrial | 612,836 | 6.2 |  | 379,226 | 4.3 |  | 233,610 | 61.6 |
| HELOC. | 127,646 | 1.3 |  | 116,042 | 1.3 |  | 11,604 | 10.0 |
| Consumer | 194,655 | 2.0 |  | 132,590 | 1.5 |  | 62,065 | 46.8 |
| Total non-acquired loans | 9,493,987 | 96.8\% |  | 8,409,022 | 94.7\% |  | 1,084,965 | 12.9\% |
| Acquired loans | 166,293 | 1.6 |  | 184,188 | 2.0 |  | $(17,895)$ | (9.7) |
| Credit impaired acquired loans | 87,081 | 0.9 |  | 76,507 | 0.8 |  | 10,574 | 13.8 |
| Covered loans . | 75,909 | 0.7 |  | 213,203 | 2.5 |  | $(137,294)$ | (64.4) |
| Total gross loans . . | 9,823,270 | 100\% |  | 8,882,920 | 100\% |  | 940,350 | 10.6\% |

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

|  | September 30, 2015 | September 30, 2014 | Chang |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) | (In thousands) | \$ | \% |
| Less: |  |  |  |  |
| Allowance for probable losses. | 106,829 | 114,591 | $(7,762)$ | (6.8) |
| Loans in process | 476,796 | 346,172 | 130,624 | 37.7 |
| Discount on acquired loans | 30,095 | 59,874 | $(29,779)$ | (49.7) |
| Deferred net origination fees | 38,916 | 37,485 | 1,431 | 3.8 |
| Total loan contra accounts. | 652,636 | 558,122 | 94,514 | 16.9 |
| Net Loans | \$ 9,170,634 | \$ 8,324,798 | 845,836 | 10.2\% |

The following table shows the change in the geographic distribution by state of the gross loan portfolio from 2014 to 2015:

|  | 2015 | 2014 | Change |
| :---: | :---: | :---: | :---: |
| Washington. | 49.7\% | 45.8\% | 3.9\% |
| Oregon | 15.6 | 16.1 | (0.5)\% |
| Utah | 10.7 | 4.5 | 6.2\% |
| Idaho. | 6.8 | 4.2 | 2.6\% |
| New Mexico. | 4.8 | 7.8 | (3.0)\% |
| Other (1) | 4.3 | 6.7 | (2.4)\% |
| Arizona | 3.3 | 11.0 | (7.7)\% |
| Texas | 3.1 | 2.4 | 0.7\% |
| Nevada. | 1.7 | 1.5 | 0.2\% |
|  | 100.0\% | 100.0\% |  |

(1) Includes loans in other states and purchased loan pools and other loans without state property information.

Covered loans are included as part of loans receivable as described above. As of September 30, 2015, FDIC covered loans net of related discounts decreased $58.7 \%$, or $\$ 103,580,000$, from the prior year-end to $\$ 72,896,000$. A reduction of $\$ 49,515,000$ was due to the expiration of the FDIC loss share coverage for the acquired commercial loans from the former Horizon Bank that expired after March 31, 2015. The FDIC loss share coverage for single family residential loans from the former Horizon Bank will continue for another five years. There were also $\$ 72,928,000$ of net principal payments, maturities and transfers to REO which were partially offset by an increase of $\$ 18,414,000$ in accretable yield and reversal of $\$ 449,000$ in loss reserve. There were $\$ 38,083,000$ of covered commercial loans from the former Home Valley Bank as of September 30, 2015 that will lose their FDIC loss share coverage after September 30, 2015. The remaining portfolio of covered loans is expected to continue to decline over time, absent another FDIC assisted transaction. When FDIC loss share agreements expire, any remaining loans will be transferred to the non covered portfolio. The Company continues to accrue a liability for the termination of the loss share agreements for what is known as the clawback provision of the agreement with the FDIC. The Company estimates the amount of this liability based on actual loss experience and projected future losses and recoveries. Contractually, the amount that will have to be paid to the FDIC for a clawback liability, if any, will be determined in 2022, after full expiry of the loss share agreements.
Non-performing assets. NPAs (excludes discounted acquired assets) decreased to \$128,577,000 as of September 30, 2015 from $\$ 147,311,000$ at September 30, 2014, a $12.7 \%$ decrease. The decrease is due to improving credit conditions and credit quality. Non-performing assets as a percentage of total assets was $0.88 \%$ at September 30, 2015 compared to $1.00 \%$ at September 30, 2014. This level of NPAs is now below the $0.96 \%$ average in the Company's $30+$ year history as a public company.
Restructured Loans. Total restructured loans declined to $\$ 302,713,000$ as of September 30, 2015 from $\$ 374,743,000$ as of September 30, 2014. As of September 30, 2015, $95.7 \%$ of the restructured loans were performing. The $\$ 13,126,000$ of non-performing restructured loans are included in the NPAs total. Total non-performing assets and restructured loans as a percent of total assets has declined to $2.87 \%$ as of September 30, 2015 from $3.37 \%$ as of September 30, 2014.

Real estate owned. As of September 30, 2015, real estate owned consisted of 212 properties totaling $\$ 61,098,000$. Real estate owned decreased by $\$ 22,864,000$ or $37.4 \%$ from $\$ 83,962,000$ as of September 30, 2014 as the Bank continued to liquidate foreclosed properties. During the year, the Bank sold 257 foreclosed properties for net proceeds of $\$ 76,296,000$ and a net gain on sale of $\$ 12,632,000$. Including the $\$ 3,328,000$ in ongoing maintenance expense, and periodic valuation adjustments, the net gain on sale of REO for the year was $\$ 9,304,000$. Land represents $\$ 17,735,000$ or $29.1 \%$ of total non-covered and covered real estate held for sale.
The total net loss on sale of real estate, measured against the original loan balance of $\$ 96,126,000$, was $\$ 19,829,000$ or $20.6 \%$ for properties sold in fiscal 2015.
Interest Receivable. Interest receivable decreased by $\$ 11,608,000$ to $\$ 40,429,000$ at September 30, 2015 as compared to September 30, 2014 largely as a result of the over-accrual of interest income of $\$ 8,872,000$ that was corrected in the current year. Based upon an evaluation of all relevant factors, management believes the correcting adjustment did not have a material impact on the Company's current quarter, current year-to-date, or previously reported results. The remaining difference is primarily due to lower yields on earning assets.
Bank Owned Life Insurance. The Company purchased $\$ 100,000,000$ in bank-owned life insurance, with an expected 2015 pre-tax equivalent yield of $5.14 \%$ during 2015 to assist in funding the growth of employee benefit costs.
Intangible assets. The Company's intangible assets are made up of $\$ 291,503,000$ of goodwill and the unamortized balance of the core deposit intangible of $\$ 7,855,000$ at September 30, 2015.
Customer deposits. Customer deposits at September 30, 2015, totaled \$10,631,703,000 compared with $\$ 10,716,928,000$ at September 30,2014 , an $\$ 85,225,000$ or $0.8 \%$ decrease due primarily to a reduction in time deposits. Consistent with its interest rate risk management strategy, the Company was able to increase transaction accounts by $\$ 330,191,000$ or $6.0 \%$, while time deposits decreased by $\$ 415,416,000$ or $7.9 \%$. The weighted average rate paid on customer deposits during the year was $0.48 \%$, a decrease of 9 basis points from the previous year, as a result of the low interest rate environment.

FHLB advances and other borrowings. Total FHLB advances were $\$ 1,830,000,000$ at September 30, 2015. In December 2014, there was a prepayment of a FHLB advance of $\$ 100,000,000$ with a maturity date in September 2015, resulting in a prepayment penalty of $\$ 2,613,000$. In June 2015, there was a prepayment of a FHLB advance of $\$ 100,000,000$ with a maturity date in September 2017, resulting in a prepayment penalty of $\$ 7,941,000$. In July 2015, a new $\$ 100,000,000$ FHLB advance was executed at an interest rate of $1.95 \%$ for a term of five years. The result of these activities was a decrease in the cost of borrowings from $3.52 \%$ to $3.35 \%$.
Contractual obligations. The following table presents, as of September 30, 2015, the Company's significant fixed and determinable contractual obligations, within the categories described below, by contractual maturity or payment amount.

| Contractual Obligations | Total | Less than 1 Year | $\begin{aligned} & 1 \text { to } 5 \\ & \text { Years } \end{aligned}$ | Over 5 <br> Years |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Customer accounts | \$ 10,631,703 | \$ 8,683,192 | \$ 1,948,511 | \$ - |
| Debt obligations (1). | 1,830,000 | 250,000 | 1,180,000 | 400,000 |
| Operating lease obligations | 26,340 | 5,272 | 12,127 | 8,941 |
|  | \$ 12,488,043 | \$ 8,938,464 | \$ 3,140,638 | \$ 408,941 |

## (1) Represents final maturities of debt obligations.

These obligations, except for the operating leases, are included in the Consolidated Statements of Financial Condition. The payment amounts of the operating lease obligations represent those amounts contractually due.

RESULTS OF OPERATIONS

For highlights of the quarter-by-quarter results for the years ended September 30, 2015 and 2014, see Note P, "Selected Quarterly Financial Data (Unaudited)".

## COMPARISON OF 2015 RESULTS WITH 2014

Net income increased $\$ 2,952,000$, or $1.88 \%$, to $\$ 160,316,000$ for the year ended September 30, 2015 as compared to $\$ 157,364,000$ for the year ended September 30, 2014. Net interest income was higher in 2015 by $\$ 7,861,000$ primarily due to loan growth and reduced cost of funds. Increases in operating expenses were attributable to a full year of operations of the 74 branches that were acquired in fiscal 2014 and the related increase in customer transactions. Other income increased by $\$ 9,764,000$ or $31.85 \%$ driven by increased volume of fee generating services related to the acquired branches and transaction deposit accounts. Net income for the twelve months ended September 30, 2015 continued to benefit from improving credit quality. The reversal of the provision for loan losses amounted to $\$ 11,162,000$ for the year ended September 30, 2015 as compared to $\$ 15,401,000$ for the year ago period.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

The table below sets forth certain information regarding changes in interest income and interest expense of the Company for 2015. For each category of interest-earning asset and interest-bearing liability, information is provided on changes attributable to: (1) changes in volume (changes in volume multiplied by old rate) and (2) changes in rate (changes in rate multiplied by old average volume). The change in interest income and interest expense attributable to changes in both volume and rate has been allocated proportionately to the change due to volume and the change due to rate.

| (\$ in thousands) | Year Ended <br> September 30, 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate |  | Total |
| Interest income: |  |  |  |  |
| Loans and covered assets. | \$ 30,507 | \$ $(24,355)$ | \$ | 6,152 |
| Mortgaged-backed securities | $(4,941)$ | $(3,927)$ |  | $(8,868)$ |
| Investments (1) | $(2,594)$ | 2,166 |  | (428) |
| All interest-earning assets | 22,972 | $(26,116)$ |  | $(3,144)$ |
| Interest expense: |  |  |  |  |
| Customer accounts | 1,879 | $(9,349)$ |  | $(7,470)$ |
| FHLB advances and other borrowings | $(3,358)$ | (177) |  | $(3,535)$ |
| All interest-bearing liabilities. | $(1,479)$ | $(9,526)$ |  | $(11,005)$ |
| Change in net interest income | \$ 24,451 | \$ (16,590) | \$ | 7,861 |

(1) Includes interest on cash equivalents and dividends on FHLB \& FRB stock

Non-performing assets (NPA's) decreased by $\$ 18,734,000$ from 2014 to $\$ 128,577,000$ as of September 30, 2015.
There were $\$ 13,126,000$ of restructured loans in this total that were not performing. The Company had net recoveries of $\$ 5,370,000$ for the twelve months ended September 30, 2015 compared with $\$ 14,365,000$ of net recoveries for the same period one year ago.
The negative provision for loan losses is in response to the continued positive trends in credit quality as described in the Asset Quality Section above. The magnitude of the reversal of provision decreased by $\$ 4,239,000$ or $27.52 \%$ as the growth of the loan portfolio necessitated a corresponding allocation of the allowance for loan losses. Management believes the allowance for loan losses plus the reserve for unfunded commitments, totaling $\$ 109,914,000$, or $1.13 \%$ of gross loans as of September 30, 2015, is sufficient to absorb estimated losses inherent in the portfolio.
Total other income increased $\$ 9,764,000$, or $31.85 \%$, to $\$ 40,423,000$ in 2015 from 2014. The increase in fee income resulted from an increased number of transaction accounts and higher fees from client derivatives. Net gains on sale of investments was $\$ 9,641,000$ in fiscal year 2015 and there were no gains in the fiscal year 2014. During 2015, there were prepayment penalties on long-term debt of $\$ 10,554,000$.
Compensation expense increased $\$ 10,209,000$, or $9.30 \%$, to $\$ 119,939,000$ in 2015 primarily due to the addition of the employees from the branches that were acquired during 2014 for the full year of 2015 and growth in our commercial banking units. The number of staff, including part-time employees on a full-time equivalent basis, was 1,838 and 1,909 at September 30, 2015 and 2014, respectively. The decline in full-time equivalent employees occurred as the Company continues to consolidate under-performing branches and streamline back-office operations.
Occupancy expense increased to $\$ 33,956,000$, or $11.51 \%$, for the twelve months ended September 30, 2015 from $\$ 30,452,000$ for the fiscal year ended September 30, 2014 as a result of the increased number of branch facilities for the full year of 2015 and ongoing improvements, including the company wide deployment of new ATMs. The branch network consisted of 247 offices at September 30, 2015 and 251 offices at September 30, 2014.
Information technology expense was $\$ 15,976,000$ in 2015 compared to $\$ 14,303,000$ in 2014. This $11.70 \%$ increase was mostly due to the increase in the usage of our electronic delivery channels including online banking, bill payment, mobile banking and remote deposit capture.
Product delivery expense, including printing, postage, delivery, branch security, and ATM and debit card expenses, were $\$ 22,325,000$ in 2015 compared to $\$ 14,973,000$ in 2014. The ATM and debit card expenses were higher this year due to higher client adoption rates, changing client usage patterns, and the prior year's branch acquisitions.

FDIC insurance expense decreased by $28.10 \%$ to $\$ 7,916,000$ for 2015 from $\$ 11,009,000$ in 2014. The FDIC insurance rate is based on risk factors as established by the FDIC which have been improving for the Company, and this has resulted in an overall lower insurance expense.
Other miscellaneous expenses increased $5.08 \%$ to $\$ 24,739,000$ for the twelve months ended September 30, 2015 from $\$ 23,542,000$ for the comparable period one year ago.
Total operating expense for 2015 and 2014 equaled $1.55 \%$ and $1.43 \%$ of average assets, respectively. Despite the increase in operating expenses as a percent of average assets, the Company continues to operate as one of the most efficient banks in the country. The Company's efficiency ratio which is calculated as total operating expense divided by net operating income was $49.54 \%$ for the year ended September 30,2015 compared to 46.76 in 2014. The increase in the efficiency ratio was driven primarily by the higher costs associated with the acquired deposits and branch facilities for the full year in 2015.
The gain (loss) on real estate acquired through foreclosure increased to $\$ 9,304,000$ in 2015 compared to a loss of $\$ 2,743,000$ in 2014, due to the increased volume of dispositions of real estate acquired through foreclosure as the Bank continues to liquidate foreclosed properties. The net gain on real estate acquired through foreclosure, includes gains and losses on sale, ongoing maintenance expense and net valuation adjustments.
Income tax expense increased to $\$ 89,203,000$ in 2015 from $\$ 87,564,000$ for the fiscal year ended September 30, 2014. The effective tax rate was $35.75 \%$ for 2015 and $35.75 \%$ for 2014 . The Company expects an effective tax rate of $35.50 \%$ going forward.

## COMPARISON OF 2014 RESULTS WITH 2013

Net income increased $\$ 5,859,000$, or $3.87 \%$, to $\$ 157,364,000$ for the year ended September 30, 2014 as compared to $\$ 151,505,000$ for the year ended September 30, 2013. Net interest income was higher in 2014 by $\$ 25,488,000$ primarily due to the investment of funds provided by the acquisition of 74 branches during the fiscal year. Increases in compensation, occupancy, information technology and product delivery expenses were also attributable to this increase in branches and the related customer transactions. Other income also benefited from the increase in customer transaction accounts. Net income for the twelve months ended September 30, 2014 also benefited from lower credit costs. The reversal of the provision for loan losses amounted to $\$ 15,401,000$ for the year ended September 30, 2014 as compared to $\$ 1,350,000$ in provision expense for the year ago period.
The table below sets forth certain information regarding changes in interest income and interest expense of the Company for 2014. For each category of interest-earning asset and interest-bearing liability, information is provided on changes attributable to: (1) changes in volume (changes in volume multiplied by old rate) and (2) changes in rate (changes in rate multiplied by old average volume). The change in interest income and interest expense attributable to changes in both volume and rate has been allocated proportionately to the change due to volume and the change due to rate.

| (\$ in thousands) | Year Ended <br> September 30, 2014 |  |  |
| :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total |
| Interest income: |  |  |  |
| Loans and covered assets. | \$ 10,399 | \$ $(34,464)$ | \$ (24,065) |
| Mortgaged-backed securities | 15,032 | 16,708 | 31,740 |
| Investments (1) | 4,291 | 5,440 | 9,731 |
| All interest-earning assets | 29,722 | $(12,316)$ | 17,406 |
| Interest expense: |  |  |  |
| Customer accounts | 8,670 | $(18,049)$ | $(9,379)$ |
| FHLB advances and other borrowings | 2,340 | $(1,043)$ | 1,297 |
| All interest-bearing liabilities. | 11,010 | $(19,092)$ | $(8,082)$ |
| Change in net interest income . | \$ 18,712 | \$ 6,776 | \$ 25,488 |

(1) Includes interest on cash equivalents and dividends on FHLB \& FRB stock

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

Non-performing assets (NPA’s) decreased by $\$ 66,305,000$ from 2013 to $\$ 147,311,000$ as of September 30, 2014. There were $\$ 24,090,000$ of restructured loans in this total that were not performing. The Company had net recoveries of $\$ 14,365,000$ for the twelve months ended September 30, 2014 compared with $\$ 17,756,000$ of net charge-offs for the same period one year ago.
The decrease in the provision for loan losses is in response to three primary factors: first, the amount of NPA's improved materially year-over-year; second, non-accrual loans as a percentage of total loans decreased from $1.64 \%$ at September 30, 2013, to $1.01 \%$ at September 30, 2014; third, the percentage of loans 30 days or more delinquent decreased from $1.97 \%$ at September 30, 2013, to $1.44 \%$ at September 30, 2014. Management believes the allowance for loan losses plus the reserve for unfunded commitments, totaling $\$ 115,257,000$, or $1.33 \%$ of gross loans, is sufficient to absorb estimated losses inherent in the portfolio.
Total other income increased $\$ 8,726,000$, or $39.78 \%$, to $\$ 30,659,000$ in 2014 from 2013. The increase in fee income resulted from an increased number of transaction accounts.
Compensation expense increased $\$ 18,915,000$, or $20.83 \%$, to $\$ 109,730,000$ in 2014 primarily due to the addition of the employees from the branches that were acquired during 2014 and growing our commercial banking units. The number of staff, including part-time employees on a full-time equivalent basis, was 1,909 and 1,457 at September 30, 2014 and 2013, respectively.
Occupancy expense increased to $\$ 30,452,000$, or $29.05 \%$, for the twelve months ended September 30, 2014 from $\$ 23,597,000$ for the fiscal year ended September 30, 2013 as a result of increased branch facilities from acquisitions. The branch network consisted of 251 offices at September 30, 2014 and 182 offices at September 30, 2013.
Information technology expense was $\$ 14,303,000$ in 2014 compared to $\$ 10,999,000$ in 2013. This $30.04 \%$ increase was mostly due to the increase in branches. It also includes expense related to the planning for the upgrade in our core systems in 2015. The license and implementation costs associated with the systems upgrade are were capitalized.
Product delivery expense, including printing, postage, delivery, branch security, and ATM and debit card expenses, were $\$ 14,973,000$ in 2014 compared to $\$ 4,414,000$ in 2013. The ATM and debit card expenses were higher this year due to higher client adoption rates, changing client usage patterns, and the branch acquisitions. There is a much greater proportion of transaction accounts in the acquired branches.
FDIC insurance expense decreased by $9.87 \%$ to $\$ 11,009,000$ for 2014 from $\$ 12,214,000$ in 2013. The FDIC insurance rate is based on risk factors as established by the FDIC which have been improving for the Company, and this has resulted in an overall lower insurance expense.
Other miscellaneous expenses increased $6.04 \%$ to $\$ 23,542,000$ for the twelve months ended September 30, 2014 from $\$ 22,201,000$ for the comparable period one year ago.
Total operating expense for 2014 and 2013 equaled $1.43 \%$ and $1.27 \%$ of average assets, respectively. Despite the increase in operating expenses as a percent of average assets, the Company continues to operate as one of the most efficient banks in the country.
The loss on real estate acquired through foreclosure increased $47.55 \%$ to $\$ 2,743,000$ in 2014 from $\$ 1,859,000$ in 2013, due to the increased volume of dispositions of real estate acquired through foreclosure as the Bank continues to liquidate foreclosed properties. The net loss on real estate acquired through foreclosure, includes gains and losses on sale, ongoing maintenance expense and periodic write-downs from lower property valuations.
Income tax expense increased to $\$ 87,564,000$ in 2014 from $\$ 83,111,000$ for the fiscal year ended September 30, 2013. The effective tax rate was $35.75 \%$ for 2014 and $35.42 \%$ for 2013.

## SELECTED FINANCIAL DATA

| Year ended September 30, |  | 2015 |  | 2014 |  | 2013 |  | 2012 |  | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands, except per share data) |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 530,553 | \$ | 533,697 | \$ | 516,291 | \$ | 590,271 | \$ | 644,635 |
| Interest expense. |  | 117,072 |  | 128,077 |  | 136,159 |  | 193,249 |  | 227,696 |
| Net interest income. |  | 413,481 |  | 405,620 |  | 380,132 |  | 397,022 |  | 416,939 |
| Provision (reversal) for loan losses. |  | $(11,162)$ |  | $(15,401)$ |  | 1,350 |  | 44,955 |  | 93,104 |
| Other income |  | 49,727 |  | 27,916 |  | 20,074 |  | 6,698 |  | $(14,117)$ |
| Other expense |  | 224,851 |  | 204,009 |  | 164,240 |  | 142,854 |  | 136,059 |
| Income before income taxes |  | 249,519 |  | 244,928 |  | 234,616 |  | 215,911 |  | 173,659 |
| Income taxes |  | 89,203 |  | 87,564 |  | 83,111 |  | 77,728 |  | 62,518 |
| Net income | \$ | 160,316 | \$ | 157,364 | \$ | 151,505 | \$ | 138,183 | \$ | 111,141 |
| Per share data |  |  |  |  |  |  |  |  |  |  |
| Basic earnings | \$ | 1.68 | \$ | 1.56 | \$ | 1.45 | \$ | 1.29 | \$ | 1.00 |
| Diluted earnings |  | 1.67 |  | 1.55 |  | 1.45 |  | 1.29 |  | 1.00 |
| Cash dividends |  | 0.54 |  | 0.41 |  | 0.36 |  | 0.32 |  | 0.24 |


| September 30, | 2015 | 2014 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets. | \$ 14,568,324 | \$ 14,756,041 | \$ 13,082,859 | \$ 12,472,944 | \$ 13,440,749 |
| Loans and mortgage-backed securities. | 12,004,178 | 11,380,011 | 10,433,872 | 9,812,666 | 10,992,053 |
| Investment securities. | 1,117,339 | 1,366,018 | 1,109,772 | 612,524 | 246,004 |
| Cash and cash equivalents | 284,049 | 781,843 | 203,563 | 751,430 | 816,002 |
| Customer accounts | 10,631,703 | 10,716,928 | 9,090,271 | 8,576,618 | 8,665,903 |
| FHLB advances | 1,830,000 | 1,930,000 | 1,930,000 | 1,880,000 | 1,962,066 |
| Other borrowings | - | - | - | - | 800,000 |
| Stockholders' equity | 1,955,679 | 1,973,283 | 1,937,635 | 1,899,752 | 1,906,533 |
| Number of |  |  |  |  |  |
| Customer accounts | 517,871 | 548,872 | 332,177 | 308,282 | 309,532 |
| Loans . | 41,036 | 35,550 | 35,934 | 37,522 | 39,986 |
| Offices . | 247 | 251 | 182 | 166 | 160 |

## CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

| September $30, ~$ |
| :--- | :--- |

## CONSOLIDATED STATEMENTS OF OPERATIONS

| Year ended September 30, |  | 2015 |  | 2014 |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands, except per share data) |  |  |  |  |  |
| INTEREST INCOME |  |  |  |  |  |  |
| Loans. | \$ | 437,002 | \$ | 430,850 | \$ | 454,915 |
| Mortgage-backed securities |  | 71,392 |  | 80,260 |  | 48,520 |
| Investment securities and ca |  | 22,159 |  | 22,587 |  | 12,856 |
|  |  | 530,553 |  | 533,697 |  | 516,291 |
| INTEREST EXPENSE |  |  |  |  |  |  |
| Customer accounts.. |  | 51,054 |  | 58,524 |  | 67,903 |
| FHLB advances and other borrowings |  | 66,018 |  | 69,553 |  | 68,256 |
|  |  | 117,072 |  | 128,077 |  | 136,159 |
| Net interest income |  | 413,481 |  | 405,620 |  | 380,132 |
| Provision (reversal) for loan losses. |  | $(11,162)$ |  | $(15,401)$ |  | 1,350 |
| Net interest income after provision for loan losses. |  | 424,643 |  | 421,021 |  | 378,782 |
| OTHER INCOME |  |  |  |  |  |  |
| Gain on sale of investments |  | 9,641 |  | - |  | - |
| Prepayment penalty on long-term debt |  | $(10,554)$ |  | - |  | - |
| Loan fee income |  | 8,788 |  | 7,706 |  | 8,585 |
| Deposit fee income |  | 22,459 |  | 14,306 |  | 5,015 |
| Other income |  | 10,089 |  | 8,647 |  | 8,333 |
|  |  | 40,423 |  | 30,659 |  | 21,933 |
| OTHER EXPENSE |  |  |  |  |  |  |
| Compensation and benefits |  | 119,939 |  | 109,730 |  | 90,815 |
| Occupancy. |  | 33,956 |  | 30,452 |  | 23,597 |
| FDIC insurance premiums |  | 7,916 |  | 11,009 |  | 12,214 |
| Product delivery |  | 22,325 |  | 14,973 |  | 4,414 |
| Information technology. |  | 15,976 |  | 14,303 |  | 10,999 |
| Other expense. |  | 24,739 |  | 23,542 |  | 22,201 |
|  |  | 224,851 |  | 204,009 |  | 164,240 |
| Gain (loss) on real estate acquired through foreclosure, net. |  | 9,304 |  | $(2,743)$ |  | $(1,859)$ |
| Income before income taxes. |  | 249,519 |  | 244,928 |  | 234,616 |
| Income taxes |  |  |  |  |  |  |
| Current |  | 86,477 |  | 75,784 |  | 71,969 |
| Deferred. |  | 2,726 |  | 11,780 |  | 11,142 |
|  |  | 89,203 |  | 87,564 |  | 83,111 |
| NET INCOME. | \$ | 160,316 | \$ | 157,364 | \$ | 151,505 |
| PER SHARE DATA |  |  |  |  |  |  |
| Basic earnings . | \$ | 1.68 | \$ | 1.56 | \$ | 1.45 |
| Diluted earnings |  | 1.67 |  | 1.55 |  | 1.45 |
| Basic weighted average number of shares outstanding. |  | 95,644,639 |  | 101,154,030 |  | 104,684,812 |
| Diluted weighted average number of shares outstanding, including dilutive stock options. |  | 96,053,959 |  | 101,590,351 |  | 104,837,470 |

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| Year ended September 30, | 2015 | 2014 | 2013 |
| :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |
| Net income | \$ 160,316 | \$ 157,364 | \$ 151,505 |
| Other comprehensive income (loss) net of tax: |  |  |  |
| Net unrealized gains (losses) on available-for-sale securities. | $(27,536)$ | 22,924 | $(10,953)$ |
| Reclassification adjustment of net gains from sale of available-for-sale securities included in net income | 9,641 | - | - |
| Related tax benefit (expense). | 6,577 | $(8,425)$ | 4,025 |
|  | $(11,318)$ | 14,499 | $(6,928)$ |
| Net unrealized gain (loss) on long-term borrowing hedge | $(14,287)$ | (268) | - |
| Related tax benefit (expense) | 5,250 | 99 | - |
|  | $(9,037)$ | (169) | - |
| Other comprehensive income (loss). | $(20,355)$ | 14,330 | $(6,928)$ |
| Comprehensive income | \$ 139,961 | \$ 171,694 | \$ 144,577 |

## CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

|  | $\begin{gathered} \text { Common } \\ \text { Stock } \\ \hline \end{gathered}$ | Paid-in Capital | Retained <br> Earnings |  | cumulated Other prehensive ome (loss) | Treasury Stock | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |  |  |  |
| Balance at September 30, 2012 | \$ 129,950 | \$1,586,295 | \$480,780 | \$ | 13,306 | \$ $(310,579)$ | \$1,899,752 |
| Net income |  |  | 151,505 |  |  |  | 151,505 |
| Other comprehensive income adjustment |  |  |  |  | $(6,928)$ |  | $(6,928)$ |
| Dividends on common stock |  |  | $(37,835)$ |  |  |  | $(37,835)$ |
| Compensation expense related to common stock options |  | 473 |  |  |  |  | 473 |
| Proceeds from exercise of common stock options. | 208 | 4,052 |  |  |  |  | 4,260 |
| Proceeds from issuance of common stock. . . . . . | 1,997 | 31,496 |  |  |  |  | 33,493 |
| Tax benefit related to exercise of stock options... |  | 1 |  |  |  |  | 1 |
| Restricted stock. | 418 | 2,734 |  |  |  |  | 3,152 |
| Treasury stock . |  |  |  |  |  | $(110,238)$ | $(110,238)$ |
| Balance at September 30, 2013 | \$ 132,573 | \$ 1,625,051 | \$594,450 | \$ | 6,378 | \$ $(420,817)$ | \$1,937,635 |
| Net income |  |  | 157,364 |  |  |  | 157,364 |
| Other comprehensive income adjustment |  |  |  |  | 14,330 |  | 14,330 |
| Dividends on common stock |  |  | $(45,665)$ |  |  |  | $(45,665)$ |
| Compensation expense related to common stock options |  | 324 |  |  |  |  | 324 |
| Proceeds from exercise of common stock options. | 501 | 9,641 |  |  |  |  | 10,142 |
| Proceeds from issuance of common stock. | - | - |  |  |  |  | - |
| Tax benefit related to exercise of stock options. . . |  | - |  |  |  |  | - |
| Restricted stock. | 249 | 3,195 |  |  |  |  | 3,444 |
| Treasury stock |  |  |  |  |  | $(104,291)$ | $(104,291)$ |
| Balance at September 30, 2014 | \$ 133,323 | \$ 1,638,211 | \$ 706,149 | \$ | 20,708 | \$ $(525,108)$ | \$1,973,283 |
| Net income |  |  | 160,316 |  |  |  | 160,316 |
| Other comprehensive income (loss) adjustment. . |  |  |  |  | $(20,355)$ |  | $(20,355)$ |
| Dividends on common stock . . . . . . . . . . . . . . |  |  | $(36,711)$ |  |  |  | $(36,711)$ |
| Compensation expense related to common stock options |  | 231 |  |  |  |  | 231 |
| Proceeds from exercise of common stock options. | 129 | 1,941 |  |  |  |  | 2,070 |
| Restricted stock . . . . . . . . . . . . . . . . . . . . . . . . . . | 244 | 3,329 |  |  |  |  | 3,573 |
| Treasury stock |  |  |  |  |  | $(126,728)$ | $(126,728)$ |
| Balance at September 30, 2015 | \$133,696 | \$ 1,643,712 | \$829,754 | \$ | 353 | \$ $(651,836)$ | \$1,955,679 |

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## Year ended September 30, <br> CASH FLOWS FROM OPERATING ACTIVITIES

| Net income | \$ 160,316 | \$ 157,364 | \$ 151,505 |
| :---: | :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization expense | 21,217 | 17,347 | 15,774 |
| Cash received from FDIC under loss share | 720 | 2,502 | 13,421 |
| Stock option compensation expense | 232 | 324 | 473 |
| Provision for (reversal of) loan losses | $(11,162)$ | $(15,401)$ | 1,350 |
| (Gain) loss on investment securities and real estate held for sale, net. | $(28,528)$ | $(2,510)$ | $(8,011)$ |
| Loss on extinguishment of debt | 10,554 | - | - |
| Decrease (increase) in accrued interest receivable | 11,608 | $(2,819)$ | (330) |
| Decrease (increase) in FDIC loss share receivable | 1,795 | $(1,795)$ | $(1,482)$ |
| Increase in cash surrender value of bank owned life insurance | $(2,496)$ | - | - |
| Decrease (increase) in income taxes receivable | 13,829 | 18,890 | $(17,462)$ |
| (Increase) decrease in other assets | $(29,220)$ | $(17,799)$ | 36,350 |
| (Decrease) increase in accrued expenses and other liabilities | $(5,994)$ | 17,612 | $(10,166)$ |
| Net cash provided by operating activities | 142,871 | 173,715 | 181,422 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |
| Net (loan originations) principal collections | $(554,350)$ | $(261,401)$ | 343,771 |
| Loans purchased | $(279,936)$ | $(218,544)$ | - |
| FHLB \& FRB stock purchase | $(4,067)$ | - | $(23,981)$ |
| FHLB \& FRB stock redeemed | 55,708 | 14,017 | 5,894 |
| Available-for-sale securities purchased | $(315,114)$ | $(1,280,477)$ | $(889,595)$ |
| Principal payments and maturities of available-for-sale securities | 721,951 | 609,395 | 275,726 |
| Available-for-sale securities sold. | 246,826 | - | 43,198 |
| Held-to-maturity securities purchased | $(259,489)$ | - | $(787,449)$ |
| Principal payments and maturities of held-to-maturity securities | 159,947 | 103,617 | 331,022 |
| Net cash received from acquisition | - | 1,776,660 | 202,308 |
| Proceeds from sales of real estate held for sale and investment | 56,380 | 73,895 | 115,615 |
| Proceeds from sales of covered REO. | 18,515 | 15,654 | 20,843 |
| Purchase of bank owned life insurance | $(100,000)$ |  |  |
| Premises and equipment purchased and REO improvements | $(36,860)$ | $(51,794)$ | $(29,246)$ |
| Net cash provided (used) by investing activities. | $(290,489)$ | 781,022 | $(391,894)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |
| Net (decrease) in customer accounts | $(85,073)$ | $(226,914)$ | $(223,515)$ |
| Proceeds from long-term borrowings. | 100,000 | - | 50,000 |
| Repayments of long-term borrowings | $(210,554)$ | - | $(22,470)$ |
| Proceeds from exercise of common stock options and related tax benefit | 2,070 | 10,252 | 4,261 |
| Dividends paid on common stock | $(51,111)$ | $(42,065)$ | $(37,835)$ |
| Treasury stock purchased, net. | $(126,728)$ | $(104,291)$ | $(110,238)$ |
| Increase (decrease) in advance payments by borrowers for taxes an | 21,220 | $(13,439)$ | 2,402 |
| Net cash (used) by financing activities. | $(350,176)$ | $(376,457)$ | $(337,395)$ |
| Increase (decrease) in cash and cash equivalents. | $(497,794)$ | 578,280 | $(547,867)$ |
| Cash and cash equivalents at beginning of period | 781,843 | 203,563 | 751,430 |
| Cash and cash equivalents at end of period. | \$ 284,049 | \$ 781,843 | \$ 203,563 |


| Year ended September 30, |
| :--- |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS <br> YEARS ENDED SEPTEMBER 30, 2015, 2014 AND 2013 

## NOTE A

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Washington Federal, Inc. is a Washington corporation headquartered in Seattle, Washington. The Company is a bank holding company that conducts its operations through a national bank subsidiary, Washington Federal, National Association. The Bank is principally engaged in the business of attracting deposits from the general public and investing these funds, together with borrowings and other funds, in one-to-four family residential real estate loans, multi-family real estate loans and commercial loans. As used throughout this document, the terms "Washington Federal" or the "Company" refer to Washington Federal, Inc. and its consolidated subsidiaries and the term "Bank" refers to the operating subsidiary Washington Federal, National Association.
Nature of Operations. The Company is a bank holding company that conducts its operations through a national bank subsidiary. The Bank is principally engaged in the business of attracting deposits from the general public and investing these funds, together with borrowings and other funds, in one-to-four family residential real estate loans, multi-family real estate loans and commercial loans. The Bank conducts its activities through a network of 247 offices located in Washington, Oregon, Idaho, Utah, Arizona, Nevada, New Mexico, and Texas.
Basis of Presentation. The consolidated financial statements included in this report have been prepared by Washington Federal. All intercompany transactions and accounts have been eliminated in consolidation. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make estimates and assumptions that affect amounts reported in the financial statements. Actual results could differ from these estimates.

The Company's fiscal year-end is September 30th. All references to 2015, 2014 and 2013 represent balances as of September 30, 2015, September 30, 2014 and September 30, 2013, or activity for the fiscal years then ended. References to net income in this document refer to net income available to common shareholders.
Certain reclassification adjustments were made in 2015 to present the financial statements in a manner that is more meaningful to the users. Loans receivable and covered loans were consolidated into one line item on the Statement of Financial Condition. Real estate held for sale, real estate held for investment and covered real estate held for sale were consolidated into one line item on the Statement of Financial Condition. FDIC indemnification assets and other assets were consolidated into one line item on the Statement of Financial Condition. Reclassification of Other Expenses into Product Delivery and Information Technology line items have been made to the financial statements for years prior to September 30, 2014 to conform to current year classifications.
Acquisitions. Certain Branches of Bank of America, National Association. During the 2014 fiscal year, the Bank acquired 74 branches from Bank of America, National Association. This included: effective as of the close of business on October 31, 2013, 11 branches located in New Mexico; effective as of the close of business on December 6, 2013, 40 branches located in Washington, Oregon, and Idaho; and effective as of the close of business on May 2, 2014, 23 branches located in Arizona and Nevada. The combined acquisitions provided $\$ 1.9$ billion in deposit accounts, $\$ 13$ million of loans, and $\$ 25$ million in branch properties. The Bank paid a $1.99 \%$ premium on the total deposits and received $\$ 1.8$ billion in cash from the transactions. The acquisition method of accounting was used to account for the acquisitions. The purchased assets and assumed liabilities are recorded at their respective acquisition date estimated fair values. The Bank recorded $\$ 11$ million in core deposit intangible and $\$ 31$ million in goodwill related to these transactions. The operating results of the Company include the operating results produced by the first 11 branches beginning November 1, 2013, for the additional 40 branches beginning December 7, 2013, and for the most recent 23 branches from May 3, 2014 forward.
South Valley Bancorp, Inc. Effective November 1, 2012, the Bank acquired South Valley Bancorp, Inc. and South Valley's wholly owned subsidiary, South Valley Bank \& Trust ("SVBT"), was merged into the Bank. The acquisition provided $\$ 361$ million of net loans, $\$ 108$ million of net covered loans, $\$ 736$ million of deposit accounts, including $\$ 533$ million in transaction deposit accounts and 24 branch locations in Central and Southern Oregon. Total consideration paid at closing was $\$ 44$ million, including $\$ 34$ million of the Company's stock and $\$ 10$ million of cash resulting from the collection of certain earn-out assets. The operating results of the Company include the operating results produced by the acquired assets and assumed liabilities for the period November 1, 2012 forward.
Cash and cash equivalents. Cash and cash equivalents include cash on hand, amounts due from banks, overnight investments and repurchase agreements with an initial maturity of three months or less.
Investments and mortgage-backed securities. The Company accounts for investments and mortgage-backed securities in two categories: held-to-maturity and available-for-sale. Premiums and discounts on investments are deferred and recognized into income over the life of the asset using the effective interest method.

Held-to-maturity securities are accounted for at amortized cost, but the Company must have both the positive intent and the ability to hold those securities to maturity. There are very limited circumstances under which securities in the held-to-maturity category can be sold without jeopardizing the cost basis of accounting for the remainder of the securities in this category.
Available-for-sale securities are accounted for at fair value. Gains and losses realized on the sale of these securities are accounted for based on the specific identification method. Unrealized gains and losses for available-for-sale securities are excluded from earnings and reported net of the related tax effect in the accumulated other comprehensive income component of stockholders' equity.
Realized gains and losses on securities sold as well as other than temporary impairment charges, if any, are shown on the Consolidated Statements of Operations under the Other Income heading. Management evaluates debt and equity securities for other than temporary impairment on a quarterly basis based on the securities' current credit quality, market interest rates, term to maturity and management's intent and ability to hold the securities until the net book value is recovered.

Loans receivable. Loans that are performing in accordance with their contractual terms are carried at their amortized cost and expected interest is accrued. The Bank also receives fees for originating loans in addition to various fees and charges related to existing loans, which may include prepayment charges, late charges and assumption fees.
When a borrower fails to make a required payment on a loan, the Bank attempts to cure the deficiency by contacting the borrower. Contact is made after a payment is 30 days past its grace period. In most cases, deficiencies are cured promptly. If the delinquency is not cured within 90 days, the Bank may institute appropriate action to foreclose on the property. If foreclosed, the property is sold at a public sale and may be purchased by the Bank.
Restructured loans. The Bank will consider modifying the interest rates and terms of a loan if it determines that a modification is a better alternative to foreclosure. Most troubled debt restructured ("TDR") loans are accruing and performing loans where the borrower has proactively approached the Bank about modifications due to temporary financial difficulties. Each request is individually evaluated for merit and likelihood of success. The concession for these loans is typically a payment reduction through a rate reduction of 100 to 200 bps for a specific term, usually six to twelve months. Interest-only payments may also be approved during the modification period. Principal forgiveness is generally not an available option for restructured loans. Before granting approval to modify a loan in a TDR, the borrower's ability to repay is evaluated, including: current income levels and debt to income ratio, borrower's credit score, payment history of the loan, and updated evaluation of the secondary repayment source. The Bank also modifies some loans that are not classified as TDRs as the modification is due to a restructuring where the effective interest rate on the debt is reduced to reflect a decrease in market interest rates.

Non accrual loans. Loans are placed on nonaccrual status when, in the judgment of management, the probability of collection of interest is deemed to be insufficient to warrant further accrual. When a loan is placed on nonaccrual status, previously accrued but unpaid interest is deducted from interest income. The Bank does not accrue interest on loans 90 days or more past due. If payment is made on a loan so that the loan becomes less than 90 days past due, and the Bank expects full collection of principal and interest, the loan is returned to full accrual status. Any interest ultimately collected is credited to income in the period of recovery. A loan is charged-off when the loss is estimable and it is confirmed that the borrower is not expected be able to meet contractual obligations.
If a consumer loan is on non-accrual status before becoming a TDR it will stay on non-accrual status following restructuring until it has been performing for at least six months, at which point it may be moved to accrual status. If a loan is on accrual status before it becomes a TDR, and management concludes that full repayment is probable based on internal evaluation, it will remain on accrual status following restructuring. If the restructured consumer loan does not perform, it is placed on non-accrual status when it is 90 days delinquent. For commercial loans, six consecutive payments on newly restructured loan terms are required prior to returning the loan to accrual status. In some instances after the required six consecutive payments are made management will conclude that collection of the entire principal and interest due is still in doubt. In those instances, the loan will remain on non-accrual.

Impaired loans. Impaired loans consist of loans receivable that are not expected to have their principal and interest repaid in accordance with their contractual terms. This includes TDRs that are on non-accrual status. Collateral dependent impaired loans are measured using the fair value of the collateral less selling costs. Non-collateral dependent loans are measured at the present value of expected future cash flows.
Deferred fees and discounts on loans. Loan discounts and loan fees are deferred and recognized over the life of the loans using the effective interest method.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

Allowance for Loan Losses. The Bank maintains an allowance for loan losses to absorb losses inherent in the loan portfolio. The allowance is based on ongoing, quarterly assessments of the probable and estimable losses inherent in the loan portfolio. The Bank's general methodology for assessing the appropriateness of the allowance is to apply a loss percentage factor to the different loan types. The loss percentage factor is made up of two parts - the historical loss factor ("HLF") and the qualitative loss factor ("QLF"). The HLF takes into account historical charge-offs by loan type. The Bank uses an average of historical loss rates for each loan category multiplied by a loss emergence period. This is the likely period of time during which a residential or commercial loan borrower experiencing financial difficulties might deplete their cash prior to becoming delinquent on their loan, plus the period of time that it takes the bank to work out the loans. The QLF are based on management's continuing evaluation of the pertinent factors underlying the quality of the loan portfolio, including changes in the size and composition of the loan portfolio, actual loan loss experience, current economic conditions, collateral values, geographic concentrations, seasoning of the loan portfolio, specific industry conditions, and the duration of the current business cycle. These factors are considered by loan type.
Specific allowances are established for loans which are individually evaluated, in cases where management has identified significant conditions or circumstances related to a loan that management believes indicate the probability that a loss has been incurred. The Bank has also established a reserve for unfunded commitments.
The recovery of the carrying value of loans is susceptible to future market conditions beyond the Bank's control, which may result in losses or recoveries differing from those estimated.
Acquired credit impaired loans. Acquired credit impaired loans are accounted for under Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 310-30 when there is evidence of credit deterioration since origination and for which it is probable, at acquisition, that the Company would be unable to collect all contractually required payments. Interest income, through accretion of the difference between the carrying amount of the loans and the expected cash flows, are recognized on all acquired loans.
Covered assets. Covered loans consist of single family loans acquired from Horizon Bank in 2010 and certain loans acquired from SVBT in fiscal 2013 that were originally recorded at their estimated fair value at the time acquired. Loans that were classified as non-performing loans by Horizon Bank and SVBT are no longer classified as non-performing because, at acquisition, the carrying value of these loans was adjusted to reflect fair value and are covered under the FDIC loss sharing agreements. Management believes that the book value reflects an amount that will ultimately be collected. Covered real estate held for sale represents the foreclosed properties that were originally Horizon Bank loans or certain SVBT loans. Covered real estate held for sale is carried at the estimated fair value of the repossessed real estate. The covered loans and covered real estate held for sale are collectively referred to as "covered assets." When FDIC loss share agreements expire, any remaining loans will be transferred to the non covered portfolio.
FDIC indemnification asset. FDIC indemnification asset of $\$ 16,275,000$ as of September 30, 2015 is the receivable recorded due to the guarantee provided by the FDIC on the covered assets. This asset declines due to collections from the FDIC on claims or the eventual expiration of the FDIC loss share agreements. The FDIC indemnification asset is included within other assets on the statement of financial condition.
Client Derivatives. Interest rate swap agreements are provided to certain clients who desire to convert their obligations from variable to fixed interest rates. Under these agreements, the Bank enters into a variable-rate loan agreement with a customer in addition to a swap agreement, and then enters into a corresponding swap agreement with a third party in order to offset its exposure on the customer swap agreement. As the interest rate swap agreements with the customers and third parties are not designated as hedges under FASB ASC 815, Derivatives and Hedging, the instruments are marked to market in earnings. The change in fair value of the offsetting swaps are included in interest income and interest expense and there is no impact on net income. There is fee income earned on the swaps that is included in miscellaneous loan income.
Long-Term Borrowing Hedges. The Bank has entered into forward-starting interest rate swaps to convert a series of future short-term borrowings to fixed rate payments. These interest rate swaps qualify as cash flow hedging instruments under ASC 815 which provides for matching of the recognition of gains and losses of the interest rate swaps and the hedged items. Prior to the starting date, the change in the fair value of the interest rate swap is recorded in Other Comprehensive Income.
Commercial Loan Hedge. The Bank has entered into an interest rate swap to hedge a long-term fixed rate commercial loan. This interest rate swap qualifies as a fair value hedge under ASC 815 which provides for matching of the recognition of the gains and losses of the interest rate swap and the hedged item.

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Premises and equipment. Premises and equipment are stated at cost, less accumulated depreciation. Depreciation is computed on the straight-line method over the estimated useful lives of the respective assets. Expenditures are capitalized for betterments and major renewals. Charges for ordinary maintenance and repairs are expensed to operations as incurred.
Real estate owned. Properties acquired in settlement of loans are recorded at fair value less selling costs. Subsequent accounting is recorded at lower of cost or fair value. These gains (losses) are shown on the real estate acquired through foreclosure line item.

Intangible assets. Goodwill represents the excess of the cost of businesses acquired over the fair value of the net assets acquired. The core deposit intangibles are acquired assets that lack physical substance but can be distinguished from goodwill. Goodwill is evaluated for impairment on an annual basis. Other intangible assets are amortized over their estimated lives and are subject to impairment testing when events or circumstances change. If circumstances indicate that the carrying value of the assets may not be recoverable, an impairment charge could be recorded. No impairment of intangible assets has ever been identified. The Bank amortizes the core deposit intangibles over their estimated lives using an accelerated method.
The balance of the Company's intangible assets was as follows:

|  | Goodwill |  | Core <br> Deposit tangible | Total |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Balance at September 30, 2013. | \$ 260,277 | \$ | 4,041 | \$ 264,318 |
| Additions. | 31,226 |  | 11,040 | 42,266 |
| Amortization. | - |  | $(3,675)$ | $(3,675)$ |
| Balance at September 30, 2014. | 291,503 |  | 11,406 | 302,909 |
| Additions. | - |  | - | - |
| Amortization. | - |  | $(3,551)$ | $(3,551)$ |
| Balance at September 30, 2015 | \$ 291,503 |  | 7,855 | \$ 299,358 |

The table below presents the estimated core deposit intangible asset amortization expense for the next five years:

| Year-End | Expense |
| :---: | :---: |
|  | (In thousands) |
| 2016. | \$2,314 |
| 2017. | 1,607 |
| 2018. | 1,208 |
| 2019. | 1,254 |
| 2020 | 1,254 |

Income taxes. Income taxes are accounted for using the asset and liability method, which requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been included in the financial statements. Under this method, a deferred tax asset or liability is determined based on the differences between the financial statements and tax basis of assets and liabilities using enacted tax rates in effect for the year in which the differences are expected to reverse. The provision for income taxes includes current and deferred income tax expense based on net income adjusted for temporary and permanent differences such as depreciation, interest on state and municipal securities, and affordable housing tax credits. Income tax related interest and penalties, if applicable, and amortization of affordable housing tax credit investments are recorded within income tax expense.
Accounting for stock-based compensation. We recognize in the statement of operations the grant-date fair value of stock options and other equity-based forms of compensation issued to employees over the employees' requisite service period (generally the vesting period). The requisite service period may be subject to performance conditions. Stock options and restricted stock awards generally vest ratably over three to ten years and are recognized as expense over that same period of time. The exercise price of each option equals the market price of the Company's common stock on the date of the grant, and the maximum term is ten years.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The fair value of each grant is estimated as of the grant date using the Black-Scholes option-pricing model or a Monte Carlo simulation pricing model. Expected volatility is based on the historical volatility of the price of the Company's common stock. The Company uses historical data to estimate option exercise and stock option forfeiture rates within the valuation model. The expected term of options granted is determined based on historical experience with similar options, giving consideration to the contractual terms and vesting schedules, and represents the period of time that options granted are expected to be outstanding. The expected dividend yield is based on dividend trends and the market value of the Company's common stock at the time of grant. The risk-free rate is based on the U.S. Treasury yield curve in effect at the time of grant corresponding to the estimated expected term of the options granted. Stock options that were not dilutive but were outstanding as of September 30, 2015, 2014 and 2013 were $94,054,90,846$ and 435,825 , respectively. See Note L for additional information.
Restricted stock unit grants and certain restricted stock awards are subject to performance-based and market-based vesting as well as other approved vesting conditions and cliff vest based on those conditions. Compensation expense is recognized over the service period to the extent restricted stock units are expected to vest.
Use of estimates. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Significant estimates reported in the financial statements include the allowance for loan losses, intangible assets, deferred taxes and contingent liabilities. Actual results could differ from these estimates.
New accounting pronouncements. In January 2014, the FASB issued ASU 2014-04, Receivables - Troubled Debt Restructurings by Creditors (Subtopic 310-40) - Reclassification of Residential Real Estate Collateralized Consumer Mortgage Loans upon Foreclosure. The new guidance clarifies that an in substance repossession or foreclosure occurs, and a creditor is considered to have received physical possession of residential real estate property collateralizing a consumer mortgage loan, upon either: (a) the creditor obtaining legal title to the residential real estate property upon completion of a foreclosure; or (b) the borrower conveying all interest in the residential real estate property to the creditor to satisfy that loan through completion of a deed in lieu of foreclosure or through a similar legal agreement. ASU 2014-04 is effective for annual and interim reporting periods within those annual periods, beginning after December 15, 2014. Adoption of the new guidance is not expected to have a significant impact on the Company's consolidated financial statements.
In January 2014, the FASB issued ASU 2014-01, Investments - Equity Method and Joint Ventures (Topic 323): Accounting for Investments in Qualified Affordable Housing Projects. This new guidance permits reporting entities to make an accounting policy election to account for their investments in qualified affordable housing projects using the proportional amortization method if certain conditions are met. Under the proportional amortization method, an entity amortizes the initial cost of the investment in proportion to the tax credits and other tax benefits received and recognizes the net investment performance in the income statement as a component of income tax expense (benefit). Those not electing the proportional amortization method would account for the investment using the equity method or cost method. This new guidance is effective on a retrospective basis beginning after December 15, 2014 with early adoption permitted. The Company adopted this ASU prospectively as of December 31, 2013 as the retrospective adjustments were not material. This adoption did not have a material impact on the Company's consolidated financial statements.
In June 2014, the FASB issued ASU 2014-11, Transfers and Servicing (Topic 860) - Repurchase to Maturity Transactions, Repurchase Financings, and Disclosures. Under this new accounting guidance, repurchase-to-maturity transactions will be accounted for as secured borrowings rather than sales of an asset, and transfers of financial assets with contemporaneous repurchase financings will no longer be evaluated to determine whether they should be accounted for on a combined basis as forward contracts. The new guidance also prescribes additional disclosures particularly on the nature of collateral pledged in repurchase financings accounted for as secured borrowings. The new guidance is effective for the first interim or annual period beginning after December 31, 2014. This guidance did not have a material impact on the Company's consolidated financial statements.
In April 2015, the FASB issued ASU 2015-03, Interest - Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs. These amendments require that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. These amendments are effective for interim and annual periods beginning after December 15, 2015. Early adoption is permitted. The Company does not expect this guidance to have a material impact on its consolidated financial statements.

In August 2015, the FASB issued ASU 2015-14, to defer the effective date of ASU 2014-09, Revenue from Contracts with Customers (Topic 606). This new accounting guidance clarifies the principles for recognizing revenue from contracts with customers. The new accounting guidance, which does not apply to financial instruments, is effective on a retrospective basis beginning on January 1, 2018. The Company does not expect the new guidance to have a material impact on its consolidated financial statements.
In August 2015, the FASB issued ASU 2015-16, Business Combinations (Topic 805): Simplifying the Accounting Measurement-Period Adjustments. To simplify the accounting for adjustments made to provisional amounts recognized in a business combination, the amendments eliminate the requirement to retrospectively account for those adjustments. These amendments are effective for interim and annual periods beginning after December 15, 2015. The amendments should be applied prospectively. The Company does not expect this guidance to have a material impact on its consolidated financial statements.

Business segments. As the Company manages its business and operations on a consolidated basis, management has determined that there is one reportable business segment.
Subsequent events. The Company has evaluated subsequent events for adjustment to or disclosure in the Company's consolidated financial statements through the date of this report, and the Company has not identified any recordable or disclosable events, not otherwise reported in these consolidated financial statements or the notes thereto, except for the following:
The Company paid its 131 st consecutive quarterly cash dividend totaling $\$ 12,035,000$ on November 20, 2015 to common stockholders of record on November 6, 2015.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## NOTE B

INVESTMENT SECURITIES

| September 30, | 2015 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Gross Unrealized |  |  |  | Fair <br> Value |  | Yield |
|  |  |  |  | Gains |  | Losses |  |  |  |
|  | (In thousands) |  |  |  |  |  |  |  |  |
| Available-for-sale securities |  |  |  |  |  |  |  |  |  |
| U.S. government and agency securities due |  |  |  |  |  |  |  |  |  |
| 1 to 5 years | \$ | 105,065 | \$ | 1,923 | \$ | (274) | \$ | 106,714 | 1.74\% |
| 5 to 10 years |  | 119,071 |  | 35 |  | $(1,247)$ |  | 117,859 | 1.54\% |
| Over 10 years |  | 262,832 |  | - |  | $(4,941)$ |  | 257,891 | 1.23\% |
| Equity Securities |  |  |  |  |  |  |  |  |  |
| Within 1 year |  | 500 |  | 17 |  | - |  | 517 | 1.80\% |
| 1 to 5 years |  | 99,922 |  | 1,513 |  | - |  | 101,435 | 1.90\% |
| 5 to 10 years |  | - |  | - |  | - |  | - | -\% |
| Corporate bonds due |  |  |  |  |  |  |  |  |  |
| Within 1 year |  | 24,787 |  | 191 |  | - |  | 24,978 | 0.53\% |
| 1 to 5 years |  | 311,435 |  | 1,190 |  | (58) |  | 312,567 | 0.88\% |
| 5 to 10 years |  | 100,000 |  | 876 |  | $(3,524)$ |  | 97,352 | 1.47\% |
| Over 10 years |  | 69,950 |  | 953 |  | - |  | 70,903 | 3.00\% |
| Municipal bonds due |  |  |  |  |  |  |  |  |  |
| 1 to 5 years. |  | 2,285 |  | 8 |  | - |  | 2,293 | 1.23\% |
| 5 to 10 years |  | 1,303 |  | 7 |  | - |  | 1,310 | 2.05\% |
| Over 10 years |  | 20,382 |  | 3,138 |  | - |  | 23,520 | 6.45\% |
| Mortgage-backed securities |  |  |  |  |  |  |  |  |  |
| Agency pass-through certificates . |  | 1,144,787 |  | 18,222 |  | $(2,491)$ |  | 1,160,518 | 2.48\% |
| Other commercial MBS |  | 103,131 |  | 85 |  | (510) |  | 102,706 | 1.51\% |
|  |  | 2,365,450 |  | 28,158 |  | $(13,045)$ |  | 2,380,563 | 1.97\% |
| Held-to-maturity securities |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities |  |  |  |  |  |  |  |  |  |
| Agency pass-through certificates |  | 1,643,216 |  | 10,516 |  | $(16,312)$ |  | 1,637,420 | 3.19\% |
|  |  | 1,643,216 |  | 10,516 |  | $(16,312)$ |  | 1,637,420 | 3.19\% |
|  |  | 4,008,666 | \$ | 38,674 | \$ | $(29,357)$ |  | 4,017,983 | 2.46\% |
| September 30, | 2014 |  |  |  |  |  |  |  |  |
|  | Amortized Cost |  | Gross Unrealized |  |  |  | Fair <br> Value |  | Yield |
|  |  |  |  | Gains |  | Losses |  |  |  |
|  |  |  |  |  | tho | usands) |  |  |  |
| Available-for-sale securities |  |  |  |  |  |  |  |  |  |
| U.S. government and agency securities due |  |  |  |  |  |  |  |  |  |
| 1 to 5 years | \$ | 171,154 | \$ | 2,585 | \$ | (748) | \$ | 172,991 | 1.26\% |
| 5 to 10 years |  | 203,317 |  | 300 |  | (102) |  | 203,515 | 1.45\% |
| Over 10 years |  | 354,828 |  | 1,028 |  | (419) |  | 355,437 | 1.25\% |
| Equity Securities |  |  |  |  |  |  |  |  |  |
| Within 1 year |  |  |  |  |  |  |  |  |  |
| 1 to 5 years |  | 100,500 |  | 887 |  | - |  | 101,387 | 1.90\% |
| 5 to 10 years |  | - |  |  |  | - |  | - | -\% |
| Corporate bonds due |  |  |  |  |  |  |  |  |  |
| Within 1 year |  | 15,000 |  | 75 |  | - |  | 15,075 | 1.00\% |
| 1 to 5 years |  | 302,540 |  | 2,372 |  | - |  | 304,912 | 0.71\% |
| 5 to 10 years |  | 138,201 |  | 1,789 |  | (970) |  | 139,020 | 1.43\% |
| Over 10 years |  | 50,000 |  | - |  | - |  | 50,000 | 3.00\% |
| Municipal bonds due |  |  |  |  |  |  |  |  |  |
| 1 to 5 years. |  | - |  | - |  | - |  | - | -\% |
| 5 to 10 years |  | - |  | - |  | - |  | - | -\% |
| Over 10 years |  | 20,402 |  | 3,279 |  | - |  | 23,681 | 6.45\% |
| Mortgage-backed securities |  |  |  |  |  |  |  |  |  |
| Agency pass-through certificates . |  | 1,561,639 |  | 24,893 |  | $(2,024)$ |  | 1,584,508 | 2.57\% |
| Other commercial MBS |  | 98,851 |  | 65 |  | - |  | 98,916 | 1.49\% |
|  |  | 3,016,432 |  | 37,273 |  | $(4,263)$ |  | 3,049,442 | 1.99\% |
| Held-to-maturity securities |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities |  |  |  |  |  |  |  |  |  |
| Agency pass-through certificates . |  | 1,548,265 |  | 4,855 |  | $(53,902)$ |  | 1,499,218 | . $3.13 \%$ |
|  |  | 1,548,265 |  | 4,855 |  | $(53,902)$ |  | 1,499,218 | 3.13\% |
|  |  | 4,564,697 | \$ | 42,128 | \$ | $(58,165)$ |  | 4,548,660 | 2.38\% |

There were $\$ 246,826,000$ of available-for-sale securities that were sold in 2015 , resulting in a gain of $\$ 9,641,000$. Substantially all mortgage-backed securities have contractual due dates that exceed twenty-five years.

The following table shows the gross unrealized losses and fair value of securities at September 30, 2015 and September 30,2014 , by length of time that individual securities in each category have been in a continuous loss position. The Bank had $\$ 1,297,408,000$ securities in a continuous loss position for 12 or more months at September 30, 2015, and $\$ 1,642,718,000$ securities in a continuous loss position for 12 or more months at September 30, 2014, which consisted of corporate bonds, U.S. government and agency securities, and mortgage-backed securities. Management believes that the declines in fair value of these investments are not an other than temporary impairment as these losses are due to a change in interest rates rather than any credit deterioration. The impairment is also deemed to be temporary because: 1) the Bank does not intend to sell the security, and 2) it is not more likely than not that it will be required to sell the security before recovery of the entire amortized cost basis of the security.

| As of September 30, | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 12 months |  |  |  | 12 months or more |  |  |  | Total |  |  |  |
|  | Unrealized Gross Losses |  | Fair Value |  | Unrealized Gross Losses |  | Fair Value |  | Unrealized Gross Losses |  | Fair Value |  |
|  | (In thousands) |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Bonds | \$ | (183) | \$ | 72,862 | \$ | $(3,399)$ | \$ | 46,601 | \$ | $(3,582)$ | \$ | 119,463 |
| U.S. agency securities |  | $(5,010)$ |  | 336,243 |  | $(1,452)$ |  | 57,344 |  | $(6,462)$ |  | 393,587 |
| Agency pass-through <br> certificates . . . 1 (1,036) $\quad 169,5 \cdots \quad(18,277) \quad 1,193,463 \quad(19,313) \quad 1,363,004$ |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | $(6,229)$ | \$ | 578,646 | \$ | $(23,128)$ |  | 1,297,408 | \$ | $(29,357)$ | \$ 1 | 1,876,054 |



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## NOTE C <br> LOANS RECEIVABLE (INCLUDING COVERED LOANS)

|  | September 30, 2015 |  | September 30, 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousand |  | (In thousands) |  |
| Non-Acquired loans |  |  |  |  |
| Single-family residential. | \$ 5,651,845 | 57.6\% | \$ 5,560,203 | 62.6\% |
| Construction - speculative. | 200,509 | 2.0 | 140,060 | 1.6 |
| Construction - custom. | 396,307 | 4.0 | 385,824 | 4.3 |
| Land - acquisition \& development | 94,208 | 1.0 | 77,832 | 0.9 |
| Land - consumer lot loans. | 103,989 | 1.1 | 108,623 | 1.2 |
| Multi-family . | 1,125,722 | 11.6 | 917,286 | 10.3 |
| Commercial real estate | 986,270 | 10.0 | 591,336 | 6.7 |
| Commercial \& industrial | 612,836 | 6.2 | 379,226 | 4.3 |
| HELOC. | 127,646 | 1.3 | 116,042 | 1.3 |
| Consumer . | 194,655 | 2.0 | 132,590 | 1.5 |
| Total non-acquired loans. | 9,493,987 | 96.8\% | 8,409,022 | 94.7\% |
| Acquired loans | 166,293 | 1.6 | 184,188 | 2.0 |
| Credit impaired acquired loans | 87,081 | 0.9 | 76,507 | 0.8 |
| Covered loans | 75,909 | 0.7 | 213,203 | 2.5 |
| Total gross loans | 9,823,270 | 100.0\% | 8,882,920 | 100.0\% |
| Less: |  |  |  |  |
| Allowance for probable losses . | 106,829 |  | 114,591 |  |
| Loans in process | 476,796 |  | 346,172 |  |
| Discount on acquired loans | 30,095 |  | 59,874 |  |
| Deferred net origination fees | 38,916 |  | 37,485 |  |
| Total loan contra accounts. | 652,636 |  | 558,122 |  |
| Net Loans | \$ 9,170,634 |  | \$8,324,798 |  |

The Company originates fixed and adjustable interest rate loans, which at September 30, 2015 consisted of the following:

| Fixed-Rate |  | Adjustable-Rate |  |
| :---: | :---: | :---: | :---: |
| Term To Maturity | Book Value | Term To Rate Adjustment | Book Value |
|  | (In thousands) |  | (In thousands) |
| Within 1 year | \$ 343,801 | Less than 1 year. | \$ 1,778,466 |
| 1 to 3 years | 160,832 | 1 to 3 years | 799,633 |
| 3 to 5 years | 97,837 | 3 to 5 years | 733,061 |
| 5 to 10 years. | 155,708 | 5 to 10 years. | 92,796 |
| 10 to 20 years. | 938,938 | 10 to 20 years. | - |
| Over 20 years. | 4,722,198 | Over 20 years. | - |
|  | \$ 6,419,314 |  | \$ 3,403,956 |

Gross loans by geographic concentration were as follows:

| $\begin{aligned} & \text { September 30, } \\ & 2015 \end{aligned}$ | Single - <br> family residential |  | Multifamily |  | Land - $A \& D$ |  | Land lot loans |  | onstruction custom |  | onstruction peculative |  | Commercial real estate |  | mmercial industrial |  | Consumer |  | ELOC |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Washington. | \$ 2,905,256 | \$ | 388,151 | \$ | 54,467 | \$ | 62,916 | \$ | 232,244 | \$ | 84,462 | \$ | 638,974 | \$ | 350,485 | \$ | 74,649 | \$ | 89,011 |  | \$ 4,880,615 |
| Oregon . . . | 734,368 |  | 328,103 |  | 8,493 |  | 18,212 |  | 37,781 |  | 34,952 |  | 223,625 |  | 130,743 |  | 3,327 |  | 14,539 |  | 1,534,143 |
| Arizona | 154,858 |  | 411 |  | - |  | - |  | - |  | - |  | 5,594 |  | 42,437 |  | 117,982 |  | - |  | 321,282 |
| Other. . | 312,471 |  | 34,502 |  | 4,235 |  | 8,098 |  | 17,107 |  | 13,634 |  | 7,566 |  | 11,183 |  | 165 |  | 6,204 |  | 415,165 |
| Utah | 579,743 |  | 233,240 |  | 4,573 |  | 9,227 |  | 39,443 |  | 8,542 |  | 116,157 |  | 40,754 |  | 297 |  | 18,619 |  | 1,050,595 |
| Idaho...... | 492,297 |  | 55,562 |  | 2,187 |  | 3,566 |  | 33,292 |  | 6,856 |  | 37,109 |  | 33,869 |  | 24 |  | 7,544 |  | 672,306 |
| New Mexico. . | 193,387 |  | 72,729 |  | 12,348 |  | 2,714 |  | 20,744 |  | 15,666 |  | 132,974 |  | 10,880 |  | 935 |  | 12,697 |  | 475,074 |
| Texas | 189,355 |  | 15,446 |  | 11,979 |  | 261 |  | 8,882 |  | 36,396 |  | 21,755 |  | 19,114 |  | 33 |  | - |  | 303,221 |
| Nevada. | 139,047 |  | 1,293 |  | - |  | 1,819 |  | 6,816 |  | - |  | 2,797 |  | 18,115 |  | 69 |  | 913 |  | 170,869 |
|  | \$ 5,700,782 | \$ | 1,129,437 | \$ | 98,282 | \$ | 106,813 | \$ | 396,309 | \$ | 200,508 | \$ | 1,186,551 | \$ | 657,580 | \$ | 197,481 | \$ | 149,527 |  | \$ 9,823,270 |

Percentage by geographic area

| $\begin{aligned} & \text { September 30, } \\ & 2015 \end{aligned}$ | Single family residential | Multifamily | $\begin{aligned} & \text { Land - } \\ & \text { A \& D } \\ & \hline \end{aligned}$ | Land lot loans | Construction custom | Construction speculative | Commercial real estate | Commercial and industrial | Consumer | HELOC | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As \% of total gross loans |  |  |  |  |  |  |  |  |  |  |  |
| Washington. | 29.4\% | 4.0\% | 0.6\% | 0.6\% | 2.4\% | 0.9\% | 6.5\% | 3.6\% | 0.8\% | 0.9\% | 49.7\% |
| Oregon . . . | 7.5 | 3.3 | 0.1 | 0.2 | 0.4 | 0.4 | 2.3 | 1.3 | - | 0.1 | 15.6 |
| Arizona | 1.6 | - | - | - | - | - | 0.1 | 0.4 | 1.2 | - | 3.3 |
| Other. . . . . | 3.2 | 0.4 | - | 0.1 | 0.2 | 0.1 | 0.1 | 0.1 | - | 0.1 | 4.3 |
| Utah | 5.9 | 2.4 | - | 0.1 | 0.4 | 0.1 | 1.2 | 0.4 | - | 0.2 | 10.7 |
| Idaho. . . . . | 5.0 | 0.6 | - | - | 0.3 | 0.1 | 0.4 | 0.3 | - | 0.1 | 6.8 |
| New Mexico. . | 2.0 | 0.7 | 0.1 | - | 0.2 | 0.2 | 1.4 | 0.1 | - | 0.1 | 4.8 |
| Texas.. | 1.9 | 0.2 | 0.1 | - | 0.1 | 0.4 | 0.2 | 0.2 | - | - | 3.1 |
| Nevada. | 1.4 | - | - | - | 0.1 | - | - | 0.2 | - | - | 1.7 |
|  | 57.9\% | 11.6\% | 0.9\% | 1.0\% | 4.1\% | 2.2\% | 12.2\% | 6.6\% | 2.0\% | 1.5\% | 100.0\% |

Percentage by geographic area as a \% of each loan type

| $\begin{aligned} & \text { September 30, } \\ & 2015 \end{aligned}$ | Single family residential | Multifamily | $\begin{aligned} & \text { Land - } \\ & A \& D \end{aligned}$ | Land lot loans | Construction custom | Construction speculative | Commercial real estate | Commercial and industrial | Consumer | HELOC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As \% of total gross loans |  |  |  |  |  |  |  |  |  |
| Washington.. | 51.0\% | 34.3\% | 55.4\% | 59.0\% | 58.7\% | 42.1\% | 54.0\% | 53.1\% | 37.8\% | 59.6\% |
| Oregon .... | 12.9 | 29.1 | 8.6 | 17.1 | 9.5 | 17.4 | 18.8 | 19.9 | 1.7 | 9.7 |
| Arizona . . . | 2.7 | - | - | - | - | - | 0.5 | 6.5 | 59.7 | - |
| Other. . | 5.5 | 3.1 | 4.3 | 7.6 | 4.3 | 6.8 | 0.6 | 1.7 | 0.1 | 4.1 |
| Utah | 10.2 | 20.7 | 4.7 | 8.6 | 10.0 | 4.3 | 9.8 | 6.2 | 0.2 | 12.5 |
| Idaho.. | 8.6 | 4.9 | 2.2 | 3.3 | 8.4 | 3.4 | 3.1 | 5.2 | - | 5.0 |
| New Mexico.. | 3.4 | 6.4 | 12.6 | 2.5 | 5.2 | 7.8 | 11.2 | 1.7 | 0.5 | 8.5 |
| Texas . . . . . . | 3.3 | 1.4 | 12.2 | 0.2 | 2.2 | 18.2 | 1.8 | 2.9 | - | - |
| Nevada. . | 2.4 | 0.1 | - | 1.7 | 1.7 | - | 0.2 | 2.8 | - | 0.6 |
| - . . . | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The Company has granted loans to officers and directors of the Company and related interests. These loans are made on the same terms, including interest rates and collateral, as those prevailing at the time for comparable transactions with unrelated persons and do not involve more than the normal risk of collectability. The aggregate dollar amount of these loans including undisbursed commitments was $\$ 55,965,000$ and $\$ 60,278,000$ at September 30, 2015 and 2014, respectively. During 2015, new loans on related party loans totaled $\$ 8,750,000$ and repayments on related party loans totaled $\$ 13,063,000$.

The following table provides additional information on impaired loans, loan commitments and loans serviced for others:

September 30, 2015 September 30, 2014
(In thousands)


The following table sets forth information regarding non-accrual loans held by the Company:

|  | September 30, 2015 |  |  | September 30,2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  | (In thousands) |  |  |
| Non-accrual loans: |  |  |  |  |  |  |
| Single-family residential. | \$ | 59,074 | 87.1\% | \$ | 74,067 | 84.8\% |
| Construction - speculative. |  | 754 | 1.1 |  | 1,477 | 1.7 |
| Construction - custom. |  | 732 | 1.1 |  | - | - |
| Land - acquisition \& development |  | - | - |  | 811 | 0.9 |
| Land - consumer lot loans. |  | 1,273 | 1.9 |  | 2,637 | 3.0 |
| Multi-family. |  | 2,558 | 3.8 |  | 1,742 | 2.0 |
| Commercial real estate |  | 2,176 | 3.2 |  | 5,106 | 5.8 |
| Commercial \& industrial |  |  | - |  | 7 | - |
| HELOC. |  | 563 | 0.8 |  | 795 | 0.9 |
| Consumer. |  | 680 | 1.0 |  | 789 | 0.9 |
| Total non-accrual loans. . . . . | \$ | 67,810 | 100\% | \$ | 87,431 | 100\% |

The following tables provide an analysis of the age of loans in past due status:

| September 30, 2015Type of Loan | Amount of Loans Net of LIP \& Chg.-Offs | Days Delinquent Based on \$ Amount of Loans |  |  |  |  |  |  |  |  |  | $\begin{gathered} \% \text { based } \\ \text { on } \$ \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current |  | 30 |  | 60 |  | 90 |  | Total |  |
|  | (In thousands) |  |  |  |  |  |  |  |  |  |  |  |
| Non-acquired loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Single-Family Residential | \$ 5,655,928 | \$ | 5,590,673 | \$ | 17,305 | \$ | 7,757 | \$ | 40,193 | \$ | 65,255 | 1.15\% |
| Construction - Speculative | 130,121 |  | 130,121 |  | - |  | - |  | - |  | - | - |
| Construction - Custom. . . . . . | 205,692 |  | 204,168 |  | 791 |  | 270 |  | 463 |  | 1,524 | 0.74 |
| Land - Acquisition \& |  |  |  |  |  |  |  |  |  |  |  |  |
| Development. | 75,661 |  | 74,737 |  | 406 |  | - |  | 518 |  | 924 | 1.22 |
| Land - Consumer Lot Loans. | 104,494 |  | 102,045 |  | 689 |  | 399 |  | 1,361 |  | 2,449 | 2.34 |
| Multi-Family . | 1,068,038 |  | 1,065,667 |  | 259 |  | 454 |  | 1,658 |  | 2,371 | 0.22 |
| Commercial Real Estate | 893,072 |  | 892,180 |  | 131 |  | - |  | 761 |  | 892 | 0.10 |
| Commercial \& Industrial. | 617,545 |  | 616,602 |  | 93 |  | 27 |  | 823 |  | 943 | 0.15 |
| HELOC | 127,648 |  | 127,196 |  | 174 |  | 27 |  | 251 |  | 452 | 0.35 |
| Consumer. | 194,977 |  | 194,259 |  | 493 |  | 170 |  | 55 |  | 718 | 0.37 |
|  | 9,073,176 |  | 8,997,648 |  | 20,341 |  | 9,104 |  | 46,083 |  | 75,528 | 0.83 |
| Acquired loans . . . . . . . . . . . . . | 57,682 |  | 56,559 |  | 356 |  | - |  | 767 |  | 1,123 | 1.95 |
| Credit impaired acquired loans . . | 139,726 |  | 138,940 |  | 243 |  | 4 |  | 539 |  | 786 | 0.56 |
| Covered loans | 75,890 |  | 70,729 |  | 272 |  | 90 |  | 4,799 |  | 5,161 | 6.80 |
| Total Loans. | \$ 9,346,474 | \$ | 9,263,876 | \$ | 21,212 | \$ | 9,198 | \$ | 52,188 | \$ | 82,598 | 0.88\% |
| Delinquency \% . |  |  | 99.12\% |  | 0.23\% |  | 0.10\% |  | 0.56\% |  | 0.88\% |  |

The percentage of total delinquent loans improved from $1.44 \%$ as of September 30, 2014 to $0.88 \%$ as of September 30, 2015.
Most loans restructured in troubled debt restructurings ("TDRs") are accruing and performing loans where the borrower has proactively approached the Bank about modifications due to temporary financial difficulties. Each request is individually evaluated for merit and likelihood of success. The concession for these loans is typically a payment reduction through a rate reduction of 100 to 200 bps for a specific term, usually six to twelve months. Interest-only payments may also be approved during the modification period. Principal forgiveness is not an available option for restructured loans. As of September 30, 2015, the outstanding balance of TDR's was $\$ 302,713,000$ as compared to $\$ 374,743,000$ as of September 30, 2014. Single-family residential loans comprised $86 \%$ of restructured loans which is the same as at the prior year-end. The Bank reserves for restructured loans within its allowance for loan loss methodology by taking into account the following performance indicators: 1) time since modification, 2) current payment status and 3) geographic area.
The following tables provides information related troubled debt restructured:

|  | September 30, 2015 |  |  | September 30, 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of Contracts | Pre- <br> Modification Outstanding Recorded Investment | Post- <br> Modification Outstanding Recorded Investment | Number of Contracts | Pre- <br> Modification Outstanding Recorded Investment | Post- <br> Modification Outstanding Recorded Investment |
| Troubled Debt Restructurings: | (In thousands) |  |  |  | (In thousands) |  |
| Single-Family Residential | 62 | \$13,378 | \$13,378 | 241 | \$52,900 | \$52,900 |
| Construction - Speculative | 2 | 701 | 701 | - | - | - |
| Construction - Custom. . | - | - | - | - | - | - |
| Land - Acquisition \& Development . . . | - | - | - | 3 | 631 | 631 |
| Land - Consumer Lot Loans. | 9 | 1,546 | 1,546 | 13 | 2,315 | 2,315 |
| Multi-Family | 3 | - | - | 2 | 1,196 | 1,196 |
| Commercial Real Estate | 1 | 3,175 | 3,175 | 3 | 2,177 | 2,177 |
| Commercial \& Industrial. | 1 | - | - | - | - | . . - |
| HELOC | - | 50 | 50 | 2 | 549 | - 549 |
| Consumer. | - | 80 | 80 | 3 | 35 | 35 |
|  | 78 | \$18,930 | \$18,930 | 267 | \$59,803. | \$59,803 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

|  | September 30, 2015 |  | September 30, 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of Contracts | Recorded <br> Investment | Number of Contracts | Recorded <br> Investment |
| Troubled Debt Restructurings That Subsequently Defaulted: |  | (In thousands) |  | (In thousands) |
| Single-Family Residential | 18 | \$2,917 | 38 | \$7,427 |
| Construction - Speculative | - | - | - | - |
| Construction - Custom . . . . | - | - | - | - |
| Land - Acquisition \& Development | - | - | - | - |
| Land - Consumer Lot Loans . | 2 | 301 | 8 | 969 |
| Multi-Family | - | - | - | - |
| Commercial Real Estate . | - | - | - | - |
| Commercial \& Industrial. | - | - | - | - |
| HELOC. | - | - | - | - |
| Consumer. | - | - | - | - |
|  | 20 | \$3,218 | 46 | \$8,396 |

The excess of cash flows expected to be collected over the initial fair value of acquired impaired loans is referred to as the accretable yield and this amount is accreted into interest income over the estimated life of the acquired loans using the effective yield method. Other adjustments to the accretable yield include changes in the estimated remaining life of the acquired loans, changes in expected cash flows and changes in the indices for acquired loans with variable interest rates.
The following table shows the changes in accretable yield for acquired impaired loans and acquired non-impaired loans including covered loans for the years ended September 30, 2015 and 2014:

|  | September 30, 2015 |  |  |  |  |  |  | September 30, 2014 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Acquired Impaired |  |  | Acquired Non-impaired |  |  |  | Acquired Impaired |  |  |  | Acquired Non-impaired |  |  |  |
|  | Accretable Yield |  | Carrying mount of Loans |  | ccretable <br> Yield |  | Carrying mount of Loans |  | Accretable <br> Yield |  | Carrying mount of Loans |  | ccretable <br> Yield |  | Carrying Amount of Loans |
|  | (In thousands) |  |  |  |  |  |  | (In thousands) |  |  |  |  |  |  |  |
| Beginning balance. | \$ 97,125 | \$ | 135,826 | \$ | 14,513 | \$ | 275,862 | \$ | 115,513 | \$ | 207,809 | \$ | 22,240 | \$ | 403,229 |
| Additions. . . . . | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Net reclassification from nonaccretable . ....... | 6,307 |  | - |  | 346 |  | - |  | 17,486 |  | $(2,069)$ |  | - |  | - |
| Accretion. | $(30,727)$ |  | 30,727 |  | $(7,655)$ |  | 7,655 |  | $(35,874)$ |  | 35,874 |  | $(7,727)$ |  | 7,727 |
| Transfers to REO | - |  | $(2,975)$ |  | - |  | (150) |  | - |  | $(10,131)$ |  | - |  | $(4,710)$ |
| Payments received, net. . | - |  | $(52,278)$ |  | - |  | $(96,287)$ |  | - |  | $(95,657)$ |  | - |  | $(130,384)$ |
| Ending Balance . | \$ 72,705 | \$ | 111,300 | \$ | 7,204 | \$ | $\underline{187,080}$ | \$ | 97,125 |  | 135,826 | \$ | 14,513 | \$ | 275,862 |

Additionally, there were $\$ 9.9$ million in fair value of loans acquired during fiscal 2013 as part of the South Valley Bank acquisition for which it was probable at acquisition that all contractually required payments would not be collected. The timing and amount of future cash flows cannot be reasonably estimated; therefore, these loan are accounted for on a cash basis.

At September 30, 2015 and September 30, 2014, none of the acquired impaired or non-impaired loans were classified as non-performing assets. Therefore, interest income, through accretion of the difference between the carrying amount of the loans and the expected cash flows, was recognized on all acquired loans.
The FDIC loss share coverage for the acquired commercial loans from the former Horizon Bank expired after March 31, 2015. These loans were transferred to non-covered loans receivable. The FDIC loss share coverage for the acquired commercial loans from the former Home Valley Bank expired as of September 30, 2015 with final reporting as of October 31, 2015. Recoveries to the extent that claims were made will continue to be shared for three years. The FDIC loss share coverage for single family residential loans will continue to another five years.

The outstanding principal balance of covered loans was $\$ 75,909,000$ and $\$ 213,203,000$ as of September 30, 2015 and September 30, 2014, respectively. The discount balance related to the covered loans was $\$ 2,738,000$ and $\$ 34,483,000$ as of September 30, 2015 and September 30, 2014, respectively.
The following table shows the year to date activity for the FDIC indemnification asset:
September 30, 2015 September 30, 2014

|  | (In thousands) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of period |  | 36,860 |  | 64,615 |
| Additions. |  | $(1,795)$ |  | 1,795 |
| Payments received |  | (720) |  | $(2,502)$ |
| Amortization . |  | $(18,588)$ |  | $(27,850)$ |
| Accretion. |  | 518 |  | 802 |
| Balance at end of period. |  | 16,275 |  | 36,860 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## NOTE D

## ALLOWANCE FOR LOSSES ON LOANS

The following table summarizes the activity in the allowance for loan losses for the twelve months ended September 30, 2015 and 2014:

| September 30, 2015 | Beginning Allowance |  | Charge-offs |  | Recoveries |  | Provision \& Transfers |  | Ending Allowance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |  |  |  |  |  |  |
| Single-family residential. | \$ | 62,763 | \$ | $(5,524)$ | \$ | 13,403 | \$ | $(23,295)$ | \$ | 47,347 |
| Construction - speculative. |  | 6,742 |  | (388) |  | 120 |  | 206 |  | 6,680 |
| Construction - custom. |  | 1,695 |  | - |  | - |  | (705) |  | 990 |
| Land - acquisition \& development |  | 5,592 |  | (38) |  | 207 |  | 20 |  | 5,781 |
| Land - consumer lot loans. |  | 3,077 |  | (459) |  | 221 |  | 107 |  | 2,946 |
| Multi-family. |  | 4,248 |  | - |  | 220 |  | 836 |  | 5,304 |
| Commercial real estate |  | 7,548 |  | $(1,711)$ |  | 735 |  | 2,388 |  | 8,960 |
| Commercial \& industrial |  | 16,527 |  | $(3,354)$ |  | 1,374 |  | 10,433 |  | 24,980 |
| HELOC. |  | 928 |  | (66) |  | 2 |  | 38 |  | 902 |
| Consumer . |  | 3,227 |  | $(3,060)$ |  | 3,688 |  | (916) |  | 2,939 |
| Covered loans. |  | 2,244 |  | - |  | - |  | $(2,244)$ |  | - |
|  | \$ | 114,591 | \$ | $(14,600)$ | \$ | 19,970 | \$ | $(13,132)$ | \$ | 106,829 |


| September 30, 2014 | Beginning <br> Allowance |  | Charge-offs |  | Recoveries |  | Provision \& Transfers |  | Ending Allowance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |  |  |  |  |  |  |
| Single-family residential. | \$ | 64,184 | \$ | $(8,529)$ | \$ | 17,684 | \$ | $(10,576)$ | \$ | 62,763 |
| Construction - speculative. |  | 8,407 |  | (949) |  | 97 |  | (813) |  | 6,742 |
| Construction - custom. |  | 882 |  | - |  | - |  | 813 |  | 1,695 |
| Land - acquisition \& development . |  | 9,165 |  | (541) |  | 3,071 |  | $(6,103)$ |  | 5,592 |
| Land - consumer lot loans. |  | 3,552 |  | (658) |  | 22 |  | 161 |  | 3,077 |
| Multi-family. |  | 3,816 |  | - |  | - |  | 432 |  | 4,248 |
| Commercial real estate |  | 5,595 |  | (105) |  | 33 |  | 2,025 |  | 7,548 |
| Commercial \& industrial |  | 16,614 |  | (826) |  | 5,043 |  | $(4,304)$ |  | 16,527 |
| HELOC. |  | 1,002 |  | (48) |  | - |  | (26) |  | 928 |
| Consumer |  | 3,524 |  | $(3,443)$ |  | 3,513 |  | (367) |  | 3,227 |
| Covered loans . . . . . . . . . . . . . . . . . . . |  | - |  | - |  | - |  | 2,244 |  | 2,244 |
|  | \$ | 116,741 | \$ | $(15,099)$ | \$ | 29,463 | \$ | $(16,514)$ | \$ | 114,591 |

The Company recorded a reversal of $\$ 11,162,000$ of provision for loan losses during the fiscal year ended September 30, 2015, while a $\$ 15,401,000$ reversal of provision was recorded for the year ended September 30, 2014. The credit quality of the portfolio has been improving significantly and economic conditions are more stable.

Non-performing assets ("NPAs") amounted to \$128,577,000, or 0.88\%, of total assets at September 30, 2015, compared to $\$ 147,311,000$, or $1.00 \%$, of total assets one year ago. Acquired loans, including covered loans are not classified as non-performing loans because, at acquisition, the carrying value of these loans was adjusted to reflect fair value. For the year ended September 30, 2015, $\$ 30,778,000$ in acquired loans were subject to the general allowance as the discount related to these balances was not sufficient to absorb potential losses.

There is no allowance for covered loans as of September 30, 2015 compared to an allowance of $\$ 2,244,000$ as of September 30, 2014. The allowance for credit losses related to the covered loans as of September 30, 2014 resulted from decreased expectations of future cash flows due to increased credit losses for certain acquired loan pools. The allowance allocation was reversed during the current fiscal year due to improvements in the expected future cash flows of certain acquired loan pools.
Non-accrual loans decreased from $\$ 87,431,000$ at September 30, 2014, to $\$ 67,810,000$ at September 30, 2015.

The Company had net recoveries of $\$ 5,370,000$ for the twelve months ended September 30, 2015, compared with $\$ 14,365,000$ of net recoveries for the same period one year ago. A loan is charged-off when the loss is estimable and it is confirmed that the borrower is not expected to be able to meet its contractual obligations.
At September 30, 2015, $\$ 106,554,000$ of the allowance was calculated under the formulas contained in our general allowance methodology and the remaining $\$ 275,000$ was made up of specific reserves on loans that were deemed to be impaired. For the year ending September 30, 2014, $\$ 112,287,000$ of the allowance was calculated under the formulas contained in our general allowance methodology, $\$ 60,000$ was made up of specific reserves on loans that were deemed to be impaired and the remaining $\$ 2,244,000$ was related to covered loans.
The following tables show a summary of loans collectively and individually evaluated for impairment and the related allocation of general and specific reserves as of September 30, 2015 and 2014:

|  | $\underline{\text { Loans Collectively Evaluated for Impairment }}$ |  |  |  | Loans Individually Evaluated for Impairment |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September 30, 2015 | General <br> Reserve <br> Allocation | $\begin{aligned} & \text { Gross Loans Subject } \\ & \text { to } \\ & \text { General Reserve (1) } \\ & \hline \end{aligned}$ |  | Ratio | Specific <br> Reserve <br> Allocation |  | $\begin{aligned} & \text { Gross Loans Subject } \\ & \text { to } \\ & \text { Specific Reserve (1) } \end{aligned}$ |  | Ratio |
|  | (In thousands) |  |  |  |  |  |  | (In thousands) |  |
| Single-family residential. | \$ 47,073 | \$ | 5,595,752 | 0.8\% | \$ | 275 | \$ | 51,718 | 0.5\% |
| Construction - speculative. | 6,680 |  | 124,679 | 5.4 |  | - |  | 5,441 | - |
| Construction - custom. | 990 |  | 205,692 | 0.5 |  | - |  | - | - |
| Land - acquisition \& development | 5,781 |  | 72,602 | 8.0 |  | - |  | 2,198 | - |
| Land - consumer lot loans. . | 2,946 |  | 93,103 | 3.2 |  | - |  | 10,824 | - |
| Multi-family. | 5,304 |  | 1,062,194 | 0.5 |  | - |  | 5,348 | - |
| Commercial real estate | 8,960 |  | 844,691 | 1.1 |  | - |  | 8,826 | - |
| Commercial \& industrial. | 24,980 |  | 643,577 | 3.9 |  | - |  | - | - |
| HELOC. | 902 |  | 126,594 | 0.7 |  | - |  | 1,072 | - |
| Consumer | 2,938 |  | 194,569 | 1.5 |  | - |  | 86 | 二 |
|  | \$ 106,554 | \$ | 8,963,453 | 1.2\% | \$ | 275 | \$ | 85,513 | 0.3\% |

(1) Excludes acquired loans with discounts sufficient to absorb potential losses and covered loans

| September 30, 2014 | Loans Collectively Evaluated for Impairment |  |  |  |  | Loans Individually Evaluated for Impairment |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | General Reserve Allocation |  | Gross Loans Subject to <br> General Reserve (1) |  | Ratio | Specific <br> Reserve <br> Allocation |  | Gross Loans Subject <br> to Specific Reserve (1) |  | Ratio |
|  | (In thousands) |  |  |  |  | (In thousands) |  |  |  |  |
| Single-family residential. | \$ | 62,067 | \$ | 5,487,331 | 1.1\% | \$ | - |  | 72,869 | -\% |
| Construction - speculative. |  | 6,682 |  | 130,901 | 5.5 |  | 60 |  | 9,159 | 0.7 |
| Construction - custom. |  | 1,695 |  | 385,464 | 0.5 |  | - |  | 360 | - |
| Land - acquisition \& development |  | 5,592 |  | 73,999 | 7.6 |  | - |  | 3,833 | - |
| Land - consumer lot loans. |  | 3,077 |  | 95,684 | 3.2 |  | - |  | 12,939 | - |
| Multifamily. |  | 4,248 |  | 911,162 | 0.5 |  | - |  | 6,124 | - |
| Commercial real estate |  | 7,548 |  | 563,534 | 1.4 |  | - |  | 27,802 | - |
| Commercial \& industrial |  | 17,223 |  | 421,816 | 4.6 |  | - |  | - | - |
| HELOC. |  | 928 |  | 114,393 | 0.9 |  | - |  | 1,650 | - |
| Consumer |  | 3,227 |  | 132,590 | 2.4 |  | - |  | - | - |
|  | \$ | 112,287 | \$ | 8,316,874 | 1.4\% | \$ | 60 | \$ | 134,736 | -\% |

(1) Excludes acquired loans with discounts sufficient to absorb potential losses and covered loans

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The Company has an asset quality review function that analyzes the loan portfolio and reports the results of the review to the Board of Directors on a quarterly basis. The single-family residential, HELOC and consumer portfolios are evaluated based on their performance as a pool of loans, since no single loan is individually significant or judged by its risk rating, size or potential risk of loss. The construction, land, multi-family, commercial real estate and commercial and industrial loans are risk rated on a loan by loan basis to determine the relative risk inherent in specific borrowers or loans. Based on that risk rating, the loans are assigned a grade and classified as follows:

- Pass - the credit does not meet one of the definitions defined below.
- Special mention - A special mention credit is considered to be currently protected from loss but is potentially weak. No loss of principal or interest is foreseen; however, proper supervision and management attention is required to deter further deterioration in the credit. Assets in this category constitute some undue and unwarranted credit risk but not to the point of justifying a risk rating of substandard. The credit risk may be relatively minor yet constitutes an unwarranted risk in light of the circumstances surrounding a specific asset.
- Substandard - A substandard credit is an unacceptable credit. Additionally, repayment in the normal course is in jeopardy due to the existence of one or more well defined weaknesses. In these situations, loss of principal is likely if the weakness is not corrected. A substandard asset is inadequately protected by the current sound worth and paying capacity of the borrower or of the collateral pledged, if any. Assets so classified will have a well defined weakness or weaknesses that jeopardize the liquidation of the debt. Loss potential, while existing in the aggregate amount of substandard assets, does not have to exist in individual assets risk rated substandard.
- Doubtful - A credit classified doubtful has all the weaknesses inherent in one classified substandard with the added characteristic that the weakness makes collection or liquidation in full, on the basis of currently existing facts, conditions and values, highly questionable and improbable. The probability of loss is high, but because of certain important and reasonably specific pending factors that may work to the advantage and strengthening of the asset, its classification as an estimated loss is deferred until its more exact status may be determined. Pending factors include proposed merger, acquisition, or liquidation procedures, capital injection, perfecting liens on additional collateral, and refinancing plans.
- Loss - Credits classified loss are considered uncollectible and of such little value that their continuance as a bankable asset is not warranted. This classification does not mean that the asset has absolutely no recovery or salvage value, but rather it is not practical or desirable to defer writing off this asset even though partial recovery may be affected in the future. Losses should be taken in the period in which they are identified as uncollectible. Partial charge-off versus full charge-off may be taken if the collateral offers some identifiable protection.

The following tables provide information on loans based on credit quality indicators (defined above) as of September 30, 2015 and 2014:


## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The following tables provide information on non-acquired loans based on payment activity as of September 30, 2015 and 2014:

| September 30, 2015 | Performing Loans |  |  |  | Non-Performing Loans |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | \% of Total Gross Loans |  | Amount |  | \% of Total Gross Loans |  |
|  | (In thousands) |  | (In thousands) |  |  |  |  |  |
| Single-family residential. |  | 5,592,771 |  | 99.0\% | \$ | 59,074 |  | 1.0\% |
| Construction - speculative. . |  | 199,755 |  | 99.6 |  | 754 |  | 0.4 |
| Construction - custom. |  | 395,575 |  | 99.8 |  | 732 |  | 0.2 |
| Land - acquisition \& development . |  | 94,208 |  | 100.0 |  | - |  | - |
| Land - consumer lot loans. |  | 102,716 |  | 98.8 |  | 1,273 |  | 1.2 |
| Multi-family. |  | 1,123,165 |  | 99.8 |  | 2,558 |  | 0.2 |
| Commercial real estate |  | 984,093 |  | 99.8 |  | 2,176 |  | 0.2 |
| Commercial \& industrial |  | 612,836 |  | 100.0 |  | - |  | - |
| HELOC. |  | 127,083 |  | 99.6 |  | 563 |  | 0.4 |
| Consumer |  | 193,975 |  | 99.7 |  | 680 |  | 0.3 |
|  | \$ | 9,426,177 |  | 99.3\% | \$ | 67,810 |  | 0.7\% |
| September 30, 2014 | Performing Loans |  |  |  | Non-Performing Loans |  |  |  |
|  | Amount |  | \% of Total |  | Amount |  | \% of Total Gross Loans |  |
|  | (In thousands) |  | (In thousands) |  |  |  |  |  |
| Single-family residential. | \$ | 5,486,136 |  | 98.7\% | \$ | 74,067 |  | 1.3\% |
| Construction - speculative. |  | 138,583 |  | 98.9 |  | 1,477 |  | 1.1 |
| Construction - custom. |  | 385,824 |  | 100.0 |  | - |  | - |
| Land - acquisition \& development . |  | 77,021 |  | 99.0 |  | 811 |  | 1.0 |
| Land - consumer lot loans. |  | 105,986 |  | 97.6 |  | 2,637 |  | 2.4 |
| Multi-family. |  | 915,544 |  | 99.8 |  | 1,742 |  | 0.2 |
| Commercial real estate |  | 586,230 |  | 99.1 |  | 5,106 |  | 0.9 |
| Commercial \& industrial |  | 379,219 |  | 100.0 |  | 7 |  | - |
| HELOC. |  | 115,247 |  | 99.3 |  | 795 |  | 0.7 |
| Consumer . |  | 131,801 |  | 99.4 |  | 789 |  | 0.6 |
|  | \$ | 8,321,591 |  | 99.0\% | \$ | 87,431 |  | 1.0\% |

The following tables provide information on impaired loans based on loan types as of September 30, 2015 and 2014:

|  |  | Unpaid |  | Average |
| :---: | :---: | :---: | :---: | :---: |
| September 30, 2015 | Recorded | Principal | Related | Recorded |
| Investment | Balance | Allowance | Investment |  |

With no related allowance recorded:

| Single-family residential. | \$ | 17,250 | \$ | 19,644 | \$ | - | \$ | 14,069 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction - speculative. . |  | 453 |  | 2,151 |  | - |  | 471 |
| Construction - custom. |  | 554 |  | 554 |  | - |  | 182 |
| Land - acquisition \& development |  | 2,570 |  | 9,426 |  | - |  | 926 |
| Land - consumer lot loans. |  | 727 |  | 814 |  | - |  | 544 |
| Multi-family. |  | 3,770 |  | 7,054 |  | - |  | 1,545 |
| Commercial real estate |  | 9,427 |  | 15,620 |  | - |  | 8,130 |
| Commercial \& industrial |  | 2,955 |  | 13,066 |  | - |  | 2,681 |
| HELOC. |  | 683 |  | 1,532 |  | - |  | 536 |
| Consumer |  | 477 |  | 703 |  | - |  | 390 |
|  |  | 38,866 |  | 70,564 |  | - |  | 29,474 |
| With an allowance recorded: |  |  |  |  |  |  |  |  |
| Single-family residential. |  | 259,461 |  | 263,268 |  | 6,678 |  | 260,028 |
| Construction - speculative. |  | 4,988 |  | 5,778 |  | - |  | 5,432 |
| Construction - custom. . |  | - |  | - |  | - |  | - |
| Land - acquisition \& development |  | 2,486 |  | 3,426 |  | - |  | 3,478 |
| Land - consumer lot loans. |  | 11,289 |  | 11,554 |  | - |  | 11,324 |
| Multi-family . |  | 3,823 |  | 3,823 |  | - |  | 3,732 |
| Commercial real estate |  | 19,124 |  | 21,078 |  | - |  | 18,886 |
| Commercial \& industrial . |  | - |  | - |  | - |  | - |
| HELOC. |  | 1,443 |  | 1,443 |  | - |  | 1,359 |
| Consumer |  | 99 |  | 289 |  | - |  | 102 |
|  |  | 302,713 |  | 310,659 |  | 6,678(1) |  | 304,341 |
| Total: |  |  |  |  |  |  |  |  |
| Single-family residential. |  | 276,711 |  | 282,912 |  | 6,678 |  | 274,097 |
| Construction - speculative. |  | 5,441 |  | 7,929 |  | - |  | 5,903 |
| Construction - custom. |  | 554 |  | 554 |  | - |  | 182 |
| Land - acquisition \& development |  | 5,056 |  | 12,852 |  | - |  | 4,404 |
| Land - consumer lot loans. |  | 12,016 |  | 12,368 |  | - |  | 11,868 |
| Multi-family . |  | 7,593 |  | 10,877 |  | - |  | 5,277 |
| Commercial real estate |  | 28,551 |  | 36,698 |  | - |  | 27,016 |
| Commercial \& industrial . |  | 2,955 |  | 13,066 |  | - |  | 2,681 |
| HELOC. |  | 2,126 |  | 2,975 |  | - |  | 1,895 |
| Consumer . |  | 576 |  | 992 |  | - |  | 492 |
|  | \$ | 341,579 | \$ | 381,223 | \$ | 6,678(1) |  | 333,815 |

(1) Includes $\$ 275,000$ of specific reserves and $\$ 6,403,000$ included in the general reserves.

| September 30, 2014 | Recorded Investment |  | Unpaid Principal Balance |  | Related Allowance |  | Average <br> Recorded <br> Investment |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |  |  |  |  |
| With no related allowance recorded: |  |  |  |  |  |  |  |  |
| Single-family residential. . | \$ | 24,044 | \$ | 26,628 | \$ | - | \$ | 16,843 |
| Construction - speculative. |  | 1,603 |  | 2,173 |  | - |  | 1,804 |
| Construction-custom. . . . . . . . . |  | - |  | - |  | - |  | - |
| Land - acquisition \& development . |  | 837 |  | 2,325 |  | - |  | 1,038 |
| Land - consumer lot loans. |  | 974 |  | 1,072 |  | - |  | 713 |
| Multi-family. |  | 1,111 |  | 1,111 |  | - |  | 327 |
| Commercial real estate |  | 13,234 |  | 20,085 |  | - |  | 11,720 |
| Commercial \& industrial |  | 3,195 |  | 17,166 |  | - |  | 3,900 |
| HELOC. |  | 1,019 |  | 1,730 |  | - |  | 612 |
| Consumer |  | 663 |  | 833 |  | - |  | 517 |
|  |  | 46,680 |  | 73,123 |  | - |  | 37,474 |
| With an allowance recorded: |  |  |  |  |  |  |  |  |
| Single-family residential. |  | 322,320 |  | 327,869 |  | 10,527 |  | 316,348 |
| Construction - speculative. |  | 7,556 |  | 7,986 |  | 60 |  | 7,532 |
| Construction - custom. . |  | - |  | - |  | - |  | - |
| Land - acquisition \& development |  | 4,696 |  | 5,636 |  | - |  | 4,114 |
| Land - consumer lot loans. |  | 13,002 |  | 13,385 |  | - |  | 12,858 |
| Multi-family. |  | 5,243 |  | 5,463 |  | - |  | 4,957 |
| Commercial real estate |  | 34,159 |  | 35,028 |  | - |  | 18,572 |
| Commercial \& industrial |  | - |  | - |  | - |  | - |
| HELOC. |  | 1,486 |  | 1,486 |  | - |  | 1,204 |
| Consumer |  | 43 |  | 214 |  | - |  | 79 |
|  |  | 388,505 |  | 397,067 |  | 10,587(1) |  | 365,664 |
| Total: |  |  |  |  |  |  |  |  |
| Single-family residential. |  | 346,364 |  | 354,497 |  | 10,527 |  | 333,191 |
| Construction - speculative. |  | 9,159 |  | 10,159 |  | 60 |  | 9,336 |
| Construction - custom. . |  | - |  | - |  | - |  | - |
| Land - acquisition \& development . |  | 5,533 |  | 7,961 |  | - |  | 5,152 |
| Land - consumer lot loans. |  | 13,976 |  | 14,457 |  | - |  | 13,571 |
| Multi-family. |  | 6,354 |  | 6,574 |  | - |  | 5,284 |
| Commercial real estate |  | 47,393 |  | 55,113 |  | - |  | 30,292 |
| Commercial \& industrial |  | 3,195 |  | 17,166 |  | - |  | 3,900 |
| HELOC. |  | 2,505 |  | 3,216 |  | - |  | 1,816 |
| Consumer |  | 706 |  | 1,047 |  | - |  | 596 |
|  | \$ | 435,185 | \$ | 470,190 | \$ | 10,587(1) |  | 403,138 |

(1) Includes $\$ 60,000$ of specific reserves and $\$ 10,527,000$ included in the general reserves.

## NOTE E

NOTE F

INTEREST RECEIVABLE

| September 30, | 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Loans receivable | \$ | 30,930 | \$ | 40,986 |
| Mortgage-backed securities |  | 6,695 |  | 7,427 |
| Investment securities. |  | 2,804 |  | 3,624 |
|  | \$ | 40,429 | \$ | 52,037 |

Interest receivable decreased by $\$ 11,608,000$ at September 30, 2015 as compared to September 30, 2014 largely as a result of the over-accrual of interest income of $\$ 8,872,000$ that was corrected in the current year. Management believes this error and its correction had no material impact to any prior reporting period. The remaining difference is primarily due to lower yields on earning assets.

PREMISES AND EQUIPMENT

| September 30, |  | 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (In thousands) |  |  |  |
|  | Estimated <br> Useful Life |  |  |  |  |
| Land | - | \$ | 113,347 | \$ | 113,353 |
| Buildings . | 25-40 |  | 147,757 |  | 143,627 |
| Leasehold improvements. | 7-15 |  | 10,193 |  | 8,547 |
| Furniture, software and equipment | 2-10 |  | 89,919 |  | 65,154 |
|  |  |  | 361,216 |  | 330,681 |
| Less accumulated depreciation and amortization . | . |  | $(84,969)$ |  | $(73,138)$ |
|  |  | \$ | 276,247 | \$ | 257,543 |

The Bank has non-cancelable operating leases for branch offices. Future minimum net rental commitments for all non-cancelable leases, including maintenance and associated costs, were as follows: $\$ 5,272,281,000$ for 2016, $\$ 3,992,307,000$ for 2017, $\$ 3,279,576,000$ for 2018, $\$ 2,608,795,000$ for 2019, $\$ 2,245,791,000$ for 2020 and $\$ 8,941,391,000$ thereafter.

Rental expense, including amounts paid under month-to-month cancelable leases, amounted to $\$ 6,600,000$, $\$ 6,600,000$ and $\$ 4,680,000$ in 2015, 2014 and 2013, respectively.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## NOTE G

CUSTOMER ACCOUNTS

| September 30, | 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Checking accounts, $.15 \%$ and under | \$ | 2,555,766 | \$ | 2,331,170 |
| Passbook and statement accounts, $.10 \%$ and under |  | 700,794 |  | 622,546 |
| Insured money market accounts, $.01 \%$ to $.15 \%$ |  | 2,564,318 |  | 2,536,971 |
| Certificate accounts |  |  |  |  |
| Less than 2.00\% |  | 4,303,475 |  | 4,524,158 |
| 2.00\% to 2.99\% |  | 501,409 |  | 602,683 |
| $3.00 \%$ to 3.99\% |  | 5,156 |  | 98,610 |
| 4.00\% to 4.99\% |  | 150 |  | 146 |
| 5.00\% to 5.99\% |  | 635 |  | 644 |
| Total certificates |  | 4,810,825 |  | 5,226,241 |
|  | \$ | 10,631,703 | \$ | 10,716,928 |
| Certificate maturities are as follows: |  |  |  |  |
| September 30, |  | 2015 |  | 2014 |
|  | (In thousands) |  |  |  |
| Within 1 year | \$ | 2,862,313 | \$ | 3,147,172 |
| 1 to 2 years |  | 1,068,792 |  | 999,090 |
| 2 to 3 years |  | 321,118 |  | 659,867 |
| Over 3 years. |  | 558,602 |  | 420,112 |
|  | \$ | 4,810,825 | \$ | 5,226,241 |

Customer accounts over $\$ 250,000$ totaled $\$ 2,096,690,000$ as of September 30, 2015 and $\$ 1,887,216,000$ as of September 30, 2014.

Interest expense on customer accounts consisted of the following:

| Year ended September 30, |  | 2015 |  | 2014 |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |  |  |
| Checking accounts | \$ | 1,036 | \$ | 1,259 | \$ | 936 |
| Passbook and statement accounts |  | 660 |  | 607 |  | 566 |
| Insured money market accounts |  | 3,631 |  | 4,574 |  | 4,280 |
| Certificate accounts. |  | 46,273 |  | 52,636 |  | 62,669 |
|  |  | 51,600 |  | 59,076 |  | 68,451 |
| Less early withdrawal penalties |  | (546) |  | (552) |  | (548) |
|  | \$ | 51,054 | \$ | 58,524 | \$ | 67,903 |

Weighted average interest rate at end of year ......................

| $0.48 \%$ | $0.51 \%$ | $0.69 \%$ |
| :--- | :--- | :--- |
| $0.48 \%$ | $0.57 \%$ | $0.75 \%$ |

## FHLB ADVANCES AND OTHER BORROWINGS

Maturity dates of FHLB advances were as follows:
September 30, $2015 \quad 2014$
(In thousands)

| FHLB advances |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Within 1 year | \$ | 250,000 | \$ | 100,000 |
| 1 to 3 years |  | 750,000 |  | 700,000 |
| 4 to 5 years |  | 430,000 |  | 730,000 |
| More than 5 years |  | 400,000 |  | 400,000 |
|  |  | 1,830,000 | \$ | 1,930,000 |

There were no advances included in the above table which are callable by the FHLB.
Financial data pertaining to the weighted-average cost and the amount of FHLB advances were as follows:

| September 30, |  | 2015 |  | 2014 |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (In thousands) |  |  |  |  |
| Weighted average interest rate at end of year |  | 3.35\% |  | 3.52\% |  | 3.52\% |
| Weighted daily average interest rate during the year. |  | 3.57\% |  | 3.56\% |  | 3.57\% |
| Daily average of FHLB advances. | \$ | 1,848,904 | \$ | 1,955,205 | \$ | 1,905,479 |
| Maximum amount of FHLB advances at any month end. | \$ | 1,930,000 | \$ | 2,205,000 | \$ | 1,930,000 |
| Interest expense during the year (excludes interest rate swap expense) | \$ | 64,331 | \$ | 68,307 | \$ | 68,075 |

On June 1, 2015, the FHLB of Seattle merged into the FHLB of Des Moines to create a larger, financially stronger, member-owned cooperative. The Bank has a credit line with the Federal Home Loan Bank of Des Moines ("FHLB") equal to $49.0 \%$ of total assets. The FHLB of Des Moines has assumed the Bank's advances with the FHLB of Seattle as of the merger date.
The Bank has entered into borrowing agreements with the FHLB to borrow funds under a short-term floating rate cash management advance program and a fixed-rate term loan agreements. All borrowings are secured by stock of the FHLB, deposits with the FHLB, and a blanket pledge of qualifying loans receivable as provided in the agreements with the FHLB.
As of September 30, 2015, 2014 and 2013, respectively, there were no reverse repurchase agreements or other borrowings. The Bank has historically entered into sales of reverse repurchase agreements which are an additional source of liquidity. Fixed-coupon reverse repurchase agreements have been treated as financings, and the obligations to repurchase securities sold have been reflected as a liability in the consolidated statements of financial condition in prior years.

## NOTE I

## DERIVATIVES AND HEDGING ACTIVITIES

The Bank periodically enters into certain interest rate swap agreements in order to provide commercial loan customers the ability to convert their obligations from variable to fixed interest rates. Under these agreements, the Bank enters into a variable-rate loan agreement with a customer in addition to a swap agreement, and then enters into a corresponding swap agreement with a third party in order to offset its exposure on the customer swap agreement. As the interest rate swap agreements with the customers and third parties are not designated as hedges under FASB ASC 815, Derivatives and Hedging, the instruments are marked to market in earnings.
The Bank has also entered into forward-starting interest rate swaps to convert future short-term borrowings to fixed rate payments. The primary purpose of this hedge is to mitigate interest rate risk. More specifically, to mitigate the interest rate risk of rising LIBOR rates which are a benchmark for the short-term borrowings. These interest rate swaps qualify as cash flow hedging instruments under FASB ASC 815 which provides for matching of the recognition of gains and losses of the interest rate swaps and the hedged items. The hedged item is the LIBOR portion of the series of future short-term fixed rate borrowings over the term of the interest rate swap. Prior to the starting date, the change in the fair value of the interest rate swap will be recorded in Other Comprehensive Income. The Bank has also entered into an interest rate swap to hedge a commercial loan. This interest rate swap qualifies as a fair value * hedging instrument under FASB ASC 815 which provides for matching of the recognition of gains and losses of the interest rate swap and the hedged item. The hedged item is the commercial loan.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The notional amount of open interest rate swap agreements at September 30, 2015 was $\$ 894,231,000$. This included $\$ 439,416,000$ in interest rate swaps in the customer derivatives program. There was no net impact on income due to changes in fair value for the 12 months ended September 30,2015 for these interest rate swaps as the changes in value for the asset swap and the liability swap offset each other. The fee income related to these swaps was $\$ 1,939,598$ for 2015 and $\$ 920,705$ for 2014. This amount is included in miscellaneous loan fees. Additionally, the Bank had $\$ 400,000,000$ in forward starting interest rate swaps to hedge future borrowing rates. Their impact on other comprehensive income as of September 30, 2015 was a loss of $\$ 9,205,790$. The Bank also had $\$ 54,815,000$ in an interest rate swap related to a commercial loan hedge. The bank has pledged a security with $\$ 59,000,000$ in par value as collateral with its counterparty to these derivative transactions.
The following table presents the fair value and balance sheet classification of derivatives at September 30, 2015 and September 30, 2014:

|  | Asset Derivatives |  |  |  |  | Liability Derivatives |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2015 |  | September 30, 2014 |  |  | September 30, 2015 |  | September 30, 2014 |  |  |
| (In thousands) | Balance Sheet | Fair <br> Value | Balance Sheet |  | Fair <br> Value | Balance Sheet | Fair <br> Value | Balance Sheet |  | Fair <br> Value |
| Client derivatives. | Other assets | \$ 11,879 | Other assets | \$ | 2,611 | Other liabilities | \$ 11,879 | Other liabilities | \$ | 2,611 |
| Commercial loan hedge. . . . . . . | Other assets | - | Other assets |  | - | Other liabilities | 966 | Other <br> liabilities |  | - |
| Long-term borrowing hedge . | Other <br> assets | - | Other assets |  | - | Other liabilities | 14,555 | Other liabilities |  | 268 |
|  |  | \$ 11,879 |  |  | 2,611 |  | \$ 27,400 |  |  | 2,879 |

Derivatives at fair value are priced using model pricing based on their relationship to other benchmark quoted prices as provided by an independent third party and under the provisions of FASB ASC 820, Fair Value Measurement, are considered a Level 2 input method.

## NOTE J

## INCOME TAXES

The Consolidated Statements of Financial Condition at September 30, 2015 and 2014 includes net deferred tax assets (liabilities) of $\$ 11,549,000$ and $\$ 2,448,000$, respectively, that have been provided for the temporary differences between the tax basis and the financial statement carrying amounts of liabilities and assets. The major sources of these temporary differences and their deferred tax effects were as follows:

| September 30, | 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Deferred tax assets |  |  |  |  |
| Loan loss reserves | \$ | 43,749 | \$ | 48,505 |
| REO reserves. |  | 11,213 |  | 13,680 |
| Asset purchase tax basis difference (net) |  | 5,973 |  | 8,812 |
| Delinquent accrued interest |  | 3,069 |  | 4,767 |
| FDIC loss share guarantee receivable |  | 7,803 |  | 1,800 |
| Other, net |  | 3,891 |  | 4,749 |
| Total deferred tax assets. |  | 75,698 |  | 82,313 |
| Deferred tax liabilities |  |  |  |  |
| Federal Home Loan Bank stock dividends |  | 24,135 |  | 32,810 |
| Valuation adjustment on available-for-sale securities |  | 205 |  | 12,032 |
| Loan origination costs. |  | 13,875 |  | 13,002 |
| Depreciation. |  | 25,934 |  | 22,021 |
| Total deferred tax liabilities. |  | 64,149 |  | 79,865 |
| Net deferred tax asset. |  | 11,549 |  | 2,448 |
| Current tax asset |  | 2,964 |  | 14,067 |
| Net tax asset | \$ | 14,513 | \$ | 16,515 |

A reconciliation of the statutory federal income tax rate to the effective income tax rate follows:

| Year ended September 30, | 2015 | 2014 | 2013 |
| :---: | :---: | :---: | :---: |
| Statutory income tax rate | 35\% | 35\% | 35\% |
| State income tax | 2 | 2 | 2 |
| Other differences. | (1) | (1) | (2) |
| Effective income tax rate. | 36\% | 36\% | 35\% |

Income taxes (benefit) are summarized as follows:

|  | 2015 |  | 2014 |  | 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |  |  |
| Federal: |  |  |  |  |  |  |
| Current | \$ | 79,841 | \$ | 70,797 | \$ | 66,756 |
| Deferred |  | 3,244 |  | 10,591 |  | 10,355 |
|  |  | 83,085 |  | 81,388 |  | 77,111 |
| State: |  |  |  |  |  |  |
| Current | \$ | 6,636 | \$ | 4,987 | \$ | 5,213 |
| Deferred |  | (518) |  | 1,189 |  | 787 |
|  |  | 6,118 |  | 6,176 |  | 6,000 |
| Total |  |  |  |  |  |  |
| Current |  | 86,477 |  | 75,784 |  | 71,969 |
| Deferred |  | 2,726 |  | 11,780 |  | 11,142 |
|  | \$ | 89,203 | \$ | 87,564 | \$ | 83,111 |

Based on current information the Company does not expect that changes in the amount of unrecognized tax benefits over the next twelve months will have a significant impact on the results of operations or the financial position of the Company. As of 2015 and 2014, the Company's liability for uncertain tax positions was $\$ 100,000$ and $\$ 100,000$, respectively. Included in the balance of unrecognized tax benefits at 2015, are $\$ 100,000$ of tax benefits that, if recognized, would affect the effective tax rate. The Company records interest and penalties related to uncertain tax positions in income tax expense. As of 2015 and 2014, there were approximately $\$ 10,000$ and $\$ 12,000$, respectively, of accrued interest and no accrued penalties.
The Company's federal income tax returns are open for the tax years 2013 through 2015. The Company has been examined by the Internal Revenue Service through the year ended September 30, 2012.
State income tax returns are generally subject to examination for a period of three to five years after filing of the respective return. The state impact of any federal changes remains subject to examination by various states for a period of up to two years after formal notification to the states. The Company's unrecognized tax benefits are related to state tax returns open from 2012 through 2015.

## NOTE K

## 401(k) AND EMPLOYEE STOCK OWNERSHIP PLAN

The Company maintains a $401(\mathrm{k})$ and Employee Stock Ownership Plan (the "Plan") for the benefit of its employees. Company contributions are made semi-annually as approved by the Board of Directors. Such amounts are not in excess of amounts permitted by the Employee Retirement Income Security Act of 1974.
Plan participants may make voluntary after-tax contributions of their considered earnings as defined by the Plan. In addition, participants may make pre-tax contributions up to the statutory limits through the $401(\mathrm{k})$ provisions of the Plan. The annual addition from contributions to an individual participant's account in this Plan cannot exceed the lesser of $100 \%$ of base salary or $\$ 53,000$. Under provisions of the Plan, employees are eligible to participate on the date of hire and become fully vested in the Company's contributions following six years of service.
Effective January 1, 2014, the Company added a guaranteed safe harbor matching contribution component to the plan equal to $100 \%$ of the first $4 \%$ of compensation that employee's contribute to their account. In addition to the new match being guaranteed, all safe harbor matching contributions are immediately vested. The new match is not subject to the 6 year vesting schedule of the current profit sharing contribution. This provides plan participants more

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

investment flexibility. The Company anticipates that all eligible employees, regardless of personal plan participation, will continue to receive an annual discretionary profit sharing contribution from the Company, now capped at $7 \%$ of eligible compensation with this change.
Company contributions to the Plan amounted to $\$ 8,700,000, \$ 7,314,000$ and $\$ 5,870,000$ for the years ended 2015, 2014, and 2013, respectively.

## NOTE L

## STOCK AWARD PLANS

The Company has one equity-based compensation plan which was approved by stockholders and provides for a combination of stock options and stock grants. Stockholders authorized 5,000,000 shares of common stock to be reserved pursuant to the 2011 Incentive Plan. Under the Plan, 4,201,230 shares remain available for issuance.
During 2015, 2014 and 2013, there were no stock options granted; however, stock grants were issued in each of those years. When applicable, stock options are granted with an exercise price equal to the market price of the Company's stock at the date of grant; those option awards generally vest based on 5 years of continuous service and have 10 -year contractual terms. The Company's policy is to issue new shares upon option exercises. The fair value of options granted is estimated on the date of grant using the Black-Scholes option-pricing model. This model requires input of highly subjective assumptions, changes to which can materially affect the fair value estimate. Additionally, there may be other factors that would otherwise have a significant effect on the value of employee stock options granted but are not considered by the model. Expected volatility is based on the historical volatility of the Company's stock. The risk-free interest rate is based on the U.S. Treasury yield curve that is in effect at the time of grant with a remaining term equal to the options' expected life. The expected term represents the period of time that options granted are expected to be outstanding.

## Stock Option Awards:

There were no stock options granted during 2015, 2014, and 2013.
A summary of stock option activity under the Plan as of 2015 and changes during the year are as follows:

| Options | Shares | Weighted <br> Average <br> Exercise <br> Price |  | Weighted Average Remaining Contractual Term | $\begin{gathered} \text { Aggregate } \\ \text { Intrinsic } \\ \text { Value } \\ \text { (In thousands) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding at September 30, 2014 | 1,249,009 | \$ | 21.11 | 4 | \$ | 1,859 |
| Granted. | - |  | - |  |  |  |
| Exercised | $(128,394)$ |  | 16.12 |  |  |  |
| Forfeited | $(93,241)$ |  | 22.18 |  |  |  |
| Outstanding at September 30, 2015 | 1,027,374 | \$ | 21.64 | 3 | \$ | 1,867 |
| Exercisable at September 30, 2015 | 958,087 | \$ | 21.99 | 2 | \$ | 1,459 |

Miscellaneous information related to stock options is presented below:
201520142013
(In thousands, except fair value of options granted)

| Compensation cost for stock options | \$ 232 | \$ 324 | \$ 473 |
| :---: | :---: | :---: | :---: |
| Weighted avg. grant date FV. | 2.96 | 2.95 | 3.24 |
| Total intrinsic value of options exercised | 831 | 1,136 | 781 |
| Grant date FV of options exercised. | 368 | 1,962 | 791 |
| Cash received from option exercises | 2,069 | 10,142 | 4,261 |
| Tax benefit realized for option exercises | - | 159 | 53 |

A summary of the Company's non-vested stock options is as follows:

|  | 2015 |  |  | 2014 |  |  | 201 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-vested Stock Options | Options Outstandin | Weighted Average Grant Date g Fair Value |  | Options Outstandin | Weighted Average Grant Date ng Fair Value |  | Options Outstandin |  | hted <br> rage Date Value |
| Outstanding at beginning of period | 145,795 | \$ | 3.87 | 287,750 | \$ | 3.44 | 614,272 | \$ | 3.20 |
| Granted. | - |  | - | - |  | - |  |  |  |
| Vested | $(61,018)$ |  | 3.88 | $(119,520)$ |  | 2.88 | $(283,407)$ |  | 2.95 |
| Forfeited | $(15,490)$ |  | 3.90 | $(22,435)$ |  | 3.63 | $(43,115)$ |  | 3.25 |
| Outstanding at end of period. | 69,287 | \$ | 3.85 | 145,795 | \$ | 3.87 | 287,750 | \$ | 3.44 |

As of September 30, 2015, unrecognized compensation cost for stock options net of forfeitures totaled $\$ 95,182$, which is expected to be recognized over a weighted average remaining period of 0.5 years.

## Restricted Stock Grant Awards:

The Company also grants shares of restricted stock pursuant to its 2011 Incentive Plan. These shares of restricted stock vest over a period of one to seven years. The Company had a total of 521,302 shares of restricted stock outstanding as of September 30, 2015, with a fair market value at the date of grant of $\$ 7.8$ million. At the prior year-end, the Company had a total of 515,845 restricted shares issued with a fair market value at the date of grant of $\$ 7.3$ million.
The following table summarizes information about nonvested restricted share activity for the years ended
September 30:

|  | 2015 |  | 2014 |  | 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-vested Restricted Stock | Outstanding | Weighted Average Fair Value | Outstanding | Weighted Average Fair Value | Outstanding | Weighted Average Fair Value |
| Outstanding at beginning of period | 515,845 | 14.10 | 480,904 | 11.52 | 371,096 | 11.88 |
| Granted. | 301,750 | 14.26 | 300,500 | 15.43 | 270,750 | 11.67 |
| Vested | $(223,043)$ | 13.24 | $(202,014)$ | 11.68 | $(134,792)$ | 11.87 |
| Forfeited | $(73,250)$ | 10.72 | $(63,545)$ | 8.50 | $(26,150)$ | 16.45 |
| Outstanding at end of period | 521,302 | \$ 15.03 | 515,845 | \$ 14.10 | 480,904 | \$ 11.52 |

Compensation expense related to restricted stock was $\$ 3,271,564, \$ 3,085,081$ and $\$ 2,815,049$ for the years ended 2015, 2014 and 2013, respectively.

## NOTE M

## STOCKHOLDERS' EQUITY

The Company and the Bank are subject to various regulatory capital requirements. Quantitative measures established by regulation to ensure capital adequacy require the Company and the Bank to maintain minimum amounts and ratios (set forth in the following table) of Common Equity Tier 1, Tier 1 and Total capital to risk weighted assets (as defined in the regulations) and Tier 1 capital to average assets (as defined in the regulations). Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary action by regulators that, if undertaken, could have a direct material effect on the Company's financial statements. The Company and the Bank are also subject to certain restrictions on the amount of dividends that they may declare without prior regulatory approval.
As of September 30, 2015 and 2014, the Company and the Bank met all capital adequacy requirements to which they are subject, and the OCC categorized the Bank as well capitalized under the regulatory framework for prompt cor-rective action. To be categorized as well capitalized, the Bank must maintain minimum Common Equity Tier 1, Tier 1 risk-based, Total risk-based and Tier 1 leverage ratios as set forth in the following table. The Bank's actual capital amounts and ratios as of these dates are also presented. There are no conditions or events since that management believes have changed the Bank's categorization.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

|  | Actual |  | Capital Adequacy Guidelines |  | Categorized as Well Capitalized Under Prompt Corrective Action Provisions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Capital | Ratio | Capital | Ratio | Capital | Ratio |
| As of September 30, 2015 | (In thousands) |  |  |  |  |  |
| Common Equity Tier 1 risk-based capital ratio: |  |  |  |  |  |  |
| The Company . | \$ 1,658,985 | 18.81\% | \$ 637,788 | 4.50\% | NA | NA |
| The Bank. | 1,652,569 | 18.73 | 637,810 | 4.50 | \$ 921,281 | 6.50\% |
| Tier 1 risk-based capital ratio: |  |  |  |  |  |  |
| The Company . | 1,658,985 | 18.81 | 529,051 | 6.00 | NA | NA |
| The Bank. | 1,652,569 | 18.73 | 529,360 | 6.00 | 705,814 | 8.00 |
| Total risk-based capital ratio: |  |  |  |  |  |  |
| The Company . | 1,769,587 | 20.07 | 705,402 | 8.00 | NA | NA |
| The Bank. | 1,763,171 | 19.98 | 705,814 | 8.00 | 882,267 | 10.00 |
| Tier 1 leverage ratio: |  |  |  |  |  |  |
| The Company . | 1,658,985 | 11.71 | 566,923 | 4.00 | NA | NA |
| The Bank. | 1,652,569 | 11.66 | 566,942 | 4.00 | 708,678 | 5.00 |
| As of September 30, 2014 |  |  |  |  |  |  |
| Tier 1 risk-based capital ratio: |  |  |  |  |  |  |
| The Company . | \$ 1,648,199 | 22.71\% | \$ 290,335 | 4.00\% | NA | NA |
| The Bank. | 1,658,704 | 22.85 | 290,386 | 4.00 | \$ 435,579 | 6.00\% |
| Total risk-based capital ratio: |  |  |  |  |  |  |
| The Company . | 1,739,658 | 23.97 | 580,671 | 8.00 | NA | NA |
| The Bank. | 1,750,179 | 24.11 | 580,772 | 8.00 | 725,965 | 10.00 |
| Tier 1 leverage ratio: |  |  |  |  |  |  |
| The Company . . . . . . . . . . . . | 1,648,199 | 11.39 | 578,804 | 4.00 | NA | NA |
| The Bank. . . . . . . . . . . . . . . . | 1,658,704 | 11.46 | 578,816 | 4.00 | 723,520 | 5.00 |

At periodic intervals, the Federal Reserve, the OCC and the FDIC routinely examine the Company's and the Bank's financial statements as part of their oversight. Based on their examinations, these regulators can direct that the Company's or Bank's financial statements be adjusted in accordance with their findings. The extent to which forthcoming regulatory examinations may result in adjustments to the financial statements cannot be determined; however, no adjustments were proposed as a result of the most recent examination which concluded in July, 2015.

The federal banking agencies released new regulatory capital rules which became effective on January 1, 2015. These new rules raised the minimum capital ratios and established new criteria for regulatory capital. Minimum capital ratios for four measures are now established for capital adequacy purposes as indicated in the table above. The Common Equity Tier 1 capital ratio is new; it recognizes common equity as the highest form of capital. The denominator for all except the leverage ratio is risk weighted assets. The new rules also set forth a "capital conversation buffer" of up to $2.5 \%$. In the event that a bank's capital levels fall below the minimum ratios plus these buffers, restrictions can be placed on the bank by its regulators. These restrictions include reducing dividend payments, share-backs and staff bonus payments. The purpose of these buffers is to require banks to build up capital outside of periods of stress that can be drawn down during periods of stress. As a result, even during periods where losses are incurred, the minimum capital ratios can still be met. The new capital rules detail a phase-in period for the new minimum ratios and the capital buffers before the full minimum ratios take effect in 2019. The Company has calculated its capital ratios using the new rules since March 31, 2015. This did not have a material impact on its consolidated financial statements. There are also new standards for Adequate and Well Capitalized criteria that are used for "Prompt Corrective Action" purposes.

To remain categorized as well capitalized, the Bank must maintain minimum Common Equity Tier 1 risk-based, Tier 1 risk-based, Total risk-based and Tier 1 leverage ratios as set forth in the above table. These rules are further described in the $10-\mathrm{K}$ report under "Washington Federal, National Association (Bank) - Regulatory Capital Requirements". Both the Company and the Bank have more than enough capital to readily meet these new guidelines.
The Company paid its 131st consecutive quarterly cash dividend on November 20, 2015 to common stockholders of record on November 6, 2015. The Company and the Bank are subject to restrictions on paying dividends that are further described in the $10-\mathrm{K}$ report under "The Company - Restrictions on Company Dividends" and "Washington Federal, National Association (Bank) - Restrictions on Dividends".
The Company has an ongoing stock repurchase program. 5,841,204 shares were repurchased during 2015 at a weighted average price of $\$ 21.70$. In 2014, $4,830,400$ shares were repurchased during the year at a weighted average price of $\$ 21.59$. As of September 30, 2015, management had authorization from the Board of Directors to repurchase up to 4,201,230 additional shares.
In connection with the 2008 Troubled Asset Relief Program ("TARP") the Company issued 1,707,456 warrants to purchase common stock at an exercise price of $\$ 17.57$. As of September 30, 2015, 1,700,856 warrants remained outstanding with an expiration date of November 14, 2018. The warrants have been included in the calculation of diluted shares outstanding using the treasury stock method.
The following table sets forth information regarding earnings per share calculations:

| Year ended September 30, |  | 2015 |  | 2014 |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Weighted average shares outstanding |  | 95,644,639 |  | 101,154,030 |  | 104,684,812 |
| Weighted average dilutive warrants. |  | 340,016 |  | 352,171 |  | 100,211 |
| Weighted average dilutive options. |  | 69,304 |  | 84,150 |  | 52,447 |
| Weighted average diluted shares |  | 96,053,959 |  | 101,590,351 |  | 104,837,470 |
| Net income (In thousands) | \$ | 160,316 | \$ | 157,364 | \$ | 151,505 |
| Basic EPS. | \$ | 1.68 | \$ | 1.56 | \$ | 1.45 |
| Diluted EPS. |  | 1.67 |  | 1.55 |  | 1.45 |



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## NOTE N

## FAIR VALUES OF FINANCIAL INSTRUMENTS

U.S. GAAP requires disclosure of fair value information about financial instruments, whether or not recognized on the statement of financial condition, for which it is practicable to estimate those values. Certain financial instruments and all non-financial instruments are excluded from the disclosure requirements. Accordingly, the aggregate fair value estimates presented do not reflect the underlying fair value of the Company. Although management is not aware of any factors that would materially affect the estimated fair value amounts presented, such amounts have not been comprehensively revalued for purposes of these financial statements since that date, and therefore, estimates of fair value subsequent to that date may differ significantly from the amounts presented below.

|  | Level | Carrying Amount | Estimated Fair Value | Carrying Amount | Estimated Fair Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (In thousands) |  |  |  |
| Financial assets |  |  |  |  |  |
| Cash and cash equivalents | 1 | \$ 284,049 | \$ 284,049 | \$ 781,843 | \$ 781,843 |
| Available-for-sale securities: |  |  |  |  |  |
| Equity securities | 1 | 101,952 | 101,952 | 101,387 | 101,387 |
| Obligations of U.S. government . . | 2 | 482,464 | 482,464 | 731,943 | 731,943 |
| Obligations of states and political subdivisions. | 2 | 27,123 | 27,123 | 23,681 | 23,681 |
| Corporate debt securities | 2 | 505,800 | 505,800 | 509,007 | 509,007 |
| Mortgage-backed securities |  |  |  |  |  |
| Agency pass-through certificates . . . | 2 | 1,160,518 | 1,160,518 | 1,584,508 | 1,584,508 |
| Other commercial MBS . . . . . . . . . | 2 | 102,706 | 102,706 | 98,916 | 98,916 |
| Total available-for-sale securities . . . . |  | 2,380,563 | 2,380,563 | 3,049,442 | 3,049,442 |
| Held-to-maturity securities: |  |  |  |  |  |
| Mortgage-backed securities |  |  |  |  |  |
| Agency pass-through certificates . . . . | 2 | 1,643,216 | 1,637,420 | 1,548,265 | 1,499,218 |
| Total held-to-maturity securities . . . . |  | 1,643,216 | 1,637,420 | 1,548,265 | 1,499,218 |
| Loans receivable | 3 | 9,170,634 | 9,667,750 | 8,324,798 | 8,844,532 |
| FDIC indemnification asset . | 3 | 16,275 | 15,522 | 36,860 | 35,976 |
| FHLB and FRB stock | 2 | 107,198 | 107,198 | 158,839 | 158,839 |
| Other assets - interest rate contracts . . . . | 2 | 11,879 | 11,879 | 2,611 | 2,611 |
| Financial liabilities |  |  |  |  |  |
| Customer accounts . . . . . . . . . . . . . . . | 2 | 10,631,703 | 10,004,290 | 10,716,928 | 9,946,586 |
| FHLB advances and other borrowings . . | 2 | 1,830,000 | 1,938,384 | 1,930,000 | 2,054,437 |
| Other liabilities - interest rate contracts . . | 2 | 11,879 | 11,879 | 2,611 | 2,611 |
| Other liabilities - commercial loan hedge . | 2 | 966 | 966 | - |  |
| Other liabilities - long-term borrowing hedge. | 2 | 14,555 | 14,555 | 268 |  |

For a description of the level in fair value hierarchy under the provisions of the Fair Value Measurements and Disclosures topic of the FASB Accounting Standards Codification please see note Q.

The following methods and assumptions were used to estimate the fair value of financial instruments:
Cash and cash equivalents - The carrying amount of these items is a reasonable estimate of their fair value.
Available-for-sale securities and held-to-maturity securities - Securities at fair value are priced using model pricing based on the securities' relationship to other benchmark quoted prices as provided by an independent third party and under the provisions of the Fair Value Measurements and Disclosures topic of the FASB Accounting Standards Codification are considered a Level 2 input method except for equity securities where the quoted price for an identical instrument is used which are considered a Level 1 input method.
Loans receivable - For certain homogeneous categories of loans, such as fixed- and variable-rate residential mortgages, fair value is estimated for securities backed by similar loans, adjusted for differences in loan characteristics, using the same methodology described above for AFS and HTM securities.
The fair value of other loan types is estimated by discounting the future cash flows and estimated prepayments using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining term. Some loan types were valued at carrying value because of their floating rate or expected maturity characteristics. Net deferred loan fees are not included in the fair value calculation but are included in the carrying amount.
FDIC indemnification asset - The fair value of the indemnification asset is estimated by discounting the expected future cash flows using the current rates.
FHLB and FRB stock - The fair value is based upon the redemption value of the stock which equates to its carrying value.
Customer accounts - The fair value of demand deposits, savings accounts, and money market accounts is the amount payable on demand at the reporting date. The fair value of fixed-maturity certificates of deposit is estimated by discounting the estimated future cash flows using the rates currently offered for deposits with similar remaining maturities.
FHLB advances and other borrowings - The fair value of FHLB advances and other borrowings is estimated by discounting the estimated future cash flows using rates currently available to the Company for debt with similar remaining maturities.
Interest Rate Contracts - The bank offers interest rate swaps to its variable rate borrowers who want to manage their interest rate risk. At the same time, the bank enters into the opposite trade with a counterparty to offset its interest rate risk. The fairvalue of these interest rate swaps are estimated by a third party pricing service using a discounted cash flow technique.

Long-Term Borrowing Hedges - The fair value of the forward starting interest rate swaps are estimated by a third party pricing service using a discounted cash flow technique.

Commercial Loan Hedges - The fair value of the interest rate swaps are estimated by a third party pricing service using a discounted cash flow technique.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## NOTE O

## FINANCIAL INFORMATION - WASHINGTON FEDERAL, INC.

The following Washington Federal, Inc. (parent company only) financial information should be read in conjunction with the other notes to the Consolidated Financial Statements.

Condensed Statements of Financial Condition

| September 30, |  | 2015 |  | 2014 |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Assets |  |  |  |  |
| Cash | \$ | 7,628 |  | 3,895 |
| Investment in subsidiary |  | 1,949,262 |  | 1,983,788 |
| Total assets. |  | 1,956,890 |  | 1,987,683 |

## Liabilities

| Dividend payable and other liabilities. | \$ | 1,211 | \$ | 14,400 |
| :---: | :---: | :---: | :---: | :---: |
| Total liabilities. |  | 1,211 |  | 14,400 |


| Stockholders' equity |  |  |  |
| :---: | :---: | :---: | :---: |
| Total stockholders' equity . |  | 1,955,679 | 1,973,283 |
| Total liabilities and stockholders' equity. |  | \$ 1,956,890 | \$ 1,987,683 |
| Condensed Statements of Operations |  |  |  |
| Year ended September 30, | 2015 | 2014 | 2013 |
|  |  | (In thousan |  |


| Income |  |  |  |
| :---: | :---: | :---: | :---: |
| Dividends from subsidiary | \$ 175,000 | \$ 70,000 | \$ 143,799 |
| Total Income. | 175,000 | 70,000 | 143,799 |
| Expense |  |  |  |
| Miscellaneous | 439 | 485 | 530 |
| Total expense. | 439 | 485 | 530 |
| Net income before equity in undistributed net income of subsidiary | 174,561 | 69,515 | 143,269 |
| Equity in undistributed net income of subsidiary. | $(14,402)$ | 87,675 | 8,045 |
| Income before income taxes. | 160,159 | 157,190 | 151,314 |
| Income tax benefit | 157 | 174 | 191 |
| Net income . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | \$ 160,316 | \$ 157,364 | \$ 151,505 |

Condensed Statements of Cash Flows
Year ended September 30,

Cash Flows From Operating Activities
Net income \$ 160,316 \$ 157,364 \$ \$ 151,505
Adjustments to reconcile net income to net cash provided by operating activities:

| Equity in undistributed net income of subsidiaries | 32,375 | $(87,943)$ | $(4,893)$ |
| :---: | :---: | :---: | :---: |
| Decrease (increase) in other assets. | - | 1 | 1 |
| Increase in other liabilities | $(13,189)$ | 4,152 | 1,698 |
| Net cash provided by operating activ | 179,502 | 73,574 | 148,311 |

## Cash Flows From Financing Activities

| Proceeds from exercise of common sto tax benefit . |  | 2,070 |  | 10,252 |  | 4,261 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Treasury stock purchased |  | $(126,728)$ |  | $(104,291)$ |  | $(110,238)$ |
| Dividends paid on common stock |  | $(51,111)$ |  | $(42,065)$ |  | $(37,835)$ |
| Net cash used in financing activities |  | $(175,769)$ |  | $(136,104)$ |  | $(143,812)$ |
| Increase (decrease) in cash. |  | 3,733 |  | $(62,530)$ |  | 4,499 |
| Cash at beginning of year |  | 3,895 |  | 66,425 |  | 61,926 |
| Cash at end of year | \$ | 7,628 | \$ | 3,895 | \$ | 66,425 |

## NOTE P

## SELECTED QUARTERLY FINANCIAL DATA (UNAUDITED)

The following is a summary of the unaudited interim results of operations by quarter for the years ended September 30, 2015 and 2014:

| Year Ended September 30, 2015 |  | First Quarter |  | Second <br> Quarter |  | Third Quarter |  | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In thousands, except per share data) |  |  |  |  |  |  |  |
| Interest income. | \$ | 133,284 | \$ | 132,630 | \$ | 129,300 | \$ | 135,339 |
| Interest expense |  | 31,101 |  | 28,750 |  | 28,735 |  | 28,486 |
| Net interest income |  | 102,183 |  | 103,880 |  | 100,565 |  | 106,853 |
| Provision (reversal) for loan losses |  | $(5,500)$ |  | $(3,949)$ |  | $(1,932)$ |  | 219 |
| Other operating income (REO expense). |  | 5,695 |  | 12,314 |  | 14,999 |  | 16,719 |
| Other operating expense |  | 53,600 |  | 57,324 |  | 56,719 |  | 57,208 |
| Income before income taxes. |  | 59,778 |  | 62,819 |  | 60,777 |  | 66,145 |
| Income taxes. |  | 21,371 |  | 22,458 |  | 21,727 |  | 23,647 |
| Net income. | \$ | 38,407 | \$ | 40,361 | \$ | 39,050 | \$ | 42,498 |
|  |  |  |  |  |  |  |  |  |
| Basic earnings per share. | \$ | 0.39 | \$ | 0.42 | \$ | 0.41 | \$ | 0.46 |
| Diluted earnings per share. |  | 0.39 |  | 0.42 |  | 0.41 |  | 0.45 |
| Cash dividends paid per share . |  | 0.15 |  | 0.13 |  | 0.13 |  | 0.13 |
| Return of average assets |  | 1.05\% |  | 1.11\% |  | 1.08\% |  | 1.17\% |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

| Year Ended September 30,2014 |
| :--- | :--- | :--- | :--- |

## NOTE Q

## FAIR VALUE MEASUREMENTS

U.S. GAAP defines fair value as the exchange 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. U.S. GAAP 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:

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active exchange markets that the entity has the ability to access as of the measurement date.
Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a company's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

We have established and documented the Company's process for determining the fair values of our assets and liabilities, where applicable. Fair value is based on quoted market prices, when available, for identical or similar assets or liabilities. In the absence of quoted market prices, fair value is determined using valuation models or third-party appraisals. The following is a description of the valuation methodologies used to measure and report the fair value of financial assets and liabilities on a recurring or nonrecurring basis:

## Measured on a Recurring Basis

Securities available for sale and interest rate contracts
Securities at fair value are priced using model pricing based on the securities' relationship to other benchmark quoted prices as provided by an independent third party, and under the provisions of FASB ASC 820, Fair Value Measurement, are considered a Level 2 input method.
The bank offers interest rate swaps to its variable rate borrowers who want to manage their interest rate risk. At the same time, the bank enters into the opposite trade with a counter party to offset its interest rate risk. The bank has also entered into long-term borrowing hedges through forward starting interest rate swaps. The fair value of these interest rate swaps are estimated by a third party pricing service using a discounted cash flow technique. These are considered a Level 2 input method.

The following table presents the balance of assets measured at fair value on a recurring basis at September 30, 2015 and September 30, 2014:

|  | Fair Value at September 30, 2015 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 |  | Level 2 | Level 3 |  | Total |  |
|  | (In thousands) |  |  |  |  |  |  |
| Available-for-sale securities |  |  |  |  |  |  |  |
| Equity securities | \$ | 101,952 | \$ - | \$ | - |  | 101,952 |
| Obligations of U.S. government |  | - | 482,464 |  | - |  | 482,464 |
| Obligations of states and political subdivisions |  | - | 27,123 |  | - |  | 27,123 |
| Obligations of foreign governments |  | - | - |  | - |  | - |
| Corporate debt securities |  | - | 505,800 |  | - |  | 505,800 |
| Agency pass through mortgage-backed securities |  | - | 1,160,518 |  | - |  | 1,160,518 |
| Other commercial MBS |  | - | 102,706 |  | - |  | 102,706 |
| Other debt securities. |  | - | - |  | - |  | - |
| Total Available-for-sale securities |  | 101,952 | 2,278,611 |  | - |  | 2,380,563 |
| Interest rate contracts |  | - | 11,879 |  | - |  | 11,879 |
| Total Financial Assets. | \$ | 101,952 | \$ 2,290,490 | \$ | - |  | 2,392,442 |

## Financial Liabilities

| Interest rate contracts | \$ | - | \$ | 11,879 | \$ | - | \$ | 11,879 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial loan hedge |  | - |  | 966 |  | - |  | 966 |
| Long-term borrowing hedge |  | - |  | 14,555 |  | - |  | 14,555 |
| Total Financial Liabilities. | \$ | - | \$ | 27,400 | \$ | - | \$ | 27,400 |

There were no transfers between, into and/or out of Levels 1, 2 or 3 during the year ended September 30, 2015.


There were no transfers between, into and/or out of Level 1, 2 or 3 during the year ended September 30, 2014.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

## Measured on a Nonrecurring Basis <br> Impaired Loans $\mathcal{E}$ Real Estate Owned

Real estate owned consists principally of properties acquired through foreclosure. From time to time, and on a nonrecurring basis, fair value adjustments are recorded to reflect increases or decreases of principal balances based on the current appraisal or estimated value of the collateral, but only up to the fair value of the real estate owned as of the initial transfer date less selling costs.
When management determines that the fair value of the collateral or the real estate held for sale requires additional adjustments, either as a result of a non-current appraisal value or when there is no observable market price, the Company classifies the impaired loan or real estate held for sale as Level 3. Level 3 assets recorded at fair value on a nonrecurring basis at September 30, 2015 included loans for which a specific reserve allowance was established or a partial charge-off was recorded based on the fair value of collateral, as well as covered REO and real estate held for sale for which fair value of the properties was less than the cost basis.
The following table presents the aggregated balance of assets that were measured at estimated fair value on a nonrecurring basis for the year ended September 30, 2015 and September 30, 2014, and the total losses (gains) resulting from those fair value adjustments for the quarter and year ended September 30, 2015 and September 30, 2014. These estimated fair values are shown gross of estimated selling costs:

|  | As of September 30, 2015 |  |  |  |  | Quarter Ended September 30, 2015 |  | Year Ended <br> September 30, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 | Level |  | Level 3 | Total | Total (Gains) Losses |  |  |  |
|  | (In thousands) |  |  |  |  |  |  |  |  |
| Impaired loans (1). | \$ | \$ | - | \$ 6,735 | \$ 6,735 | \$ | 40 | \$ | 4,241 |
| Covered REO (2). | - |  | - | 2,203 | 2,203 |  | (7) |  | 161 |
| Real estate held for sale (2) . . | - |  | - | 79,245 | 79,245 |  | 661 |  | $(7,910)$ |
| Balance at end of period. . . . | \$ | \$ | - | \$88,183 | \$88,183 | \$ | 694 | \$ | $(3,508)$ |

(1) The losses represent remeasurements of collateral-dependent loans.
(2) The (gains) losses represent aggregate writedowns and charge-offs on real estate held for sale.

|  | As of September 30, 2014 |  |  |  |  | Quarter Ended September 30, 2014 | Year Ended September 30, 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 | Level | 2 | Level 3 | Total | Total (Gai | s) Losses |
|  | (In thousands) |  |  |  |  |  |  |
| Impaired loans (1) | \$ | \$ | - | 10,156 | \$ 10,156 | \$ | \$ $(1,311)$ |
| Covered REO (2). | - |  | - | 10,520 | 10,520 | 113 | 616 |
| Real estate held for sale (2) . | - |  | - | 51,624 | 51,624 | 1,878 | 18,660 |
| Balance at end of period.... | \$ - | \$ | - | \$ 72,300 | \$ 72,300 | \$ 1,991 | \$ 17,965 |

(1) The (gains) losses represent remeasurements of collateral-dependent loans.
(2) The losses represent aggregate writedowns and charge-offs on real estate held for sale.

The following describes the process used to value Level 3 assets measured on a nonrecurring basis:
Impaired loans - The Company adjusts the carrying amount of impaired loans when there is evidence of probable loss and the expected fair value of the loan is less than its contractual amount. The amount of the impairment may be determined based on the estimated present value of future cash flows or the fair value of the underlying collateral. Impaired loans with a specific reserve allowance based on cash flow analysis or the value of the underlying collateral are classified as Level 3 assets.
The evaluations for impairment are prepared by the Problem Loan Review Committee, which is chaired by the Chief Credit Officer and includes the Loan Review manager and Special Credits manager, as well as senior credit officers, division managers and group executives, as applicable. These evaluations are performed in conjunction with the quarterly allowance for loan loss process.

Applicable loans are evaluated for impairment on a quarterly basis. Loans included in the previous quarter's review are reevaluated and if their values are materially different from the prior quarter evaluation, the underlying information (loan balance and collateral value) are compared. Material differences are evaluated for reasonableness and discussions are held between the relationship manager and their division manager to understand the difference and determine if any adjustment is necessary.

The inputs are developed and substantiated on a quarterly basis, based on current borrower developments, market conditions and collateral values. The following methods are used to value impaired loans:

- The fair value of the collateral, which may take the form of real estate or personal property, is based on internal estimates, field observations, assessments provided by third-party appraisers and other valuation models. The Company performs or reaffirms valuations of collateral-dependent impaired loans at least annually. Adjustments are made if management believes that more recent information is available and relevant with respect to the fair value of the collateral.
- The present value of the expected future cash flows of the collateral is used for measurement of non collat-eral-dependent loans to test for impairment. The Company calculates the amount and timing of the future cash flows, the effective interest rate to be used to discount the cash flows and the basis for determination of the cash flows, including consideration of current economic and environmental factors, as well as other information relating to current or previous conditions.
Real estate owned ("REO") - When a loan is reclassified from loan status to real estate held for sale due to the Company taking possession of the collateral, a Special Credits officer, along with the Special Credits manager, obtains a valuation, which may include appraisals or third-party price options, which is used to establish the fair value of the underlying collateral. The determined fair value, less selling costs, becomes the carrying value of the REO asset.
The fair value of REO assets is re-evaluated quarterly and the REO asset is adjusted to reflect the fair value as necessary. After foreclosure, the valuations are updated periodically and current market conditions may require the assets to be written down further or up to the cost basis established on the date of transfer. The carrying balance of REO assets are also written down or up once a bona fide offer is contractually accepted, through execution of a Purchase and Sale Agreement, where the accepted price is lower than the cost established on the transfer date.



## MANAGEMENT＇S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

The management of Washington Federal，Inc．（the ＂Company＂）is responsible for establishing and maintaining adequate internal control over financial reporting．The Company＇s internal control system was designed to provide reasonable assurance to the Company＇s management and Board of Directors regarding the preparation and fair presen－ tation of published financial statements．

The Company＇s management assessed the effectiveness of the Company＇s internal control over financial reporting as of September 30，2015．In making this assessment，the Company＇s management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission（COSO）in the 2013 version of its Internal Control－Integrated Framework．Based on its assessment，the Company＇s management believes that as of September 30， 2015，the Company＇s internal control over financial report－ ing was effective based on those criteria．

The Company＇s independent auditors，Deloitte \＆ Touche LLP，an independent registered public accounting firm，have issued an audit report on the Company＇s internal control over financial reporting and their report follows．

December 2， 2015

## Roym．Whitehesd

Roy M．Whitehead
Chairman，President and
Chief Executive Officer


Brent J．Beardall
Executive Vice President and
Interim Chief Financial Officer

## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Washington Federal，Inc． Seattle，Washington

We have audited the accompanying consolidated state－ ments of financial condition of Washington Federal，Inc． and subsidiaries（the＂Company＂）as of September 30， 2015 and 2014，and the related consolidated statements of opera－ tions，comprehensive income，stockholders＇equity，and cash flows for each of the three years in the period ended Sep－ tember 30，2015．These consolidated financial statements are the responsibility of the Company＇s management．Our responsibility is to express an opinion on these consolidated financial statements based on our audits．

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board（United States）．Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement．An audit includes examining，on a test basis， evidence supporting the amounts and disclosures in the financial statements．An audit also includes assessing the accounting principles used and significant estimates made by management，as well as evaluating the overall financial statement presentation．We believe that our audits provide a reasonable basis for our opinion．

In our opinion，such consolidated financial statements present fairly，in all material respects，the consolidated finan－ cial position of Washington Federal，Inc．and subsidiaries as of September 30， 2015 and 2014，and the results of their operations and their cash flows for each of the three years in the period ended September 30，2015，in conformity with accounting principles generally accepted in the United States of America．

We have also audited，in accordance with the standards of the Public Company Accounting Oversight Board（United States），the Company＇s internal control over financial reporting as of September 30，2015，based on the criteria established in Internal Control－Integrated Framework（2013） issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated December 2， 2015 expressed an unqualified opinion on the Company＇s internal control over financial reporting．

$$
\text { Deloitt, \& Touche } \angle L P
$$

Seattle，Washington
December 2， 2015

## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM ON INTERNAL CONTROLS

To the Board of Directors and Stockholders of Washington Federal, Inc. Seattle, Washington

We have audited the internal control over financial reporting of Washington Federal, Inc. and subsidiaries (the "Company") as of September 30, 2015, based on criteria established in Internal Control - Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission. Because management's assessment and our audit were conducted to meet the reporting requirements of Section 112 of the Federal Deposit Insurance Corporation Improvement Act (FDICIA), management's assertion and our audit of the Company's internal control over financial reporting included controls over the preparation of the schedules equivalent to the basic financial statements in accordance with the instructions for the Office of the Comptroller of the Currency Instructions for Call Reports for Balance Sheet on schedule RC, Income Statement on schedule RI, and Changes in Bank Equity Capital on schedule RI-A. The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying management Report's on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed by, or under the supervision of, the company's principal executive and principal financial officers, or persons performing similar functions, and effected by the company's board of directors, management, and other personnel to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those
policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of the inherent limitations of internal control over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may not be prevented or detected on a timely basis. Also, projections of any evaluation of the effectiveness of the internal control over financial reporting to future periods are subject to the risk that the controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of September 30, 2015, based on the criteria established in Internal Control - Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We have not examined and, accordingly, we do not express an opinion or any other form of assurance on management's statement referring to compliance with laws and regulations.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements as of and for the year ended September 30, 2015, of the Company and our report dated December 2, 2015, expressed an unqualified opinion on those consolidated financial statements.

Deloitt, \& Touche LLP
Seattle, Washington
December 2, 2015
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## PERFORMANCE GRAPHS

The following graphs compare the cumulative total return to Washington Federal stockholders (stock price appreciation plus reinvested dividends) to the cumulative total return of the Nasdaq Stock Market Index (U.S. Companies) and the Nasdaq Financial Stocks Index for the five year period ended September 30, 2015 and since Washington Federal first became a publicly traded company on November 9, 1982, respectively. The graphs assume that $\$ 100$ was invested on September 30, 2008 and November 9, 1982, respectively, in Washington Federal Common Stock, the Nasdaq Stock Market Index and the Nasdaq Financial Stocks Index, and that all dividends were reinvested. Management of Washington Federal cautions that the stock price performance shown in the graphs below should not be considered indicative of potential future stock price performance.


| WAFD |
| :--- |
| - NASDAQ |
| INDEX |
| - NASDAQ |
| $\substack{\text { FINANCIAL } \\ \text { INDEX } \\ \hline}$ |




## general corporate and stockholders' information

## Corporate Headquarters

Independent Auditors

Transfer Agent, Registrar and Dividend

Disbursing Agent

Annual Meeting

Form 10-K

Stock Information

425 Pike Street
Seattle, Washington 98101
(206) 624-7930

Deloitte \& Touche LLP
Seattle, Washington
Stockholder inquiries regarding transfer requirements, cash or stock dividends, lost certificates, consolidating records, correcting a name or changing an address should be directed to the transfer agent:

American Stock Transfer \& Trust Company
59 Maiden Lane
Plaza Level
New York, NY 10038
Telephone: 1-888-888-0315
www.amstock.com
The annual meeting of stockholders will be held on January 20, 2016, at 2 p.m., Pacific Time at Benaroya Hall, 200 University Street,Seattle, Washington 98101

To find out more about the Company, please visit our website. The Company uses its website to distribute financial and other material information about the Company. This report and all SEC filings of the Company are available through the Company's website: www.washingtonfederal.com

Washington Federal, Inc. is traded on the NASDAQ Global Select Market. The common stock symbol is WAFD. At September 30, 2015, there were approximately 1,690 stockholders of record.

| Quarter Ended | Stock Prices |  | Dividends |
| :---: | :---: | :---: | :---: |
|  | High | Low |  |
| December 31, 2013. | \$ 23.93 | \$ 22.96 | \$ 0.10 |
| March 31, 2014 | 24.12 | 22.13 | 0.10 |
| June 30, 2014 | 22.89 | 20.83 | 0.10 |
| September 30, 2014 | 22.51 | 20.36 | 0.11 |
| December 31, 2014. | 22.49 | 19.67 | 0.15 |
| March 31, 2015 | 22.14 | 19.86 | 0.13 |
| June 30, 2015 | 24.16 | 21.46 | 0.13 |
| September 30, 2015 | 23.93 | 21.39 | 0.13 |

Our Board of Directors' dividend policy is to review our financial performance, capital adequacy, regulatory compliance and cash resources on a quarterly basis, and, if such review is favorable, to declare and pay a cash dividend to shareholders.

## DIRECTORS, OFFICERS AND OFFICES

## BOARD OF DIRECTORS

ROY M. WHITEHEAD
Chairman, President and Chief Executive Officer

DAVID K. GRANT
Managing Partner of Catalyst Storage
Partners. Former Chief Executive Officer of Shurgard Storage Centers, Inc.

ANNA C. JOHNSON
Senior Partner
Scan East West Travel
THOMAS J. KELLEY
Retired Partner, Arthur Andersen LLP
BARBARA L. SMITH, PhD.
Owner, B. Smith Consulting Group
MARK N. TABBUTT
Chairman of Saltchuk Resources
RANDALL H. TALBOT
Managing Director of Talbot Financial,
LLC. Former
President, Chief Executive
Officer and Director of
Symetra Financial
Corporation, Inc.
DIRECTOR
EMERITUS
W. ALDEN HARRIS

## EXECUTIVE <br> MANAGEMENT COMMITTEE

ROY M. WHITEHEAD
Chairman, President and Chief Executive Officer

BRENT J. BEARDALL
Executive Vice President and Chief Banking Officer

LINDA S. BROWER
Executive Vice President Administration

JACK B. JACOBSON
Executive Vice President Commercial Real Estate

THOMAS E. KASANDERS
Executive Vice President Business Banking

MARK A. SCHOONOVER
Executive Vice President
Chief Credit Officer

## SOUTHERN

WASHINGTON REGION

43 Office Locations
GREGORY J. TOSO
Regional President
4221 Bridgeport Way W.
University Place, WA 98466
NORTHERN
WASHINGTON
REGION
44 Office Locations
TOM KENNEY
Regional President
1500 Conrwall Avenue
Cornwall, WA 98225
IDAHO REGION
25 Office Locations
TOM VAN HEMELRYCK
Regional President
1001 W. Idaho St.
Boise, ID 83701
NORTHERN
OREGON REGION
18 Office Locations
GARY HAINES
Regional President
5665 Meadows, Suite 300
Lake Oswego, OR 97035

## SOUTHERN OREGON <br> REGION

28 Office Locations
PEGGY HOBIN
Regional President
300 Ellsworth St. SW
Albany, OR 97321
UTAH AND NEVADA
REGION
21 Office Locations
MARLISE FISHER
Regional President
505 East 200 South
Salt Lake City, UT 84102
NEW MEXICO AND
TEXAS REGION
33 Office Locations
BILL SYNNAMON
Regional President
4400 Osuna Road NE
Osuna, NM 87109
ARIZONA REGION
35 Office Locations
MIKE BROWN
Regional President
6710 N. Scottsdale Rd. Suite 210
Scottsdale, AZ 85253

## SUBSIDIARIES

WAFD Insurance Group, Inc. DUANE HENSON
1501 Riverside Dr.
Mount Vernon, WA 98273
1-800-562-2555

## DEPARTMENT <br> MANAGERS

Accounting
ROBERT ZIRK
Senior Vice President
Controller
Business Banking
RYAN MAUER
Senior Vice President
Collections
RONALD MILLER
Vice President
Commercial Appraisal Review
DENIS WATTS
Vice President
Commercial Loan Servicing
LINDA MCLEAN
Vice President
Commercial Portfolio Management
TIM GRANT
Senior Vice President
Commercial Real Estate
THOMAS POZARYCKI
Senior Vice President
Consumer Loan Servicing
BETSY NELSON
Vice President

Consumer Underwriting MICHAEL O'ROURKE
Senior Vice President
Corporate Banking
BOB PETERS
Senior Vice President
Corporate Real Estate KEITH TAYLOR
Senior Vice President
Deposit Operations
TERESA RODIN
Senior Vice President
Deposit Operations - Boise
ELAIRE BACHMAN
Senior Vice President
Enterprise Risk Manager
KELLI HOLZ
Senior Vice President
General Counsel
ARIAN COLACHIS
Senior Vice President
Human Resources
LISA KING
Senior Vice President
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