## DOWNEY FINANCIAL CORP

## Form 10-Q

August 01, 2001



NONE

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

At June $30,2001,28,211,048$ shares of the Registrant's Common Stock, $\$ 0.01$ par value were outstanding.

DOWNEY FINANCIAL CORP.

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PART I - FINANCIAL INFORMATION
DOWNEY FINANCIAL CORP. AND SUBSIDIARIES
Consolidated Balance Sheets
(Dollars in Thousands, Except Per Share Data)
June 30, ..... 2001
ASSETS
Cash ..... \$ 110,932
Federal funds ..... 35, 600
Cash and cash equivalents ..... 146,532
U.S. Treasury securities, agency obligations and other investment securities available for sale, at fair value ..... 262,835
Municipal securities held to maturity, at amortized cost (estimated market value of $\$ 6,534$ at June 30, 2001 and December 31, 2000 and $\$ 6,709$ at June 30, 2000) ..... 6,550
Mortgage loans purchased under resale agreements ..... 376,560
Mortgage-backed securities available for sale, at fair value ..... 5,234
Loans receivable held for investment ..... 9,599,419
Real estate acquired in settlement of loans ..... 8,366
Premises and equipment ..... 104,591
Federal Home Loan Bank stock, at cost ..... 42,142
Other assets ..... 99,701
LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits ..... \$ 9,040,064
Federal Home Loan Bank advances ..... 892,670
Other borrowings ..... 94
Accounts payable and accrued liabilities ..... 55,642
Deferred income taxes ..... 32,727
Total liabilities ..... 10,021,197
Company obligated mandatorily redeemable capital securities of subsidiary trustholding solely junior subordinated debentures of the Company("Capital Securities") ..................................................................... . . 120,000
STOCKHOLDERS' EQUITYoutstanding none120,000
Preferred stock, par value of $\$ 0.01$ per share; authorized 5,000,000 shares;--Common stock, par value of $\$ 0.01$ per share; authorized $50,000,000$ shares;outstanding $28,211,048$ shares at June $30,2001,28,205,741$ sharesat December 31, 2000 and $28,170,388$ shares at June 30, 2000282
Additional paid-in capital ..... 93,374
Accumulated other comprehensive income (loss) ..... 2,394
Retained earnings ..... 584,669
Total stockholders' equity ..... 680,719
See accompanying notes to consolidated financial statements.
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## DOWNEY FINANCIAL CORP. AND SUBSIDIARIES

Consolidated Statements of Income

|  | Three Months Ended June 30, |  |
| :---: | :---: | :---: |
| (Dollars in Thousands, Except Per Share Data) | 2001 | 2000 |

INTEREST INCOME
Loans receivable . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . \$ 203, 820 $\$$ 286, 6


Other investments . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 3, 306


| INTEREST EXPENSE |  |  |
| :---: | :---: | :---: |
| Deposits | 114,386 | 90, 2 |
| Borrowings | 17,562 | 35,8 |
| Capital securities | 3,041 | 3, 0 |
| Total interest expense | 134,989 | 129,1 |
| NET INTEREST INCOME | 76,246 | 63, 5 |
| PROVISION FOR LOAN LOSSES | 431 |  |
| Net interest income aft | 75,815 | 62,6 |

OTHER INCOME, NET
Loan and deposit related fees ................................................ 14,136

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Real estate and joint ventures held for investment, net:
Operations, net ..... 725
Net gains on sales of wholly owned real estate
(33)
Provision for losses on real estate and joint ventures
Secondary marketing activities:
Loan servicing fees ..... $(2,898)$
Net gains on sales of loans and mortgage-backed securities ..... 8,962
Net gains on sale of mortgage servicing rights ..... 671
Net gains (losses) on sales of investment securities ..... 114
Gain on sale of subsidiary ..... --
Other ..... 606
Total other income, net .............................................. 22, 283
OPERATING EXPENSE
Salaries and related costs ..... 24,646
Premises and equipment costs ..... 6, 042
Advertising expense ..... 1,127
Professional fees ..... 1, 604
SAIF insurance premiums and regulatory assessments ..... 741
Other general and administrative expense ..... 5,973
Total general and administrative expense ..... 40,133
(106)
Net operation of real estate acquired in settlement of loans

114
Amortization of excess of cost over fair value of net assets acquired ..... 114
Total operating expense ..... 40,141
INCOME BEFORE INCOME TAXES 57,957 ..... 39,
Income taxes ..... 24,502 ..... 16,
Net income before cumulative effect of change in accounting principle ..... 33,455
Cumulative effect of change in accounting principle, net of taxes ..... --
NET INCOME ..... 33,455 ..... \$
PER SHARE INFORMATION
BASIC AFTER CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE ..... 0
Diluted before cumulative effect of change in accounting principle ..
DILUTED AFTER CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE ...
CASH DIVIDENDS DECLARED AND PAID \$ 0.09 \$
Weighted average diluted shares outstanding ..... 28,271,014 ..... 28,204,
$=====================================================================1$

See accompanying notes to consolidated financial statements.
NET INCOME \$ 33,455 $\$ 22,48$
OTHER COMPREHENSIVE INCOME (LOSS), NET OF INCOME TAXES (BENEFITS)
Unrealized gains (losses) on securities available for sale:
U.S. Treasury securities, agency obligations and other investment
securities available for sale, at fair value ..... (152)
Mortgage-backed securities available for sale, at fair value ..... 22
Less reclassification of realized (gains) losses included in net income ..... (66)
Unrealized gains (losses) on cash flow hedges:
Net derivative instruments ..... 2,045Cumulative effect of change in accounting principle--
Less reclassification of realized (gains) losses included in net income ..... (637)
Total other comprehensive income (loss), net of income taxes (benefits) ... 1,212

1,212

|  |  |
| :---: | :---: |
| Less reclassification of realized (gains) losses included in net income |  |
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$\$ 34,667 \$ 22,80$\$ 34,667
comprentill

$==================$
See accompanying notes to consolidated financial statements.
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DOWNEY FINANCIAL CORP. AND SUBSIDIARIES
Consolidated Statements of Cash Flows

## (In Thousands)

## CASH FLOWS FROM OPERATING ACTIVITIES

Net income . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .
Adjustments to reconcile net income to net cash used for operating activities:
Cumulative effect of change in accounting principle, net of income taxes
Depreciation and amortization
Provision for losses on loans, real estate acquired in settlement of loans, investments
in real estate and joint ventures, mortgage servicing rights and other assets .......
Net gains on sales of loans and mortgage-backed securities, mortgage servicing rights,
investment securities, real estate and other assets ............................................
Gain on sale of subsidiary
Interest capitalized on loans (negative amortization)
Federal Home Loan Bank stock dividends

Proceeds from sales of loans held for sale, including those sold
via mortgage-backed securities ........................................................................
$\qquad$
Other, net

## Net cash used for operating activities

## CASH FLOWS FROM INVESTING ACTIVITIES

Proceeds from sale of:
Subsidiary, net
U.S. Treasury securities, agency obligations and other investment securities available for sale
Wholly owned real estate and real estate acquired in settlement of loans ...............
Proceeds from maturities of U.S. Treasury securities, agency obligations
and other investment securities available for sale

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Purchase of:
U.S. Treasury securities, agency obligations and other investment securitiesavailable for sale
Mortgage loans under resale agreementsLoans receivable held for investmentFederal Home Loan Bank stockriginations of loans receivable held for investment (net of refinances of $\$ 377,262$ atJune 30, 2001 and $\$ 62,778$ at June 30, 2000)
Principal payments on loans receivable held for investment and mortgage-backedsecurities available for sale
Net change in undisbursed loan funds
Proceeds from (investments in) real estate held for investmentOther, net
Net cash provided by (used for) investing activities
See accompanying notes to consolidated financial statements.
DOWNEY FINANCIAL CORP. AND SUBSIDIARIES
Consolidated Statements of Cash Flows (Continued)
(In Thousands)
Six MonthsJune2001
CASH FLOWS FROM FINANCING ACTIVITIES
Net increase in deposits ..... \$ $\quad 957,375$
Proceeds from Federal Home Loan Bank advances ..... 1,043,200
Repayments of Federal Home Loan Bank advances ..... $(2,128,878)$
Net decrease in other borrowings ..... (130)
Proceeds from exercise of stock options ..... 135
Cash dividends ..... (5,078)
Net cash provided by (used for) financing activities ..... $(133,376)$
Net increase (decrease) in cash and cash equivalents ..... 18,729
Cash and cash equivalents at beginning of period ..... 127, 803
CASH AND CASH EQUIVALENTS AT END OF PERIOD ..... \$ 146,532Supplemental disclosure of cash flow informationCash paid during the period for:
Interest ..... \$ 284,408
Income taxes ..... 40,956
Supplemental disclosure of non-cash investing:
Loans transferred to held for investment from held for sale ..... 3,179
Loans exchanged for mortgage-backed securities ..... $1,534,584$
Real estate acquired in settlement of loans ..... 9, 302
Loans to facilitate the sale of real estate acquired in settlement of loans ..... 5,202
See accompanying notes to consolidated financial statements.

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE (1) - BASIS OF FINANCIAL STATEMENT PRESENTATION

In the opinion of Downey Financial Corp. and subsidiaries ("Downey," "we," "us" and "our"), the accompanying consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary for a fair presentation of Downey's financial condition as of June 30, 2001, December 31, 2000 and June 30,2000 , the results of operations and comprehensive income for the three months and six months ended June 30, 2001 and 2000, and changes in cash flows for the six months ended June 30, 2001 and 2000. Certain prior period amounts have been reclassified to conform to the current period presentation.

The accompanying consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial operations and are in compliance with the instructions for Form 10-Q and therefore do not include all information and footnotes necessary for a fair presentation of financial condition, results of operations, comprehensive income and cash flows. The following information under the heading Management's Discussion and Analysis of Financial Condition and Results of Operations is written with the presumption that the interim consolidated financial statements will be read in conjunction with Downey's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 2000, which contains among other things, a description of the business, the latest audited consolidated financial statements and notes thereto, together with Management's Discussion and Analysis of Financial Condition and Results of Operations as of December 31,2000 and for the year then ended. Therefore, only material changes in financial condition and results of operations are discussed in the remainder of Part I.

## NOTE (2) - NET INCOME PER SHARE

Net income per share is calculated on both a basic and diluted basis. Basic net income per share excludes dilution and is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted net income per share reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock or resulted from issuance of common stock that then shared in earnings.

The following table presents a reconciliation of the components used to derive basic and diluted earnings per share for the periods indicated.

| (Dollars in Thousands, Except Per Share Data) | Three Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  |
|  | Net Income | Per Share Amount | Net Income | Per Sh Amou |
| Basic earnings per share | \$33,455 | \$1.18 | \$22,482 | \$ |
| Effect of dilutive stock options | -- | -- | -- |  |
| Diluted earnings per share | \$33,455 | \$1.18 | \$22,482 |  |
| WEIGHTED AVERAGE SHARES OUTSTANDING |  |  |  |  |
| Basic |  | 28,211,048 |  | 28,160 |
| Dilutive stock options |  | 59,966 |  | 43 |


|  |  | $x$ Months | June 30 |
| :---: | :---: | :---: | :---: |
| (Dollars in Thousands, Except Per Share Data) | 2001 |  |  |
|  | Net <br> Income | Per Share Amount | Net <br> Income |
| BEFORE CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE Basic earnings per share |  |  |  |
|  | \$ 59,283 | \$2.10 | \$49,918 |
| Effect of dilutive stock options | -- | -- | -- |
| Diluted earnings per share | \$59,283 | \$2.10 | \$49,918 |
|  |  |  |  |
|  |  |  |  |
| Effect of dilutive stock options | -- | -- | -- |
| Diluted earnings per share | \$59,319 | \$2.09 | \$49,918 |
| WEIGHTED AVERAGE SHARES OUTSTANDING |  |  |  |
|  |  |  |  |
|  |  |  |  |
| Diluted | 28,273,099 |  |  |

NOTE (3) - BUSINESS SEGMENT REPORTING

The following table presents by major business segments the operating results for the periods indicated and selected financial data.
(In Thousands)

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| Total assets | 10,818,600 |  | 21,623 |  | $(18,307)$ |  | 10,821 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity | \$ | 680,719 | \$ | 18,307 | \$ | $(18,307)$ | \$ | 680 |
| THREE MONTHS ENDED JUNE 30, 2000 | \$ | 63,501 | \$ | 64 | \$ |  |  |  |
|  |  |  |  |  | \$ |  | \$ | 63 |
| Provision for loan losses |  | 942 |  | -- |  | -- |  |  |
| Other income |  | 8,640 |  | 827 |  | -- |  |  |
| Operating expense |  | 32,558 |  | 366 |  | -- |  | 32 |
| Net intercompany income (expense) |  | 107 |  | (107) |  | -- |  |  |
| Income before income taxes |  | 38,748 |  | 418 |  | -- |  | 39 |
| Income taxes |  | 16,511 |  | 173 |  | -- |  | 16 |
| Net income | \$ | 22,237 | \$ | 245 | \$ | -- | \$ | 22 |
| AT JUNE 30, 2000 Assets: |  |  |  |  |  |  |  |  |
| Loans and mortgage-backed securities | \$ | 9,787,661 | \$ | -- | \$ | -- | \$ | 9,787 |
| Real estate held for investment .... |  | -- |  | 39,256 |  | -- |  | 39 |
| Other |  | 683,771 |  | 7,655 |  | $(41,753)$ |  | 649 |
| Total assets |  | 10,471,432 |  | 46,911 |  | $(41,753)$ |  | 0,476 |
| Equity | \$ | 577,496 | \$ | 41,753 | \$ | $(41,753)$ | \$ | 577 |




## NOTE (4) - MORTGAGE SERVICING RIGHTS

The following table is a summary of the activity in our mortgage servicing rights and related allowance for the periods indicated and other related financial data.


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NOTE (5) - ACCOUNTING FOR DERIVATIVES AND HEDGING ACTIVITIES

On January 1, 2001, we adopted Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities," as amended, ("SFAS 133"). SFAS 133 required the recognition of all derivative financial instruments at fair value and reported as either assets or liabilities on the balance sheet. The accounting for gains and losses associated with changes in the fair value of derivatives are reported in current earnings or other comprehensive income, net of tax, depending on whether they qualify for hedge accounting and whether the hedge is highly effective in achieving offsetting changes in the fair value or cash flows of the asset or liability

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hedged. Under the provisions of SFAS 133, the method used for assessing the effectiveness of a hedging derivative, as well as the measurement approach for determining the ineffective aspects of the hedge, must have been established at the inception of the hedge. Those methods must also be consistent with the entity's approach to managing risk. Although we continue to hedge as previously done, SFAS 133, as applied to our risk management strategies, may increase or decrease reported net income and stockholders' equity, depending on levels of interest rates and other variables affecting the fair values of derivative instruments and hedged items, but will have no effect on actual cash flows or the overall economics of the transactions.

With the implementation of SFAS 133, we recorded after-tax transition amounts associated with establishing the fair values of the derivative instruments and hedged items on the balance sheet as an increase of $\$ 36,000$ to net income and a reduction of $\$ 388,000$ in other comprehensive income. All of the other comprehensive income transition amount was reclassified into earnings during the first quarter of 2001.

## Derivatives

We offer short-term interest rate lock commitments to help us attract potential home loan borrowers. The rate locks guarantee a specified interest rate for a loan if our underwriting standards are met, but do not obligate the potential borrower. The rate lock commitments we ultimately expect to sell in the secondary market are treated as derivatives. Consequently, as derivatives, the expected rate lock commitments do not qualify for hedge accounting. Associated fair value adjustments are recorded in the balance sheet in either other assets or accounts payable and accrued liabilities, with an offset to current earnings under net gains on sales of loans and mortgage-backed securities. At June 30,2001 , we had rate lock commitments estimated to sell as part of our secondary marketing activities of $\$ 264$ million. At origination, the fair value of our rate lock derivatives are capitalized into the basis of our loans held for sale and, from that point until sale, qualify for hedge accounting under SFAS 133.

## Hedging Activities

As part of our secondary marketing activities, we typically utilize short-term forward sale and purchase contracts to offset the impact of changes in market interest rates on the value of rate lock derivatives and loans originated for sale. Contracts associated with originated loans are accounted for as cash flow hedges. These contracts have a high correlation to the price movement of both the rate lock derivatives and the loans being hedged. Changes in forward sale contract values not assigned to originated loans and the ineffectiveness of hedge transactions are recorded in net gains on sales of loans and mortgage-backed securities. The changes in values on forward sale contracts assigned as cash flow hedges to originated loans are recorded in other comprehensive income, net of tax, as long as cash flow hedge requirements are met. The amounts recorded in accumulated other comprehensive income will be recognized in the income statement when the hedged forecasted transactions settle. We estimate that all of the related unrealized losses in accumulated other comprehensive income will be reclassified into earnings within the next three months. At June 30, 2001, forward sale contracts amounted to $\$ 698$ million, of which $\$ 358$ million were designated as cash flow hedges, and forward purchase contracts totaled $\$ 45$ million.

## NOTE (6) - INCOME TAXES

Downey and its wholly owned subsidiaries file a consolidated federal income tax return and various state income and franchise tax returns on a calendar year basis. The Internal Revenue Service and state taxing authorities have examined Downey's tax returns for all tax years through 1995 and are currently reviewing

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returns filed for the 1996 tax year. Adjustments proposed by the Internal Revenue Service have been protested by Downey and are currently moving through the government appeals process. Downey believes it has established appropriate liabilities for any resultant deficiencies. Tax years subsequent to 1996 remain open to review by federal and state tax authorities.

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NOTE (7) - SALE OF SUBSIDIARY

On February 29, 2000, Downey Savings and Loan Association, F.A. sold its indirect automobile finance subsidiary, Downey Auto Finance Corp., to Auto One Acceptance Corp., a subsidiary of California Federal Bank and recognized a pre-tax gain from the sale of $\$ 9.8$ million. As of December 31, 1999, Downey Auto Finance Corp. had loans totaling $\$ 366$ million and total assets of $\$ 373$ million.

Note (8) - CURRENT ACCOUNTING ISSUES

In July 2001, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 141, "Business Combinations" ("SFAS 141") and Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets" ("SFAS 142").

SFAS 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001. The use of the pooling-of-interests method will be prohibited. It is not anticipated that the financial impact of this statement will have a material effect on Downey.

SFAS 142 applies to all acquired intangible assets whether acquired singularly, as part of a group, or in a business combination. The Statement supersedes APB Opinion No. 17, "Intangible Assets," and will carry forward provisions in Opinion 17 related to internally developed intangible assets. The Statement changes the accounting for goodwill from an amortization method to an impairment-only approach. Goodwill should no longer be amortized, but instead tested for impairment at least annually at the reporting unit level. The accounting provisions are effective for fiscal years beginning after December 31, 2001. For the first six months of 2001, the amortization of excess of cost over fair value of net assets acquired was $\$ 0.2$ million and as of June 30,2001 , goodwill amounted to $\$ 3.4$ million. It is not anticipated that the financial impact of this statement will have a material effect on Downey.

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

Certain statements under this caption may constitute "forward-looking statements" under the Private Securities Litigation Reform Act of 1995 which involve risks and uncertainties. Our actual results may differ significantly from the results discussed in such forward-looking statements. Factors that might cause such a difference include, but are not limited to, economic conditions, competition in the geographic and business areas in which we conduct our operations, fluctuations in interest rates, credit quality and government regulation.

## OVERVIEW

Our net income for the second quarter of 2001 totaled a record $\$ 33.4$ million or $\$ 1.18$ per share on a diluted basis, up $48.8 \%$ from the $\$ 22.5$ million or $\$ 0.80$ per share in the second quarter of 2000 .

The increase in our net income between second quarters was due to higher

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net income from our banking operations, which increased $\$ 11.4$ million or $51.2 \%$ to $\$ 33.6$ million reflecting the following:
o net interest income increased $\$ 12.7$ million or $20.1 \%$ due to increases in both average earning assets and the effective interest rate spread;
o other income increased $\$ 12.6$ million, more than double the year-ago level, due to higher net gains from sales of loans and mortgage-backed securities, and loan and deposit related fees; and
o provision for loan losses declined by $\$ 0.5$ million.

Those favorable items were partially offset by a $\$ 6.3$ million increase in operating expense due to higher costs associated with an increased number of branch locations and higher loan origination activity, and a $\$ 2.4$ million addition to the valuation allowance for mortgage servicing rights due to the continued drop in interest rates which reduced the value associated with custodial deposits.

For the first six months of 2001, our net income totaled $\$ 59.3$ million or $\$ 2.09$ per share on a diluted basis. This represents an increase of $33.9 \%$ over the $\$ 44.3$ million or $\$ 1.57$ per share in the year-ago period, excluding the $\$ 5.6$ million or $\$ 0.20$ per share after-tax gain from the sale of our indirect automobile finance subsidiary. Including the gain, our net income for the first six months of 2000 totaled $\$ 49.9$ million or $\$ 1.77$ per share on a diluted basis. The increase between six month periods primarily reflected higher net income from our banking operations.

For the second quarter of 2001 , our return on average assets was $1.22 \%$ and our return on average equity was $20.15 \%$. For the first six months of 2001 , our return on average assets was $1.08 \%$ and our return on average equity was $18.26 \%$.

At June 30, 2001, our assets totaled $\$ 10.8$ billion, up $\$ 345$ million or $3.3 \%$ from a year ago, but down $\$ 209$ million or $1.9 \%$ from March 31, 2001. Our single family loan originations totaled a record $\$ 2.122$ billion in the second quarter of 2001 , up $52.7 \%$ from the $\$ 1.390$ billion we originated in the second quarter of 2000 and $47.6 \%$ above the $\$ 1.438$ billion we originated in the first quarter of 2001. Of the current quarter total, $\$ 826$ million represented originations of loans for portfolio, of which $\$ 110$ million represented subprime credits. In addition to single family loans, we originated $\$ 43$ million of other loans in the quarter.

Between second quarters, we funded our asset growth with a $\$ 1.8$ billion or $24.0 \%$ increase in deposits. At quarter-end, our deposits totaled $\$ 9.0$ billion. During the quarter, one new traditional branch and seven new in-store branches were opened, bringing our total branches at quarter end to 129, of which 63 are in-store. A year ago, branches totaled 104 , of which 40 were in-store.

Our non-performing assets increased only $\$ 1$ million during the quarter to $\$ 60$ million or $0.55 \%$ of total assets.

At June 30, 2001, our primary subsidiary, Downey Savings and Loan Association, F.A. (the "Bank"), had core and tangible capital ratios of $6.95 \%$ and a risk-based capital ratio of $13.84 \%$. These capital levels were substantially above the "well capitalized" standards defined by regulation of $5 \%$ for core and tangible capital and $10 \%$ for risk-based capital.

RESULTS OF OPERATIONS

NET INTEREST INCOME

Net interest income is the difference between the interest and dividends

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earned on loans, mortgage-backed securities and investment securities ("interest-earning assets") and the interest paid on deposits, borrowings and capital securities ("interest-bearing liabilities"). The spread between the yield on interest-earning assets and the cost of interest-bearing liabilities and the relative dollar amounts of these assets and liabilities principally affects net interest income.

Our net interest income totaled $\$ 76.2$ million in the second quarter of 2001, up $\$ 12.7$ million or $19.9 \%$ from the same period last year. The improvement between second quarters reflected increases in both average earning assets and the effective interest rate spread. Our average earning assets increased by $\$ 633$ million or $6.4 \%$ between second quarters to $\$ 10.6$ billion. Our effective interest rate spread of $2.89 \%$ in the current quarter was up from the year-ago quarter level of $2.56 \%$. This improvement reflected an increase in our earning asset yield between second quarters, while our cost of funds declined. This is indicative of what typically happens when interest rates decline, as there is an administrative lag in the repricing of our loans which are primarily priced to the Federal Home Loan Bank ("FHLB") Eleventh District Cost of Funds Index ("COFI"). Our current quarter effective interest rate spread was up 2 basis points from the first quarter 2001 level, as our earning asset yield fell more consistent with our cost of funds on a linked-quarter basis. For the first six months of 2001, net interest income totaled $\$ 152.4$ million, up $\$ 26.1$ million or 20.6\% from a year ago.

The following table presents for the periods indicated the total dollar amount of:
o interest income from average interest-earning assets and the resultant yields; and
o interest expense on average interest-bearing liabilities and the resultant costs, expressed as rates.

The table also sets forth our net interest income, interest rate spread and effective interest rate spread. The effective interest rate spread reflects the relative level of interest-earning assets to interest-bearing liabilities and equals:
o the difference between interest income on interest-earning assets and interest expense on interest-bearing liabilities, divided by
o average interest-earning assets for the period.

The table also sets forth our net interest-earning balance--the difference between the average balance of interest-earning assets and the average balance of total deposits, borrowings and capital securities--for the periods indicated. We included non-accrual loans in the average interest-earning assets balance. We included interest from non-accrual loans in interest income only to the extent we received payments and to the extent we believe we will recover the remaining principal balance of the loans. We computed average balances using the average of each month's daily average balance during the periods indicated.

Three Months Ended June 30,


| Interest-earning assets: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgage-backed securities | 5,651 | 87 | 6.16 |  | 17,963 | 300 |
| Investment securities | 501,169 | 7,328 | 5.86 |  | 331,885 | 5,752 |
| Total interest-earning assets | 10,564,454 | 211,235 | 8.00 |  | 9,931,427 | 192,700 |
| Non-interest-earning assets | 362,519 |  |  |  | 349,115 |  |
| Total assets | \$10,926,973 |  |  |  | 0,280,542 |  |
| Transaction accounts: |  |  |  |  |  |  |
| Non-interest-bearing checking | \$ 296,370 | \$ | -- \% | \$ | 200,540 | \$ -- |
| Interest-bearing checking (1) | 408,931 | 499 | 0.49 |  | 384,499 | 922 |
| Money market | 89,960 | 629 | 2.80 |  | 89,028 | 629 |
| Regular passbook | 875,580 | 7,515 | 3.44 |  | 806,793 | 7,053 |
| Total transaction accounts | 1,670,841 | 8,643 | 2.07 |  | 1,480,860 | 8,604 |
| Certificates of deposit | 7,102,427 | 105,743 | 5.97 |  | 5,651,092 | 81,615 |
| Total deposits | 8,773,268 | 114,386 | 5.23 |  | 7,131,952 | 90,219 |
| Borrowings | 1,241,535 | 17,562 | 5.67 |  | 2,361,491 | 35,875 |
| Capital securities | 120,000 | 3,041 | 10.14 |  | 120,000 | 3,041 |
| Total deposits, borrowings and capital securities ........... | 10,134,803 | 134,989 | 5.34 |  | 9,613,443 | 129,135 |
| Other liabilities | 128,086 |  |  |  | 100,853 |  |
| Stockholders' equity | 664,084 |  |  |  | 566,246 |  |
| Total liabilities and |  |  |  |  |  |  |
| Net interest income/interest rate |  |  |  |  |  |  |
| Excess of interest-earning assets over deposits, borrowings and capital securities | \$ 429,651 |  |  |  | 317,984 |  |
| Effective interest rate spread |  |  | 2.89 |  |  |  |


Interest-earning assets:
Loans $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$
Mortgage-backed securities $\ldots \ldots$
Investment securities $\ldots \ldots \ldots \ldots$


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Changes in our net interest income are a function of both changes in rates and changes in volumes of interest-earning assets and interest-bearing liabilities. The following table sets forth information regarding changes in our interest income and expense for the periods indicated. For each category of interest-earning assets and interest-bearing liabilities, we have provided information on changes attributable to:
o changes in volume--changes in volume multiplied by comparative period rate;
o changes in rate--changes in rate multiplied by comparative period volume; and
o changes in rate/volume--changes in rate multiplied by changes in volume.

Interest-earning asset and interest-bearing liability balances used in the calculations represent quarterly average balances computed using the average of each month's daily average balance during the period indicated.

| (In Thousands) | Three Months Ended June 30, 2001 Versus 2000 Changes Due To |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate |  | Rate/ <br> Volume |  | Net |  | Volume |  |
| Interest income: |  |  |  |  |  |  |  |  |  |
| Loans | \$ 9,273 | \$ | 7,525 | \$ | 374 | \$ | 17,172 | \$ | 33,164 |
| Mortgage-backed securities | (206) |  | (23) |  | 16 |  | (213) |  | (427) |
| Investment securities | 2,982 |  | (931) |  | (475) |  | 1,576 |  | 4,595 |
| Change in interest income | 12,049 |  | 6,571 |  | (85) |  | 18,535 |  | 37,332 |


| Interest expense: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Transaction accounts: |  |  |  |  |  |
| Interest-bearing checking (1) | 58 | (452) | (29) | (423) | 124 |
| Money market | -- | -- | -- | -- | (17) |
| Regular passbook | 638 | (162) | (14) | 462 | 148 |
| Total transaction accounts | 696 | (614) | (43) | 39 | 255 |
| Certificates of deposit | 21,193 | 2,337 | 598 | 24,128 | 42,522 |
| Total interest-bearing deposits | 21,889 | 1,723 | 555 | 24,167 | 42,777 |
| Borrowings | $(16,912)$ | $(2,386)$ | 985 | $(18,313)$ | $(22,594)$ |
| Capital securities | -- | -- | -- | -- | -- |
| Change in interest expense | 4,977 | (663) | 1,540 | 5,854 | 20,183 |
| Change in net interest income | \$ 7,072 | \$ 7,234 | \$ ( 1,625 ) | \$ 12,681 | \$ 17,149 |

## PROVISION FOR LOAN LOSSES

Provision for loan losses was $\$ 0.4$ million in the current quarter, down from $\$ 0.9$ million in the second quarter of 2000 . For the first six months of 2001, provision for loan losses was $\$ 0.5$ million, compared to $\$ 1.7$ million in the year-ago period. For information regarding our allowance for loan losses, see Financial Condition--Problem Loans and Real Estate--Allowance for Losses on Loans and Real Estate on page 30 .

## OTHER INCOME

Our total other income was $\$ 22.3$ million in the second quarter of 2001 , up $\$ 12.8$ million from a year ago primarily due to:

- an $\$ 8.2$ million increase in net gains from sales of loans and mortgage-backed securities; and
- a $\$ 7.1$ million increase in loan and deposit related fees.

Those increases were partially offset by a $\$ 2.4$ million addition to the valuation allowance for mortgage servicing rights that appears within the category of loan servicing fees. For the first six months of 2001 , total other income was $\$ 28.2$ million, down $\$ 2.7$ million from a year ago, of which $\$ 9.8$ million was attributable to the year-ago pre-tax gain from the sale of our indirect automobile finance subsidiary. Below is a further discussion of the major other income categories.

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Loan and Deposit Related Fees
Loan and deposit related fees totaled $\$ 14.1$ million in the second quarter of 2001, up $\$ 7.1$ million from a year ago. Our loan related fees accounted for $\$ 5.7$ million of the increase between second quarters, of which $\$ 4.9$ million represented higher loan prepayment fees. Our deposit related fees increased by $\$ 1.4$ million or $44.5 \%$ primarily due to higher fees from our checking accounts. For the six months of 2001, loan and deposit related fees totaled $\$ 24.4$ million, up $\$ 11.5$ million from the same period of 2000.

The following table presents a breakdown of loan and deposit related fees for the periods indicated.


Real Estate and Joint Ventures Held for Investment

Income from our real estate and joint ventures held for investment in the second quarter of 2001 was virtually unchanged from $\$ 0.7$ million a year ago. Our net gains on sales of joint ventures declined by $\$ 1.1$ million and income from real estate operations declined by $\$ 0.4$ million due to fewer properties being owned. These decreases were offset by a $\$ 1.4$ million decline in the provision for losses on real estate and joint ventures. For the first six months of 2001 , income from real estate and joint ventures held for investment totaled $\$ 1.7$ million, down $\$ 2.1$ million from the same period of 2000 .

The table below sets forth the key components comprising our income from real estate and joint venture operations for the periods indicated.


## Secondary Marketing Activities

Sales of loans and mortgage-backed securities we originated increased to $\$ 1.364$ billion in the second quarter of 2001 from $\$ 467$ million a year ago. Net gains associated with these sales totaled $\$ 9.0$ million in the second quarter of 2001, up from $\$ 0.7$ million a year ago. The net gains included capitalized mortgage servicing rights of $\$ 13.4$ million in the second quarter of 2001 , compared to $\$ 5.5$ million a year ago. For the first six months of 2001 , net gains

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on sales of loans and mortgage-backed securities totaled $\$ 11.1$ million, up from $\$ 2.5$ million from the same period of 2000.

A loss of $\$ 2.9$ million was recorded in loan servicing fees from our portfolio of loans serviced for others during the second quarter of 2001 , compared to income of $\$ 0.3$ million a year ago. The loss in the 2001 second quarter reflects a $\$ 2.4$ million provision to the valuation allowance for mortgage servicing rights due to the continued drop in interest rates which reduced the value associated with custodial deposits. At June 30, 2001, we serviced $\$ 5.1$ billion of loans for others,

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compared to $\$ 4.0$ billion at December 31, 2000 and $\$ 3.5$ billion at June 30,2000 . For the first six months of 2001 , a loss of $\$ 11.1$ million was recorded in loan servicing fees, compared to income of $\$ 0.6$ million from the same period of 2000 .

The following table presents a breakdown of the components of our loan servicing fees for the periods indicated.


For further information regarding mortgage servicing rights, see Notes To Consolidated Financial Statements--Note (4)--Mortgage Servicing Rights on page 8 .

## OPERATING EXPENSE

Operating expense totaled $\$ 40.1$ million in the current quarter, up $\$ 7.2$ million from the second quarter of 2000 . The increase was primarily due to a $\$ 7.4$ million or $22.7 \%$ increase in general and administrative expense. That increase was primarily due to higher costs associated with an increased number of branch locations and higher loan origination activity. For the first six months of 2001, operating expenses totaled $\$ 77.4$ million, up $\$ 8.7$ million from the same period of 2000 .

The following table presents a breakdown of our operating expense for the periods indicated.

| (In Thousands) |  |  |  |  |  | ree Mon |  | ded |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ |  | $\begin{gathered} \text { March } 31, \\ 2001 \end{gathered}$ |  | December 31,2000 |  | $\begin{array}{r} \text { September } \\ 2000 \end{array}$ |  |
| Salaries and related costs | \$ | 24,646 | \$ | 23,271 | \$ | 21,743 | \$ | 19,280 |
| Premises and equipment costs |  | 6,042 |  | 6,043 |  | 5,945 |  | 5,837 |
| Advertising expense |  | 1,127 |  | 1,176 |  | 1,121 |  | 980 |



## PROVISION FOR INCOME TAXES

Income taxes for the current quarter totaled $\$ 24.5$ million, resulting in an effective tax rate of $42.3 \%$ compared to $\$ 16.7$ million and $42.6 \%$ for the like quarter of a year ago. For the first six months of 2001 , our effective tax rate was $42.3 \%$, compared to $42.6 \%$ for the same period of 2000 . For further information regarding income taxes, see Notes to Consolidated Financial Statements--Note (6) - Income Taxes on page 9.

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## BUSINESS SEGMENT REPORTING

The previous sections of the Results of Operations discussed our consolidated results. The purpose of this section is to present data and discussion on the results of operations of our two business segments--banking and real estate investment. For further information regarding business segments, see Notes To Consolidated Financial Statements--Note (3)--Business Segment Reporting on page 7 .

The following table presents by business segment our net income for the periods indicated.

|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December } 3= \\ 2000 \end{gathered}$ | Septembe 2000 | $30$ | June 200 |
| Banking net income | \$ 33,619 | \$ 25,309 | \$ 22,738 | \$ 24,080 |  | \$ 22, 2 |
| Real estate investment net income (loss) | (164) | 555 | 257 | 2,258 |  |  |
| Total net income | \$ 33,455 | \$ 25,864 | \$ 22,995 | \$ 26,338 |  | \$ 22,4 |



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## Banking

Net income from our banking operations for the second quarter of 2001 totaled $\$ 33.6$ million, up $51.2 \%$ from $\$ 22.2$ million in the second quarter of 2000 .

The increase between second quarters primarily reflected higher net interest income and other income. Net interest income increased $\$ 12.7$ million or $20.1 \%$ due to an increase in both our average earning assets and our effective interest rate spread. Other income increased $\$ 12.6$ million, more than double the year-ago level, due to higher net gains from sales of loans and mortgage-backed securities, and loan and deposit related fees. Also favorably impacting our banking net income was a $\$ 0.5$ million decline in provision for loan losses. These favorable items were partially offset by an unfavorable change in loan servicing fees and an increase in operating expense. Loan servicing included a $\$ 2.4$ million addition to the valuation allowance for mortgage servicing rights, while operating expense increased $\$ 6.3$ million due to higher costs associated with the increased number of branch locations and higher loan origination activity.

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The following table sets forth our banking operational results for the periods indicated and selected financial data.


For the first six months of 2001, our net income from banking totaled $\$ 58.9$ million, up $\$ 10.9$ million from the same period a year ago. The sale of our

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indirect automobile finance subsidiary benefited our year-ago six-month period net income by $\$ 5.6$ million. Excluding that gain, net income from our banking operations would have increased by $\$ 16.5$ million or $39.0 \%$ from a year ago.

The following table sets forth our banking operational results for the periods indicated.

| (In Thousands) | Six Months Ended June 30 |  |
| :---: | :---: | :---: |
|  | 2001 | 2000 |
| Net interest income | \$152,370 | \$126, 216 |
| Provision for loan losses | 483 | 1,733 |
| Other income: |  |  |
| Gain on sale of subsidiary | -- | 9,762 |
| All other | 25,894 | 17,225 |
| Operating expense | 75,853 | 68, 042 |
| Net intercompany income | 181 | 215 |
| Income before income taxes | 102,109 | 83,643 |
| Income taxes | 43,217 | 35,639 |
| Net income before cumulative effect of change in accounting principle.. | 58,892 | 48,004 |
| Cumulative effect of change in accounting principle, net of income taxes | 36 | -- |



Real Estate Investment

Our real estate investment operations recorded a loss of $\$ 0.2$ million in the second quarter of 2001, compared to net income of $\$ 0.2$ million in the year-ago quarter. The decline was primarily attributed to higher operating expenses due to litigation matters associated with certain joint venture partners.

The following table sets forth real estate investment operational results for the periods indicated and selected financial data.

Three Months Ended

| (In Thousands) | $\begin{array}{r} \text { June } 30, \\ 2001 \end{array}$ |  | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ |  | $\begin{array}{cr} \text { December 31, September } \\ 2000 & 2000 \end{array}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 10 | \$ | 28 | \$ | 58 | \$ | 73 |
| Other income |  | 1,072 |  | 1,268 |  | 1,079 |  | 4,112 |
| Operating expense |  | 1,278 |  | 260 |  | 606 |  | 260 |
| Net intercompany expense |  | 84 |  | 97 |  | 99 |  | 83 |
| Income (loss) before income taxes (benefit) |  | (280) |  | 939 |  | 432 |  | 3,842 |
| Income taxes (benefit) |  | (116) |  | 384 |  | 175 |  | 1,584 |
| Net income (loss) | \$ | (164) | \$ | 555 | \$ | 257 | \$ | 2,258 |



Our investment in real estate and joint ventures amounted to $\$ 20$ million at June 30, 2001, compared to $\$ 18$ million at December 31, 2000 and $\$ 39$ million at June 30, 2000.

For the first six months of 2001, our net income from real estate investment operations totaled $\$ 0.4$ million, down from $\$ 1.9$ million from the same period a year ago.

The following table sets forth our real estate investment operational results for the periods indicated.


For information on valuation allowances associated with real estate and joint venture loans, see Financial Condition--Problem Loans and Real Estate--Allowances for Losses on Loans and Real Estate on page 30.

## FINANCIAL CONDITION

## LOANS AND MORTGAGE-BACKED SECURITIES

Total loans and mortgage-backed securities, including those we hold for sale, decreased $\$ 291$ million during the second quarter to a total of \$10.0 billion or $92.2 \%$ of assets at June 30, 2001. The decrease represents a lower level of single family loans held for investment, which declined $\$ 210$ million during the quarter as prepayments exceeded originations. Given the low interest rate environment and borrower preference for fixed rate loans, our annualized prepayment speed in the current quarter was a record 44\%, compared to 18\% a year ago.

The following table sets forth loans originated, including purchases, for investment and for sale during the periods indicated.

Three Months Ended

| (In Thousands) | June 30, $2001$ | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ | $\begin{array}{r} \text { Septembe } \\ 200 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |

Loans originated for investment:


Originations of residential one-to-four unit loans totaled a record $\$ 2.122$ billion in the second quarter of 2001 , of which $\$ 826$ million were for portfolio and $\$ 1.297$ billion were for sale. This was $47.6 \%$ above the $\$ 1.438$ billion we originated in the first quarter of 2001 and $52.7 \%$ above the $\$ 1.390$ billion we originated in the year-ago second quarter. Of the current quarter originations for portfolio, $\$ 110$ million represented originations of subprime credits as part of our continuing strategy to enhance the portfolio's net yield. During the current quarter, $72 \%$ of our residential one-to-four unit originations represented refinancing transactions. This is similar to the previous quarter level but up from $34 \%$ in the year-ago second quarter. In addition to single family loans, we originated $\$ 43$ million of other loans in the current quarter.

During the current quarter, loan originations for investment consisted primarily of adjustable rate mortgages tied to COFI, an index which lags the movement in market interest rates. This experience is similar to that of recent quarters.

Our adjustable rate mortgages generally:

- begin with an incentive interest rate, which is an interest rate below the current market rate, that adjusts to the applicable index plus a defined spread, subject to periodic and lifetime caps, after one, three, six or twelve months;
- provide that the maximum interest rate we can charge borrowers cannot exceed the incentive rate by more than six to nine percentage points, depending on the type of loan and the initial rate offered; and
- limit interest rate adjustments to 1\% per adjustment period for those that adjust semi-annually and $2 \%$ per adjustment period for those that adjust annually.

Most of our adjustable rate mortgages adjust monthly instead of semi-annually. These monthly adjustable rate mortgages:

- have a lifetime interest rate cap, but no specified periodic interest rate adjustment cap;
- have a periodic cap on changes in required monthly payments, which adjust annually; and
- allow for negative principal of accrued interest that exceeds the required monthly loan payments.


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Regarding negative amortization, if a loan incurs significant negative amortization, then there is an increased risk that the market value of the underlying collateral on the loan would be insufficient to satisfy fully the outstanding principal and interest. We currently impose a limit on the amount of negative amortization, so that the principal plus the added amount cannot exceed $110 \%$ of the original loan amount.

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At June $30,2001, \$ 7.0$ billion of the adjustable rate mortgages in our loan portfolio were subject to negative amortization of which $\$ 183$ million represented the amount of negative amortization included in the loan balance.

We also continue to originate residential fixed interest rate mortgage loans to meet consumer demand, but we intend to sell the majority of these loans. We sold $\$ 1.364$ billion of loans in the second quarter of 2001 , compared to $\$ 597$ million in the previous quarter and $\$ 467$ million in the second quarter of 2000. All were secured by residential one-to-four unit property, and at June 30, 2001, loans held for sale totaled $\$ 377$ million.

At June 30, 2001, our unfunded loan application pipeline totaled $\$ 1.522$ billion. Within that pipeline, we had commitments to borrowers for short-term interest rate locks of $\$ 647$ million, of which $\$ 320$ million were related to residential one-to-four unit loans being originated for sale in the secondary market. Furthermore, we had commitments on undrawn lines of credit of $\$ 82$ million and loans in process of $\$ 53$ million. We believe our current sources of funds will enable us to meet these obligations while exceeding all regulatory liquidity requirements.

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The following table sets forth the origination, purchase and sale activity relating to our loans and mortgage-backed securities during the periods indicated.

| (In Thousands) |  |  |  |  |  | Month |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2001 \end{gathered}$ |  | $\begin{array}{r} \text { December } \\ 2000 \end{array}$ |  |
| INVESTMENT PORTEOLIO |  |  |  |  |  |  |
| Loans originated: |  |  |  |  |  |  |
| Loans secured by real estate: |  |  |  |  |  |  |
| Residential one-to-four units: |  |  |  |  |  |  |
| Adjustable | \$ | 620,539 | \$ | 501,945 | \$ | 675,9 |
| Adjustable - subprime |  | 106,148 |  | 135,043 |  | 210,9 |
| Total adjustable |  | 726,687 |  | 636,988 |  | 886,8 |
| Fixed |  | 7,455 |  | 4,117 |  | 2,3 |
| Fixed - subprime |  | 3,394 |  | -- |  |  |
| Residential five or more units: |  |  |  |  |  |  |
| Adjustable |  | -- |  | -- |  |  |
| Fixed |  | 125 |  | -- |  |  |
| Total residential |  | 737,661 |  | 641,105 |  | 889,3 |
| Commercial real estate |  | -- |  | -- |  |  |
| Construction |  | 23,154 |  | 18,888 |  | 30,7 |
| Land |  | 6,219 |  | -- |  | 9, 7 |
| Non-mortgage: |  |  |  |  |  |  |
| Commercial |  | 4,970 |  | 165 |  | 7,0 |



The following table sets forth the composition of our loan and mortgage-backed securities portfolios at the dates indicated.

|  | June 30, | March 31, |
| :---: | :---: | :---: |
| (In Thousands) | 2001 | 2001 |

## INVESTMENT PORTFOLIO

Loans secured by real estate:
Residential one-to-four units:


We carry loans for sale at the lower of cost or market. At June 30, 2001, no valuation allowance was required as the market value exceeded book value on an aggregate basis.

At June 30, 2001, our residential one-to-four units subprime portfolio consisted of approximately 75\% "A-" credit, 21\% "B" credit and 4\% "C" credit loans. At June 30, 2001, the average loan-to-value ratio at origination for these loans was approximately 75\%.

We carry mortgage-backed securities available for sale at fair value which, at June 30, 2001, reflected an unrealized loss of $\$ 30,000$. The current quarter-end unrealized loss, less the associated tax effect is reflected within a separate component of other comprehensive income (loss) until realized.

## DEPOSITS

At June 30, 2001, our deposits totaled $\$ 9.0$ billion, up $\$ 1.8$ billion or $24.0 \%$ from the year-ago quarter end and up $\$ 957$ million or $11.8 \%$ from year-end 2000. Compared to the year-ago period, our certificates of deposit increased $\$ 1.4$ billion or $24.2 \%$ and our transaction accounts--i.e., checking, regular passbook and money market--increased $\$ 339$ million or $23.1 \%$. Within transaction accounts, our regular passbook accounts increased $\$ 183$ million or $22.7 \%$ and our total checking accounts (non-interest and interest bearing) increased \$151 million or $26.2 \%$.

The following table sets forth information concerning our deposits and weighted average rates paid at the dates indicated.


Transaction accounts:
Non-interest-bearing
checking .......... -- $\% ~ \$ 328,338$-- $\% \quad \$ 335,404$-- $\% ~ \$ 244,311$-- $\%$

Interest-bearing

| checking (1) $\ldots \ldots \ldots$ | 0.42 | 401,126 | 0.42 | 416,636 | 0.78 | 395,640 | 0.78 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| oney market $\ldots \ldots .$. | 2.79 | 89,949 | 2.87 | 91,733 | 2.88 | 89,408 | 2.87 |
| Regular passbook ...... 3.44 | 986,488 | 3.38 | 807,503 | 3.41 | 754,127 | 3.42 |  |


| Total transaction accounts ...... | 2.11 | 1,805,901 | 1.92 | 1,651,276 | 2.12 | 1,483,486 | 2.18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Certificates of deposit: |  |  |  |  |  |  |  |
| Less than 3.00\% | 2.48 | 27,473 | 2.14 | 7,620 | 2.41 | 6,357 | 2.41 |
| 3.00-3.49 | 3.36 | 8,342 | 3.45 | 26 | 3.45 | 25 | 3.45 |
| 3.50-3.99 | 3.83 | 82,191 | 3.81 | 20,748 | 3.97 | 384 | 3.82 |
| 4.00-4.49 | 4.29 | 387,442 | 4.38 | 7,279 | 4.19 | 26,916 | 4.23 |
| 4.50-4.99 | 4.74 | 691,800 | 4.72 | 293,442 | 4.82 | 80,844 | 4.83 |
| 5.00-5.99 | 5.50 | 2,791,697 | 5.62 | 2,288,745 | 5.71 | 1,901,166 | 5.69 |
| 6.00-6.99 | 6.59 | 3,233,032 | 6.64 | 4,424,756 | 6.63 | 4,558,730 | 6.58 |
| 7.00 and greater | 7.03 | 12,186 | 7.03 | 14,383 | 7.02 | 24,781 | 7.02 |
| Total certificates deposit ........ | $5.82$ | 7,234,163 | 6.21 | 7,056,999 | 6.33 | 6,599,203 | 6.22 |
| Total deposits | 5.08\% | \$9,040,064 | 5.40\% | \$8,708,275 | 5.56\% | \$8,082,689 | 5.44\% |

## BORROWINGS

During the 2001 second quarter, our borrowings decreased $\$ 564$ million to $\$ 893$ million, due to a decrease in FHLB advances. This followed a decrease of \$521 million during the first quarter of 2001.

The following table sets forth information concerning our FHLB advances and other borrowings at the dates indicated.

| (Dollars in Thousands) |  | $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ | Sep |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Federal Home Loan Bank advances | \$ | 892,670 | \$1,457,046 | \$1,978,348 | \$1, 8 |
| Other borrowings |  | 94 | 145 | 224 |  |
| Total borrowings | \$ | 892,764 | \$1,457,191 | \$1,978,572 | \$1, 8 |
| Weighted average rate on borrowings during the period |  | 5.67\% | 6.14\% | 6.34\% |  |
| Total borrowings as a percentage of total assets |  | 8.25 | 13.21 | 18.16 |  |

## CAPITAL SECURITIES

On July 23, 1999, we issued $\$ 120$ million in capital securities, of which $\$ 108$ million was invested as additional common stock in the Bank. The capital securities pay quarterly cumulative cash distributions at an annual rate of $10.00 \%$ of the liquidation value of $\$ 25$ per share. Interest expense including the amortization of deferred issuance costs on our capital securities was $\$ 3.0$ million for the second quarter of 2001.

## ASSET/LIABILITY MANAGEMENT AND MARKET RISK

Market risk is the risk of loss from adverse changes in market prices and interest rates. Our market risk arises primarily from interest rate risk in our lending and deposit taking activities. This interest rate risk occurs to the degree that our interest-bearing liabilities reprice or mature on a different basis--generally more rapidly--than our interest-earning assets. Since our earnings depend primarily on our net interest income, which is the difference between the interest and dividends earned on interest-earning assets and the interest paid on interest-bearing liabilities, one of our principal objectives is to actively monitor and manage the effects of adverse changes in interest rates on net interest income while maintaining asset quality. Our primary strategy to manage interest rate risk is to emphasize the origination of adjustable rate mortgages or loans with relatively short maturities. Interest rates on adjustable rate mortgages are primarily tied to COFI. There has been no significant change in our market risk since December $31,2000$.

The following table sets forth the repricing frequency of our major asset and liability categories as of June 30, 2001, as well as other information regarding the repricing and maturity differences between our interest-earning assets and total deposits, borrowings and capital securities in future periods. We refer to these differences as "gap." We have determined the repricing frequencies by reference to projected maturities, based upon contractual maturities as adjusted for scheduled repayments and "repricing mechanisms"--provisions for changes in the interest and dividend rates of assets and liabilities. We assume prepayment rates on substantially all of our loan portfolio based upon our historical loan prepayment experience and anticipated future prepayments. Repricing mechanisms on a number of our assets are subject to limitations, such as caps on the amount that interest rates and payments on our loans may adjust, and accordingly, these assets do not normally respond to changes in market interest rates as completely or rapidly as our liabilities. The interest rate sensitivity of our assets and liabilities illustrated in the

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following table would vary substantially if we used different assumptions or if actual experience differed from the assumptions shown.

June 30, 2001

| (Dollars in Thousands) | Within <br> 6 Months |  | $7-12$ <br> Months | $\begin{aligned} & 2-5 \\ & \text { Years } \end{aligned}$ | $\begin{gathered} 6-10 \\ \text { Years } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-earning assets: |  |  |  |  |  |
| Investment securities and FHLB stock .. (1) | \$ 288,273 | \$ | 36,283 | \$130,396 | \$ |
| Loans and mortgage-backed securities: . (2) |  |  |  |  |  |
| Loans secured by real estate: |  |  |  |  |  |
| Residential: |  |  |  |  |  |
| Adjustable | 8,315,833 |  | 238,787 | 291,575 |  |
| Fixed | 414,476 |  | 32,435 | 178,564 | 106,90 |
| Commercial real estate | 49,632 |  | 17,198 | 81,151 | 3,60 |
| Construction | 50,691 |  | -- | -- | -- |
| Land | 13,557 |  | 9 | 67 | 7 |
| Non-mortgage loans: |  |  |  |  |  |
| Commercial | 14,721 |  | -- | -- | - |
| Consumer | 62,980 |  | 6,446 | 18,428 | - |
| Mortgage-backed securities | 5,234 |  |  |  | -- |



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more interest-earning assets reprice within six months than total deposits, borrowings and capital securities. This compares to a positive six-month gap of $28.66 \%$ at December 31, 2000 and $32.57 \%$ at June 30, 2000. We continue to pursue our strategy of emphasizing the origination of adjustable rate mortgages. For the twelve months ended June 30, 2001, we originated and purchased for investment $\$ 2.9$ billion of adjustable rate loans which represented approximately $98 \%$ of all loans we originated and purchased for investment during the period.

At June $30,2001,98 \%$ of our interest-earning assets mature, reprice or are estimated to prepay within five years, unchanged from December 31, 2000 but up slightly from 97\% at June 30, 2000. At June 30, 2001, loans held for investment and mortgage-backed securities with adjustable interest rates represented $90 \%$ of those portfolios. During the second quarter of 2001 , we continued to offer residential fixed rate loan products to our customers primarily for sale in the secondary market. We price and originate fixed rate mortgage loans for sale into the secondary market to increase opportunities to originate adjustable rate mortgages and to generate fees and servicing income. We also originate fixed rate loans for portfolio to facilitate the sale of real estate acquired in settlement of loans and which meet specific yield and other approved guidelines.

At June $30,2001, \$ 9.2$ billion or $92 \%$ of our total loan portfolio, including mortgage-backed securities, consisted of adjustable rate loans, construction loans, and loans with a due date of five years or less, compared to $\$ 9.4$ billion or $93 \%$ at December 31, 2000 and $\$ 9.1$ billion or $93 \%$ at June 30 , 2000 .

The following table sets forth the interest rate spread between our interest-earning assets and interest-bearing liabilities at the dates indicated.

| June 30, | March 31, | December 31, | September 30, |
| :---: | :---: | ---: | ---: |
| 2001 | 2001 | 2000 | 2000 |


| Weighted average yield: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans and mortgage-backed securities | 8. $24 \%$ | 8.56\% | 8.45\% | 8. $40 \%$ |
| Federal Home Loan Bank stock | 6.00 | 5.51 | 5.52 | 5.52 |
| Investment securities | 5.54 | 6.00 | 6.45 | 6.42 |
| Interest-earning assets yield | 8.12 | 8.46 | 8.36 | 8.32 |
| Weighted average cost: |  |  |  |  |
| Deposits | 5.08 | 5.40 | 5.56 | 5.44 |
| Borrowings: |  |  |  |  |
| Federal Home Loan Bank advances | 5.36 | 5.94 | 6.26 | 6.37 |
| Other borrowings . | 7.88 | 7.88 | 8.12 | 7.88 |
| Total borrowings | 5.36 | 5.94 | 6.26 | 6.37 |
| Capital securities | 10.00 | 10.00 | 10.00 | 10.00 |
| Combined funds cost | 5.16 | 5.53 | 5.75 | 5.68 |
| Interest rate spread | $2.96 \%$ | $2.93 \%$ | $2.61 \%$ | $2.64 \%$ |

The period-end weighted average yield on our loan portfolio decreased to $8.24 \%$ at June 30,2001 , down from 8.45\% at December 31, 2000 , but up from $8.03 \%$ at June 30,2000 . At June 30,2001 , our adjustable rate mortgage portfolio of single family residential loans, including mortgage-backed securitites, totaled $\$ 8.8$ billion with a weighted average rate of $8.27 \%$, compared to $\$ 9.0$ billion with a weighted average rate of $8.47 \%$ at December 31,2000 and $\$ 8.7$ billion

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with a weighted average rate of $8.00 \%$ at June 30,2000 .

PROBLEM LOANS AND REAL ESTATE

## Non-Performing Assets

Non-performing assets consist of loans on which we have ceased the accrual of interest, which we refer to as non-accrual loans, loans restructured at a below market rate, real estate acquired in settlement of loans and repossessed automobiles. Non-performing assets increased during the quarter by only $\$ 1$ million to $\$ 60 \mathrm{million}$ or $0.55 \%$ of total assets. This increase was primarily due to a rise in residential non-performers of $\$ 2$ million, which included a $\$ 2$ million decline in residential subprime non-performers. Non-performing assets at quarter end include non-accrual loans aggregating $\$ 2$ million which were not contractually past due, but were deemed non-accrual due to management's assessment of the borrower's ability to pay.

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The following table summarizes our non-performing assets at the dates indicated.

| (Dollars in Thousands) | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ | $\begin{array}{r} \text { December 31, } \\ 2000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Non-accrual loans: |  |  |  |
| Residential one-to-four units | \$22,494 | \$16,965 | \$20,746 |
| Residential one-to-four units - subprime | 25,737 | 26,353 | 22,296 |
| Other | 3,054 | 3,367 | 1,708 |
| Total non-accrual loans | 51,285 | 46,685 | 44,750 |
| Troubled debt restructure - below market rate (1) | 204 | 205 | 206 |
| Real estate acquired in settlement of loans | 8,366 | 11,634 | 9,942 |
| Repossessed automobiles | 37 | 15 | 76 |
| Total non-performing assets | \$59,892 | \$58,539 | \$54,974 |
| Allowance for loan losses: |  |  |  |
| Amount | \$34,301 | \$34,059 | \$34,452 |
| As a percentage of non-performing loans ........ | $66.62 \%$ | $72.64 \%$ | $76.63 \%$ |
| Non-performing assets as a percentage of total assets | 0.55 | 0.53 | 0.50 |

Delinquent Loans

During the 2001 second quarter, our delinquencies as a percentage of total loans outstanding increased from $0.73 \%$ to $0.81 \%$ and were above the $0.51 \%$ of a year ago. The increase primarily occurred in both of our residential one-to-four unit categories.

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The following table indicates the amounts of our past due loans at the dates indicated.

| (Dollars in Thousands) | $30-59$ <br> Days |  | $60-89$ <br> Days | $\begin{gathered} 90+ \\ \text { Days (1) } \end{gathered}$ | Total | $30-59$ <br> Days |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans secured by real estate:Residential: |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| One-to-four units | \$15,190 | \$ | 7,262 | \$17,291 | \$39,743 | \$14,166 |
| One-to-four units - subprime | 11,402 |  | 6,513 | 20,772 | 38,687 | 11,223 |
| Five or more units | -- |  | - | 248 | 248 | -- |
| Commercial real estate | -- |  | -- | -- | -- | -- |
| Construction . . . . . . . . . . . . . . . . . | -- |  | -- | -- | -- | -- |
| Land | -- |  | -- | -- | -- | -- |
| Non-mortgage: |  |  |  |  |  |  |
| Commercial | -- |  | -- | 1,290 | 1,290 | -- |
| Automobile | 112 |  | 63 | 32 | 207 | 230 |
| Other consumer | 287 |  | 28 | 185 | 500 | 189 |
| Total loans | \$26,991 |  | 13,866 | \$39,818 | \$80,675 | \$25,808 |
| Delinquencies as a percentage of total |  |  |  |  |  |  |
| loans . . . . . . . . . . . . . . . . . . . . . . | $0.27 \%$ |  | $0.14 \%$ | $0.40 \%$ | $0.81 \%$ | $0.25 \%$ |
|  |  |  | Decembe | 31, 2000 |  |  |
| Loans secured by real estate: Residential: |  |  |  |  |  |  |
| Residential: |  |  |  |  |  |  |
| One-to-four units | \$12,400 | \$ | 8,611 | \$15,246 | \$36,257 | \$14,970 |
| One-to-four units - subprime | 7,300 |  | 7,658 | 14,427 | 29,385 | 7,701 |
| Five or more units | -- |  | -- | -- | -- | -- |
| Commercial real estate | -- |  | -- | -- | -- | -- |
| Construction . | -- |  | -- | -- | -- | -- |
| Land | -- |  | -- | -- | -- | -- |
| Non-mortgage: |  |  |  |  |  |  |
| Commercial | - |  | -- | -- | -- | -- |
| Automobile | 393 |  | 26 | 151 | 570 | 356 |
| Other consumer | 98 |  | 29 | 246 | 373 | 200 |
| Total loans | \$20,191 |  | 16,324 | \$30,070 | \$66,585 | \$23,227 |
| Delinquencies as a percentage of total |  |  |  |  |  |  |
| loans . . . . . . . . . . . . . . . . . . . . . . | $0.20 \%$ |  | $0.16 \%$ | $0.30 \%$ | $0.66 \%$ | $0.24 \%$ |

June 30, 2000

Loans secured by real estate:
Residential:
One-to-four units $\ldots . . .+\ldots \quad \$ 7,519 \quad \$ 4,970 \quad \$ 14,805 \quad \$ 27,294$
One-to-four units - subprime ... 6,270 4,590 11,054 21,914
Five or more units ............
Commercial real estate
Construction
Land

Total real estate loans ....... 13,789
9,560
25,859
49,208

| Non-mortgage: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial | -- | -- | -- | -- |
| Automobile | 158 | -- | 6 | 164 |
| Other consumer | 372 | 30 | 208 | 610 |
| Total loans | \$14,319 | \$9,590 | \$26,073 | \$49,982 |
| Delinquencies as a percentage of total |  |  |  |  |
| loans | $0.15 \%$ | 0.10\% | $0.26 \%$ | $0.51 \%$ |

Allowance for Losses on Loans and Real Estate

We maintain valuation allowances for losses on loans and real estate to provide for losses inherent in those portfolios. The adequacy of the allowance is evaluated quarterly by management to maintain the allowance at levels sufficient to provide for inherent losses. We adhere to an internal asset review system and loss allowance methodology designed to provide for timely recognition of problem assets and an adequate allowance to cover asset losses. The amount of the allowance is based upon the summation of general valuation allowances, allocated allowances and an unallocated allowance. General valuation allowances relate to assets with no well-defined deficiency or weakness and takes into consideration loss that is imbedded within the portfolio but has not yet been realized. Allocated allowances relate to assets with well-defined deficiencies or weaknesses. Included in these allowances are those amounts associated with assets where it is probable that the value of the asset has been impaired and the loss can be reasonably estimated. If we determine the net fair value of the asset exceeds our carrying value, a specific allowance is recorded for the amount of that difference. The unallocated allowance is more subjective and is reviewed quarterly to take into consideration estimation errors and economic trends that are not necessarily captured in determining the general valuation and allocated allowances.

Allowances for losses on all assets were $\$ 37$ million at June 30, 2001, $\$ 38$ million at December 31, 2000 and $\$ 37$ million at June 30, 2000.

Our provision for loan losses was $\$ 0.4$ million in the current quarter and exceeded our net loan charge-offs by $\$ 0.2$ million resulting in an increase in the allowance for loan losses to $\$ 34.3$ million at June 30, 2001. The current quarter allowance increase reflected an increase of $\$ 0.4$ million in allocated allowances to $\$ 5.1$ million due to an increase in bankruptcies. General valuation allowances declined by $\$ 0.2$ million to $\$ 26.4$ million due to declines in various categories of our loan portfolio. There was no change in the unallocated allowance of $\$ 2.8$ million. Since year-end 2000 , our allowance for loan losses declined by $\$ 0.2$ million, as general valuation allowances declined by $\$ 0.6$ million, partially offset by a $\$ 0.4$ million increase in allocated allowances.

The following table is a summary of the activity of our allowance for loan losses during the periods indicated.



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The following table presents by category of loan gross charge-offs, gross recoveries and net charge-offs during the periods indicated.



The following table indicates our allocation of the allowance for loan losses to the various categories of loans at the dates indicated.

|  | June 30, 2001 |  |  | March 31, 2001 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands) | Allowance | Gross <br> Loan Portfolio Balance | Allowanc Percentag To Loan Balance | Allowance | Gross <br> Loan Portfolio Balance | Allowance Percentage to Loan Balance |  |
| Loans secured by real estate: Residential: |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| One-to-four units | \$15,139 | \$7,506,027 | 0.20\% | \$14,613 | \$7,652,325 | 0.19\% | \$1 |
| One-to-four units subprime .............. | 10,826 | 1,701,558 | 0.64 | 11,057 | 1,765,656 | 0.63 |  |
| Five or more units | 141 | 18,823 | 0.75 | 142 | 18,915 | 0.75 |  |
| Commercial real estate | 2,703 | 157,749 | 1.71 | 2,709 | 162,169 | 1.67 |  |
| Construction | 1,171 | 99,261 | 1.18 | 1,142 | 96,564 | 1.18 |  |
| Land | 263 | 21,283 | 1.24 | 261 | 21,230 | 1.23 |  |
| Non-mortgage: |  |  |  |  |  |  |  |
| Commercial | 422 | 21,648 | 1.95 | 424 | 21,312 | 1.99 |  |
| Automobile | 175 | 32,594 | 0.54 | 234 | 36,590 | 0.64 |  |
| Other consumer | 661 | 56,096 | 1.18 | 677 | 58,610 | 1.16 |  |
| Not specifically allocated | 2,800 | -- | -- | 2,800 | -- | -- |  |
| Total loans held for investment $\qquad$ | $\$ 34,301$ | \$9,615,039 | $0.36 \%$ | \$34,059 | \$9,833,371 | $0.35 \%$ | \$3 |

September 30, 2000
June 30, 2000

Loans secured by real estate:
Residential: One-to-four units ..... $\$ 15,143 \quad \$ 7,393,275 \quad 0.20 \% \quad \$ 14,622 \quad \$ 7,442,407 \quad 0.20 \%$
One-to-four units -
subprime ........... $9,946 \quad 1,652,462 \quad 0.60 \quad 9,862 \quad 1,695,352 \quad 0.58$ Five or more units .....
Commercial real estate ...
Construction .............
Land . . . . . . . . . . . . . . . . . . .
Non-mortgage:
Commercial
Automobile ..............
Other consumer ...........
Not specifically allocated
Total loans held for

investment ............ $\$ 34,014$ \$9,500,362 0.36\% \$33,237<br>\$9,584,308<br>$0.35 \%$

$============================================================================================$

At June 30, 2001, the recorded investment in loans for which we recognized impairment totaled $\$ 14$ million. The total allowance for losses related to these loans was $\$ 1$ million. During the second quarter of 2001 , total interest recognized on the impaired loan portfolio was $\$ 0.4$ million, increasing the year-to-date total to $\$ 0.9$ million.

The following table is a summary of the activity in our allowance for loan losses associated with impaired loans during the periods indicated. We have recorded provisions and reductions to the allowance associated with changes in the net book value of loans classified as impaired.

Three Months Ended

| (In Thousands) | June 30, $2001$ | $\begin{gathered} \text { March } 31 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December } \\ 2000 \end{gathered}$ | $\begin{aligned} & \text { September } 30 \text {, } \\ & 2000 \end{aligned}$ |  | $\begin{gathered} \text { June } 30, \\ 2000 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of period | \$ 798 | \$ 800 | \$ 791 |  |  |  | 795 |
| Provision (reduction) | (16) | (2) | 9 |  | (1) |  | (3) |
| Charge-offs | -- | -- | -- |  | -- |  | -- |
| Recoveries | -- | -- | -- |  | -- |  | -- |
| Balance at end of period | \$ 782 | \$ 798 | \$ 800 |  | 791 |  | 792 |

The following table is a summary of the activity in our allowance for real estate and joint ventures held for investment during the periods indicated.

| (In Thousands) | $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of period | \$3,030 | \$2,997 | \$2,961 | \$3,561 | \$2,088 |
| Provision (reduction) | 33 | 33 | 36 | (600) | 1,473 |
| Charge-offs | -- | -- | -- | -- | -- |
| Recoveries | -- | -- | -- | -- | -- |
| Balance at end of period | \$3,063 | \$3,030 | \$2,997 | \$2,961 | \$3,561 |

## CAPITAL RESOURCES AND LIQUIDITY

Our sources of funds include deposits, advances from the FHLB and other borrowings; proceeds from the sale of real estate, loans and mortgage-backed securities; payments of loans and mortgage-backed securities and payments for and sales of loan servicing; and income from other investments. Interest rates, real estate sales activity and general economic conditions significantly affect repayments on loans and mortgage-backed securities and deposit inflows and outflows.

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Our primary sources of funds generated in the second quarter of 2001 were from:

- principal repayments--including prepayments, but excluding refinances of our existing loans--on loans and mortgage-backed securities of $\$ 865$ million; and
- a net increase in deposits of $\$ 332$ million.

We used these funds for the following purposes:

- to originate and purchase loans held for investment of $\$ 634$ million; and
- to paydown our borrowings by $\$ 564$ million.

At June 30, 2001, the Bank's ratio of regulatory liquidity was $5.4 \%$, compared to 4.3\% at December 31, 2000 and $4.1 \%$ at June 30, 2000.

Downey currently has liquid assets, including due from Bank--interest bearing balances, of $\$ 20$ million and can obtain further funds by means of dividends from subsidiaries, subject to certain limitations, or issuance of further debt or equity.

Stockholders' equity totaled $\$ 681$ million at June 30,2001 , up from $\$ 625$ million at December 31, 2000 and $\$ 577$ million at June 30, 2000.

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## REGULATORY CAPITAL COMPLIANCE

Our core and tangible capital ratios were $6.95 \%$ and our risk-based capital ratio was $13.84 \%$. The Bank's capital ratios exceed the "well capitalized" standards of $5.00 \%$ for core capital and $10.00 \%$ for risk-based capital, as defined by regulation.

The following table is a reconciliation of the Bank's stockholder's equity to federal regulatory capital as of June 30, 2001.

| (Dollars in Thousands) | Tangible Capital |  | Core Capital |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio |
| Stockholder's equity | \$776,487 |  | \$776,487 |  |
| Adjustments: |  |  |  |  |
| Deductions: |  |  |  |  |
| Investment in subsidiary, primarily real estate | $(17,687)$ |  | $(17,687)$ |  |
| Goodwill | $(3,379)$ |  | $(3,379)$ |  |
| Non-permitted mortgage servicing rights . | $(4,214)$ |  | $(4,214)$ |  |
| Additions: |  |  |  |  |
| Unrealized gains on securities available for sale .................................. | $(2,394)$ |  | $(2,394)$ |  |
| General loss allowance - investment in DSL Service Company | 549 |  | 549 |  |
| Allowance for loan losses, net of specific allowances <br> (1) ........ | -- |  | -- |  |
| Regulatory capital | 749,362 | $6.95 \%$ | 749,362 | $6.95 \%$ |
| Well capitalized requirement | 161,785 | 1.50 (2) | 539,284 | 5.00 |
| Excess . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | \$587,577 | 5.45\% | \$210,078 | 1.95\% |

## PART II - OTHER INFORMATION

Item 6 - Exhibits and Reports on Form 8-K
(A) Exhibits
(B) Form 8-K filed April 16, 2001.

SIGNATURES: Pursuant to the requirements of Section 13 or 15 (d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

DOWNEY FINANCIAL CORP.

Date: August 1, 2001
/s/ Daniel D. Rosenthal
Daniel D. Rosenthal
President and Chief Executive Officer President and Chief Executive Officer

Date: August 1, 2001
/s/ Thomas E. Prince

Thomas E. Prince
Executive Vice President and Chief Financial Officer

