## WATERSTONE FINANCIAL, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME

 (Unaudited)|  |  | For The Three Months Ended June 30, |  | For The Six MonthsEnded June 30,$2018 \quad 2017$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (In Thousands, except per share amounts) |  |  |  |
| Interest income: |  |  |  |  |  |
| Loans | \$ | 16,700 | 14,985 | 32,158 | 29,223 |
| Mortgage-related securities |  | 644 | 678 | 1,282 | 1,374 |
| Debt securities, federal funds sold and short-term investments |  | 1,019 | 877 | 1,886 | 1,729 |
| Total interest income |  | 18,363 | 16,540 | 35,326 | 32,326 |
| Interest expense: |  |  |  |  |  |
| Deposits |  | 2,710 | 1,838 | 5,024 | 3,633 |
| Borrowings |  | 1,933 | 2,221 | 3,441 | 4,317 |
| Total interest expense |  | 4,643 | 4,059 | 8,465 | 7,950 |
| Net interest income |  | 13,720 | 12,481 | 26,861 | 24,376 |
| Provision for loan losses |  | (220) | 25 | $(1,100)$ | $(1,186)$ |
| Net interest income after provision for loan losses |  | 13,940 | 12,456 | 27,961 | 25,562 |
| Noninterest income: |  |  |  |  |  |
| Service charges on loans and deposits |  | 491 | 481 | 890 | 848 |
| Increase in cash surrender value of life insurance |  | 473 | 470 | 801 | 788 |
| Loss on sale of available for sale securities |  | - | (107) | - | (107) |
| Mortgage banking income |  | 32,090 | 36,224 | 56,277 | 60,911 |
| Other |  | 264 | 173 | 533 | 738 |
| Total noninterest income |  | 33,318 | 37,241 | 58,501 | 63,178 |
| Noninterest expenses: |  |  |  |  |  |
| Compensation, payroll taxes, and other employee benefits |  | 26,234 | 27,584 | 47,217 | 47,579 |
| Occupancy, office furniture, and equipment |  | 2,605 | 2,527 | 5,244 | 5,054 |
| Advertising |  | 1,000 | 869 | 1,860 | 1,593 |
| Data processing |  | 623 | 633 | 1,248 | 1,231 |
| Communications |  | 435 | 397 | 817 | 776 |
| Professional fees |  | 647 | 717 | 1,347 | 1,324 |
| Real estate owned |  | (126) | (133) | 191 | 278 |
| FDIC insurance premiums |  | 105 | 117 | 230 | 237 |
| Other |  | 3,214 | 3,476 | 6,730 | 7,173 |
| Total noninterest expenses |  | 34,737 | 36,187 | 64,884 | 65,245 |
| Income before income taxes |  | 12,521 | 13,510 | 21,578 | 23,495 |
| Income tax expense |  | 3,101 | 4,622 | 5,205 | 8,035 |
| Net income | \$ | 9,420 | 8,888 | 16,373 | 15,460 |
| Income per share: |  |  |  |  |  |
| Basic | \$ | 0.34 | 0.32 | 0.60 | 0.56 |
| Diluted | \$ | 0.34 | 0.32 | 0.59 | 0.55 |
| Weighted average shares outstanding: |  |  |  |  |  |
| Basic |  | 27,504 | 27,487 | 27,506 | 27,406 |
| Diluted |  | 27,742 | 27,955 | 27,790 | 27,913 |

## WATERS TONE FINANCIAL, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION



# WATERSTONE FINANCIAL, INC. AND SUBSIDIARIES SUMMARY OF KEY QUARTERLY FINANCIAL DATA <br> (Unaudited) 

| At or For the Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| June 30, | March 31, | December 31, | September 30, | June 30, |
| 2018 | 2018 | 2017 | 2017 | 2017 |

(Dollars in Thousands)
Condensed Results of Operations:
Net interest income
Provision for loan losses
Total noninterest income
Total noninterest expense
Income before income taxes
Income tax expense
Net income
Income per share - basic
Income per share - diluted
Dividends declared per share

| $\$$ | 13,720 | 13,141 | 13,324 | 13,033 | 12,481 |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $(220)$ | $(880)$ | - | 20 | 25 |
|  | 33,318 | 25,183 | 28,181 | 33,054 | 37,241 |
|  | 34,737 | 30,147 | 32,318 | 34,316 | 36,187 |
|  | 12,521 | 9,057 | 9,187 | 11,751 | 13,510 |
|  | 3,101 | 2,104 | 6,072 | 4,362 | 4,622 |
| $\$$ | 9,420 | 6,953 | 3,115 | 7,389 | 8,888 |
| $\$$ | 0.34 | 0.25 | 0.11 | 0.27 | 0.32 |
| $\$$ | 0.34 | 0.25 | 0.11 | 0.26 | 0.32 |
| $\$$ | 0.12 | 0.62 | 0.12 | 0.12 | 0.62 |

Performance Ratios:

| Return on average assets - QTD | $2.02 \%$ | $1.57 \%$ | $0.67 \%$ | $1.56 \%$ | $1.99 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Return on average equity - QTD | $9.40 \%$ | $6.90 \%$ | $2.98 \%$ | $7.12 \%$ | $8.70 \%$ |
| Net interest margin - QTD | $3.14 \%$ | $3.18 \%$ | $3.08 \%$ | $2.95 \%$ | $3.00 \%$ |
|  |  |  |  |  |  |
| Return on average assets - YTD | $1.80 \%$ | $1.57 \%$ | $1.43 \%$ | $1.70 \%$ | $1.77 \%$ |
| Return on average equity - YTD | $8.13 \%$ | $6.90 \%$ | $6.32 \%$ | $7.42 \%$ | $7.56 \%$ |
| Net interest margin - YTD | $3.16 \%$ | $3.18 \%$ | $3.00 \%$ | $2.97 \%$ | $2.98 \%$ |
|  |  |  |  |  |  |
| Asset Quality Ratios: |  |  |  | $0.71 \%$ | $0.74 \%$ |
| Past due loans to total loans | $0.54 \%$ | $0.53 \%$ | $0.45 \%$ | $0.75 \%$ |  |
| Non accrual loans to total loans | $0.46 \%$ | $0.50 \%$ | $0.47 \%$ | $0.56 \%$ | $0.70 \%$ |
| Non performing assets to total assets | $0.45 \%$ | $0.54 \%$ | $0.59 \%$ | $0.62 \%$ | $0.71 \%$ |

# COMMUNITY BANKING S EGMENT <br> S UMMARY OF KEY QUARTERLY FINANCIAL DATA <br> (Unaudited) 

| At or For the Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| June 30, | March 31, | December 31, September 30, | June 30, |  |
| 2018 | 2018 | 2017 | 2017 | 2017 |

Condensed Results of Operations:

| Net interest income | $\$$ | 13,747 | 13,304 | 13,375 | 13,120 | 12,433 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Provision for loan losses |  | $(250)$ | $(900)$ | - | - | - |
| Total noninterest income | 1,137 | 939 | 974 | 1,161 | 995 |  |
| Total noninterest expense |  | 6,588 | 7,682 | 6,939 | 6,824 | 6,547 |
| Income before income taxes | 8,546 | 7,461 | 7,410 | 7,457 | 6,881 |  |
| Income tax expense | 1,970 | 1,668 | 5,570 | 2,597 | 1,902 |  |
| Net income | $\$$ | 6,576 | 5,793 | 1,840 | 4,860 | 4,979 |
|  |  |  |  |  |  |  |
| Efficiency ratio - QTD | $44.27 \%$ | $53.94 \%$ | $48.36 \%$ | $47.78 \%$ | $48.76 \%$ |  |
| Efficiency ratio - YTD | $49.00 \%$ | $53.94 \%$ | $49.98 \%$ | $50.56 \%$ | $52.09 \%$ |  |

## MORTGAGE BANKING SEGMENT

S UMMARY OF KEY QUARTERLY FINANCIAL DATA
(Unaudited)

At or For the Three Months Ended
June 30, March 31, December 31, September 30, June 30, $\begin{array}{lllll}2018 & 2018 & 2017 & 2017 & 2017\end{array}$

| (Dollars in Thousands) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | (40) | (192) | (72) | (102) | (1) |
|  | 30 | 20 | - | 20 | - |
|  | 32,547 | 24,731 | 27,645 | 32,318 | 36,743 |
|  | 28,493 | 22,941 | 25,791 | 27,882 | 30,080 |
|  | 3,984 | 1,578 | 1,782 | 4,314 | 6,662 |
|  | 1,133 | 435 | 509 | 1,767 | 2,715 |
| \$ | 2,851 | 1,143 | 1,273 | 2,547 | 3,947 |
|  | 87.65\% | 93.49\% | 93.54\% | 86.55\% | 81.87\% |
|  | 90.16\% | 93.49\% | 86.93\% | 85.00\% | 84.20\% |
|  | 721,184 | 516,020 | 600,265 | 684,500 | 766,759 |

