# Edgar Filing: TIMBERLAND BANCORP INC - Form 8-K 

TIMBERLAND BANCORP INC

## Form 8-K

July 27, 2005

# SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549 

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE

SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): July 26, 2005

Timberland Bancorp, Inc. (Exact name of registrant as specified in its charter)


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6 2 4 \text { Simpson Avenue, Hoquiam, Washington 98550}
(Address of principal executive offices)
    (Zip Code)
    Registrant's telephone number (including area code) (360) 533-4747
```

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions.
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule $14 a-12$ under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule $14 d-2(b)$ under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule $13 e-4$ (c) under the Exchange Act (17 CFR 240.13e-4 (c))

On July 26, 2005, Timberland Bancorp, Inc. issued its earnings release for the quarter ended June 30, 2005. A copy of the earnings release is attached hereto as Exhibit 99.1, which is incorporated herein by reference.

Item 9.01 Financial Statements and Exhibits

(c) Exhibits
99.1 Press Release of Timberland Bancorp, Inc. dated July 26, 2005

## SIGNATURES

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

TIMBERLAND BANCORP, INC.

DATE: July 26, 2005
By: /s/Dean J. Brydon

Dean J. Brydon
Chief Financial Officer

Exhibit 99.1

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            PRESS RELEASE: FOR IMMEDIATE PUBLICATION
    For further information contact: Michael R. Sand, President & CEO
    Dean J. Brydon, CFO
    At (360) 533-4747
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June 30, 2005. This compares to net income of $\$ 1.45$ million, or $\$ 0.39$ per diluted share that the Company earned for the quarter ended June 30, 2004. The increased earnings per share was primarily a result of increased net interest income and increased non-interest income.
"We are pleased with the Company's financial performance during our third fiscal quarter," stated Timberland's President and CEO Michael Sand. "We realized significant increases in net income and earnings per share as we continued to grow our loan portfolio with funding obtained in our October 2004 branch acquisition. The transaction accounts gained in that acquisition have contributed to the increase in non-interest income." Sand also stated.

Net interest income and non-interest income rose $19.0 \%$ and $38.5 \%$ respectively from same quarter in the prior fiscal year primarily as a result of strong loan growth and increased core funding. During the quarter ended June 30, 2005 the Company also realized a significant improvement in its efficiency ratio to $60.7 \%$ from $69.0 \%$ for the quarter ended March 31, 2005. The Company intends to continue diligently managing its operating expenses.

During the quarter just ended the Company began testing procedures in accordance with Sarbanes-Oxley internal control requirements. During the next quarter such expenses may be in the $\$ 125,000$ to $\$ 150,000$ range as testing and independent audit procedures are performed in preparation for the Company's September 30, 2005 fiscal year end.

## Disclaimer

This report contains certain "forward-looking statements." The Company desires to take advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 and is including this statement for the express purpose of availing itself of the protection of such safe harbor with forward looking statements. These forward-looking statements may describe future plans or strategies and include the Company's expectations of future financial results. Forward-looking statements are subject to a number of risks and uncertainties that might cause actual results differ materially from stated objectives. These risk factors include but are not limited to the effect of interest rate changes, competition in the financial services market for both deposits and loans as well as regional and general economic conditions. The words "believe," "expect," "anticipate," "estimate," "project," and similar expressions identify forward-looking statements. The Company's ability to predict results or the effect of future plans or strategies is inherently uncertain and undue reliance should not be placed on such statements.

| Three Months |  |
| :---: | ---: |
| Ended June 30, |  |
| 2005 | 2004 |

Interest and Dividend Income
Loans receivable \$7,170 \$6,099 \$20,271 \$18,324

| ```Securities available for sale and held to maturity``` | 550 | 234 | 1,459 | 717 |
| :---: | :---: | :---: | :---: | :---: |
| Dividends from |  |  |  |  |
| investments | 270 | 243 | 788 | 762 |
| Interest bearing deposits in banks | 47 | 16 | 252 | 97 |
| Total interest and dividend income | 8,037 | 6,592 | 22,770 | 19,900 |
| Interest Expense |  |  |  |  |
| Deposits | 1,382 | 988 | 3,819 | 3,199 |
| FHLB advances and other borrowings | 846 | 723 | 2,347 | 2,383 |
| Total interest expense | 2,228 | 1,711 | 6,166 | 5,582 |
| Net interest income | 5,809 | 4,881 | 16,604 | 14,318 |
| Provision for Loan |  |  |  |  |
| Losses | 96 | 14 | 116 | 94 |
| Net interest income after provision for loan losses | 5,713 | 4,867 | 16,488 | 14,224 |
| Non-Interest Income |  |  |  |  |
| Service charges on deposits | 723 | 510 | 2,062 | 1,409 |
| Gain on sale of loans, net | 181 | 159 | 613 | 585 |
| Loss on sale of securities | -- | -- | -- | (6) |
| BOLI net earnings | 111 | 111 | 320 | 338 |
| Servicing income on loans sold | 110 | 18 | 199 | 265 |
| ATM transaction fees | 223 | 166 | 632 | 462 |
| Other | 200 | 154 | 600 | 445 |
| Total non-interest income | 1,548 | 1,118 | 4,426 | 3,498 |
| Non-Interest Expense Salaries and employee benefits | 2,528 | 2,155 | 7,726 | 6,561 |
| Premises and equipment | 597 | 426 | 1,675 | 1,353 |
| Advertising | 187 | 207 | 565 | 559 |
| Real estate owned expense (income) | 19 | 48 | (11) | (27) |
| ATM expenses | 134 | 111 | 350 | 303 |
| Postage and courier | 80 | 85 | 381 | 272 |
| Amortization of core deposit intangible | 94 | -- | 273 | -- |
| Other | 826 | 862 | 2,937 | 2,542 |
| Total non-interest expense | 4,465 | 3,894 | 13,896 | 11,563 |
| Income before federal income taxes | 2,796 | 2,091 | 7,018 | 6,159 |
| Federal Income Taxes | 961 | 645 | 2,238 | 1,904 |
| Net Income | 1,835 | \$ 1,446 | \$ 4,780 | \$ 4, 255 |

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| Earnings Per Common |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Share: |  |  |  |  |
| Basic | $\$ 0.54$ | $\$ 0.41$ | $\$ 1.37$ | $\$ 1.16$ |
| Diluted | $\$ 0.51$ | $\$ 0.39$ | $\$ 1.31$ | $\$ 1.10$ |
| Weighted average |  |  |  |  |
| shares outstanding: | $3,415,644$ | $3,492,286$ | $3,486,589$ | $3,681,059$ |
| Basic | $3,574,410$ | $3,671,143$ | $3,645,658$ | $3,860,573$ |

```
TIMBERLAND BANCORP, INC. AND SUBSIDIARIES
    CONSOLIDATED BALANCE SHEETS
    June 30, 2005 and September 30, 2004
        (Dollars in thousands)
        (unaudited)
```

        June 30, September 30,
        20052004
    ASSETS
Cash and due from financial
institutions
\$ 17,391
\$ 15,268
Interest bearing deposits
in banks
7,321 3,385
Federal funds sold
Investment securities -
held to maturity 127174
Investment securities -
available for sale
91,792
59,889
Federal Home Loan Bank stock 5,705 5,682
Loans receivable
Loans held for sale
Less: Allowance for loan losses
Total loans
388,236 347,975
386,806 344,594
Accrued interest receivable 2,144 1,828
Premises and equipment
$15,759 \quad 13,913$
Real estate owned and other
repossessed items 372421
Bank owned life insurance ("BOLI") 11,348 11,028
Goodwill
Core deposit intangible $\quad 1,927$--
Other assets
2,447 3,057
TOTAL ASSETS
$\$ 552,879 \quad \$ 460,419$
LIABILITIES AND SHAREHOLDERS' EQUITY
LIABILITIES
Deposits
\$408,163
\$ 319,570
Federal Home Loan Bank advances
67,400
65,421
Other borrowings: repurchase agreements
1,091--

| Other liabilities and accrued expenses | 3,236 | 2,611 |
| :--- | :--- | :--- |

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TOTAL LIABILITIES

$$
479,890
$$

```
SHAREHOLDERS' EQUITY
Common stock - $.01 par value;
    50,000,000 shares authorized;
        June 30, 2005 - 3,738,737 shares
        issued and outstanding
        September 30,2004 - 3,882,070
        shares issued and outstanding
Additional paid in capital 
Additional paid in capital 
    Ownership Plan
Unearned shares - Management
    Recognition & Development Plan
Retained earnings 
            TOTAL SHAREHOLDERS' EQUITY
TOTAL LIABILITIES AND SHAREHOLDERS'
    EQUITY
$ 552,879 $ 460,419
```

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> TIMBERLAND BANCORP, INC. AND SUBSIDIARIES
> KEY FINANCIAL RATIOS AND DATA
> (Dollars in thousands, except per share data)

PERFORMANCE RATIOS:
Return on average

| assets (1) | $1.35 \%$ | $1.31 \%$ | $1.20 \%$ | $1.26 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| Return on average |  |  |  |  |
| equity (1) | $10.19 \%$ | $8.11 \%$ | $8.77 \%$ | $7.51 \%$ |
| Net interest margin |  |  |  | $4.62 \%$ |
| (1) (2) | $4.74 \%$ | $4.82 \%$ | $4.61 \%$ |  |
| Efficiency ratio | $60.69 \%$ | $64.91 \%$ | $66.08 \%$ | $64.90 \%$ |


|  | June 30, <br> 2005 | September 30, <br>  <br> ASSET QUALITY RATIOS: <br> Non-performing loans <br> REO \& other repossessed |
| :--- | :---: | ---: |
| 2004 |  |  |
| assets | $\$ 2,976$ | $\$ 1,442$ |


| Total non-performing assets <br> Non-performing assets to <br> total assets | 3,348 | 1,863 |
| :--- | :---: | :--- |
| Allowance for loan losses to <br> non-performing loans | $0.61 \%$ | $0.40 \%$ |
| Book Value Per Share (3) | $137.87 \%$ | $276.77 \%$ |
| Book Value Per Share (4) <br> Tangible Book Value Per | $\$ 21.01$ | $\$ 18.76$ |
| Share (3) (5) | $\$ 17.50$ | $\$ 20.28$ |
| Tangible Book Value Per <br> Share (4) (5) | $\$ 18.83$ | $\$ 20.28$ |

(1) Annualized
(2) Prior period figures have been modified due to an income statement
reclassification between interest income and servicing income on loans
sold
(3) Calculation includes ESOP shares not committed to be released
(4) Calculation excludes ESOP shares not committed to be released
(5) Calculation subtracts goodwill and core deposit intangible from the
equity component

AVERAGE BALANCE SHEET: Average Total Loans Average Total Interest Earning Assets
Average Total Assets Average Total Interest Bearing Deposits

| Three Months |  |
| :---: | :---: |
| Ended | June 30, |
| 2005 | 2004 |

Nine Months
Ended June 30,
$2005 \quad 2004$
_-_-_-_-_-_-_-_-_-_

Average FHLB Advances
\& Other Borrowings

| $\$ 385,592$ | $\$ 338,215$ | $\$ 372,183$ | $\$ 338,497$ |
| ---: | ---: | ---: | ---: |
| 490,359 | 405,227 | 479,551 | 414,298 |
| 544,149 | 442,653 | 532,025 | 451,039 |
| 355,367 | 281,993 | 353,622 | 284,127 |
| 68,345 | 55,512 | 59,455 | 57,786 |

Average Shareholders' Equity

72,027 71,344
72,708 75,541

Comparison of Financial Condition at June 30, 2005 and September 30, 2004
Total Assets: Total assets increased $\$ 92.46$ million to $\$ 552.88$ million at June 30,2005 from $\$ 460.42$ million at September 30,2004 primarily due to a $\$ 42.21$ million increase in net loans receivable, a $\$ 31.86$ million increase in investment securities, a $\$ 7.58$ million increase in goodwill and core deposit intangible, a $\$ 6.85$ million increase in interest bearing deposits in banks and federal funds sold, and a $\$ 1.85$ million increase in premises and equipment. This growth was primarily funded by the net cash received in connection with the acquisition of seven branch offices and related deposits in October 2004.

Investments: Investment securities increased by $\$ 31.86$ million to $\$ 91.92$

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million at June 30, 2005 from $\$ 60.06$ million at September 30, 2004, as a portion of the deposits received in connection with the branch acquisition was placed into investment securities.

Loans: Net loans receivable increased by $\$ 42.21$ million to $\$ 386.81$ million at June 30, 2005 from $\$ 344.59$ million at September 30, 2004 . The increase in the portfolio was primarily a result of a $\$ 17.67$ million increase in commercial real estate loans, a $\$ 7.61$ million increase in consumer loans, a $\$ 7.33$ million increase in construction loans (net of undisbursed portion), a $\$ 4.94$ million increase in one-to-four family mortgage loans, a $\$ 2.40$ million increase in land loans, a $\$ 1.70$ million increase in multi-family loans, and a $\$ 493,000$ increase in commercial business loans.

Loan originations totaled $\$ 58.25$ million and $\$ 168.63$ million for the three and nine months ended June 30, 2005 compared to $\$ 46.91$ million and $\$ 133.63$ million for the same periods a year earlier. The Bank sold loans totaling $\$ 8.30$ million and $\$ 17.78$ million ( $\$ 16.26$ million in fixed rate one-to-four family mortgage loans and $\$ 1.52$ million in credit card loans) during the three and nine months ended June 30, 2005, compared to $\$ 10.41$ million and $\$ 33.28$ million in fixed rate one-to-four family mortgage loans sold for the same periods a year earlier.

Deposits: Deposits increased by $\$ 88.59$ million to $\$ 408.16$ million at June 30 , 2005 from $\$ 319.57$ million at September 30, 2004, primarily due to the acquisition of $\$ 86.30$ million in deposits in October 2004 . The $\$ 88.59$ million deposit increase is comprised of a $\$ 43.83$ million increase in certificate of deposit accounts, a $\$ 15.80$ million increase in N.O.W. checking accounts, a $\$ 13.55$ million increase in savings accounts, a $\$ 6.53$ million increase in money market accounts, and an $\$ 8.89$ million increase in non-interest bearing accounts.

Shareholders' Equity: Total shareholders' equity increased by $\$ 172,000$ to $\$ 72.99$ million at June 30, 2005 from $\$ 72.82$ million at September 30, 2004, primarily due to net income of $\$ 4.78$ million and a $\$ 675,000$ increase to additional paid in capital from the exercise of stock options and the vesting associated with the Bank's benefit plans. Also increasing shareholders' equity were decreases of $\$ 483,000$ and $\$ 396,000$ in the equity components related to unearned shares issued to the Management Recognition and Development Plan and the Employee Stock Ownership Plan, respectively. Partially offsetting these increases to shareholders' equity were the repurchase of 174,434 shares of the Company's stock for $\$ 4.06$ million, the payment of $\$ 1.72$ million in dividends to shareholders, and a $\$ 381,000$ increase in accumulated other comprehensive loss.

On April 7, 2005, the Company announced a plan to repurchase up to $5 \%$ of the Company's outstanding shares, or 187,955 shares. This represents the Company's 13th stock repurchase plan. As of June 30, 2005, the Company had repurchased 27,850 of these shares at an average price of $\$ 23.16$. Cumulatively the Company has repurchased 3,367,121 (50.9\%) of the 6, 612,500 shares that were issued when the Company went public in January 1998. These 3,367,121 shares have been repurchased at an average price of $\$ 15.39$ per share.

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Net Income: Net income for the quarter ended June 30, 2005 increased to $\$ 1.84$ million, or $\$ 0.51$ per diluted share ( $\$ 0.54$ per basic share) from $\$ 1.45$ million, or $\$ 0.39$ per diluted share ( $\$ 0.41$ per basic share) for the quarter ended June 30, 2004. The $\$ 0.12$ increase in diluted earnings per share for the quarter ended June 30, 2005 was primarily a result of an $\$ 846,000$ (\$558, 000 net of income tax $-\$ 0.15$ per diluted share) increase in net interest income after provision for loan losses, and a $\$ 430,000$ ( $\$ 284,000$ net of income tax $\$ 0.08$ per diluted share) increase in non-interest income. These items were partially offset by a $\$ 571,000$ ( $\$ 377,000$ net of income tax $-\$ 0.11$ per diluted share) increase in non-interest expense.

Net income for the nine months ended June 30, 2005 increased to $\$ 4.78$ million, or $\$ 1.31$ per diluted share ( $\$ 1.37$ per basic share) from $\$ 4.26$ million, or $\$ 1.10$ per diluted share ( $\$ 1.16$ per basic share) for the nine months ended June 30, 2004. The $\$ 0.21$ increase in diluted earnings per share for the nine months ended June 30,2005 was primarily the result of a $\$ 2.26$ million ( $\$ 1.49$ million net of income tax - $\$ 0.38$ per diluted share) increase in net interest income after provision for loan losses, a $\$ 928,000$ ( $\$ 612,000$ net of income tax - \$0.15 per diluted share) increase in non-interest income, and a lower number of weighted average shares outstanding which increased diluted earnings per share by approximately $\$ 0.07$. These items were partially offset by a $\$ 2.33$ million (\$1.54 million net of income tax - \$0.40 per diluted share) increase in non-interest expense.

Net Interest Income: Net interest income increased $\$ 928,000$ to $\$ 5.81$ million for the quarter ended June 30,2005 from $\$ 4.88$ million for the quarter ended June 30, 2004, primarily due to increased interest income from a larger interest earning asset base. Total interest income increased $\$ 1.45$ million to $\$ 8.04$ million for the quarter ended June 30,2005 from $\$ 6.59$ million for the quarter ended June 30,2004 as average total interest earning assets increased by $\$ 85.13$ million. The increased interest earning asset balances were primarily a result of investing the funds received in connection with the October 2004 acquisition of deposits into loans and investment securities. Also contributing to the increased interest income for the current quarter was an increase in the overall yield on interest-earning assets. The yield on earning assets for the quarter ended June 30, 2005 increased to 6.56\% from $6.51 \%$ for the quarter ended June 30 , 2004 , primarily as a result of the Bank receiving and recognizing $\$ 128,000$ in delinquent interest on a large loan that had been on non-accrual status. Partially offsetting the increased interest income was an increase in interest expense as average interest bearing deposits and borrowings increased. Total interest expense increased by $\$ 517,000$ to $\$ 2.23$ million for the quarter ended June 30,2005 from $\$ 1.71$ million for the quarter ended June 30,2004 as average interest bearing liabilities increased $\$ 86.21$ million. The increased interest bearing liabilities were primarily a result of the deposit acquisition in October 2004. Also contributing to increased interest expense was an increase in the average rate paid for these funding sources to $2.10 \%$ for the quarter ended June 30, 2005 from 2.03\% for the quarter ended June 30, 2004. As a result of these changes, the net interest margin decreased to $4.74 \%$ for the quarter ended June 30, 2005 from 4.82\% for the quarter ended June 30, 2004.

Net interest income increased $\$ 2.28$ million to $\$ 16.60$ million for the nine months ended June 30,2005 from $\$ 14.32$ million for the nine months ended June 30, 2004, primarily due to increased interest income from a larger interest earning asset base. Total interest income increased $\$ 2.87$ million to $\$ 22.77$ million for the nine months ended June 30,2005 from $\$ 19.90$ million for the nine months ended June 30,2004 as average total interest earning assets increased by $\$ 65.25$ million. The increased interest earning asset balances were a result of investing the funds received in connection with the October 2004 acquisition of deposits. The increased interest earning balances were partially offset by a reduction in the yield on assets. The yield on earning

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assets decreased to 6.33\% for the nine months ended June 30, 2005 from 6.40\% for the nine months ended June 30, 2004. Also partially offsetting the increased interest income was an increase in interest expense as average interest bearing deposits and borrowings increased. Total interest expense increased by $\$ 584,000$ to $\$ 6.17$ million for the nine months ended June 30,2005 from $\$ 5.58$ million for the nine months ended June 30,2004 as average interest bearing liabilities increased $\$ 71.16$ million. As a result of these changes the net interest margin increased to $4.62 \%$ for the nine months ended June 30 , 2005 from 4.61\% for the nine months ended June 30, 2004.

Provision for Loan Losses: The provision for loan losses increased to $\$ 96,000$ for the quarter ended June 30,2005 from $\$ 14,000$ for the quarter ended June 30, 2004. The provision for the nine months ended June 30, 2005 increased to $\$ 116,000$ from $\$ 94,000$ for the nine months ended June 30, 2004. Based on its analysis, management deemed the allowance for loan losses of $\$ 4.10$ million at June 30, 2005 (1.05\% of loans receivable and 137.87\% of non-performing loans) adequate to provide for probable losses based on an evaluation of known and inherent risks in the loan portfolio at

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that date. The allowance for loan losses was $\$ 3.93$ million (1.16\% of loans receivable and $186.25 \%$ of non-performing loans) at June 30, 2004. The Company did not have any net charge-offs during the current quarter compared to a net charge-off of $\$ 14,000$ in the same quarter of 2004 . For the nine months ended June 30,2005 and 2004, net charge-offs were $\$ 4,000$ and $\$ 57,000$, respectively.

The Company's non-performing assets to total assets ratio increased to $0.61 \%$ at June 30, 2005 from 0.59\% at June 30, 2004. The non-performing loan total of $\$ 2.98$ million at June 30,2005 consisted of $\$ 2.05$ million in one-to-four family loans, $\$ 598,000$ in commercial real estate loans, $\$ 257,000$ in commercial business loans, and $\$ 69,000$ in land loans.

Non-interest Income: Total non-interest income increased \$430,000 to \$1.55 million for the quarter ended June 30,2005 from $\$ 1.12$ million for the quarter ended June 30, 2004, primarily due to a $\$ 213,000$ increase in service charges on deposits, a $\$ 114,000$ increase in income from loan sales (gain on sale of loans and servicing income on loans sold), and a $\$ 57,000$ increase in ATM transaction fees. The increased service charges on deposits and the increased ATM transaction fees were primarily a result of the increased transaction account base acquired through the branch acquisition.

Total non-interest income increased by $\$ 928,000$ to $\$ 4.43 \mathrm{million}$ for the nine months ended June 30,2005 from $\$ 3.50$ million for the nine months ended June 30, 2004, primarily due to a $\$ 653,000$ increase in service charges on deposits, a $\$ 170,000$ increase in ATM transaction fees, and an $\$ 81,000$ distribution from one of the Bank's ATM network associations. The ATM network association distribution was cash consideration paid to network association members in connection with the association's recent merger.

Non-interest Expense: Total non-interest expense increased by $\$ 571,000$ to $\$ 4.47$ million for the quarter ended June 30,2005 from $\$ 3.89$ million for the quarter ended June 30, 2004, as the Company operated with a larger branch network due to the acquisition of seven branch offices and the associated employees in October 2004. The increase was primarily a result of a $\$ 373,000$ increase in salaries and employee benefits, a $\$ 171,000$ increase in premises and equipment expenses, and a $\$ 94,000$ core deposit intangible amortization expense. The increased employee expenses were primarily due to the larger

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employee base resulting from the branch acquisition, annual salary adjustments, and increased medical insurance costs.

The Company's efficiency ratio decreased to $60.69 \%$ for the quarter ended June 30, 2005 from 64.91\% for the quarter ended June 30, 2004. Effective August 1, 2005 expenses will be reduced by $\$ 55,000$ per month $(\$ 660,000$ per year pretax) due to the elimination of the expense associated with the Management Recognition and Development Plan. The last expense associated with existing stock grants under the Plan will be recognized on July 31, 2005.

Total non-interest expense increased by $\$ 2.33$ million to $\$ 13.90$ million for the nine months ended June 30,2005 from $\$ 11.56$ million for the nine months ended June 30,2004 . The increase was primarily a result of a $\$ 1.17$ million increase in salaries and employee benefits, a $\$ 322,000$ increase in premises and equipment expenses, a $\$ 273,000$ core deposit intangible expense, $\$ 142,000$ in expenses associated with the branch acquisition, a $\$ 109,000$ increase in postage and courier expense, and a $\$ 47,000$ increase in ATM operating fees.

TIMBERLAND BANCORP, INC. AND SUBSIDIARIES LOANS RECEIVABLE BREAKDOWN<br>(Dollars in thousands)

The following table sets forth the composition of the Company's loan portfolio by type of loan.

|  | At June $\begin{array}{r}30, \\ 2005\end{array}$ |  | At September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2004 |
|  | Amount | Percent | Amount | Percent |
| Mortgage Loans: |  |  |  |  |
| One-to-four family (1) | \$104,771 | $24.23 \%$ | \$99,835 | $25.25 \%$ |
| Multi family | 18,858 | 4.36 | 17,160 | 4.34 |
| Commercial | 125,943 | 29.12 | 108,276 | 27.39 |
| Construction and |  |  |  |  |
| land development | 108,567 | 25.11 | 106,241 | 26.88 |
| Land | 22,291 | 5.16 | 19,895 | 5.03 |
| Total mortgage |  |  |  |  |
| Consumer Loans: |  |  |  |  |
| Home equity and second mortgage | 30,936 | 7.15 | 23,549 | 5.96 |
| Other | 9,494 | 2.19 | 9,270 | 2.34 |
|  | 40,430 | 9.34 | 32,819 | 8.30 |
| Commercial business |  |  |  |  |
| loans | 11,591 | 2.68 | 11,098 | 2.81 |
| Total loans | 432,451 | 100.00\% | 395,324 | 100.00\% |


| Less: |  |  |
| :---: | :---: | :---: |
| Undisbursed portion of construction |  |  |
| loans in process | $(38,563)$ | $(43,563)$ |
| Unearned income | $(2,979)$ | $(3,176)$ |
| Allowance for loa losses | $(4,103)$ | $(3,991)$ |
| Total loans receivable, |  |  |
| net | \$386,806 | \$344,594 |
| ---------------- |  |  |
| (1) Includes loan | ld-for-sa |  |

TIMBERLAND BANCORP, INC. AND SUBSIDIARIES<br>DEPOSIT BREAKDOWN<br>(Dollars in thousands)

$$
\text { June } 30,2005 \text { September } 30,2004
$$

\$ 46,035
93, 042
61,754
48,178

116,047

43,107
--------
$\$ 408,163$
========
\$ 37,150
77,242
48,200
41, 652

93,750

21,576
$\$ 319,570$
$=======$

Timberland Bancorp, Inc. stock trades on the NASDAQ national market under the symbol "TSBK." The Bank owns and operates branches in the state of Washington in Hoquiam, Aberdeen, Ocean Shores, Montesano, Elma, Olympia, Lacey, Panorama City, Tumwater, Yelm, Puyallup, Edgewood, Tacoma, Spanaway (Bethel Station), Gig Harbor, Poulsbo, Silverdale, Auburn, Winlock, and Toledo.

CONTACT:
Timberland Bancorp, Inc.
Michael Sand, President \& CEO or Dean Brydon, CFO 360/533-4747


[^0]:    Timberland Bancorp, Inc. Announces Record Earnings

    * Diluted Earnings Per Share Increases by 31\%
    * Return on Equity Increases by 26\%
    * Efficiency Ratio Improves by 12\%

    HOQUIAM, Wash. - July 26, 2005 - Timberland Bancorp, Inc. (Nasdaq: TSBK),
    ("Company") the holding company for Timberland Bank, ("Bank"), today reported net income of $\$ 1.84$ million, or $\$ 0.51$ per diluted share, for the quarter ended

