# WESTERN BANCORP 

FORM 8-K
(Current report filing)

Filed 12/02/96 for the Period Ending 12/02/96

Address 4100 NEWPORT PLACE SUITE 900 NEWPORT BEACH, CA, 92660
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SIC Code 6022 - State Commercial Banks
Industry Banks
Sector Financials
Fiscal Year 12/31

# WESTERN BANCORP 

FORM 8-K

(Unscheduled Material Events)

## Filed 12/2/1996 For Period Ending 12/2/1996

| Address | 4100 NEWPORT PLACE SUITE 900 <br>  <br> NEWPORT BEACH, California 92660 |
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| Fiscal Year | $12 / 31$ |


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# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> FORM 8-K 

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934
Date of report (Date of earliest event reported) -- December 2, 1996

## MONARCH BANCORP

(Exact name of registrant as specified in its charter)

CALIFORNIA
(Name or other jurisdiction
of incorporation)

0-13551
(Commission
File Number)

95-3863296
(IRS Employer
Identification No.)
3 0 0 0 0 ~ T O W N ~ C E N T E R ~ D R I V E , ~ L A G U N A ~ N I G U E L , ~ C A ~ 9 2 6 6 7 ~
3 0 0 0 0 ~ T O W N ~ C E N T E R ~ D R I V E , ~ L A G U N A ~ N I G U E L , ~ C A ~ 9 2 6 6 7 ~
(Address of principal executive officer) (Zip Code)
(Address of principal executive officer) (Zip Code)
(Registrants' telephone number, including area code) -- (714) 495-3300

NA
(Former name or former address, if changed since last report.)

On September 30, 1996, Monarch Bancorp (the "Company") completed the acquisition of Western Bank ("Western"), Los Angeles, California in which Western became a wholly-owned subsidiary of the Company.

The 8-K filed on October 3, 1996 did not include the required financial schedules for Item 7, FINANCIAL STATEMENTS AND EXHIBITS This filing completes Item 7 and should be read in conjunction with the $8-\mathrm{K}$ referenced above.

## ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS

(c) Exhibits
23.1 Consent of Ernst \& Young, LLP
99.1 Pro Forma Combined Financial Statements (unaudited)
99.2 Consolidated Financial Statements, Western Bank, December 31, 1995 and 1994 with Report of Independent Auditors
99.3 Consolidated Financial Statements, Western Bank, December 31, 1994 and 1993 with Report of Independent Auditors
99.4 Consolidated Financial Statements, Western Bank, June 30, 1996 and 1995 (unaudited)

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

## MONARCH BANCORP

```
By: /s/ Arnold C. Hahn
    Arnold C. Hahn
    Executive Vice President and
        Chief Financial Officer
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## CONSENT OF INDEPENDENT PUBLIC ACCOUNTS

We consent to the use of our report dated January 22, 1996, in the Form 8K of Monarch Bancorp dated October 3, 1996, and as amended on December 2, 1996.

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/s/ ERNST & YOUNG
Los Angeles, California
December 2, }199
```


## Exhibit 99.1

Monarch Bancorp and Western Bank Pro Forma Combined Financial Information

## (Unaudited)

On September 30, 1996, Monarch Bancorp (the "Company") acquired Western Bank ("Western"). The purchase price of Western was approximately $\$ 66.6$ million and was paid entirely in cash.

The following unaudited pro forma combined statements of income were prepared in connection with the acquisition of Western and give effect to the adjustments described in the accompanying notes. The acquisition was accounted for as a purchase.

The unaudited pro forma combined statement of income for the nine month period ended September 30, 1996 is based on the consolidated statement of income for the Company for the nine month period ended September 30, 1996 and the consolidated statement of income for Western for the nine month period ended September 30, 1996. The pro forma adjustments to income and expense are the net result of pro forma amounts that assume a January 1, 1996 acquisition date.

The unaudited pro forma combined statement of income for the twelve month period ended December 31, 1995 is based on the consolidated statement of income for the Company for the twelve month period ended December 31, 1995 and the consolidated statement of income for Western for the twelve month period ended December 31, 1995. The pro forma adjustments to income and expense are the net result of pro forma amounts that assume a January 1, 1995 acquisition date.

The unaudited pro forma combined statements of income do not reflect the anticipated cost savings or revenue enhancements.
These unaudited pro forma combined statements of income and the accompanying notes should be read in conjunction with and are qualified in their entirety by the consolidated financial statements, including the accompanying notes, of the Company in its Annual Report on Form 10-K for the year ended December 31, 1995, and in its quarterly report on Form 10-Q for the quarter ended September 30, 1996. These unaudited pro forma combined statements of income and the accompanying notes should also be read in conjunction with and are qualified in their entirety by the consolidated financial statements, including the accompanying notes, of Western in its Annual Reports for the years ended December 31, 1995, 1994 and 1993 (see Exhibits 99.2 and 99.3 to this 8-K) and by the Western financial statements for the six month period ended June 30, 1996 (unaudited) attached to this 8-K as exhibit 99.4.

The pro forma data are presented for comparative purposes only and are not necessarily indicative of the combined results of operations in the future. The pro forma data are also not necessarily indicative of the combined results of operations which
would have been realized had the acquisition been in effect during the periods for which the pro forma financial statements are presented. In addition, this Form 8-K includes forward-looking statements that involve inherent risks and uncertainties. The Company cautions readers that a number of important factors could cause actual results to differ materially from those in the forward- looking statements. Those factors include fluctuations in interest rates, inflation, government regulations, the progress of integrating Western and economic conditions and competition in the geographic and business areas in which the Company conducts its operations.

# MONARCH BANCORP AND WESTERN BANK <br> PRO FORMA COMBINED STATEMENT OF INCOME <br> FOR THE YEAR ENDED DECEMBER 31, 1995 (A) (UNAUDITED) 

(000's omitted, except per share data)


# MONARCH BANCORP AND WESTERN BANK <br> PRO FORMA COMBINED STATEMENT OF INCOME FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1996 (A) <br> (UNAUDITED) 

( 000 's omitted, except per share data)

|  | HISTORICAL |  |  |  | PRO FORMA ADJUSTMENTS |  |  | PRO FORMA COMBINED |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MONARCH |  | WESTERN |  |  |  |  |  |  |
| INTEREST AND LOAN FEE INCOME: |  |  |  |  |  |  |  |  |  |
| Investment securities | \$ | 1,359 | \$ | 6,078 | \$ | (266) | (B) | \$ | 7,171 |
| Federal funds sold |  | 333 |  | 266 |  |  |  |  | 599 |
| Loans and leases |  | 2,521 |  | 14,851 |  | 2 | (C) |  | 17,374 |
| TOTAL INTEREST INCOME |  | 4,213 |  | 21,195 |  | (264) |  |  | 25,144 |
| INTEREST EXPENSE: |  |  |  |  |  |  |  |  |  |
| Deposits |  | 1,297 |  | 6,203 |  | 6 | (D) |  | 7,506 |
| Borrowings |  | - |  | 319 |  | 619 | (E) |  | 938 |
| TOTAL INTEREST EXPENSE |  | 1,297 |  | 6,522 |  | 625 |  |  | 8,444 |
| NET INTEREST INCOME |  | 2,916 |  | 14,673 |  | (889) |  |  | 16,700 |
| Less: provision for loan losses |  | 165 |  | - |  |  |  |  | 165 |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES |  | 2,751 |  | 14,673 |  | (889) |  |  | 16,535 |
| NON-INTEREST INCOME |  |  |  |  |  |  |  |  |  |
| Service charges on deposits accounts |  | 169 |  | 239 |  |  |  |  | 408 |
| Temporary overdraft charges \& NSF fees |  | 204 |  | 281 |  |  |  |  | 485 |
| Data processing income |  | 63 |  |  |  |  |  |  | 63 |
| Other service charge and fee income |  | 56 |  | 408 |  |  |  |  | 464 |
| Other income |  | 14 |  | 196 |  |  |  |  | 210 |
| TOTAL NON-INTEREST INCOME |  | 506 |  | 1,124 |  | - |  |  | 1,630 |

NON-INTEREST EXPENSE
Salaries and benefits
Premises and furniture, fixtures and equipment Advertising, marketing and business development Data processing
Other real estate owned
Professional services
Amortization of goodwill
Other
TOTAL NON-INTEREST EXPENSE

Income before provision for taxes
Provision for taxes
NET INCOME AFTER PROVISION FOR TAXES

|  | 1,159 |  | 5,186 |
| :---: | :---: | :---: | :---: |
|  | 882 |  | 1,167 |
|  | 102 |  | 319 |
|  |  |  | 626 |
|  | 9 |  | 541 |
|  | 406 |  | 745 |
|  | 195 |  | 1,237 |
|  | 2,753 |  | 9,821 |
|  | 504 |  | 5,976 |
|  | 199 |  | 2,480 |
| \$ | 305 | \$ | 3,496 |

6,345
2,049
421
626
550
1,151


PER SHARE INFORMATION
Number of shares (weighted average)
Income per share (dollars)

$$
\begin{array}{r}
34,374,821 \\
\$ \quad 0.05
\end{array}
$$

## NOTE A: BASIS OF PRESENTATION

The unaudited pro forma combined statements of income for the twelve months ended December 31, 1995 are presented as if the acquisition had become effective on January 1, 1995. The unaudited pro forma combined statements of income for the nine months ended September 30, 1996 are presented as if the acquisition had become effective January 1, 1996.

The pro forma combined statement of income for the nine months ended September 30, 1996 combines the individual historical results of operations of the Company and Western for the nine months ended September 30, 1996 after giving effect to the amortization of purchase accounting adjustments and nine month's interest expense on the acquisition debt. The pro forma purchase accounting adjustments for the nine months ended September 30, 1996 represent the amortization that would have taken place from the beginning of the period.

The pro forma combined statement of income for the year ended December 31, 1995 combines the individual historical results of operations of the Company and Western for the year ended December 31, 1995 after giving effect to the amortization of purchase accounting adjustments and one year's interest expense on the acquisition debt. The pro forma purchase accounting adjustments for the twelve months ended December 31, 1996 represent the amortization that would have taken place from the beginning of the period.

The acquisition was accounted for as a purchase. Under this method of accounting, assets and liabilities of Western are adjusted to their estimated fair value and combined with the recorded book values of the assets and liabilities of the Company. Applicable income tax effects of such adjustments are included as a component of the Company's net deferred tax asset with a corresponding offset to goodwill. Such asset and liability values are reflected in the Company's September 30, 1996 unaudited consolidated balance sheet included in the financial information for the quarter ended September 30, 1996, filed on Form 10-Q.

## NOTE B: INTEREST INCOME - INVESTMENT SECURITIES

Western's investment securities were recorded at their estimated fair values on September 30, 1996. The resulting fair value premium, which was primarily due to changes in interest rates, has been amortized using an accelerated method to reduce interest income based on the estimated remaining maturities of the related investment securities which range from one month to seven years.

## NOTE C: INTEREST INCOME - LOANS

Western's loans were recorded at their estimated fair values on September 30, 1996. The resulting fair value discount, which was primarily due to changes in interest rates, has been amortized to increase interest income based on the estimated remaining maturities of the related loans which range from one month to ten years.

Western's deposits were recorded at their estimated fair values on September 30, 1996. The resulting fair value premium, which was primarily due to changes in interest rates, has been amortized to increase interest expense based on the estimated remaining maturities of the related deposits which range from one month to ten years.

## NOTE E: INTEREST EXPENSE - BORROWINGS

As part of the acquisition, the Company borrowed a net amount of $\$ 11$ million. This amounts represents the interest expense to be paid by the Company for either the nine month or twelve month period at a rate of $7.5 \%$.

## NOTE F: NON-INTEREST EXPENSE - AMORTIZATION OF GOODWILL

Goodwill of $\$ 29.2$ million resulted from the acquisition. Goodwill is being amortized on a straight line basis over fifteen years.

# Consolidated Financial Statements 

## Western Bank

DECEMBER 31, 1995 AND 1994
WITH REPORT OF INDEPENDENT AUDITORS

## Western Bank

## Consolidated Financial Statements

December 31, 1995 and 1994

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Consolidated Statements of Stockholders' Equity. . . . . . . . . . . . . . . }
Consolidated Statements of Cash Flows. . . . . . . . . . . . . . . . . . . . }
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```

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The Board of Directors and Shareholders
Western Bank
We have audited the accompanying consolidated balance sheet of Western Bank
as of December 31, 1995, and the related consolidated statement of
operations, shareholders' equity and cash flows for the year then ended.
```

These financial statements are the responsiblity of the Company's management.
Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of Western Bank for the year ended December 31, 1994, were audited by other auditors whose report dated February 3, 1995, expressed an unqualified opinion on those statements.

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

In our opinion, the 1995 financial statements referred to above present fairly in all material respects, the consolidated financial position of Western Bank at December 31, 1995, and the consolidated results of their operations and their cash flows for the year then ended, in conformity with generally accepted accounting principles.

```
/s/ Ernst & Young LLP
```

January 22, 1996

## Western Bank

## Consolidated Balance Sheets

## DECEMBER 31

|  | 1995 |  | 1994 |
| :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 140,133,000 \\ 3,612,000 \end{array}$ | \$ | $\begin{array}{r} 99,827,000 \\ 1,979,000 \\ 25,000,000 \end{array}$ |
|  | 210,506,000 |  | 145,085,000 |
|  | 354,251,000 |  | 271,891,000 |
|  | $25,437,000$ |  | 30,423,000 |
|  | $4,828,000$ |  | 8,418,000 |
|  | 5,324,000 |  | 4,063,000 |
|  | 2,942,000 |  | 2,118,000 |
|  | 4,216,000 |  | 7,911,000 |
| \$ | 396,998,000 | \$ | $324,824,000$ |

## Western Bank

## Consolidated Balance Sheets

DECEMBER 31


## SEE ACCOMPANYING NOTES.

## Western Bank

## Consolidated Statements of Income

## YEAR ENDED DECEMBER 31

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |
| Loans and fees on loans | \$ | 18,553,000 | \$ | 16,400,000 |
| Securities available for sale |  | 7,139,000 |  | 4,101,000 |
| Securities held to maturity |  | 153,000 |  | 157,000 |
| Certificates of deposit |  | - |  | 1,000 |
| Federal funds sold |  | 671,000 |  | 832,000 |
|  |  | 26,516,000 |  | 21,491,000 |
| Interest expense: |  |  |  |  |
| Time deposits in denominations of $\$ 100,000$ <br> or more <br> 1,400,000 620,000 |  |  |  |  |
| All other deposits |  | 5,129,000 |  | 3,237,000 |
|  |  | 6,529,000 |  | 3,857,000 |
| Net interest income before provision for |  |  |  |  |
| Provision for loan losses |  | 710,000 |  | 1,052,000 |
| Net interest income after provision for loan losses |  |  |  |  |
|  |  | 19,277,000 |  | 16,582,000 |
| Other income: |  |  |  |  |
| Service charges on deposit accounts |  | 785,000 |  | 707,000 |
| Gain on sale of mortgage loans |  | 303,000 |  | - |
| Loan servicing fees |  | 387,000 |  | 941,000 |
| Other |  | 2,030,000 |  | 1,329,000 |
|  |  | 3,505,000 |  | 2,977,000 |
| Other expenses: |  |  |  |  |
| Salaries, wages and employee benefitsNet occupancy |  | 7,308,000 |  | 6,280,000 |
|  |  | 1,126,000 |  | 1,363,000 |
| Furniture and equipment |  | 411,000 |  | 370,000 |
| Other (NOTE 11) |  | 6,530,000 |  | 7,505,000 |
|  |  | 15,375,000 |  | 15,518,000 |
| Income from continuing operations before income taxes |  | 7,407,000 |  | 4,041,000 |
| Provision (benefit) for income taxes (NOTE 7): Current |  | $\begin{array}{r} 3,082,000 \\ 32,000 \end{array}$ |  | $\begin{array}{r} 1,892,000 \\ (297,000) \end{array}$ |
|  |  | 3,114,000 |  | 1,595,000 |
| Net income | \$ | 4,293,000 | \$ | 2,446,000 |
| Earnings per share | \$ | 1.12 | \$ | . 66 |

## SEE ACCOMPANYING NOTES.

## Western Bank

## Consolidated Statement of Stockholders' Equity

## For the Years Ended December 31, 1995 and 1994

```
Balance at January 1, 1994
Net change in unrealized loss on
    securities available for sale
    (net of taxes of $1,948,000)
Cash paid in lieu of fractional
    shares
Net income
Balance at December 31, 1994
Net change in unrealized loss
    on securities available for
    sale (net of taxes of
Stock dividend
    Balance at December 31, 1994
    shares
Balance at December 31, 1995
```

    \(\begin{array}{lll}\$ 38,000) & - & - \\ -2,686,000\end{array}\)
        \(321,790 \quad 3,057,000 \quad(3,057,000)\)
    UNREALIZED
    LOSS ON
    SECURITIES
    



## SEE ACCOMPANYING NOTES.

## Western Bank Consolidated Statements of Cash Flows

|  | YEAR ENDED DECEMBER 31  <br> 1995 1994 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| OPERATING ACTIVITIES |  |  |  |  |
| Net income | \$ | 4,293,000 | \$ | 2,446,000 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 687,000 |  | 965,000 |
| Provision for loan losses |  | 710,000 |  | 1,052,000 |
| Provision for losses on real estate owned |  | 615,000 |  | 1,074,000 |
| (Increase) decrease in deferred income tax benefit |  | 33,000 |  | (297,000) |
| (Gain) loss on sale of real estate owned |  | $(328,000)$ |  | 88,000 |
| Net amortization of investment premiums and discounts |  | (391,000) |  | - |
| Decrease in unearned discount |  | $(1,323,000)$ |  | - |
| Decrease in deferred loan fees |  | $(23,000)$ |  | $(8,000)$ |
| Increase in accrued interest receivable |  | (824,000) |  | $(945,000)$ |
| (Increase) decrease in other assets |  | 5,822,000 |  | $(689,000)$ |
| Increase (decrease) in other liabilities |  | $(2,256,000)$ |  | 363,000 |
| Gain on sale of fixed assets |  | $(11,000)$ |  | - |
| Net cash provided by operating activities |  | 7,004,000 |  | 4,049,000 |
| INVESTING ACTIVITIES |  |  |  |  |
| Purchases of securities available for sale |  | $(55,854,000)$ |  | $(59,505,000)$ |
| Proceeds from maturities of securities available for sale |  | 18,548,000 |  | 32,345,000 |
| Proceeds from maturities of securities held to maturity |  | 22,182,000 |  | 2,000,000 |
| Net decrease (increase) in loans |  | $(30,989,000)$ |  | 11,414,000 |
| Net assets from acquisition of the Bank of Encino |  | $(4,073,000)$ |  | - |
| Proceeds from sales of other real estate owned |  | 6,182,000 |  | 1,834,000 |
| Acquisition of bank premises and equipment |  | $(1,502,000)$ |  | $(1,041,000)$ |
| Net cash used in investing activities |  | $(45,506,000)$ |  | $(12,953,000)$ |

# Western Bank <br> Consolidated Statements of Cash Flows (continued) 

|  | YEAR ENDED $1995$ | DECEMBER 31 1994 |
| :---: | :---: | :---: |
| FINANCING ACTIVITIES |  |  |
| Net increase (decrease) in deposits | $(8,494,000)$ | 9,197,000 |
| Proceeds from FHLB advances and other borrowings | 17,000,000 | - |
| Proceeds from exercise of stock options | 11,000 | - |
| Cash paid in lieu of fractional shares | $(1,000)$ | $(2,000)$ |
| Net cash provided by financing activities | 8,516,000 | 9,195,000 |
| Net increase (decrease) in cash and cash equivalents | $(29,986,000)$ | 291,000 |
| Cash and cash equivalents at beginning of year | 55,423,000 | 55,132,000 |
| Cash and cash equivalents at end of year | \$ 25,437,000 | \$ 55,423,000 |
| NONCASH INVESTING ACTIVITIES |  |  |
| Loans transferred to other real estate owned because of foreclosure or deed in lieu of foreclosure of the collateral during the year | \$ 3,354,000 | 7,343,000 |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION Cash paid during the year for interest | \$ 5,937,000 | \$ 4,000,000 |
| Cash paid during the year for taxes | \$ 3,195,000 | \$ 1,030,000 |

## SEE ACCOMPANYING NOTES.

## Western Bank

## Notes to Consolidated Financial Statements

## December 31, 1995 and 1994

## 1. ORGANIZATIONAL STRUCTURE AND ACCOUNTING POLICIES

Western Bank (the Bank) was established in 1973 by the current chairman of the board. The Bank has maintained a record of profitability since their inception and continues to grow in capital strength. The Bank has a five-branch network, including the newly acquired Bank of Encino branch, all servicing the western region of Los Angeles County.

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the accounts of the Bank and its wholly owned subsidiary, WBC Management Co., Inc. All significant intercompany accounts and transactions have been eliminated in consolidation.

## INVESTMENT SECURITIES

The Bank classifies its investment securities in two categories: securities available for sale and securities held to maturity. Securities available for sale are measured at fair value, with net unrealized gains and losses reported as a separate component of stockholders' equity, net of tax. Securities held to maturity are carried at amortized cost. The amortized cost or carrying value of the specific security sold is used to compute the gain or loss on the sale of investment securities.

Statement of Financial Accounting Standards (SFAS) No. 115, "Accounting for Certain Investments in Debt and Equity Securities" issued in May 1993, requires classifying investments in marketable equity securities and debt securities as trading securities, securities available for sale, or securities held to maturity. The Statement requires trading securities and securities available for sale to be carried at fair value, with unrealized holding gains and losses of trading securities included in the determination of net earnings and unrealized holding gains and losses of securities available for sale included in stockholders' equity. Securities held to maturity are to be carried at amortized cost.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

## INVESTMENT SECURITIES (CONTINUED)

Securities held to maturity are classified as such because the Bank has the ability and management has the intent to hold them to maturity. These securities are stated at cost and adjusted for amortization of premiums and accretion of discounts, which are recognized as adjustment to income using a method that approximates the interest method.

## LOANS

Loans are carried at amounts advanced less payments collected. Interest income is accrued as earned on all loans. Interest income is not recognized on loans if collection of the interest is deemed by management to be unlikely.

Nonrefundable loan fees received and certain costs incurred during the process of originating loans are deferred and recognized over the life of the loan as an adjustment to the loan's yield using a method that approximates the interest method.

The determination of the balance in the allowance for loan losses is based on an evaluation of the loan portfolio and reflects an amount that in management's judgment is adequate to provide for potential loan losses after giving consideration to the character of the loan portfolio, appraisals of assets and securing loans, current economic conditions, past loan loss experience and other factors that require current recognition in estimating loan losses. Such estimates, appraisals and evaluations may require changes because of changing economic conditions and the economic prospects of borrowers. The provision for loan losses is charged to expense.

The Bank adopted SFAS No. 114, "Accounting by Creditors for Impairment of a Loan", effective January 1, 1995, as amended by SFAS No. 118, "Accounting for Impairment of a Loan - Income Recognition and Disclosure". SFAS 114 does not apply to large groups of smaller balance homogeneous loans that are collectively evaluated for impairment. The Bank's impaired loans within the scope of SFAS No. 114 include non-accrual loans, trouble debt restructurings (TDRs), and major loans which the Bank believes will be collected in full, but not in accordance with the contractual terms of the loan.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

## LOANS (CONTINUED)

Interest income on loans, including the recognition of discounts and loan fees, is accrued on the outstanding principal amount of loans using the interest method. A loan is generally placed on nonaccrual status when the Bank becomes aware that the borrower has entered into bankruptcy proceedings and the loan is delinquent, or when the loan is past due 90 days as to either principal or interest. When a loan is placed on nonaccrual status, interest accrued but not received is reversed against interest income. Cash receipts on nonaccrual loans are used to reduce principal balances rather than being included in interest income. A nonaccrual loan may be restored to accrual basis when delinquent loan payments are collected, and the loan is expected to perform according to the contractual terms of the loan agreement. The Bank continues to accrue interest on TDRs and other impaired loans since full payment of principal and interest is expected, and such loans are performing or less than 90 days delinquent and, therefore, do not meet the criteria for nonaccrual status.

The Bank bases the measurement of loan impairment on the fair value of the loans' collateral properties in accordance with SFAS No. 114. Impairment losses are included in the allowance for loan losses through a charge to the provision for loan losses. Adjustments to impairment losses due to changes in the fair value of impaired loans' collateral properties are included in the provision for loan losses. Upon disposition of an impaired loan, any related valuation allowance is charged off from the allowance for loan losses.

## PREMISES AND EQUIPMENT

Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives. Leasehold improvements are amortized over the term of the lease or the service life of the improvements, whichever is shorter. The straightline method of depreciation is followed for financial reporting purposes.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

## STOCK DIVIDEND

On December 16, 1993, the Bank declared a stock split affected in the form of a $25 \%$ stock dividend that was paid on February 15,1994 to stockholders of record as of January 18, 1994. On February 15, 1995, the Bank declared a $10 \%$ stock dividend that was paid on March 31, 1995 to shareholders of record as of February 28, 1995. Fractional shares were paid in cash for both transactions.

## EARNINGS PER SHARE

Earnings per common and common equivalent share are based on the weighted average number of shares outstanding during each year, adjusted retroactively for stock dividends. The weighted average number of shares used in the computation of earnings per common and common equivalent share for 1995 and 1994 were $3,826,697$ and $3,700,309$, respectively. The change in the December 31 , 1994 weighted average number of shares is a direct result of the retroactive effect of the ten percent (10\%) stock dividend at March 31, 1995.

Equivalent shares are those issuable upon the assumed exercise of stock options reflected under the treasury stock method using the average market price of the Bank's shares during each year.

## OTHER REAL ESTATE OWNED

Other real estate owned, which represents properties acquired by foreclosure or by a deed in lieu of foreclosure, is recorded at the lower of the unpaid balance of the loan or the fair value of the property at the date of acquisition. Any valuation reductions required at the date of acquisition are charged to the allowance for loan losses. Subsequent to acquisition, other real estate owned is carried at the lower of recorded cost or net realizable value. Subsequent operating expenses or income, reduction in estimated values, and gains or losses on disposition of such properties are recognized in current operations.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

## FAIR VALUES OF FINANCIAL INSTRUMENTS

The consolidated financial statements include various estimated fair value information as of December 31, 1995 and 1994, as required by SFAS No. 107. Such information, which pertains to the Bank's financial instruments, is based on the requirements set forth in SFAS No. 107 and does not purport to represent the aggregate net fair value of the Bank. Many of such instruments lack an available trading market, as characterized by a willing buyer and seller engaging in an exchange transaction.

Also, it is the Bank's general practice and intent to hold its financial instruments, except for certain investment securities which are accounted for in accordance with Notes 1 and 2, to maturity and not to engage in trading or sales activities. Therefore, the Bank had to use significant estimations and present value calculations to prepare these fair value disclosures. Further, the fair value estimates are based on various assumptions, methodologies and subjective considerations, which vary widely among financial institutions and which are subject to change.

Changes in the assumptions or methodologies used to estimate fair values may materially affect the estimated amounts. This lack of uniformity gives rise to a high degree of subjectivity in estimating financial instrument fair values.

## CASH AND CASH EQUIVALENTS

For the purpose of the statements of cash flows, the Bank considers all highly liquid investments with maturities of three months or less when purchased to be cash equivalents.

The balance sheet carrying amounts for cash and short-term instruments approximate the estimated fair values of such assets.

## INVESTMENT SECURITIES

Fair values for investment securities are based on quoted market prices, if available. If quoted market prices are not available, fair values are based on quoted market prices of comparable instruments.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

## LOANS RECEIVABLE

For variable rate loans that reprice frequently and entail no significant change in credit risk, fair values are based on the carrying values. The estimated fair values of fixed rate loans are estimated based on discounted cash flow analyses using interest rates currently offered for loans with similar terms to borrowers of similar credit quality. The carrying amount of accrued interest approximates its fair value.

Estimated fair values for the Bank's off-balance sheet instruments (standby letters of credit and construction lending commitments) are based on fees currently charged to enter into similar agreements, considering the remaining terms of the agreements and the counterparties' credit standing; or quoted market prices (financial forward contracts). Lending commitments other than the construction lending commitments do not have fees charged on them to enter into the agreements.

## DEPOSIT LIABILITIES

The fair values estimated for demand deposits (e.g., interest and non-interest bearing checking accounts, passbook savings, and certain types of money market accounts) are, by definition, equal to the amount payable on demand at the reporting date (i.e., their carrying amounts). The carrying amounts of variable rate, fixed-term money market accounts and certificates of deposit approximate their fair values at the reporting date. Fair values of fixed rate certificates of deposit are estimated using a discounted cash flow calculation that applies interest rates currently being offered to a schedule of aggregated expected monthly time deposit maturities. The carrying amount of accrued interest payable approximates its fair value.

## RECLASSIFICATION

Certain items in the 1994 financial statements have been reclassified to conform with the 1995 presentation.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 2. INVESTMENT SECURITIES

Debt and equity securities have been classified in the consolidated statement of financial condition according to management's intent. The carrying amounts of securities and their approximate fair values at December 31, 1995 and 1994 were as follows:

|  | 1995 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AMORTIZED COST |  | $\begin{aligned} & \text { GROSS } \\ & \text { GAINS } \end{aligned}$ |  | NREALIZED LOSSES |  | ESTIMATED <br> FAIR VALUE |  |
| Securities available for sale: U.S. Treasury and agency securities | \$ | 111,778,000 | \$ | 968,000 | \$ | - | \$ | 112,746,000 |
| Other debt securities |  | 4,456,000 |  | - |  | 120,000 |  | 4,336,000 |
|  |  | 116,234,000 |  | 968,000 |  | 120,000 |  | 117,082,000 |
| Mortgage-backed securities Equity securities |  | 21,470,000 |  | - |  | 729,000 |  | 20,741,000 |
|  |  | 2,521,000 |  | - |  | 211,000 |  | 2,310,000 |
|  | \$ | 140,225,000 | \$ | 968,000 | \$ | 1,060,000 | \$ | 140,133,000 |
|  |  |  |  | 199 |  |  |  |  |
|  |  | CARRYING VALUE |  | $\begin{aligned} & \text { GROSS UN } \\ & \text { GAINS } \end{aligned}$ | AL | $\begin{aligned} & \text { IZED } \\ & \text { LOSSES } \end{aligned}$ |  | ESTIMATED <br> FAIR VALUE |
| Securities held to maturity: Obligations of states and political subdivisions | \$ | 3,612,000 | \$ | 44,000 | \$ | - | \$ | 3,656,000 |

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 2. INVESTMENT SECURITIES (CONTINUED)



The carrying and estimated fair values of securities pledged to secure public funds and for other purposes as required or permitted by law amounted to approximately $\$ 20,972,000$ and $\$ 21,139,000$, respectively, at December 31, 1995 and approximately $\$ 990,000$ and $\$ 980,000$, respectively, at December 31, 1994.

The amortized cost, carrying value and estimated fair value of debt securities at December 31, 1995, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

2. INVESTMENT SECURITIES (CONTINUED)

|  |  | $\begin{aligned} & \text { AMORTIZED } \\ & \text { COST } \end{aligned}$ |  | ESTIMATED FAIR VALUE |
| :---: | :---: | :---: | :---: | :---: |
| Securities available for sale: |  |  |  |  |
| Due in one year or less | \$ | 50,021,000 | \$ | 50,212,000 |
| Due after one year through five years |  | 65,771,000 |  | 66,466,000 |
| Due after five years through ten years |  | 2,977,000 |  | 2,953,000 |
| Due after ten years |  | 14,479,000 |  | 13,856,000 |
| Mutual funds |  | 4,456,000 |  | 4,336,000 |
| Equity securities |  | 2,521,000 |  | 2,310,000 |
|  | \$ | 140,225,000 | \$ | 140,133,000 |
|  |  | CARRYING <br> VALUE |  | STIMATED <br> AIR VALUE |
| Securities held to maturity: |  |  |  |  |
| Due in one year or less | \$ | 1,093,000 | \$ | 1,095,000 |
| Due after one year through five years |  | 1,523,000 |  | 1,522,000 |
| Due after five years through ten years |  | 996,000 |  | 1,039,000 |
|  | \$ | 3,612,000 | \$ | 3,656,000 |

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 3. LOANS

The composition of the Bank's loan portfolio at December 31 is as follows:
19951994

| Commercial | \$ | 85,264,000 | \$ 59,747,000 |
| :---: | :---: | :---: | :---: |
| Installment |  | 2,407,000 | 1,373,000 |
| Construction |  | 15,478,000 | 9,388,000 |
| Real estate |  | 116,732,000 | 84,259,000 |
| Participations purchased |  | 2,157,000 | 1,865,000 |
|  |  | 222,038,000 | 156,632,000 |
| Less: |  |  |  |
| Participations sold |  | 7,541,000 | 4,776,000 |
| Unearned discounts on purchased loans |  | 1,288,000 | 2,917,000 |
| Deferred loan fees and deferred interest income |  | 417,000 | 383,000 |
|  |  | 212,792,000 | 148,556,000 |
| Unamortized premium on purchased loans |  | 1,863,000 | - |
|  |  | 214,655,000 | 148,556,000 |
| Less allowance for loan losses |  | $(4,149,000)$ | $(3,471,000)$ |
|  | \$ | 210,506,000 | \$145,085,000 |

The estimated fair value of loans receivable at December 31, 1995 is $\$ 214,810,000$.

The loan portfolio is substantially concentrated in Southern California.

Loans placed on non-accrual status at December 31, 1995 were $\$ 2,734,000$. In addition, the interest income that would have been recorded had the nonaccrual loans performed in accordance with their original terms would have been $\$ 208,000$.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 3. LOANS (CONTINUED)

Transactions in the allowance for loan losses are summarized as follows:

```
Balance at beginning of year
Bank of Encino purchase
Provision charged to expense
Loans charged off
Recoveries credited to allowance
Balance at end of year
```

| 1995 |  | 1994 |  |
| :---: | :---: | :---: | :---: |
| \$ | 3,471,000 | \$ | 3,569,000 |
|  | 534,000 |  | - - |
|  | 710,000 |  | 1,052,000 |
|  | $(695,000)$ |  | $(1,161,000)$ |
|  | 129,000 |  | 11,000 |
| \$ | 4,149,000 | \$ | 3,471,000 |

## 4. RELATED PARTY TRANSACTIONS

The Bank had an agreement with Lawrence Koppelman and Company, as discussed in Note 1, whereby profit (and loss) of the Mortgage Banking Division was shared equally by Lawrence Koppelman and Company and the Bank. As of December 31, 1995 the Bank has a net payable due to Lawrence Koppelman and Company.

In the ordinary course of business the Bank has granted loans to certain directors and the businesses with which they are associated. A summary of this loan activity for 1995 and 1994 follows:

```
Beginning balance
New loans made
Principal reductions and payoffs
Ending balance
```

|  | 1995 | 1994 |  |
| :---: | :---: | :---: | :---: |
| \$ | 318,000 | \$ | 947,000 |
|  | 96,000 | $\begin{array}{r} 639,000 \\ (1,268,000) \end{array}$ |  |
|  | (309,000) |  |  |
| \$ | 105,000 | \$ | 318,000 |

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 5. BANK PREMISES AND EQUIPMENT

```
A summary of Bank premises and equipment as of December 31, is as follows:
```

$1995 \quad 1994$

```
Land
Building and improvements
Leasehold improvements
Furniture, fixtures and equipment
Less accumulated depreciation and
    amortization
```

| \$ | 1,951,000 | \$ | 1,660,000 |
| :---: | :---: | :---: | :---: |
|  | 4,385,000 |  | 2,290,000 |
|  | 1,918,000 |  | 1,698,000 |
|  | 1,168,000 |  | 1,915,000 |
|  | 9,422,000 |  | 7,563,000 |
|  | $(4,098,000)$ |  | $(3,500,000)$ |
| \$ | 5,324,000 | \$ | 4,063,000 |

## 6. DEPOSITS

The composition of the Bank's deposits at December 31, is as follows:

```
Demand deposits
Savings and NOW accounts
Money market accounts
Certificates of deposit of $100,000
    or more
Other time deposits
```

| 1995 |  | 1994 |  |
| :---: | :---: | :---: | :---: |
| \$ | 121,502,000 | \$ | 106,412,000 |
|  | 45,266,000 |  | 52,761,000 |
|  | 120,222,000 |  | 91,038,000 |
|  | 31,208,000 |  | 26,026,000 |
|  | 22,441,000 |  | 14,490,000 |
| \$ | 340,639,000 | \$ | 290,727,000 |

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 6. DEPOSITS (CONTINUED)

The estimated fair values of deposits consisted of the following at December 31, 1995:


As discussed in Note 1, SFAS No. 107 defines the fair value of demand deposits as the amount payable, and prohibits adjustment for any value derived from the expected retention of such deposits for a period of time. That value, commonly referred to as the deposit base intangible, has not been estimated and is neither included in the above fair value amounts nor recorded as an intangible asset in the balance sheet.

## 7. INCOME TAXES

Under the liability method specified by SFAS No. 109, deferred tax assets and liabilities are determined based on the difference between the financial statement and tax bases of assets and liabilities as measured by the enacted tax rates which will be in effect when these differences reverse. Deferred tax expense is the result of changes in deferred tax assets and liabilities. The principal types of differences between assets and liabilities for financial statement and tax return purposes are accelerated depreciation, allowance for loan losses, allowance for losses on other real estate owned, interest on non-accrual loans, franchise taxes and FHLB stock dividends.

|  |  | 1995 |  | 1994 |
| :---: | :---: | :---: | :---: | :---: |
| Current: |  |  |  |  |
| Federal | \$ | 2,267,000 | \$ | 1,327,000 |
| State |  | 815,000 |  | 565,000 |
|  |  | 3,082,000 |  | 1,892,000 |
| Deferred: |  |  |  |  |
| Federal |  | 25,000 |  | $(204,000)$ |
| State |  | 7,000 |  | $(93,000)$ |
|  |  | 32,000 |  | $(297,000)$ |
|  | \$ | 3,114,000 | \$ | 1,595,000 |

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 7. INCOME TAXES (CONTINUED)

As a result of the following items, the total tax expense for 1995 and 1994 was different from the amount computed by applying the statutory U.S. federal income tax rate to earnings from continuing operations before income taxes:

|  | 1995 |  |  | 1994 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | AMOUNT | PERCENT |  | AMOUNT | PERCENT |
| Federal income tax at statutory rate | \$ | 2,518,000 | 34.0\% | \$ | 1,374,000 | 34.0\% |
| Changes due to: <br> Exempt interest on securities |  | $(47,000)$ | (0.6) |  | (61,000) | (1.5) |
| State franchise tax, net of federal income tax benefit |  | 566,000 | 7.6 |  | 305,000 | 7.6 |
| Dividends subject to exclusion |  | $(23,000)$ | (0.3) |  | $(13,000)$ | (.3) |
| Other |  | 100,000 | 1.3 |  | $(10,000)$ | (.2) |
|  | \$ | 3,114,000 | 42.0\% | \$ | 1,595,000 | 39.6\% |

Deferred tax assets and liabilities at December 31, consist of the following:

|  |  |  | 1995 |  | 1994 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deferred tax assets: |  |  |  |  |  |
| Net unrealized holding loss on |  |  |  |  |  |
| securities available for sale |  | \$ | 92,000 | \$ | 1,948,000 |
| Accelerated depreciation |  |  | 213,000 |  | 256,000 |
| Franchise tax |  |  | 86,000 |  | 15,000 |
| Allowance for loan losses |  |  | 945,000 |  | 1,214,000 |
| Allowance for losses on other real estate owned |  |  | 633,000 |  | 817,000 |
| Interest on non-accrual loans |  |  | 82,000 |  | 9,000 |
| Other |  |  | 35,000 |  | 156,000 |
| Total deferred tax assets |  |  | 086,000 |  | 4,415,000 |
| Deferred tax liabilities: |  |  |  |  |  |
| FHLB Stock dividends |  |  | $(85,000)$ |  | $(92,000)$ |
| Other |  |  | $(110,000)$ |  | $(158,000)$ |
| Total deferred tax liabilities |  |  | (195,000) |  | $(250,000)$ |
| Net deferred tax assets | \$ |  | 891,000 | \$ | 4,165,000 |

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 8. COMMITMENTS AND CONTINGENCIES

The Bank leases the land on which its Westwood facility is located from an unrelated party. The lease expires in 2003. Rent expense under this lease was approximately $\$ 108,000$ and $\$ 106,000$ for 1995 and 1994, respectively. The Bank also leases, from unrelated parties, the facilities for its branch locations. These leases expire at various times through the year 2003. Rent expense under these leases was approximately $\$ 420,000$ and $\$ 621,000$ for 1995 and 1994, respectively. All leases are accounted for as operating leases. Minimum future rental payments required under all leases as of December 31, 1995, which exclude any increases in direct operating costs such as property taxes, utilities, fees, insurance and other service and maintenance expenses under the respective lease, are approximately as follows:

```
1 9 9 5
\$ 529,000
529,000
529,000
529,000
529,000
1,460,000
-----------
\(\$ 4,105,000\)
------------
```

1996
1997
1998
1999
2000
Thereafter

The Bank leases portions of the Westwood building it owns and the facilities it leases to outside businesses. These noncancelable operating leases expire at various periods through January 31, 2000. Rental income in 1995 and 1994 was approximately \$53,000 and \$26,000, respectively.

At December 31, 1995 and 1994, the Bank had unfunded loan commitments of $\$ 50,016,000$ and $\$ 44,195,000$, respectively, and outstanding commitments of approximately $\$ 2,724,000$ and $\$ 1,988,000$, respectively, which were related to standby letters of credit. The amount of the unfunded loan commitments and the outstanding standby letters of credit approximate the respective fair values.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 8. COMMITMENTS AND CONTINGENCIES (CONTINUED)

Loan commitments are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payments of a fee. The Bank evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Bank on extensions of credit, is based on management's credit evaluation of the counterparty. Collateral held varies but may include residential real estate, accounts receivable, inventory, property, plant and equipment, and income-producing commercial properties.

Standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. Those guarantees are primarily issued to support public and private borrowing arrangements, including commercial paper, bond financing, and similar transactions. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers.

In connection with certain mortgage loans sold by the Bank, the Bank remains liable only to the extent that such loans are fraudulent and/or misrepresentations are detected.

The Bank has established federal fund lines from various banks totaling \$31,600,000.

The Bank is involved in various kinds of litigation. In the opinion of management, based on advice from the Bank's legal counsel, the disposition of all pending litigation will not have a material effect on the Bank's consolidated financial position.

A real estate loan originated by the Bank was sold to an unaffiliated savings institution, transferred upon the failure of the institution to the Resolution Trust Corporation and sold by the RTC to its present holder, which, following foreclosure upon the underlying real estate, is seeking a deficiency judgment against the borrower. The borrower has filed a third-party action, seeking recovery from the Bank and another defendant of any deficiency for which he is liable, in which all proceedings, including discovery, have been stayed pending resolution of the earlier litigation. In light of the stay, counsel for the Bank are unable to form an opinion as to the ultimate outcome of the latter action, but have indicated that the exposure of the Bank, if any, should be less than any deficiency indicated by the face account.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 9. EMPLOYEE STOCK OWNERSHIP PLAN

In December 1974, the Bank adopted a qualified employee stock ownership plan for the benefit of its employees. Contributions to the plan are determined by the Board of Directors except that the contribution cannot exceed $15 \%$ of the compensation of eligible participants. The Bank contributed \$510,000 in 1995 and \$260,000 in 1994.

## 10. STOCK OPTION PLANS

The Bank has a stock option plan that authorizes the Board of Directors to grant shares of common stock to all eligible full-time salaried officers and employees of the Bank. The Plan authorizes the issuance of common stock, not to exceed thirty percent ( $30 \%$ ) of the total shares outstanding at one time. Such options had original terms of five years which were extended an additional five years in 1993. The options vest twenty percent $(20 \%)$ on the anniversary of the date of the grant and are Nonqualified Options as defined in the plan. The options are exercisable at the fair market value of the options on the date of the grant, with adjustments to the exercise price and the shares for subsequent stock splits and stock dividends.

At December 31, 1995, the Bank had 425,725 options outstanding, of which 379,111 options were vested and exercisable. Of those options vested and exercisable 224,290 were issued to two executive officers. The remaining 154,821 options were issued to other officers and fulltime salaried employees. The options have exercise prices ranging from $\$ 3.25$ to $\$ 6.36$ per share, which represents the fair market value on the date of the grant. During 1996, 137,496 options expire at options prices ranging from $\$ 4.97$ to $\$ 6.09$ per share.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 11. OTHER EXPENSE

The following is a summary of other expenses for the years ended December 31:


## 12. PURCHASE AND ASSUMPTION AGREEMENT

On July 14, 1995 the Bank acquired the Bank of Encino, a community bank located in Los Angeles, California. The acquisition was accounted for as a purchase, and, accordingly, the assets and liabilities were recorded at the estimated fair market values as of the date of acquisition. The total cost to acquire the Bank of Encino was approximately $\$ 8.0$ million, which exceeded the fair value of the net assets of the Bank of Encino by approximately $\$ 700,000$. The acquisition was an all-cash transaction. Goodwill resulting from the acquisition is being amortized over fifteen years. The results of operations of the Bank of Encino have been included in the accompanying financial statements since the date of acquisition.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 12. PURCHASE AND ASSUMPTION AGREEMENT (CONTINUED)

The summarized assets and liabilities of the purchased company on July 14, 1995, the date of acquisition, were as follows:
Other liabilities

Cash and cash equivalents
Loans receivable, net
Investments
Property, plant, and equipment
Other assets

```
Deposit liabilities
```

```
Deposit liabilities
```

$\$ \quad 3,280,000$ 36,703,000 23,738,000

346,000 2,146,000

$$
66,213,000
$$

---------------

58, 364,000
496,000
\$ $58,860,000$
---------------------------

The following summarized pro forma (unaudited) information assumes the acquisition had occurred on January 1, 1994:

```
Net interest income
Net income after purchase accounting
```

| 1995 | 1994 |
| :---: | :---: |
| \$ 20,938,000 | \$19,262,000 |
| \$ 4,617,000 | \$ 2,719,000 |

## 13. REGULATORY MATTERS

The regulations require the Bank to meet specific capital adequacy guidelines that involve quantitative measures of the Bank's assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting principles. The Bank's capital classification is also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

## Western Bank

## Notes to Consolidated Financial Statements (continued)

## 13. REGULATORY MATTERS (CONTINUED)

Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain a minimum leverage-capital ratio of Tier I capital (as defined) to average total assets based on the Bank's ratings under the regulatory rating system. The minimum leverage-capital ratio is in a range of 3 to $5 \%$ dependent upon the Bank's rating. In addition, the Bank must maintain a ratio of total capital (as defined) to riskweighted assets of $8 \%$ and a ratio of Tier I capital to risk-weighted assets of $4 \%$. The Bank's unaudited leverage- capital ratio, ratio of total capital (as defined) to risk-weighted assets and ratio of Tier I capital to risk-weighted assets (unaudited) were $9.72 \%, 17.79 \%$ and $16.54 \%$, respectively, at December 31, 1995. Management believes, as of December 31, 1995, that the Bank meets all capital requirements to which it is subject.

# Exhibit 99.3 <br> CONSOLIDATED FINANCIAL STATEMENTS AND <br> REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS 

WESTERN BANK

DECEMBER 31, 1994 AND 1993

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```
Board of Directors
Western Bank
```

We have audited the accompanying consolidated balance sheets of Western Bank as of December 31, 1994 and 1993 and the related consolidated statements of earnings, stockholders' equity, and cash flows for the years then ended. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these financial statements based on our audits.

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Western Bank as of December 31, 1994 and 1993, and the consolidated results of their operations and their consolidated cash flows for the years then ended, in conformity with generally accepted accounting principles.

```
/s/ Grant Thornton LLP
Los Angeles, California
February 3, }199
```


## Western Bank

## CONSOLIDATED BALANCE SHEETS

Year Ended December 31,

| ASSETS |  |  |
| :---: | :---: | :---: |
|  | 1994 | 1993 |
| Certificates of deposit | \$ | \$ 100,000 |
| Securities available for sale | 99,827,000 | $75,750,000$ |
| Securities held to maturity | 1,979,000 | 3,972,000 |
| Federal funds sold | 25,000,000 | $40,000,000$ |
| Loans | 146,912,000 | $166,600,000$ |
| Less allowance for loan losses | 3,377,000 | $3,465,000$ |
| Net loans | 143,535,000 | 163,135,000 |
| Total earning assets | 270,341,000 | 282,957,000 |
| Cash and noninterest earning deposits minimum Federal Reserve balance at |  |  |
| December 31, 1994 and 1993 was approximately $\$ 6,602,000$ |  |  |
| and \$7,854,000, respectively | 30,423,000 | 15,032,000 |
| Net assets related to discontinued operations | $1,550,000$ | $2,556,000$ |
| Other real estate owned | 8,418,000 | $3,266,000$ |
| Premises and equipment | $4,063,000$ | $3,582,000$ |
| Accrued interest | $2,118,000$ | 1,173,000 |
| Other assets | 7,911,000 | 7,222,000 |
|  | \$324, 824,000 | \$315,788, 000 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| Deposits | \$290,727,000 | \$281,530,000 |
| Other liabilities | 3,541,000 | 3,475,000 |
| Total liabilities | 294,268,000 | 285,005,000 |
| Commitments and contingencies | - |  |
| Stockholders' equity <br> Common stock - authorized, 10,000,000 shares without par value; issued and outstanding, $3,219,152$ shares |  |  |
| in |  |  |
| 1994 and 1993 | 17,443,000 | 17,443,000 |
| Retained earnings | 15,853,000 | 13,409,000 |
| Net unrealized holding loss on securities available for sale | $(2,740,000)$ | $(69,000)$ |
|  | 30,556,000 | 30,783,000 |

## Western Bank

## CONSOLIDATED STATEMENTS OF EARNINGS

Year Ended December 31,

| 1994 | 1993 |
| :---: | :---: |
| \$16,400,000 | \$15,931,000 |
| 4,101,000 | 931,000 |
| 157,000 | 182,000 |
| 1,000 | 7,000 |
| 832,000 | 814,000 |
| 21,491,000 | 17,865,000 |

Interest expense
Time deposits in denominations of $\$ 100,000$
or more
All other deposits

Net interest income before provision for loan losses

Provision for loan losses

Net interest income after provision for loan losses

Other income
Service charges on deposit accounts
Gain on sale of mortgage loans
Loan servicing fees
Other

| 620,000 | 702,000 |
| :---: | :---: |
| 3,237,000 | 3,158,000 |
| $3,857,000$ | $3,860,000$ |
| 17,634,000 | 14,005,000 |
| 1,052,000 | 2,213,000 |


| $16,582,000$ | $11,792,000$ |
| ---: | ---: |
| 707,000 | 750,000 |
| 941,000 | 637,000 |
| $1,329,000$ | 588,000 |
| $------------1,000$ |  |
| $2,977,000$ | $2,576,000$ |

The accompanying notes are an integral part of these statements.

# Western Bank <br> CONSOLIDATED STATEMENTS OF EARNINGS - CONTINUED 



The accompanying notes are an integral part of these statements.

## Western Bank

## CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY

Two years ended December 31, 1994

|  | Shares outstanding | Common stock | Net <br> unrealized holding loss on securities available for sale | Retained earnings |
| :---: | :---: | :---: | :---: | :---: |
| Balance at January 1, 1993 | 2,341,430 | \$15,337,000 | \$ | \$ 9,460,000 |
| Net changes in unrealized loss on securities available for sale, net of taxes of $\$-0-$ | - | - | $(69,000)$ | - |
| Stock dividend | 233,992 | 2,106,000 | - | $(2,106,000)$ |
| Stock split | 643,730 | - | - | - |
| Net earnings | - | - | - | 6,055,000 |
| Balance at December 31, 1993 | 3,219,152 | 17,443,000 | (69,000) | 13,409,000 |
| Net changes in unrealized loss on securities available for sale, net of taxes of \$1,948,000 | - | - | $(2,671,000)$ | - |
| Cash paid in lieu of fractional shares | - | - | - | $(2,000)$ |
| Net earnings | - | - | - | 2,446,000 |
| Balance at December 31, 1994 | 3,219,152 | \$17,443,000 | \$(2,740,000) | \$15,853,000 |

The accompanying notes are an integral part of this statement.

## Western Bank

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## Year ended December 31,

|  | 1994 |  | 1993 |  |
| :---: | :---: | :---: | :---: | :---: |
| Increase (decrease) in cash and cash equivalents |  |  |  |  |
| Cash flows from operating activities: |  |  |  |  |
| Net earnings | \$ | 2,446,000 | \$ | 6,055,000 |
| Adjustments to reconcile net earnings to net cash provided by (used in) operating activities |  |  |  |  |
| Loss on sale of other real estate owned |  | 88,000 |  | 287,000 |
| Gain on sale of bank premises and equipment |  | - |  | $(12,000)$ |
| (Decrease) increase in deferred loan fees |  | (8,000) |  | 105,000 |
| Provision for loan losses |  | 1,052,000 |  | 2,213,000 |
| Provision for losses on other real estate owned |  | 1,074,000 |  | 890,000 |
| Depreciation and amortization |  | 965,000 |  | 765,000 |
| Net decrease in mortgage loans held for sale |  |  |  | 80,881,000 |
| (Increase) decrease in accrued interest receivable |  | (945,000) |  | 558,000 |
| (Increase) decrease in other assets |  | $(689,000)$ |  | 650,000 |
| Increase in other liabilities |  | 363,000 |  | 865,000 |
| Deferred income tax benefit |  | (297,000) |  | $(1,048,000)$ |
| Gain on discontinued operations |  | - |  | $(11,152,000)$ |
| Net cash provided by operating activities |  | 4,049,000 |  | 81,057,000 |
| Cash flows from investing activities |  |  |  |  |
| Purchases of securities available for sale |  | (59,505,000) |  | $(89,565,000)$ |
| Proceeds from maturities of securities available for sale |  | 32,345,000 |  | - |
| Proceeds from maturities of securities held to maturity |  | 2,000,000 |  | 21,808,000 |
| Net decrease (increase) in loans |  | 11,414,000 |  | $(31,133,000)$ |
| Proceeds from sales of other real estate owned |  | 1,834,000 |  | 6,186,000 |
| Acquisition of bank premises and equipment |  | $(1,041,000)$ |  | (863,000) |
| Decrease in investment in real estate venture |  | - |  | 37,000 |
| Net proceeds from sale of discontinued operations |  | - |  | 8,596,000 |
| Net cash used in investing activities |  | $(12,953,000)$ |  | $(84,934,000)$ |
| Cash flows from financing activities |  |  |  |  |
| Net increase in deposits <br> Cash paid for fractional shares |  | $(2,000)$ |  | 35,859,000 |
| Net cash provided by financing activities |  | 9,195,000 |  | 35,859,000 |
| Net increase in cash and cash equivalents |  | 291,000 |  | 31,982,000 |
| Cash and cash equivalents at beginning of year |  | 55,132,000 |  | 23,150,000 |
| Cash and cash equivalents at end of year |  | 55,423,000 |  | \$55,132,000 |

The accompanying notes are an integral part of these statements.

# Western Bank <br> <br> CONSOLIDATED STATEMENTS OF CASH FLOWS - CONTINUED 

 <br> <br> CONSOLIDATED STATEMENTS OF CASH FLOWS - CONTINUED}

## Years ended December 31, 1994 and 1993

Supplemental disclosures:

- The Bank considers all highly liquid investments with maturities of three months or less to be "cash equivalents." Cash and cash equivalents include "cash and noninterest earning deposits", "certificates of deposit" and "federal funds sold." Generally, federal funds are sold for one-day periods.
- Total loans transferred to other real estate owned because of foreclosure or deed in lieu of foreclosure of the collateral during 1994 and 1993 totaled approximately $\$ 7,343,000$ and $\$ 5,964,000$, respectively.
- Interest paid during 1994 and 1993 was \$4,000,000 and $\$ 3,895,000$, respectively.
- Income taxes paid during 1994 and 1993 were \$1,030,000 and \$4,805,000, respectively.

The accompanying notes are an integral part of these statements.

## Western Bank

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 1994 and 1993

## NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting and reporting policies of the Western Bank (the "Bank") are in accordance with generally accepted accounting principles and conform to practices within the banking industry. A summary of the significant accounting policies consistently applied in the preparation of the accompanying consolidated financial statements follows:

## 1. PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the accounts of the Bank and its wholly-owned subsidiary WBC Management Co., Inc. All significant intercompany balances and transactions have been eliminated.

## 2. INVESTMENT SECURITIES

The Bank classifies its investment securities in two categories: securities available for sale and securities held to maturity. Securities available for sale are measured at fair value, with net unrealized gains and losses reported as a separate component of stockholders' equity, net of tax. Securities held to maturity are carried at amortized cost. The amortized cost or carrying value of the specific security sold is used to compute the gain or loss on the sale of investment securities.

The Bank adopted, effective December 31, 1993, Statement of Financial Accounting Standards (SFAS) No. 115, "Accounting for Certain Investments in Debt and Equity Securities" issued in May 1993, which requires the classification of investments in marketable equity securities and in all debt securities as trading securities, securities available for sale, or securities held to maturity. The Statement requires trading securities and securities available for sale to be carried at fair value, with unrealized holding gains and losses of trading securities included in the determination of net earnings and unrealized holding gains and losses of securities available for sale included in stockholders' equity. Securities held to maturity are to be carried at amortized cost. The effect of this accounting change did not have a material effect on the Bank's consolidated financial statements.

Securities held to maturity are classified as such because the Bank has the ability and management has the intent to hold them to maturity. These securities are stated at cost and adjusted for amortization of premiums and accretion of discounts, which are recognized as adjustments to income using a method that approximates the interest method.

## NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

## 3. LOANS

Loans are carried at amounts advanced less payments collected. Interest income is accrued as earned on all loans. Interest income is not recognized on loans if collection of the interest is deemed by management to be unlikely.

Nonrefundable loan fees received and certain costs incurred during the process of originating loans are deferred and recognized over the life of the loan as an adjustment to the loan's yield using a method that approximates the interest method.

The determination of the balance in the allowance for loan losses is based on an evaluation of the loan portfolio and reflects an amount that in management's judgment is adequate to provide for potential loan losses after giving consideration to the character of the loan portfolio, appraisals of assets securing loans, current economic conditions, past loan loss experience and other factors that require current recognition in estimating loan losses. Such estimates, appraisals and evaluations may require changes because of changing economic conditions and the economic prospects of borrowers. The provision for loan losses is charged to expense.

In May 1993, the Financial Accounting Standards Board issued SFAS No. 114, "Accounting by Creditors for Impairment of a Loan." This statement amends SFAS No. 5, "Accounting for Contingencies," and SFAS No. 15, "Accounting by Debtors and Creditors for Troubled Debt Restructuring." This statement prescribes that a loan is impaired when it is probable that a creditor will be unable to collect all amounts due (principal and interest) according to the contractual terms of the loan agreement. Measurement of the impairment can be based on either the discounted future cash flows of the impaired loan or the fair market value of the collateral for a collateral-dependent loan. Creditors may select the measurement method on a loan-by-loan basis, except that collateral-dependent loans for which foreclosure is probable must be measured at the fair value of the collateral. Additionally, the statement prescribes measuring impairment of a restructured loan by discounting the total expected future cash flows using the loan's effective rate of interest in the original loan agreement. Finally, the impact of initially applying the statement is reported as a part of the provision for credit losses in the income statement. The Bank adopted this statement as of January 1, 1995 and has not yet determined the impact of the adoption of this statement.

## 4. PREMISES AND EQUIPMENT

Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives. Leasehold improvements are amortized over the term of the lease or the service lives of the improvements, whichever is shorter. The straightline method of depreciation is followed for financial reporting purposes.

## 5. STOCK DIVIDEND

The Bank declared a $10 \%$ stock dividend that was distributed on May 15, 1993 to stockholders of record on April 15, 1993. On December 16, 1993, the Bank declared a stock split affected in the form of a $25 \%$ stock dividend that was paid on February 15, 1994 to stockholders of record as of January 18, 1994. Fractional shares were paid in cash.

## 6. EARNINGS PER SHARE

Earnings per common and common equivalent share are based on the weighted average number of shares outstanding during each year, adjusted retroactively for stock dividends and a stock split effected in the form of a dividend for 1993. The weighted average number of shares used in the computation of earnings per common and common equivalent share for 1994 and 1993 were $3,378,519$ and 3,374,235, respectively.

Equivalent shares are those issuable upon the assumed exercise of stock options reflected under the treasury stock method using the average quarterly market price of the Bank's shares during each year.

## 7. MORTGAGE BANKING OPERATIONS

The Bank had a $50 \%$ interest in its mortgage banking division ("division") that originated and serviced mortgage loans. Lawrence Koppelman and Company had the other $50 \%$ interest in the division. The division was sold as of August 31, 1993 (see Note C). The net earnings of the division attributable to outside ownership are presented in the condensed summary of discontinued operations (Note C) as mortgage banking profit participation and commissions expense.

## NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

## 8. OTHER REAL ESTATE OWNED

Other real estate owned, which represents properties acquired by foreclosure or by a deed in lieu of foreclosure, is recorded at the lower of the unpaid balance of the loan or the fair value of the property at the date of acquisition. Any valuation reductions required at the date of acquisition are charged to the allowance for loan losses. Subsequent to acquisition, other real estate owned is carried at the lower of recorded cost or net realizable value. Subsequent operating expenses or income, reduction in estimated values, and gains or losses on disposition of such properties are recognized in current operations.

## 9. FAIR VALUES OF FINANCIAL INSTRUMENTS

The consolidated financial statements include various estimated fair value information as at December 31, 1994 and 1993, as required by SFAS No. 107. Such information, which pertains to the Bank's financial instruments, is based on the requirements set forth in SFAS No. 107 and does not purport to represent the aggregate net fair value of the Bank. Many of such instruments lack an available trading market, as characterized by a willing buyer and seller engaging in an exchange transaction.

Also, it is the Bank's general practice and intent to hold its financial instruments, except for certain investment securities which are accounted for in accordance with Notes A and B, to maturity and not to engage in trading or sales activities. Therefore, the Bank had to use significant estimations and present value calculations to prepare these fair value disclosures. Further, the fair value estimates are based on various assumptions, methodologies and subjective considerations, which vary widely among financial institutions and which are subject to change.

Changes in the assumptions or methodologies used to estimate fair values may materially affect the estimated amounts. This lack of uniformity gives rise to a high degree of subjectivity in estimating financial instrument fair values.

CASH AND CASH EQUIVALENTS: The balance sheet carrying amounts for cash and short-term instruments approximate the estimated fair values of such assets.

INVESTMENT SECURITIES: Fair values for investment securities are based on quoted market prices, if available. If quoted market prices are not available, fair values are based on quoted market prices of comparable instruments.

## 9. FAIR VALUES OF FINANCIAL INSTRUMENTS (Continued)

LOANS RECEIVABLE: For variable rate loans that reprice frequently and which entail no significant change in credit risk, fair values are based on the carrying values. The estimated fair values of fixed rate loans are estimated based on discounted cash flow analyses using interest rates currently offered for loans with similar terms to borrowers of similar credit quality. The carrying amount of accrued interest approximates its fair value.

Estimated fair values for the Bank's off-balance-sheet instruments (standby letters of credit and construction lending commitments) are based on fees currently charged to enter into similar agreements, considering the remaining terms of the agreements and the counterparties' credit standing; or quoted market prices (financial forward contracts). Lending commitments other than the construction lending commitments do not have fees charged on them to enter into the agreements.

DEPOSIT LIABILITIES: The fair values estimated for demand deposits (e.g., interest and noninterest bearing checking accounts, passbook savings, and certain types of money market accounts) are, by definition, equal to the amount payable on demand at the reporting date (i.e., their carrying amounts). The carrying amounts of variable rate, fixed-term money market accounts and certificates of deposit approximate their fair values at the reporting date. Fair values of fixed rate certificates of deposit are estimated using a discounted cash flow calculation that applies interest rates currently being offered to a schedule of aggregated expected monthly time deposit maturities. The carrying amount of accrued interest payable approximates its fair value.

## 10. RECLASSIFICATION

Certain items in the 1993 financial statements have been reclassified to conform with the 1994 presentation.

## NOTE B - INVESTMENT SECURITIES

Effective December 31, 1993, the Bank changed its method of accounting for investment securities (Note A). The amortized cost, carrying value and estimated fair values of investment securities as of December 31 are as follows:


## NOTE B - INVESTMENT SECURITIES - Continued



The carrying and estimated fair values of securities pledged to secure public funds and for other purposes as required or permitted by law amounted to approximately $\$ 990,000$ and $\$ 980,000$, respectively, at December 31, 1994 and approximately $\$ 11,544,000$ and $\$ 11,519,000$, respectively, at December 31, 1993.

The amortized cost, carrying value and estimated fair value of debt securities at December 31, 1994, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

|  | Amortized cost | Estimated fair value |
| :---: | :---: | :---: |
| Securities available for sale |  |  |
| Due in one year or less | \$ 21,693,000 | \$21,078,000 |
| Due after one year through five years | 55,651,000 | 53,976,000 |
| Mortgage-backed securities | 27,169,000 | 24,773,000 |
|  | \$104,513,000 | \$99,827,000 |
|  | Carrying value | Estimated fair value |
| Securities held to maturity |  |  |
| Due after one year through five years | \$ 503,000 | \$ 527,000 |
| Due after five years through ten years | 1,476,000 | 1,566,000 |
|  | \$1,979,000 | \$2,093,000 |

## NOTE C - DISCONTINUED OPERATIONS

During 1993, the Bank sold its interest in the single family mortgage banking division. On August 30, 1993, the Bank and Lawrence Koppleman and Company ("LK \& Co.") entered into an agreement whereby the Bank purchased LK \& Co.'s $50 \%$ interest in the mortgage division, with the intention of selling the resulting $100 \%$ interest to Victoria Mortgage Corp. ("Victoria"), of San Antonio, Texas.

The Bank and LK \& Co. entered into a purchase and sale agreement (the "Agreement") effective August 31, 1993 whereby the Bank sold all, but a minor portion, of the servicing rights and assets of its mortgage banking division to Victoria Mortgage for a base price of $\$ 30,000,000$, subject to adjustments as defined in the Agreement.

The net adjusted price and proceeds amounted to approximately $\$ 25,329,000$.

The net after-tax gain on the sale of the Division amounted to $\$ 6,592,000$, or $\$ 1.95$ per share.

## NOTE C - DISCONTINUED OPERATIONS - Continued

The results of the Mortgage Banking Division ("Division") operations have been reported separately as a component of discontinued operations in the consolidated statements of earnings. The Division's operating results for the eight months ended August 31, 1993 follow:

Condensed summaries of discontinued operations
Operating revenues
Interest income
Gain on sale of servicing rights

Operating expenses
Interest expense

Operating income before profit participation

Mortgage banking profit participation and commissions

| 1993 |
| :---: |
| \$12,967,000 |
| 3,695,000 |
| 3,136,000 |
| 19,798,000 |
| 16,104,000 |
| 2,584,000 |
| 18,688,000 |
| 1,110,000 |
| 555,000 |

\$ 555,000

LK \& Co. purchased a $50 \%$ interest in the remaining net assets of the Division which is represented as Due to LK \& Co. in the net assets related to discontinued operations.

The Division leased the facilities for its loan production offices. Rent expense under these leases was approximately $\$ 940,000$ for 1993. These leases expired during 1994. All leases were accounted for as operating leases.

## NOTE C - DISCONTINUED OPERATIONS - Continued

As of August 31, 1993, the mortgage division lease for its corporate offices was assumed by Victoria; however, because of the lessor's refusal to release the Bank from its obligations under the lease, the Bank may be required to make future rental payments if this lease is defaulted upon. The total amount of future minimum lease payments for the duration of this lease amounts to $\$ 2,717,000$ at December 31, 1994.

## NOTE D-LOANS

The composition of the Bank's loan portfolio at December 31 is as follows:


The estimated fair value of loans receivable at December 31, 1994 is $\$ 147,246,000$.

The loan portfolio is substantially concentrated in Southern California.

Loans where the accrual of interest income has been discontinued and placed on nonaccrual status at December 31, 1994 were $\$ 605,000$. In addition, the interest income that would have been recorded had the nonaccrual loans performed in accordance with their original terms would have been $\$ 49,000$. There was no interest receivable on nonaccrual loans at December 31, 1994.

## NOTE D - LOANS - Continued

Transactions in the allowance for loan losses are summarized as follows:

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| Balance at beginning of year | \$3,465,000 | \$2,660,000 |
| Provision charged to expense | 1,052,000 | 2,213,000 |
| Loans charged off | $(1,151,000)$ | $(1,451,000)$ |
| Recoveries credited to allowance | 11,000 | 43,000 |
| Balance at end of year | \$3,377,000 | \$3,465,000 |

At December 31, 1994 and 1993, management has charged off all known loan losses.

## NOTE E - RELATED PARTY TRANSACTIONS

The Bank had an agreement with Lawrence Koppelman and Company as discussed in notes A7 and C whereby profit (and loss) of the mortgage banking division was shared equally by Lawrence Koppelman and Company and the Bank. After the completion of the sale of the mortgage banking division, the remaining assets were shared $50 \%$ by Lawrence Koppelman and Company and the Bank.

In the ordinary course of business the Bank has granted loans to certain directors and the businesses with which they are associated. A summary of this loan activity for 1994 and 1993 follows:

|  | 1994 |  | 1993 |  |
| :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 947,000 |  | 085,000 |
| New loans made |  | 639,000 |  | 988,000 |
| Principal reductions and payoffs |  | 268,000) |  | 126,000) |
| Ending balance | \$ | 318,000 | \$ | 947,000 |

## NOTE F - BANK PREMISES AND EQUIPMENT

A summary of Bank premises and equipment as of December 31 is as follows:

| 1994 | 1993 |
| :---: | :---: |
| \$1,698,000 | \$1,678,000 |
| 2,290,000 | 1,341,000 |
| 1,915,000 | 1,843,000 |
| 5,903,000 | 4,862,000 |
| 3,500,000 | 2,940,000 |
| 2,403,000 | 1,922,000 |
| 1,660,000 | 1,660,000 |
| \$4,063,000 | \$3,582,000 |

## NOTE G - DEPOSITS

The composition of the Bank's deposits at December 31 is as follows:

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| Demand deposits | \$106,412,000 | \$123,966,000 |
| Savings and NOW accounts | 52,761,000 | 40,072,000 |
| Money market accounts | 91,038,000 | 83,685,000 |
| Certificates of deposit of $\$ 100,000$ or more | 26,026,000 | 15,113,000 |
| Other time deposits | 14,490,000 | 18,694,000 |
|  | \$290,727,000 | \$281,530,000 |

The estimated fair values of deposits consisted of the following at December 31, 1994:

| Demand deposits | \$106,412,000 |
| :---: | :---: |
| Savings and NOW accounts | 52,761,000 |
| Money market accounts | 91,038,000 |
| Certificates of deposit of $\$ 100,000$ or more and other time deposits | 40,404,000 |
|  | \$290,615,000 |

## NOTE G - DEPOSITS - Continued

As discussed in Note A, SFAS No. 107 defines the fair value of demand deposits as the amount payable, and prohibits adjustment for any value derived from the expected retention of such deposits for a period of time. That value, commonly referred to as the deposit base intangible, has not been estimated and is neither included in the above fair value amounts nor recorded as an intangible asset in the balance sheet.

The Bank has five unrelated customers with aggregate deposit balances of approximately $\$ 35,624,000$ at December 31, 1994 which represents approximately $12 \%$ of total deposits.

## NOTE H - INCOME TAXES

The Bank adopted, effective January 1, 1993, SFAS No. 109, "Accounting for Income Taxes," issued in February 1992. Under the liability method specified by SFAS No. 109, deferred tax assets and liabilities are determined based on the difference between the financial statement and tax bases of assets and liabilities as measured by the enacted tax rates which will be in effect when these differences reverse. Deferred tax expense is the result of changes in deferred tax assets and liabilities. The principal types of differences between assets and liabilities for financial statement and tax return purposes are accelerated depreciation, allowance for loan losses, allowance for losses on other real estate owned, interest on nonaccrual loans, franchise taxes and FHLB stock dividends.

|  | 1994 | 1993 |  |
| :---: | :---: | :---: | :---: |
| Current |  |  |  |
| Federal | \$1,327,000 | \$ | 327,000 |
| State | 565,000 |  | 121,000 |
|  | 1,892,000 |  | 448,000 |
| Deferred |  |  |  |
| Federal | $(204,000)$ |  | $(876,000)$ |
| State | $(93,000)$ |  | $(172,000)$ |
|  | (297,000) |  | ,048,000) |
|  | \$1,595,000 | \$ | $(600,000)$ |

## NOTE H - INCOME TAXES - Continued

As a result of the following items, the total tax expense for 1994 and 1993 was different from the amount computed by applying the statutory U.S. federal income tax rate to earnings from continuing operations before income taxes:

|  | 1994 |  | 1993 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Percent | Amount | Percent |
| Federal income tax at statutory rate | \$1,374,000 | 34.0\% | \$ (498, 000 ) | 34.0\% |
| Changes due to |  |  |  |  |
| Exempt interest on securities | $(61,000)$ | (1.5) | $(49,000)$ | 3.3 |
| State franchise tax, net of federal income tax benefit | 305,000 | 7.6 | $(107,000)$ | 7.3 |
| Dividends subject to exclusion | $(13,000)$ | (.3) | $(8,000)$ | . 5 |
| Other | $(10,000)$ | (.2) | 62,000 | (4.2) |
|  | \$1,595,000 | 39.6\% | \$ (600, 000 ) | 40.9\% |

Deferred tax assets and liabilities at December 31, consist of the following:

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| Deferred tax assets |  |  |
| Net unrealized holding loss on securities available for sale | \$1,948,000 | \$ |
| Accelerated depreciation | 256,000 | 231,000 |
| Franchise tax | 15,000 | 267,000 |
| Allowance for loan losses | 1,214,000 | 1,156,000 |
| Allowance for losses on other real estate owned | 817,000 | 578,000 |
| Interest on non accrual loans | 9,000 | 344,000 |
| Other | 156,000 | 137,000 |
|  | 2,467,000 | 2,713,000 |
|  | 4,415,000 | 2,713,000 |
| Deferred tax liabilities |  |  |
| FHLB Stock dividends | $(92,000)$ | $(68,000)$ |
| Other | $(158,000)$ | $(23,000)$ |
|  | $(250,000)$ | $(91,000)$ |
|  | \$4,165,000 | \$2,622,000 |
|  | ----------- |  |

## NOTE I - COMMITMENTS AND CONTINGENCIES

The Bank leases the land on which its Westwood facility is located from an unrelated party. The lease expires in 2003. Rent expense under this lease was approximately $\$ 106,000$ and $\$ 132,000$ for 1994 and 1993, respectively. The Bank also leases, from unrelated parties, the facilities for its branch locations. These leases expire at various times through the year 2002. Rent expense under these leases was approximately $\$ 621,000$ and $\$ 733,000$ for 1994 and 1993, respectively. All leases are accounted for as operating leases. Minimum future rental payments required under all leases as of December 31, 1994, which exclude any increases in direct operating costs such as property taxes, utilities, fees, insurance and other service and maintenance expenses under the respective lease, are approximately as follows:

| 1995 | \$ | 494,000 |
| :---: | :---: | :---: |
| 1996 |  | 302,000 |
| 1997 |  | 302,000 |
| 1998 |  | 302,000 |
| 1999 |  | 302,000 |
| Thereafter |  | 976,000 |
|  |  | 678,000 |

The Bank leases portions of the Westwood building it owns and the facilities it leases to outside businesses. These noncancelable operating leases expire at various periods through May 31, 1995. Rental income in 1994 and 1993 was approximately $\$ 26,000$ and $\$ 22,000$, respectively.

At December 31, 1994 and 1993 the Bank had unfunded loan commitments of $\$ 44,195,000$ and $\$ 57,257,000$, respectively, and outstanding commitments of approximately $\$ 1,988,000$ and $\$ 2,615,000$, respectively, which were related to standby letters of credit.

Loan commitments are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payments of a fee. The Bank evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained if deemed necessary by the Bank on extension of credit is based on management's credit evaluation of the counterparty. Collateral held varies but may include residential real estate, accounts receivable, inventory, property, plant and equipment, and income producing commercial properties.

## NOTE I - COMMITMENTS AND CONTINGENCIES - Continued

Standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. Those guarantees are primarily issued to support public and private borrowing arrangements, including commercial paper, bond financing, and similar transactions. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers.

The estimated fair values of the Bank's off-balance-sheet financial instruments at December 31, 1994 are summarized below:

```
Estimated fair value
of off-balance-sheet
    financial instruments
```

$\begin{array}{lr}\text { Commitments to extend credit } & \$ 970,000 \\ \text { Standby letters of credit } & 40,000\end{array}$

In connection with certain mortgage loans sold by the Bank, the Bank has agreed to repurchase those loans on which the borrower defaults. However, the Bank remains liable only to the extent that such loans are not insured by the federal government.

The Bank has established federal fund lines from various banks totaling \$24,600,000.

The Bank is involved in various litigation. In the opinion of management, based on advice from the Bank's legal counsel, the disposition of all pending litigation will not have a material effect on the Bank's consolidated financial position.

## NOTE J - EMPLOYEE STOCK OWNERSHIP PLAN

In December 1974, the Bank adopted a qualified employee stock ownership plan for the benefit of its employees. Contributions to the plan are determined by the Board of Directors except that the contribution cannot exceed $15 \%$ of the compensation of eligible participants. The Bank contributed \$260,000 in 1994 and \$660,000 in 1993.

## NOTE K - STOCK OPTION PLANS

The Board of Directors has approved a stock option plan under which options for 203,900 shares of the Bank's common stock were issued to two executive officers. Such options had original terms of five years which were extended an additional five years during 1993, vest 20\% per year on each anniversary of the date of grant, and are Incentive Options as defined in the plan. One-half of the options are exercisable at $\$ 3.58$ per share and the other half at $\$ 3.93$ per share. Such shares and option prices represent the original shares and fair market values at date of grant, adjusted for subsequent stock splits and stock dividends.

As of December 31, 1994 the Board of Directors has granted options to 16 senior officers of the Bank to purchase 185,136 shares of common stock. Such shares represent the original options available, pursuant to the plan, adjusted for stock dividends made subsequent to the grant. The options are exercisable at the fair market value of the Bank's common stock on the date of the grant and expire five years from that date. During 1994, options representing 127,011 shares were extended for an additional two years. At December 31, 1994, 142,758 shares are exercisable at option prices ranging from $\$ 5.46$ to $\$ 7.00$ per share. During $1995,11,625$ shares become exercisable at option prices ranging from $\$ 5.46$ to $\$ 7.00$ per share.

Stock option activity under both plans for the years ended December 31, 1994 and 1993 is as follows:

|  | Options available | Price per share | Options outstanding |
| :---: | :---: | :---: | :---: |
| Balance at January 1, 1993 | 69,770 | \$4.92-\$11.82 | 300,922 |
| Stock dividend | 6,977 |  | 30,092 |
| Options granted | $(33,300)$ | \$8.00-\$8.75 | 33,300 |
| Options cancelled | 33,814 | \$8.64-\$10.74 | $(33,814)$ |
| Stock split | 19,315 |  | 82,625 |
| Balance at December 31, 1993 | 96,576 | \$3.58-\$7.81 | 413,125 |
| Options cancelled | 24,090 | \$6.18-\$7.81 | $(24,090)$ |
| Balance at December 31, 1994 | 120,666 | \$3.58-\$7.00 | 389,035 |

## NOTE L - OTHER EXPENSE

The following is a summary of other expenses for the years ended December 31:

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| Data processing | \$ 774,000 | \$ 759,000 |
| Professional services | 1,351,000 | 1,464,000 |
| Business development | 515,000 | 546,000 |
| Provision for losses on other real estate owned | 1,074,000 | 890,000 |
| Office supplies | 410,000 | 437,000 |
| Telephone | 145,000 | 152,000 |
| Other | 3,236,000 | 2,319,000 |
|  | \$7,505,000 | \$6,567,000 |

## NOTE M - PURCHASE AND ASSUMPTION AGREEMENTS

During 1993, the Bank entered into three Purchase and Assumption Agreements (the "Agreements") with the Federal Deposit Insurance Corporation (FDIC) to assume approximately $\$ 149,000,000$ of insured deposit liabilities of three banks that were closed by bank regulators and placed into receivership with the FDIC. The Bank also purchased approximately $\$ 33,000,000$ of selected assets of the failed banks. The Bank received cash for the difference between the assets purchased and the liabilities that were assumed. The Agreements provided funds to the Bank for the payoff of the depositors who were not insured after obtaining certified releases from the FDIC.

## NOTE N - REGULATORY MATTERS

The regulations require the Bank to meet specific capital adequacy guidelines that involve quantitative measures of the Bank's assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting principles. The Bank's capital classification is also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

## NOTE N - REGULATORY MATTERS - Continued

Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain a minimum leverage-capital ratio of Tier I capital (as defined) to total assets based on the Bank's ratings under the regulatory rating system. The minimum leverage-capital ratio is in a range of 3 to 5 percent dependent upon the Bank's rating. In addition, the Bank must maintain a ratio of total capital (as defined) to riskweighted assets of 8 percent and a ratio of Tier I capital to risk-weighted assets of 4 percent. The Bank's leverage-capital ratio, ratio of total capital (as defined) to risk-weighted assets and ratio of Tier I capital to risk-weighted assets (unaudited) were $10.58 \%, 18.72 \%$, and $17.47 \%$, respectively at December 31, 1994. Management believes, as of December 31, 1994, that the Bank meets all capital requirements to which it is subject.

## NOTE O-SUBSEQUENT EVENT

On January 24, 1995, the Bank entered into a definitive agreement providing for the merger of the Bank of Encino ("Encino") into Western Bank. The Bank has agreed to pay $\$ 8$ million in cash for all the shares of Encino common stock. As of December 31, 1994, Encino had approximately $\$ 70$ million in assets. Completion of the transaction is subject to approvals from state and federal agencies as well as the shareholders of Encino. It is expected that the transaction will be completed during the second quarter of 1995.

## Exhibit 94.4

Western Bank

Consolidated Financial Statements June 30, 1996

## (Unaudited)

## WESTERN BANK <br> CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(000's omitted, except share data)

| ASSETS | 30-JUN-96 |  | 31-DEC-95 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | \$ | 28,964 | \$ | 25,437 |
| Federal funds sold |  | 10,000 |  | -- |
| Interest bearing deposits and investment securities |  |  |  |  |
| Held to maturity (Fair value of $\$ 1,498$ and $\$ 3,656$ at $6 / 30 / 96$ and $12 / 31 / 95$ respectively) |  | 1,509 |  | 3,612 |
| Available for sale, at fair value |  | 129,394 |  | 140,133 |
| Loans and leases (net) |  | 196,012 |  | 210,506 |
| Premises and equipment |  | 5,144 |  | 5,324 |
| Other real estate owned |  | 6,099 |  | 4,828 |
| Other assets |  | 7,253 |  | 7,158 |
| TOTAL ASSETS | \$ | 384,375 | \$ | 396,998 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| Deposits | \$ | 343,364 | \$ | 340,639 |
| FHLB advances and other borrowings |  |  |  | 17,000 |
| Accrued interest payable and other liabilities |  | 2,114 |  | 1,814 |
| TOTAL LIABILITIES |  | 345,478 |  | 359,453 |
| Common stock, no par value, authorized 10,000,000 shares and 3,543,156 outstanding at 6/30/96 and |  |  |  |  |
| 12/31/95 |  | 20,511 |  | 20,511 |
| Retained earnings |  | 19,432 |  | 17,088 |
| Unrealized gain on investment securities available for sale, net of taxes |  | $(1,046)$ |  | (54) |
| TOTAL SHAREHOLDERS' EQUITY |  | 38,897 |  | 37,545 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$ | 384,375 | \$ | 396,998 |
|  |  | ------- |  | ----- |

## WESTERN BANK <br> CONDENSED CONSOLIDATED STATEMENTS OF INCOME <br> (UNAUDITED)

|  | FOR SIX MONTH PERIOD ENDED |  |  |
| :---: | :---: | :---: | :---: |
|  | 30-JUN-96 |  | -JUN-95 |
| INTEREST AND LOAN FEE INCOME: |  |  |  |
| Investment securities | \$ 4,046 | \$ | 3,322 |
| Federal funds sold | 35 |  | 238 |
| Loans and leases | 10,036 |  | 8,293 |
| TOTAL INTEREST INCOME | 14,117 |  | 11,853 |
| INTEREST EXPENSE: |  |  |  |
| Deposits | 3,980 |  | 2,428 |
| Borrowings | 319 |  | 9 |
| TOTAL INTEREST EXPENSE | 4,299 |  | 2,437 |
| NET INTEREST INCOME | 9,818 |  | 9,416 |
| Less: provision for loan losses | - |  | 100 |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES | 9,818 |  | 9,316 |
| NON-INTEREST INCOME |  |  |  |
| Service charges on deposits accounts | 165 |  | 151 |
| Temporary overdraft charges \& NSF fees | 198 |  | 213 |
| Other service charge and fee income | 133 |  | 180 |
| Gain on sale of mortgage loans | - |  | 212 |
| Loan servicing fees | 128 |  | 293 |
| Other income | 152 |  | 787 |
| TOTAL NON-INTEREST INCOME | 776 |  | 1,836 |
| NON-INTEREST EXPENSE |  |  |  |
| Salaries and benefits | 3,422 |  | 3,291 |
| Premises and furniture, fixtures and equipment | 788 |  | 745 |
| Advertising, marketing and business development | 206 |  | 242 |
| Data processing | 431 |  | 362 |
| Other real estate owned | 427 |  | 356 |
| Professional services | 393 |  | 393 |
| Other | 907 |  | 1,778 |
| TOTAL NON-INTEREST EXPENSE | 6,574 |  | 7,167 |
| Income before provision for taxes | 4,020 |  | 3,985 |
| Provision for taxes | 1,676 |  | 1,623 |
| NET INCOME AFTER PROVISION FOR TAXES | \$ 2,344 | \$ | 2,362 |

FOR SIX MONTH PERIOD ENDED

| ------------------------- |  |
| :--- | :--- |
| $30-J U N-96$ | $30-J U N-95$ |
| --------- | ----------1 |

Cash flow from operating activities Net income

Adjustments to reconcile net income
to net cash provided by operating activities: Provision for loan losses Depreciation and amortization
Net increase (decrease) in accrued interest payable and other liabilities
Net decrease (increase) in accrued interest receivable and other assets

CASH PROVIDED BY OPERATING ACTIVITIES
Cash flow from investing activities:
Principal payments received on investment securities available for sale

| 35,747 | 10,609 |
| ---: | ---: |
| $(26,000)$ | $(11,000)$ |
| 2,103 | $(4)$ |
| 14,494 | $(1,542)$ |
| $(1,271)$ | 2,100 |
| $(116)$ | $(652)$ |

NET CASH PROVIDED BY INVESTING ACTIVITIES
Cash flow from financing activities:
Net increase (decrease) in deposits
Repayment of debt
Common stock dividend
NET CASH PROVIDED BY FINANCING ACTIVITIES

Net increase in cash and cash equivalents
Cash and cash equivalents at the beginning of the period
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD

Supplemental disclosure of cash flow information Property acquired through foreclosure $\$ 2,298$ \$

Increase (decrease) of unrealized gain on investmen securities available for sale, net of tax (992)
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Cash taxes paid

Cash interest paid

- 2,218
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\$ 1,665
$\$ \quad 1,263$
----------
----------
\$ 1,665
----------
$\$ 2,308$
----------
$\qquad$
$\qquad$


## End of Filing

