

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES
EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 1996

OR
 TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission File Number 0-16668

WSFS FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

Delaware

22-2866913

(State or other jurisdiction of
incorporation or organization)

(I.R.S. Employer Identification No.)

838 Market Street, Wilmington, Delaware

19899

(Address of principal executive offices)

(Zip Code)

(302) 792-6000

(Registrant's telephone number, including area code)

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

Indicate the number of shares outstanding of each of the issuer's
classes of common stock, as of August 9, 1996:

Common Stock, par value \$.01 per share

13,832,198

(Title of Class)

(Shares Outstanding)

WSFS FINANCIAL CORPORATION

FORM 10-Q

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WSFS FINANCIAL CORPORATION
CONSOLIDATED STATEMENT OF OPERATIONS

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|---|-----------|------------------------------|-----------|
| | 1996 | 1995 | 1996 | 1995 |
| | (Unaudited) | | | |
| | (Dollars in Thousands, Except Per Share Data) | | | |
| Interest income: | | | | |
| Interest and fees on loans..... | \$ 19,067 | \$ 17,896 | \$ 38,124 | \$ 34,654 |
| Interest on mortgage-backed securities..... | 5,171 | 4,291 | 9,107 | 8,581 |
| Interest and dividends on investment securities..... | 587 | 1,062 | 950 | 2,115 |
| Other interest income..... | 1,676 | 2,463 | 3,727 | 4,159 |
| | 26,501 | 25,712 | 51,908 | 49,509 |
| Interest expense: | | | | |
| Interest on deposits..... | 7,817 | 9,424 | 15,574 | 17,663 |
| Interest on Federal Home Loan Bank advances..... | 4,556 | 3,427 | 9,205 | 6,797 |
| Interest on senior notes..... | 829 | 888 | 1,675 | 1,799 |
| Interest on federal funds purchased and securities sold under agreements to repurchase..... | 1,512 | 1,083 | 2,358 | 2,073 |
| Interest on other borrowed funds..... | 57 | 150 | 184 | 321 |
| | 14,771 | 14,972 | 28,996 | 28,653 |
| Net interest income..... | 11,730 | 10,740 | 22,912 | 20,856 |
| Provision for loan losses..... | 490 | 653 | 808 | 1,007 |
| Net interest income after provision for loan losses..... | 11,240 | 10,087 | 22,104 | 19,849 |
| Other income: | | | | |
| Loan servicing fee income..... | 884 | 751 | 1,588 | 1,471 |
| Service charges on deposit accounts..... | 724 | 709 | 1,395 | 1,391 |
| Securities gains (losses)..... | (78) | 148 | (77) | 171 |
| Other income..... | 570 | 437 | 1,030 | 930 |
| | 2,100 | 2,045 | 3,936 | 3,963 |
| Other expenses: | | | | |
| Salaries..... | 3,434 | 3,961 | 7,094 | 7,569 |
| Employee benefits and other personnel expense..... | 840 | 913 | 1,763 | 1,946 |
| Equipment expense..... | 319 | 326 | 632 | 626 |
| Data processing expense..... | 582 | 553 | 1,166 | 1,113 |
| Occupancy expense..... | 587 | 614 | 1,223 | 1,219 |
| Marketing expense..... | 171 | 302 | 339 | 608 |

| | | | | |
|---|-----------------|-----------------|-----------------|-----------------|
| Professional fees..... | 446 | 376 | 689 | 672 |
| Federal deposit insurance premium..... | 9 | 500 | 19 | 999 |
| Net costs of assets acquired through foreclosure..... | 438 | 749 | 827 | 1,520 |
| Other operating expenses..... | 1,415 | 1,250 | 2,618 | 2,540 |
| | <u>8,241</u> | <u>9,544</u> | <u>16,370</u> | <u>18,812</u> |
| Income before taxes..... | 5,099 | 2,588 | 9,670 | 5,000 |
| Income tax provision (benefit)..... | 1,778 | (588) | 3,320 | (1,065) |
| Net income..... | <u>\$ 3,321</u> | <u>\$ 3,176</u> | <u>\$ 6,350</u> | <u>\$ 6,065</u> |
| Earnings per share..... | \$.24 | \$.22 | \$.44 | \$.41 |
| Weighted average shares outstanding..... | 14,116,828 | 14,652,309 | 14,384,468 | 14,632,617 |

The accompanying notes are an integral part of these financial statements.

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WSFS FINANCIAL CORPORATION
CONSOLIDATED STATEMENT OF CONDITION

| | June 30, 1996 ----- (Unaudited) | December 31, 1995 ----- (Unaudited) |
|---|--|--|
| | (Dollars in Thousands) | |
| Assets | | |
| Cash and due from banks..... | \$ 27,036 | \$ 31,135 |
| Federal funds sold and securities purchased under agreements to resell..... | 20,500 | 31,500 |
| Interest-bearing deposits in other banks..... | 5,823 | 4,768 |
| Investment securities held-to-maturity..... | 18,676 | 22,378 |
| Investment securities available-for-sale..... | 26,106 | 6,394 |
| Mortgage-backed securities held-to-maturity..... | 258,533 | 219,727 |
| Mortgage-backed securities available-for-sale..... | 53,949 | 17,405 |
| Investment in reverse mortgages, net..... | 37,462 | 35,614 |
| Loans held for sale..... | 5,256 | 4,345 |
| Loans, net of allowance for loan losses of \$24,400 at June 30, 1996 and \$24,167 at December 31, 1995..... | 800,692 | 787,839 |
| Stock in Federal Home Loan Bank of Pittsburgh, at cost..... | 15,561 | 15,860 |
| Assets acquired through foreclosure..... | 6,639 | 11,614 |
| Premises and equipment..... | 6,173 | 6,372 |
| Accrued interest and other assets..... | 30,458 | 23,875 |
| | <u>\$1,312,864</u> | <u>\$1,218,826</u> |
| Total assets..... | ===== | ===== |
| Liabilities and Stockholders' Equity | | |
| Liabilities: | | |
| Deposits..... | \$ 746,785 | \$ 724,030 |
| Federal funds purchased and securities sold under agreements to repurchase..... | 122,280 | 56,159 |
| Federal Home Loan Bank advances..... | 311,214 | 307,206 |
| Senior notes..... | 29,100 | 29,850 |
| Other borrowed funds..... | 5,227 | 7,430 |
| Accrued expenses and other liabilities..... | 24,133 | 20,605 |
| | <u>1,238,739</u> | <u>1,145,280</u> |
| Total liabilities..... | ----- | ----- |
| Commitments and contingencies | | |
| Stockholders' Equity: | | |
| Serial preferred stock \$.01 par value, 7,500,000 shares authorized; 10% Convertible Preferred Stock, Series 1, 2,000,000 shares authorized; none issued and outstanding..... | | |
| Common stock \$.01 par value, 20,000,000 shares authorized; issued 13,832,198 at June 30, 1996 and 14,509,298 at December 31, 1995..... | 145 | 145 |
| Capital in excess of par value..... | 57,250 | 57,136 |
| Net unrealized losses on securities available-for-sale..... | (402) | (242) |
| Retained earnings | 22,857 | 16,507 |
| Treasury stock at cost, 725,300 shares at June 30, 1996..... | (5,725) | ----- |
| | <u>74,125</u> | <u>73,546</u> |
| Total stockholders' equity..... | ----- | ----- |
| Total liabilities and stockholders' equity..... | \$1,312,864 | \$1,218,826 |
| | ===== | ===== |

The accompanying notes are an integral part of these financial statements.

WSFS FINANCIAL CORPORATION
CONSOLIDATED STATEMENT OF CASH FLOWS

| | Six Months Ended June 30, | |
|---|---------------------------|------------|
| | 1996 | 1995 |
| | ----- | |
| | (Unaudited) | |
| | (In Thousands) | |
| Operating activities: | | |
| Net income..... | \$ 6,350 | \$ 6,065 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Provision for loan losses..... | 808 | 1,007 |
| Provision for losses on assets acquired through foreclosure..... | 250 | 736 |
| Depreciation, accretion and amortization..... | (416) | (766) |
| Increase in accrued interest receivable and other assets..... | (1,055) | (1,231) |
| Origination of loans held for sale..... | (21,577) | (6,519) |
| Proceeds from sales of loans held for sale..... | 20,641 | 6,127 |
| Increase in accrued interest payable on deposits and other liabilities.. | 3,220 | 7,512 |
| Other, net..... | (880) | (1,521) |
| | ----- | ----- |
| Net cash provided by operating activities..... | 7,341 | 11,410 |
| | ----- | ----- |
| Investing activities: | | |
| Net decrease (increase) in interest-bearing deposits in other banks..... | (1,055) | 1,279 |
| Maturities of investment securities held-to-maturity..... | 3,626 | 428 |
| Sales of investment securities available-for-sale..... | 9,937 | 53,543 |
| Purchases of investment securities available for sale..... | (29,844) | (39,898) |
| Repayments of mortgage-backed securities held-to-maturity..... | 24,272 | 9,241 |
| Repayments of mortgage-backed securities available-for-sale..... | 232 | 754 |
| Purchases of mortgage-backed securities held-to-maturity..... | (61,441) | |
| Purchases of mortgage-backed securities available-for-sale..... | (38,763) | |
| Repayments of reverse mortgages..... | 5,733 | 6,184 |
| Disbursements for reverse mortgages..... | (6,262) | (7,232) |
| Sales of loans..... | 7,042 | 3,152 |
| Purchases of loans..... | (11,125) | (3,685) |
| Net increase in loans..... | (10,380) | (17,859) |
| Sales of assets acquired through foreclosure..... | 2,832 | 4,079 |
| Disbursements for assets acquired through foreclosure..... | | (120) |
| Disbursements for real estate held for investment..... | (1,321) | |
| Other, net..... | (63) | (398) |
| | ----- | ----- |
| Net cash provided by (used for) investing activities..... | (106,580) | 9,468 |
| | ----- | ----- |
| Financing activities: | | |
| Net increase (decrease) in demand and savings deposits..... | 8,583 | (10,181) |
| Net increase in certificates of deposit and time deposits..... | 14,479 | 103,529 |
| Net increase in federal funds purchased and securities sold under agreements to repurchase..... | 66,120 | 1,406 |
| Receipts from additional other borrowed funds..... | 55,000 | |
| Repayments of other borrowed funds..... | (53,681) | (1,080) |
| Repurchase of senior notes..... | (750) | (2,150) |
| Issuance of common stock..... | 114 | |
| Purchase treasury stock..... | (5,725) | |
| | ----- | ----- |
| Net cash provided by financing activities..... | 84,140 | 91,524 |
| | ----- | ----- |
| Increase (decrease) in cash and cash equivalents..... | (15,099) | 112,402 |
| Cash and cash equivalents at beginning of period..... | 62,635 | 54,974 |
| | ----- | ----- |
| Cash and cash equivalents at end of period..... | \$ 47,536 | \$ 167,376 |
| | ===== | ===== |
| Supplemental Disclosure of Cash Flow Information: | | |
| Cash paid during the period for: | | |
| Interest..... | \$ 23,853 | \$ 20,137 |
| Income taxes, net..... | 4,333 | 779 |
| Loans transferred to assets acquired through foreclosure, net..... | 2,325 | 4,851 |
| Net unrealized gains (losses) on securities available-for-sale, net of tax. | (160) | 1,270 |
| Assets acquired through foreclosure transferred to investments in real estate. | 4,258 | |

The accompanying notes are an integral part of these financial statements.

(UNAUDITED)

1. BASIS OF PRESENTATION

WSFS Financial Corporation (the "Corporation") is the parent company of Wilmington Savings Fund Society, FSB (the "Bank"). The consolidated financial statements for the three and six months ended June 30, 1996 include the accounts of the parent company, the Bank and its wholly owned subsidiaries, WSFS Credit Corporation, Providential Home Income Plan, Inc., 838 Investment Group, Inc., Community Credit Corporation and Star States Development Company.

The consolidated statement of condition as of June 30, 1996, the consolidated statement of operations for the three and six months ended June 30, 1996 and 1995 and the consolidated statement of cash flows for the six months ended June 30, 1996 and 1995 are unaudited and include all adjustments solely of a normal recurring nature which management believes are necessary for a fair presentation. All significant intercompany transactions are eliminated in consolidation. Certain reclassifications have been made to prior period's financial statements to conform them to the June 30, 1996 presentation. The accompanying unaudited financial statements should be read in conjunction with the audited financial statements and notes thereto included in the Corporation's 1995 Annual Report.

2. EARNINGS PER SHARE

Earnings per share is computed by dividing income applicable to common stockholders by the weighted average number of common stock and common stock equivalents outstanding during the periods presented. Common stock equivalents represent the dilutive effect of the assumed exercise of certain outstanding stock options.

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WSFS FINANCIAL CORPORATION MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

GENERAL

WSFS Financial Corporation (the "Corporation") is a savings and loan holding company headquartered in Wilmington, Delaware. Substantially, all of the Corporation's assets are held by its subsidiary, Wilmington Savings Fund Society, FSB (the "Bank" or "WSFS"), the largest thrift institution headquartered in Delaware and among the five largest financial institutions in the state on the basis of total deposits.

The Corporation's market area is the Mid-Atlantic region of the United States which is characterized by a diversified manufacturing and service economy. The banking operations of WSFS are presently conducted from 14 retail banking offices located in the greater Wilmington and Dover, Delaware area. The Bank provides residential real estate, commercial real estate, commercial and consumer lending services and funds these activities primarily by attracting retail deposits. Deposits are insured by the Federal Deposit Insurance Corporation.

Additional subsidiaries of the Bank include WSFS Credit Corporation, which is engaged primarily in motor vehicle leasing, and 838 Investment Group, Inc. which markets various insurance products and mutual funds through the Bank's branch system. Community Credit Corporation ("CCC"), which opened its first office in August 1994, specializes in consumer loans secured by first and second mortgages. In November 1994, the Bank acquired Providential Home Income Plan, Inc. ("Providential"), a San Francisco, California-based reverse mortgage lender. An additional Bank subsidiary, Star States Development Company, is

currently phasing down its real estate investments and developments.

FINANCIAL CONDITION, CAPITAL RESOURCES AND LIQUIDITY

Financial Condition

Total assets grew \$94.0 million, or 7.7%, during the first six months of 1996 to \$1.3 billion. The majority of this growth occurred in mortgage-backed securities which increased \$75.4 million. This increase resulted from the purchase of approximately \$100.0 million in collateralized mortgage obligations, offset in part by principal repayments. In addition, investment securities and net loans increased \$16.0 million and \$12.9 million, respectively. These increases were funded with short-term borrowings and deposit growth as well as the use of existing liquidity.

Total liabilities increased \$93.5 million during the first half of 1996. This increase reflects a \$66.1 million rise in securities sold under agreements to repurchase and deposit growth of \$22.8 million. Interest credited to deposits during the six months ended June 30, 1996 totalled \$6.4 million for a net inflow of \$16.4 million in deposits. Deposit growth includes the acquisition of \$10.4 million in deposits from another institution located in Dover, Delaware.

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Capital Resources

Stockholders' equity increased \$579,000 between December 31, 1995 and June 30, 1996. This increase reflects net income of \$6.4 million for the first six months of 1996, offset in part by the impact of the stock repurchase program which began in March 1996. The Corporation completed the stock repurchase program in May 1996 and acquired 725,300 shares, or approximately 5% of the common stock outstanding, in open market transactions for \$5.7 million.

A table presenting the Bank's consolidated capital position relative to the minimum regulatory requirements as of June 30, 1996 follows (dollars in thousands):

| | Consolidated Bank Capital | | Regulatory Requirement | | Excess | |
|-------------------------|------------------------------|----------------------|---------------------------|----------------------|----------|----------------------|
| | Amount | Percent of Assets | Amount | Percent of Assets | Amount | Percent of Assets |
| Tangible Capital..... | \$92,900 | 7.08% | \$19,681 | 1.50% | \$73,219 | 5.58% |
| Core Capital..... | 92,900 | 7.08 | 52,484 | 4.00 | 40,416 | 3.08 |
| Tier 1 Capital..... | 92,900 | 10.61 | 35,026 | 4.00 | 57,874 | 6.61 |
| Risk-based Capital..... | 97,370 | 11.12 | 70,055 | 8.00 | 27,315 | 3.12 |

Under Office of Thrift Supervision (OTS) capital regulations, savings institutions such as the Bank must maintain "tangible" capital equal to 1.5% of adjusted total assets, "core" capital equal to 4.0% of adjusted total assets and "total" or "risk-based" capital (a combination of core and "supplementary" capital) equal to 8.0% of risk-weighted assets. In addition, OTS regulations impose certain restrictions on savings associations that have a total risk-based capital ratio that is less than 8.0%, a ratio of tier 1 capital to risk-weighted assets of less than 4.0% or a ratio of tier 1 capital to adjusted total assets of less than 4.0% (or 3.0% if the institution is rated Composite 1 under the OTS examination rating system). For purposes of these regulations, tier 1 capital has the same definition as core capital. At June 30, 1996 the Bank is classified as a "well capitalized" institution and is in compliance with all regulatory capital requirements.

Liquidity

The OTS requires institutions, such as the Bank to maintain a 5.0% minimum liquidity ratio of cash and qualified assets to net withdrawable deposits and

borrowings due within one year. At June 30, 1996, the Bank's liquidity ratio was 11.4% compared to 8.0% at December 31, 1995. Additionally, the Corporation is required to maintain a reserve of 100% of the aggregate interest expense for 12 full calendar months on the \$29.1 million of 11% senior notes. The interest reserve requirement on the senior notes at June 30, 1996 was approximately \$3.2 million.

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NONPERFORMING ASSETS

The following table sets forth the Corporation's nonperforming assets, restructured loans and past due loans at the dates indicated. Past due loans are loans contractually past due 90 days or more as to principal or interest payments but which remain on accrual status because they are considered well secured and in the process of collection.

| | June 30, 1996 | December 31, 1995 |
|--|------------------------|----------------------|
| | ----- | ----- |
| | (Dollars in Thousands) | |
| Nonaccruing loans: | | |
| Commercial..... | \$ 688 | \$ 563 |
| Consumer..... | 419 | 291 |
| Commercial mortgages..... | 2,608 | 2,527 |
| Residential mortgages..... | 3,176 | 3,568 |
| Construction..... | 3,568 | 3,588 |
| | ----- | ----- |
| Total nonaccruing loans..... | 10,459 | 10,537 |
| Nonperforming investments in real estate..... | 1,252 | 1,252 |
| Assets acquired through foreclosure..... | 6,639 | 11,614 |
| | ----- | ----- |
| Total nonperforming assets..... | \$ 18,350 | \$ 23,403 |
| | ===== | ===== |
| Restructured loans..... | \$ 17,382 | \$ 17,393 |
| | ===== | ===== |
| Past due loans: | | |
| Residential mortgages..... | \$ 812 | \$ 111 |
| Commercial and commercial mortgages..... | 518 | 789 |
| Consumer..... | 68 | 143 |
| | ----- | ----- |
| Total past due loans..... | \$ 1,398 | \$ 1,043 |
| | ===== | ===== |
| Ratios: | | |
| Nonaccruing loans to total loans (1)..... | 1.27% | 1.30% |
| Allowance for loan losses to total gross loans (1)..... | 2.89 | 2.90 |
| Nonperforming assets to total assets..... | 1.40 | 1.92 |

(1) Excludes loans held for sale.

Nonperforming assets decreased \$5.1 million between December 31, 1995 and June 30, 1996. The major factor contributing to this decline was the reclassification of a \$4.2 million asset acquired through foreclosure to an investment in real estate. The reclassification was completed in conjunction with the purchase of an adjacent property in order to maximize value. The combined properties generate rental income for the Bank. An analysis of the change in the balance of nonperforming assets is presented on the following page.

| | Six Months Ended June 30, 1996 | Year Ended December 31, 1995 |
|---|---|------------------------------------|
| | ----- | ----- |
| | (In Thousands) | |
| Beginning balance..... | \$ 23,403 | \$ 41,440 |
| Additions..... | 4,222 | 8,224 |
| Collections..... | (3,106) | (12,247) |
| Transfers to accrual/restructured status..... | (1,000) | (10,424) |
| Provisions, charge-offs, other adjustments..... | (5,169) | (3,590) |
| | ----- | ----- |
| Ending balance..... | \$ 18,350 | \$ 23,403 |
| | ===== | ===== |

At June 30, 1996, 56.9% of nonperforming assets of the Corporation were comprised of nonperforming assets with a carrying value of \$1.0 million or more as compared to 64.0% at December 31, 1995. The table below reflects the stratification of such assets at June 30, 1996 and December 31, 1995.

| | June 30, 1996 | | December 31, 1995 | |
|-------------------------------------|------------------------|----------|--------------------|----------|
| | Number of items | Balance | Number of items | Balance |
| | ----- | ----- | ----- | ----- |
| | (Dollars in Thousands) | | | |
| \$5 million and over..... | 1 | \$ 5,699 | 1 | \$ 5,950 |
| \$1 million - \$4.99 million..... | 3 | 4,743 | 4 | 9,021 |
| \$0.5 million - \$0.99 million..... | 163 | 7,908 | 150 | 8,432 |
| Under \$500,000..... | --- | ----- | --- | ----- |
| Total nonperforming assets..... | 167 | \$18,350 | 155 | \$23,403 |
| | === | ===== | === | ===== |

A key element in the Corporation's strategy to manage its loan portfolios is the timely identification of problem loans. The Corporation's loan review system monitors the asset quality of its loans and investments in real estate portfolios as well as facilitates the timely identification of problem loans. This enables the Corporation to take appropriate action and, accordingly, minimize losses.

INTEREST SENSITIVITY

The matching of maturities or repricing periods of interest-sensitive assets and liabilities to ensure a favorable interest rate spread and mitigate exposure to fluctuations in interest rates is the Corporation's primary focus for achieving its asset/liability management strategies. Management regularly reviews interest-rate sensitivity of the Corporation and utilizes a variety of tactics, as needed, to adjust that sensitivity within acceptable tolerance ranges established by management. The excess of interest-earning assets over interest-bearing liabilities that mature within one year (interest-sensitivity gap) decreased by \$13.2 million to \$83.7 million at June 30, 1996. Interest-sensitive assets as a percentage of interest-sensitive liabilities

within the "one-year window" decreased to 115.4% at June 30, 1996 compared to 120.5% at December 31, 1995. Likewise, the one-year interest sensitivity gap as a percentage of total assets decreased to 6.4% at June 30, 1996 from 8.0% at December 31, 1995.

COMPARISON FOR THREE AND SIX MONTHS ENDED JUNE 30, 1996 AND 1995

Results of Operations

The Corporation reported net income of \$3.3 million, or \$.24 per share, for the three months ended June 30, 1996 compared to \$3.2 million, or \$.22 per share, for the second quarter of 1995. Pretax earnings for the second quarter of 1996 grew 97% over the same quarter in 1995 to \$5.1 million. Net income for the six months ended June 30, 1996 was \$6.4 million, or \$.44 per share, compared to \$6.1 million, or \$.41 per share for the same period last year. Pretax earnings for the first half of 1996 were \$9.7 million, a 93% improvement over the same period in 1995. The results for the three and six months ended June 30, 1996 reflect lower noninterest expense and higher net interest income.

As of December 31, 1995, the Corporation had utilized substantially all of its income tax benefits which resulted from loss carry-forwards. Consequently, the Corporation recorded income tax expense of \$1.8 and \$3.3 million during the quarter and six months ended June 30, 1996, respectively, compared to income tax benefits of \$588,000 and \$1.1 million recognized in the same periods in 1995.

Net Interest Income

The tables on the following two pages, dollars expressed in thousands, provides information concerning the balances, yields and rates on interest-earning assets and interest-bearing liabilities during the periods indicated.

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| | Three Months Ended June 30, | | | | | |
|---|-----------------------------|-----------|------------|-----------------|-----------|------------|
| | 1996 | | | 1995 | | |
| | Average Balance | Interest | Yield/Rate | Average Balance | Interest | Yield/Rate |
| Assets | | | | | | |
| Interest-earning assets: | | | | | | |
| Loans (1) (2): | | | | | | |
| Real estate loans (3)..... | \$ 587,268 | \$ 13,587 | 9.25% | \$ 543,711 | \$ 12,858 | 9.46% |
| Commercial loans..... | 26,058 | 644 | 9.78 | 26,185 | 835 | 12.62 |
| Consumer loans | 204,415 | 4,706 | 9.26 | 176,301 | 4,184 | 9.52 |
| Total loans..... | 817,741 | 18,937 | 9.26 | 746,197 | 17,877 | 9.58 |
| Mortgage-backed securities (4)..... | 308,599 | 5,171 | 6.70 | 256,552 | 4,291 | 6.69 |
| Loans held for sale (2)..... | 7,339 | 130 | 7.09 | 787 | 19 | 9.66 |
| Investment securities (4)..... | 35,573 | 587 | 6.60 | 65,171 | 1,062 | 6.52 |
| Other interest-earning assets (5)..... | 78,598 | 1,676 | 8.53 | 125,571 | 2,463 | 7.85 |
| Total interest-earning assets..... | 1,247,850 | 26,501 | 8.49 | 1,194,278 | 25,712 | 8.61 |
| Allowance for loan losses..... | (24,618) | | | (21,406) | | |
| Cash and due from banks..... | 22,636 | | | 25,861 | | |
| Other noninterest-earning assets..... | 41,797 | | | 51,752 | | |
| Total assets..... | \$1,287,665 | | | \$1,250,485 | | |
| Liabilities and Stockholders' Equity | | | | | | |
| Interest-bearing liabilities: | | | | | | |
| Interest-bearing deposits: | | | | | | |
| Money market and interest-bearing demand..... | | | | | | |
| | \$ 54,717 | 361 | 2.65 | \$ 81,027 | 536 | 2.65 |
| Savings..... | 159,459 | 1,044 | 2.63 | 179,257 | 1,117 | 2.50 |
| Time..... | 458,289 | 6,412 | 5.63 | 518,900 | 7,771 | 6.01 |
| Total interest-bearing deposits.. | 672,465 | 7,817 | 4.68 | 779,184 | 9,424 | 4.85 |
| FHLB advances..... | 312,756 | 4,556 | 5.86 | 226,265 | 3,427 | 6.08 |
| Senior Notes..... | 29,100 | 829 | 11.39 | 31,172 | 888 | 11.39 |
| Other borrowed funds..... | 110,506 | 1,569 | 5.68 | 78,520 | 1,233 | 6.28 |
| Total interest-bearing liabilities.. | 1,124,827 | 14,771 | 5.25 | 1,115,141 | 14,972 | 5.37 |
| Noninterest-bearing demand deposits... | 68,579 | | | 65,176 | | |
| Other noninterest-bearing liabilities.. | 18,823 | | | 18,415 | | |

| | | | | |
|--|-------------|-----------|-------------|-----------|
| Stockholders' equity..... | 75,436 | | 51,753 | |
| | ----- | | ----- | |
| Total liabilities and stockholders' equity..... | \$1,287,665 | | \$1,250,485 | |
| | ===== | | ===== | |
| Excess of interest-earning assets over interest-bearing liabilities..... | \$ 123,023 | | \$ 79,137 | |
| | ===== | | ===== | |
| Net interest and dividend income..... | | \$ 11,730 | | \$ 10,740 |
| | | ===== | | ===== |
| Interest rate spread..... | | | 3.24% | 3.24 % |
| | | | ==== | ==== |
| Net interest margin..... | | | 3.76% | 3.60 % |
| | | | ==== | ==== |
| Net interest and dividend income to total average assets..... | | | 3.64% | 3.44 % |
| | | | ==== | ==== |

- (1) Nonperforming loans are included in average balance computations.
- (2) Balances are reflected net of unearned income.
- (3) Includes commercial mortgage loans.
- (4) Includes securities available-for-sale.
- (5) Includes investment in reverse mortgages.

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| | Six Months Ended June 30, | | | | | |
|--|---------------------------|-----------|------------|-----------------|-----------|------------|
| | 1996 | | | 1995 | | |
| | Average Balance | Interest | Yield/Rate | Average Balance | Interest | Yield/Rate |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Assets | | | | | | |
| Interest-earning assets: | | | | | | |
| Loans (1) (2): | | | | | | |
| Real estate loans (3)..... | \$586,540 | \$ 27,317 | 9.31% | \$ 542,857 | \$ 24,993 | 9.21% |
| Commercial loans..... | 25,694 | 1,263 | 9.72 | 25,528 | 1,470 | 11.45 |
| Consumer loans | 202,069 | 9,343 | 9.30 | 173,071 | 8,159 | 9.51 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total loans..... | 814,303 | 37,923 | 9.31 | 741,456 | 34,622 | 9.34 |
| Mortgage-backed securities (4)..... | 274,043 | 9,107 | 6.65 | 258,656 | 8,581 | 6.64 |
| Loans held for sale (2)..... | 5,516 | 201 | 7.29 | 648 | 32 | 9.88 |
| Investment securities (4)..... | 29,011 | 950 | 6.55 | 65,601 | 2,115 | 6.45 |
| Other interest-earning assets (5)..... | 93,438 | 3,727 | 7.98 | 99,204 | 4,159 | 8.38 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total interest-earning assets..... | 1,216,311 | 51,908 | 8.54 | 1,165,565 | 49,509 | 8.50 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Allowance for loan losses..... | (24,501) | | | (21,606) | | |
| Cash and due from banks..... | 23,504 | | | 26,788 | | |
| Other noninterest-earning assets..... | 41,363 | | | 50,831 | | |
| | ----- | | | ----- | | |
| Total assets..... | \$1,256,677 | | | \$1,221,578 | | |
| | ===== | | | ===== | | |
| Liabilities and Stockholders' Equity | | | | | | |
| Interest-bearing liabilities: | | | | | | |
| Interest-bearing deposits: | | | | | | |
| Money market and interest-bearing demand..... | \$ 55,070 | 700 | 2.56 | \$ 83,455 | 1,096 | 2.65 |
| Savings..... | 157,374 | 2,010 | 2.57 | 182,100 | 2,234 | 2.47 |
| Time..... | 454,670 | 12,864 | 5.69 | 493,499 | 14,333 | 5.86 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total interest-bearing deposits.. | 667,114 | 15,574 | 4.69 | 759,054 | 17,663 | 4.69 |
| PHLB advances..... | 313,107 | 9,205 | 5.91 | 226,270 | 6,797 | 6.06 |
| Senior Notes..... | 29,405 | 1,675 | 11.39 | 31,584 | 1,799 | 11.39 |
| Other borrowed funds..... | 87,208 | 2,542 | 5.83 | 75,475 | 2,394 | 6.34 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total interest-bearing liabilities.. | 1,096,834 | 28,996 | 5.29 | 1,092,383 | 28,653 | 5.25 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Noninterest-bearing demand deposits... | 66,121 | | | 63,484 | | |
| Other noninterest-bearing liabilities. | 17,832 | | | 15,726 | | |
| Stockholders' equity..... | 75,890 | | | 49,985 | | |
| | ----- | | | ----- | | |
| Total liabilities and stockholders' equity..... | \$1,256,677 | | | \$1,221,578 | | |
| | ===== | | | ===== | | |
| Excess of interest-earning assets over interest-bearing liabilities..... | \$ 119,477 | | | \$ 73,182 | | |
| | ===== | | | ===== | | |
| Net interest and dividend income..... | | \$ 22,912 | | \$ 20,856 | | |
| | | ===== | | ===== | | |
| Interest rate spread..... | | | 3.25% | | | 3.25 % |
| | | | ==== | | | ==== |
| Net interest margin..... | | | 3.77% | | | 3.58 % |
| | | | ==== | | | ==== |

Net interest and dividend income to
total average assets.....

3.65%
====

3.41 %
====

- (1) Nonperforming loans are included in average balance computations.
- (2) Balances are reflected net of unearned income.
- (3) Includes commercial mortgage loans.
- (4) Includes securities available-for-sale.
- (5) Includes investment in reverse mortgages.

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Net interest income grew \$990,000 between the second quarter of 1996 and 1995 and \$2.1 million between the six months ended June 30, 1996 and 1995. This improvement reflects continued growth in the excess of interest-earning assets over interest-bearing liabilities and a 40% reduction in the levels of nonperforming assets between June 30, 1996 and 1995. Also, favorably impacting net interest income was the acquisition of a \$47.5 million portfolio of discounted commercial loans and commercial mortgages yielding approximately 18%. Partially offsetting these favorable variances was higher funding costs which resulted subsequent to the sale of \$197.3 million in deposits of the Corporation's former subsidiary, Fidelity Federal Savings and Loan, in the third quarter of 1995. These lower costing deposits were replaced with higher rate borrowings.

The net interest margin improved to 3.76% and 3.77% for the three and six months ended June 30, 1996, compared to 3.60% and 3.58% for the same respective periods last year. The net interest spread remained level at 3.24% and 3.25% between comparable three and six month periods.

Prevailing economic conditions greatly influence net interest income and the levels of interest-earning assets and interest-bearing liabilities. Management anticipates interest rates to remain relatively level during 1996 as economic growth stabilizes. The projected interest rate environment in conjunction with current asset/liability management strategies are anticipated to favorably impact net interest income.

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Provision for Loan Losses

The following table presents a summary of the changes in the allowance for loan losses during the periods indicated:

| | Six Months Ended June 30, 1996 | Year Ended December 31, 1995 |
|--|-----------------------------------|---------------------------------|
| | ----- | ----- |
| | (Dollars in Thousands) | |
| Beginning balance..... | \$24,167 | \$21,700 |
| Transfer from lease residual reserve..... | 362 | |
| Balance at acquisition for discounted commercial mortgages..... | | 2,600 |
| Provision for loan losses..... | 808 | 1,403 |
| Charge-offs: | | |
| Residential real estate..... | 40 | 154 |
| Commercial real estate (1)..... | 172 | 814 |
| Commercial..... | 495 | 404 |
| Consumer (2)..... | 387 | 826 |
| Total charge-offs..... | 1,094 | 2,198 |
| Recoveries: | | |
| Residential real estate..... | 14 | 1 |
| Commercial real estate (1)..... | 2 | 293 |
| Commercial..... | 3 | 169 |
| Consumer (2)..... | 138 | 199 |
| Total recoveries..... | 157 | 662 |
| Net charge-offs..... | 937 | 1,536 |

| | | |
|--|----------|----------|
| | ----- | ----- |
| Ending balance..... | \$24,400 | \$24,167 |
| | ===== | ===== |
| Net charge-offs to average gross loans outstanding, net of unearned income (3)..... | .23% | .20% |
| | ===== | ===== |

- (1) Includes commercial mortgages and construction loans.
- (2) Includes lease financings.
- (3) Ratio for the six months ended June 30, 1996 is annualized.

The provision for loan losses decreased by \$199,000 between the six months ended June 30, 1996 and 1995. The reduction in the provision between periods corresponds to the continued decrease in the level of nonperforming loans between the same periods. One significant charge-off of a \$495,000 nonaccruing commercial loan was recorded during the first half of 1996. The ratio of net charge-offs to average gross loans outstanding (net of unearned income) was .23% for the six months ended June 30, 1996 as compared to .20% for the year ended December 31, 1995.

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Other Income and Expenses

Other income for the three months ended June 30, 1996 exceeded the same quarter in 1995 by \$55,000. Other income for the six months ended June 30, 1996 was \$27,000 lower than the comparable period in 1995. This decrease between periods was primarily the result of net losses in the disposition of securities in 1996. The three and six month periods were both favorably impacted by higher loan servicing fee income.

Other expenses for the second quarter of 1996 were \$1.3 million lower than the same period last year. Salary related expenses were reduced \$527,000 as a result of a decrease in the number of full time equivalent employees and a reduction in expenses associated with stock appreciation rights. In addition, federal deposit insurance premiums and the net costs of foreclosed assets declined \$491,000 and \$311,000, respectively, between comparable three month periods. The decrease in deposit insurance premiums resulted from a significantly lower assessment rate. Lower costs of foreclosed assets reflect a 40% reduction in the level of nonperforming assets between June 30, 1996 and 1995.

Other expenses for the six months ended June 30, 1996 were \$2.4 million below the first half of 1995. Consistent with the second quarter results, the six month period was impacted by lower deposit insurance premiums, the net costs of foreclosed assets and salary related expenses. These expenses were reduced \$980,000, \$693,000 and \$475,000, respectively.

Management continues to review existing operations as well as other income opportunities in order to enhance earnings. Accordingly, other income and expenses may fluctuate during the year.

Income Taxes

The Corporation and its subsidiaries file a consolidated federal income tax return and separate state income tax returns. The Corporation recorded a provision for income taxes during the three and six months ended June 30, 1996 of \$1.8 million and \$3.3 million, respectively, compared to income tax benefits of \$588,000 and \$1.1 million for the same periods in 1995. The benefits recognized in 1995 reflect the utilization of net operating loss carry-forwards. As of December 31, 1995, such carry-forwards were substantially utilized.

The Corporation analyzes its projections of taxable income on an ongoing basis and makes adjustments to its provision for incomes taxes accordingly.

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PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K

(a) None

(b) No current reports on Form 8-K were filed during the quarter.

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SIGNATURES

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

WSFS FINANCIAL CORPORATION

Date: August 13, 1996

/s/ MARVIN N. SCHOENHALS

Marvin N. Schoenhals
Chairman, President and Chief Executive Officer

Date: August 13, 1996

/s/ R. WILLIAM ABBOTT

R. William Abbott
Executive Vice President and
Chief Financial Officer

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<ARTICLE> 9
<CIK> 0000828944
<NAME> WSFS FINANCIAL CORPORATION
<MULTIPLIER> 1,000

| | | |
|--------------------------------|-------|-------------|
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