# Edgar Filing: TRUSTCO BANK CORP N Y - Form 8-K 

TRUSTCO BANK CORP N Y

## Form 8-K

July 17, 2007


```
                    UNITED STATES
        SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. 20549
                    FORM 8-K
            CURRENT REPORT PURSUANT
        TO SECTION 13 OR 15(D) OF THE
        SECURITIES EXCHANGE ACT OF }193
        Date of Report (date of earliest event reported): July 17, 2007
                            TrustCo Bank Corp NY
        (Exact name of registrant as specified in its charter)
        NEW YORK 0-10592 14-1630287
State or Other Jurisdiction of Commission File No. I.R.S. Employer
Incorporation or Organization Identification Number
            5 \text { SARNOWSKI DRIVE, GLENVILLE, NEW YORK } 1 2 3 0 2
                (Address of principal executive offices)
                    (518) 377-3311
            (Registrant's Telephone Number,
                        Including Area Code)
                    NOT APPLICABLE
            (Former Name or Former Address, if Changed Since Last Report)
    Check the appropriate box below if the Form 8-K filing is intended to
simultaneously satisfy the filing obligation of the registrant under any of the
following provisions:
I_| Written communications pursuant to Rule 425 under the Securities Act
    (17 CFR 230.425)
|_| Soliciting material pursuant to Rule 14a-12 under the Exchange Act
    (17 CER 240.14a-12)
I_| Pre-commencement communications pursuant to Rule 14d-2(b) under the
    Exchange Act
    (17 CFR 240.14d-2(b))
|_| Pre-commencement communications pursuant to Rule 13e-4(c) under the
    Exchange Act
    (17 CFR 240.13e-4(c))
```


# Edgar Filing: TRUSTCO BANK CORP N Y - Form 8-K 

TrustCo Bank Corp NY

Item 2.02. Results of Operations and Financial Condition

> On July 17,2007 , TrustCo Bank Corp NY ("TrustCo") issued a press release with year to date and second quarter results for the period ending June 30,2007 . Attached is a copy of the press release labeled as Exhibit $99($ a).

Item 9.01. Financial Statements and Exhibits
----------

| (c) Exhibits |  |
| :--- | :--- |
| Reg $S-$ Exhibit No. | Description |
| 99(a) |  |
|  | Press release dated July 17, 2007, for <br>  <br> the period ending June 30,2007, <br>  <br> regarding year to date and second <br> quarter results. |

2

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.

Dated: July 17, 2007

```
                                    TrustCo Bank Corp NY
                                    (Registrant)
                                    By:/s/ Robert T. Cushing
                            Robert T. Cushing
                                    Executive Vice President and
                                    Chief Financial Officer
```

The following exhibits are filed herewith:

| Reg S-K Exhibit No. | Description | Page |
| :---: | :---: | :---: |
| 99 (a) | Press release dated July 17, 2007, highlighting year to date and second quarter 2007 results. | $5-12$ |



## Edgar Filing: TRUSTCO BANK CORP N Y - Form 8-K

For the first half of 2007 net income was $\$ 20.4$ million and resulted in diluted earnings per share of $\$ 0.272$, as compared to the comparable period of 2006 which resulted in net income of $\$ 24.8 \mathrm{million}$ and diluted earnings per share of $\$ 0.330$. Return on average assets and return on average equity was $1.27 \%$ and $17.88 \%$, respectively, for the first six months of 2007 and $1.71 \%$ and $20.67 \%$ for the comparable period in 2006.

As noted, second quarter results included net trading portfolio losses of $\$ 2.8$ million. After adoption of fair value accounting under Statement of Financial Accounting Standards No. 159 "The Fair Value Option for Financial Assets and Liabilities" (SFAS 159) in the first quarter, $\$ 517$ million of longer duration securities were sold in the second quarter of 2007 . The appreciation in fair value of the trading portfolio during the first quarter of 2007 resulted in an unrealized gain of $\$ 3.4$ million, which was included in first quarter results. The actual sales of the securities resulted in the $\$ 2.8$ million loss recorded in the current period. The securities sold had an average remaining life of approximately nine years. The proceeds were primarily invested in securities with maturities of six months and continue to be recorded at fair value. The transaction
allowed the Company to significantly reduce its exposure to rising rates on its securities portfolio while maintaining the yield at about the same level and increasing flexibility going forward.

The growth of Trustco's deposits and loans continue to show impressive results. For the quarter ended June 30, 2007, average deposits were up $\$ 353$ million or 13. $6 \%$ compared to second quarter of 2006 . Average loans showed similar results, rising $\$ 253$ million or $16.2 \%$ compared to the same period in 2006 . Much of the success can be attributed to the branch growth initiative. During the second quarter of 2007 , Trust $C o$ opened nine offices to bring the total to 101. Current plans call for the expansion program to continue into 2008 with new branches planned in the markets currently served. Robert J. McCormick, President and Chief Executive Officer noted that, "We are pleased with the early results of our expansion program but are mindful that achieving our profit goals will take time and continued hard work."

TrustCo has again been nationally recognized. In its April 2007 edition, US Banker Magazine, a leading industry publication, ranked Trustco 6th among the top 200 mid-tier banks in the country. In May, SNL Financial ranked Trustco as the 5th best performing thrift institution of the nation's 100 largest public thrifts. This marks the third consecutive year in which the Company has ranked in the top seven in this study. Commenting on these achievements, Mr. McCormick stated "In a difficult market environment for banks, Trustco continues to be ranked as one of the top institutions in its peer group in the nation. We have accomplished this through diligent expense controls and being ever mindful of asset quality."

Mr. McCormick also noted "Press reports continue to cover the fallout related to the subprime mortgage lending area. Subprime loans are mortgage loans to borrowers who do not qualify for conventional loans due to poor credit, employment issues, etc. Trustco has never been involved in this type of lending. We have always believed that mortgage loans are our most important asset and growth is never an excuse to sacrifice credit quality."

Nonperforming loans continue at low levels. At the end of the second quarter nonperforming loans were $0.50 \%$ of total loans outstanding, compared to $0.32 \%$ in

# Edgar Filing: TRUSTCO BANK CORP N Y - Form 8-K 

the prior year. In addition, the allowance for loan losses is 3.8 times nonperforming loans, compared to 6.8 times in the prior year.

On May 15 th the Board of Directors declared a quarterly cash dividend of $\$ 0.16$ per share, which shareholders received in early July. This dividend equates to an annualized yield of $6.48 \%$ based on the June 30,2007 closing stock price.

TrustCo Bank Corp is a $\$ 3.4$ billion bank holding company and through its subsidiary, Trustco Bank, operates 101 offices in New York, New Jersey, Vermont, Massachusetts, and Florida.

6

In addition, the Bank operates a full service Trust Department. The common shares of TrustCo are traded on The NASDAQ Global Select Market under the symbol TRST.

Except for the historical information contained herein, the matters discussed in this news release and other information contained in Trustco's Securities and Exchange Commission filings may express "forward-looking statements." Those "forward-looking statements" may involve risk and uncertainties, including statements containing future events or performance and assumptions and other statements of historical facts.

Trustco wishes to caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made. The following important factors, among others, in some cases have affected and in the future could affect Trustco's actual results, and could cause Trustco's actual financial performance to differ materially from that expressed in any forward-looking statement: (1) credit risk, (2) interest rate risk, (3) competition, (4) changes in the regulatory environment, and (5) changes in local market area and general business and economic trends. The foregoing list should not be construed as exhaustive, and the Company disclaims any obligation to subsequently revise any forward-looking statements to reflect events or circumstances after the date of such statements, or to reflect the occurrence of anticipated or unanticipated events.

```
(dollars in thousands, except per share data)
(Unaudited)
```

|  | 06/30/07 |  |  | nths E |
| :---: | :---: | :---: | :---: | :---: |
| Summary of operations |  |  |  |  |
| Net interest income (TE) | \$ | 24,752 |  | 24,506 |
| Provision (credit) for loan losses |  | - |  | - |
| Net securities transactions |  | - |  | - |
| Net trading (losses) gains |  | $(2,841)$ |  | 3,445 |
| Noninterest income |  | 3,987 |  | 4,103 |
| Noninterest expens |  | 13,458 |  | 12,706 |
| Net income |  | 8,107 |  | 12,314 |
| Per common share |  |  |  |  |
| Net income per share: |  |  |  |  |
| - Basic | \$ | 0.108 |  | 0.164 |
| - Diluted |  | 0.108 |  | 0.164 |
| Cash dividends |  | 0.160 |  | 0.160 |
| Tangible Book value at period end |  | 3.06 |  | 3.20 |
| Market price at period end |  | 9.88 |  | 9.58 |
| At period end |  |  |  |  |
| Full time equivalent employees |  | 610 |  | 570 |
| Full service banking offices |  | 101 |  | 95 |
| Performance ratios |  |  |  |  |
| Return on average assets |  | 0.98 | \% | 1.57 |
| Return on average equity (1) |  | 14.13 |  | 21.67 |
| Efficiency (2) |  | 46.20 |  | 43.76 |
| Net interest spread (TE) |  | 2.63 |  | 2.73 |
| Net interest margin (TE) |  | 3.07 |  | 3.16 |
| Dividend payout ratio |  | 148.02 |  | 97.29 |
| Capital ratios at period end (3) |  |  |  |  |
| Total equity to assets |  | 6.87 | \% | 7.24 |
| Tier 1 risk adjusted capital |  | 13.29 |  | 14.02 |
| Total risk adjusted capital |  | 14.55 |  | 15.28 |
| Asset quality analysis at period end |  |  |  |  |
| Nonperforming loans to total loans |  | 0.50 | \% | 0.45 |
| Nonperforming assets to total assets |  | 0.28 |  | 0.26 |
| Allowance for loan losses to total loans |  | 1.90 |  | 1.96 |
| Coverage ratio (4) |  | 3.8 x |  | 4.4 |

(1) Average equity excludes the effect of accumulated other comprehensive income (loss).
(2) Calculated as noninterest expense (excluding other real estate owned income/expense, specialized consulting and any one-time charges) divided by taxable equivalent net interest income plus noninterest income (excluding net securities transactions, net trading gains and losses and one-time income items).
(3) Capital ratios exclude the effect of accumulated other comprehensive income (loss).
(4) Calculated as allowance for loan losses divided by total nonperforming loans.
$\mathrm{TE}=$ Taxable equivalent.

8

```
FINANCIAL HIGHLIGHTS, Continued
(dollars in thousands, except per share data)
(Unaudited)
```

|  | 06/30/07 |  |  | Ended |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 06/30/06 |
| Summary of operations |  |  |  |  |
| Net interest income (TE) | \$ | 49,258 |  | 51,949 |
| Provision (credit) for loan losses |  | - |  | $(3,575)$ |
| Net securities transactions |  | - |  | (288) |
| Net trading gains |  | 604 |  | - |
| Noninterest income |  | 8,090 |  | 7,510 |
| Noninterest expense |  | 26,164 |  | 23,911 |
| Net income |  | 20,421 |  | 24,790 |
| Per common share |  |  |  |  |
| Net income per share: |  |  |  |  |
| - Basic | \$ | 0.272 |  | 0.331 |
| - Diluted |  | 0.272 |  | 0.330 |
| Cash dividends |  | 0.320 |  | 0.320 |
| Tangible Book value at period end |  | 3.06 |  | 2.98 |
| Market price at period end |  | 9.88 |  | 11.02 |
| Performance ratios |  |  |  |  |
| Return on average assets |  | 1.27 | \% | 1.71 |
| Return on average equity (1) |  | 17.88 |  | 20.67 |
| Efficiency (2) |  | 44.98 |  | 40.65 |
| Net interest spread (TE) |  | 2.68 |  | 3.24 |
| Net interest margin (TE) |  | 3.11 |  | 3.63 |
| Dividend payout ratio |  | 117.43 |  | 96.56 |

(1) Average equity excludes the effect of accumulated other comprehensive income (loss).
(2) Calculated as noninterest expense (excluding other real estate owned income/expense, specialized consulting and any one-time charges) divided by taxable equivalent net interest income plus noninterest income (excluding net securities transactions, net trading gains and losses and one-time income items).

TE = Taxable equivalent.

```
CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION
(dollars in thousands)
(Unaudited)
```


## ASSETS

```
    Loans, net
    Securities available for sale
    Trading securities
    Federal funds sold and other short-term investments
```

\$ | $1,813,280$ |
| ---: |
| 502,833 |
| 450,198 |
| 470,174 |

Total earning assets
3,236,485

Cash and due from banks 45,820
Bank premises and equipment 27,858
Other assets
64,031

Total assets

## LIABILITIES

Deposits:
Demand
\$ 268,579
Interest-bearing checking
Savings
282,919

Money market
647,331

Certificates of deposit (in denominations of $\$ 100,000$ or more)
343,962
369,720

Other time deposits
1,110,025

Total deposits

Short-term borrowings
3,022,536

93, 855
Long-term debt
44
Other liabilities

Total liabilities
SHAREHOLDERS' EQUITY

Total liabilities and shareholders' equity

Number of common shares outstanding, in thousands
\$ 3,374,194
$=============$

```
CONSOLIDATED STATEMENTS OF INCOME
(dollars in thousands, except per share data)
(Unaudited)
```

06/30/07
\$ 29,566
11,126
6,856
-----------------

22,577
Deposits
Borrowings

Total interest expense

Net interest income

Provision (credit) for loan losses

Net interest income after provision for loan losses

Net securities transactions
Trading gains (losses)
Noninterest income
Noninterest expense

Income before income taxes
Income tax expense

Net income

Net income per share:

> - Basic
> - Diluted
$\$ \quad 0.108$
\$ $\quad 0.108$

Interest income
Loans
Investments
Federal funds sold and other short term investments

Total interest income

Interest expense

23,566

23,982

Three Months End 03/31/07

23,72

$========================$
0.16
0.164

Avg equivalent shares outstanding, in thousands:

- Basic

75,040
74,952

- Diluted

75,068
75,054

```
CONSOLIDATED STATEMENTS OF INCOME
(dollars in thousands, except per share data)
(Unaudited)
```

Interest income
Loans
Investments
Federal funds sold and other short term investments
Interest income
Loans
Investments
Federal funds sold and other short term investments
06/30/07
$06 / 30 /$
Federal funds sold and other short term investments
Total interest income
Interest expense
Deposits
Borrowings
Total interest expense
Net interest income
Provision (credit) for loan losses
Net interest income after
provision for loan losses
Net securities transactions
Trading gains
604
Noninterest income
Noninterest expense
Income before income taxes
30,233
37,321
Income tax expense
Net income
Net income per share:
- Basic \$ 0.272
0.331
- Diluted
\$
0.272
0.330
Avg equivalent shares outstanding, in thousands:

- Basic
74,996
- Diluted

