# SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

FORM 10-Q

## x <br> QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the period ended September 30, 2006

- or -


## o 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: 0-24168

## TF FINANCIAL CORPORATION <br> (Exact Name of Registrant as Specified in Its Charter)

Delaware<br>(State or Other Jurisdiction of Incorporation or Organization)<br>3 Penns Trail, Newtown, Pennsylvania (Address of Principal Executive Offices)<br>74-2705050<br>(I.R.S. Employer Identification No.) 18940<br>(Zip Code)

Registrant s telephone number, including area code: (215) 579-4000
Securities registered pursuant to Section 12(b) of the Act: None
Securities registered pursuant to Section $12(\mathrm{~g})$ of the Act:
Common Stock, par value $\$ .10$ per share
(Title of Class)

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 x NO o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one):

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Large accelerated filer o Accelerated filer o Non-accelerated filer x

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 Exchange Act). YES o NO x

Indicate the number of shares outstanding of each of the issuer s classes of common stock as of the latest practicable date: October 30, 2006
Class
Outstanding
$\$ .10$ par value common stock
2,871,493 shares

## CONTENTS

## PART I-CONSOLIDATED FINANCIAL INFORMATION

| Item 1. | Consolidated Financial Statements | 3 |
| :---: | :---: | :---: |
| Item 2. | Management s Discussion and Analysis of Financial Condi Operations | 12 |
| Item 3. | Quantitative and Qualitative Disclosures about Market Risk | 20 |
| Item 4. | Controls and Procedures | 20 |
| PART II-OTHER INFORMATION |  |  |
| Item 1. | Legal Proceedings | $\underline{22}$ |
| Item 1A. | $\underline{\text { Risk Factors }}$ | $\underline{22}$ |
| Item 2. | Unregistered Sales of Equity Securities and Use of Proceeds | $\underline{22}$ |
| Item 3. | Defaults Upon Senior Securities | $\underline{22}$ |
| Item 4. | Submission of Matters to a Vote of Security Holders | $\underline{22}$ |
| Item 5. | Other Information | $\underline{22}$ |
| Item 6. | Exhibits | $\underline{22}$ |
| Signatures |  | 23 |
| Exhibits |  |  |
| 31. Certifications pursuant to Section 302 of the Sarbanes-Oxley Act of 200224 |  |  |
| 32. Certification pursuant of Section 906 of the Sarbanes-Ox | xley Act of 2002 | 26 |

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## TF Financial Corporation and Subsidiaries

## CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

|  | Unaudited <br> September 30, 2006 <br> (in thousands) | Audited <br> December 31, <br> 2005 |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and cash equivalents | \$ 6,492 | \$ 3,821 |
| Certificates of deposit in other financial institutions | 40 | 40 |
| Investment securities available for sale at fair value | 34,471 | 30,401 |
| Investment securities held to maturity (fair value of \$1,681 and \$4,707 respectively) | 1,676 | 4,690 |
| Mortgage-backed securities available for sale at fair value | 66,614 | 83,511 |
| Mortgage-backed securities held to maturity (fair value of \$8,124 and \$10,385, respectively) | 8,038 | 10,177 |
| Loans receivable, net (including loans held for sale of \$660 and \$68, respectively) | 500,029 | 490,959 |
| Federal Home Loan Bank stock at cost | 7,534 | 7,432 |
| Accrued interest receivable | 2,782 | 3,048 |
| Premises and equipment, net | 6,477 | 6,289 |
| Core deposit intangible asset, net of accumulated amortization of \$2,824 and \$2,741, respectively |  | 83 |
| Goodwill | 4,324 | 4,324 |
| Other assets | 16,300 | 16,064 |
| TOTAL ASSETS | \$ 654,777 | \$ 660,839 |
|  |  |  |
| LIABILITIES AND STOCKHOLDERS EQUITY |  |  |
| Liabilities |  |  |
| Deposits | \$ 470,398 | \$ 470,521 |
| Advances from the Federal Home Loan Bank | 111,366 | 121,260 |
| Advances from borrowers for taxes and insurance | 1,284 | 1,915 |
| Accrued interest payable | 3,761 | 2,052 |
| Other liabilities | 2,581 | 2,443 |
| Total liabilities | 589,390 | 598,191 |
|  |  |  |
| Stockholders equity |  |  |
| Preferred stock, no par value; 2,000,000 shares authorized at September 30, 2006 and December 31, 2005, none issued |  |  |
| Common stock, $\$ 0.10$ par value; $10,000,000$ shares authorized, $5,290,000$ shares issued, 2,700,121 and 2,714,173 shares outstanding at September 30, 2006 and December 31, 2005, respectively, net of shares in treasury $2,418,630$ and $2,390,943$, respectively | 529 | 529 |
| Retained earnings | 64,131 | 61,610 |
| Additional paid-in capital | 52,787 | 53,048 |
| Unearned restricted stock |  | (1,080 |
| Unearned ESOP shares | (1,712 | (1,849 |
| Treasury stock at cost | (48,923 | (47,920 |
| Accumulated other comprehensive loss | (1,425 | (1,690 |
| Total stockholders equity | 65,387 | 62,648 |
| TOTAL LIABILITIES AND STOCKHOLDERS EQUITY | \$ 654,777 | \$ 660,839 |

The accompanying notes are an integral part of these statements
3

## TF Financial Corporation and Subsidiaries

## CONSOLIDATED STATEMENTS OF INCOME

 (Unaudited)$\left.\begin{array}{l|lll} & \begin{array}{l}\text { For the three months } \\ \text { ended } \\ \text { September 30, }\end{array} & \begin{array}{l}\text { For the nine months } \\ \text { ended } \\ \text { September 30, }\end{array} \\ \text { 2006 }\end{array}\right\}$

The accompanying notes are an integral part of these statements

## TF Financial Corporation and Subsidiaries

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## (Unaudited)

$\left.\begin{array}{l|l|l|l} & \begin{array}{l}\text { For the nine months } \\ \text { ended } \\ \text { September } \\ \text { 30, }\end{array} \\ \hline \\ \text { (in thousands) }\end{array}\right)$

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$\left.\begin{array}{l|l} & \begin{array}{l}\text { For the nine months ended } \\ \text { September 30, } \\ \mathbf{2 0 0 6} \\ \text { (in thousands) }\end{array} \\ \hline \text { 2005 }\end{array}\right]$

The accompanying notes are an integral part of these statements

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## TF FINANCIAL CORPORATION AND SUBSIDIARIES NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 1 - PRINCIPLES OF CONSOLIDATION

The consolidated financial statements as of September 30, 2006 (unaudited) and December 31, 2005 and for the nine-month periods ended September 30, 2006 and 2005 (unaudited) include the accounts of TF Financial Corporation (the Company ) and its wholly owned subsidiaries Third Federal Bank (the Bank ), TF Investments Corporation and Penns Trail Development Corporation. The Company s business is conducted principally through the Bank. All significant intercompany accounts and transactions have been eliminated in consolidation.

## NOTE 2 - BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements were prepared in accordance with instructions for Form 10-Q and, therefore, do not include all of the disclosures or footnotes required by accounting principles generally accepted in the United States of America. In the opinion of management, all adjustments, consisting of normal recurring accruals, necessary for fair presentation of the consolidated financial statements have been included. The results of operations for the period ended September 30, 2006 are not necessarily indicative of the results which may be expected for the entire fiscal year or any other period. For further information, refer to consolidated financial statements and footnotes thereto included in the Company s Annual Report on Form 10-K for the fiscal year ended December 31, 2005.

## NOTE 3 CONTINGENCIES

The Company, from time to time, is a party to routine litigation that arises in the normal course of business. In the opinion of management, the resolution of this litigation, if any, would not have a material adverse effect on the Company s consolidated financial position or results of operations.

## NOTE 4 - OTHER COMPREHENSIVE INCOME

The Company s other comprehensive income consists of net unrealized losses on investment securities and mortgage-backed securities available for sale. Total comprehensive income for the three-month periods ended September 30, 2006 and 2005 was $\$ 2,603,000$ and $\$ 506,000$, net of applicable income tax expense of $\$ 1,163,000$ and $\$ 11,000$ respectively. Total comprehensive income for the nine-month periods ended September 30, 2006 and 2005 was $\$ 4,324,000$ and $\$ 3,421,000$, net of applicable income tax expense of $\$ 1,708,000$ and $\$ 1,014,000$, respectively.

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## NOTE 5 EARNINGS PER SHARE

The following tables illustrate the reconciliation of the numerators and denominators of the basic and diluted earnings per share computations (dollars in thousands, except per share data):
$\left.\begin{array}{l|lllll} & \text { Three months ended September 30, 2006 } \\ \text { Weighted } \\ \text { average } \\ \text { shares } \\ \text { (denominator) }\end{array}\right)$
$\left.\begin{array}{l|cccc} & \text { Nine months ended September 30, 2006 } \\ \text { Weighted } \\ \text { average } \\ \text { shares } \\ \text { (denominator) }\end{array}\right)$

There were options to purchase 20,768 shares of common stock at a price of $\$ 34.14$ per share which were outstanding during the nine months ended September 30, 2006 that were not included in the computation of diluted earnings per share because the options exercise prices were greater than the average market price of the common shares.


8


There were options to purchase 41,284 shares of common stock at a weighted average price of $\$ 32.00$ per share which were outstanding during the nine months ended September 30, 2005 that were not included in the computation of diluted earnings per share because the options exercise prices were greater than the average market price of the common shares.

## NOTE 6- STOCK BASED COMPENSATION

The Company has stock benefit plans that allow the Company to grant options and stock to employees and directors. The options, which have a term of up to 10 years when issued, vest over a three to five year period. The exercise price of each option equals the market price of the Company s stock on the date of the grant.

On January 1, 2006, the Company adopted the provisions of Statement of Financial Accounting Standards ( SFAS ) 123R, Share-Based Payment, using the modified prospective transition method. Under this transition method, compensation cost to be recognized beginning in the first quarter of 2006 includes: (a) compensation cost for all share-based payments granted prior to, but not yet vested as of January 1, 2006, based on the grant date fair value estimated in accordance with the original provisions of SFAS 123, and (b) compensation cost for all share-based payments granted subsequent to January 1, 2006, based on the grant-date fair value estimated in accordance with the provisions of SFAS 123R. Stock-based compensation expense included in net income related to stock options was $\$ 98,000$, resulting in a tax benefit of $\$ 29,000$, for the three months ended September 30, 2006. Stock-based compensation expense included in net income related to stock options was $\$ 287,000$, resulting in a tax benefit of $\$ 86,000$, for the nine months ended September 30, 2006. Results for prior periods have not been restated. As of September 30, 2006, there was $\$ 909,000$ of total unrecognized compensation cost, net of estimated forfeitures, related to non-vested options under the Plan. That cost is expected to be recognized over a weighted average period of 27.5 months

Prior to 2006, the Company disclosed pro forma compensation expense quarterly and annually by calculating the stock option grant sfair value using the intrinsic value method under APB Opinion No. 25, Accounting for Stock Issued to Employees , as permitted by SFAS No. 123
Accounting for Stock-Based Compensation, which contains a fair value-based method for valuing stock-based compensation that entities may use, which measures compensation cost at the grant date based on the fair value of the award. Compensation is then recognized over the service period, which is usually the vesting period. No stock-based compensation expense related to stock options was reflected in net income in 2005, as all options granted under the plans had an exercise price equal to the market value of the underlying common stock on the date of the grant.

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The tables below reflect the estimated impact the fair value method would have had on the Company s net income and net income per share if SFAS 123R had been in effect for the three and nine months ended September 30, 2005 (dollars in thousands except per share data):

| Three months ended September 30, 2005 | Net income |  | Basic earnings per share |  | Diluted earnings per share |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As reported | \$ | 1,545 | \$ | 0.57 | \$ | 0.55 |
| Deduct: stock-based compensation expense determined using the fair value method, net of related tax effects | 17 |  | 0.0 |  |  |  |
| Pro forma | \$ | 1,528 | \$ | 0.56 | \$ | 0.55 |
| Nine months ended September 30, 2005 |  |  |  |  |  |  |
| As reported | \$ | 4,626 | \$ | 1.69 | \$ | 1.64 |
| Deduct: stock-based compensation expense determined using the fair value method, net of related tax effects | 51 |  | 0.0 |  |  |  |
| Pro forma | \$ | 4,575 | \$ | 1.67 | \$ | 1.64 |

Option activity under the Company s stock option plan as of September 30, 2006 is as follows:

|  | 2006 |  | Weighted average remaining contractual term (in years) | Aggregate intrinsic value (\$000) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of shares | Weighted average exercise price per share |  |  |  |
| Outstanding at January 1, 2006 | 384,848 | \$ 23.18 |  |  |  |
| Options granted | 11,000 | 27.20 |  |  |  |
| Options exercised | 20,717 | 15.07 |  |  |  |
| Options forfeited | 8,509 | 29.69 |  |  |  |
| Outstanding at September 30, 2006 | 366,622 | 23.61 | 3.56 | \$ | 2,577 |
| Options exercisable at September 30, 2006 | 179,391 | 18.48 | 3.33 | \$ | 2,181 |

The aggregate intrinsic value in the table above represents the total pre-tax intrinsic value (the difference between the Company s closing stock price on the last trading day of the third quarter of 2006 and the exercise price, multiplied by the number of in-the money options).

Stock options outstanding were 366,622 and 255,138 at September 30, 2006 and 2005, respectively. The aggregate intrinsic value of options exercised during the nine months ended September 30, 2006 and 2005 was $\$ 311,000$ and $\$ 549,000$, respectively. Exercise of stock options during the nine months ended September 30, 2006 and 2005 resulted in cash receipts of $\$ 312,000$ and $\$ 602,000$, respectively.

Stock-based compensation expense included in net income related to stock grants was $\$ 90,000$ for the three months ended September 30, 2006. Stock-based compensation expense included in net income related to the Company s employee stock ownership plan totaled $\$ 88,000$ and $\$ 91,000$ for the three-month periods ended September 30, 2006 and 2005, respectively.

Stock-based compensation expense included in net income related to stock grants was $\$ 271,000$ for the nine months ended September 30, 2006. Stock-based compensation expense included in net income related to the Company s employee stock ownership plan totaled $\$ 303,000$ and $\$ 295,000$ for the nine-month periods ended September 30, 2006 and 2005, respectively.

## NOTE 7- EMPLOYEE BENEFIT PLANS

Net periodic defined benefit pension cost included the following (in thousands):


The employer contributions made for the nine months ended September 30, 2006 and 2005 were $\$ 620,000$ and $\$ 1,015,000$, respectively. It is the policy of the Company to fund the maximum amount allowable under the individual aggregate cost method to the extent deductible under existing federal income tax regulations. The Company expects to make a contribution of $\$ 1.3$ million prior to year-end.

## NOTE 8- RECLASSIFICATIONS

Certain prior period amounts have been reclassified to conform to the current period presentation.

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## TF FINANCIAL CORPORATION AND SUBSIDIARIES

## MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## GENERAL

The Company may from time to time make written or oral forward-looking statements , including statements contained in the Company s filings with the Securities and Exchange Commission (including this Quarterly Report on Form 10-Q and the exhibits thereto), in its reports to stockholders and in other communications by the Company, which are made in good faith by the Company pursuant to the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995.

These forward-looking statements involve risks and uncertainties, such as statements of the Company s plans, objectives, expectations, estimates and intentions that are subject to change based on various important factors (some of which are beyond the Company s control). The following factors, among others, could cause the Company s financial performance to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements: the strength of the United States economy in general and the strength of the local economies in which the Company conducts operations; the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System, inflation, interest rate, market and monetary fluctuations; the timely development of and acceptance of new products and services of the Company and the perceived overall value of these products and services by users, including the features, pricing and quality compared to competitors products and services; the willingness of users to substitute competitors products and services for the Company s products and services; the success of the Company in gaining regulatory approval of its products and services, when required; the impact of changes in financial services laws and regulations (including laws concerning taxes, banking, securities and insurance); technological changes, acquisitions; changes in consumer spending and saving habits; and the success of the Company at managing the risks involved in the foregoing.

The Company cautions that the foregoing list of important factors is not exclusive. The Company does not undertake to update any forward-looking statement, whether written or oral, that may be made from time to time by or on behalf of the Company.

## Financial Position

The Company s total assets at September 30, 2006 and December 31, 2005 were $\$ 654.8$ million and $\$ 660.8$ million, respectively, a decrease of $\$ 6.0$ million, or $0.9 \%$, during the nine-month period. Cash and cash equivalents increased by $\$ 2.7$ million. Investment securities available for sale increased by $\$ 4.1$ million due to purchases of $\$ 3.8$ million of tax free municipal bonds and a $\$ 0.3$ million increase in the market value of investment securities available for sale. Investment securities held to maturity decreased by $\$ 3.0$ million as a result of security maturities. Mortgage-backed securities available for sale decreased by $\$ 16.9$ million due to sales of $\$ 5.0$ million, principal repayments of $\$ 11.8$ million, and amortization of net premiums totaling $\$ 0.2$ million offset by an increase in the market value of these securities of $\$ 0.1$ million. Mortgage-backed securities held to maturity decreased by $\$ 2.1$ million as a result of principal repayments.

Loans receivable increased by $\$ 9.1$ million during the first nine months of 2006. Consumer and single-family residential mortgage loans of $\$ 49.9$ million and commercial loans of $\$ 51.3$ million were originated during the first nine months of 2006. Principal repayments of loans receivable were $\$ 71.4$ million and proceeds from sales of loan participations totaled $\$ 5.0$ million in the first nine months of 2006. Additionally, the Company sold $\$ 16.3$ million of previously purchased loans. Loans originated for sale during this period totaled $\$ 8.9$ million, and there were $\$ 8.4$ million in proceeds from the sale of these loans in the secondary market during this period. In June 2006, the Company sold for $\$ 0.7$ million the sole parcel of foreclosed real estate owned at December 31, 2005.

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Total liabilities decreased by $\$ 8.8$ million. Deposit balances decreased by $\$ 0.1$ million during the first nine months of 2006. Savings, money market, interest-bearing, and non-interest bearing checking accounts decreased by a combined $\$ 43.4$ million. Retail certificates of deposit increased by $\$ 31.6$ million and broker originated deposits received during the second quarter of 2006 totaled $\$ 11.7$ million. Advances from the Federal Home Loan Bank decreased by $\$ 9.9$ million due to scheduled amortization payments of $\$ 14.0$ million and repayments of $\$ 11.4$ million of short term advances offset by a $\$ 15.5$ million increase in long-term fixed rate advances,.

Total consolidated stockholders equity of the Company was $\$ 65.4$ million or $10.0 \%$ of total assets at September 30, 2006. During the first nine months of 2006 the Company repurchased 48,404 shares of its common stock and issued 20,717 shares pursuant to the exercise of stock options. As of September 30, 2006, there were approximately 76,000 shares available for repurchase under the previously announced share repurchase plan.

## Asset Quality

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During the first nine months of 2006 and 2005, the Company s provision for loan losses was $\$ 150,000$ and $\$ 450,000$, respectively. Management of the Company believes that there has not been any significant deterioration in its asset quality during the first nine months of 2006.

The following table sets forth information regarding the Company s asset quality (dollars in thousands):
$\left.\begin{array}{lllllllll} & \begin{array}{l}\text { September 30, } \\ \mathbf{2 0 0 6}\end{array} & & \begin{array}{l}\text { December 31, } \\ \mathbf{2 0 0 5}\end{array} & & \begin{array}{l}\text { September 30, } \\ \mathbf{2 0 0 5}\end{array} \\ \hline \text { Non-performing loans } & \$ & 1,131 & & \$ & 1.588 & & \$ & 570\end{array}\right]$

Management maintains an allowance for loan losses at levels that are believed to be adequate; however, there can be no assurances that further additions will not be necessary or that losses inherent in the existing loan portfolio will not exceed the allowance. The following table sets forth the activity in the allowance for loan losses during the periods indicated (in thousands):

|  | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ |
| :--- | :--- | :--- |
| Beginning balance, January 1, | $\$ 2,641$ | $\$ 2,307$ |
| Provision | 150 | 450 |
| Less: charge-off s (recoveries), net | $(19$ | 249 |
| Ending balance, September 30, | 2,810 | 2,508 |

13

RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2006 AND 2005

Net Income. The Company recorded net income of $\$ 1,412,000$, or $\$ 0.52$ per diluted share, for the three months ended September 30, 2006 as compared to net income of $\$ 1,545,000$, or $\$ 0.55$ per diluted share, for the three months ended September 30, 2005.

## Average Balance Sheet

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The following table sets forth information (dollars in thousands) relating to the Company s average balance sheet and reflects the average yield on assets and average cost of liabilities for the periods indicated. Yield and cost are computed by dividing income or expense by the average daily balance of interest-earning assets or interest-bearing liabilities, respectively, at-or for the three-month periods indicated.

|  | September 30, 2006 <br> Average <br> balance | Interest | Average yld/cost |  | 2005 <br> Average <br> balance | Interest | Averag <br> yld/cost |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |
| Loans receivable(1) | \$ 501,012 | \$ 8,243 | 6.53 | \% | \$ 465,712 | \$ 7,032 | 5.99 | \% |
| Mortgage-backed securities | 75,620 | 872 | 4.57 | \% | 104,148 | 1,135 | 4.32 | \% |
| Investment securities(2) | 41,957 | 555 | 5.25 | \% | 39,553 | 466 | 4.67 | \% |
| Other interest-earning assets(3) | 2,987 | 43 | 5.71 | \% | 2,631 | 20 | 3.02 | \% |
| Total interest-earning assets | 621,576 | 9,713 | 6.20 | \% | 612,044 | 8,653 | 5.61 | \% |
| Non interest-earning assets | 35,058 |  |  |  | 33,179 |  |  |  |
| Total assets | \$ 656,634 |  |  |  | \$ 645,223 |  |  |  |
| LIABILITIES AND STOCKHOLDERS EQUITY |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Deposits | \$ 471,556 | 2,949 | 2.48 | \% | \$ 473,801 | 2,052 | 1.72 | \% |
| Advances from the FHLB | 114,070 | 1,144 | 3.98 | \% | 104,918 | 935 | 3.54 | \% |
| Total interest-bearing liabilities | 585,626 | 4,093 | 2.77 | \% | 578,719 | 2,987 | 2.05 | \% |
| Non interest-bearing liabilities | 7,297 |  |  |  | 6,469 |  |  |  |
| Total liabilities | 592,923 |  |  |  | 585,188 |  |  |  |
| Stockholders equity | 63,711 |  |  |  | 60,035 |  |  |  |
| Total liabilities and stockholders equity | \$ 656,634 |  |  |  | \$ 645,223 |  |  |  |
| Net interest income |  | \$ 5,620 |  |  |  | \$ 5,666 |  |  |
| Interest rate spread(4) |  |  | 3.43 | \% |  |  | 3.56 | \% |
| Net yield on interest-earning assets(5) |  |  | 3.59 | \% |  |  | 3.67 | \% |
| Ratio of average interest-earning assets to average interest- bearing liabilities |  |  | 106 | \% |  |  | 106 | \% |

(1) Nonaccrual loans have been included in the appropriate average loan balance category, but interest on nonaccrual loans has not been included for purposes of determining interest income.
(2) Tax equivalent adjustments to interest on investment securities were $\$ 102,000$ and $\$ 83,000$ for the quarters ended September 30, 2006 and 2005, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.
(3) Includes interest-bearing deposits in other banks.
(4) Interest rate spread represents the difference between the average yield on interest-earning assets and the average cost of interest-bearing liabilities.
(5) Net yield on interest-earning assets represents net interest income as a percentage of average interest-earning assets.

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## Rate/Volume Analysis

The following table presents, for the periods indicated, the change in interest income and interest expense (in thousands) attributed to (i) changes in volume (changes in the weighted average balance of the total interest earning asset and interest bearing liability portfolios multiplied by the prior year rate), and (ii) changes in rate (changes in rate multiplied by prior year volume). Changes attributable to the combined impact of volume and rate have been allocated proportionately based on the absolute value of changes due to volume and changes due to rate.

|  | Three months ended September 30, 2006 vs. 2005 <br> Increase (decrease) due to <br> Volume Rate |  |  | Net |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |  |
| Loans receivable, net | \$ 555 |  | \$ 656 | \$ 1,211 |  |
| Mortgage-backed securities | (649 | ) | 386 | (263 | ) |
| Investment securities (1) | 29 |  | 60 | 89 |  |
| Other interest-earning assets | 3 |  | 20 | 23 |  |
| Total interest-earning assets | (62 | ) | 1,122 | 1,060 |  |
| Interest expense: |  |  |  |  |  |
| Deposits | (67 | ) | 964 | 897 |  |
| Advances from the FHLB | 86 |  | 123 | 209 |  |
| Total interest-bearing liabilities | 19 |  | 1,087 | 1,106 |  |
| Net change in net interest income | \$ (81 | ) | \$ 35 | \$ (46 | ) |

(1) Tax equivalent adjustments to interest on investment securities were $\$ 102,000$ and $\$ 83,000$ for the quarters ended September 30, 2006 and 2005, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.

Total Interest Income. Total interest income, on a taxable equivalent basis, increased by $\$ 1.1$ million or $12.3 \%$ to $\$ 9.7$ million for the quarter ended September 30, 2006 compared with the third quarter of 2005 primarily because of a $\$ 35.3$ million increase in average loans outstanding combined with an increase of 54 basis points on the average yield on these loans. The yield on both existing loans and new loans added to the portfolio increased during the intervening period in part due to six, 25 basis point increases in the Bank s prime rate during the period September 30, 2005 through September 30, 2006 corresponding to identical increases in the federal funds interest rate of the Federal Reserve Bank. At September 30, 2006, the Bank had approximately $\$ 73.2$ million in loans that are indexed to the prime rate primarily consisting of construction loans and commercial and consumer lines of credit. Interest income from mortgage-backed securities was lower in the third quarter of 2006 in comparison to the same period of 2005 due to the reduction of balances maintained in mortgage-backed securities.

Total Interest Expense. Total interest expense increased by $\$ 1.1$ million to $\$ 4.1$ million during the three-month period ended September 30, 2006 as compared with the third quarter of 2005. During 2005 and the first nine months of 2006, the Bank raised the interest rates paid on many of its deposit products due to the competitive pricing environment in the Bank s deposit market. In addition, the Company had during the third quarter of 2006 but not during the third quarter of $2005, \$ 24.7$ million of certificates of deposit that have interest rates tied to the change in the federal funds rate. As a result, the average rate paid on deposits increased by 76 basis points. Interest on advances from the Federal Home Loan Bank increased by $\$ 0.2$ million during the third quarter of 2006 versus the third quarter of 2005 as a result of a $\$ 9.2$ million increase in the average balance of borrowings as well as an increase of 44 basis points in the cost of these funds due, generally, to the amortization of lower cost advances and the higher cost of new advances.

Non-interest income. Total non-interest income was $\$ 813,000$ for the three-month period ended September 30, 2006 compared with $\$ 742,000$ for the same period in 2005 . The Company recognized $\$ 25,000$ of non-interest income related to real estate held for development during the third quarter of 2006. Net gain on the sale of previously purchased portfolio loans totaled $\$ 130,000$ during the third quarter of 2006 while the gain associated with the sale of the credit card portfolio in the third quarter of 2005 was $\$ 83,000$.

Non-interest expense. Total non-interest expense increased by $\$ 286,000$ to $\$ 4.4$ million for the three months ended September 30, 2006 compared to the same period in 2005. Stock-based compensation expense related to stock grants and the recognition of option expense associated with the new accounting standard SFAS 123R, Share-Based Payment amounted to $\$ 188,000$ for the third quarter of 2006 while there was no such expense for the third quarter of 2005 . In addition, compensation and other benefit expenses were higher by $\$ 183,000$ due to staffing and annual salary increases. Office and occupancy costs increased $\$ 121,000$ between the two quarters mainly as a result of costs associated with the relocation and renovations of the Feasterville branch as well as the new branch opened in Girard during 2005. In addition, costs associated with technology-related maintenance well as higher utilities costs contributed to the overall increase. Professional fees declined $\$ 83,000$ in the third quarter of 2006 over the third quarter of 2005 which included employment recruitment fees as well as expenses associated with technology-related compliance work which was completed in 2005 . Other operating expenses decreased by $\$ 101,000$ in the third quarter of 2006 versus the third quarter of 2005 mainly due to $\$ 50,000$ of deposit losses incurred in 2005.

## RESULTS OF OPERATIONS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2006 AND 2005

Net Income. The Company recorded net income of $\$ 4,059,000$, or $\$ 1.49$ per diluted share, for the nine months ended September 30, 2006 as compared to net income of $\$ 4,626,000$, or $\$ 1.64$ per diluted share, for the nine months ended September 30, 2005.

Average Balance Sheet

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The following table sets forth information (dollars in thousands) relating to the Company s average balance sheet and reflects the average yield on assets and average cost of liabilities for the periods indicated. Yield and cost are computed by dividing income or expense by the average daily balance of interest-earning assets or interest-bearing liabilities, respectively, at-or for the nine-month periods indicated.

|  | September 30, 2006 <br> Average <br> balance | Interest | Average yld/cost |  | 2005 <br> Average balance | Interest | Avera yld/co |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |
| Loans receivable(1) | \$ 503,971 | \$ 24,081 | 6.39 | \% | \$ 456,596 | \$ 20,206 | 5.92 | \% |
| Mortgage-backed securities | 83,107 | 2,841 | 4.57 | \% | 111,914 | 3,730 | 4.46 | \% |
| Investment securities(2) | 41,767 | 1,644 | 5.26 | \% | 36,041 | 1,286 | 4.77 | \% |
| Other interest-earning assets(3) | 1,469 | 65 | 5.92 | \% | 2,050 | 42 | 2.74 | \% |
| Total interest-earning assets | 630,314 | 28,631 | 6.07 | \% | 606,601 | 25,264 | 5.57 | \% |
| Non interest-earning assets | 34,851 |  |  |  | 34,313 |  |  |  |
| Total assets | \$ 665,165 |  |  |  | \$ 640,914 |  |  |  |
| LIABILITIES AND STOCKHOLDERS EQUITY |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Deposits | \$ 466,652 | 7,757 | 2.22 | \% | \$ 465,333 | 5,419 | 1.56 | \% |
| Advances from the FHLB | 128,381 | 3,880 | 4.04 | \% | 109,487 | 2,832 | 3.46 | \% |
| Total interest-bearing liabilities | 595,033 | 11,637 | 2.61 | \% | 574,820 | 8,251 | 1.92 | \% |
| Non interest-bearing liabilities | 7,269 |  |  |  | 5,961 |  |  |  |
| Total liabilities | 602,302 |  |  |  | 580,781 |  |  |  |
| Stockholders equity | 62,863 |  |  |  | 60,133 |  |  |  |
| Total liabilities and stockholders equity | \$ 665,165 |  |  |  | \$ 640,914 |  |  |  |
| Net interest income |  | \$ 16,994 |  |  |  | \$ 17,013 |  |  |
| Interest rate spread(4) |  |  | 3.46 | \% |  |  | 3.65 | \% |
| Net yield on interest-earning assets(5) |  |  | 3.60 | \% |  |  | 3.76 | \% |
| Ratio of average interest-earning assets to average interest- bearing liabilities |  |  | 106 | \% |  |  | 106 | \% |

(1) Nonaccrual loans have been included in the appropriate average loan balance category, but interest on nonaccrual loans has not been included for purposes of determining interest income.
(2) Tax equivalent adjustments to interest on investment securities were $\$ 290,000$ and $\$ 226,000$ for the nine months ended September 30, 2006 and 2005, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.
(3) Includes interest-bearing deposits in other banks.
(4) Interest rate spread represents the difference between the average yield on interest-earning assets and the average cost of interest-bearing liabilities.
(5) Net yield on interest-earning assets represents net interest income as a percentage of average interest-earning assets.

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## Rate/Volume Analysis

The following table presents, for the periods indicated, the change in interest income and interest expense (in thousands) attributed to (i) changes in volume (changes in the weighted average balance of the total interest earning asset and interest bearing liability portfolios multiplied by the prior year rate), and (ii) changes in rate (changes in rate multiplied by prior year volume). Changes attributable to the combined impact of volume and rate have been allocated proportionately based on the absolute value of changes due to volume and changes due to rate.

(1) Tax equivalent adjustments to interest on investment securities were $\$ 290,000$ and $\$ 226,000$ for the nine months ended September 30, 2006 and 2005, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.

Total Interest Income. Total interest income, on a taxable equivalent basis, increased by $\$ 3.4$ million or $13.3 \%$ to $\$ 28.6$ million for the nine months ended September 30, 2006 compared with the first nine months of 2005 primarily because of a $\$ 47.4$ million increase in average loans outstanding combined with an increase of 47 basis points on the average yield on these loans. The yield on both existing loans and new loans added to the portfolio increased during the intervening period in part due to six, 25 basis point increases in the Bank s prime rate during the period September 30, 2005 through September 30, 2006 corresponding to identical increases in the federal funds interest rate of the Federal Reserve Bank. At September 30, 2006, the Bank had approximately $\$ 73.2$ million in loans that are indexed to the prime rate primarily consisting of construction loans and commercial and consumer lines of credit. Interest income from mortgage-backed securities was lower in the first nine months of 2006 in comparison to the same period of 2005 due to the reduction of balances maintained in mortgage-backed securities.

Total Interest Expense. Total interest expense increased by $\$ 3.4$ million to $\$ 11.6$ million during the nine-month period ended September 30, 2006 as compared with the first nine months of 2005. During 2005 and the first nine months of 2006, the Bank raised the interest rates paid on many of its deposit products due to the competitive pricing environment in the Bank s deposit market. In addition, the Company had during 2006 but not during 2005, $\$ 24.7$ million of certificates of deposit that have interest rates tied to the change in the federal funds rate. As a result, the average rate paid on deposits increased by 66 basis points. Interest on advances from the Federal Home Loan Bank increased by $\$ 1.0$ million during the first nine months of 2006 versus the first nine months of 2005 as a result of a $\$ 18.9$ million increase in the average balance of borrowings as well as an increase of 58 basis points in the cost of these funds due, generally, to the amortization of lower cost advances and the higher cost of new advances.

Non-interest income. Total non-interest income was $\$ 2,119,000$ for the nine-month period ended September 30, 2006 compared with $\$ 2,081,000$ for the same period in 2005 . Loss on the sale of mortgage-backed securities was $\$ 51,000$ during the first nine months of 2006 while there was no such loss during 2005. Loan prepayment and other loan-related charges decreased $\$ 112,000$ in the first nine months of 2006 versus the first nine months of 2005. Overdraft deposit fees increased $\$ 58,000$ during the same period. Gain on the sale of property acquired through foreclosure was $\$ 29,000$ during 2006 while there was no such gain in 2005 . The Company recognized $\$ 50,000$ of non-interest income related to real estate held for development during 2006. Additionally, net gain on the sale of previously purchased portfolio loans totaled $\$ 130,000$ during the third quarter of 2006 while the gain associated with the sale of the credit card portfolio in the third quarter of 2005 was $\$ 83,000$.

Non-interest expense. Total non-interest expense increased by $\$ 883,000$ to $\$ 13.0$ million for the nine months ended September 30, 2006 compared to the same period in 2005. Stock-based compensation expense related to stock grants and the recognition of option expense associated with the new accounting standard SFAS 123R, Share-Based Payment amounted to $\$ 558,000$ for the first nine months of 2006 while there was no such expense during 2005. In addition, compensation and other benefit expenses were higher by $\$ 441,000$ due to staffing related to the Girard Avenue branch which opened in June 2005 as well as annual salary and other staffing increases. Office and occupancy costs increased $\$ 218,000$ between the two periods as a result of office and occupancy costs associated with the relocated and renovated Feasterville branch and the new Girard Avenue branch. Additionally, rising expenses associated with depreciation expenses of recent renovations, technology-related maintenance, and utility expenses also contributed to the overall increase. Professional fees incurred during the first nine months of 2006 decreased over fees incurred during the same period of 2005 as technology-related initiatives were completed during 2005. Other operating expenses decreased $\$ 114,000$ mainly due to $\$ 50,000$ of deposit losses incurred in 2005.

## LIQUIDITY AND CAPITAL RESOURCES

## Liquidity

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The Company s liquidity is a measure of its ability to fund loans, pay withdrawals of deposits, and other cash outflows in an efficient, cost-effective manner. The Company s short-term sources of liquidity include maturity, repayment and sales of assets, excess cash and cash equivalents, new deposits, broker deposits, other borrowings, and new advances from the Federal Home Loan Bank. There has been no material adverse change during the nine-month period ended September 30, 2006 in the ability of the Company and its subsidiaries to fund their operations.

At September 30, 2006, the Company had commitments outstanding under letters of credit of $\$ 1.4$ million, commitments to originate loans of $\$ 17.7$ million, and commitments to fund undisbursed balances of closed loans and unused lines of credit of $\$ 63.7$ million. At September 30, 2006, the Bank had $\$ 1.9$ million outstanding commitments to sell loans. There has been no material change during the nine months ended September 30, 2006 in any of the Company s other contractual obligations or commitments to make future payments.

## Capital Requirements

The Bank was in compliance with all of its capital requirements as of September 30, 2006.

## Asset and Liability Management

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The Company s market risk exposure is predominately caused by interest rate risk, which is defined as the sensitivity of the Company s current and future earnings, the values of its assets and liabilities, and the value of its capital to changes in the level of market interest rates. Management of the Company believes that there has not been a material adverse change in market risk during the nine months ended September 30, 2006.

## CONTROLS AND PROCEDURES

## Evaluation of Disclosure Controls and Procedures

Based on their evaluation of the Company s disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities Exchange Act of 1934 (the Exchange Act )), the Company s principal executive officer and principal financial officer have concluded that as of the end of the period covered by this Quarterly Report on Form 10-Q such disclosure controls and procedures are effective.

## Changes in Internal Controls over Financial Reporting

During the quarter under report, there was no change in the Company s internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company s internal control over financial reporting.

## CRITICAL ACCOUNTING POLICIES

Certain critical accounting policies of the Company require the use of significant judgment and accounting estimates in the preparation of the consolidated financial statements and related data of the Company. These accounting estimates require management to make assumptions about matters that are highly uncertain at the time the accounting estimate is made. Management believes that the most critical accounting policy requiring the use of accounting estimates and judgment is the determination of the allowance for loan losses. If the financial position of a significant amount of debtors should deteriorate more than the Company has estimated, present reserves for loan losses may be insufficient and additional provisions for loan losses may be required. The allowance for loan losses was $\$ 2,810,000$ at September 30, 2006.

## NEW ACCOUNTING PRONOUNCEMENTS

In March 2006, the Financial Accounting Standards Board (FASB) issued Statement No. 156 (SFAS 156), Accounting for Servicing of Financial Assets . SFAS 156 amends SFAS No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. SFAS 156 permits, but does not require, an entity to choose either the amortization method or the fair value measurement method for measuring each class of separately recognized servicing assets and servicing liabilities. SFAS 156 is effective for fiscal years beginning after September 15, 2006 and is not expected to have a material impact on the Company s consolidated financial statements.

In July 2006, FASB issued FASB Interpretation (FIN) 48, Accounting for Uncertainty in Income Taxes: an interpretation of FASB Statement No. 109, Accounting for Income Taxes . FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an entity s financial statements in accordance with Statement of SFAS

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No. 109. FIN 48 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. FIN 48 also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition. FIN 48 is effective for fiscal years beginning after December 15, 2006 and is currently under evaluation by the Company to determine the impact on the Company s consolidated financial statements.

In September 2006, FASB Issued Statement No. 157 (SFAS 157), Fair Value Measurements which is effective for fiscal years beginning after November 15, 2007 and for interim periods within those years. This statement defines fair value, establishes a framework for measuring fair value and expands the related disclosure requirements. The Company is currently evaluating the impact the adoption of SFAS No. 157 will have on its consolidated financial statements.

In September 2006, FASB Issued Statement No. 158 (SFAS 158), Employers Accounting for Defined Benefit Pension and Other Postretirement Plans an amendment of FASB Statements No. 87, 88, 106, and 132(R). SFAS 158 requires an employer to recognize the overfunded or underfunded status of a defined benefit postretirement plan (other than a multiemployer plan) as an asset or liability in its statement of financial position and to recognize changes in that funded status in the year in which the changes occur through comprehensive income. This Statement also improves financial reporting by requiring an employer to measure the funded status of a plan as of the date of its year-end statement of financial position, with limited exceptions. An employer with publicly traded equity securities is required to initially recognize the funded status of a defined benefit postretirement plan and to provide the required disclosures as of the end of the fiscal year ending after December 15, 2006. The Company is currently evaluating the impact the adoption of SFAS No. 158 will have on its consolidated financial statements.

In September 2006, the SEC staff issued Staff Accounting Bulletin No. 108 Considering the Effects of Prior Year Misstatements when Quantifying Misstatements in Current Year Financial Statements . SAB 108 was issued to provide consistency among registrants in the quantification of financial statement misstatements. SAB 108 established an approach that requires quantification of financial statement misstatements based on the effects of the misstatement on each of the company s financial statements and the related disclosures. SAB 108 allows registrants to initially apply the approach either by (1) retroactively adjusting prior financial statements as if the approach had always been used or (2) recording the cumulative effect of initially applying the approach as adjustments to the carrying values of assets and liabilities as of January 1, 2006 with the related offset recorded to the opening balance of retained earnings. Use of the cumulative effect transition requires full disclosure as to the nature and amount of each individual error being corrected. The Company is currently evaluating the impact the adoption of SAB No. 108 will have on its consolidated financial statements. Because the Company is not aware of any material misstatement, it does not believe that the adoption of SAB 108 will have a material effect on the financial statements.

## TF FINANCIAL CORPORATION AND SUBSIDIARIES

## PART II

## ITEM 1. LEGAL PROCEEDINGS

Not applicable.

## ITEM 1A. RISK FACTORS

Management does not believe there have been any material changes to the Risk Factors previously disclosed under Item 1A. on the Company s Form 10-K for the year ended December 31, 2005.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The following table provides information on repurchases by the Company of its common stock in each month for the three months ended September 30, 2006:
$\left.\begin{array}{l|lll} & \begin{array}{l}\text { Maximum } \\ \text { Number of } \\ \text { Shares that may yet } \\ \text { be Purchased }\end{array} \\ \text { Under }\end{array}\right\}$

## ITEM 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

## ITEM 5. OTHER INFORMATION

None

## ITEM 6. EXHIBITS

(a) Exhibits
31. Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32. Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

## TF FINANCIAL CORPORATION

## 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.

Date: November 13, 2006

Date: November 13, 2006
/s/ Kent C. Lufkin
Kent C. Lufkin
President and CEO
(Principal Executive Officer)
/s/ Dennis R. Stewart
Dennis R. Stewart
Executive Vice President and
Chief Financial Officer
(Principal Financial \& Accounting Officer)

