

# *2012 Annual Report*

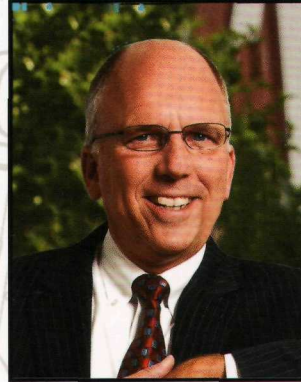


*Your Trusted Financial Partner  
Since 1915*

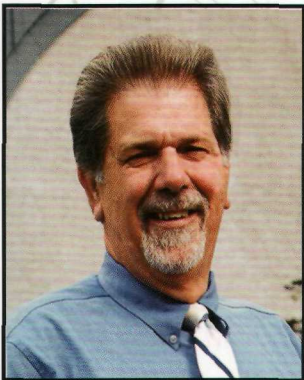
## BOARD OF DIRECTORS



**Edward J. Molnar**  
*Chairman of the Board*



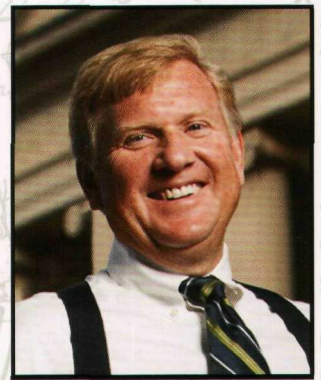
**Ronald B. Geib**  
*President and CEO*



**Sanford L. Alderfer**  
*President*  
*Sanford Alderfer Companies*



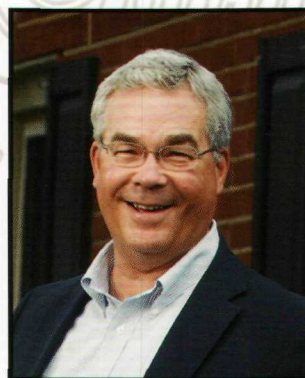
**Thomas D. Clemens**  
*Senior Vice President*  
*Clemens Family Food Group*



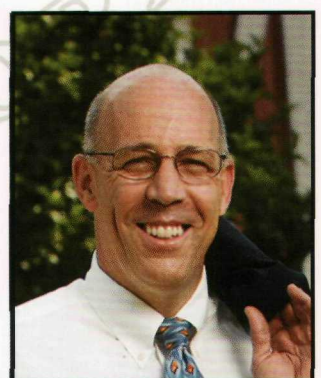
**Mark R. Cummins**  
*Chief Investment Officer*  
*Harleysville Insurance Companies*



**Charlotte A. Hunsberger**  
*Partner*  
*Bricker, Landis, Hunsberger  
& Gingrich*

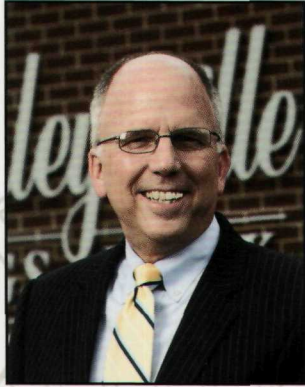


**George W. Meschter**  
*President*  
*Meschter Insurance Group*



**James L. Rittenhouse**  
*Shareholder*  
*Detweiler, Hershey  
& Associates*

## EXECUTIVE OFFICERS



**Ronald B. Geib**

*President and Chief Executive Officer*



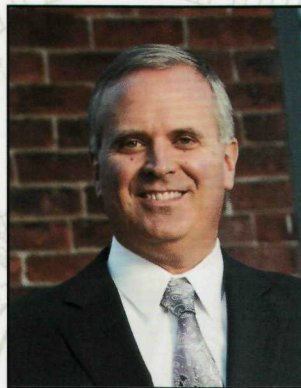
**Brendan J. McGill**

*Executive Vice President and Chief  
Operating & Financial Officer*



**Adrian D. Gordon**

*Senior Vice President  
Chief Information Officer*



**Stephen J. Kopenhaver**

*Senior Vice President  
Chief Lending Officer*



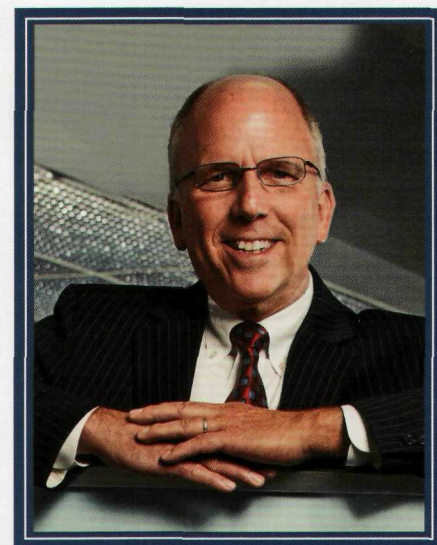
**Sheri L. Strouse**

*Senior Vice President  
Chief Retail Officer*

## MANAGEMENT TEAM

- Michelle A. Beck**, Vice President and Security Officer
- Marian Bickerstaff**, Vice President and Director of Marketing
- Daniel P. Brasch**, Assistant Vice President and Hatfield Branch Manager
- Bethany Holsendorff**, Assistant Vice President and Upper Providence Branch Manager
- Dawn L. Hufnagle**, Assistant Vice President and Sumneytown Branch Manager
- Rodney A. Kipp**, Vice President and Technology Operations Manager
- Lynn Levy**, Assistant Vice President and Lansdale Branch Manager
- Kim A. Licata**, Vice President and Loan Customer Service Manager
- Dominick Merlo**, Assistant Vice President and Souderton Branch Manager
- M. Shane Michalak**, Vice President, Treasurer, Controller & Accounting Manager
- Denise L. Monaghan**, Vice President and Loan Administration Manager
- Craig M. Munson**, Vice President and Senior Credit Officer
- Christine L. O'Neill**, Assistant Vice President and Harleysville Branch Manager
- Joseph V. Pawlowski**, Assistant Vice President and West Norriton Branch Manager
- Dean L. Shollenberger**, Vice President and Commercial Loan Officer
- Patricia Swan**, Vice President and Human Resource Manager
- John H. Weierman**, Vice President and Commercial Loan Officer
- Jean Wieder**, Vice President and Business Services Specialist

## PRESIDENT AND CEO'S MESSAGE TO STOCKHOLDERS



On August 31, 2012, Harleysville Savings Financial Corporation celebrated its 25<sup>th</sup> Anniversary as a publically traded company. Shareholders who purchased stock at our IPO in 1987 have realized a total return, including cash dividends, of 12% over the 25-year period. Also noteworthy, of the 41 Pennsylvania stock thrift organizations in operation as of December 31, 1988, Harleysville Savings Financial Corporation is the only independent public company remaining in existence.

As we also celebrate our 97<sup>th</sup> year as a community bank, we have successfully operated in many varied economic scenarios: historically high interest rate environments, historically low interest rate environments, inflation, deflation, stagflation, bank failures, government bailouts of banks too big to fail and onerous regulatory environments.

Again this year, we ended our fiscal year with solid financial results in spite of continued economic uncertainty, increased regulatory burden, low demand for loans and pressure on interest margins. Our credit quality continues to be high and the liabilities on our balance sheet continue to experience a shift from certificate of deposits to a significant increase in core transaction accounts. Harleysville Savings was once again listed on the KBW 2011 Bank Honor roll of publicly traded banking companies with at least \$500 million in assets and an above average 3-year return on equity.

As I reflect on these facts, I am reminded of Jim Collins' book titled "Great by Choice" where he questions why some companies thrive in uncertainty and others do not. His answer is provided by an analogy to John Brown's 20-Mile March where he crosses the USA by deliberately walking 20 miles each day, an attainable but challenging long term goal. When the going was easy, he applied self-imposed constraints to limit himself to a measured, consistent distance and not overtax his energy. When things got tough such as extreme weather conditions, steep mountains and dry deserts, he continued to push through to his goal of walking 20 miles each day.

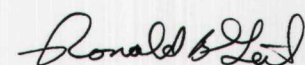
Likewise, Harleysville Savings has been successful as its Directors and management team apply these measures of combining ambition to achieve with the self control to hold back in out-of control environments. We have focused on what we can control and have tailored our goals to our niche business model through self-imposed discipline rather than applying herd mentality and we use tangible, measurable evidence to make decisions. We concentrate on maintaining margins of safety with a keen awareness of numerous risks that we face. These strong risk management practices allow us to deliver consistent and sustainable long-term growth and enabled us to once again increase our cash dividend.

However, numbers don't tell the complete story. Community banks are the place where numbers and people come together. Many people in our communities want to do business with an independent, local bank where their needs are understood and they are treated like the neighbors, family and friends that they are. Our strong increase in core transactional accounts deepens banking relationships and emphasizes our customer's loyalty as they select Harleysville Savings to be their primary banking partner. This past year we also celebrated the 1<sup>st</sup> anniversary of our satellite office in the Peter Becker Community.

Our high-performing and engaged team members continue to embrace our core values – quality customer service, trust, fairness, teamwork, honesty and integrity. The Company has invested many hours of training so they are prepared to deliver high-quality, customer-focused solutions with every customer interaction. Our theme for 2012 was “Accountability Counts” and team members were encouraged to take personal responsibility for attitudes, words and actions.

Our team members are also encouraged to participate in their community through volunteerism and community involvement. Year after year, our team contributes over 7,000 hours to the local charities where they live and work. This year, Vice President Kim Licata was honored with the “Volunteer of the Year” award from the North Penn United Way for her volunteer efforts. The team and the Company also continue to provide financial support to the North Penn United Way and its agencies as well as many other non-profit organizations in the communities we serve as we believe that community banking involves a commitment to the community and service to others. For our efforts, we received awards from the Pennsylvania Association of Community Bankers for “Making a Difference on Main Street” and a Community Service award for our exceptional commitment to serving our community.

As we enter another fiscal year, it is clear that the more uncertain, fast-changing and unforgiving the environment is, the greater the need for specific, methodical and consistent goals and performance. By staying true to our mission of bringing value to our stakeholders by providing a consistent exceptional banking experience, we have a long term strategy for success. On behalf of everyone at Harleysville Savings Bank, I want to thank you for the confidence and trust you continue to have in our Company. It is a privilege for us to help you to achieve your financial goals.

  
Ronald B. Geib  
President and CEO



# FINANCIAL RATIOS & SUMMARY OF KEY INFORMATION

## Selected Balance Sheet Data:

(Dollars in thousands, except per share data)

|                                 | As of September 30, |           |           |           |           |
|---------------------------------|---------------------|-----------|-----------|-----------|-----------|
|                                 | 2012                | 2011      | 2010      | 2009      | 2008      |
| Total Assets                    | \$802,626           | \$835,713 | \$857,140 | \$830,007 | \$825,675 |
| Cash and investment securities  | 99,582              | 122,306   | 166,063   | 121,364   | 89,483    |
| Mortgage-backed securities      | 162,710             | 150,547   | 131,628   | 163,215   | 214,690   |
| Total Investments               | 262,292             | 272,853   | 297,691   | 284,579   | 304,173   |
| Consumer loans receivable       | 394,634             | 424,424   | 431,966   | 440,367   | 433,743   |
| Commercial loans receivable     | 103,765             | 97,373    | 80,631    | 60,118    | 45,103    |
| Allowance for loan losses       | (4,032)             | (3,311)   | (2,504)   | (2,094)   | (1,988)   |
| Total Loans Receivable Net      | 494,367             | 518,486   | 510,093   | 498,391   | 476,858   |
| Total Loans held for sale       | 3,515               | -         | -         | -         | -         |
| FHLB stock                      | 10,165              | 13,110    | 16,096    | 16,096    | 16,574    |
| Checking accounts               | 101,033             | 90,146    | 70,912    | 58,463    | 53,166    |
| Savings accounts                | 162,719             | 138,805   | 139,818   | 80,373    | 54,647    |
| Certificate of deposit accounts | 279,171             | 295,450   | 317,370   | 327,765   | 317,700   |
| Total Deposits                  | 542,923             | 524,401   | 528,100   | 466,601   | 425,513   |
| Advances                        | 192,483             | 250,194   | 272,047   | 309,046   | 347,846   |
| Total stockholders' equity      | 59,736              | 57,082    | 53,351    | 50,139    | 47,209    |
| Book value per share            | 15.85               | 15.19     | 14.47     | 13.82     | 13.23     |

## Selected Operations Data:

|                                                          | Year Ended September 30, |          |          |          |          |
|----------------------------------------------------------|--------------------------|----------|----------|----------|----------|
|                                                          | 2012                     | 2011     | 2010     | 2009     | 2008     |
| Interest income                                          | \$34,533                 | \$37,573 | \$40,018 | \$41,343 | \$43,076 |
| Interest expense                                         | 15,095                   | 19,034   | 21,747   | 24,886   | 29,016   |
| Net interest income                                      | 19,438                   | 18,539   | 18,271   | 16,457   | 14,060   |
| Provision for loan losses                                | 930                      | 1,150    | 600      | 400      | 85       |
| Net interest income after provision for loan losses      | 18,508                   | 17,389   | 17,671   | 16,057   | 13,975   |
| Realized gain (loss) on securities, including impairment | 34                       | -        | -        | (454)    | (179)    |
| Gain on sales of loans                                   | 34                       | -        | -        | -        | -        |
| Other income                                             | 2,102                    | 2,986    | 1,987    | 1,925    | 1,909    |
| Other expense                                            | 13,488                   | 13,125   | 12,702   | 11,527   | 10,094   |
| Income before taxes                                      | 7,190                    | 7,250    | 6,956    | 6,001    | 5,611    |
| Income tax expense                                       | 2,137                    | 1,855    | 1,948    | 1,285    | 1,232    |
| Net income                                               | \$ 5,053                 | \$ 5,395 | \$ 5,008 | \$ 4,716 | \$ 4,379 |
| Earnings per share - basic                               | \$ 1.35                  | \$ 1.45  | \$ 1.37  | \$ 1.31  | \$ 1.20  |
| Earnings per share - diluted                             | 1.33                     | 1.44     | 1.36     | 1.31     | 1.20     |
| Dividends per share                                      | 0.78                     | 0.76     | 0.76     | 0.73     | 0.69     |

## Selected Other Data:

|                                                                                   | Year Ended September 30, |         |         |         |         |
|-----------------------------------------------------------------------------------|--------------------------|---------|---------|---------|---------|
|                                                                                   | 2012                     | 2011    | 2010    | 2009    | 2008    |
| Return on average assets (1)                                                      | 0.61%                    | 0.63%   | 0.59%   | 0.57%   | 0.54%   |
| Return on average equity (1)                                                      | 8.69%                    | 9.79%   | 9.73%   | 9.70%   | 9.42%   |
| Dividend payout ratio                                                             | 58.65%                   | 52.38%  | 55.41%  | 55.60%  | 57.26%  |
| Average equity to average assets (1)                                              | 7.06%                    | 6.46%   | 6.07%   | 5.90%   | 5.76%   |
| Interest rate spread (1)                                                          | 2.26%                    | 2.07%   | 2.04%   | 1.84%   | 1.57%   |
| Net yield on interest-earning assets (1)                                          | 2.42%                    | 2.23%   | 2.21%   | 2.04%   | 1.79%   |
| Ratio of non-performing assets to total assets at end of period                   | 1.85%                    | 0.40%   | 0.30%   | 0.32%   | 0.15%   |
| Ratio of interest-earning assets to interest-bearing liabilities at end of period | 109.08                   | 107.30% | 106.47% | 106.45% | 105.93% |
| Full service banking offices at end of period                                     | 7                        | 7       | 7       | 6       | 6       |

(1) All ratios are based on average monthly balances during the indicated periods.

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# CORPORATE INFORMATION

## ANNUAL MEETING

Indian Valley Country Club  
Telford, PA  
Wednesday, January 23, 2013  
9:30 AM

## STOCK LISTING

Harleysville Savings Financial Corporation common stock  
is traded under the symbol HARL.

## TRANSFER AGENT

Direct questions regarding dividend checks, address and  
name changes or lost certificates to Registrar and Transfer  
Company, 10 Commerce Drive, Cranford, NJ 07016;  
Website: [www.rtco.com](http://www.rtco.com) email: [invrel@rtco.com](mailto:invrel@rtco.com)

## DIVIDEND REINVESTMENT PLAN

The Company has a Dividend Reinvestment and Stock  
Purchase Plan. Interested stockholders can obtain more  
information regarding the plan by contacting Registrar and  
Transfer Company, 10 Commerce Drive, Cranford, NJ  
07016 and by telephone at 800.525.7686 extension 2542.

## DIVIDEND DIRECT DEPOSIT

Shareholders not participating in the Dividend  
Reinvestment Plan may opt to have their dividends  
deposited directly into their checking or savings account  
by contacting Registrar and Transfer Company.

## AUDITORS

ParenteBeard, LLP  
One Windsor Plaza  
7535 Windsor Drive, Suite 300  
Allentown, PA 18915  
610.336.8180

## SPECIAL COUNSEL

Elias, Matz, Tiernan & Herrick LLP.  
734 15<sup>th</sup> Street, N.W., Washington, DC 20005  
202.347.0300

## GENERAL COUNSEL

James J. Garrity  
Wisler Pearlstine, LLP  
Blue Bell Executive Campus  
460 Norristown Road, Suite 110  
Blue Bell, PA 19422 610.825.8400

## INVESTOR INFORMATION

Investors, analysts and others seeking financial information  
may contact Chief Financial Officer, Harleysville Savings  
Financial Corporation, 271 Main Street, Harleysville, PA  
19438 215.256.8828

Upon request, the Company's Annual Report or form 10-K  
for the year ended September 30, 2012, and the  
accompanying exhibits required to be filed with the  
Securities and Exchange Commission under the Securities  
Act of 1934 will be furnished without charge to any  
stockholder. They are also available on the financial  
section of our website. Visit [harleysvillesavings.com](http://harleysvillesavings.com).



# *Harleysville Savings Financial Corporation*

## *Harleysville Savings Bank*

271 Main Street, Harleysville, PA 19438

1.800.243.8700

[harleysvillesavings.com](http://harleysvillesavings.com)

## *Locations*

271 Main Street, Harleysville

1550 Cowpath Road, Hatfield

640 East Main Street, Lansdale

741 N. County Line Road, Souderton

3090 Main Street, Sumneytown

1889 East Ridge Pike, Upper Providence

2301 West Main Street, West Norriton

## **MISSION STATEMENT**

*To create value for our customers, team members, stockholders and community by consistently providing an exceptional community banking experience.*