CENTURY BANCORP INC
Form 10-Q
November 09, 2006

## UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> FORM 10-Q

(Mark One)

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

For the quarterly 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 $\qquad$ .

## Commission file number 0-15752 <br> CENTURY BANCORP, INC.

(Exact name of registrant as specified in its charter)

## COMMONWEALTH OF MASSACHUSETTS

(State or other jurisdiction of incorporation or organization)

400 MYSTIC AVENUE, MEDFORD, MA
(Address of principal executive offices)

04-2498617
(I.R.S. Employer Identification No.) 02155
(Zip Code)
(781) 391-4000
(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 and 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. p Yes o No
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): Large accelerated filer o Accelerated filer p Non-accelerated filer o Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). o Yes p No
As of October 31, 2006, the Registrant had outstanding:

| Class A Common Stock, $\$ 1.00$ par value | $\mathbf{3 , 4 9 8 , 7 3 8}$ Shares |
| :--- | :--- |
| Class B Common Stock, $\$ 1.00$ par value | $\mathbf{2 , 0 4 2 , 4 5 0}$ Shares |

Century Bancorp, Inc.

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PART I Item 1
Century Bancorp, Inc. Consolidated Balance Sheets (unaudited)

| (000 s, except share data) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Cash and due from banks | \$ | 54,151 | \$ | 47,626 |
| Federal funds sold and interest-bearing deposits in other banks |  | 42,209 |  | 105,053 |
| Total cash and cash equivalents |  | 96,360 |  | 152,679 |
| Securities available-for-sale, amortized cost \$470,471 and \$546,524, respectively |  | 460,264 |  | 532,982 |
| Securities held-to-maturity, market value $\$ 262,397$ and $\$ 277,769$, respectively |  | 270,306 |  | 286,578 |
| Loans, net: |  |  |  |  |
| Commercial \& industrial |  | 107,094 |  | 94,139 |
| Construction \& land development |  | 58,973 |  | 58,846 |
| Commercial real estate |  | 308,412 |  | 302,279 |
| Residential real estate |  | 163,500 |  | 146,355 |
| Consumer \& other |  | 14,188 |  | 11,316 |
| Home equity |  | 69,397 |  | 76,710 |
| Total loans, net |  | 721,564 |  | 689,645 |
| Less: allowance for loan losses |  | 9,784 |  | 9,340 |
| Net loans |  | 711,780 |  | 680,305 |
| Bank premises and equipment |  | 23,370 |  | 25,228 |
| Accrued interest receivable |  | 7,268 |  | 7,127 |
| Goodwill |  | 2,714 |  | 2,714 |
| Core deposit intangible |  | 2,156 |  | 2,447 |
| Other assets |  | 42,312 |  | 38,709 |
| Total assets | \$ | ,616,530 | \$ | 728,769 |

Liabilities
Deposits:
Demand deposits $\quad \$ \quad 274,967 \quad \$ \quad 296,696$
$\begin{array}{lll}\text { Savings and NOW deposits } & 277,218 & 239,326\end{array}$
Money market accounts
343,154
279,245
Time deposits
380,588
401,773

Total deposits 1,217,040

| Securities sold under agreements to repurchase | 63,930 | 50,010 |
| :--- | ---: | ---: |
| Federal Home Loan Bank (FHLB) borrowings and other borrowed funds | 114,280 | 304,722 |
| Other liabilities | 19,003 | 17,713 |
| Subordinated debentures | 36,083 | 36,083 |
| Total liabilities | $1,509,223$ | $1,625,568$ |
|  |  |  |
| Stockholders equity |  |  |
| Class A common stock, \$1.00 par value per share; authorized 10,000,000 | 3,499 |  |
| shares; issued 3,498,638 shares and 3,453,202 shares, respectively |  | 3,453 |
| Class B common stock, \$1.00 par value per share; authorized 5,000,000 | 2,042 | 2,082 |
| shares; issued 2,042,450 shares and 2,082,240 shares, respectively | 11,504 | 11,416 |
| Additional paid-in capital | 99,313 | 97,338 |
| Retained earnings | 116,358 | 114,289 |
|  | $(6,233)$ | $(8,270)$ |
| Unrealized losses on securities available-for-sale, net of taxes | $(2,818)$ | $(2,818)$ |
| Additional minimum pension liability, net of taxes | $(9,051)$ | $(11,088)$ |
| Total accumulated other comprehensive loss, net of taxes | 107,307 | 103,201 |
| Total stockholders equity | $1,616,530$ | $\$ 1,728,769$ |
| Total liabilities and stockholders |  |  |

See accompanying Notes to unaudited Consolidated Financial Statements.

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Century Bancorp, Inc. Consolidated Statements of Income (unaudited)


| Total operating expenses |  | 10,056 |  | 10,067 |  | 30,346 |  | 30,217 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income before income taxes |  | 1,819 |  | 2,259 |  | 5,458 |  | 8,297 |
| Provision for income taxes |  | 622 |  | 727 |  | 1,858 |  | 2,688 |
| Net income | \$ | 1,197 | \$ | 1,532 | \$ | 3,600 | \$ | 5,609 |
| Share data: |  |  |  |  |  |  |  |  |
| Weighted average number of shares outstanding, basic |  | 41,088 |  | 5,535,388 |  | 40,902 |  | 35,121 |
| Weighted average number of shares outstanding, diluted |  | 48,842 |  | 5,553,751 |  | 50,697 |  | 2,974 |
| Net income per share, basic | \$ | 0.22 | \$ | 0.28 | \$ | 0.65 | \$ | 1.01 |
| Net income per share, diluted | \$ | 0.22 | \$ | 0.28 | \$ | 0.65 | \$ | 1.01 |
| Cash dividends paid: |  |  |  |  |  |  |  |  |
| Class A common stock | \$ | 0.12 | \$ | 0.12 | \$ | 0.24 | \$ | 0.24 |
| Class B common stock | \$ | 0.06 | \$ | 0.06 | \$ | 0.12 | \$ | 0.12 |

See accompanying Notes to unaudited Consolidated Financial Statements.
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Century Bancorp, Inc. Consolidated Statements of Changes in Stockholders Equity (unaudited)

|  |  |  |  |  |  |  | Accumulated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Class |  |  |  |  |  |  |  |  |
|  | A <br> Common | Class B Common |  | Additional Paid-In |  | Retained | Other Comprehensive Income (Loss) | Total Stockholders |  |
|  | Stock |  | Stock |  | Capital | $\begin{aligned} & \text { Earnings } \\ & (000 \mathrm{~s}) \end{aligned}$ |  |  | Equity |
| 2005 |  |  |  |  |  |  |  |  |  |
| Balance at December 31, $2004$ | \$ 3,434 | \$ | 2,099 | \$ | 11,395 | \$ 92,611 | $(\$ 4,766)$ | \$ | 104,773 |
| Net income |  |  |  |  |  | 5,609 |  |  | 5,609 |
| Other comprehensive income, net of tax: |  |  |  |  |  |  |  |  |  |
| Unrealized holding losses arising during period net of $\$ 3,120$ in taxes |  |  |  |  |  |  | $(4,339)$ |  | $(4,339)$ |
| Minimum pension liability adjustment |  |  |  |  |  |  | 163 |  | 163 |
| Comprehensive income |  |  |  |  |  |  |  |  | 1,433 |
| Stock Options Exercised, 1,354 shares | 2 |  |  |  | 21 |  |  |  | 23 |
| Cash dividends paid, Class A common stock, $\$ .36$ per share |  |  |  |  |  | $(1,236)$ |  |  | $(1,236)$ |
| Cash dividends paid, Class B common stock, \$. 18 per share |  |  |  |  |  | (379) |  |  | (379) |
| Balance at September 30, 2005 | \$ 3,436 | \$ | 2,099 | \$ | 11,416 | \$ 96,605 | $(\$ 8,942)$ | \$ | 104,614 |
| 2006 |  |  |  |  |  |  |  |  |  |
| Balance at December 31, 2005 | \$ 3,453 | \$ | 2,082 | \$ | 11,416 | \$ 97,338 | $(\$ 11,088)$ | \$ | 103,201 |
| Net income |  |  |  |  |  | 3,600 |  |  | 3,600 |


| Other comprehensive income, net of tax: Unrealized holding gains arising during period net of $\$ 1,465$ in taxes |  |  |  |  |  |  | 2,037 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | 2,037 |
| Comprehensive income |  |  |  |  |  |  |  |  | 5,637 |
| Conversion of Class B <br> Common Stock to Class A Common Stock | 40 |  | (40) |  |  |  |  |  | 0 |
| Stock Options Exercised, 5,646 shares | 6 |  |  |  | 88 |  |  |  | 94 |
| Cash dividends paid, Class A common stock, $\$ .36$ per share |  |  |  |  |  | $(1,256)$ |  |  | $(1,256)$ |
| Cash dividends paid, Class B common stock, $\$ .18$ per share |  |  |  |  |  | (369) |  |  | (369) |
| Balance at September 30, | \$ 3,499 | \$ | 2,042 | \$ | 11,504 | \$ 99,313 | $(\$ 9,051)$ | \$ | 107,307 |

See accompanying Notes to unaudited Consolidated Financial Statements.

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Century Bancorp, Inc. Consolidated Statements of Cash Flows (unaudited)

|  | Nine months ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 |  | 2005 |
|  | (000 s) |  |  |  |
| CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| Net income | \$ | 3,600 |  | 5,609 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Provision for loan losses |  | 600 |  | 450 |
| Deferred income taxes |  | (676) |  | 79 |
| Net depreciation and amortization |  | 2,752 |  | 2,434 |
| Increase in accrued interest receivable |  | (141) |  | (316) |
| Increase in other assets |  | $(4,271)$ |  | $(4,937)$ |
| Increase in other liabilities |  | 1,328 |  | 456 |
| Net cash provided by operating activities |  | 3,192 |  | 3,775 |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |
| Proceeds from maturities of securities available-for-sale |  | 76,260 |  | 156,230 |
| Purchase of securities available-for-sale |  | (448) |  | $(112,235)$ |
| Proceeds from maturities of securities held-to-maturity |  | 16,348 |  | 53,147 |
| Purchase of securities held-to-maturity |  |  |  | $(2,022)$ |
| Net increase in loans |  | $(32,075)$ |  | $(80,812)$ |
| Capital expenditures |  | (430) |  | $(1,879)$ |
| Net cash provided by investing activities |  | 59,655 |  | 12,429 |
| CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |  |
| Net decrease in time deposits |  | $(21,185)$ |  | $(117,515)$ |
| Net increase (decrease) in demand, savings, money market and NOW deposits |  | 80,072 |  | $(204,979)$ |
| Net proceeds from the exercise of stock options |  | 94 |  | 23 |
| Cash dividends |  | $(1,625)$ |  | $(1,615)$ |
| Net increase in securities sold under agreements to repurchase |  | 13,920 |  | 1,870 |
| Net (decrease) increase in FHLB borrowings and other borrowed funds |  | $(190,442)$ |  | 142,745 |
| Decrease in subordinated debentures |  |  |  | $(29,639)$ |
| Net cash used in financing activities |  | $(119,166)$ |  | $(209,110)$ |
| Net decrease in cash and cash equivalents |  | $(56,319)$ |  | $(192,906)$ |
| Cash and cash equivalents at beginning of period |  | 152,679 |  | 238,235 |
| Cash and cash equivalents at end of period | \$ | 96,360 |  | \$ 45,329 |

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:
Cash paid during the period for:
Interest

Income taxes
2,516
Change in unrealized losses on securities available-for-sale, net of taxes
\$ 2,037
2,776
See accompanying Notes to unaudited Consolidated Financial Statements.
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Century Bancorp, Inc.<br>Notes to Consolidated Financial Statements (unaudited)

## Basis of Financial Statement Presentation

The consolidated financial statements include the accounts of Century Bancorp, Inc. (the Company ) and its wholly-owned subsidiary, Century Bank and Trust Company (the Bank ). The consolidated financial statements also include the accounts of the Bank s wholly-owned subsidiaries, Century Subsidiary Investments, Inc. ( CSII ), Century Subsidiary Investments, Inc. II ( CSII II ), Century Subsidiary Investments, Inc. III ( CSII III ). CSII, CSII II, CSII III are engaged in buying, selling and holding investment securities. The Company also owns $100 \%$ of Century Bancorp Capital Trust II ( CBCT II ). The entity is an unconsolidated subsidiary of the Company.

All significant intercompany accounts and transactions have been eliminated in consolidation. The Company provides a full range of banking services to individual, business and municipal customers in Massachusetts. As a bank holding company, the Company is subject to the regulation and supervision of the Federal Reserve Board. The Bank, a state chartered financial institution, is subject to supervision and regulation by applicable state and federal banking agencies, including the Federal Reserve Board, the Federal Deposit Insurance Corporation (the FDIC ) and the Commonwealth of Massachusetts Commissioner of Banks. The Bank is also subject to various requirements and restrictions under federal and state law, including requirements to maintain reserves against deposits, restrictions on the types and amounts of loans that may be granted and the interest that may be charged thereon, and limitations on the types of investments that may be made and the types of services that may be offered. Various consumer laws and regulations also affect the operations of the Bank. In addition to the impact of regulation, commercial banks are affected significantly by the actions of the Federal Reserve Board as it attempts to control the money supply and credit availability in order to influence the economy. All aspects of the Company s business are highly competitive. The Company faces aggressive competition from other lending institutions and from numerous other providers of financial services. The Company has one reportable operating segment.

The consolidated financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America and to general practices within the banking industry. In preparing the financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and revenues and expenses for the period. Actual results could differ from those estimates.

Material estimates that are susceptible to change in the near-term relate to the allowance for loan losses. Management believes that the allowance for loan losses is adequate based on independent appraisals and review of other factors associated with the loans. While management uses available information to recognize loan losses, future additions to the allowance for loan losses may be necessary based on changes in economic conditions. In addition, regulatory agencies periodically review the Company s allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance for loan losses based on their judgments about information available to them at the time of their examination.

Whenever necessary prior year amounts were reclassified to conform with the current year presentation.

Notes to Consolidated Financial Statements (unaudited)

## Summary of Critical Accounting Policies

Accounting policies involving significant judgments and assumptions by management, which have, or could have, a material impact on the carrying value of certain assets and impact income, are considered critical accounting policies. The Company considers the following to be its critical accounting policies: allowance for loan losses and impairment of investment securities. There have been no significant changes since December 31, 2005 in these methods or assumptions used in the accounting policies that require material estimates and assumptions.

## Allowance for Loan Losses

Arriving at an appropriate level of allowance for loan losses necessarily involves a high degree of judgment. Management maintains an allowance for loan losses to absorb losses inherent in the loan portfolio. The allowance is based on assessments of the probable estimated losses inherent in the loan portfolio. Management s methodology for assessing the appropriateness of the allowance consists of several key elements, which include the formula allowance, specific allowances for identified problem loans and the unallocated allowance. The formula allowance evaluates groups of loans to determine the allocation appropriate within each portfolio segment. Individual loans within the commercial and industrial, commercial real estate and real estate construction loan portfolio segments are assigned internal risk ratings to group them with other loans possessing similar risk characteristics. Changes in risk grades affect the amount of the formula allowance. Risk grades are determined by reviewing current collateral value, financial information, cash flow, payment history and other relevant facts surrounding the particular credit. Allowance for losses on the commercial and commercial real estate loans are based on pools of similar loans using a combination of historical loss experience and qualitative adjustments. For the residential real estate and consumer loan portfolios, the reserves are calculated by applying historical charge-off and recovery experience and qualitative adjustments to the current outstanding balance in each loan category.

Specific allowances for loan losses entails the assignment of allowance amounts to individual loans on the basis of loan impairment. Certain loans are evaluated individually and are judged to be impaired when management believes it is probable that the Company will not collect all the contractual interest and principal payments as scheduled in the loan agreement. A specific allowance amount is allocated to an individual loan when such loan has been deemed impaired and when the amount of a probable loss is able to be estimated on the basis of: (a.) fair value of collateral, (b.) present value of anticipated future cash flows or (c.) the loan s observable fair market price.

The unallocated allowance recognizes the model and estimation risk associated with the formula allowance and specific allowances, as well as management $s$ evaluation of various conditions, including business and economic conditions, delinquency trends, charge-off experience and other quality factors, the effects of which are not directly measured in the determination of the formula and specific allowances. The evaluation of the inherent loss with respect to these conditions is subject to a higher degree of uncertainty because they are not identified with specific problem credits.

Management has identified certain risk factors, which could impact the degree of loss sustained within the portfolio. These include: (a.) market risk factors, such as the effects of economic variability on the entire portfolio, and (b.) unique portfolio risk factors that are inherent characteristics of the Company s loan portfolio. Market risk factors may consist of changes to general economic and business conditions that may impact the Company s loan

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Notes to Consolidated Financial Statements (unaudited)
portfolio customer base in terms of ability to repay and that may result in changes in value of underlying collateral. Unique portfolio risk factors may include industry concentrations and geographic concentrations or trends that may exacerbate losses resulting from economic events which the Company may not be able to fully diversify out of its portfolio. Management believes that the allowance for loan losses is adequate. In addition, various regulatory agencies, as part of the examination process, periodically review the Company s allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance based on their judgments about information available to them at the time of their examination.

## Impaired Investment Securities

If a decline in fair value below the amortized cost basis of an investment security is judged to be other-than-temporary, the cost basis of the investment is written down to fair value. The amount of the write down is included as a charge to earnings. An other-than-temporary impairment exists for securities if it is probable that the Company will be unable to collect all amounts due according to contractual terms of the security. Some factors considered for other than temporary impairment related to a debt security include an analysis of yield, whether an unrealized loss is issuer specific, whether the issuer has defaulted on scheduled interest and principal payments, whether the issuer s current financial condition hinders its ability to make future scheduled interest and principal payments on a timely basis or whether there was downgrade in ratings by rating agencies. The Company has the ability and intent to hold these investments until recovery of fair value, which may be maturity.

## Stock Option Accounting

During 2000 and 2004, common stockholders of the Company approved stock option plans (the Option Plans ) that provide for granting of options to purchase up to 150,000 shares of Class A common stock per plan. Under the Option Plans, all officers and key employees of the Company are eligible to receive non-qualified or incentive stock options to purchase shares of Class A common stock. The Option Plans are administered by the Compensation Committee of the Board of Directors, whose members are ineligible to participate in the Option Plans. Based on management s recommendations, the Committee submits its recommendations to the Board of Directors as to persons to whom options are to be granted, the number of shares granted to each, the option price (which may not be less than $85 \%$ of the fair market value for non-qualified stock options, or the fair market value for incentive stock options, of the shares on the date of grant) and the time period over which the options are exercisable (not more than ten years from the date of grant). There were options to purchase an aggregate of 123,237 shares of Class A common stock exercisable at September 30, 2006.

On December 30, 2005 the Board of Directors approved the acceleration and immediate vesting of all unvested options with an exercise price of $\$ 31.60$ or greater per share. As a consequence, options to purchase 23,950 shares of Class A common stock became exercisable immediately. The average of the high and low price at which the Class A common stock traded on December 30, 2005, the date of the acceleration and vesting, was $\$ 29.28$ per share. The Company estimates that, as a result of this accelerated vesting, approximately $\$ 190,000$ of 2006 non-cash compensation expense was

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eliminated that would otherwise have been recognized in the Company s earnings.
In December 2004, the FASB issued a revised Statement No. 123, (revised 2004) (SFAS 123R), Share-Based Payment . This Statement replaces SFAS No. 123, Accounting for Stock-Based Compensation, and supercedes APB Opinion No. 25, Accounting for Stock Issued to Employees, and its related implementation guidance. SFAS 123R establishes standards for the accounting for transactions in which an entity exchanges its equity instruments for goods or services. SFAS 123R requires a public entity to measure the cost of

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## Notes to Consolidated Financial Statements (unaudited)

employee services received in exchange for an award of equity instruments based on the grant-date fair value of the award (with limited exceptions). That cost will be recognized over the period during which an employee is required to provide service in exchange for the award period which is usually the vesting period. SFAS 123R is effective as of the beginning of the first annual reporting period that begins after June 15, 2005. The Company accelerated the vesting of certain unvested out-of-the-money stock options awarded to Bank employees pursuant to the Option Plans so that they immediately vested as of December 30, 2005. In connection with this acceleration the Board of Directors approved a technical amendment to each of the Option Plans to eliminate the possibility that the terms of any outstanding or future stock option would require a cash settlement on the occurrence of any circumstance outside the control of the Company. These amendments avoid classification of the Company s stock options as liabilities under SFAS 123R. Effective as of January 1, 2006 the Company adopted SFAS 123R for all share based payments.

The Company decided to accelerate the vesting of certain stock options primarily to reduce the non-cash compensation expense that would otherwise be expected to be recorded in conjunction with the Company s required adoption of SFAS 123R in 2006. There was no earnings impact for the first nine months of 2006 due to the Company s adoption of SFAS 123R.

Had compensation cost for the Company s stock option plans been determined based on the fair value at the grant date, the Company s net income and earnings per share would have been reduced to the pro forma amounts indicated below:

| Three |  |
| :---: | :---: |
| Months | Nine Months |
| Ended | Ended |
| September |  |
| 30, | September 30, |
| 2005 | 2005 |

(Dollars in Thousands)
Net income
As reported \$ 1,532 \$ 5,609
Less: Pro forma stock based Compensation (net of tax)
40
121

Pro forma net income
1,492
5,488
Basic income per share
As reported $\quad 0.28 \quad 1.01$
Pro forma 0.27
0.99

Diluted income per share
As reported 0.28
1.01

Pro forma
0.27

In determining the pro forma amounts, the fair value of each option grant was estimated as of the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions:

| Dividend yield | $1.59 \%$ |
| :--- | ---: |
| Expected life | 9 years |
| Expected volatility | $28 \%$ |
| Risk-free interest rate | $3.95 \%$ |

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Notes to Consolidated Financial Statements (unaudited)
Stock option activity under the plan is as follows:

|  | September 30, 2006 <br> Weighted <br> Average <br> Exercise <br> Price |  |  |
| :--- | :---: | :---: | :---: |
| Shares under option: | Amount | 130,133 | $\$$ |
| Outstanding at beginning of year <br> Granted <br> Cancelled <br> Exercised | (1,250) | 26.74 |  |
| Outstanding at end of period | $(5,646)$ | 16.57 |  |
| Exercisable at end of period | 123,237 | $\$$ | 27.19 |
| Available to be granted at end of period | 123,237 | $\$$ | 27.19 |

September 30, 2006, the outstanding options to purchase 123,237 shares of Class A common stock have exercise prices between $\$ 15.063$ and $\$ 35.010$, with a weighted average exercise price at $\$ 27.19$ and a weighted average remaining contractual life of 6 years. The weighted average intrinsic value of options exercised for the nine-month period ended September 30, 2006 was $\$ 9.01$ per share with an aggregate value of $\$ 50,859$. The average intrinsic value of options exercisable at September 30, 2006 had an aggregate value of $\$ 198,330$.

The Company uses the fair value method to account for stock options. All of the Company s stock options are vested and there were no options granted during the first nine months of 2006.

## Employee Benefits

The Company has a qualified Defined Benefit Pension Plan (the Pension Plan ) which is offered to all employees reaching minimum age and service requirements. The Company also has a Supplemental Insurance/Retirement Plan, which is limited to certain officers and employees of the Company. In the second quarter of 2006, the Company amended the Pension Plan by closing participation in the plan to new employees.

## Components of Net Periodic Benefit Cost for the Three Month Period Ending September

 30,|  | Supplemental |  |
| :---: | :---: | :---: |
| Insurance/ |  |  |
| Pension Benefits | Retirement Plan |  |
| 2006 2005 | 2006 | 2005 |
| (Dollars in Thousands) |  |  |

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| Service Cost | \$ | 221 | \$ | 190 | \$ | 27 | \$ | 32 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest |  | 249 |  | 229 |  | 191 |  | 186 |
| Expected Return on Plan Assets |  | (254) |  | (214) |  | 0 |  | 0 |
| Recognized Prior Service (Cost) Benefit |  | (29) |  | (5) |  | 16 |  | 16 |
| Recognized Net Actuarial Losses |  | 93 |  | 64 |  | 28 |  | 13 |
| Net Periodic Benefit Cost | \$ | 280 | \$ | 264 | \$ | 262 | \$ | 247 |
| Page 11 of 23 |  |  |  |  |  |  |  |  |

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Notes to Consolidated Financial Statements (unaudited)
Components of Net Periodic Benefit Cost for the Nine Month Period Ending September 30.

|  | Pensio | ne |  | Supplemental Insurance/ Retirement Plan |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 005 | 2006 |  | 2005 |  |
|  | (Dollars in <br> Thousands) |  |  |  |  |  |  |
| Service Cost | \$ 663 | \$ |  | \$ | 81 | \$ | 96 |
| Interest | 747 |  | 687 |  | 573 |  | 558 |
| Expected Return on Plan Assets | (762) |  | (642) |  | 0 |  | 0 |
| Recognized Prior Service (Cost) Benefit | (87) |  | (15) |  | 48 |  | 48 |
| Recognized Net Actuarial Losses | 279 |  | 192 |  | 83 |  | 39 |
| Net Periodic Benefit Cost | \$ 840 | \$ |  |  |  |  |  |

## Contributions

The Company previously disclosed in its financial statements for the year ended December 31, 2005 that it expected to contribute $\$ 1,480,000$ to the Pension Plan in 2006. As of September 30, 2006, $\$ 1,110,000$ of the contribution had been made. The Company expects to contribute $\$ 1,480,000$ by the end of the year.

## Recent Accounting Developments

In July, 2006 the Financial Accounting Standards Board ( FASB ) issued Financial Accounting Standards Interpretation No. 48, Accounting for Uncertainty in Income Taxes (FIN 48). FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise s financial statements in accordance with FASB Statement No. 109, Accounting for Income Taxes . FIN 48 prescribes a recognition threshold and measurement attributable 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, disclosures and transitions. FIN 48 is effective for fiscal years beginning after December 15, 2006. The Company is currently analyzing the effects of FIN 48 on its business and financial condition.

In September 2006, the Financial Accounting Standards Board ( FASB ) issued Statement No. 158 (SFAS 158), Employers Accounting for defined Benefit Pension and Other Postretirement Plans. SFAS 158 requires the net amount by which the defined-benefit-postretirement obligation is over or under funded to be reported on the balance sheet. The Company is currently analyzing the effects of SFAS 158 on its business and financial condition.

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On September 13, 2006, the Securities and Exchange Commission (the SEC ) issued Staff Accounting Bulletin (SAB ) No. 108 expressing the SEC staff $s$ views regarding the process of quantifying financial statement misstatements. This SAB is addressing diversity in practice in quantifying financial statement misstatements and the build up of amounts on the balance sheet. The cumulative amounts, while not considered material in the individual years in which the build up occurred may be considered material in a subsequent year if a Company were to correct those amounts through current period earnings. Initial application of SAB No. 108 allows registrants to elect not to restate prior periods but to reflect the initial application in their annual financial statements covering the first fiscal year ending after November 15, 2006. The cumulative effect of the initial application should be reported in the carrying amounts of assets and liabilities as of the beginning of that fiscal year, and the offsetting adjustment, net of tax, should be made to the opening balance of equity for that year. The Company is currently evaluating the impact this will have on its financial statements and will adopt SAB No. 108 in its annual report on Form 10-K for year ending December 31, 2006.

## Item 2 Management s Discussion and Analysis of Financial Condition and Results of Operations.

## Forward Looking Statements

Except for the historical information contained herein, this Quarterly Report on Form 10-Q may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 as amended and Section 21E of the Securities Exchange Act of 1934 as amended. Investors are cautioned that forward-looking statements are Page 12 of 23

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## Executive Overview

Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)
inherently uncertain. Actual performance and results of operations may differ materially from those projected or suggested in the forward-looking statements due to certain risks and uncertainties, including, without limitation, (i) the fact that the Company s success is dependent to a significant extent upon general economic conditions in New England, (ii) the fact that the Company s earnings depend to a great extent upon the level of net interest income (the difference between interest income earned on loans and investments and the interest expense paid on deposits and other borrowings) generated by the Bank and thus the Bank s results of operations may be adversely affected by increases or decreases in interest rates, (iii) the fact that the banking business is highly competitive and the profitability of the Company depends upon the Bank s ability to attract loans and deposits within its market area, where the Bank competes with a variety of traditional banking and other institutions such as credit unions and finance companies, and (iv) the fact that a significant portion of the Company s loan portfolio is comprised of commercial loans, exposing the Company to the risks inherent in loans based upon analyses of credit risk, the value of underlying collateral, including real estate, and other more intangible factors, which are considered in making commercial loans. Accordingly, the Company s profitability may be negatively impacted by errors in risk analyses, and by loan defaults, and the ability of certain borrowers to repay such loans may be adversely affected by any downturn in general economic conditions. These factors, as well as general economic and market conditions, may materially and adversely affect the market price of shares of the Company s common stock. Because of these and other factors, past financial performance should not be considered an indicator of future performance. The forward-looking statements contained herein represent the Company s judgment as of the date of this Form $10-\mathrm{Q}$, and the Company cautions readers not to place undue reliance on such statements.

Century Bancorp, Inc. (together with its bank subsidiary, unless the context otherwise requires, the Company ) is a Massachusetts state chartered bank holding company headquartered in Medford, Massachusetts. The Company is a Massachusetts corporation formed in 1972 and has one banking subsidiary (the Bank ): Century Bank and Trust Company formed in 1969. The Company had total assets of approximately $\$ 1.6$ billion as of September 30, 2006. The Company presently operates 22 banking offices in 16 cities and towns in Massachusetts ranging from Braintree in the south to Beverly in the north. The Bank s customers consist primarily of small and medium-sized businesses and retail customers in these communities and surrounding areas, as well as local governments and institutions throughout Massachusetts. During the quarter ended June 30, 2006, the Company closed its branch on Atlantic Avenue in Boston and transferred its customers to the nearby State Street branch.

The Company s results of operations are largely dependent on net interest income, which is the difference between the interest earned on loans and securities and interest paid on deposits and borrowings. The results of operations are also affected by the level of income/fees from loans, deposits, as well as operating expenses, the provision for loan losses, the impact of federal and state income taxes and the relative levels of interest rates and economic activity.

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The Company offers a wide range of services to commercial enterprises, state and local governments and agencies, non-profit organizations and individuals. It emphasizes service to small and medium-sized businesses and retail customers in its market area. The Company makes commercial loans, real estate and construction loans and consumer loans, and accepts savings, time, and demand deposits. In addition, the Company offers to its corporate and institutional customers automated lock box collection services, cash management services and account reconciliation services, and actively promotes the marketing of these services to the municipal market. Also, the

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## Financial Condition

Loans
On September 30, 2006, total loans outstanding, net of unearned discount, were $\$ 721.6$ million, an increase of $4.6 \%$ from the total on December 31, 2005. At September 30, 2006, commercial real estate loans accounted for $42.7 \%$ and residential real estate loans, including home equity credit lines, accounted for $32.4 \%$ of total loans. Commercial and industrial loans increased to $\$ 107.1$ million from $\$ 94.1$ million on December 31, 2005. Construction loans increased to $\$ 59.0$ million at September 30, 2006 from $\$ 58.8$ million on December 31, 2005.

The primary reason for the increase in loans was due in large part to an increase in residential and small business lending.
Allowance for Loan Losses
Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)

Company provides full service securities brokerage services through its division, Investment Services at Century Bank, in conjunction with Independent Financial Marketing Group, a full service securities brokerage business. The Company is also a provider of financial services, including cash management, transaction processing and short term financing to municipalities in Massachusetts and Rhode Island. The Company has deposit relationships with approximately $30 \%$ of the 351 cities and towns in Massachusetts.

During the fourth quarter of 2004, the Company announced that it entered into an Investment Management Agreement with BlackRock Financial Management, Inc. for the Company s Available-For-Sale securities portfolio. During 2005 the Company began experiencing strong loan growth, and believes that reinvesting the investment cash flows in loans will help to achieve improvements in its yield. The expense related to this contract ended on June 30, 2005 and the contract terminated January 31, 2006.

Earnings for the third quarter ended September 30, 2006 were $\$ 1,197,000$, or $\$ 0.22$ per share diluted, compared to net income of $\$ 1,532,000$, or $\$ 0.28$ per share diluted, for the third quarter of 2005. The earnings were adversely impacted by rising short term interest rates, a flat yield curve and increased deposit competition. Included in the income for the current quarter is approximately $\$ 354,000$ of Federal Home Loan Bank (FHLB) stock dividend income. This dividend is for both the second and third quarter of 2006 because the FHLB did not declare the dividend in the second quarter. For the first nine months of 2006, net income totaled $\$ 3,600,000$, or $\$ 0.65$ per share diluted, compared to net income of $\$ 5,609,000$, or $\$ 1.01$ per share diluted, for the same period a year ago. Included in income for 2006 is the previously announced pre-tax gain of $\$ 600$ thousand from the sale of the Company s rights to future royalty payments for a portion of its Merchant Credit Card customer base.

The allowance for loan losses was $1.36 \%$ of total loans on September 30, 2006 compared with $1.35 \%$ on December 31, 2005. The ratio has remained relatively stable. Net charge-offs for the nine-month period ended September 30, 2006 were $\$ 156$

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thousand compared with net recoveries of $\$ 41$ thousand for the same period in 2005. Provisions to the allowance have been made due primarily to growth in the loan portfolio. At the current time, management believes that the allowance for loan losses is adequate.

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Management s Discussion and Analysis of Financial Condition and Results of
Operation (con t.)

The following table sets forth information regarding nonperforming assets held by the Bank at the dates indicated:

| September | December 31, |
| :---: | :---: |
| 30,2006 | 2005 |

(Dollars in Thousands)

| Nonaccruing loans | $\$ 296$ | $\$$ | 949 |
| :--- | :---: | :---: | :---: |
| Nonperforming assets | $\$ 296$ | $\$$ | 949 |
| Loans past due 90 days or more and still accruing | $\$ 79$ | $\$$ | 3,512 |
| Nonaccruing loans as a percentage of total loans | $.04 \%$ |  | $.14 \%$ |
| Cash and Cash Equivalents |  |  |  |

Cash and cash equivalents decreased mainly as a result of decreases in borrowed funds. Borrowed funds decreased mainly because of increases in deposit levels.

## Investments

Management continually evaluates its investment alternatives in order to properly manage the overall balance sheet mix. The timing of purchases, sales and reinvestments, if any, will be based on various factors including expectation of movements in market interest rates, deposit flows and loan demand. Notwithstanding these events, it is the intent of management to grow the earning asset base mainly through loan originations while funding this growth through a mix of retail deposits, FHLB advances, and retail repurchase agreements.

| September | December 31, |
| :---: | :---: |
| 30, 2006 | 2005 |

Securities Available-for-Sale (at Fair Market Value)

| U.S. Government and U.S.Government Sponsored Enterprises | $\$ 256,898$ | $\$$ | 294,132 |
| :--- | ---: | ---: | ---: |
| Other Bonds and Equity Securities | 13,345 |  | 20,298 |
| Mortgage-backed Securities | 190,021 |  | 218,552 |
|  |  |  |  |
| Total Securities Available-for-Sale | $\$ 460,264$ | $\$$ | 532,982 |

Securities Held-to-Maturity (at Amortized Cost)

| U.S. Government Sponsored Enterprises | $\$ 159,965$ | $\$$ | 159,952 |
| :--- | ---: | ---: | ---: |
| Mortgage-backed Securities | 110,341 | 126,626 |  |

Securities Available-for-Sale
The securities available-for-sale portfolio totaled $\$ 460.3$ million at September 30, 2006, a decrease of $13.6 \%$ from December 31, 2005. The portfolio decreased mainly because of a reduction in the size of the balance sheet. The reduction is explained within the Deposits and Borrowed Funds section of Management s Discussion and Analysis of Financial Condition and Results of Operation. The portfolio is concentrated in United States Government Sponsored Enterprise securities and has an

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Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)
estimated weighted average remaining life of 2.1 years. Included in U.S. Government and U.S. Government Sponsored Enterprises is one U.S. Government security totaling $\$ 2$ million.

## Securities Held-to-Maturity

The securities held-to-maturity portfolio totaled $\$ 270.3$ million on September 30, 2006, a decrease of $5.7 \%$ from the total on December 31, 2005. The portfolio decreased mainly because of a reduction in the size of the balance sheet. The reduction is explained within the Deposits and Borrowed Funds section of Management s Discussion and Analysis of Financial Condition and Results of Operation. The portfolio is concentrated in United States Government Sponsored Enterprises and has an estimated weighted average remaining life of 2.5 years.

## Other Assets

Other Assets increased by $\$ 3.6$ million or $9.3 \%$. Other Assets increased mainly because of an increase in the cash surrender value of life insurance policies.

## Deposits and Borrowed Funds

On September 30, 2006, deposits totaled $\$ 1.3$ billion, representing a $4.8 \%$ increase in total deposits from December 31, 2005. Total deposits increased primarily as a result of increases in savings, NOW and money market deposits, offset somewhat by decreases in time deposits. Savings, NOW and money market deposits increased mainly because of increases in municipal deposits and personal savings balances. The Company competed more aggressively for these types of deposits. Time deposits decreased mainly because the Company competed less aggressively for these types of deposits during the first nine months of the year. Borrowed funds totaled $\$ 178.2$ million compared to $\$ 354.7$ million at December 31, 2005. Borrowed funds decreased because the Company competed more aggressively for deposit balances. The Company continues to maintain deposits in spite of rising short term rates and increased competition.

## Results of Operations

Net Interest Income
For the three-month period ended September 30, 2006, net interest income totaled $\$ 9.4$ million, a decrease of $4.1 \%$ from the comparable period in 2005. The decrease in net interest income for the three-month period is mainly due to a 7 basis point decrease in the net interest margin as well as a $\$ 14.5$ million or $0.9 \%$ decrease in average earning assets. Also, included in income for the current quarter is approximately $\$ 354,000$ Federal Home Loan Bank ( FHLB ) stock dividend income. This dividend is for both the second and third quarter of 2006 because the FHLB did not declare the dividend in the second quarter. For the nine-month period ended September 30, 2006, net interest

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income totaled $\$ 27.8$ million, a decrease of $9.5 \%$ from the comparable period in 2005. The decrease in net interest income for the nine-month period is mainly due to a 20 basis point decrease in the net interest margin as well as a $\$ 30.1$ million or $1.9 \%$ decrease in average earning assets.

The net yield on average earning assets on a fully taxable equivalent basis decreased to $2.43 \%$ for the first nine months of 2006 from $2.63 \%$ during the same period in 2005. The Company believes that the net interest margin will continue to be challenged in this inverted yield curve environment. This is mainly the result of deposit and borrowing pricing that has the potential to increase at a faster rate than corresponding asset categories.

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Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)

The following table sets forth the distribution of the Company $s$ average assets, liabilities and stockholders equity, and average rates earned or paid on a fully taxable equivalent basis for each of the three-month periods indicated.

|  |  | Three Months Ended |  |  |  |  |  |  |  |
| :--- | :---: | :--- | :--- | :--- | :--- | :--- | :---: | :---: | :---: |
|  | September 30, 2006 |  |  | September 30, 2005 |  |  |  |  |  |
|  | Interest | Rate |  | Interest | Rate |  |  |  |  |
| Average | Income/ | Earned/ | Average | Income/ | Earned/ |  |  |  |  |
| Balance | Expense(1) | Paid | Balance | Expense(1) | Paid |  |  |  |  |

Assets
Interest-earning assets:
Loans (2)
Securities
available-for-sale
Taxable
Tax-exempt (1)
Securities
held-to-maturity
Taxable
Temporary funds
Interest bearing deposits
in other banks

Total interest earning assets
Non interest-earning assets
Allowance for loan losses
\$ 1,517,606

| 273,233 | 2,497 | $3.66 \%$ | 299,645 | 2,773 | $3.70 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 27,185 | 360 | $5.30 \%$ | 555 | 5 | $3.60 \%$ |
|  |  |  |  |  |  |
| 308 | 3 | $3.56 \%$ | 48 | 0 | $4.31 \%$ |

\$1,517,606
\$ 20,541
$5.40 \%$
\$ 1,532,128
\$ 18,289
$4.76 \%$

125,594
$(9,672)$
\$ 1,633,528
\$ 1,641,471

Liabilities and
Stockholders Equity
Interest bearing deposits:

| NOW account | \$ | 209,416 | \$ | 1,036 | 1.96\% | \$ | 241,970 | \$ | 942 | 1.58\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings accounts |  | 88,474 |  | 308 | 1.38\% |  | 76,210 |  | 73 | 0.38\% |
| Money market accounts |  | 334,657 |  | 2,710 | 3.21\% |  | 359,106 |  | 1,886 | 2.13\% |
| Time deposits |  | 358,812 |  | 4,157 | 4.60\% |  | 254,285 |  | 2,174 | 3.47\% |
| Total interest-bearing deposits |  | 991,359 |  | 8,211 | 3.29\% |  | 931,571 |  | 5,075 | 2.21\% |
|  |  | 79,283 |  | 796 | 3.98\% |  | 37,300 |  | 225 | 2.39\% |


| Securities sold under |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Agreements to repurchase |  |  |  |  |  |  |  |  |
| Other borrowed funds and |  |  |  |  |  |  |  |  |
| Subordinated debentures | 151,618 |  | 2,163 | 5.66\% | 271,590 |  | 3,215 | 4.70\% |
| Total interest-bearing |  |  |  |  |  |  |  |  |
| liabilities | 1,222,260 |  | 11,170 | 3.63\% | 1,240,461 |  | 8,515 | 2.72\% |
| Non interest-bearing |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Demand deposits | 285,761 |  |  |  | 278,552 |  |  |  |
| Other liabilities | 20,168 |  |  |  | 16,494 |  |  |  |
| Total liabilities | 1,528,189 |  |  |  | 1,535,507 |  |  |  |
| Stockholders equity | 105,339 |  |  |  | 105,964 |  |  |  |
| Total liabilities \& stockholders equity | 1,633,528 |  |  |  | \$ 1,641,471 |  |  |  |
| Net interest income |  | \$ | 9,371 |  |  | \$ | 9,774 |  |
| Net interest spread (3) |  |  |  | 1.78\% |  |  |  | 2.04\% |
| Net interest margin (4) |  |  |  | 2.48\% |  |  |  | 2.55\% |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| equivalent basis |  |  |  |  |  |  |  |  |
| calculated using |  |  |  |  |  |  |  |  |
| a tax rate of |  |  |  |  |  |  |  |  |
| $34 \%$. |  |  |  |  |  |  |  |  |
| (2) Nonaccrual |  |  |  |  |  |  |  |  |
| loans are |  |  |  |  |  |  |  |  |
| included in |  |  |  |  |  |  |  |  |
| average |  |  |  |  |  |  |  |  |
| amounts |  |  |  |  |  |  |  |  |
| outstanding. |  |  |  |  |  |  |  |  |
| (3) Interest rate |  |  |  |  |  |  |  |  |
| spread |  |  |  |  |  |  |  |  |
| represents the |  |  |  |  |  |  |  |  |
| difference |  |  |  |  |  |  |  |  |
| between the |  |  |  |  |  |  |  |  |
| weightedaverage yield on |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| interest-earning |  |  |  |  |  |  |  |  |
| assets and the |  |  |  |  |  |  |  |  |
| weighted |  |  |  |  |  |  |  |  |

average costs of interest-bearing liabilities.
(4) Net interest
margin
represents net interest income as a percentage of average interest-earning assets.

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Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)

The following table sets forth the distribution of the Company $s$ average assets, liabilities and stockholders equity, and average rates earned or paid on a fully taxable equivalent basis for each of the nine-month periods indicated.

|  |  | Nine Months Ended |  |  |  |  |  |  |
| :---: | :---: | :--- | :---: | :---: | :--- | :---: | :---: | :---: |
|  | September 30, 2006 |  |  | September 30, 2005 |  |  |  |  |
|  | Interest | Rate |  | Interest | Rate |  |  |  |
| Average | Income/ | Earned/ | Average | Income/ | Earned/ |  |  |  |
| Balance | Expense(1) | Paid | Balance | Expense(1) | Paid |  |  |  |
|  |  |  |  | (dollars in thousands) |  |  |  |  |

Assets
Interest-earning assets:
Loans (2)
Securities
available-for-sale
Taxable
Tax-exempt (1)
Securities
held-to-maturity
Taxable
Temporary funds
Interest bearing deposits
in other banks
Total interest earning assets
Non interest-earning
$\$ 1,525,046 \quad \$ \quad 59,461 \quad 5.21 \% \quad \$ 1,555,170 \quad \$ \quad 54,023 \quad 4.64 \%$
assets
Allowance for loan losses
122,442
$(9,527)$
\$ 1,637,961
\$ 1,664, 190

Liabilities and
Stockholders Equity
Interest bearing deposits:
NOW account
Savings account
Money market accounts
Time deposits
Total interest-bearing deposits

| $\$ 209,775$ | $\$$ | 2,905 | $1.85 \%$ | $\$$ | 249,481 | $\$$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 79,195 | 521 | $0.88 \%$ | 2,445 | $1.31 \%$ |  |  |
| 323,155 | 6,849 | $2.83 \%$ |  | 385,003 |  | 5,367 |
| 342,384 | 11,069 | $4.32 \%$ | 261,852 |  | 6,169 | $1.86 \%$ |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 954,509 | 21,344 | $2.99 \%$ | 973,476 | 14,199 | $1.95 \%$ |  |
| 70,004 | 1,995 | $3.81 \%$ | 36,441 | 455 | $1.67 \%$ |  |


| Securities sold under |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Agreements to repurchase |  |  |  |  |  |  |  |  |
| Other borrowed funds and |  |  |  |  |  |  |  |  |
| Subordinated debentures | 206,535 |  | 8,347 | 5.40\% | 250,339 |  | 8,691 | 4.64\% |
| Total interest-bearing |  |  |  |  |  |  |  |  |
| liabilities | 1,231,048 |  | 31,686 | 3.44\% | 1,260,256 |  | 23,345 | 2.48\% |
| Non interest-bearing |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Demand deposits | 283,089 |  |  |  | 282,653 |  |  |  |
| Other liabilities | 19,373 |  |  |  | 16,409 |  |  |  |
| Total liabilities | 1,533,510 |  |  |  | 1,559,318 |  |  |  |
| Stockholders equity | 104,451 |  |  |  | 104,872 |  |  |  |
| Total liabilities \& stockholders equity | \$ 1,637,961 |  |  |  | \$ 1,664,190 |  |  |  |
| Net interest income |  | \$ | 27,775 |  |  | \$ | 30,678 |  |
| Net interest spread (3) |  |  |  | 1.77\% |  |  |  | 2.16\% |
| Net interest margin (4) |  |  |  | 2.43\% |  |  |  | 2.63\% |
| (1) On a fully |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| taxable |  |  |  |  |  |  |  |  |
| equivalent basis |  |  |  |  |  |  |  |  |
| calculated using |  |  |  |  |  |  |  |  |
| a tax rate of |  |  |  |  |  |  |  |  |
| $34 \%$. |  |  |  |  |  |  |  |  |
| (2) Nonaccrual |  |  |  |  |  |  |  |  |
| loans are |  |  |  |  |  |  |  |  |
| included in |  |  |  |  |  |  |  |  |
| average |  |  |  |  |  |  |  |  |
| amounts |  |  |  |  |  |  |  |  |
| outstanding. |  |  |  |  |  |  |  |  |
| (3) Interest rate |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| represents the |  |  |  |  |  |  |  |  |
| difference |  |  |  |  |  |  |  |  |
| between the |  |  |  |  |  |  |  |  |
| weighted |  |  |  |  |  |  |  |  |
| average yield on |  |  |  |  |  |  |  |  |
| interest-earning |  |  |  |  |  |  |  |  |
| assets and the |  |  |  |  |  |  |  |  |
| weighted |  |  |  |  |  |  |  |  |
| average costs of |  |  |  |  |  |  |  |  |
| interest-bearing |  |  |  |  |  |  |  |  |

liabilities.
(4) Net interest margin represents net interest income as a percentage of average interest-earning assets.

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Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)

The following table presents certain information on a fully-tax equivalent basis regarding changes in the Company s interest income and interest expense for the periods indicated. For each category of interest-earning assets and interest-bearing liabilities, information is provided with respect to changes attributable to changes in rate and changes in volume.

| Three Months Ended September 30, | Nine Months Ended September 30, |
| :---: | :---: |
| 2006 | 2006 |
| Compared with | Compared with |
| Three Months Ended September 30, | Nine Months Ended September 30, |
| 2005 | 2005 |
| Increase/(Decrease) | Increase/(Decrease) |
| Due to Change in | Due to Change in |

Income Increase
Rate (Decrease) (dollars in thousands)

Interest Income:

|  | $\$ 1,350$ | $\$ 1,325$ | 2,675 | $\$ 4,815$ | $\$ 3,422$ | 8,237 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Loans |  |  |  |  |  |  |  |
| Securities available-for-sale |  |  |  |  |  |  |  |
| Taxable | $(842)$ | 335 | $(507)$ | $(1,971)$ | 344 | $(1,627)$ |  |
| Tax-Exempt | 2 | 0 | 2 | 12 | 0 | 12 |  |
| Securities held-to-maturity | $(242)$ | $(34)$ | $(276)$ | $(1,114)$ | $(178)$ | $(1,292)$ |  |
| Taxable | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Tax-Exempt | 352 | 3 | 355 | $(194)$ | 297 | 103 |  |
| Temporary funds |  |  | 0 | 2 | 2 | 3 | 5 |
| Interest Bearing Deposits In <br> other banks | 2 |  |  |  |  |  |  |
| Total interest income | 622 | 1,629 | 2,251 | 1,550 | 3,888 | 5,438 |  |

Interest expense:
Deposits:
NOW accounts
Savings accounts
Money market accounts
Time deposits

Total interest-bearing deposits
Securities sold under agreements to repurchase

Other borrowed funds and Long term debt

$$
(1,619)
$$

$$
567
$$

$$
\begin{array}{lll}
(1,052) & (1,650) & 1,306
\end{array}
$$(344)Total interest expenseChange in net interest inc(456)

1,078
$(1,482)$
(404)

1,735
$(4,638)$
$(2,903)$
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Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)
$\xrightarrow{\text { Provision for Loan }}$
Losses
For the three-month period ended September 30, 2006, the loan loss provision was $\$ 225$ thousand compared to a provision of $\$ 150$ thousand for the same period last year. For the nine-month period ended September 30, 2006 the loan loss provision was $\$ 600$ thousand compared to a provision of $\$ 450$ thousand for the same period last year. The Company s loan loss allowance as a percentage of total loans outstanding has remained relatively stable at $1.35 \%$ at December 31, 2005 versus $1.36 \%$ at September 30, 2006. The coverage ratio remained stable mainly as a result of relative stability in the loan portfolio.

## Non-Interest Income and Expense

Other operating income for the quarter ended September 30, 2006 and 2005 was $\$ 2.7$ million. The changes within the category, even while the line item did not change materially, were mainly attributable to a decrease in the growth of cash surrender values by $\$ 203$ thousand and decreases in brokerage commissions by $\$ 64$ thousand. This was somewhat offset by service charges on deposit accounts increased by $\$ 266$ thousand. Service charges on deposit accounts increased mainly because of an increase in overdraft fees. The decrease in growth of cash surrender values was mainly attributable to lower returns on life insurance policies. The decrease in brokerage commissions was primarily the result of decreased transaction volume. The decrease in lockbox fees was mainly attributable to competitive pricing pressures.

Other operating income for the nine month period ended September 30, 2006 was $\$ 8.6$ million compared to $\$ 8.3$ million for the same period last year. The increase was mainly attributable to a pre-tax gain of $\$ 600$ thousand from the sale of rights to future royalty payments for a portion of the Company s Merchant Credit Card customer base. Also, growth in cash surrender values decreased by $\$ 518$ thousand, service charges on deposit accounts increased by $\$ 519$ thousand, brokerage commissions decreased by $\$ 278$ thousand and lockbox fees decreased by $\$ 44$ thousand. Service charges on deposit accounts increased mainly because of an increase in overdraft fees.

During the quarter ended September 30, 2006, operating expenses decreased by $\$ 11$ thousand or $0.11 \%$ to $\$ 10.1$ million, from the same period last year. Operating expenses for the nine month period ended September 30, 2006 increased by $\$ 129$ thousand or $0.4 \%$ to $\$ 30.3$ from the same period last year. Operating expenses for the quarter and year-to-date remained relatively stable compared to the same period last year. The changes in operating expenses for the nine month period was mainly attributable to a decrease of $\$ 26$ thousand in salaries and employee benefits, $\$ 183$ thousand increase in occupancy expense, a $\$ 76$ thousand increase in equipment expense and $\$ 104$ thousand decrease in other expenses. Salaries and employee benefits decreased mainly as a result a decrease in staffing offset somewhat by an increase in salaries, pension expense and health insurance costs. Occupancy expense increased mainly because of increased utility costs somewhat offset by decreases in building maintenance costs. Equipment expense increased mainly as a result of increased depreciation costs. Other expenses decreased
mainly as a result of decreases in consulting costs, offset somewhat by increases in contributions and audit and exam fees.

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Management s Discussion and Analysis of Financial Condition and Results of Operation (con t.)
Income Taxes

## Item 3

## Item 4

## Controls and Procedures

The Company s management, with participation of the Company s principal executive and financial officers, have evaluated its disclosure controls and procedures as of the end of the period covered by this quarterly report. Based on this evaluation, the Company $s$ management, with participation of its principal executive and financial officers, have concluded that the Company s disclosure controls and procedures effectively ensure that information required to be disclosed in the Company s filings and submissions with the Securities and Exchange Commission under the Exchange Act is accumulated and reported to Company management (including the principal executive officers and the principal financial officer) as appropriate to allow timely decisions regarding required

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disclosure and is recorded, processed, summarized and reported within the time periods specified by the Securities and Exchange Commission. In addition, the Company has evaluated its internal control over financial reporting and during the third quarter of 2006 there has been no change in its internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company s internal control over financial reporting.

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## Part II Other Information

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Legal proceedings At the present time, the Company is not engaged in any legal proceedings which, if adversely determined to the Company, would have a material adverse impact on the Company s financial condition or results of operations. From time to time, the Company is party to routine legal proceedings within the normal course of business. Such routine legal proceedings, in the aggregate, are believed by management to be immaterial to the Company s financial condition and results of operation.
Risk Factors Please read Risk Factors in the Company s Annual Report on Form 10-K for the fiscal year ended December 31, 2005. These risks are not the only ones facing the Company. Additional risks and uncertainties not currently known to the Company or that the Company currently deems to be immaterial also may materially adversely effect the Company s business, financial condition and operating results.
Unregistered Sales of Equity Securities and Use of Proceeds None
Defaults Upon Senior Securities None
Submission of Matters to a Vote of Security Holders None
Other Information None
Exhibits
31.1 Certification of Co-President and Co-Chief Executive Officer of the Company Pursuant to Securities Exchange Act Rules 13a-14 and 15d-14.
31.2 Certification of Co-President and Co-Chief Executive Officer of the Company Pursuant to Securities Exchange Act Rules 13a-14 and 15d-14.
31.3 Certification of Chief Financial Officer of the Company Pursuant to Securities Exchange Act Rules 13a-14 and 15d-14.
32.1 Certification of Co-President and Co-Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2 Certification of Co-President and Co-Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.3 Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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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.

Date: November 8, 2006
/s/ Barry R. Sloane
Barry R. Sloane
Co-President \& Co-Chief Executive Officer
/s/ Paul V. Cusick, Jr.
Paul V. Cusick, Jr.
Vice President and Treasurer (Principal Accounting Officer)

## Century Bancorp, Inc

/s/ Jonathan G. Sloane

Jonathan G. Sloane<br>Co-President \& Co-Chief Executive<br>Officer

