FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTER ENDED MARCH 31, 2000 COMMISSION FILE NO. 2-80070

CASS COMMERCIAL CORPORATION
INCORPORATED UNDER THE LAWS OF MISSOURI
I.R.S. EMPLOYER IDENTIFICATION NO. 43-1265338

13001 HOLLENBERG DRIVE, BRIDGETON, MISSOURI 63044
TELEPHONE: (314) 506-5500

Indicate by check mark whether the registrant has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months, and has been subject to such filing requirements for the past 90 days.


The number of shares outstanding of registrant's only class of stock as of May 5, 2000: Common stock, par value $\$ .50$ per share - 3,500,937 shares outstanding.

This document constitutes part of a prospectus covering securities that have been registered under the Securities Act of 1933.

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (Unaudited)
(Dollars in Thousands except Per Share Data)

|  | $\begin{gathered} \text { MARCH } 31 \\ 2000 \end{gathered}$ | $\begin{gathered} \text { DECEMBER 31 } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and due from banks | \$ 28,174 | \$ 18,497 |
| Federal funds sold and other short-term investments | 56,624 | 105,720 |
| Cash and cash equivalents | 84,798 | 124,217 |
| Investment in debt and equity securities: |  |  |
| Held-to-maturity, fair value of \$22,353 and $\$ 25,381$ at March 31, 2000 |  |  |
| and December 31, 1999, respectively | 22,550 | 25,554 |
| Available-for-sale, at fair value | 71,755 | 57,442 |
| Total investment in debt and equity securities | 94,305 | 82,996 |
| Loans | 320,378 | 278,343 |
| Less: Allowance for loan losses | 4,409 | 4,282 |
| Loans, net | 315,969 | 274,061 |
| Premises and equipment, net | 9,306 | 9,181 |
| Accrued interest receivable | 2,972 | 2,764 |
| Other assets | 7,554 | 7,626 |
| Total assets | \$514,904 | \$500, 845 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Liabilities:

- -------

Noninterest-bearing
Interest-bearing

| $\$ 80,703$ | $\$ 91,672$ |
| ---: | ---: |
| 91,228 | 97,064 |
| ---------- |  |
| 171,931 | $---78,736$ |
| 282,250 | 249,894 |
| 200 | 208 |
| 6,610 | 5,444 |
| ----- | .---- |
| 460,991 | 444,282 |
| ------ | ..----- |

## Shareholders' Equity:

Preferred stock, par value $\$ .50$ per share; 2,000,000
shares authorized and no shares issued
Common stock, par value $\$ .50$ per share;
20,000,000 shares authorized and
4,000,000 shares issued
Surplus
Retained earnings
Accumulated other comprehensive loss
Common shares in treasury, at cost (456,763 shares at
March 31, 2000 and 277,149 shares at December 31, 1999)
Unamortized stock bonus awards

| 2,000 | 2,000 |
| ---: | ---: |
| 5,064 | 5,087 |
| 55,941 | 54,814 |
| $(569)$ | $(417)$ |
| $(8,391)$ | $(4,770)$ |
| $(132)$ | $(151)$ |
| -------- |  |
| 53,913 | 56,563 |
| ------ | ------ |
| $\$ 514,904$ | $\$ 500,845$ |
| $=======$ | $=======$ |

See accompanying notes to consolidated financial statements.

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME (Unaudited)
(Dollars in Thousands except Per Share Data)

|  | THREE MONTHS ENDED MARCH 31 |  |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| INTEREST INCOME: |  |  |
| Interest and fees on loans | \$ 6,157 | \$4,332 |
| Interest and dividends on debt and equity securities: Taxable | 1,371 | 1,177 |
| Exempt from federal income taxes | 15 | 16 |
| Interest on federal funds sold and other short-term investments | 862 | 1,655 |
| Total interest income | 8,405 | 7,180 |
| INTEREST EXPENSE: |  |  |
| Interest on deposits | 954 | 1,039 |
| Interest on short-term borrowings | 2 | 2 |
| Total interest expense | 956 | 1,041 |
| Net interest income | 7,449 | 6,139 |
| Provision for loan losses | 100 | -- |
| Net interest income after provision for loan losses | 7,349 | 6,139 |
| NONINTEREST INCOME: |  |  |
| Freight and utility payment and processing revenue | 5,336 | 5,177 |
| Bank service fees | 334 | 230 |
| Other | 85 | 102 |
| Total noninterest income | 5,755 | 5,509 |
| NONINTEREST EXPENSE: |  |  |
| Salaries and employee benefits | 7,050 | 6,268 |
| Occupancy expense | 434 | 424 |
| Equipment expense | 752 | 647 |
| Other | 1,943 | 1,953 |
| Total noninterest expense | 10,179 | 9,292 |
| Income before income tax expense | 2,925 | 2,356 |
| Income tax expense | 1,069 | 837 |
| Net income | \$ 1,856 | \$1,519 |
| Earnings per share: |  |  |
| Basic | \$. 51 | \$. 39 |
| Diluted | \$. 50 | \$. 39 |
| Weighted average shares outstanding: |  |  |
| Basic | 3,643,604 | 3,869,443 |
| Effect of stock options and awards | 45,361 | 55,852 |
| Diluted | 3,688,965 | 3,925,295 |

See accompanying notes to consolidated financial statements.

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
(Dollars in Thousands)

CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net cash provided
by operating activities:
Depreciation and amortization
Provision for loan losses
Amortization of stock bonus awards
Increase in accrued interest receivable
Increase (decrease) in deferred income
Increase in income tax liability
Other operating activities, net
Net cash provided by operating activities


CASH FLOWS FROM INVESTING ACTIVITIES:
Proceeds from maturities of debt and equity securities: Held-to-maturity

2,950
7,470 Available-for-sale
Purchase of debt and equity securities: Held-to-maturity Available-for-sale
Net increase in loans
Purchases of premises and equipment, net
Net cash provided (used) in investing activities

CASH FLOWS FROM FINANCING ACTIVITIES:
Net decrease in noninterest-bearing demand deposits
Net decrease in interest-bearing demand and savings deposits
Net increase (decrease) in time deposits
Net increase (decrease) in accounts and drafts payable
Net decrease in short-term borrowings
Cash proceeds from exercise of stock options
Cash dividends paid
Purchase of common shares for treasury
Net cash provided by (used in) financing activities
Net decrease in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

Supplemental information:
Cash paid for interest

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)
Note 1 - Basis of Presentation
The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the period ended March 31, 2000 are not necessarily indicative of the results that may be expected for the year ending December 31, 2000. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 1999.

## Note 2 - Impact of New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133) which establishes standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. It requires an entity to recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. In June 1999, the FASB issued Statement of Financial Accounting Standards No. 137, Accounting for Derivative Instruments and Hedging Activities - Deferral of the Effective Date of FASB No. 133, an amendment of FASB Statement No. 133, which defers the effective date of SFAS 133 from fiscal years beginning after June 15, 1999 to fiscal years beginning after June 15, 2000. Earlier application of SFAS 133, as amended, is encouraged but should not be applied retroactively to financial statements of prior periods. The Company is currently evaluating the requirements and impact of SFAS 133, as amended.

Note 3 - Loans by Type
(DOLLARS IN THOUSANDS) MARCH 31, 2000 DECEMBER 31, 1999

| Commercial and industrial | \$120,121 | \$106, 444 |
| :---: | :---: | :---: |
| Real estate: |  |  |
| Mortgage | 96,051 | 86,171 |
| Mortgage - Churches \& Related | 52,836 | 43,311 |
| Construction | 16,136 | 6,987 |
| Construction - Churches \& Related | 22,857 | 22,646 |
| Industrial revenue bonds | 7,202 | 7,265 |
| Installment | 2,553 | 1,541 |
| Other | 2,622 | 3,978 |
| Total loans | \$320, 378 | \$278,343 |

## Note 4 - Stock Repurchase Program

On December 21, 1999 the Board of Directors authorized a stock repurchase program that would allow the repurchase of up to 200,000 shares of its common stock through December 31, 2000. On March 21, 2000 the Board of Directors authorized a 100,000 increase in the number of shares that can be purchased under the program. As of March 31, 2000, 190, 210 shares were repurchased under the program. Repurchases can be made in the open market or through negotiated transactions from time to time depending on market conditions. The stock, if repurchased, will be held as treasury stock to be used for general corporate purposes.

For the three-month periods ended March 31, 2000 and 1999, unrealized losses on debt and equity securities available-for-sale is the Company's only other comprehensive income component. Comprehensive income for the periods ended March 31, 2000 and 1999 is summarized as follows:

|  | THREE MONTHS ENDED MARCH 31 |  |
| :---: | :---: | :---: |
| (IN THOUSANDS) | 2000 | 1999 |
| Net Income | \$1,856 | \$1,519 |
| Other comprehensive income: |  |  |
| Net unrealized loss on debt and equity securities available-for-sale, net of tax | (152) | (155) |
| Total comprehensive income | \$1,704 | \$1,364 |

## Note 6 - Industry Segment Information

The services provided by the Company are classified into two industry segments: Banking Services and Information Services. Total net revenue is comprised of total interest income and total noninterest income, less provision for loan losses. There have been no material changes in assets, changes in the basis of segmentation or changes in the basis of measurement of segment profits from the amounts disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 1999.

Summarized information about the Company's operations in each industry segment for the periods ended March 31, 2000 and 1999, is as follows:

THREE MONTHS ENDED MARCH 31

| (IN THOUSANDS) | 2000 | 1999 |
| :---: | :---: | :---: |
| Total Net Revenue: |  |  |
| Information Services | \$ 9,835 | \$ 8,907 |
| Banking Services | 4,484 | 3,856 |
| Eliminations | (259) | (74) |
| Total | \$14, 060 | \$12,689 |
| Income (Loss) Before Income Tax: |  |  |
| Information Services | \$ 1,569 | \$ 1,277 |
| Banking Services | 1,392 | 1,100 |
| Corporate Items | (36) | (21) |
| Total | \$ 2,925 | \$ 2,356 |


| Income Tax Expense (Benefit): |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Information Services | $\$$ | 563 | $\$$ | 438 |
| Banking Services |  | 518 |  | 406 |
| Corporate Items | $(12)$ | $(7)$ |  |  |


| Total | \$ 1, 069 | \$ | 837 |
| :---: | :---: | :---: | :---: |
| Net Income (Loss) : |  |  |  |
| Information Services | \$ 1,006 | \$ | 839 |
| Banking Services | 874 |  | 694 |
| Corporate Items | (24) |  | (14) |
| Total | \$ 1, 856 | \$ | 519 |

Certain amounts in the 1999 consolidated financial statements have been reclassified to conform with the 2000 presentation. Such reclassifications have no effect on previously reported net income.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Cass Commercial Corporation (the "Company") operates in two primary business segments through two wholly owned subsidiaries, Cass Commercial Bank ("Cass Bank"), a commercial bank, and Cass Information Systems, Inc. ("CIS"), a payment processing company. Cass Bank provides specialized banking services to privately held businesses located primarily in the St. Louis, Missouri metropolitan area and church and church-related entities located in the St. Louis metropolitan area and selected cities throughout the United States. CIS is a payment processing and information services company, whose operations include the processing and payment of freight and utility charges, preparation of transportation management reports, auditing of freight charges, rating of freight shipments and other payment related activities for customers located throughout the United States.

The following paragraphs more fully discuss the results of operations and changes in financial condition for the three-month period ended March 31, 2000 (the "First Quarter of 2000") compared to the three-month period ended March 31, 1999 (the "First Quarter of 1999"). Most information is provided on a consolidated basis for the Company, Cass Bank and CIS, with expanded disclosures for the specific effects CIS's operations have on particular account captions.

The following discussion and analysis should be read in conjunction with the consolidated financial statements and related notes and with the statistical information and financial data appearing in this report as well as the Company's 1999 Annual Report on Form 10-K. Results of operations for the First Quarter of 2000 are not necessarily indicative of the results to be attained for any other period.

## RESULTS OF OPERATIONS

## NET INCOME

The Company had net income of $\$ 1,856,000$ for the First Quarter of 2000, a $\$ 337,000$ or $22.2 \%$ increase compared to net income of $\$ 1,519,000$ for the First Quarter of 1999. Diluted earnings per share was $\$ .50$ for the First Quarter of 2000, a $28.2 \%$ increase compared to $\$ .39$ for the First Quarter of 1999. The increase in net income was primarily a result of strong loan demand, combined with increases in service fees and a general increase in the level of interest rates. Return on average assets for the First Quarter of 2000 was $1.50 \%$ compared to $1.28 \%$ for the First Quarter of 1999. Return on average equity for the First Quarter of 2000 was $13.35 \%$ compared to $10.55 \%$ for the First Quarter of 1999.

## NET INTEREST INCOME

The Company's tax-equivalent net interest income increased 21.0\% or $\$ 1,300,000$ from $\$ 6,188,000$ in the First Quarter of 1999 to $\$ 7,488,000$ in the First Quarter of 2000. The average tax-equivalent yield on earning assets increased from 6.59\% in the First Quarter of 1999 to $7.44 \%$ in the First Quarter of 2000. The average rate paid on interest-bearing liabilities increased from 3.85\% in the First Quarter of 1999 to $3.90 \%$ in the First Quarter of 2000. The interest spread increased from 2.74\% in the First Quarter of 1999 to $3.54 \%$ in the First Quarter of 2000. The net interest margin increased from 5.64\% in the First Quarter of 1999 to $6.60 \%$ in the First Quarter of 2000.

The average balance of loans increased \$80,790,000 from \$224,060,000 to $\$ 304,850,000$, investment in debt and equity securities increased $\$ 10,192,000$ from \$79,785,000 to \$89,977,000, and federal funds sold and other short-term investments decreased $\$ 79,241,000$ from $\$ 140,754,000$ to $\$ 61,513,000$ from the First Quarter of 1999 to the First Quarter of 2000. The average balance of noninterest bearing demand deposit accounts increased \$11,031,000 from $\$ 71,824,000$ to $\$ 82,855,000$, accounts and drafts payable increased $\$ 20,263,000$ from $\$ 234,430,000$ to $\$ 254,693,000$, and interest bearing liabilities decreased \$11,176,000 from \$109,697,000 to \$98,521,000 from the First Quarter of 1999 to the First Quarter of 2000.

The increases experienced during the First Quarter in net interest margin and interest spread were caused primarily by the shift in earning assets from lower-yielding investments into higher-yielding loans. Loans increased significantly due to strong loan demand for both commercial loans and church and church-related loans. Increases in the general level of interest rates, specifically, the federal fund, short term government, and prime rates also contributed to these increases. The Company is positively affected by increases in the level of interest rates due to the fact that its rate sensitive assets significantly exceed its rate sensitive liabilities. Conversely, the Company is adversely affected by decreases in the level of interest rates. This is primarily due to the noninterest-bearing liabilities generated by CIS in the form of accounts and drafts payable. The significant balances of the Company's noninterest-bearing liabilities cause the net interest margin to be a more meaningful figure than the interest spread in explaining the influence of interest rates and balances on the results of operations.

Net interest income also increased due to the increase in earning assets that were funded primarily by increases in accounts and drafts payable generated by CIS. The increases experienced during the First Quarter in accounts and drafts payable were attributable mainly to an increase in the dollar value of items processed at CIS. Increases in noninterest bearing demand deposits were attributable mainly to the addition of new business at Cass Bank. The decreases in interest-bearing deposits were caused mainly by the transfer of balances by several large customers from bank deposits into investment products. Please refer to the following tables for more information regarding the affect of interest rates and account balances on the Company's net interest income.
distribution of Assets, LiAbilities And stockholders' equity; interest rate AND INTEREST DIFFERENTIAL

The following table shows the condensed average balance sheets for each of the periods reported, the interest income and expense on each category of interest-earning assets and interest-bearing liabilities, and the average yield on such categories of interest-earning assets and the average rates paid on such categories of interest-bearing liabilities for each of the periods reported.

|  | FIRST QUARTER 2000 |  |  | FIRST QUARTER 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | INTEREST |  |  | INTEREST |  |  |
|  | AVERAGE | INCOME/ | YIELD/ | AVERAGE | INCOME/ | YIELD/ |
| (DOLLARS IN THOUSANDS) | BALANCE | EXPENSE | RATE | BALANCE | EXPENSE | RATE |
| ASSETS |  |  |  |  |  |  |
| Earning assets: |  |  |  |  |  |  |
| Loans : |  |  |  |  |  |  |
| Taxable | \$297, 627 | \$6,058 | 8.19\% | \$218, 132 | \$4,252 | 7.91\% |
| Tax-exempt | 7,223 | 133 | 7.41 | 5,928 | 121 | 8.28 |
| Debt and equity securities : |  |  |  |  |  |  |
| Taxable | 88,748 | 1,371 | 6.21 | 78,516 | 1,177 | 6.08 |
| Tax-exempt | 1,229 | 20 | 6.55 | 1,269 | 24 | 7.67 |
| Federal funds sold and other short-term investments | 61,513 | 862 | 5.64 | 140,754 | 1,655 | 4.77 |
| Total earning assets | 456,340 | 8,444 | 7.44 | 444,599 | 7,229 | 6.59 |
| Nonearning assets: |  |  |  |  |  |  |
| Cash and due from banks | 26,896 |  |  | 20,808 |  |  |
| Premises and equipment, net | 9,440 |  |  | 9,217 |  |  |
| Other assets | 9,515 |  |  | 9,946 |  |  |
| Allowance for loan losses | $(4,325)$ |  |  | $(4,432)$ |  |  |
| Total assets | \$497, 866 |  |  | \$480, 138 |  |  |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Interest-bearing demand |  |  |  |  |  |  |  |  |
| Savings deposits | 48,387 |  | 496 | 4.12 | 63,982 |  | 633 | 4.01 |
| Time deposits of |  |  |  |  |  |  |  |  |
| \$100,000 or more | 2,622 |  | 32 | 4.91 | 3,646 |  | 47 | 5.23 |
| Other time deposits | 3,826 |  | 43 | 4.52 | 4,362 |  | 51 | 4.74 |
| Total interest-bearing deposits | 98,321 |  | 954 | 3.90 | 109,413 |  | 1,039 | 3.85 |
| Short-term borrowings | 200 |  | 2 | 4.02 | 284 |  | 2 | 2.86 |
| Total interest-bearing |  |  |  |  |  |  |  |  |
| liabilities | 98,521 |  | 956 | 3.90 | 109,697 |  | 1,041 | 3.85 |
| Noninterest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Demand deposits | 82,855 |  |  |  | 71,824 |  |  |  |
| Accounts and drafts payable | 254,693 |  |  |  | 234,430 |  |  |  |
| Other liabilities | 5,877 |  |  |  | 5,775 |  |  |  |
| Total liabilities | 441,946 |  |  |  | 421, 726 |  |  |  |
| Shareholders' equity | 55,920 |  |  |  | 58,412 |  |  |  |
| Total liabilities and |  |  |  |  |  |  |  |  |
| shareholders equity | \$497, 866 |  |  |  | \$480, 138 |  |  |  |
| Net interest income |  |  | 488 |  |  |  | , 188 |  |
| Interest spread |  |  |  | 3.54\% |  |  |  | 2.74\% |
| Net interest margin |  |  |  | 6.60\% |  |  |  | 5.64\% |

Balances shown are daily averages.

For purposes of these computations, nonaccrual loans are included in the average loan amounts outstanding. Interest on nonaccrual loans is recorded when received as discussed further in Note 1 to the Company's 1999 Consolidated Financial Statements, incorporated by reference herein.
Interest income on loans includes net loan fees of $\$ 12,000$ and $\$ 7,000$ for the First Quarter of 2000 and 1999, respectively.
Interest income is presented on a tax-equivalent basis assuming a tax rate of $34 \%$. The tax-equivalent adjustment was approximately $\$ 39,000$ and $\$ 49,000$ for the First Quarter of 2000 and 1999, respectively.
For purposes of these computations, yields on investment securities are computed as interest income divided by the average amortized cost of the investments.

## ANALYSIS OF NET INTEREST INCOME CHANGES

The following table presents the changes in interest income and expense between periods due to changes in volume and interest rates. That portion of the change in interest attributable to the combined rate/volume variance has been allocated to rate and volume changes in proportion to the absolute dollar amounts of the change in each.

|  | 2000 OVER 1999 |  |  |
| :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | VOLUME | RATE | TOTAL |
| Increase (decrease) in interest income: |  |  |  |
|  |  |  |  |
| Taxable | \$ 1,645 | \$161 | \$1,806 |
| Tax-exempt | 25 | (13) | 12 |
| Debt and equity securities: |  |  |  |
| Taxable | 166 | 28 | 194 |
| Tax-exempt | (1) | (3) | (4) |
| Federal funds sold and other short-term investments | $(1,059)$ | 266 | (793) |
| Total interest income | 776 | 439 | 1,215 |
| Interest expense on: |  |  |  |
| Interest-bearing demand deposits | 54 | 21 | 75 |
| Savings deposits | (155) | 18 | (137) |
| Time deposits of \$100,000 or more | (12) | (3) | (15) |
| Other time deposits | (6) | (2) | (8) |
| Short-term borrowings | (1) | 1 | -- |
| Total interest expense | (120) | 35 | (85) |
| Net interest income | \$ 896 | \$404 | \$1,300 |

The change in interest due to both volume and rate has been allocated proportionately.
Average balances include nonaccrual loans.
Interest income includes net loan fees.
Interest income is presented on a tax-equivalent basis assuming a tax rate of $34 \%$ for the First Quarter of 2000 and 1999.

## ALLOWANCE AND PROVISION FOR LOAN LOSSES

A significant determinant of the Company's operating results is the provision for loan losses and the level of loans charged off. There was a $\$ 100,000$ provision made for loan losses during the First Quarter of 2000, due to the loan growth experienced and there was no provision made during the First Quarter of 1999. Net loan recoveries for the First Quarter of 2000 were \$27,000 compared to \$10,000 for the First Quarter of 1999.

The allowance for loan losses at March 31, 2000 was $\$ 4,409,000$ and at December 31, 1999 was \$4,282,000. The allowance for loan losses at March 31, 2000 represented $1.38 \%$ of total loans outstanding compared to $1.54 \%$ at December 31, 1999.

The ratio of allowance for loan losses as of March 31 to average loans outstanding during the First Quarter was $1.45 \%$ in 2000 compared to $1.98 \%$ in 1999. The ratio of nonperforming loans as of March 31 to average loans during the First Quarter was . $06 \%$ in 2000 compared to $.29 \%$ in 1999.

At March 31, 2000, impaired loans totaled \$178,000 which includes $\$ 167,000$ of nonaccrual loans. The allowance for loan losses on impaired loans was $\$ 172,000$ at March 31, 2000. The average balance of impaired loans during the First Quarter of 2000 and the First Quarter of 1999 was \$179,000 and \$693,000, respectively.

Factors which influence management's determination of the adequacy of the allowance for loan losses, among other things, include: evaluation of each nonperforming and/or classified loan to determine the estimated loss exposure under existing circumstances known to management; evaluation of all potential problem loans identified in light of loss exposure based upon existing circumstances known to management; analysis of the loan portfolio with regard to future loss exposure on loans to specific customers and/or industries; current economic conditions; and, an overall review of the loan portfolio in light of past loan loss experience. In management's judgment, the allowance for loan losses is considered adequate to absorb losses in the loan portfolio.

## SUMMARY OF ASSET QUALITY

The following table presents information as of and for the three-month periods ended March 31, 2000 and 1999 pertaining to the Company's provision for loan losses and analysis of the allowance for loan losses.

|  | THREE MONTHS ENDEDMARCH 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | 2000 |  | 1999 |  |
| Allowance at beginning of period | \$ | 4,282 | \$ | 4,428 |
| Provision charged to expense |  | 100 |  | -- |
| Loans charged off |  | -- |  | -- |
| Recoveries on loans previously charged off |  | 27 |  | 10 |
| Net loan recoveries |  | 27 |  | 10 |
| Allowance at end of period | \$ | 4,409 | \$ | 4,438 |
| Loans outstanding: |  |  |  |  |
| Average | \$304, 850 |  | \$224, 059 |  |
| March 31 | 320,378 |  | 231,489 |  |
| Ratio of allowance for loan losses to loans outstanding: |  |  |  |  |
| Average |  | 1.45\% |  | 1.98\% |
| March 31 |  | 1.38\% |  | 1.92\% |
| Nonperforming loans: |  |  |  |  |
| Nonaccrual loans | \$ | 167 | \$ | 503139 |
| Loans past due 90 days or more | + 6 |  |  |  |
| Total | \$ | 173 | \$ | 642 |
| Nonperforming loans as a percent of average loans |  | . $06 \%$ |  | . $29 \%$ |

## NONINTEREST INCOME

Noninterest income is principally derived from service fees generated by CIS. Total noninterest income for the First Quarter of 2000 was $\$ 5,755,000$, a $\$ 246,000$ or $4.5 \%$ increase compared to the First Quarter of 1999. CIS payment and processing revenue for the First Quarter of 2000 was $\$ 5,336,000$, a $\$ 159,000$ or $3.1 \%$ increase compared to the First Quarter of 1999. Several factors influenced this increase. First, fees relating to the processing and payment of utility invoices increased significantly due to an increase in the number of customers serviced. Second, fees relating to the processing and payment of freight invoices increased primarily due to increased activity with existing customers, but was largely offset by non-recurring fees experienced during the First Quarter of 1999 and continued anticipated decreases relating to some freight payment services that were part of a prior acquisition. Freight rating services revenue also decreased due to a change in the strategic direction from selling rating software to a new Internet-based delivery system of carrier rates to the shipping community that is being developed and will offer an expanded level of features and capabilities.

Bank service charges for the First Quarter of 2000 were \$334,000, a $\$ 104,000$ or $45.2 \%$ increase compared to the First Quarter of 1999. This increase was attributable to increases in the number of customer relationships developed by the Bank.

Total noninterest expense for the First Quarter of 2000 was $\$ 10,179,000$, a $\$ 887,000$ or $9.6 \%$ increase compared to the First Quarter of 1999.

Salaries and benefits expense for the First Quarter of 2000 was $\$ 7,050,000$, a $\$ 782,000$ or $12.5 \%$ increase compared to the First Quarter of 1999. This increase in expense was caused by annual pay increases and expenses related to an increased staff at CIS to support expanded utility operations.

Occupancy expense for the First Quarter of 2000 was $\$ 434,000$, a $\$ 10,000$ or $2.4 \%$ increase compared to the First Quarter of 1999. This increase was caused by increases in rental expense, which was partially offset by decreases in utility expense.

Equipment expense for the First Quarter of 2000 was \$752,000, an increase of $\$ 105,000$ or $16.2 \%$ compared to the First Quarter of 1999 . This increase was due primarily to increased investments in information technology.

Other noninterest expense for the First Quarter of 2000 was $\$ 1,943,000$, a decrease of $\$ 10,000$ or $.5 \%$ compared to the First Quarter of 1999. This decrease was primarily attributable to decreases in advertising and telecommunications expense, which was partially offset by increases in correspondent bank charges, postage and delivery expense and training and development expense.

## FINANCIAL CONDITION

Total assets at March 31, 2000 were $\$ 514,904,000$, an increase of $\$ 14,059,000$ or $2.8 \%$ from December 31, 1999. Loans, net of the allowance for loan losses, at March 31, 2000 were $\$ 315,969,000$, an increase of $\$ 41,908,000$ or $15.3 \%$ from December 31, 1999. Total investments in debt and equity securities at March 31, 2000 were $\$ 94,305,000$, a $\$ 11,309,000$ or $13.6 \%$ increase from December 31, 1999. Federal Funds sold and other short-term investments at March 31,2000 were $\$ 56,624,000$ a $\$ 49,096,000$ or $46.4 \%$ decrease from December 31, 1999.

Total deposits at March 31, 2000 were $\$ 171,931,000$, a $\$ 16,805,000$ or $8.9 \%$ decrease from December 31, 1999. Accounts and drafts payable were $\$ 282,250,000$, a $\$ 32,356,000$ or $13.0 \%$ increase from December 31, 1999. Total shareholders' equity at March 31, 2000 was $\$ 53,913,000$, a $\$ 2,650,000$ or $4.7 \%$ decrease from December 31, 1999.

The increase in loans is related to the successful expansion of the church and church-related ministries unit, along with increases in loans to privately held businesses from Cass Bank's ongoing marketing efforts. The decrease in federal funds sold and other short-term investments relates primarily to this increase in loans and also to the purchase of investment securities. The ending balances of accounts and drafts payable will fluctuate from period end to period end due to the payment processing cycle, which results in lower balances on days when checks clear and higher balances on days when checks are issued. For this reason, average balances are a more meaningful measure of accounts and drafts payable. The decrease in total shareholders' equity resulted from the purchase of treasury shares for $\$ 3,702,000$ (184,210 shares); dividends paid of $\$ 729,000$ (\$.20 per share); decrease in other comprehensive income of $\$ 152,000$ offset by net income of $\$ 1,856,000$; cash received from the exercise of stock options of $\$ 47,000$, a tax benefit of $\$ 11,000$ on stock options exercised and the amortization of the stock bonus plan of $\$ 19,000$.

## LIQUIDITY AND CAPITAL RESOURCES

Cash and cash equivalents, which consist of cash and due from banks, federal funds sold, and money market funds, were $\$ 84,798,000$ or $16.5 \%$ of total assets at March 31, 2000. These funds represent the Company's and its subsidiaries' primary source of liquidity to meet future expected and unexpected loan demand, depositor withdrawls or reductions in accounts and drafts payable.

Secondary sources of liquidity include the investment portfolio and borrowing lines. Total investment in debt and equity securities represented approximately $\$ 94,305,000$ or $18 \%$ of total assets at March 31, 2000. Of this
total, 51\% were U.S. treasury securities, 48\% were U.S. government agencies, and $1 \%$ were other securities. Of the total portfolio, $32 \%$ matures in one year, $59 \%$ matures in one to five years, and $9 \%$ matures in five or more years. Of the total portfolio, 76\% is designated available-for-sale and 24\% is designated held-to-maturity. The investment portfolio provides secondary liquidity through regularly scheduled maturities, the ability to sell securities out of the available-for-sale portfolio, and the ability to use these securities in conjunction with its reverse repurchase lines of credit.

Cass Bank has unsecured lines at correspondent banks to purchase federal funds up to a maximum of $\$ 19,820,000$. Additionally, Cass Bank has a line of credit at an unaffiliated financial institution in the maximum amount of $\$ 50,000,000$ collateralized by securities sold under repurchase agreements.

The deposits of the Company's banking subsidiary have historically been stable, consisting of a sizable volume of core deposits related to customers that utilize many other commercial products of the bank. The accounts and drafts payable generated by CIS has also historically been a stable source of funds.

The Company faces market risk to the extent that its net interest income and fair market value of equity are affected by changes in market interest rates. For information regarding the market risk of the Company's financial instruments, see Item 3. "QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK".

Risk-based capital guidelines require the Company to meet a minimum total capital ratio of $8.0 \%$ of which at least $4.0 \%$ must consist of Tier 1 capital. Tier 1 capital generally consists of (a) common shareholders' equity (excluding the unrealized market value adjustments on the available-for-sale securities), (b) qualifying perpetual preferred stock and related surplus subject to certain limitations specified by the FDIC, (c) minority interests in the equity accounts of consolidated subsidiaries less (d) goodwill, (e) mortgage servicing rights within certain limits, and (f) any other intangible assets and investments in subsidiaries that the FDIC determines should be deducted from Tier 1 capital. The FDIC also requires a minimum leverage ratio of $3.0 \%$, defined as the ratio of Tier 1 capital less purchased mortgage servicing rights to total assets, for banking organizations deemed the strongest and most highly rated by banking regulators. A higher minimum leverage ratio is required of less highly rated banking organizations. Total capital, a measure of capital adequacy, includes Tier 1 capital, allowance for loan losses, and debt considered equity for regulatory capital purposes.

The Company and the Bank continue to significantly exceed all regulatory capital requirements, as evidenced by the following capital amounts and ratios at March 31, 2000 and December 31, 1999:

| MARCH 31, 2000 | AMOUNT | RATIO |
| :---: | :---: | :---: |
| Total capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$58,505, 000 | 15.92\% |
| Cass Commercial Bank | 27,796,000 | 15.54 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$54, 096, 000 | 14.72\% |
| Cass Commercial Bank | 25,558, 000 | 14.29 |
| Tier I capital (to average assets) |  |  |
| Cass Commercial Corporation | \$54, 096, 000 | 10.88\% |
| Cass Commercial Bank | 25,558, 000 | 11.54 |


| DECEMBER 31, 1999 | AMOUNT | RATIO |
| :---: | :---: | :---: |
| Total capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$60, 736, 000 | 18.23\% |
| Cass Commercial Bank | 28, 014, 000 | 16.39 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$56,570, 000 | 16.98\% |
| Cass Commercial Bank | 25,873, 000 | 15.14 |
| Tier I capital (to average assets) |  |  |
| Cass Commercial Corporation | \$56,570, 000 | 11.53\% |
| Cass Commercial Bank | 25,873, 000 | 11.54 |

Inflation can impact the financial position and results of the operations of financial institutions because financial institutions hold monetary assets and monetary liabilities. Monetary assets and liabilities are those which can be converted into a fixed number of dollars, and include cash, investments, loans and deposits. The Company's consolidated balance sheets, as is typical of financial institutions, reflect a net positive monetary position (monetary assets exceeding monetary liabilities). During periods of inflation, the holding of a net positive monetary position will result in an overall decline in the purchasing power of a financial institution.

## FORWARD-LOOKING STATEMENTS - FACTORS THAT MAY AFFECT FUTURE RESULTS

Statements in Management's Discussion and Analysis of Financial Condition and Results of Operations and the other sections of this Report that are not statements of historical fact are "forward-looking statements". Such statements are subject to important risks and uncertainties which could cause the Company's actual results to differ materially from those expressed in any such forward-looking statements made herein. The aforesaid uncertainties include, but are not limited to: burdens imposed by federal and state regulators, credit risk related to borrowers' ability to repay loans, concentration of loans in the St. Louis Metropolitan area which subjects the Company to risks associated with changes in the local economy, risks associated with fluctuations in interest rates, competition from other banks and other financial institutions, some of which are not as heavily regulated as the Company and, particularly in the case of CIS, risks associated with breakdowns in data processing systems and competition from other providers of similar services.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

As described in the Company's Annual Report on Form 10-K for the year ended December 31, 1999, the Company manages its interest rate risk through measurement techniques that include gap analysis and a simulation model. As part of the risk management process, asset/liability management policies are established and monitored by management. The policy objective is to limit the change in annualized net interest income to $15 \%$ from an immediate and sustained parallel change in interest rates of 200 basis points. Based on the Company's most recent evaluation, management does not believe the Company's risk position at March 31, 2000 has changed materially from that at December 31, 1999.

PART II. OTHER INFORMATION
ITEM 1. LEGAL PROCEEDINGS None

ITEM 2. CHANGES IN SECURITIES None

ITEM 3. DEFAULTS IN SENIOR SECURITIES None

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS None

ITEM 5. OTHER INFORMATION
None
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) None
(b) Cass Commercial Corporation did not file any reports on Form 8-K during the three-month period ended March 31, 2000.
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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.

CASS COMMERCIAL CORPORATION

DATE: March 11, 2000

DATE: March 11, 2000

By /s/ Lawrence A. Collett
Lawrence A. Collett
Chairman and Chief Executive Officer

By /s/ Eric H. Brunngraber
Eric H. Brunngraber
Vice President-Secretary
(Chief Financial and Accounting Officer)
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TO BE DOCUMENTED IN THE DEC-31-2000 STATEMENTS.

