FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2005
Commission File No. 2-80070

## CASS INFORMATION SYSTEMS, INC.

(Exact name of registrant as specified in its charter)

Missouri
(State or other jurisdiction of incorporation or organization)

13001 Hollenberg Drive
Bridgeton, Missouri
(Address of principal executive offices)

43-1265338
(I.R.S. Employer Identification No.)
(314) 506-5500
(Registrant's telephone number, including area code)
Indicate by check mark whether the registrant has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and has been subject to such filing requirements for the past 90 days. Yes $|X|$ No $\left.\right|_{-} \mid$
Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). Yes |X| No |_|
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes $I_{-} \mid$No $|X|$
The number of shares outstanding of registrant's only class of stock as of October 31, 2005: Common stock, par value $\$ .50$ per share - 5,513,973 shares outstanding.

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

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Forward-looking Statements - Factors That May Affect Future Results

This report may contain or incorporate by reference forward-looking statements made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are not guarantees of future performance and
involve risks, uncertainties, and other factors which may cause future
performance to vary from expected performance summarized in the forward-looking statements, including those set forth in this paragraph. Important factors that could cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by those statements include, but are not limited to: the failure to successfully execute our corporate plan, the loss of key personnel or inability to attract additional qualified personnel, the loss of key customers, increased competition, the inability to remain current with rapid technological change, risks related to acquisitions, risks associated with business cycles and fluctuations in interest rates, utility and system interruptions or processing errors, rules and regulations governing financial institutions and changes in such rules and regulations, credit risk related to borrowers' ability to repay loans, concentration of loans to certain segments such as commercial enterprises, churches and borrowers in the St. Louis area which creates risks associated with adverse factors that may affect these groups and volatility of the price of our common stock. We undertake no obligation to publicly update or revise any forward-looking statements to reflect changed assumptions, the occurrence of anticipated or unanticipated events, or changes to future results over time.

ITEM 1. FINANCIAL STATEMENTS

CASS INFORMATION SYSTEMS, INC. AND SUBSIDIARIES<br>CONSOLIDATED BALANCE SHEETS<br>(Unaudited)<br>(Dollars in Thousands except Share and Per Share Data)

|  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: |
| Assets |  |  |
| Cash and due from banks | \$ 29,692 | \$ 23,131 |
| Federal funds sold and other short-term investments | 115,563 | 64,412 |
| Cash and cash equivalents | 145,255 | 87,543 |
| Securities available-for-sale, at fair value | 76,111 | 77,130 |
| Loans | 518,792 | 500,448 |
| Less: Allowance for loan losses | 6,237 | 6,037 |
| Loans, net | 512,555 | 494,411 |
| Premises and equipment, net | 11,749 | 12,187 |
| Investment in bank owned life insurance | 11,427 | 11,090 |
| Payments in excess of funding | 9,987 | 6,998 |
| Goodwill | 7,342 | 7,360 |
| Other intangible assets, net | 2,021 | 2,383 |
| Other assets | 18,789 | 17,419 |
| Total assets | \$ 795,236 | \$ 716,521 |

Liabilities and Shareholders' Equity
Liabilities:
Deposits:
Noninterest-bearing

| $\$ 100,781$ | $\$ 9,362$ |
| ---: | ---: |
| 173,255 | 179,267 |
| ------ | ------ |
| 274,036 | 275,629 |
| 432,703 | 358,473 |
| 166 | 127 |
| 3,700 | 3,700 |
| 9,531 | 9,003 |
| ------ | .------ |
| 720,136 | 646,932 |

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: 6,336,593 and 4,494,510 shares issued at September 30, 2005 and December 31, 2004, respectively

| 3,168 | 2,247 |
| ---: | ---: |
| 18,497 | 18,370 |
| 69,886 | 64,685 |

Retained earnings
Common shares in treasury, at cost (810,435 shares at September 30, 2005 and 807,262 shares at December 31, 2004) Unamortized stock bonus awards
Accumulated other comprehensive income
Total shareholders' equity
Total liabilities and shareholders' equity

| $(16,445)$ | $(16,096)$ |
| :---: | :---: |
| (195) | (160) |
| 189 | 543 |
| 75,100 | 69,589 |
| \$ 795, 236 | \$ 716,521 |

See accompanying notes to unaudited consolidated financial statements.


See accompanying notes to unaudited consolidated financial statements.
(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
Gains on sales of investment securities
Provision for loan losses
Amortization of stock bonus awards
Deferred income tax benefit
Increase (decrease) in income tax liability
Increase in pension liability
Increase in other assets
Decrease in other liabilities
Net cash provided by operating activities

Cash Flows From Investing Activities:
Proceeds from sales of securities available-for-sale
Proceeds from maturities of securities available-for-sale
Purchase of securities available-for-sale
Net increase in loans
Increase in payments in excess of funding
Purchases of premises and equipment, net
Payment for business acquisitions, net of cash acquired
Net cash used in investing activities

Cash Flows From Financing Activities:
Net increase (decrease) in noninterest-bearing demand deposits
Net (decrease) increase in interest-bearing demand and savings
deposits
Net increase in time deposits
Net increase in accounts and drafts payable
Net increase (decrease) in short-term borrowings
Cash proceeds from exercise of stock options
Tax benefit from exercise of stock options and bonuses
Cash dividends paid
Cash paid for stock dividend fractional shares
Purchase of common shares for treasury
Net cash provided by financing activities
Net increase 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

| $\$ \quad 3,418$ | $\$$ | 2,031 |
| ---: | ---: | ---: |
|  | 4,446 | 3,483 |
|  | - | 375 |
|  | - | 3,700 |


| 4,419 | $(7,639)$ |
| ---: | ---: |
| $(6,430)$ | 16,852 |
| 418 | 10,524 |
| 74,229 | 64,407 |
| 39 | $(20)$ |
| 175 | 190 |
| 55 | 114 |
| $(2,319)$ | $(2,250)$ |
| $(3)$ | $(4)$ |
| $(586)$ | ------- |
| ---- | 82,174 |
| 69,997 | -------- |
| ------ | 33,763 |
| 57,712 | 62,367 |
| 87,543 | -------- |
| ------- | $\$ 96,130$ |
| $\$ 145,255$ | $\$=======$ |

Cash paid for income taxes
Transfer of loans to other real estate owned



## Note 1 - Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with U.S. 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 U.S. 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. Certain amounts in the 2004 consolidated financial statements have been reclassified to conform to the 2005 presentation. Such reclassifications have no effect on previously reported net income or shareholders' equity. For further information, refer to the audited consolidated financial statements and related footnotes included in Cass Information System, Inc.'s ("the Company" or "Cass") Annual Report on Form 10-K for the year ended December 31, 2004.

## Note 2 - Intangible Assets

The Company accounts for intangible assets in accordance with SFAS 142, "Goodwill and Other Intangible Assets," which requires that intangibles with indefinite useful lives be tested annually for impairment and those with finite useful lives be amortized over their useful lives. Intangible assets for the periods ended September 30, 2005 and December 31, 2004 are as follows:


[^0]Customer list and software are amortized over 15 years and 4-5 years, respectively. The minimum pension liability was recorded in accordance with SFAS 87, "Employers' Accounting for Pensions", which requires the Company to record an additional minimum pension liability by the amount of which the accumulated benefit obligation exceeds the sum of the fair value of plan assets and accrued amount previously recorded and offset this liability by an intangible asset to the extent of previously unrecognized prior service costs. The liability and corresponding intangible asset are adjusted annually.

Amortization of intangible assets amounted to $\$ 121,000$ and $\$ 91,000$ for the three-month periods and $\$ 362,000$, and $\$ 246,000$ for the nine-month periods ended September 30, 2005 and 2004, respectively. Estimated amortization of intangibles over the next five years is as follows: \$483,000 in 2005 and 2006, \$227,000 for 2007 and 2008 and \$170,000 in 2009.

## Note 3 - Equity Investments in Non-Marketable Securities

The Company has invested $\$ 3,100,000$ in a private imaging company in return for a $19.99 \%$ ownership interest. The remaining $80.01 \%$ ownership interest is owned by another investor. In addition, the Company has extended a $\$ 4,000,000$ secured line of credit for working capital purposes to this entity. A 50\% interest in any borrowings under this line of credit has been sold to the other investor. As of September 30, 2005 the Company's interest in borrowings under this line amounted to $\$ 1,152,000$ and all payments are current.

This business has performed poorly during the past few years and has modified its marketing strategy focusing more on the public sector. Should this business fail to meet its objectives or the majority owner fail to continue providing operating funds, the Company's investment could be subject to future impairment.

This investment, along with $\$ 475,000$ of other investments in non-marketable securities, is included in other assets on the Company's consolidated balance sheets.

## Note 4 - Earnings Per Share

Basic earnings per share is computed by dividing net income by the weighted-average number of common shares outstanding. Diluted earnings per share is computed by dividing net income, adjusted for the net income effect of the interest expense on the outstanding convertible debentures, by the sum of the weighted-average number of common shares outstanding and the weighted-average number of potential common shares outstanding. The calculations of basic and diluted earnings per share for the periods ended September 30, 2005 and 2004 are as follows:

|  | Three Months Ended September 30 |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars In Thousands) |  | 2005 | 2004 |  | 2005 |  | 2004 |
| Calculation of basic earnings per share: |  |  |  |  |  |  |  |
| Net income | \$ | 3,093 | \$ 1,973 | \$ | 8,444 | \$ | 5,520 |
| Weighted-average number of common shares outstanding |  | 5,512, 261 | 5,516,213 |  | 5,510,130 |  | 510,162 |
| Basic earnings per share | \$ | . 56 | \$ . 35 | \$ | 1.53 | \$ | 1.00 |
| Calculation of diluted earnings per share: |  |  |  |  |  |  |  |
| Net income effect of $5.33 \%$ convertible debentures |  | 27 | 10 |  | 81 |  | -- |
| Net income assuming dilution | \$ | 3,120 | \$ 1,983 | \$ | 8,525 | \$ | 5,520 |
| Weighted-average number of common shares outstanding |  | 5,512,261 | 5,516,213 |  | 5,510,130 |  | 510,162 |
| Effect of dilutive stock options and awards |  | 87,114 | 74,605 |  | 76,970 |  | 68,061 |
| Effect of 5.33\% convertible debentures |  | 115,145 | 47,559 |  | 115,145 |  | 15,969 |
| Weighted-average number of common shares assuming dilution |  | 5,714,520 | 5,638,377 |  | 5,702,245 |  | 594,192 |
| Diluted earning per share | \$ | . 55 | \$ . 35 | \$ | 1.50 | \$ | . 99 |

## Note 5 - Stock Repurchases

The following table sets forth information about the Company's purchases of its $\$ .50$ par value Common Stock, its only class of stock registered pursuant to Section 12 of the Exchange Act.

| Period (2005) | Total Number of Shares Purchased | Average Price Paid per Share | Total Number of Shares Purchased As part of Publicly Announced Program | Maximum <br> Number that May Yet Be Purchased Under the Program |
| :---: | :---: | :---: | :---: | :---: |
| January 1-31 | 1,545 | \$34.98 | 1,545 | 98,455 |
| February 1 -28 | 15,000 | 35.49 | 15,000 | 83,455 |
| March 1-September 30 | -- | - - | -- | 83,455 |
| Total | 16,545 | \$35.44 | 16,545 | 83,455 |

The Company maintains a treasury stock buyback program and repurchases are made in the open market or through negotiated transactions from time to time depending on market conditions. The Company did not repurchase any stock during the nine months ended September 30, 2004.

Note 6 - Comprehensive Income
For the three and nine month periods ended September 30, 2005 and 2004, unrealized gains and losses on securities available-for-sale were the Company's only other comprehensive income component. Comprehensive income for the three and nine month periods ended September 30, 2005 and 2004 is summarized as follows:

|  | Three Months Ended September 30 |  | Nine Months Ended September 30 |  |
| :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | 2005 | 2004 | 2005 | 2004 |
| Net Income | \$ 3, 093 | \$ 1,973 | \$ 8,444 | \$ 5,520 |
| Other comprehensive income: |  |  |  |  |
| Net unrealized (loss) gain on securities available-for-sale, net of tax | (34) | 1,644 | 7 | 617 |
| Less: reclassification adjustment for realized gains on sales of securities, available-for-sale, included in net income, net of tax | -- | -- | (361) | (291) |
| Total other comprehensive (loss) income | (34) | 1,644 | (354) | 326 |
| Total comprehensive income | \$ 3, 059 | \$ 3,617 | \$ 8,090 | \$ 5,846 |

## Note 7 - Industry Segment Information

The services provided by the Company are classified into three reportable segments: Information Services, Banking Services and Government Software Services. Each of these segments provides distinct services that are marketed through different channels. They are managed separately due to their unique service, processing and capital requirements.

The Information Services segment provides freight, utility and telecommunication invoice processing and payment services to large corporations. The Banking Services segment provides banking services primarily to privately-held businesses and churches. The Government Software Services segment provides integrated financial, property and human resource management systems to cities, counties, and other public entities.

The Company's accounting policies for segments are the same as those described in the summary of significant accounting policies in the Company's Annual Report on Form 10-K for the year ended December 31, 2004. Management evaluates segment performance based on net income after allocations for corporate expenses and income taxes. Transactions between segments are accounted for at what management believes to be market value. Information for prior periods has been restated to reflect changes in the composition of the Company's segments.

All revenue originates from and all long-lived assets are located within the United States and no revenue from any customer of any segment exceeds $10 \%$ of the Company's consolidated revenue.

Summarized information about the Company's operations in each industry segment for the three and nine month periods ended September 30, 2005 and 2004, is as follows:

|  | Information | Banking | Government Software | Corporate And |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | Services | Services | Services | Elim-inations | Total |

Quarter Ended September 30, 2005
Total Revenues:

Revenue from customers
Intersegment revenue
Net Income (Loss)
Total Assets
Goodwill, net
Other intangibles, net
\$ 14, 277 \$ 3,802
$40 \quad \$ \quad 3,802$

2,250
478,215 322,065
4,262 153

Quarter Ended September 30, 2004
Total Revenues:

Revenue from customers Intersegment revenue

Net Income (Loss)
Total Assets
Goodwill, net
Other intangibles, net
$\$ 11,580 \quad \$ \quad 3,36$
15
1,456
401, 048
223
\$ 3,369 338

982
326,151
\$ 1, 658
\$ 1,658
(172)

4,453
2,927
993
\$
--
$(363)$
--
--
$(9,497)$
--
353
\$ 1,433
$\begin{array}{ccc}433 & \$ & 121 \\ -- & & (353)\end{array}$
(94)
$\begin{array}{ll}5,466 & 5,031 \\ 2,927 & 4,097\end{array}$
1,191
\$ 19, 737
3, 093
795,236
7,342
2,021

Nine Months Ended September 30, 2005
Total Revenues:
Revenue from customers Intersegment revenue
Net Income (Loss)
$\begin{array}{rr}\$ 41,251 & \$ 10,891 \\ 80 & 1,103\end{array}$
5,772
3, 054
1,103
\$ 5, 258
(382)
\$ 16,503

1,973
737,696
7,247
2,494

## Total Revenues:

Revenue from customers \$34,830 Intersegment revenue 43

| (In Thousands) | September 30, 2005 | December 31, 2004 |
| :---: | :---: | :---: |
| Commercial and industrial | \$126,548 | \$117, 777 |
| Real estate: |  |  |
| Mortgage | 173,185 | 182,476 |
| Mortgage - churches \& related | 180,789 | 164,235 |
| Construction | 12,682 | 16,694 |
| Construction - churches \& related | 15,489 | 9,144 |
| Industrial revenue bonds | 4,812 | 4,955 |
| Installment | 1,225 | 1,741 |
| Other | 4,062 | 3,426 |
| Total loans | \$518, 792 | \$500, 448 |

## Note 9 - Commitments and Contingencies

In the normal course of business, the Company is party to activities that contain credit, market and operational risks that are not reflected in whole or in part in the Company's consolidated financial statements. Such activities include traditional off-balance sheet credit-related financial instruments and commitments under operating and capital leases. These financial instruments include commitments to extend credit, commercial letters of credit and standby letters of credit. The Company's maximum potential exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit, commercial letters of credit and standby letters of credit is represented by the contractual amounts of those instruments. At September 30, 2005, no amounts have been accrued for any estimated losses for these instruments.

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commercial and standby letters of credit are conditional commitments issued by the Company or its subsidiaries to guarantee the performance of a customer to a third party. These off-balance sheet financial instruments generally have fixed expiration dates or other termination clauses and may require payment of a fee. At September 30, 2005 the balances of unused loan commitments, standby and commercial letters of credit were $\$ 24,229,000, \$ 6,256,000$, and $\$ 1,963,000$, respectively. Since some of the financial instruments may expire without being drawn upon, the total amounts do not necessarily represent future cash requirements. Commitments to extend credit and letters of credit are subject to the same underwriting standards as those financial instruments included on the consolidated balance sheets. The Company evaluates each customer's credit worthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary upon extension of the credit, is based on management's credit evaluation of the borrower. Collateral held varies, but is generally accounts receivable, inventory, residential or income-producing commercial property or equipment. In the event of nonperformance, the Company or its subsidiaries may obtain and liquidate the collateral to recover amounts paid under its guarantees on these financial instruments.

The following table summarizes contractual cash obligations of the Company related to operating and capital lease commitments and convertible subordinated debentures at September 30, 2005:

|  | Amount of Commitment Expiration per Period |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Total |  | s than Year | $\begin{aligned} & 1-3 \\ & \text { Years } \end{aligned}$ |  | $\begin{aligned} & -5 \\ & \text { ars } \end{aligned}$ | Over 5 Years |
| Operating lease commitments | \$3,889 | \$ | 613 | \$1, 024 | \$ | 630 | \$1, 622 |
| Capital lease commitments | 12 |  | 12 | -- |  | - - | -- |
| Convertible subordinated debentures* | 3,700 |  | -- | -- |  | -- | 3,700 |
| Total | \$7,601 | \$ | 625 | \$1, 024 | \$ | 630 | \$5,322 |

* Includes principal payments only.

The Company and its subsidiaries are involved in various pending legal actions and proceedings in which claims for damages are asserted. Management, after discussion with legal counsel, believes the ultimate resolution of these legal actions and proceedings will not have a material effect upon the Company's consolidated financial position or results of operations.

Note 10 - Stock-Based Compensation
The Company maintains stock bonus and stock option plans. Upon issuance of shares in the stock bonus plan a contra shareholders' equity amount is recorded for the fair value of the shares at the time of issuance and this amount is amortized to expense over the three-year vesting period. The stock option plan is accounted for under APB 25, "Accounting for Stock Issued to Employees", and accordingly the Company recognizes no compensation expense as the price of the Company's employee stock options equals the market price of the underlying stock on the date of grant. The Company elected not to adopt the recognition provisions of SFAS 123, "Accounting for Stock-Based Compensation", as amended. An entity that continues to apply APB 25 must disclose certain pro forma information as if the fair value-based accounting method in SFAS 123 had been used to account for all stock-based compensation costs. The required disclosure provisions of SFAS 123 are provided in the table below. The Company uses the Black-Scholes option pricing model to determine the fair value of the stock options at the date of grant. There were no options granted in the Third Quarter of 2005 and 1,500 options granted in the Third Quarter of 2004 . There were 5,885 options granted in the First Nine Months of 2005 and 10,130 options granted in the First Nine Months of 2004. The following table represents the effect on basic and diluted earnings per share and weighted average assumptions used for the periods ended September 30, 2005 and 2004:

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands, except per share data) |  | 2005 |  | 2004 |  | 2005 |  | 2004 |
| Net income: |  |  |  |  |  |  |  |  |
| As reported | \$ | 3,093 | \$ | 1,973 | \$ | 8,444 | \$ | 5,520 |
| Add: Stock based compensation expense included in reported net income, net of tax |  | 22 |  | 18 |  | 63 |  | 47 |
| Less: Stock based compensation expense determined under the fair value based method for all awards, net of tax |  | (27) |  | (30) |  | (80) |  | (81) |
| Pro forma net income | \$ | 3,088 | \$ | 1,961 | \$ | 8,427 | \$ | 5,486 |
| Net income per common share: |  |  |  |  |  |  |  |  |
| Basic, as reported | \$ | . 56 | \$ | . 35 | \$ | 1.53 | \$ | 1.00 |
| Basic, proforma |  | . 56 |  | . 35 |  | 1.53 |  | . 99 |
| Diluted, as reported |  | . 55 |  | . 35 |  | 1.50 |  | . 99 |
| Diluted, proforma |  | . 54 |  | . 35 |  | 1.49 |  | . 98 |
| Weighted average assumptions: |  |  |  |  |  |  |  |  |
| Risk-free interest rate |  | -- |  | 3.88\% |  | 3.97\% |  | 3.61\% |
| Expected life |  | -- |  | 7 yrs. |  | 7 yrs. |  | $7 \mathrm{yrs}$. |
| Expected volatility |  | -- |  | 15\% |  | 15\% |  | 15\% |
| Dividend yield |  | -- |  | 2.21\% |  | 2.32\% |  | 2.42\% |

## Note 11 - Defined Benefit Pension Plans

The Company has a noncontributory defined benefit pension plan, which covers most of its employees. The Company accrues and makes contributions designed to fund normal service costs on a current basis using the projected unit credit with service proration method to amortize prior service costs arising from improvements in pension benefits and qualifying service prior to the establishment of the plan over a period of approximately 30 years. Disclosure information is based on a measurement date of December 31 of the corresponding year.

The following table represents the components of the net periodic pension costs for 2004 and an estimate for 2005:

| (In Thousands) | $\begin{gathered} \text { Estimated } \\ 2005 \end{gathered}$ | Actual 2004 |
| :---: | :---: | :---: |
| Service cost - benefits earned during the year | \$ 1, 292 | \$ 1,186 |
| Interest cost on projected benefit obligation | 1,384 | 1,237 |
| Expected return on plan assets | $(1,399)$ | $(1,233)$ |
| Net amortization | 109 | 60 |
| Net periodic pension cost | \$ 1,386 | \$ 1,250 |

Pension costs recorded to expense were $\$ 346,000$ and $\$ 312,000$ for the three-month period ended September 30, 2005 and 2004, respectively. Pension costs recorded to expense were $\$ 1,039,000$ and $\$ 937,000$ for the nine-month period ended September 30, 2005 and 2004, respectively. The Company has not made any contribution to the plan during the nine month period ended September 30, 2005, but expects to contribute approximately \$1,360,000 in 2005.

In addition to the above funded benefit plan, the Company has an unfunded supplemental executive retirement plan which covers key executives of the Company. This is a noncontributory plan in which the Company and its subsidiaries make accruals designed to fund normal service costs on a current basis using the same method and criteria as its defined benefit plan. The following table represents the components of the net periodic pension costs for 2004 and an estimate for 2005:

| (In Thousands) |  | nated $905$ | $\begin{gathered} \text { Actual } \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Service cost - benefits earned during the year | \$ | (34) | \$ | (57) |
| Interest cost on projected benefit obligation |  | 161 |  | 117 |
| Net amortization |  | 62 |  | 50 |
| Net periodic pension cost | \$ | 189 | \$ | 110 |

Pension costs recorded to expense were $\$ 49,000$ and $\$ 9,000$ for the three-month period ended September 30, 2005 and 2004, respectively and were \$143,000 and $\$ 82,000$ for the nine-month period ended September 30, 2005 and 2004, respectively.

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

## Overview

Cass Information Systems, Inc. (the "Company" or "Cass") provides payment and information processing services to national manufacturing, distribution and retail enterprises from its processing centers in St. Louis, Missouri, Columbus, Ohio, Boston, Massachusetts and Greenville, South Carolina. The Company's services include freight invoice rating, payment processing, auditing, and the generation of cost accounting and transportation information. Cass also processes and pays utility invoices, including electricity, gas and telecommunications. The Company significantly enhanced its telecommunication payment processing and audit capabilities with the acquisition of its Telecom Information Services division located in Greenville, South Carolina in August 2004. Cass extracts, stores and presents information from freight, utility and telecommunication invoices, assisting its customers' transportation, energy and information technology managers in making decisions that will enable them to improve operating performance. The Company receives data from multiple sources, electronic and otherwise, and processes the data to accomplish the specific operating requirements of its customers. It then provides the data in a central repository for access and archiving. The data is finally transformed into information through the Company's databases that allow client interaction as required and provide Internet-based tools for analytical processing. The Company also, through its St. Louis, Missouri based bank subsidiary, Cass Commercial Bank (the "Bank"), provides banking services in the St. Louis metropolitan area and other selected cities in the United States. The Company acquired Franklin Bancorp located in Orange County, California in November 2004 and merged its subsidiary bank, Franklin Bank of California into the Bank. This acquisition
will allow the Company to better serve existing customers in California and expand the Bank's customer base. In addition to supporting the Company's payment operations, the Bank also provides banking services to its target markets, which include privately owned businesses and churches and church-related ministries. The Company, through the Bank's subsidiary, Government e-Management Solutions, Inc. ("GEMS"), also develops and licenses integrated financial, property and human resource management systems to the public sector.

The specific payment and information processing services provided to each customer are developed individually to meet each customer's specific requirements. These requirements can vary greatly from customer to customer. In addition, the degree of automation such as electronic data interchange ("EDI") imaging, and web-enhanced solutions varies greatly among customers and industries. These factors combine so that pricing varies greatly among the customer base. In general however, Cass is compensated for its processing services through service fees and account balances that are generated during the payment process. The amount, type and calculation of service fees vary greatly by service offering, but generally follow the volume of transactions processed. Interest income from the balances generated during the payment processing cycle is affected by the amount of time Cass holds the funds prior to payment and the dollar volume processed. Both the number of transactions processed and the dollar volume processed are therefore key metrics followed by management. Other factors will also influence revenue and profitability, such as changes in the general level of interest rates which have a significant effect on net interest income. The funds generated by these processing activities are invested in overnight investments, investment grade securities and loans generated by the Bank. The Bank earns most of its revenue from net interest income, or the difference between the interest earned on its loans and investments and the interest expense on its deposits. The Bank also assesses fees on other services such as cash management services. GEMS earns most of its revenue from the licensing of its enterprise software solutions and its installation and maintenance services.

Industry-wide factors that impact the Company include the acceptance by large corporations of the outsourcing of key business functions such as freight, utility and telecommunication payment and audit. The benefits that can be achieved by outsourcing transaction processing and the management information generated by Cass' systems can be influenced by factors such as the competitive pressures within industries to improve profitability, the general level of transportation costs, deregulation of energy costs and consolidation of telecommunication providers. Economic factors that impact the Company include the general level of economic activity that can affect the volume and size of invoices processed, the ability to hire and retain qualified staff and the growth and quality of the Company's loan portfolio. The general level of interest rates has a significant effect on the revenue of the Company. Finally, the general fiscal condition of the counties and municipalities that can benefit from GEMS' enterprise software can impact licenses sold and related revenue.

Currently, management views Cass' most significant opportunity as the continued expansion of its payment and information processing service offerings and customer base. Management intends to accomplish this by maintaining the Company's lead in applied technology, which, when combined with the security and processing controls of the Bank, makes Cass unique in the industry. This trend has been positive over the past years and management anticipates that this should continue through 2005. The low level of interest rates has had a significant negative impact on net income over the past few years. The general level of interest rates, particularly short term interest rates, began to increase during 2004 and this has had a positive effect on net interest income. If these rates continue to rise, this positive impact on net interest income and net earnings should continue. Management had been pleased prior to 2004 with the growth in revenue generated by GEMS. However, during 2004 the sales of new systems declined sharply due mainly to a sluggish marketplace. In the three-month and nine month periods ended September 30, 2005, revenues for GEMS increased $16 \%$ or $\$ 225,000$ and $40 \%$ or $\$ 1,512,000$, respectively. The Company continues to invest in GEMS through system improvements and product enhancements and anticipates that the remainder of 2005 should continue to reflect improved results.

## Critical Accounting Policies

The Company has prepared all of the consolidated financial information in this report in accordance with U.S. generally accepted accounting principles ("U.S. GAAP"). In preparing the consolidated financial statements in accordance with U.S. GAAP, management makes estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. These estimates have been generally accurate and consistent in the past and have not required any material changes. There can be no assurances that actual results will not differ from those estimates. Certain accounting policies that require significant management estimates and are deemed critical to our results of operations or financial position have been discussed with the Audit Committee of the Board of Directors and are described below.

Allowance for Loan Losses. The Company performs periodic and systematic detailed reviews of its loan portfolio to assess overall collectability. The level of the allowance for loan losses reflects management's estimate of the collectability of the loan portfolio. Although these estimates are based on established methodologies for determining allowance requirements, actual results can differ significantly from estimated results. These policies affect all segments of the Company with the exception of governmental software services. The impact and associated risks related to these policies on our business operations are discussed in the "Allowance and Provision for Loan Losses" section of this report.

Impairment of Assets. Management periodically evaluates certain long-term assets such as intangible assets including goodwill, foreclosed assets, internally developed software and investments in private equity securities for impairment. Generally, these assets are initially recorded at cost, and recognition of impairment is required when events and circumstances indicate that the carrying amounts of these assets will not be recoverable in the future. If impairment occurs, various methods of measuring impairment may be called for depending on the circumstances and type of asset, including quoted market prices, estimates based on similar assets, and estimates based on valuation techniques such as discounted projected cash flows. Assets held for sale are carried at the lower of cost or fair value less costs to sell. These policies affect all segments of the Company and require significant management assumptions and estimates that could result in materially different results if conditions or underlying circumstances change.

## Results of Operations

The following paragraphs more fully discuss the results of operations and changes in financial condition for the three-month period ended September 30, 2005 (the "Third Quarter 2005") compared to the three-month period ended September 30, 2004 (the "Third Quarter 2004") and the nine-month period ended September 30, 2005 (the "First Nine Months of 2005") compared to the nine-month period ended September 30, 2004 (the "First Nine Months of 2004"). 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 2004 Annual Report on Form 10-K. Results of operations for the Third Quarter of 2005 are not necessarily indicative of the results to be attained for any other period.

## Net Income

The following table summarizes the Company's operating results:

|  | Three Months Ended September 30 |  |  |  |  | Nine Months Ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | \% <br> Change | 2005 |  | 2004 |  |  |
| Net income (In thousands) | \$ | 3,093 | \$ | 1,973 | 56.8\% | \$ | 8,444 | \$ | 5,520 | 53.0\% |
| Diluted earnings per share |  | . 55 |  | . 35 | 57.1\% |  | 1.50 |  | . 99 | 51.5\% |
| Return on average assets |  | 1.57\% |  | 1.06\% | -- |  | 1.49\% |  | 1.06\% | -- |
| Return on average equity |  | 16.88\% |  | 11.94\% | -- |  | 15.91\% |  | 11.36\% | -- |

Fee Revenue and Other Income
The Company's fee revenue is derived mainly from payment and processing fees. As the Company provides its processing and payment services, it is compensated by service fees which are typically calculated on a per-item basis and by the accounts and drafts payable balances generated in the payment process which can be used to generate interest income. Processing volumes related to fees and accounts and drafts payable for the three and nine-month periods ended September 30, 2005 and 2004 are as follows:

Three Months Ended
September 30

Nine Months Ended
September 30

| (In Thousands) | 2005 | 2004 | \% Change | 2005 | 2004 | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Freight Transaction Volume | 6,846 | 6,104 | 12.2\% | 19,911 | 17,454 | 14.1\% |
| Freight Dollar Volume | \$3,111,175 | \$2,535,799 | 22.7\% | \$8,548,554 | \$7,173,613 | 19.2\% |
| Utility Transaction Volume | 1,419 | 1,304 | 8.8\% | 4,225 | 3,874 | 9.1\% |
| Utility Dollar Volume | \$1,148, 449 | \$ 985,369 | 16.6\% | \$3,166, 864 | \$2,815,469 | 12.5\% |
| Payment and processing fees | \$ 9,157 | \$ 7,654 | 19.6\% | \$ 26,486 | \$ 22,873 | 15.8\% |

Third Quarter of 2005 compared to Third Quarter of 2004:
Freight transaction volume and total dollar volume processed increased for the Third Quarter of 2005 mainly due to increased activity from existing clients and new accounts. The increase in volume and processing dollars from Utility invoices increased primarily due to new customers as the growth of this division continues. Fees for the period grew due to the increased volume and additional services provided in both segments. Revenues from the Telecom Information Services division, acquired in August 2004, were \$783,000.

Software revenue from GEMS was up $\$ 225,000$ or $16 \%$ primarily due to additional licenses sold. Bank service fees increased $\$ 22,000$ or $6 \%$ as processing service fees and ATM fees grew offsetting the decrease in bank account analysis fees.

First Nine Months of 2005 compared to First Nine Months of 2004:
Freight and Utility transaction volume and dollar volume were up and fee revenue increased for the First Nine Months of 2005 compared to 2004 due to the same factors discussed above for the Third Quarter. Revenues from the Telecom Information Services division acquired in August 2004 were \$1,772,000 compared to \$139,000 last year.

Software revenue from GEMS was up \$1,512,000 or $40 \%$ during the First Nine Months of 2005 primarily due to additional licenses sold. Bank service fees decreased $\$ 77,000$ or $6 \%$ primarily due to the reduction in bank account analysis fees.

## Net Interest Income

Net interest income is the difference between interest earned on loans, investments, and other earning assets and interest expense on deposits and other interest-bearing liabilities. Net interest income is a significant source of the Company's revenues. The following table summarizes the changes in net interest income and related factors for the three and nine-month periods ended September 30, 2005 compared with September 30, $2004:$

|  | Three Months Ended September 30 |  |  |  |  | Nine Months Ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | 2005 |  | 2004 |  | \% <br> Change | 2005 |  | 2004 |  | \% Change |
| Average earning assets | \$ | 700,442 | \$ | 665,105 | 5.3\% | \$ | 682,092 | \$ | 630,719 | 8.1\% |
| Net interest income* | \$ | 8,798 | \$ | 7,390 | 19.1\% | \$ | 24,738 | \$ | 20,965 | 18.0\% |
| Net interest margin* |  | 4.98\% |  | 4.42\% | - - |  | 4.85\% |  | 4.44\% | -- |
| Yield on earning assets* |  | 5.68\% |  | 4.92\% | -- |  | 5.52\% |  | 4.89\% | -- |
| Rate on interest bearing liabilities |  | 2.61\% |  | 1.66\% | -- |  | 2.37\% |  | 1.54\% | -- |

* Presented on a tax-equivalent basis assuming a tax rate of $35 \%$.

Third Quarter of 2005 compared to Third Quarter of 2004:
The increase in net interest income was primarily due to an increase in the yields on earning assets and the balances of earning assets that exceeded the counteracting effect of increases in rates paid on deposit accounts. The increase in earning assets was funded by an increase in accounts and drafts payable due to the increase in dollar volume processed. Yields on earning assets and rates paid on deposit accounts both increased as the general level of interest rates increased. However, as the balances of earning assets greatly exceed the balances of interest-bearing deposits, the net effect on net interest margin was positive.

Total average loans increased $\$ 29,533,000$ or $6 \%$ to $\$ 513,096,000$. This increase was attributable to new business relationships and was funded by the increase in accounts and drafts payable. Total average investment in securities decreased $\$ 23,280,000$ or $26 \%$ to $\$ 65,722,000$. Total average federal funds sold and other short-term investments increased $\$ 29,084,000$ or $31 \%$ to $\$ 121,624,000$. This increase provides additional liquidity to the Company for future loan growth or investment activity. For more information on the changes in net interest income please refer to the tables on the pages that follow.

First Nine Months of 2005 compared to First Nine Months of 2004:
The increase in net interest income was primarily due to an increase in the yields on earning assets and the balances of earning assets that exceeded the counteracting effect of increases in rates paid on deposit accounts. The increase in earning assets was funded by an increase in accounts and drafts payable due to the increase in dollar volume processed. Yields on earning assets and rates paid on deposit accounts both increased as the general level of interest rates increased. However, as the balances of earning assets greatly exceed the balances of interest-bearing deposits, the net effect on net interest margin was positive.

Total average loans increased $\$ 38,471,000$ or $8 \%$ to $\$ 509,953,000$. As discussed above, this increase was attributable to new business relationships and was funded by the increase in accounts and drafts payable. Total average investment in debt and equity securities decreased $\$ 9,236,000$ or $12 \%$ to $\$ 66,416,000$. Total average federal funds sold and other short-term investments increased $\$ 22,138,000$ or $26 \%$ to $\$ 105,723,000$. For more information on the changes in net interest income please refer to the tables on the pages that follow

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. This is primarily due to the noninterest-bearing liabilities generated by the Company in the form of accounts and drafts payable. Changes in interest rates will affect some earning assets such as federal funds sold and floating rate loans immediately and some earning assets, such as fixed rate loans and municipal bonds, over time.

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 tax-equivalent 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.

|  | Third Quarter 2005 |  |  | Third Quarter 2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interest |  |  | Interest |  |  |
|  | Average | Income/ | Yield/ | Average | Income/ | Yield/ |
| (Dollars in thousands) | Balance | Expense | Rate | Balance | Expense | Rate |

Assets (1)
Earning assets:

| Loans ( 2,3 ): |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taxable | \$ 508,263 | \$ | 8,185 | 6.39\% | \$ 478,307 | \$ | 6,781 | 5.64\% |
| Tax-exempt (4) | 4,833 |  | 78 | 6.40 | 5,256 |  | 94 | 7.11 |
| Securities (5): |  |  |  |  |  |  |  |  |
| Taxable | 28,724 |  | 218 | 3.00 | 27,297 |  | 122 | 1.78 |
| Tax-exempt (4) | 36,998 |  | 534 | 5.74 | 61,705 |  | 916 | 5.91 |
| Federal funds sold and other short-term investments | 121,624 |  | 1,012 | 3.30 | 92,540 |  | 305 | 1.31 |
| otal earning assets | 700,442 |  | 10,027 | 5.68 | 665,105 |  | 8,218 | 4.92 |
| onearning assets: |  |  |  |  |  |  |  |  |
| Cash and due from banks | 30,398 |  |  |  | 24,931 |  |  |  |
| Premises and equipment, net | 11,890 |  |  |  | 12,650 |  |  |  |
| Bank owned life insurance | 11,351 |  |  |  | 10,900 |  |  |  |
| Goodwill and other intangibles | 9,449 |  |  |  | 6,918 |  |  |  |
| Other assets | 24,140 |  |  |  | 22,673 |  |  |  |
| Allowance for loan losses | $(6,063)$ |  |  |  | $(5,919)$ |  |  |  |




1. Balances shown are daily averages.
2. 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 2004 Consolidated Financial Statements, filed with the Company's 2004 Annual Report on Form 10-K.
3. Interest income on loans includes net loan fees of $\$ 45,000$ and $\$ 39,000$ for the Third Quarter of 2005 and 2004, respectively.
4. Interest income is presented on a tax-equivalent basis assuming a tax rate of $35 \%$. The tax-equivalent adjustment was approximately $\$ 214,000$ and $\$ 344,000$ for the Third Quarter of 2005 and 2004, respectively.
5. For purposes of these computations, yields on investment securities are computed as interest income divided by the average amortized cost of the investments.

## First Nine Months of 2005

First Nine Months of 2004

|  |  | Interest |  |  | Interest |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average | Income/ | Yield/ | Average | Income/ | Yield/ |
| (Dollars in thousands) | Balance | Expense | Rate | Balance | Expense | Rate |


| Assets (1) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earning assets: |  |  |  |  |  |  |  |  |  |  |
| Loans ( 2,3 ): |  |  |  |  |  |  |  |  |  |  |
| Taxable | \$ | 505, 072 | \$ | 23,445 | 6.21\% | \$ | 466,181 | \$ | 19,534 | 5.60\% |
| Tax-exempt (4) |  | 4,881 |  | 235 | 6.44 |  | 5,301 |  | 296 | 7.46 |
| Securities (5): |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 28,681 |  | 593 | 2.76 |  | 25,906 |  | 335 | 1.73 |
| Tax-exempt (4) |  | 37,735 |  | 1,642 | 5.82 |  | 49,746 |  | 2,267 | 6.09 |
| Federal funds sold and other |  |  |  |  |  |  |  |  |  |  |
| Total earning assets |  | 682,092 |  | 28,175 | 5.52 |  | 630,719 |  | 23, 098 | 4.89 |
| Nonearning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks |  | 27,144 |  |  |  |  | 21,635 |  |  |  |
| Premises and equipment, net |  | 11,962 |  |  |  |  | 13,076 |  |  |  |
| Bank owned life insurance |  | 11,240 |  |  |  |  | 10,827 |  |  |  |
| Goodwill and other intangibles |  | 9,572 |  |  |  |  | 5,660 |  |  |  |
| Other assets |  | 23,638 |  |  |  |  | 21,719 |  |  |  |
| Allowance for loan losses |  | $(5,996)$ |  |  |  |  | $(5,749)$ |  |  |  |
| Total assets |  | 759,652 |  |  |  | \$ | 697,887 |  |  |  |
| Liabilities And Shareholders' Equity (1) |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing demand |  |  |  |  |  |  |  |  |  |  |
| Savings deposits |  | 25,948 |  | 320 | 1.65 |  | 29,895 |  | 208 | . 93 |
| Time deposits of |  |  |  |  |  |  |  |  |  |  |
| \$100 or more |  | 45,825 |  | 1,053 | 3.07 |  | 50,639 |  | 866 | 2.28 |
| Other time deposits |  | 36,717 |  | 842 | 3.07 |  | 35,152 |  | 543 | 2.06 |
| Total interest-bearing deposits |  | 189,640 |  | 3,286 | 2.32 |  | 184,452 |  | 2,115 | 1.53 |
| Short-term borrowings |  | 166 |  | 3 | 2.42 |  | 89 |  | -- | -- |
| Subordinated debentures |  | 3,700 |  | 148 | 5.35 |  | 513 |  | 18 | 4.69 |
| Total interest-bearing |  |  |  |  |  |  |  |  |  |  |
| liabilities |  | 193,506 |  | 3,437 | 2.37 |  | 185,054 |  | 2,133 | 1.54 |
|  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits |  | 100, 049 |  |  |  |  | 103,219 |  |  |  |
| Accounts and drafts payable |  | 386, 097 |  |  |  |  | 336,189 |  |  |  |
| Other liabilities |  | 9,028 |  |  |  |  | 8,517 |  |  |  |
| Total liabilities |  | 688,680 |  |  |  |  | 632,979 |  |  |  |
| Shareholders' equity |  | 70,972 |  |  |  |  | 64,908 |  |  |  |
| Total liabilities and |  |  |  |  |  |  |  |  |  |  |
| shareholders' equity |  | 759,652 |  |  |  |  | 697,887 |  |  |  |
| Net interest income |  |  |  | 24,738 |  |  |  | \$ | 20,965 |  |
| Interest spread |  |  |  |  | 3.15\% |  |  |  |  | 3.35\% |
| Net interest margin |  |  |  |  | 4.85\% |  |  |  |  | 4.44\% |

1. Balances shown are daily averages.
2. 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 2004 Consolidated Financial Statements, filed with the Company's 2004 Annual Report on Form 10-K.
3. Interest income on loans includes net loan fees of \$113,000 and \$129,000 for the First Nine Months of 2005 and 2004, respectively.
4. Interest income is presented on a tax-equivalent basis assuming a tax rate of $35 \%$. The tax-equivalent adjustment was approximately $\$ 655,000$ and $\$ 871,000$ for the First Nine Months of 2005 and 2004, respectively
5. 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.

Third Quarter
2005 Over 2004


|  | First Nine Months 2005 Over 2004 |  |  |
| :---: | :---: | :---: | :---: |
| (In Thousands) | Volume | Rate | Total |
| Increase (decrease) in interest income: |  |  |  |
| Loans (1), (2): |  |  |  |
| Taxable | \$ 1,697 | \$ 2,214 | \$ 3,911 |
| Tax-exempt (3) | (22) | (39) | (61) |
| Securities: |  |  |  |
| Taxable | 39 | 219 | 258 |
| Tax-exempt (3) | (528) | (97) | (625) |
| Federal funds sold and other |  |  |  |
| Total interest income | 1,402 | 3,675 | 5,077 |
| Interest expense on: |  |  |  |
| Interest-bearing demand deposits | 103 | 470 | 573 |
| Savings deposits | (30) | 142 | 112 |
| Time deposits of \$100 or more | (88) | 275 | 187 |
| Other time deposits | 25 | 274 | 299 |
| Short-term borrowings | 0 | 3 | 3 |
| Subordinated debentures | 127 | 3 | 130 |
| Total interest expense | 137 | 1,167 | 1,304 |
| Net interest income | \$ 1,265 | \$ 2,508 | \$ 3,773 |

1. Average balances include nonaccrual loans.
2. Interest income includes net loan fees.
3. Interest income is presented on a tax-equivalent basis assuming a tax rate of $35 \%$.

## 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 $\$ 225,000$ provision made for loan losses during the Third Quarter of 2005 and a \$150,000 provision made in the Third Quarter of 2004 . There was a $\$ 625,000$ provision made for the First Nine Months of 2005 compared with a $\$ 500,000$ provision for the First Nine Months of 2004. Net loans recovered for the Third Quarter of 2005 and 2004 were $\$ 3,000$ and $\$ 6,000$ respectively. Net loans charged off for the First Nine Months of 2005 were $\$ 425,000$ compared to net loans recovered of $\$ 15,000$ for the First Nine Months of 2004. Of the amount charged off in 2005, $\$ 425,000$ was related to one commercial borrower that ceased operations. The provision for loan losses can vary over time based on an ongoing assessment of the adequacy of the allowance for loan losses.

The allowance for loan losses at September 30, 2005 was $\$ 6,237,000$ and at December 31, 2004 was $\$ 6,037,000$. The ratio of allowance for loan losses to total loans outstanding at September 30, 2005 was $1.20 \%$ compared to $1.21 \%$ at December 31, 2004. Nonperforming loans were $\$ 1,134,000$ or . $22 \%$ of total loans at September 30, 2005 compared to $\$ 538,000$ or . $11 \%$ of total loans at December 31, 2004.

At September 30, 2005, impaired loans totaled \$3,244,000, which included $\$ 1,134,000$ of nonperforming loans and one other loan with a balance of $\$ 2,110,000$ that was renegotiated in 2003. Although current under the new terms of the agreement, due to the financial condition of the borrower there still remains risk as to the collectability of all amounts due under the renegotiated agreement. Impaired loans at December 31, 2004 were $\$ 2,718,000$, which included $\$ 538,000$ of nonperforming loans and $\$ 2,180,000$ related to the loan renegotiated in 2003 mentioned above. The allowance for loan losses on impaired loans was $\$ 1,617,000$ as of September 30, 2005 and there were no impaired loans without an allowance for loan losses.

Total impaired loans decreased \$377,000 from September 30, 2004 to September 30, 2005. This decrease was primarily due to one loan that had a balance of $\$ 692,000$ last year that is now current under the terms of the loan agreement plus two loans that have been charged off totaling $\$ 160,000$. A loan of $\$ 535,000$ was added to the impaired list because the borrower has ceased operations and a specific reserve has been set up for the amount of the expected shortfall.

The allowance for loan losses has been established and is maintained to absorb losses inherent in the loan portfolio. An ongoing assessment of risk of loss is performed to determine if the current balance of the allowance is adequate to cover probable losses in the portfolio. A charge or credit is made to expense to cover any deficiency or reduce any excess. The current methodology employed to determine the appropriate allowance consists of two components, specific and general. The Company develops specific valuation allowances on commercial, commercial real estate, and construction loans based on individual review of these loans and our estimate of the borrower's ability to repay the loan given the availability of collateral, other sources of cash flow and collection
options available to us. The general component relates to all other loans, which are evaluated based on loan grade. The loan grade assigned to each loan is typically evaluated on an annual basis, unless circumstances require interim evaluation. The Company assigns a reserve amount consistent with each loan's rating category. The reserve amount is based on derived loss experience over prescribed periods. In addition to the amounts derived from the loan grades, a portion is added to the general reserve to take into account other factors including national and local economic conditions, downturns in specific industries including loss in collateral value, trends in credit quality at the Company and the banking industry, and trends in risk rating changes. As part of their examination process, federal and state agencies review the Company's methodology for maintaining the allowance for loan losses and the balance in the account. These agencies may require the Company to increase the allowance for loan losses based on their judgments and interpretations about information available to them at the time of their examination.

Summary of Asset Quality
The following table presents information as of and for the three and nine-month periods ended September 30, 2005 and 2004 pertaining to the Company's provision for loan losses and analysis of the allowance for loan losses.

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands) | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Allowance at beginning of period | \$ | 6,009 | \$ | 5,865 | \$ | 6,037 | \$ | 5,506 |
| Provision charged to expense |  | 225 |  | 150 |  | 625 |  | 500 |
| Loans charged off |  | -- |  | -- |  | 448 |  | 1 |
| Recoveries on loans previously charged off |  | 3 |  | 6 |  | 23 |  | 16 |
| Net loans (recovered) charged-off |  | (3) |  | (6) |  | 425 |  | (15) |
| Allowance at end of period | \$ | 6,237 | \$ | 6,021 | \$ | 6,237 | \$ | 6,021 |
| Loans outstanding: |  |  |  |  |  |  |  |  |
| Average | \$ | 513,096 | \$ | 483,563 | \$ | 509,953 | \$ | 471,482 |
| September 30 |  | 518,792 |  | 496, 027 |  | 518,792 |  | 496, 027 |
| Ratio of allowance for loan losses to loans outstanding: |  |  |  |  |  |  |  |  |
| Average |  | 1.22\% |  | 1.25\% |  | 1.22\% |  | 1.28\% |
| September 30 |  | 1.20 |  | 1.21 |  | 1.20 |  | 1.21 |
| Nonperforming loans: |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 1,111 | \$ | 1,120 | \$ | 1,111 | \$ | 1,120 |
| Loans past due 90 days or more |  | 23 |  | -- |  | 23 |  | -- |
| Renegotiated loans |  | 0 |  | 169 |  | 0 |  | 169 |
| Total non performing loans | \$ | 1,134 | \$ | 1,289 | \$ | 1,134 | \$ | 1,289 |
| Other impaired loans | \$ | 2,110 | \$ | 2,332 |  | 2,110 | \$ | 2,332 |
| Foreclosed assets |  | - - | \$ | 1,234 |  | -- | \$ | 1,234 |
| Nonperforming loans as percentage of average loans |  | . $22 \%$ |  | . $27 \%$ |  | . $22 \%$ |  | . $27 \%$ |

The Bank sold the two properties it had been carrying as other real estate owned as of September 30, 2004. One property with a balance of $\$ 859,000$ was sold in December 2004 at a net loss of $\$ 59,000$. The second property with a balance of $\$ 375,000$ was sold during the First Quarter of 2005 at a net gain of $\$ 38,000$.

## Operating Expense

Total operating expense for the Third Quarter of 2005 increased $\$ 1,265,000$ or 9\% to $\$ 15,061,000$ compared to the Third Quarter of 2004. Total operating expense for the First Nine Months of 2005 increased $\$ 4,010,000$ or $10 \%$ to $\$ 44,601,000$ from the First Nine Months of 2004. The increases were due primarily to operating expenses of the Telecom Information Services division which was acquired in August 2004 and expenses related to the growth in processing activity. Operating expenses of the Telecom division were $\$ 806,000$ and $\$ 2,398,000$ for the Third Quarter of 2005 and the First Nine Months of 2005 respectively, compared to \$263,000 for both periods in 2004.

Salaries and benefits expense increased $\$ 1,155,000$ or $12 \%$ to $\$ 10,734,000$ in the Third Quarter of 2005 compared with the Third Quarter of 2004 and increased $\$ 3,651,000$ or $13 \%$ for the First Nine Months of 2005 compared with the First Nine Months of 2004. Salaries and benefits expense related to the Telecom division were $\$ 508,000$ and $\$ 1,438,000$ for the Third Quarter of 2005 and the First Nine Months of 2005, respectively, compared to $\$ 185,00$ for both periods in 2004. The balance of the increase was primarily due to increases in performance bonuses and additional salaries and benefits necessary to support the increase in processing volume.

Occupancy expense for the Third Quarter of 2005 increased $\$ 102,000$ or $22 \%$ to $\$ 562,000$ from the Third Quarter of 2004 and increased $\$ 279,000$ or $21 \%$ in the First Nine Months of 2005 compared with the First Nine Months of 2004. Occupancy expense related to the Telecom division was $\$ 21,000$ and $\$ 62,000$ for the Third Quarter of 2005 and the First Nine Months of 2005, respectively, compared to $\$ 7,000$ for both periods in 2004 . The remaining increase is due primarily to an increase in rent expense from the Bank expansion into Southern California and moving of two of its existing bank branches to new locations in Missouri.

Equipment expense for the Third Quarter of 2005 decreased $\$ 43,000$ or $5 \%$ compared to the Third Quarter of 2004 and decreased $\$ 387,000$ or $13 \%$ for the First Nine Months of 2005 compared with the First Nine Months of 2004. Equipment expense related to the Telecom division was $\$ 21,000$ and $\$ 59,000$ for the Third Quarter of 2005 and the First Nine Months of 2005, respectively, compared to $\$ 5,000$ for both periods in 2004. The decreases relate primarily to software that was capitalized in 2000 and 2001 that is now fully amortized.

Amortization of intangible assets increased \$30,000 or $33 \%$ to $\$ 121,000$ for the Third Quarter of 2005 and increased $\$ 116,000$ or $47 \%$ to $\$ 362,000$ for the First Nine Months of 2005. This increase related to the software acquired from the acquisition of the Telecom division.

Other operating expense for the Third Quarter of 2005 increased $\$ 21,000$ or 1\% compared to the Third Quarter of 2004 and increased $\$ 351,000$ or $4 \%$ for the First Nine Months of 2005 compared with the First Nine Months of 2004. Other operating expenses of the Telecom division were \$160,000 for the Third Quarter of 2005 and $\$ 554,000$ for the First Nine Months of 2005, respectively, compared to $\$ 41,000$ for both periods in 2004. Outside services and supplies increased during the Third Quarter of 2005 and for the First Nine Months of 2005 offsetting reductions in postage.

Income tax expense for the Third Quarter of 2005 increased $\$ 849,000$ or $116 \%$ compared to the Third Quarter of 2004 and increased $\$ 2,137,000$ or $96 \%$ for the First Nine Months of 2005 compared with the First Nine Months of 2004. The effective tax rate for the Third Quarter of 2005 was $34 \%$ compared with $27 \%$ in the Third Quarter of 2004 and was $34 \%$ for the First Nine Months of 2005 compared with $29 \%$ in 2004. The increase in the effective tax rate was primarily due to the lower relative effect of tax-exempt investment income to total income.

## Financial Condition

Total assets at September 30, 2005 increased \$78,715,000 or 11\% from December 31, 2004. The most significant change in asset balances during this period was federal funds sold and other short-term investments that increased \$51,151,000 or $79 \%$. Changes in federal funds sold and other short-term investments reflect the Company's daily liquidity position and are affected by changes in other asset balances and also by changes in deposit and accounts and drafts payable balances detailed below. Loans also increased as the Bank continues to expand its customer base.

Total liabilities were $\$ 720,136,000$, an increase of $\$ 73,204,000$ or $11 \%$ from December 31, 2004. Total deposits at September 30, 2005 were $\$ 274,036,000$, a decrease of $\$ 1,593,000$ or $1 \%$. Accounts and drafts payable were $\$ 432,703,000$, an increase of $\$ 74,230,000$ or $21 \%$. Total shareholders' equity at September 30, 2005 was $\$ 75,100,000$ a $\$ 5,511,000$ or $8 \%$ increase from December 31, 2004.

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 (for average balances refer to the tables under the "Distribution of Assets, Liabilities and Stockholders' Equity; Interest Rate and Interest Differential" section of this report).

The increase in total shareholders' equity resulted from net income of $\$ 8,444,000$; cash received on the exercise of stock options of $\$ 175,000$; a $\$ 55,000$ tax benefit on stock awards, \$99,000 from the amortization of stock bonus awards offset by dividends paid of $\$ 2,319,000$ ( $\$ .63$ per share), the repurchase of 16,545 shares of treasury stock for $\$ 586,000$, a decrease in other comprehensive income of $\$ 354,000$ and cash paid for stock dividend fractional shares of $\$ 3,000$.

## Liquidity and Capital Resources

The balance of liquid assets, or cash and cash equivalents, which include cash and due from banks, federal funds sold and money market funds, was $\$ 145,255,000$ at September 30, 2005, an increase of $\$ 57,712,000$ or $66 \%$ from December 31, 2004. At September 30, 2005 these assets represented $18 \%$ of total assets. These funds are the Company's and its subsidiaries' primary source of liquidity to meet future expected and unexpected loan demand, depositor withdrawals 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 was $\$ 76,111,000$ at September 30, 2005, a decrease of $\$ 1,019,000$ or $1 \%$ from December 31, 2004. These assets represented $10 \%$ of total assets at September 30, 2005. Of this total, 63\% were state and political subdivision securities, $29 \%$ were U.S. Treasury securities and $8 \%$ were U.S. government agencies. Of the total portfolio, $32 \%$ matures in one year, $25 \%$ matures in one to five years and $43 \%$ matures in five or more years. During the First Nine Months of 2005 the Company sold securities with a market value of $\$ 12,952,000$ and a portion of these funds were reinvested in U.S. Treasury and agency securities.

The Bank has unsecured lines at correspondent banks to purchase federal funds up to a maximum of $\$ 29,000,000$. Additionally, the Bank maintains a line of credit at an unaffiliated financial institution in the maximum amount of $\$ 75,149,000$ 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 the Company has also historically been a stable source of funds

Net cash flows provided by operating activities were \$9,707,000 for the First Nine Months of 2005 compared with \$6,724,000 for the First Nine Months of 2004 This increase is primarily attributable to $\$ 2,924,000$ additional net income and other normal fluctuations in other asset and liability accounts. Net cash flows from investing and financing activities fluctuate greatly as the Company actively manages its investment and loan portfolios and customer activity influences changes in deposit and accounts and drafts payable balances. Further analysis of the changes in these account balances is discussed earlier in this report. Due to the daily fluctuations in these account balances, the analysis of changes in average balances, also discussed earlier in this report, can be more indicative of underlying activity than the period-end balances used in the statements of cash flows. Management anticipates that cash and cash equivalents, maturing investments and cash from operations will continue to be sufficient to fund the Company's operations and capital expenditures in 2005.

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 and the Bank 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 exceed all regulatory capital requirements, as evidenced by the following capital amounts and ratios at September 30, 2005 and December 31, 2004:

| September 30, 2005 (In Thousands) | Amount |  | Ratio |
| :---: | :---: | :---: | :---: |
| Total capital (to risk-weighted assets) |  |  |  |
| Cass Information Systems, Inc. | \$ | 75,678 | 12.29\% |
| Cass Commercial Bank |  | 37,720 | 12.80 |
| Tier I capital (to risk-weighted assets) |  |  |  |
| Cass Information Systems, Inc. | \$ | 65,741 | 10.68\% |
| Cass Commercial Bank |  | 33,421 | 11.34 |
| Tier I capital (to average assets) |  |  |  |
| Cass Information Systems, Inc. | \$ | 65,741 | 8.51\% |
| Cass Commercial Bank |  | 33,421 | 10.06 |
| December 31, 2004 (In Thousands) |  | Amount | Ratio |
| Total capital (to risk-weighted assets) |  |  |  |
| Cass Information Systems, Inc. | \$ | 69,238 | 11.86\% |
| Cass Commercial Bank |  | 36,634 | 12.01 |
| Tier I capital (to risk-weighted assets) |  |  |  |
| Cass Information Systems, Inc. | \$ | 59,501 | 10.19\% |
| Cass Commercial Bank |  | 32,817 | 10.76 |
| Tier I capital (to average assets) |  |  |  |
| Cass Information Systems, Inc. | \$ | 59,501 | 7.91\% |
| Cass Commercial Bank |  | 32,817 | 9.46 |

## Inflation

The Company's assets and liabilities are primarily monetary, consisting of cash, cash equivalents, securities, loans, payables and deposits. Monetary assets and liabilities are those that can be converted into a fixed number of dollars. The Company's consolidated balance sheet reflects a net positive monetary position (monetary assets exceed 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 company. Management believes that replacement costs of equipment, furniture, and leasehold improvements will not materially affect operations. The rate of inflation does affect certain expenses, such as those for employee compensation, which may not be readily recoverable in the price of the Company's services.

## Impact of New Accounting Pronouncements

In November 2005, the FASB issued FASB Staff Position (FSP) FAS 115-1 and 124-1, "The Meaning of Other-Than-Temporary Impairment and Its Application to Certain Investments." The guidance addresses the determination of when an investment is considered impaired, whether that impairment is other than temporary, and the measurement of an impairment loss. The FSP also includes accounting considerations subsequent to the recognition of an other-than-temporary impairment and requires certain disclosures about unrealized losses that have not been recognized as other-than-temporary impairments. The guidance in this FSP amends FASB Statement No. 115, "Accounting for Certain Investments in Debt and Equity Securities," and adds a footnote to APB Opinion No. 18, "The Equity Method of Accounting for Investments in Common Stock." The guidance in this FSP nullifies certain requirements of EITF Issue No. 03-1, "The Meaning of Other-Than-Temporary Impairment and Its Application to Certain Investments," and supersedes EITF Abstracts, Topic D-44, "Recognition of Other-Than-Temporary Impairment upon the Planned Sale of a Security Whose Cost Exceeds Fair Value." The guidance is required to be applied to reporting periods beginning after December 15, 2005. The Company does not anticipate this FSP will have a material impact on its consolidated financial statements.

In December 2004, the FASB issued SFAS 123 (revised 2004), "Share-Based Payment" ("SFAS 123R"), which replaced, "Accounting for Stock-Based Compensation" ("SFAS 123") and supersedes Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees" ("APB 25"). SFAS 123R requires the measurement of all employee share-based payments to employees, including grants of employee stock options, using a fair-value-based method and the recording of such expense in our consolidated statements of income. The accounting provisions of SFAS 123R are effective for fiscal years beginning after June 15, 2005. The pro forma disclosures previously permitted under SFAS 123 will no longer be an alternative to financial statement recognition. See Note 10 of this report for the pro forma net income and net income per share amounts, for Third Quarter 2005 and 2004, as if we had used a fair-value-based method similar to the methods required under SFAS 123R to measure compensation expense for employee stock incentive awards. Although we have not yet determined whether the adoption of SFAS 123R will result in amounts that are similar to the current pro forma disclosures under SFAS 123, we are evaluating the requirements under SFAS 123R and do not expect the adoption to have a significant adverse impact on our consolidated statements of income and net income per share.

In May 2005, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 154 "Accounting Changes and Error Corrections" as a replacement of APB Opinion No. 20 and FASB Statement No 3. This Statement applies to all voluntary changes in accounting principles and changes required by an accounting pronouncement in the unusual instance that the pronouncement does not include specific transition provisions. This Statement carries forward without change the guidance contained in APB Opinion No. 20 for reporting the correction of an error in previously issued financial statements and a change in accounting estimate. This Statement also carries forward the guidance in APB Opinion No. 20 requiring justification of a change in accounting principle on the basis of preferability. This Statement shall be effective for accounting changes and corrections of errors made in fiscal years beginning after December 15, 2005. The Company is not currently aware of any accounting changes or errors to which the provisions of this Statement will apply.

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, 2004, 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 September 30, 2005 has changed materially from that at December 31, 2004.

## ITEM 4. CONTROLS AND PROCEDURES

The Company maintains disclosure controls and procedures designed to provide reasonable assurance that the information it is required to disclose in the reports it files with the Securities and Exchange Commission ("SEC") is fairly recorded, processed, summarized and reported to management, including the Chief Executive Officer and Principal Financial Officer, within the time periods specified in the rules of the SEC. The Company's Chief Executive and Principal Financial Officers have reviewed and evaluated the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended) as of September 30, 2005 and based on their evaluation, believe that these procedures are adequate and effective to ensure that the Company is able to collect, process and disclose the information it is required to disclose in the reports it files with the SEC within the required time periods.

There were no changes in the Third Quarter of 2005 in the Company's internal controls identified by the Chief Executive and Principal Financial Officers in connection with their evaluation that materially affected or are reasonably likely to materially affect the Company's internal controls over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934, as amended).

PART II. OTHER INFORMATION
ITEM 1. LEGAL PROCEEDINGS
The Company and its subsidiaries are not involved in any pending proceedings other than ordinary routine litigation incidental to its businesses. Management believes none of these proceedings, if determined adversely, would have a material effect on the business or financial condition of the Company or its subsidiaries.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS
The Company maintains a treasury stock buyback program and as of September 30, 2005 was authorized by the Board of Directors to repurchase up to 83,455 shares of its Common Stock. No shares of the Company's Common Stock were repurchased in the Third Quarter of 2005.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES
None.
ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
None

ITEM 5. OTHER INFORMATION

None
ITEM 6. EXHIBITS
Exhibit 31.1 Certification pursuant to Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

Exhibit 31.2 Certification pursuant to Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-0xley Act of 2002

Exhibit 32.1 Certification pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-0xley Act of 2002.

Exhibit 32.2 Certification pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

## 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.

CASS INFORMATION SYSTEMS, INC.

DATE: November 4, 2005

DATE: November 4, 2005

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

By /s/ Eric H. Brunngraber
Eric H. Brunngraber
Vice President-Secretary
(Principal Financial and Accounting Officer)

## CERTIFICATION

I, Lawrence A. Collett, Chairman and Chief Executive Officer of Cass Information Systems, Inc., certify that:

1. I have reviewed this quarterly report on Form 10-Q of Cass Information Systems, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13(a)-15(f) and 15d-15(f)) for the registrant and have:
a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## /s/ Lawrence A. Collett

Lawrence A. Collett
Chairman and Chief Executive Officer
November 4, 2005

## CERTIFICATION

I, Eric H. Brunngraber, Principal Financial and Accounting Officer of Cass Information Systems, Inc., certify that:

1. I have reviewed this quarterly report on Form 10-Q of Cass Information Systems, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## /s/ Eric H. Brunngraber

Eric H. Brunngraber
Vice President - Secretary
(Principal Financial and Accounting Officer)
November 4, 2005

## CERTIFICATION PURSUANT TO

18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
In connection with the Quarterly Report of Cass Information Systems, Inc. ("the Company") on Form 10-Q for the period ended September 30, 2005 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Lawrence A. Collett, Chairman and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. ss. 1350, as adopted pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, that:
(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.
/s/ Lawrence A. Collett
Lawrence A. Collett
Chairman and Chief Executive Officer
November 4, 2005
A signed original of this written statement required by Section 906 has been provided to Cass Information Systems, Inc. and will be retained by Cass Information Systems, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

## CERTIFICATION PURSUANT TO

18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
In connection with the Quarterly Report of Cass Information Systems, Inc. ("the Company") on Form 10-Q for the period ended September 30, 2005 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Eric H. Brunngraber, Principal Financial and Accounting Officer of the Company, certify, pursuant to 18 U.S.C. ss. 1350, as adopted pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, that:
(3) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(4) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.
/s/ Eric H. Brunngraber

## Eric H. Brunngraber

Principal Financial and Accounting Officer November 4, 2005

A signed original of this written statement required by Section 906 has been provided to Cass Information Systems, Inc. and will be retained by Cass Information Systems, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.


[^0]:    * Amortization through December 31, 2001 prior to adoption of SFAS 142.

