UNITED STATES
SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934
FOR THE QUARTER ENDED JUNE 30, 2001 COMMISSION FILE NO. 2-80070

CASS INFORMATION SYSTEMS, INC.
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(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 July 31, 2001: Common stock, par value $\$ .50$ per share - 3,174,849 shares outstanding.

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

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

|  | $\begin{gathered} \text { JUNE } 30 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { DECEMBER } 31 \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and due from banks | \$ 24,454 | \$ 21,680 |
| Federal funds sold and other short-term investments | 80,637 | 94,251 |
| Cash and cash equivalents | 105, 091 | 115,931 |
| Investment in debt and equity securities: |  |  |
| Held-to-maturity, fair value of $\$ 6,682$ at December 31, 2000 | -- | 6,650 |
| Available-for-sale, at fair value | 44,416 | 62,675 |
| Total investment in debt and equity securities | 44,416 | 69,325 |
| Loans | 386,122 | 372,220 |
| Less: Allowance for loan losses | 4,947 | 4,897 |
| Loans, net | 381,175 | 367,323 |
| Premises and equipment, net | 17,133 | 13,914 |
| Accrued interest receivable | 2,527 | 3,528 |
| Investment in unconsolidated subsidiary | 5,355 | -- |
| Other assets | 7,658 | 6,865 |
| Total assets | \$563, 355 | \$576, 886 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Liabilities:
Deposits:
Noninterest-bearing

| $\$ 91,483$ | $\$ 99,941$ |
| ---: | ---: |
| 111,332 | 112,725 |
| ---------- |  |
| 202,815 | 212,666 |
| 298,982 | 302,840 |
| 25 | -- |
| 7,165 | 7,559 |
| ---------- | $---923,065$ |
| 508,987 | ------- |

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

| 2,000 | 2,000 |
| ---: | ---: |
| 5,050 | 5,059 |
| 61,393 | 59,177 |
| 505 | 159 |
| $(14,518)$ | $(12,480)$ |
| $(62)$ | $(94)$ |
| ---------9 |  |
| 54,368 | 53,821 |
| ----- | ----- |
| $\$ 563,355$ | $\$ 576,886$ |
| $=======$ | $=======$ |

See accompanying notes to unaudited consolidated financial statements.

CASS INFORMATION SYSTEMS, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME (Unaudited)
(Dollars in Thousands except Per Share Data)

INTEREST INCOME:
Interest and fees on loans
Interest and dividends on debt and equity securities:
Taxable
Exempt from federal income taxes
Interest on federal funds sold and
other short-term investments
Total interest income

INTEREST EXPENSE:
Interest on deposits
Interest on short-term borrowings
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses

NONINTEREST INCOME:
Freight and utility payment and processing revenue Bank service fees Other

Total noninterest income

NONINTEREST EXPENSE:
Salaries and employee benefits
Occupancy expense
Equipment expense
Other
Total noninterest expense
Income before income tax expense
Income tax expense
Net income

Earnings per share:
Basic
Diluted
Weighted average shares outstanding:
Basic
Effect of stock options and awards Diluted

3,501, 084
46,932
3,548, 016
THREE MONTHS ENDED
JUNE 30
=====================
$2001 \quad 2000$

| $\$ 7,395$ | $\$ 6,830$ |
| ---: | ---: |
| 770 | 1,385 |
| 13 | 15 |
| 873 | 714 |
| -------- |  |
| 9,051 | 8,944 |
| ------ | ------ |


| 951 | 1,071 |
| ---: | ---: |
| 1 | 5 |
| ------ | ------ |
| 952 | 1,076 |
| ----- | ---- |
| 8,099 | 7,868 |
| -- | ------ |
| ----- | 7,718 |
| 8,099 | ------ |


| 5,154 | 4,849 |
| ---: | ---: |
| 383 | 374 |
| 118 | 38 |
| ---- | ----- |
| 5,655 | 5,261 |
| ----------- |  |


| 7,663 | 6,957 |
| :---: | :---: |
| 427 | 443 |
| 904 | 767 |
| 2,043 | 2,173 |
| 11,037 | 10,340 |
| 2,717 | 2,639 |
| 942 | 919 |
| \$ 1,775 | \$ 1,720 |

$\$ .49$
$\$ .48$
$\$ .54$

| SIX MONTHS ENDED JUNE 30 |  |
| :---: | :---: |
| 2001 | 2000 |
| \$14,942 | \$12,987 |
| 1,742 | 2,756 |
| 27 | 30 |
| 1,788 | 1,576 |
| 18,499 | 17,349 |


| 2,397 | 2,025 |
| :---: | :---: |
| 1 | 7 |
| 2,398 | 2,032 |
| 16,101 | 15,317 |
| -- | 250 |
| 16,101 | 15,067 |


| 10,466 | 10,185 |
| ---: | ---: |
| 699 | 708 |
| 230 | 123 |
| --------- |  |
| 11,395 | 11,016 |
| ----- | ----- |


| 15,385 | 14,007 |
| :---: | :---: |
| 888 | 877 |
| 1,718 | 1,519 |
| 4,134 | 4,116 |
| 22,125 | 20,519 |
| 5,371 | 5,564 |
| 1,846 | 1,988 |
| \$ 3,525 | \$ 3,576 |

$\$ 1.08$
$\$ 1.00$
$\$ 1.06$
$\$ .99$
$3,276,468$
42,344
3,318, 812

3,572,344
46,441
3,618,785

See accompanying notes to unaudited consolidated financial statements.

## CASS INFORMATION SYSTEMS, INC. AND SUBSIDIARIES <br> CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (Unaudited) <br> (Dollars in Thousands)

|  | SIX MONTHS ENDED JUNE 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  |
| CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| Net income | \$ | 3,525 | \$ | 3,576 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
|  |  |  |  |  |
| Depreciation and amortization |  | 1,379 |  | 1,311 |
| Provision for loan losses |  | -- |  | 250 |
| Amortization of stock bonus awards |  | 43 |  | 39 |
| Decrease (increase) in accrued interest receivable |  | 1,001 |  | (143) |
| Decrease in deferred income |  | (41) |  | (765) |
| Deferred income tax expense (benefit) |  | (376) |  | 262 |
| Increase (decrease) in income tax liability |  | 236 |  | (157) |
| Change in other assets |  | $(1,615)$ |  | 403 |
| Change in other liabilities |  | (589) |  | (181) |
| Other operating activities, net |  | (203) |  | 400 |
| Net cash provided by operating activities |  | 3,360 |  | 4,995 |

CASH FLOWS FROM INVESTING ACTIVITIES:
Proceeds from maturities of debt and equity securities: Held-to-maturity
Available-for-sale
Purchase of debt and equity securities available-for-sale Net increase in loans
Purchases of premises and equipment, net
Net cash provided by (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

| $(8,458)$ | $(16,444)$ |
| :---: | ---: |
| $(4,163)$ | $(491)$ |
| 2,770 | $(294)$ |
| $(3,858)$ | 33,281 |
| 25 | $(208)$ |
| 11 | 47 |
| $(1,309)$ | $(1,423)$ |
| $(2,069)$ | $(4,786)$ |
| ------ | ----- |
| $(17,051)$ | 9,682 |
| ------ | ----- |
| $(10,840)$ | $(39,944)$ |
| 115,931 | 124,217 |
| ------- | ------- |
| $\$ 105,091$ | $\$ 84,273$ |
| $=======$ | $=======$ |

Supplemental information:

Cash paid for interest
Cash paid for income taxes
Transfer of securities from held-to-maturity to available-for-sale
Transfer of loans to investment in unconsolidated subsidiary
\$ 2,425
2,137
6,650
4,205
\$ 2,035
2,662

See accompanying notes to unaudited consolidated financial statements.

Note 1 - Basis of Presentation
The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America 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 accounting principles generally accepted in the United States of America 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 June 30, 2001 are not necessarily indicative of the results that may be expected for the year ending December 31, 2001. For further information, refer to the consolidated financial statements and related footnotes included in the Company's Annual Report on Form 10-K for the year ended December 31, 2000.

## Note 2 - Impact of New Accounting Pronouncements

In July 2001, the FASB issued SFAS 141, "Business Combinations", and SFAS 142, "Goodwill and Other Intangible Assets". SFAS 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001 as well as all purchase method business combinations completed after June 30, 2001. SFAS 141 also specifies criteria which intangible assets acquired in a purchase method business combination must meet to be recognized and reported apart from goodwill. SFAS 142 will require that goodwill and intangible assets with indefinite useful lives no longer be amortized, but instead tested for impairment at least annually. SFAS 142 will also require that intangible assets with definite useful lives be amortized over their respective estimated useful lives to their estimated residual values, and reviewed for impairment in accordance with SFAS 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of".

The Company is required to adopt the provisions of SFAS 141 immediately and SFAS 142 effective January 1, 2002. Furthermore, any goodwill and any intangible asset determined to have an indefinite useful life that are acquired in a purchase business combination completed after June 30, 2001 will not be amortized, but will continue to be evaluated for impairment in accordance with the appropriate pre-SFAS 142 accounting literature. Goodwill and intangible assets acquired in business combinations completed before July 1, 2001 will continue to be amortized prior to the adoption of SFAS 142.

SFAS 141 will require upon adoption of SFAS 142, that the Company evaluate its existing intangible assets and goodwill that were acquired in a prior purchase business combination, and to make any necessary reclassifications in order to conform with the new criteria in SFAS 141 for recognition apart from goodwill. Upon adoption of SFAS 142, the Company will be required to reassess the useful lives and residual values of all intangible assets acquired in purchase business combinations, and make any necessary amortization period adjustments by the end of the first interim period after adoption. In addition, to the extent an intangible asset is identified as having an indefinite useful life, the Company will be required to test the intangible asset for impairment in accordance with the provisions of SFAS 142 within the first interim period. Any impairment loss will be measured as of the date of adoption and recognized as the cumulative effect of a change in accounting principle in the first interim period.

As of the date of adoption, the Company expects to have unamortized goodwill in the amount of $\$ 223,000$ which will be subject to the transition provisions of SFAS 141 and 142. Amortization expense related to goodwill was $\$ 30,000$ and $\$ 15,000$ for the year ended December 31,2000 and the six months ended June 30, 2001, respectively. Because of the extensive effort needed to comply with adopting SFAS 141 and 142, it is not practicable to reasonably estimate the impact of adopting these Statements on the Company's financial statements at the date of this report, including whether any transitional impairment losses will be required to be recognized as the cumulative effect of a change in accounting principle.

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, which defers the effective date of SFAS 133 from fiscal years beginning after June 15, 1999 to fiscal years beginning after June 15, 2000. In June 2000, the FASB issued Statement of Financial Accounting Financial Standards No. 138, Accounting for Certain Derivative Instruments and Certain Hedging Activities, which addresses certain issues causing implementation difficulties. The Company has adopted SFAS 133, as amended, effective January 1, 2001, but since the Company does not participate in any derivative or hedging activities, SFAS 133, as amended, had no impact on the Company's consolidated financial position and results of operations, except for the transfer of all held-to-maturity securities into available-for-sale securities as of January 1, 2001 as permitted by SFAS 133. At the time of the transfer the book value of the securities transferred was $\$ 6,650,000$ and the fair value was $\$ 6,682,000$. The difference was an unrealized gain recorded net of tax as other comprehensive income.

Note 3 - Loans by Type

| (DOLLARS IN THOUSANDS) | JUNE 30, 2001 | DECEMBER 31, 2000 |
| :---: | :---: | :---: |
| Commercial and industrial | \$149, 518 | \$136, 482 |
| Real estate: |  |  |
| Mortgage | 118,206 | 117,170 |
| Mortgage - Churches \& Related | 72,570 | 65,368 |
| Construction | 11,699 | 9,877 |
| Construction - Churches \& Related | 11,776 | 19,587 |
| Industrial revenue bonds | 15,438 | 15,804 |
| Installment | 2,542 | 2,533 |
| Other | 4,373 | 5,399 |
| Total loans | \$386, 122 | \$372, 220 |

## 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. Along with the 300,000 shares authorized under the plan, the Board of Directors approved the repurchase of an additional 210,680 shares. During 2001 the Company repurchased 110,500 shares.
Repurchases were made in the open market or through negotiated transactions from time to time depending on market conditions.

Note 5 - Comprehensive Income
For the three and six month periods ended June 30, 2001 and 2000, unrealized gains and losses on debt and equity securities available-for-sale were the Company's only other comprehensive income component. Comprehensive income for the three and six month periods ended June 30, 2001 and 2000 is summarized as follows:

|  | THREE | ENDED | SIX MONTHS ENDED JUNE 30 |  |
| :---: | :---: | :---: | :---: | :---: |
| (IN THOUSANDS) | 2001 | 2000 | 2001 | 2000 |

Other comprehensive income:
Net unrealized gain (loss) on debt and equity securities available-for-sale, net of tax
(45) 73

346
(79)


Note 6 - Industry Segment Information
The services provided by the Company are classified into three reportable segments: Transportation Information Services, Utility Information Services, and Banking Services. Each of these segments offers distinct services that are marketed through different channels. They are managed separately due to their unique service, processing and capital requirements.

The Transportation Information Services unit provides freight invoice rating, payment, auditing, cost accounting and transportation information services to large corporate shippers. The Utility Information Services unit processes and pays utility invoices, including electricity, gas, water, telephone and refuse, for large corporate entities that have many locations or are heavy users of energy. The Banking Services unit provides banking services primarily to privately held businesses and churches.

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, 2000. 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. The Company initiated the reporting of information relating to the Utility Information Services unit in 2001 due to its growth and formalization of its existence as an operating unit. Previous period information has been restated to reflect this addition.

All three segments market their services 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 six month periods ended June 30, 2001 and 2000, is as follows:

| (IN THOUSANDS) | TRANSPORTATION INFORMATION SERVICES | UTILITY <br> INFORMATION SERVICES | BANKING SERVICES | CORPORATE | ELIM- <br> INATIONS | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended June 30, 2001 |  |  |  |  |  |  |
| Total Revenues | \$ 8,251 | \$1,897 | \$3,690 | \$452 | \$ (536) | \$13,754 |
| Net Income | 784 | 45 | 958 | (12) | -- | 1,775 |
| Quarter Ended June 30, 2000 |  |  |  |  |  |  |
| Total Revenues | \$ 8,816 | \$ 874 | \$3,352 | \$382 | \$ (445) | \$12,979 |
| Net Income | 1,191 | (257) | 811 | (25) | -- | 1,720 |
| Six Months Ended June 30, 2001 |  |  |  |  |  |  |
| Total Revenues | \$16,955 | \$3,671 | \$7,067 | \$930 | \$(1, 127) | \$27,496 |
| Net Income | 1,744 | 43 | 1,762 | (24) | -- | 3,525 |
| Six Months Ended June 30, 2000 |  |  |  |  |  |  |
| Total Revenues | \$17,779 | \$1,747 | \$6,720 | \$770 | \$ (933) | \$26,083 |
| Net Income | 2,348 | (408) | 1,684 | (48) | -- | 3,576 |

Note 7 - Investment in Unconsolidated Subsidiary
On January 2, 2001, the Company's Bank subsidiary foreclosed on certain operating assets relating to one borrower in order to protect the Bank's financial interest in that borrower. The Bank is currently stabilizing this business and operating it as Government e-Management Solutions, Inc. It is accounted for as an unconsolidated subsidiary. At June 30, 2001 the investment in this subsidiary was $\$ 5,355,000$.

Note 8 - Reclassifications
Certain amounts in the 2000 consolidated financial statements have been reclassified to conform with the 2001 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 Information Systems, Inc. (the "Company") operates in three primary business segments: Transportation Information Services, Utility Information Services and through the Company's wholly owned subsidiary, Cass Commercial Bank ("Cass Bank"), Banking Services. The Company is a payment processing and information services company, whose operations include the processing and payment of freight and utility charges, preparation of management information, auditing and rating charges and other payment related activities for customers located throughout the United States. 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.

On January 18, 2001 the Company announced that it acquired substantially all the utility payment and processing related assets of "The Utility Navigator(R)" a division of privately held InSITE Services, Inc. These assets include books and records relating to the business, customer and vendor lists, customer contracts, reporting history and databases, marketing and advertising materials, trademarks and other intellectual property, and a license to the software used to process and pay utility bills.

The following paragraphs more fully discuss the results of operations and changes in financial condition for the three-month period ended June 30, 2001 (the "Second Quarter of 2001") compared to the three-month period ended June 30, 2000 (the "Second Quarter of 2000") and the six-month period ended June 30, 2001 ("First Half of 2001") compared to the six-month period ended June 30, 2000 ("First Half of 2000"). 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 2000 Annual Report on Form 10-K. Results of operations for the First Half of 2001 are not necessarily indicative of the results to be attained for any other period.

## RESULTS OF OPERATIONS

## NET INCOME

The Company's net income was \$1,775,000 for the Second Quarter of 2001, a $\$ 55,000$ or $3.2 \%$ increase compared to net income of $\$ 1,720,000$ for the Second Quarter of 2000. The Company's net income was \$3,525,000 for the First Half of 2001, a $\$ 51,000$ or $1.4 \%$ decrease compared to net income of $\$ 3,576,000$ for the First Half of 2000. Diluted earnings per share was $\$ .54$ for the Second Quarter of 2001, a $12.5 \%$ increase compared to $\$ .48$ for the Second Quarter of 2000. Diluted earnings per share was $\$ 1.06$ for the First Half of 2001, a 7.1\% increase compared to $\$ .99$ for the First Half of 2000. The increase in net income in the Second Quarter of 2001 over the Second Quarter of 2000 was primarily a result of strong loan demand and an increase in earning assets. The decrease in net income in the First Half of 2001 from the First Half of 2000 was due primarily to decreases in the general level of interest rates and increased expenses related to an increased staff at CIS to support expanded operations. Return on average assets for the Second Quarter of 2001 was $1.27 \%$ compared to $1.39 \%$ for the Second Quarter of 2000. Return on average assets for the First Half of 2001 was $1.28 \%$ compared to $1.44 \%$ for the First Half of 2000. Return on average equity for the Second Quarter of 2001 was $12.89 \%$ compared to $12.78 \%$ for the Second Quarter of 2000. Return on average equity for the First Half of 2001 was $13.01 \%$ compared to $13.05 \%$ for the First Half of 2000.

## NET INTEREST INCOME

Second Quarter of 2001 compared to Second Quarter of 2000:
The Company's tax-equivalent net interest income increased $3.4 \%$ or $\$ 270,000$ from $\$ 7,946,000$ to $\$ 8,216,000$. Average earning assets increased $10.6 \%$ or $\$ 48,979,000$ from $\$ 460,345,000$ to $\$ 509,324,000$ The tax-equivalent net interest margin decreased from $6.94 \%$ to $6.49 \%$. The average tax-equivalent yield on earning assets decreased from 7.88\% to 7.24\%. The average rate paid on interest-bearing liabilities decreased from 4.60\% to 3.22\%.

The average balance of loans increased \$55,173,000 from \$323,549,000 to $\$ 378,722,000$, investment in debt and equity securities decreased $\$ 39,860,000$ from $\$ 90,159,000$ to $\$ 50,299,000$, and federal funds sold and other short-term investments increased $\$ 33,666,000$ from $\$ 46,637,000$ to $\$ 80,303,000$. The average balance of noninterest bearing demand deposit accounts increased $\$ 9,682,000$ from $\$ 80,504,000$ to $\$ 90,186,000$, accounts and drafts payable increased $\$ 25,906,000$ from $\$ 263,156,000$ to $\$ 289,062,000$, and interest bearing liabilities increased $\$ 24,745,000$ from $\$ 94,130,000$ to $\$ 118,875,000$.

The increase in average loans during this period was attributable to the Bank's marketing efforts, both in the commercial and church and church-related areas. The decrease in debt and equity securities and the increase in federal funds sold and other short term investments reflects management's asset allocation decisions given projected liquidity requirements, market interest rates and the attractiveness of alternative investments. Noninterest bearing
demand and interest bearing liabilities have increased due to the Bank's increased marketing efforts to attract more deposits. The increase in average accounts and drafts payable relates to an increase in the dollar volume of transactions processed and lengthening of the payment cycle.

The increases experienced during the Second Quarter of 2001 in net interest income was caused primarily by increases in the level of earning assets funded by the increase in accounts and drafts payable and interest-bearing liabilities and a shift in earning assets to higher yielding loans. The decrease in net interest margin was due primarily to a decline in the general level of interest rates. 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 the Company in the form of accounts and drafts payable. For more information please refer to the table on page 10.

First Half of 2001 compared to the First Half of 2000:
The Company's tax-equivalent net interest income increased $5.9 \%$ or $\$ 907,000$ from $\$ 15,434,000$ to $\$ 16,341,000$. Average earning assets increased $10.5 \%$ or $\$ 48,175,000$ from $\$ 458,342,000$ to $\$ 506,517,000$. The tax-equivalent net interest margin decreased from $6.77 \%$ to $6.52 \%$. The average tax-equivalent yield on earning assets decreased from 7.66\% to 7.48\%. The average rate paid on interest-bearing liabilities decreased from 4.24\% to 4.00\%.

The average balance of loans increased \$61,013,000 from \$314,200,000 to $\$ 375,213,000$, investment in debt and equity securities decreased $\$ 33,273,000$ from $\$ 90,067,000$ to $\$ 56,794,000$, and federal funds sold and other short-term investments increased \$20,435,000 from \$54,075,000 to \$74,510,000. The average balance of noninterest bearing demand deposit accounts increased $\$ 4,259,000$ from $\$ 81,679,000$ to $\$ 85,938,000$, accounts and drafts payable increased $\$ 25,316,000$ from $\$ 258,924,000$ to $\$ 284,240,000$, and interest-bearing liabilities increased \$24,906,000 from \$96,326,000 to \$121,232,000.

The increases and decreases experienced in account balances during the First Half of 2001 were attributable to the same factors as those described for the second quarter.

The increases experienced during the First Half of 2001 in net interest income were also caused primarily by increases in the level of earning assets funded primarily by the increase in accounts and drafts payable and interest bearing liabilities and a shift in earning assets to higher yielding loans. The decrease in net interest margin was due primarily to a decline in the general level of interest rates. 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 the Company in the form of accounts and drafts payable. For more information please refer to the table on page 11.

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.

SECOND QUARTER 2001
SECOND QUARTER 2000

|  | INTEREST |  |  | INTEREST |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AVERAGE | INCOME/ | YIELD/ | AVERAGE | INCOME/ | YIELD/ |
| (DOLLARS IN THOUSANDS) | BALANCE | EXPENSE | RATE | BALANCE | EXPENSE | RATE |



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 2000 Consolidated Financial Statements.
3. Interest income on loans includes net loan fees of $\$ 7,000$ and $\$ 67,000$ for the Second Quarter of 2001 and 2000, respectively.
4. Interest income is presented on a tax-equivalent basis assuming a tax rate of $34 \%$. The tax-equivalent adjustment was approximately $\$ 117,000$ and $\$ 78,000$ for the Second Quarter of 2001 and 2000, 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 HALF OF 2001

|  | FIRST HALF OF 2001 |  |  | FIRST HALF OF 2000 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | \$359, 636 | \$14,503 | 8.15\% | \$307, 010 | \$12,788 | 8.38\% |
| Tax-exempt 4 | 15,577 | 666 | 8.65 | 7,190 | 301 | 8.42 |
| Debt and equity securities 5: |  |  |  |  |  |  |
| Taxable | 55,708 | 1,742 | 6.32 | 88,862 | 2,757 | 6.24 |
| Tax-exempt 4 | 1,086 | 40 | 7.45 | 1,205 | 44 | 7.34 |
| Federal funds sold and other short-term investments | 74,510 | 1,788 | 4.85 | 54,075 | 1,576 | 5.86 |
| Total earning assets | 506,517 | 18,739 | 7.48 | 458,342 | 17,466 | 7.66 |
| Nonearning assets: |  |  |  |  |  |  |
| Cash and due from banks | 21,608 |  |  | 24,695 |  |  |
| Premises and equipment, net | 15,719 |  |  | 9,510 |  |  |
| Other assets | 15,363 |  |  | 9,746 |  |  |
| Allowance for loan losses | $(4,904)$ |  |  | $(4,372)$ |  |  |
| Total assets | \$554, 303 |  |  | \$497, 921 |  |  |


| LIABILITIES AND SHAREHOLDERS' EQ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Interest-bearing demand deposits | \$ 54,121 | \$ 955 | 3.57\% | \$ 42,927 | \$ 823 | 3.86\% |
| Savings deposits | 58,331 | 1,211 | 4.20 | 46,838 | 1,052 | 4.52 |
| Time deposits of |  |  |  |  |  |  |
| \$100 or more | 4,971 | 130 | 5.29 | 2,522 | 64 | 5.10 |
| Other time deposits | 3,775 | 101 | 5.41 | 3,841 | 86 | 4.50 |
| Total interest-bearing deposits | 121,198 | 2,397 | 4.00 | 96,128 | 2,025 | 4.24 |
| Short-term borrowings | 34 | 1 | 5.95 | 198 | 7 | 7.11 |
| Total interest-bearing |  |  |  |  |  |  |
| liabilities | 121, 232 | 2,398 | 4.00 | 96,326 | 2,032 | 4.24 |
| Noninterest-bearing liabilities: |  |  |  |  |  |  |
| Demand deposits | 85,938 |  |  | 81,679 |  |  |
| Accounts and drafts payable | 284,240 |  |  | 258,924 |  |  |
| Other liabilities | 8,262 |  |  | 6,032 |  |  |
| Total liabilities | 499,672 |  |  | 442,961 |  |  |
| Shareholders' equity | 54,631 |  |  | 54,960 |  |  |
| Total liabilities and shareholders' equity | \$554, 303 |  |  | \$497, 921 |  |  |
| Net interest income |  | \$16,341 |  |  | \$15,434 |  |
| Interest spread |  |  | 3.48\% |  |  | 3.42\% |
| Net interest margin |  |  | 6.52\% |  |  | 6.77\% |

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 2000 Consolidated Financial Statements.
3. Interest income on loans includes net loan fees of $\$ 11,000$ and $\$ 79,000$ for the First Half of 2001 and 2000, respectively.
4. Interest income is presented on a tax-equivalent basis assuming a tax rate of $34 \%$. The tax-equivalent adjustment was approximately $\$ 240,000$ and $\$ 117,000$ for the First Half of 2001 and 2000 , 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.

|  | SECOND QUARTER <br> 2001 OVER 2000 |  |  |
| :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | VOLUME | RATE | ====== TOTAL |
| =================================== |  | ===== | $=$ |
| Increase (decrease) in interest income: |  |  |  |
| Loans 1,2: |  |  |  |
| Taxable | \$ 951 | \$(500) | \$ 451 |
| Tax-exempt 3 | 176 | (19) | 157 |
| Debt and equity securities: |  |  |  |
| Taxable | (621) | 5 | (616) |
| Tax-exempt 3 | (3) | (2) | (5) |
| Federal funds sold and other short-term investments | 410 | (251) | 159 |
|  |  | (251) | 159 |
| Total interest income | 913 | (767) | 146 |
| Interest expense on: |  |  |  |
| Interest-bearing demand deposits | 130 | (137) | (7) |
| Savings deposits | 77 | (236) | (159) |
| Time deposits of \$100 or more | 42 | (2) | 40 |
| Other time deposits | (3) | 9 | 6 |
| Short-term borrowings | (3) | (1) | (4) |
| Total interest expense | 243 | (367) | (124) |
| Net interest income | \$ 670 | \$(400) | \$ 270 |

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 $34 \%$.


| Increase (decrease) in interest income: |  |  |  |
| :---: | :---: | :---: | :---: |
| Loans 1,2: |  |  |  |
| Taxable | \$ 2,038 | \$(323) | \$ 1,715 |
| Tax-exempt 3 | 356 | 9 | 365 |
| Debt and equity securities: |  |  |  |
| Taxable | $(1,058)$ | 43 | $(1,015)$ |
| Tax-exempt 3 | (5) | 1 | (4) |
| Federal funds sold and other |  |  |  |
| Total interest income | 1,845 | (572) | 1,273 |
| Interest expense on: |  |  |  |
| Interest-bearing demand deposits | 196 | (64) | 132 |
| Savings deposits | 236 | (77) | 159 |
| Time deposits of \$100 or more | 63 | 3 | 66 |
| Other time deposits | (2) | 17 | 15 |
| Short-term borrowings | (5) | (1) | (6) |



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 $34 \%$.

## 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 no provision made for loan losses during the Second Quarter of 2001 compared with a \$150,000 provision made during the Second Quarter of 2000. There was no provision made for loan losses during the First Half of 2001 compared with a $\$ 250,000$ provision made during the First Half of 2000. Net loan recoveries for the Second Quarter of 2001 were $\$ 47,000$ compared to net loans charged off of $\$ 79,000$ for the Second Quarter of 2000. Net loan recoveries for the First Half of 2001 were $\$ 50,000$ compared to net loans charged off of $\$ 52,000$ for the First Half of 2000. This, along with a reduction in the balance of potential problem loans from December 31, 2000 to June 30, 2001, resulted in a decrease in the provision made during 2001. Potential problem loans consist of nonperforming loans and other impaired loans.

The allowance for loan losses at June 30, 2001 was \$4,947,000 and at December 31, 2000 was $\$ 4,897,000$. The allowance for loan losses at June 30, 2001 represented $1.28 \%$ of total loans outstanding compared to $1.32 \%$ at December 31, 2000. Nonperforming loans were \$1,757,000 or .47\% of average loans at June 30, 2001 compared to $\$ 1,131,000$ or . $34 \%$ of average loans at December 31, 2000.

At June 30, 2001, impaired loans totaled \$1,815,000 which included $\$ 1,757,000$ of nonaccrual loans compared with impaired loans at December 31, 2000 of $\$ 5,394,000$ which included $\$ 1,127,000$ of nonaccrual loans. The allowance for loan losses on impaired loans was \$329,000 at June 30, 2001.

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 probable losses in the loan portfolio.

## SUMMARY OF ASSET QUALITY

The following table presents information as of and for the three and six month periods ended June 30, 2001 and 2000 pertaining to the Company's provision for loan losses and analysis of the allowance for loan losses.

|  | THREE MONTHS ENDED JUNE 30 |  |  |  | SIX MONTHS ENDED JUNE 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | 2001 |  | 2000 |  | 2001 |  | 2000 |  |
| Allowance at beginning of period | \$ | 4,900 | \$ | 4,409 | \$ | 4,897 | \$ | 4,282 |
| Provision charged to expense |  | -- |  | 150 |  | -- |  | 250 |
| Loans charged off |  | -- |  | 82 |  | -- |  | 82 |
| Recoveries on loans previously charged off |  | 47 |  | 3 |  | 50 |  | 30 |
| Net loans charged-off (recovered) |  | (47) |  | 79 |  | (50) |  | 52 |
| Allowance at end of period | \$ | 4,947 | \$ | 4,480 | \$ | 4,947 | \$ | 4,480 |
| Loans outstanding: |  |  |  |  |  |  |  |  |
| Average |  | 78,722 |  | 23,549 |  | 75,213 |  | 14,200 |
| June 30 |  | 6,122 |  | 2, 250 |  | 6,122 |  | , 250 |
| Ratio of allowance for loan losses to loans outstanding: |  |  |  |  |  |  |  |  |
| June 30 |  | 1.28 |  | 1.36 |  | 1.28 |  | 1.36 |
| Nonperforming loans: |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 1,757 | \$ | 989 | \$ | 1,757 | \$ | 989 |
| Loans past due 90 days or more |  | -- |  | -- |  | -- |  | -- |
| Total | \$ | 1,757 | \$ | 989 | \$ | 1,757 | \$ | 989 |
| Nonperforming loans as a percent of average loans |  | . $46 \%$ |  | . $31 \%$ |  | . $47 \%$ |  | .31\% |

On January 2, 2001, the Bank foreclosed on certain operating assets relating to one borrower in order to protect the Bank's financial interest in that borrower. At the time of foreclosure, loans to this borrower amounted to $\$ 4,205,000$. The Bank is currently stabilizing this business and operating it as Government e-Management Solutions. As of June 30, 2001 the investment in this subsidiary was \$5,355,000. During the First Half of 2001, this subsidiary had a loss of $\$ 487,000$, which includes depreciation and amortization of $\$ 738,000$.

## NONINTEREST INCOME

Noninterest income is principally derived from payment and processing fees. Processing volumes related to these fees for the three and six month periods ended June 30, 2001 and 2000 are as follows:

|  | THREE MONTHS ENDED JUNE 30 |  |  |  |  | SIX MONTHS ENDED <br> JUNE 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (IN THOUSANDS) |  | 2001 |  | 2000 | $\begin{gathered} \% \\ \text { CHANGE } \end{gathered}$ |  | 2001 |  | 2000 | \% CHANGE |
| Transportation Information Services: |  |  |  |  |  |  |  |  |  |  |
| Invoice Bill Volume |  | 5,140 |  | 4,729 | 8.7\% |  | 9,998 |  | 9,603 | 4.1\% |
| Invoice Dollar Volume |  | 1,808,533 |  | \$1,816,185 | (.4\%) |  | 3,667,166 |  | 618,123 | 1.4\% |
| Utility Information Services: |  |  |  |  |  |  |  |  |  |  |
| Invoice Bill Volume |  | 604 |  | 408 | 48.0\% |  | 1,235 |  | 799 | 54.6\% |
| Invoice Dollar Volume |  | 387,949 |  | \$ 232,889 | 66.6\% |  | 830,429 |  | 455,838 | 82.2\% |

These figures exclude any volume related to history data loading. The Company believes the inclusion of such data distorts processing volumes since it relates to one-time, non-repetitive processing and does not involve payment of any invoices.

Total noninterest income for the Second Quarter of 2001 was $\$ 5,655,000$, a $\$ 394,000$ or $7.5 \%$ increase compared with the Second Quarter of 2000. Total noninterest income for the First Half of 2001 was $\$ 11,395,000$, a $\$ 379,000$ or $3.4 \%$ increase compared to the First Half of 2000. CIS payment and processing revenue for the Second Quarter of 2001 was $\$ 5,154,000$, a $\$ 305,000$ or $6.3 \%$ increase compared to the Second Quarter of 2000. CIS payment and processing revenue for the First Half of 2001 was $\$ 10,466,000$, a $\$ 281,000$ or $2.8 \%$ increase compared to the First Half of 2000. These increases were primarily derived from the growth in fee income from utility payment services and were partially offset by decreases in freight payment services. The decrease in freight payment fees was due to a slowing of the economy and a change in the fee mix of items processed with a greater percentage of EDI (Electronic Data Interchange) transactions processed in 2001. EDI transactions have lower processing requirements and therefore lower fees. Freight rating services revenue also decreased due to a change in strategic direction from selling rating software to a new Internet-based delivery system of carrier rates that offers expanded features and capabilities.

Bank service fees for the Second Quarter of 2001 were $\$ 383,000$, a $\$ 9,000$ or $2.4 \%$ increase compared to the Second Quarter of 2000. During the First Half of 2001 these fees were $\$ 699,000$, a $\$ 9,000$ or $1.3 \%$ decrease compared to the First Half of 2000.

## NONINTEREST EXPENSE

Total noninterest expense for the Second Quarter of 2001 was $\$ 11,037,000$, a $\$ 697,000$ or $6.7 \%$ increase compared to the Second Quarter of 2000. Total noninterest expense for the First Half of 2001 was $\$ 22,125,000$, a $\$ 1,606,000$ or $7.8 \%$ increase compared to the First Half of 2000.

Salaries and benefits expense for the Second Quarter of 2001 was $\$ 7,663,000$, a $\$ 706,000$ or $10.1 \%$ increase compared to the Second Quarter of 2000. Salaries and benefits expense for the First Half of 2001 was $\$ 15,385,000$, a $\$ 1,378,000$ or $9.8 \%$ increase compared to the First Half of 2000. These increases in expense were caused by annual pay increases and expenses related to an increased staff at the Company's new utility processing facility in Columbus, Ohio.

Occupancy expense for the Second Quarter of 2001 was $\$ 427,000$, a $\$ 16,000$ or $3.6 \%$ decrease compared to the Second Quarter of 2000. Occupancy expense for the First Half of 2001 was $\$ 888,000$, a $\$ 11,000$ or $1.3 \%$ increase compared to the First Half of 2000. The decrease in the Second Quarter of 2001 relates primarily to a decrease in rent expense the Company experienced after moving its Columbus operations from leased space to a newly acquired building. The increase in the First Half of 2001 compared to the First Half of 2000 was primarily due to expenses related to moving the Columbus operations to the new building.

Equipment expense for the Second Quarter of 2001 was \$904, 000, an increase of $\$ 137,000$ or $17.9 \%$ compared to the Second Quarter of 2000. Equipment expense for the First Half of 2001 was $\$ 1,718,000$, an increase of $\$ 199,000$ or $13.1 \%$ compared to the First Half of 2000 . These increases were due primarily to increased investments in information technology.

Other noninterest expense for the Second Quarter of 2001 was $\$ 2,043,000$, a decrease of $\$ 130,000$ or $6.0 \%$ compared to the Second Quarter of 2000. Other noninterest expense for the First Half of 2001 was $\$ 4,134,000$, a slight increase of $\$ 18,000$ or $.4 \%$ compared to the First Half of 2000 . The decrease experienced in the Second Quarter of 2001 compared to the Second Quarter of 2000 was due primarily to decreases in consulting fees and telecommunication costs.

## FINANCIAL CONDITION

Total assets at June 30, 2001 were $\$ 563,355,000$, a decrease of $\$ 13,531,000$ or $2.4 \%$ from December 31, 2000. Loans, net of the allowance for loan losses, at June 30, 2001 were $\$ 381,175,000$, an increase of $\$ 13,852,000$ or $3.8 \%$ from December 31, 2000. Total investments in debt and equity securities at June 30, 2001 were $\$ 44,416,000$, a $\$ 24,909,000$ or $35.9 \%$ decrease from December 31, 2000. Federal Funds sold and other short-term investments at June 30, 2001 were $\$ 80,637,000$ a $\$ 13,614,000$ or $14.4 \%$ decrease from December 31, 2000.

Total deposits at June 30, 2001 were $\$ 202,815,000$, a $\$ 9,851,000$ or $4.6 \%$ decrease from December 31, 2000. Accounts and drafts payable were $\$ 298,982,000$, a $\$ 3,858,000$ or $1.3 \%$ decrease from December 31, 2000. Total shareholders' equity at June 30, 2001 was $\$ 54,368,000$, a $\$ 547,000$ or $1.0 \%$ increase from December 31, 2000.

The increase in loans is related to the successful expansion of the church and church-related ministries unit and 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 relate to the increase in loans and decrease in deposits and accounts and drafts payable. The decrease in deposits reflects normal daily and seasonal fluctuations. 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 increase in total shareholders' equity resulted from net income of $\$ 3,525,000$; an increase in other comprehensive income of $\$ 346,000$; the amortization of the stock bonus plan of $\$ 43,000$; and cash received from the exercise of stock options of $\$ 11,000$; offset by the purchase of treasury shares for $\$ 2,069,000$ (100,500 shares); and dividends paid of $\$ 1,309,000$ ( $\$ .40$ per share).

## LIQUIDITY AND CAPITAL RESOURCES

The balances of liquid assets consists of cash and cash equivalents, which include cash and due from banks, federal funds sold, and money market funds, and were $\$ 105,091,000$ at June 30,2001 , a decrease of $\$ 10,840,000$ or 9.4\% from December 31, 2001. At June 30, 2001 these assets represented $18.7 \%$ 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 were $\$ 44,416,000$ at June 30 , 2001, a decrease of $\$ 24,909,000$ or $35.9 \%$ from December 31, 2001. These assets represented $7.9 \%$ of total assets at June 30, 2001. Of this total, $46 \%$ were U.S. treasury securities, $50 \%$ were U.S. government agencies, and $4 \%$ were other securities. Of the total portfolio, $41 \%$ matures in one year, $43 \%$ matures in one to five years, and $16 \%$ matures in five or more years. At January 1, 2001 the Company transferred the remaining balance of held-to-maturity securities into available-for-sale securities. 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 $\$ 20,320,000$. Additionally, Cass Bank has a line of credit at an unaffiliated financial institution in the maximum amount of $\$ 60,000,000$ 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.

Net cash provided by operating activities totaled \$3,360,000 for the First Half of 2001, compared to $\$ 4,995,000$ for the First Half of 2000. Net cash provided by investing activities was $\$ 2,851,000$ for the First Half of 2001, compared with net cash used in investing activities of $\$ 54,621,000$ for the First Half of 2000. Net cash used in financing activities for the First Half of 2001 was $\$ 17,051,000$, compared with net cash provided in financing activities of $\$ 9,682,000$ for the First Half of 2000. The increase in net cash provided by investing activities relates primarily to the maturity of available-for-sale debt securities in the First Half of 2001 and a greater increase in loans in the First Half of 2000. The increase in net cash used in financing activities relates primarily to the decrease in deposits and accounts and drafts payable along with the Company's repurchase of common shares for treasury.

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 June 30, 2001 and December 31, 2000:

| Total capital (to risk-weighted assets) |  |  |
| :---: | :---: | :---: |
| Cass Information Systems, Inc. | \$52, 657, 000 | 12.06\% |
| Cass Commercial Bank | 22,446, 000 | 11.59 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Information Systems, Inc. | \$47,710, 000 | 10.93\% |
| Cass Commercial Bank | 20, 030,000 | 10.34 |
| Tier I capital (to average assets) |  |  |
| Cass Information Systems, Inc. | \$47,710, 000 | 8.70\% |
| Cass Commercial Bank | 20, 030, 000 | 8.51 |

DECEMBER 31, 2000 RATIO

| Total capital (to risk-weighted assets) |  |  |
| :---: | :---: | :---: |
| Cass Information Systems, Inc. | \$57, 712, 000 | 13.55\% |
| Cass Commercial Bank | 26, 064, 000 | 13.38 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Information Systems, Inc. | \$52, 815, 000 | 12.40\% |
| Cass Commercial Bank | 23, 624, 000 | 12.13 |
| Tier I capital (to average assets) |  |  |
| Cass Information Systems, Inc. | \$52, 815, 000 | 10.26\% |
| Cass Commercial Bank | 23, 624, 000 | 10.52 |

## INFLATION

Inflation can impact the financial position and results of the operations of banks and bank holding companies because these companies 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, 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 company.

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 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, 2000, 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 June 30, 2001 has changed materially from that at December 31, 2000

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
At the annual meeting of the shareholders of Cass Information Systems, Inc. held on April 16, 2001, the following proposals were voted on and approved:

The following is a summary of votes cast. No broker non-votes were received.

| Withheld <br> Authority $/$ |  |  |
| :---: | :---: | :---: |
| For | Against | Abstentions |

1. Proposal to elect three Directors for a term of three years ending 2004;

| Lawrence A. Collett | $2,604,936$ | 5,970 |  |
| :--- | ---: | ---: | ---: |
| Irving A. Shepard | $2,585,338$ | 25,568 |  |
| Andrew J. Signorelli | $2,585,738$ | 25,168 | 671,543 |
|  |  |  |  |
| Proposal to ratify the selection of KPMG LLP | $2,560,367$ | 1,943 |  |
| as independent accountants for 2001. | 2,543 |  |  |

ITEM 5. OTHER INFORMATION
None
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) None
(b) Cass Information Systems, Inc. did not file any reports on Form 8-K during the three-month period ended June 30, 2001.

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: August 8, 2001

DATE: August 8, 2001

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

By Eric H. Brunngraber
------------------
Eric H. Brunngraber
Vice President-Secretary
(Chief Financial and Accounting Officer)

