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


The number of shares outstanding of registrant's only class of stock as of July 31, 2000: Common stock, par value $\$ .50$ per share - 3,437,137 shares outstanding.

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

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

|  | $\begin{gathered} \text { JUNE } 30 \\ 2000 \end{gathered}$ | $\begin{gathered} \text { DECEMBER } 31 \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and due from banks | \$ 23, 373 | \$ 18,497 |
| Federal funds sold and other short-term investments | 60,900 | 105,720 |
| Cash and cash equivalents | 84,273 | 124,217 |
| Investment in debt and equity securities: |  |  |
| Held-to-maturity, fair value of \$15,931 and $\$ 25,381$ at June 30, 2000 |  |  |
| and December 31, 1999, respectively | 16,287 | 25,554 |
| Available-for-sale, at fair value | 69,681 | 57,442 |
| Total investment in debt and equity securities | 85,968 | 82,996 |
| Loans | 328,250 | 278,343 |
| Less: Allowance for loan losses | 4,480 | 4,282 |
| Loans, net | 323,770 | 274, 061 |
| Premises and equipment, net | 9,483 | 9,181 |
| Accrued interest receivable | 2,907 | 2,764 |
| Other assets | 7,467 | 7,626 |
| Total assets | \$513, 868 | \$500, 845 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Liabilities: |  |  |
| Deposits: |  |  |
| Noninterest-bearing | \$ 75, 228 | \$ 91, 672 |
| Interest-bearing | 96,279 | 97, 064 |
| Total deposits | 171,507 | 188,736 |
| Accounts and drafts payable | 283,175 | 249,894 |
| Short-term borrowings | -- | 208 |
| Other liabilities | 5,239 | 5,444 |
| Total liabilities | 459,921 | 444, 282 |
| Shareholders' Equity: |  |  |
| Preferred stock, par value $\$ .50$ per share; 2,000,000 shares authorized and no shares issued |  |  |
| Common stock, par value $\$ .50$ per share; 20,000,000 shares authorized and |  |  |
| 4,000,000 shares issued | 2,000 | 2,000 |
| Surplus | 5,065 | 5,087 |
| Retained earnings | 56,967 | 54,814 |
| Accumulated other comprehensive loss | (496) | (417) |
| Common shares in treasury, at cost $(508,863$ shares at June 30, 2000 and 277,149 shares at December 31, 1999) | $(9,453)$ | $(4,770)$ |
| Unamortized stock bonus awards | (136) | (151) |
| Total shareholders' equity | 53,947 | 56,563 |
| Total liabilities and shareholders' equity | \$513, 868 | \$500, 845 |

See accompanying notes to consolidated financial statements.

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

|  | THREE MONTHS ENDED JUNE 30 |  |  |  | SIX MONTHS ENDED JUNE 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| INTEREST INCOME: |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 6,830 | \$ | 4,940 | \$ | 12,987 | \$ | 9,272 |
| Interest and dividends on debt and equity securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 1,385 |  | 1,163 |  | 2,756 |  | 2,340 |
| Exempt from federal income taxes |  | 15 |  | 16 |  | 30 |  | 32 |
| Interest on federal funds sold and |  |  |  |  |  |  |  |  |
| Total interest income |  | 8,944 |  | 7,498 |  | 17,349 |  | 14,678 |
| INTEREST EXPENSE: |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 1,071 |  | 1,076 |  | 2,025 |  | 2,115 |
| Interest on short-term borrowings |  | 5 |  | 2 |  | 7 |  | 4 |
| Total interest expense |  | 1,076 |  | 1,078 |  | 2,032 |  | 2,119 |
| Net interest income |  | 7,868 |  | 6,420 |  | 15,317 |  | 12,559 |
| Provision for loan losses |  | 150 |  | -- |  | 250 |  | -- |
| Net interest income after provision for loan losses |  | 7,718 |  | 6,420 |  | 15,067 |  | 12,559 |
| NONINTEREST INCOME: |  |  |  |  |  |  |  |  |
| Freight and utility payment and processing revenue |  | 4,849 |  | 5,079 |  | 10,185 |  | 10,256 |
| Bank service fees |  | 374 |  | 274 |  | 708 |  | 504 |
| Other |  | 38 |  | -- |  | 123 |  | 102 |
| Total noninterest income |  | 5,261 |  | 5,353 |  | 11,016 |  | 10,862 |
| NONINTEREST EXPENSE: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 6,957 |  | 6,355 |  | 14,007 |  | 12,623 |
| Occupancy expense |  | 443 |  | 434 |  | 877 |  | 858 |
| Equipment expense |  | 767 |  | 660 |  | 1,519 |  | 1,307 |
| Other |  | 2,173 |  | 2,002 |  | 4,116 |  | 3,955 |
| Total noninterest expense |  | 10,340 |  | 9,451 |  | 20,519 |  | 18,743 |
| Income before income tax expense |  | 2,639 |  | 2,322 |  | 5,564 |  | 4,678 |
| Income tax expense |  | 919 |  | 835 |  | 1,988 |  | 1,672 |
| Net income | \$ | 1,720 | \$ | 1,487 | \$ | 3,576 | \$ | 3,006 |
| Earnings per share: |  |  |  |  |  |  |  |  |
| Basic |  | \$. 49 |  | \$. 39 |  | \$1.00 |  | \$. 78 |
| Diluted |  | \$. 48 |  | \$. 39 |  | \$ . 99 |  | \$. 77 |
| Weighted average shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 01, 084 |  | 94,706 |  | 572,344 |  | 31, 868 |
| Effect of stock options and awards |  | 46,932 |  | 59,461 |  | 46,441 |  | 57,657 |
| Diluted |  | 48, 016 |  | 54,167 |  | 18,785 |  | 89,525 |

See accompanying notes to consolidated financial statements.

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

SIX MONTHS ENDED JUNE 30

| --------------------- |  |
| :---: | :---: |
| 2000 | 1999 |

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

Net cash provided by operating activities
CASH FLOWS FROM INVESTING ACTIVITIES:
Proceeds from maturities of debt and equity securities:
Held-to-maturity
Available-for-sale

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

Supplemental information:
Cash paid for interest
\$ 2,035 \$ 2,129
Cash paid for income taxes
2,662
1,865

Note 1 - Basis of Presentation
The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the period ended June 30, 2000 are not necessarily indicative of the results that may be expected for the year ending December 31, 2000. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 1999.

## Note 2 - Impact of New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133) which establishes standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. It requires an entity to recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. In June 1999, the FASB issued Statement of Financial Accounting Standards No. 137, Accounting for Derivative Instruments and Hedging Activities - Deferral of the Effective Date of FASB No. 133, which defers the effective date of SFAS 133 from fiscal years beginning after June 15, 1999 to fiscal years beginning after June 15, 2000. Earlier application of SFAS 133, as amended, is encouraged but should not be applied retroactively to financial statements of prior periods. 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 will adopt SFAS 133, as amended, on January 1, 2001. Since the Company does not participate in any derivative or hedging activities, SFAS 133, as amended, has no impact on the Company's consolidated financial position and results of operations.

Note 3 - Loans by Type


## Note 4 - Stock Repurchase Program

On December 21, 1999 the Board of Directors authorized a stock repurchase program that would allow the repurchase of up to 200,000 shares of its common stock through December 31, 2000. On March 21, 2000 the Board of Directors authorized a 100,000 increase in the number of shares that can be purchased under the program. As of June 30, 2000, 243,510 shares had been repurchased under the program. Repurchases can be made in the open market or through negotiated transactions from time to time depending on market conditions. The repurchased stock will be held as treasury stock to be used for general corporate purposes.

For the three and six month periods ended June 30, 2000 and 1999, unrealized gains and losses on debt and equity securities available-for-sale is the Company's only other comprehensive income component. Comprehensive income for the periods ended June 30, 2000 and 1999 is summarized as follows:

|  | THREE MO | $\begin{aligned} & \mathrm{S} \text { ENDED } \\ & 30 \end{aligned}$ | SIX MONTHS ENDED JUNE 30 |  |
| :---: | :---: | :---: | :---: | :---: |
| (IN THOUSANDS) | 2000 | 1999 | 2000 | 1999 |
| Net Income | \$1,720 | \$1,487 | \$3,576 | \$3,006 |
| Other comprehensive income: |  |  |  |  |
| Net unrealized gain (loss) on debt and equity securities available-for-sale, net of tax | 73 | (315) | (79) | (470) |
| Total comprehensive income | \$1,793 | \$1,172 | \$3,497 | \$2,536 |

## Note 6 - Industry Segment Information

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

Summarized information about the Company's operations in each industry segment for the three and six month periods ended June 30, 2000 and 1999, is as follows:


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

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

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

The following paragraphs more fully discuss the results of operations and changes in financial condition for the three-month period ended June 30, 2000 (the "Second Quarter of 2000") compared to the three-month period ended June 30, 1999 (the "Second Quarter of 1999") and the six-month period ended June 30, 2000 ("First Half of 2000") compared to the six-month period ended June 30, 1999 ("First Half of 1999"). Most information is provided on a consolidated basis for the Company, Cass Bank and CIS, with expanded disclosures for the specific effects CIS's operations have on particular account captions.

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

## RESULTS OF OPERATIONS

## NET INCOME

The Company had net income of $\$ 1,720,000$ for the Second Quarter of 2000, a $\$ 233,000$ or $15.7 \%$ increase compared to net income of $\$ 1,487,000$ for the Second Quarter of 1999. The Company had net income of $\$ 3,576,000$ for the First Half of 2000, a $\$ 570,000$ or $19.0 \%$ increase compared to net income of $\$ 3,006,000$ for the First Half of 1999. Diluted earnings per share was $\$ .48$ for the Second Quarter of 2000, a $23.1 \%$ increase compared to $\$ .39$ for the Second Quarter of 1999. Diluted earnings per share was $\$ .99$ for the First Half of 2000, a $28.6 \%$ increase compared to $\$ .77$ for the First Half of 1999. The increase in net income was primarily a result of strong loan demand, an increase in earning assets and a general increase in the level of interest rates. Return on average assets for the Second Quarter of 2000 was $1.39 \%$ compared to $1.23 \%$ for the Second Quarter of 1999. Return on average assets for the First Half of 2000 was $1.44 \%$ compared to $1.26 \%$ for the First Half of 1999. Return on average equity for the Second Quarter of 2000 was $12.81 \%$ compared to 10.50\% for the Second Quarter of 1999. Return on average equity for the First Half of 2000 was $13.08 \%$ compared to $10.52 \%$ for the First Half of 1999.

## NET INTEREST INCOME

Second Quarter of 2000 compared to Second Quarter of 1999:
The Company's tax-equivalent net interest income increased 22.8\% or $\$ 1,477,000$ from $\$ 6,469,000$ in the Second Quarter of 1999 to $\$ 7,946,000$ in the Second Quarter of 2000. Average earning assets increased $2.9 \%$ or $\$ 13,094,000$ from \$447,251,000 in the Second Quarter of 1999 to $\$ 460,345,000$ in the Second Quarter of 2000. The tax-equivalent net interest margin increased from $5.80 \%$ in the Second Quarter of 1999 to $6.94 \%$ in the Second Quarter of 2000. The average tax-equivalent yield on earning assets increased from 6.77\% in the Second Quarter of 1999 to $7.88 \%$ in the Second Quarter of 2000. The average rate paid on interest-bearing liabilities increased from 3.81\% in the Second Quarter of 1999 to $4.60 \%$ in the Second Quarter of 2000.

The average balance of loans increased $\$ 72,662,000$ from $\$ 250,887,000$ to $\$ 323,549,000$, investment in debt and equity securities increased $\$ 11,025,000$ from $\$ 79,134,000$ to $\$ 90,159,000$, and federal funds sold and other short-term investments decreased $\$ 70,593,000$ from $\$ 117,230,000$ to $\$ 46,637,000$ from the Second Quarter of 1999 to the Second Quarter of 2000. The average balance of noninterest bearing demand deposit accounts increased \$6,805,000 from $\$ 73,699,000$ to $\$ 80,504,000$, accounts and drafts payable increased $\$ 28,450,000$ from \$234,706,000 to \$263,156,000, and interest bearing liabilities decreased $\$ 19,419,000$ from $\$ 113,549,000$ to $\$ 94,130,000$ from the Second Quarter of 1999 to the Second Quarter of 2000.

The increases experienced during the Second Quarter of 2000 in noninterest bearing demand deposits were attributable to the addition of new business at the Bank. The increase in accounts and drafts payable was attributable mainly to an increase in the dollar value and number of items processed at CIS. The decrease in interest bearing deposits relates to the shift of balances by several large depositors into non-deposit investment products. The increase in accounts and drafts payable combined with the decrease in federal funds sold and other short term investments were primarily used to fund the increased investment in loans and debt and equity securities.

The increases experienced during the Second Quarter of 2000 in net interest margin and net interest income were caused primarily by increases in the level of earning assets, the shift in earning assets to higher yielding loans and investments and a rise 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 CIS in the form of accounts and drafts payable. Please refer to the table on page 9.

## First Half of 2000 compared to the First Half of 1999:

The Company's tax-equivalent net interest income increased $21.9 \%$ or $\$ 2,777,000$ from $\$ 12,657,000$ in the First Half of 1999 to $\$ 15,434,000$ in the First Half of 2000. Average earning assets increased $2.8 \%$ or $\$ 12,409,000$ from $\$ 445,933,000$ in the First Half of 1999 to $\$ 458,342,000$ in the First Half of 2000. The tax-equivalent net interest margin increased from $5.72 \%$ in the First Half of 1999 to $6.77 \%$ in the First Half of 2000. The average tax-equivalent yield on earning assets increased from $6.68 \%$ in the First Half of 1999 to $7.66 \%$ in the First Half of 2000. The average rate paid on interest-bearing liabilities increased from $3.83 \%$ in the First Half of 1999 to $4.24 \%$ in the First Half of 2000.

The average balance of loans increased $\$ 76,652,000$ from $\$ 237,548,000$ to $\$ 314,200,000$, investment in debt and equity securities increased $\$ 10,609,000$ from $\$ 79,458,000$ to $\$ 90,067,000$, and federal funds sold and other short-term investments decreased \$74,852,000 from \$128,927,000 to \$54,075,000 from the First Half of 1999 to the First Half of 2000. The average balance of noninterest bearing demand deposit accounts increased \$8,912,000 from $\$ 72,767,000$ to $\$ 81,679,000$, accounts and drafts payable increased $\$ 24,436,000$ from $\$ 234,488,000$ to $\$ 258,924,000$, and interest bearing liabilities decreased $\$ 15,309,000$ from $\$ 111,635,000$ to $\$ 96,326,000$ from the First Half of 1999 to the First Half of 2000.

The increases experienced during the First Half of 2000 were attributable to the same factors as those in the second quarter. The increase in noninterest bearing demand deposits were due to the addition of new business at the Bank. The increase in accounts and drafts payable was attributable mainly to an increase in the dollar value and number of items processed at CIS. The decrease in interest bearing deposits also related to the shift of balances by several large depositors into non-deposit investment products. The increase in accounts and drafts payable combined with the decrease in federal funds sold and other short term investments were used to fund the increased investment in loans and debt and equity securities.

The increases experienced during the First Half of 2000 in net interest margin and net interest income were also caused primarily by increases in the level of earning assets, a shift in earning assets to higher yielding loans and investments and a rise 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 CIS in the form of accounts and drafts payable. Please refer to the table on page 10.

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 2000 |  |  | SECOND QUARTER 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | INTEREST |  |  | INTEREST |  |  |
|  | AVERAGE | INCOME/ | YIELD/ | AVERAGE | INCOME/ | YIELD/ |
| (DOLLARS IN THOUSANDS) | BALANCE | EXPENSE | RATE | BALANCE | EXPENSE | RATE |
| ASSETS |  |  |  |  |  |  |
| Earning assets: |  |  |  |  |  |  |
| Loans : |  |  |  |  |  |  |
| Taxable | \$316,393 | \$6,730 | 8.56\% | \$244,999 | \$4,848 | 7.94\% |
| Tax-exempt | 7,156 | 168 | 9.44 | 5,888 | 133 | 9.06 |
| Debt and equity securities : |  |  |  |  |  |  |
| Taxable | 88,977 | 1,386 | 6.27 | 77,881 | 1,166 | 6.01 |
| Tax-exempt | 1,182 | 24 | 8.17 | 1,253 | 21 | 6.72 |
| Federal funds sold and other |  |  |  |  |  |  |
| Total earning assets | 460,345 | 9,022 | 7.88 | 447, 251 | 7,547 | 6.77 |
| Nonearning assets: |  |  |  |  |  |  |
| Cash and due from banks | 22,494 |  |  | 22,765 |  |  |
| Premises and equipment, net | 9,580 |  |  | 9,175 |  |  |
| Other assets | 9,977 |  |  | 9,529 |  |  |
| Allowance for loan losses | $(4,420)$ |  |  | $(4,463)$ |  |  |
| Total assets | \$497, 976 |  |  | \$484, 257 |  |  |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Interest-bearing demand deposits | \$ 42,367 | \$ 440 | 4.18\% | \$ 41,925 | \$ 346 | 3.31\% |
| Savings deposits | 45,290 | 556 | 4.94 | 63,460 | 635 | 4.01 |
| Time deposits of |  |  |  |  |  |  |
| \$100,000 or more | 2,424 | 32 | 5.31 | 4,319 | 46 | 4.27 |
| Other time deposits | 3,853 | 43 | 4.49 | 3,574 | 49 | 5.50 |
| Total interest-bearing deposits | 93,934 | 1,071 | 4.59 | 113,278 | 1,076 | 3.81 |
| Short-term borrowings | 196 | 5 | 10.26 | 271 | 2 | 2.96 |
| Total interest-bearing |  |  |  |  |  |  |
| liabilities | 94,130 | 1,076 | 4.60 | 113,549 | 1,078 | 3.81 |
| Noninterest-bearing liabilities: |  |  |  |  |  |  |
| Demand deposits | 80,504 |  |  | 73,699 |  |  |
| Accounts and drafts payable | 263,156 |  |  | 234,706 |  |  |
| Other liabilities | 6,187 |  |  | 5,502 |  |  |
| Total liabilities | 443,977 |  |  | 427,456 |  |  |
| Shareholders' equity | 53,999 |  |  | 56,801 |  |  |
| Total liabilities and shareholders' equity | \$497, 976 |  |  | \$484, 257 |  |  |
| Net interest income |  | \$7,946 |  |  | \$6,469 |  |
| Interest spread |  |  | 3.28\% |  |  | 2.96\% |
| Net interest margin |  |  | 6.94\% |  |  | 5.80\% |

Balances shown are daily averages.

For purposes of these computations, nonaccrual loans are included in the average loan amounts outstanding. Interest on nonaccrual loans is recorded when received as discussed further in Note 1 to the Company's 1999 Consolidated Financial Statements, incorporated by reference herein.
Interest income on loans includes net loan fees of \$67,000 and \$80,000 for the Second Quarter of 2000 and 1999, respectively.
Interest income is presented on a tax-equivalent basis assuming a tax rate of $34 \%$. The tax-equivalent adjustment was approximately $\$ 78,000$ and $\$ 49,000$ for the Second Quarter of 2000 and 1999, respectively.
For purposes of these computations, yields on investment securities are computed as interest income divided by the average amortized cost of the investments.

|  |  | HALF OF | 000 |  | HALF OF | 999 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | INTEREST |  |  | INTEREST |  |
|  | AVERAGE | INCOME/ | YIELD/ | AVERAGE | INCOME/ | YIELD/ |
| (DOLLARS IN THOUSANDS) | BALANCE | EXPENSE | RATE | BALANCE | EXPENSE | RATE |



Balances shown are daily averages.
For purposes of these computations, nonaccrual loans are included in the average loan amounts outstanding. Interest on nonaccrual loans is recorded when received as discussed further in Note 1 to the Company's 1999 Consolidated Financial Statements, incorporated by reference herein.
Interest income on loans includes net loan fees of \$79,000 and \$87,000 for the First Half of 2000 and 1999, respectively.
Interest income is presented on a tax-equivalent basis assuming a tax rate of $34 \%$. The tax-equivalent adjustment was approximately $\$ 117,000$ and $\$ 98,000$ for the First Half of 2000 and 1999, respectively.
For purposes of these computations, yields on investment securities are computed as interest income divided by the average amortized cost of the investments.

## ANALYSIS OF NET INTEREST INCOME CHANGES

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

|  | SECOND QUARTER 2000 OVER 1999 |  |  |
| :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | VOLUME | RATE TOTA |  |
| Increase (decrease) in interest income: |  |  |  |
| Loans : |  |  |  |
| Taxable | \$ 1,485 | \$397 | \$1,882 |
| Tax-exempt | 29 | 6 | 35 |
| Debt and equity securities: |  |  |  |
| Taxable | 169 | 51 | 220 |
| Tax-exempt | (1) | 4 | 3 |
| Federal funds sold and other short-term investments | (1, 000) | 335 | (665) |
| Total interest income | 682 | 793 | 1,475 |
| Interest expense on: |  |  |  |
| Interest-bearing demand deposits | 4 | 90 | 94 |
| Savings deposits | (206) | 127 | (79) |
| Time deposits of \$100,000 or more | (23) | 9 | (14) |
| Other time deposits | 4 | (10) | (6) |
| Short-term borrowings | (1) | 4 | 3 |
| Total interest expense | (222) | 220 | (2) |
| Net interest income | \$ 904 | \$573 | \$1,477 |

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

|  | FIRST HALF 2000 OVER 1999 |  |  |
| :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | VOLUME | RATE TOT |  |
| Increase (decrease) in interest income: |  |  |  |
| Loans |  |  |  |
| Taxable | \$ 3,137 | \$ 538 | \$ 3,675 |
| Tax-exempt | 54 | 6 | 60 |
| Debt and equity securities: |  |  |  |
| Taxable | 334 | 83 | 417 |
| Tax-exempt | (2) | (2) | (4) |
| Federal funds sold and other short-term investments | $(2,059)$ | 601 | $(1,458)$ |
| Total interest income | 1,464 | 1,226 | 2,690 |


| Interest expense on: |  |  |  |
| :---: | :---: | :---: | :---: |
| Interest-bearing demand deposits | 57 | 112 | 169 |
| Savings deposits | (364) | 148 | (216) |
| Time deposits of \$100,000 or more | (27) | (2) | (29) |
| Other time deposits | (11) | (3) | (14) |
| Short-term borrowings | (1) | 4 | 3 |
| Total interest expense | (346) | 259 | (87) |
| Net interest income | \$ 1,810 | \$ 967 | \$2,777 |

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

## ALLOWANCE AND PROVISION FOR LOAN LOSSES

A significant determinant of the Company's operating results is the provision for loan losses and the level of loans charged off. There was a $\$ 150,000$ provision made for loan losses during the Second Quarter of 2000 compared to no provision during the Second Quarter of 1999. There was a $\$ 250,000$ provision made during the First Half of 2000 compared to no provision made during the First Half of 1999. Net loan losses for the Second Quarter of 2000 were $\$ 79,000$ compared to a $\$ 33,000$ net recovery for the Second Quarter of 1999. Net loan losses for the First Half of 2000 were $\$ 52,000$ compared to a $\$ 43,000$ net recovery for the First Half of 1999 . The increase in the provision made during 2000 relates to probable losses in the expanding loan portfolio.

The allowance for loan losses at June 30, 2000 was $\$ 4,480,000$ and at December 31, 1999 was $\$ 4,282,000$. The allowance for loan losses at June 30, 2000 represented $1.36 \%$ of total loans outstanding compared to $1.54 \%$ at December 31, 1999. Nonperforming loans were $\$ 989,000$ or . $31 \%$ of average loans at June 30, 2000 compared to $\$ 407,000$ or . $16 \%$ of average loans at December 31, 1999.

At June 30, 2000, impaired loans totaled $\$ 994,000$ which includes $\$ 989,000$ of nonaccrual loans. The allowance for loan losses on impaired loans was $\$ 249,000$ at June 30, 2000. The average balance of impaired loans during the First Half of 2000 and the First Half of 1999 was $\$ 597,000$ and $\$ 634,000$, respectively.

Factors which influence management's determination of the adequacy of the allowance for loan losses, among other things, include: evaluation of each nonperforming and/or classified loan to determine the estimated loss exposure under existing circumstances known to management; evaluation of all potential problem loans identified in light of loss exposure based upon existing circumstances known to management; analysis of the loan portfolio with regard to future loss exposure on loans to specific customers and/or industries; current economic conditions; and, an overall review of the loan portfolio in light of past loan loss experience. In management's judgment, the allowance for loan losses is considered adequate to absorb 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, 2000 and 1999 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 <br> JUNE 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| Allowance at beginning of period | \$ | 4,409 | \$ | 4,438 | \$ | 4,282 | \$ | 4,428 |
| Provision charged to expense |  | 150 |  | -- |  | 250 |  | -- |
| Loans charged off |  | 82 |  | 58 |  | 82 |  | 58 |
| Recoveries on loans previously charged off |  | 3 |  | 91 |  | 30 |  | 101 |
| Net loans charged-off (recovered) |  | 79 |  | (33) |  | 52 |  | (43) |
| Allowance at end of period | \$ | 4,480 | \$ | 4,471 | \$ | 4,480 | \$ | 4,471 |


| Loans outstanding: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average | \$323, 549 |  | \$250, 887 |  | \$314, 200 |  | \$237,548 |  |
| June 30 | 328, 250 |  | 277,470 |  | 328,250 |  | 277,470 |  |
| Ratio of allowance for loan losses to |  |  |  |  |  |  |  |  |
| loans outstanding: |  |  |  |  |  |  |  |  |
| Average |  | . $38 \%$ |  | 1.78\% |  | 1.43\% |  | 1.88\% |
| June 30 |  | . 36 |  | 1.61 |  | 1.36 |  | 1.61 |
| Nonperforming loans: |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 989 | \$ | 378 | \$ | 989 | \$ | 378 |
| Loans past due 90 days or more |  | -- |  | 143 |  | -- |  | 143 |
| Total | \$ | 989 | \$ | 521 | \$ | 989 | \$ | 521 |
| Nonperforming loans as a percent of average loans |  | . $31 \%$ |  | . $21 \%$ |  | . $31 \%$ |  | . $22 \%$ |

## NONINTEREST INCOME

Noninterest income is principally derived from service fees generated by CIS. Total noninterest income for the Second Quarter of 2000 was $\$ 5,261,000$, a $\$ 92,000$ or $1.72 \%$ decrease compared to the Second Quarter of 1999. Total noninterest income for the First Half of 2000 was $\$ 11,016,000$, a $\$ 154,000$ or 1.4\% increase compared to the First Half of 1999. CIS payment and processing revenue for the Second Quarter of 2000 was $\$ 4,849,000$, a $\$ 230,000$ or $4.5 \%$ decrease compared to the Second Quarter of 1999. CIS payment and processing revenue for the First Half of 2000 was $\$ 10,185,000$, a $\$ 71,000$ or $.7 \%$ decrease compared to the First Half of 1999. Several factors caused this decrease. First, although both the number and dollar value of invoices processed increased for the Second Quarter and the First Half of 2000 compared to the corresponding periods of 1999, there were a number of non-recurring fees received in 1999. Second, there was continued anticipated decreases relating to some freight payment services that were part of a prior acquisition. Finally, freight rating services revenue also decreased due to a change in the strategic direction from selling rating software to a new Internet-based delivery system of carrier rates to the shipping community that is being developed and will offer an expanded level of features and capabilities.

Bank service fees for the Second Quarter of 2000 were \$374,000, a $\$ 100,000$ or $36.5 \%$ increase compared to the Second Quarter of 1999. During the First Half of 2000 these fees were $\$ 708,000$, a $\$ 204,000$ or $40.5 \%$ increase compared to the First Half of 1999. These increases were attributable to increases in the number of customer relationships developed by the Bank.

## NONINTEREST EXPENSE

Total noninterest expense for the Second Quarter of 2000 was \$10,340,000, a $\$ 889,000$ or $9.4 \%$ increase compared to the Second Quarter of 1999. Total noninterest expense for the First Half of 2000 was $\$ 20,519,000$, a $\$ 1,776,000$ or $9.5 \%$ increase compared to the First Half of 1999.

Salaries and benefits expense for the Second Quarter of 2000 was $\$ 6,957,000$, a $\$ 602,000$ or $9.5 \%$ increase compared to the Second Quarter of 1999. Salaries and benefits expense for the First Half of 2000 was $\$ 14,007,000$, a $\$ 1,384,000$ or $11.0 \%$ increase compared to the First Half of 1999. These increases in expense were caused by annual pay increases and expenses related to an increased staff at CIS to support expanded operations.

Occupancy expense for the Second Quarter of 2000 was $\$ 443,000$, a $\$ 9,000$ or $2.1 \%$ increase compared to the Second Quarter of 1999. Occupancy expense for the First Half of 2000 was $\$ 877,000$, a $\$ 19,000$ or $2.2 \%$ increase compared to the First Half of 1999. These increases were caused by increases in rental expense.

Equipment expense for the Second Quarter of 2000 was \$767,000, an increase of $\$ 107,000$ or $16.2 \%$ compared to the Second Quarter of 1999. Equipment expense for the First Half of 2000 was $\$ 1,519,000$, an increase of $\$ 212,000$ or $16.2 \%$ compared to the First Half of 1999. These increases were due primarily to increased investments in information technology.

Other noninterest expense for the Second Quarter of 2000 was \$2,173,000, an increase of $\$ 171,000$ or $8.5 \%$ compared to the Second Quarter of 1999. Other noninterest expense for the First Half of 2000 was $\$ 4,116,000$, an increase of $\$ 161,000$ or $4.1 \%$ compared to the First Half of 1999. These increases were due primarily to increases in consulting fees, other outside service fees and postage and delivery expense.

## FINANCIAL CONDITION

Total assets at June 30, 2000 were $\$ 513,868,000$, an increase of $\$ 13,023,000$ or $2.6 \%$ from December 31, 1999. Loans, net of the allowance for loan losses, at June 30, 2000 were $\$ 323,770,000$, an increase of $\$ 49,709,000$ or $18.1 \%$ from December 31, 1999. Total investments in debt and equity securities at June 30, 2000 were $\$ 85,968,000$, a $\$ 2,972,000$ or $3.6 \%$ increase from December 31, 1999. Federal Funds sold and other short-term investments at June 30, 2000 were $\$ 60,900,000$ a $\$ 44,820,000$ or $42.4 \%$ decrease from December 31, 1999.

Total deposits at June 30, 2000 were $\$ 171,507,000$, a $\$ 17,229,000$ or $9.1 \%$ decrease from December 31, 1999. Accounts and drafts payable were $\$ 283,175,000$, a $\$ 33,281,000$ or $13.3 \%$ increase from December 31, 1999. Total shareholders' equity at June 30,2000 was $\$ 53,947,000$, a $\$ 2,616,000$ or $4.6 \%$ decrease from December 31, 1999.

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 relates primarily to this increase in loans and also to the purchase of investment securities. The ending balances of accounts and drafts payable will fluctuate from period end to period end due to the payment processing cycle, which results in lower balances on days when checks clear and higher balances on days when checks are issued. For this reason, average balances are a more meaningful measure of accounts and drafts payable. The decrease in total shareholders' equity resulted from the purchase of treasury shares for $\$ 4,786,000(237,510$ shares); dividends paid of $\$ 1,423,000$ ( $\$ .40$ per share); decrease in other comprehensive income of $\$ 79,000$ offset by net income of $\$ 3,576,000$; cash received from the exercise of stock options of $\$ 47,000$, a tax benefit of $\$ 10,000$ on stock options exercised and the amortization of the stock bonus plan of \$39,000.

## LIQUIDITY AND CAPITAL RESOURCES

Cash and cash equivalents, which consist of cash and due from banks, federal funds sold, and money market funds, were $\$ 84,273,000$ or $16.4 \%$ of total assets at June 30, 2000. These funds represent 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 represented approximately $\$ 85,968,000$ or $17 \%$ of total assets at June 30, 2000. Of this total, $49 \%$ were U.S. treasury securities, $50 \%$ were U.S. government agencies, and $1 \%$ were other securities. Of the total portfolio, $31 \%$ matures in one year, $60 \%$ matures in one to five years, and $9 \%$ matures in five or more years. Of the total portfolio, 81\% is designated available-for-sale and 19\% is designated held-to-maturity. The investment portfolio provides secondary liquidity through regularly scheduled maturities, the ability to sell securities out of the available-for-sale portfolio, and the ability to use these securities in conjunction with its reverse repurchase lines of credit.

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

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

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

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

The Company and the Bank continue to significantly exceed all regulatory capital requirements, as evidenced by the following capital amounts and ratios at June 30, 2000 and December 31, 1999:

| JUNE 30, 2000 | AMOUNT | RATIO |
| :---: | :---: | :---: |
| Total capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$58,561, 000 | 15.50\% |
| Cass Commercial Bank | 28,378, 000 | 16.67 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$54, 081, 000 | 14.32\% |
| Cass Commercial Bank | 26,247, 000 | 15.42 |
| Tier I capital (to average assets) |  |  |
| Cass Commercial Corporation | \$54, 081, 000 | 10.87\% |
| Cass Commercial Bank | 26,247, 000 | 12.17 |
| DECEMBER 31, 1999 | AMOUNT | RATIO |
| Total capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$60, 736, 000 | 18.23\% |
| Cass Commercial Bank | 28, 014, 000 | 16.39 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Commercial Corporation | \$56,570, 000 | 16.98\% |
| Cass Commercial Bank | 25,873,000 | 15.14 |
| Tier I capital (to average assets) |  |  |
| Cass Commercial Corporation | \$56,570, 000 | 11.53\% |
| Cass Commercial Bank | 25,873, 000 | 11.54 |

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

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

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK
As described in the Company's Annual Report on Form 10-K for the year ended December 31, 1999, the Company manages its interest rate risk through measurement techniques that include gap analysis and a simulation model. As part of the risk management process, asset/liability management policies are established and monitored by management. The policy objective is to limit the change in annualized net interest income to $15 \%$ from an immediate and sustained parallel change in interest rates of 200 basis points. Based on the Company's most recent evaluation, management does not believe the Company's risk position at June 30, 2000 has changed materially from that at December 31, 1999.

PART II. OTHER INFORMATION
ITEM 1. LEGAL PROCEEDINGS
None
ITEM 2. CHANGES IN SECURITIES
None
ITEM 3. DEFAULTS IN SENIOR SECURITIES
None
ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS At the annual meeting of the shareholders of Cass Commercial Corporation held on April 17, 2000, the following proposals were voted on and approved:

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

|  | Withheld |  |
| :---: | :---: | :---: |
|  | Authority/ |  |
| For | Against | Abstentions |

1. Proposal to elect four Directors for a term of three years ending 2003;

| Robert J. Bodine | $2,380,804$ | 20,630 | $1,241,449$ |
| :--- | :--- | ---: | ---: |
| Thomas J. Fucoloro | $2,372,304$ | 29,130 | $1,241,449$ |
| Harry J. Krieg | $2,373,652$ | 27,782 | $1,241,449$ |
| Howard A. Kuehner | $2,372,304$ | 29,130 | $1,241,449$ |
| Proposal to ratify the selection of KPMG LLP |  |  |  |
| as independent accountants for 2000. | $2,394,443$ | 1,133 | $1,247,307$ |

ITEM 5. OTHER INFORMATION None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) None
(b) Cass Commercial Corporation did not file any reports on Form 8-K during the three-month period ended June 30, 2000.

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

CASS COMMERCIAL CORPORATION

DATE: August 7, 2000

DATE: August 7, 2000

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

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

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-2000 }
\end{aligned}
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TO BE DOCUMENTED IN DEC-31-2000 STATEMENTS.

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\begin{aligned}
& \text { 6-MOS } \\
& \text { DEC-31-2000 } \\
& \text { JAN-01-2000 } \\
& \text { JUN-30-2000 } \\
& \text { 23, } 373 \\
& \text { 56,300 } \\
& \text { 4,600 } \\
& \text { 69,681 } \\
& \text { 16,287 } \\
& \text { 15,931 } \\
& \text { 328,250 } \\
& \text { 4,480 } \\
& \text { 513, } 868 \\
& \text { 171,507 } \\
& \text { 288, } 414 \\
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& \text { 2,000 } \\
& \text { 51,947 } \\
& \text { 513, } 868 \\
& \text { 12,987 } \\
& \text { 2,786 } \\
& \text { 1,576 } \\
& \text { 17,349 } \\
& \text { 2, } 025 \\
& \text { 2,032 } \\
& \text { 15,317 } \\
& 250 \\
& 0 \\
& \text { 20,519 } \\
& \text { 5,564 } \\
& 0 \\
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& \text { 3,576 } \\
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& \text { 4,480 } \\
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TO BE DOCUMENTED IN DEC-31-2000 STATEMENTS.

