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, 1996
Commission File No. 2-80070

CASS COMMERCIAL CORPORATION
Incorporated under the laws of MISSOURI
I.R.S. Employer Identification No. 43-1265338

3636 SOUTH GEYER ROAD, SUNSET HILLS, MISSOURI 63127
Telephone: (314) 821-1500

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.

Yes X No
No..--

The number of shares outstanding of registrant's only class of stock as of June 30, 1996: Common stock, par value $\$ .50$ per share - 1,929, 274 shares outstanding.

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

## Assets

Cash and due from banks
Federal funds sold and other short-term investments
Cash and cash equivalents
Investments in debt and equity securities:
Held-to-maturity, estimated market value of $\$ 130,716$ and $\$ 131,378$ at June 30, 1996 and December 31, 1995, respectively
Available-for-sale, at estimated market value
Total investments in debt and equity securities

Loans, net of unearned income
Less: Allowance for loan losses

> Loans, net

Premises and equipment, net
Accrued interest receivable
Other assets
Total assets

Liabilities and Stockholders' Equity,

Liabilities:
Deposits:
Noninterest-bearing
Interest-bearing
Total deposits
Accounts and drafts payable
Securities sold under repurchase agreements and other short-term borrowings
Other liabilities
Total liabilities

## Stockholders' Equity:

Preferred stock, par value $\$ .50$ per share; $2,000,000$ shares authorized and no shares issued
Common stock, par value $\$ .50$ and $\$ 2.50$ per share and $20,000,000$ and 4,000,000 shares authorized at June 30, 1996 and December 31, 1995, respectively, and 2,000,000 shares issued

## Surplus

Retained earnings
Unamortized stock bonus awards
Unrealized holding loss on investments in debt and equity securities available-for-sale
Common shares in treasury, at cost $(70,726$ shares at June 30, 1996 and December 31, 1995)

Total stockholders' equity
Total liabilities and stockholders' equity

See accompanying notes to consolidated financial statements.
(In Thousands Except Share and Per Share Data)

| $-----------------------1 ~$ |  |
| :---: | :---: |
| June 30 | December 31 |
| 1996 | 1995 |


| $\$ 28,029$ | $\$ 8,529$ |
| ---: | ---: |
| 39,978 | 81,813 |
| ------ | ----- |
| 68,007 | 90,342 |
| ------- | ------- |


| 132,778 | 130,172 |
| ---: | ---: |
| 33,619 | 17,688 |
| -------- |  |
| 166,397 | 147,860 |
| ------ | ------ |
| 195,252 | 174,193 |
| 6,421 | 6,358 |
| ------ | ----- |
| 188,831 | 167,835 |
| ---------- |  |
| 8,013 | 8,267 |
| 4,010 | 3,788 |
| 7,944 | 7,619 |
| ------ | ------ |
| $\$ 443,202$ | $\$ 425,711$ |
| $========$ | $=======$ |


| 61,509 | 64,106 |
| :---: | :---: |
| 104,157 | 97,620 |
| 165,666 | 161, 726 |
| 219,473 | 209, 029 |
| 6,254 | 4,947 |
| 6,671 | 6,696 |
| 398, 064 | 382,398 |


| 1,000 | 5,000 |
| ---: | ---: |
| 5,740 | 1,740 |
| 40,227 | 38,153 |
| $(211)$ | $(266)$ |
| $(334)$ | $(30)$ |
| $(1,284)$ | $(1,284)$ |
| $--\cdots--$ | ----- |
| 45,138 | 43,313 |
| ------ | ------ |
| $\$ 443,202$ | $\$ 425,711$ |
| $========$ | $========$ |



## Interest Income:

| Interest and fees on loans | \$4, 005 | \$3,421 | \$ 7,836 | \$ 6,788 |
| :---: | :---: | :---: | :---: | :---: |
| Interest on debt securities: |  |  |  |  |
| Taxable | 2,484 | 2,519 | 4,695 | 5,061 |
| Exempt from Federal income taxes | 19 | 12 | 34 | 21 |
| Interest on Federal funds sold and other short-term investments |  |  |  |  |
|  | 391 | 675 | 973 | 1,311 |
| Total interest income | 6,899 | 6,627 | 13,538 | 13,181 |
| Interest Expense: |  |  |  |  |
| Interest on deposits | 1,112 | 941 | 2,169 | 1,765 |
| Interest on short-term borrowings | 35 | 17 | 74 | 35 |
| Total interest expense | 1,147 | 958 | 2,243 | 1,800 |
| Net interest income | 5,752 | 5,669 | 11,295 | 11,381 |
| Provision for loan losses | - - | - - | -- | -- |
| Net interest income after provision for loan losses | 5,752 | 5,669 | 11,295 | 11,381 |
| Noninterest Income: |  |  |  |  |
| Information services revenues: |  |  |  |  |
| Freight payment and processing revenue | 4,368 | 4,716 | 8,911 | 10,003 |
| Freight rating services income | 791 | 975 | 1,695 | 1,900 |
| Service charges on deposit accounts | 148 | 100 | 274 | 186 |
| Other | 198 | 321 | 370 | 506 |
| Total noninterest income | 5,505 | 6,112 | 11,250 | 12,595 |
| Noninterest Expense: |  |  |  |  |
| Salaries and employee benefits | 6,055 | 6,284 | 12,125 | 12,689 |
| Occupancy expense | 526 | 545 | 1,044 | 1,058 |
| Equipment expense | 612 | 661 | 1,235 | 1,342 |
| Other | 1,777 | 2,245 | 3,633 | 4,102 |
| Total noninterest expense | 8,970 | 9,735 | 18,037 | 19,191 |
| Income before income tax expense | 2,287 | 2,046 | 4,508 | 4,785 |
| Income tax expense | 801 | 602 | 1,547 | 1,696 |
| Net income | \$1,486 | \$1,444 | \$ 2,961 | \$ 3,089 |
| Net income per share | \$ . 76 | \$ . 75 | \$ 1.52 | \$ 1.61 |


|  | (In Thousands) Six Months Ended June 30 |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Cash Flows From Operating Activities: |  |  |
| Net income | \$ 2,961 | \$ 3, 089 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation and amortization | 1,265 | 1,212 |
| Decrease (increase) in accrued interest receivable | (222) | 764 |
| Amortization of stock bonus awards | 55 | -- |
| Other operating activities, net | (221) | 554 |
| Net cash provided by operating activities | 3,838 | 5,619 |
| Cash Flows From Investing Activities: |  |  |
| Proceeds from maturities of and principal payments made on debt securities | 9,784 | 10,256 |
| Purchases of debt securities | $(29,049)$ | (347) |
| Net increase in loans | $(21,059)$ | $(5,128)$ |
| Recoveries of loans previously charged off, net | 63 | 139 |
| Purchases of premises and equipment | (716) | (630) |
| Net cash provided by (used in) investing activities | $(40,977)$ | 4,290 |
| Cash Flows From Financing Activities: |  |  |
| Net increase (decrease) in demand, interest-bearing demand and savings deposits <br> 3,530 (8,648) |  |  |
| Net increase (decrease) in time deposits | 410 | (13) |
| Net increase in accounts and drafts payable | 10,444 | 4,670 |
| Net increase (decrease) in securities sold under repurchase agreements and other short-term borrowings | 1,307 | (655) |
| Treasury stock purchased | -- | (24) |
| Dividends paid | (887) | (803) |
| Net cash provided by (used in) financing activities | 14,804 | $(5,473)$ |
| Net increase (decrease) in cash and cash equivalents | $(22,335)$ | 4,436 |
| Cash and cash equivalents at beginning of period | 90,342 | 70,806 |
| Cash and cash equivalents at end of period | \$ 68,007 | \$75,242 |
| Supplemental information: |  |  |
| Cash paid for interest | \$ 2,021 | \$ 1,766 |
| Net taxes paid | \$ 1,415 | \$ 1,676 |

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (unaudited)
June 30, 1996

## Note 1 - Basis of Presentation

Cass Commercial Corporation (the Company) provides a full range of banking services to individual, corporate and institutional customers, with a primary focus on privately held companies, through its wholly owned subsidiary bank, Cass Bank \& Trust Company (the Bank). The Bank is subject to competition from other financial and nonfinancial institutions throughout the metropolitan St. Louis, Missouri area. Additionally, the Company and the Bank are subject to the regulations of certain Federal and state agencies and undergo periodic examinations by those regulatory agencies.

The Company also provides information services through its wholly owned subsidiary, Cass Information Systems, Inc. (CIS). These logistics-related services include processing and payment of freight charges, preparation of transportation management reports, auditing of freight charges and rating of freight shipments. CIS is subject to competition from other commercial concerns providing similar services to companies throughout the United States and Canada. The consolidated balance sheet caption, "Accounts and Drafts Payable", consists of obligations related to freight bill payment services which are performed for customers.

The accompanying unaudited 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, 1996 are not necessarily indicative of the results that may be expected for the year ending December 31, 1996. 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, 1995.

## Note 2 - Impact Of New Accounting Pronouncements

The Company adopted the provisions of Statement of Financial Accounting Standards No. 114, Accounting by Creditors for Impairment of a Loan (SFAS 114), as amended by Statement of Financial Accounting Standards No. 118, Accounting by Creditors for Impairment of a Loan - Income Recognition and Disclosures (SFAS 118), on January 1, 1995.

SFAS 114 (as amended by SFAS 118) defines the recognition criterion for loan impairment and the measurement methods for certain impaired loans and loans for which the terms have been modified in troubled debt restructurings (a restructured loan). Specifically, a loan is considered impaired when it is probable a creditor will be unable to collect all amounts due - both principal and interest - according to the contractual terms of the loan agreement. When measuring impairment, the expected future cash flows of an impaired loan must be discounted at the loan's effective interest rate. Alternatively, impairment can be measured by reference to an observable market price, if one exists, or the fair value of the collateral for a collateral-dependent loan. SFAS 114 requires a creditor to measure impairment based on the fair value of the collateral when the creditor has determined foreclosure is probable. Additionally, impairment of a restructured loan is measured by discounting the total expected future cash flows at the loan's effective rate of interest as stated in the original loan agreement.

SFAS 118 amends SFAS 114 to allow a creditor to use existing methods for recognizing interest income on loans for which the accrual of income has been discontinued, which the the Company has opted to do.

The adoption of SFAS 114 and SFAS 118 resulted in no adjustment to the allowance for loan losses.

During March 1995, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of (SFAS 121). SFAS 121 provides guidance for the recognition and measurement of impairment of long-lived assets, certain identifiable intangibles and goodwill related both to assets to be held and used and assets to be disposed of. SFAS 121 requires entities to perform separate calculations for assets to be held and used to determine whether recognition of an impairment loss is required and, if so, to measure the impairment. SFAS 121 requires long-lived assets and certain assets and certain identifiable intangibles to be disposed of to be reported at the lower of carrying amount or fair value less costs to sell, except for assets covered by the provisions of APB Opinion No. 30. SFAS 121 is effective for financial statements issued for fiscal years beginning after December 15, 1995, although earlier application is encouraged. The Company does not anticipate that the adoption of SFAS 121 will have a significant impact on its financial statements.

During May 1995, the FASB issued Statement of Financial Accounting Standards No. 122, Accounting for Mortgage Servicing Rights (SFAS 122). SFAS 122 requires that an institution which sells or securitizes loans it has originated or purchased and maintains the servicing rights to capitalize the cost of the rights to service such loans. SFAS 122 also requires that an enterprise assess its capitalized mortgage servicing rights for impairment based on the fair value of those rights. SFAS No. 122 should be applied prospectively for fiscal years beginning after December 15, 1995. As the Company is not currently selling or securitizing any loans that it has originated or purchased, SFAS 122 will not have any impact on the Company's financial statements.

During October 1995, the FASB issued Statement of Financial Accounting Standards No. 123, Accounting for Stock-Based Compensation (SFAS 123). SFAS 123 establishes financial accounting and reporting standards for stock-based employee compensation plans and also applies to transactions in which an entity issues its equity instruments to acquire goods or services from nonemployees. SFAS 123 defines a fair value-based method of accounting for an employee stock option or similar equity instrument and encourages all entities to adopt that method of accounting. However, it also allows an entity to continue to measure compensation cost for those plans using the intrinsic value-based method of accounting prescribed by Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees (APB 25). SFAS 123 is effective for transactions entered into in fiscal years beginning after December 15, 1995. Pro forma disclosures required for entities that elect to continue to measure compensation cost using APB 25 must include the effect of all awards granted in fiscal years that begin after December 15, 1994. The Company plans to continue to measure compensation cost using APB 25, therefore the adoption of SFAS No. 123 will not have any impact on the Company's financial condition or results of operations.

On June 28, 1996, the FASB issued Statement of Financial Accounting Standards No. 125, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities (SFAS 125). SFAS 125 provides accounting and reporting standards for transfers and servicing of financial assets and extinguishments of liabilities based on consistent application of a financial-components approach that focuses on control. It distinguishes transfers of financial assets that are sales from transfers that are secured borrowings. Under the financial-components approach, after a transfer of financial assets, an entity recognizes all financial and servicing assets it controls and liabilities it has incurred and derecognizes financial assets it no longer controls and liabilities that have been extinguished. The financial-components approach focuses on the assets and liabilities that exist prior to the transfer. If a transfer does not meet the criteria for a sale, the transfer is accounted for as a secured borrowing with pledge of collateral

SFAS 125 extends the "available-for-sale" or "trading" approach in SFAS 115 to nonsecurity financial assets that can contractually be prepaid or otherwise settled in such a way that the holder of the asset would not recover substantially all of its recorded investment. Thus, non-security financial assets (no matter how acquired) such as loans, other receivables, interest-only strips or residual interests in securitization trusts (for example, tranches subordinate to other tranches, cash reserve accounts or rights to future interest from serviced assets that exceed contractually specified servicing fees) that are subject to prepayment risk that could prevent recovery of substantially all of the recorded amount are to be reported at fair value with the change in fair value accounted for depending on the asset's classification as "available-for-sale" or "trading". SFAS 125 also amends SFAS 115 to prevent a security from being classified as held-to-maturity if the security can be prepaid or otherwise settled in such a way that the holder of the security would not recover substantially all of its recorded investment.

SFAS 125 requires that a liability be derecognized if and only if either (a) the debtor pays the creditor and is relieved of its obligation for the liability or (b) the debtor is legally released from being the primary obligor under the liability either judicially or by the creditor. Therefore, a liability is not considered extinguished by an in-substance defeasance.

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-5-
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SFAS 125 provides implementation guidance for accounting for (1) securitizations, (2) transfers of partial interests, (3) servicing of financial assets, (4) securities lending transactions, (5) repurchase agreements including "dollar rolls", (5) "wash sales," (6) loan syndications and participations, (7) risk participations in banker's acceptences, (8) factoring arrangements, (9) transfers of receivables with recourse, (10) transfers of sales-type and direct financing lease receivables and (11) extinguishments of liabilities.

SFAS 125 is effective for transfers and servicing of financial assets and extinguishments of liabilities occurring after December 31, 1996, and is to be applied prospectively. Earlier or retroactive application is not permitted. Also, the extension of the SFAS 115 approach to certain nonsecurity financial assets and the amendment to SFAS 115 is effective for financial assets held on or acquired after January 1, 1997. Reclassifications that are necessary because of the amendment do not call into question an entity's intent to hold other debt securities to maturity in the future. Management is currently reviewing SFAS 125 to determine the effect it will have on the financial position of the Company.

## Note 3 - Earnings Per Share

Average common and common stock equivalents outstanding for the six month periods ended June 30, 1996 and 1995 were 1,952, 869 and 1,916,589, respectively. Average common and common stock equivalents outstanding for the three month periods ended June 30, 1996 and 1995 were 1,952,869 and $1,914,318$, respectively. The weighted average number of common stock equivalents is calculated using the treasury stock method.

## Note 4 - Stock Option Plan / Stock Bonus Plan

During May 1995, the Company's Board of Directors established the 1995 Performance-Based Stock Option Plan (the Option Plan) and the 1995 Restricted Stock Bonus Plan (the Bonus Plan). These plans were adopted to aid the Company in securing and retaining qualified personnel. The Option Plan provides for the granting of options on up to 200,000 shares of the Company's common stock. As of June 30, 1996, options for 60,000 shares had been awarded under the Option Plan at an option price of $\$ 20.63$ per share. These options vest over a period not to exceed seven years, but the vesting period can be less based on the Company's attainment of certain financial operating performance criteria. The Bonus Plan provides for the issuance of up to 50,000 shares of the Company's common stock. As of June 30, 1996, an aggregate of 16,000 shares of the Company's common stock had been awarded to five participants. Interest in the shares of common stock awarded under the Bonus Plan are subject to forfeiture and vest ratably over a three year period. Common stock awarded under the Bonus Plan is accounted for through the establishment of a contra stockholders' equity account. This contra stockholders' equity account is amortized against income over the vesting period of the stock awards.

## Note 5 - Reclassifications

Certain amounts in the 1995 consolidated financial statements have been reclassified to conform with the 1996 presentation. Such reclassifications have no effect on previously reported net income.

## Note 6 - Change in Authorized Capital Stock

The authorized common stock was increased from 4,000,000 shares to $20,000,000$ shares by a majority vote of stockholders at the Shareholders' Annual Meeting on April 15,1996. As a result, the par value of common stock has been changed from $\$ 2.50$ per share to $\$ .50$ per share. The common stock and surplus amounts presented in the Consolidated Balance Sheet at June 30, 1996 reflects the above noted change. Additionally, the shareholders authorized 2,000,000 shares of preferred stock with a par value of $\$ .50$ per share.

## Net Income

Cass Commercial Corporation (the Company) operates in two primary business segments through its two wholly owned subsidiaries, Cass Bank and Trust Company (Cass Bank), which operates as a commercial bank, and Cass Information Systems, Inc. (CIS), an information services company, whose operations include the processing and payment of freight charges, preparation of transportation management reports, auditing of freight charges and rating of freight shipments. The Company had net income of $\$ 2,961,000$ for the six-month period ended June 30,1996 (the "First Six Months of 1996") compared to net income of $\$ 3,089,000$ for the six-month period ended June 30, 1995 (the "First Six Months of 1995").

The Company had net income of $\$ 1,486,000$ for the three-month period ended June 30, 1996 ("Second Quarter of 1996") compared to net income of $\$ 1,444,000$ for the three-month period ended June 30, 1995 ("Second Quarter of 1995").

The following paragraphs more fully discuss the changes in financial condition and results of operations for the First Six Months of 1996 compared to the First Six Months of 1995 and for the Second Quarter of 1996 compared to the Second Quarter of 1995. Such information is provided on a consolidated basis for the Company, Cass Bank and CIS, with expanded disclosures for specific effects CIS's operations have on particular account captions.

## Net Interest Income

The Company's tax-equivalent net interest margin on earning assets decreased in the First Six Months of 1996 to $6.03 \%$ from 6.29\% in the First Six Months of 1995. The prime rate decreased from 9.00\% in February, 1995 to 8.25\% in February, 1996. The Company is adversely affected by decreases 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 positively affected by increases 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 (See interest sensitivity gap measurement under the section entitled "Asset/Liability Management Program"), as well as a significant portion of the Company's loan portfolio bearing a floating rate of interest.

Average earning assets increased \$13,022,000 in the First Six Months of 1996 compared to the First Six Months of 1995; however, average interest-bearing liabilities increased $\$ 18,170,000$ over the same period compared to 1995 . The decrease of $\$ 5,148,000$ in average earning assets, net of interest-bearing liabilities, coupled with a decrease in the net interest margin resulted in a decrease in net tax-equivalent interest income of $\$ 16,000$ in the First Six Months of 1996 compared to the First Six Months of 1995. The mix of earning assets changed in the First Six Months of 1996 compared to the First Six Months of 1995 with an increase of $\$ 31,899,000$ in the average balance of loans and a decrease of $\$ 11,158,000$ in debt and equity securities. The positive effect of this change in mix was more than offset by the decrease in average net earning assets. See Table 1 on page 8 for further explanation of the changes in net interest income.

The Company's tax-equivalent net interest income for the Second Quarter of 1996 increased \$103,000 (1.8\%) compared to the Second Quarter of 1995. This increase resulted mainly from an increase of $\$ 18,984,000$ in average earning assets in the Second Quarter of 1996 over the Second Quarter of 1995. The mix of average earning assets also improved with an increase of $\$ 35,529,000$ in average loans and a decrease of $\$ 15,381,000$ in average short-term investments. These improvements more than offset the decrease in the net interest margin from $6.23 \%$ in the Second Quarter of 1995 to $6.03 \%$ in the Second Quarter of 1996. See Table 2 on page 9 for further explanation of the changes in net interest income.

## TABLE 1: CONSOLIDATED AVERAGE BALANCE SHEETS AND NET INTEREST

 INCOME ANALYSISFor the Six Months Ended June 30, 1996 and 1995 (tax-equivalent basis, in thousands)

ASSETS
Interest-earning assets:

| Loans | \$185, 018 | \$153, 119 |
| :---: | :---: | :---: |
| Investment in debt and equity securities | 156,567 | 167,725 |
| Federal funds sold and other short-term investments | 37,383 | 45,102 |
| Total interest-earning assets | 378,968 | 365,946 |
| onearning assets: |  |  |
| Cash and due from banks | 17,988 | 14,898 |
| Premises and equipment | 8,239 | 7,410 |
| Other assets | 10, 224 | 10,357 |
| Allowance for loan losses | $(6,383)$ | $(6,420)$ |
| Total assets | 409, 036 | 392, 191 |

LIABILITIES AND STOCKHOLDERS' EQUITY
Interest-bearing liabilities:
Savings deposits
Time deposits of $\$ 100,000$ or more
Other time deposits
Total interest-bearing deposits
Federal funds purchased and securities sold under repurchase agreements

Total interest-bearing liabilites

Noninterest-bearing liabilities:
Demand deposits
Accounts and drafts payable
Other liabilities
Total liabilities
Stockholders' equity
Total liabilities and stockholders' equity Net interest income

Net yield on interest-earning assets


| Interest |
| :--- | :---: |
| Income/Expense |
| $---------------~$ |


| Increase (Decrease)Due to Change in |  |  |
| :---: | :---: | :---: |
|  |  |  |
| Net |  |  |
| Change | Volume | Rate |
|  |  |  |

TABLE 2: CONSOLIDATED AVERAGE BALANCE SHEETS AND NET INTEREST INCOME ANALYSIS
For the Three Months Ended June 30, 1996 and 1995 (tax-equivalent basis, in thousands)

ASSETS
Interest-earning assets:

| Loans | \$189, 848 | \$154, 319 |
| :---: | :---: | :---: |
| Investment in debt and equity securities | 164,221 | 165,385 |
| Federal funds sold and other short-term investments | 29,960 | 45,341 |
| Total interest-earning assets | 384, 029 | 365, 045 |
| Nonearning assets: |  |  |
| Cash and due from banks | 18,781 | 15,244 |
| Premises and equipment | 8,201 | 7,326 |
| Other assets | 10,223 | 10,154 |
| Allowance for loan losses | $(6,401)$ | $(6,437)$ |
| Total assets | 414,833 | 391,332 |

LIABILITIES AND STOCKHOLDERS' EQUITY
Interest-bearing liabilities:
Interest-bearing demand deposits
Savings deposits
Time deposits of \$100,000 or more
Other time deposits
Total interest-bearing deposits
Federal funds purchased and securities sold under repurchase agreements

Total interest-bearing liabilites
Noninterest-bearing liabilities:
Demand deposits
Accounts and drafts payable
Other liabilities
Total liabilities
Stockholders' equity
Total liabilities and stockholders' equity

Net interest income
Net yield on interest-earning assets

| Average Balance |  | Average |  |
| :---: | :---: | :---: | :---: |
|  |  | Yiel | Rate |
| 1996 | 1995 | 1996 | 1995 |


| Interest |
| :--- | :---: |
| Income/Expense |
| $----------------~$ |


| Increase (Decrease) |  |
| :---: | :---: |
| Due to Change in |  |
| Net ------------------ |  |
| Change |  |

A significant determinant of the Company's operating results is the level of loan losses and the provision for loan losses. There was no charge to earnings to provide for loan losses for the First Six Months of 1996 or the First Six Months of 1995. Management determined there was no need for any provision for loan losses during these periods. This determination was based on the low level of nonperforming loans compared to the existing balance of the allowance for loan losses, and the Company experiencing a net recovery of $\$ 63,000$ in the First Six Months of 1996 and a net recovery of $\$ 139,000$ in the First Six Months of 1995.

Factors which influence management's determination of the provision for loan losses charged to expense, 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 possible loss exposure based upon existing circumstances known to management; analysis of the loan portfolio with regard to potential 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.

At June 30, 1996, nonperforming loans, including nonaccrual loans and loans past due 90 days or more, totalled $\$ 462,000$. This represents $.24 \%$ of total loans, which is below industry averages.

At June 30, 1996, impaired loans totalled $\$ 1,085,000$ which includes $\$ 223,000$ of nonaccrual loans. The allowance for loan losses on impaired loans was $\$ 871,000$ at June 30, 1996. The average balance of impaired loans during the First Six Months of 1996 was \$1,110,000.

The allowance for loan losses at June 30, 1996 was $\$ 6,421,000$ and at December 31, 1995 was $\$ 6,358,000$. The allowance for loan losses at June 30, 1996 represents $3.29 \%$ of total loans outstanding compared to $3.65 \%$ at December 31, 1995. The allowance covers nonperforming loans at June 30, 1996 approximately 13.9 times compared to 10.1 times at December 31, 1995.

The following table presents information as of and for the three and six-month periods ended June 30, 1996 and 1995 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 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  | 1996 |  | 1995 |  |
|  | (dollars in thousands) |  |  |  |  |  |  |  |
| Allowance at beginning of period | \$ | 6,377 | \$ | 6,419 | \$ | 6,358 | \$ | 6,334 |
| Provision for loan losses charged to expense |  | -- |  | -- |  | -- |  | -- |
| Loans charged off |  | -- |  | -- |  | (1) |  | (35) |
| Recoveries on loans previously charged off |  | 44 |  | 54 |  | 64 |  | 174 |
| Net loan recoveries |  | 44 |  | 54 |  | 63 |  | 139 |
| Allowance at end of period | \$ | 6,421 | \$ | 6,473 | \$ | 6,421 |  | 6,473 |
| Loans outstanding: |  |  |  |  |  |  |  |  |
| Average |  | 89, 114 |  | 54,319 |  | 55,018 |  | 53,119 |
| June 30 |  | 95,252 |  | 57,594 |  | 9, 252 |  | 7,594 |
| Ratio of allowance for loan losses to |  |  |  |  |  |  |  |  |
| loans outstanding: |  |  |  |  |  |  |  |  |
| Average |  | 3.40\% |  | 4.19\% |  | 3.47\% |  | 4.23\% |
| June 30 |  | 3.29\% |  | 4.11\% |  | 3.29\% |  | 4.11\% |
| Nonperforming loans: |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 444 | \$ | 146 | \$ | 444 | \$ | 146 |
| Loans past due 90 days or more |  | 18 |  | 1 |  | 18 |  | 1 |
| Total | \$ | 462 | \$ | 147 | \$ | 462 | \$ | 147 |
| Nonperforming loans as a percent of |  |  |  |  |  |  |  |  |

Noninterest income is principally derived from service fees generated by CIS's Payment Systems and Software Systems Groups. Total noninterest income for the Second Quarter of 1996 and the First Six Months of 1996 decreased $\$ 607,000$ ( $9.9 \%$ ) and $\$ 1,345,000$ (10.7\%), respectively, from the corresponding periods of 1995.

CIS's Payment Systems Group experienced a decrease in processing revenues of $\$ 1,092,000$ ( $10.9 \%$ ) and $\$ 348,000$ (7.4\%) in the First Six Months of 1996 and the Second Quarter of 1996, respectively, compared to the corresponding periods of 1995. CIS acquired the Freight Management Division of The First National Bank of Boston effective June 1, 1994. The accounts of this division were converted to CIS's processing systems in two phases. The first phase of conversion was completed in May, 1995, and the second phase was completed in December, 1995. These conversions resulted in a number of lost accounts which were expected and generally represented accounts which were previously processed on an unprofitable basis. The Boston operation accounted for a decrease in processing revenues of $\$ 1,225,000$ in the First Six Months of 1996 compared to the First Six Months of 1995. The Boston operation accounted for a decrease in processing revenues of $\$ 338,000$ in the Second Quarter of 1996 compared to the Second Quarter of 1995. The volume of accepted new business proposals remains strong and should result in increasing revenues in CIS's Payment Systems Group as new accounts are placed in service throughout the remainder of 1996.

CIS's Software Systems Group experienced a decrease in revenues of $\$ 205,000$ ( $10.8 \%$ ) and $\$ 184,000$ (18.9\%) in the First Six Months of 1996 and the Second Quarter of 1996, respectively, compared to the corresponding periods of 1995. This decrease resulted mainly from a decline in software package sales compared to a very strong Second Quarter in 1995.

## Noninterest Expense

Total noninterest expense for the First Six Months of 1996 decreased $\$ 1,154,000$ (6.0\%) from the First Six Months of 1995. Total noninterest expense for the Second Quarter of 1996 decreased $\$ 765,000$ (7.9\%) from the Second Quarter of 1995. These decreases resulted primarily from decreased operating expenses at CIS's operation in Boston upon completion of account conversions as described above. Total noninterest operating expense excluding intercompany charges of the Boston facility decreased \$1,260,000 in the First Six Months of 1996 and decreased $\$ 577,000$ in the Second Quarter of 1996 compared to the corresponding periods of 1995.

Salaries and benefits expense decreased \$564,000 (4.4\%) in the First Six Months of 1996 compared to the First Six Months of 1995. CIS's Boston operation accounted for a decrease of $\$ 893,000$ resulting from staff attrition and adjustments as account conversions were completed after the First Six Months of 1995. The Company experienced an increase of $\$ 329,000$ (3.3\%) in salary and benefits expense in the remainder of its operations resulting from salary increases effective January 1, 1996. Salaries and benefits expense decreased $\$ 229,000$ (3.6\%) in the Second Quarter of 1996 compared to the Second Quarter of 1995. CIS's Boston operation accounted for a decrease of $\$ 395,000$. The Company experienced an increase of $\$ 166,000$ (3.4\%) in salary and benefits expense in the remainder of its operations in the Second Quarter of 1996 compared to the same period in 1995.

Equipment expense decreased $\$ 107,000$ ( $8.0 \%$ ) and $\$ 49,000$ (7.4\%) in the First Six Months of 1996 and the Second Quarter of 1996, respectively, compared to the corresponding periods of 1995. Data processing system changes in CIS's Payment Systems Group in the latter half of 1995 accounted for these decreases.

Other noninterest expense decreased \$469,000 (11.4\%) in the First Six Months of 1996 compared to the First Six Months of 1995. Other noninterest expense decreased $\$ 468,000$ (20.8\%) in the Second Quarter of 1996 from the Second Quarter of 1995. Cass Bank experienced a decrease of $\$ 149,000$ in FDIC insurance expense in the First Six Months of 1996 compared to the First Six Months of 1995 resulting from a reduction in Cass Bank's assessment rate to a minimum of $\$ 2,000$ per year. The remainder of the decrease in the First Six Months of 1996 largely resulted from a decrease in expenses in the CIS Boston operation as accounts have been converted to CIS's processing systems.

Federal funds sold and other short-term investments decreased from $\$ 81,813,000$ at December 31, 1995 to $\$ 39,978,000$ at June 30, 1996. The average balance of these accounts was $\$ 37,383,000$ in the First Six Months of 1996 compared to $\$ 45,102,000$ in the First Six Months of 1995. The decrease in the average balance of these accounts has resulted from a deployment of funds to increased loan balances. See Table 1 and Table 2 on pages 8 and 9 for a presentation of average balances.

Total loans increased \$21,059,000 (12.1\%) from \$174,193,000 at December 31, 1995 to $\$ 195,252,000$ at June 30, 1996. The average balances of loans increased $\$ 31,899,000$ (20.8\%) from $\$ 153,119,000$ in the First Six Months of 1995 to $\$ 185,018,000$ in the First Six Months of 1996. Loan demand and new business volume increased throughout 1995 and has continued into the First Six Months of 1996.

Investments in debt and equity securities increased \$18,537,000 (12.5\%) from $\$ 147,860,000$ at December 31, 1995 to $\$ 166,397,000$ at June 30, 1996. The average balance of investment securities decreased $\$ 11,158,000$ (6.7\%) from $\$ 167,725,000$ in the First Six Months of 1995 to $\$ 156,567,000$ in the First Six Months of 1996.

Total earning assets increased \$17,261,000 (4.2\%) from \$412,395,000 at December 31, 1995 to $\$ 429,656,000$ at June, 1996. The average balance of earning assets increased \$13,022,000 (3.6\%) from \$365,946,000 in the First Six Months of 1995 to $\$ 378,968,000$ in the First Six Months of 1996. This increase was funded by an increase of $\$ 18,170,000$ in the average balance of interest-bearing liabilities.

Interest-bearing deposits increased from \$97,620,000 at December 31, 1995 to $\$ 104,157,000$ at June 30, 1996. The average balances of these deposits increased $\$ 16,424,000$ (20.0\%) from $\$ 81,973,000$ in the First Six Months of 1995 to $\$ 98,397,000$ in the First Six Months of 1996. The most significant increase in these deposits occurred in interest-bearing commercial savings accounts.

Noninterest-bearing deposits decreased \$2,597,000 (4.1\%) from $\$ 64,106,000$ at December 31, 1995 to $\$ 61,509,000$ at June 30, 1996. The average balance of these accounts increased $\$ 3,412,000$ (6.4\%) from $\$ 52,956,000$ in the First Six Months of 1995 to $\$ 56,368,000$ in the First Six Months of 1996.

Accounts and drafts payable generated by CIS in its freight payment operations increased \$10,444,000 (5.0\%) from \$209,029,000 at December 31, 1995 to $\$ 219,473,000$ at June 30, 1996. The average balances of these funds decreased $\$ 9,052,000(4.3 \%)$ from $\$ 208,873,000$ for the First Six Months of 1995 to $\$ 199,821,000$ in the First Six Months of 1996. This decrease has resulted from a change in the mix of accounts with a greater number of accounts being priced with a higher component of revenue generated from fees relative to revenue generated from balances in accounts and drafts payable.

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As of June 30, 1996, approximately 61\% of the Company's loan portfolio was composed of commercial loans, of which $79 \%$ represented loans maturing within one year. As of the same date, real estate loans, primarily commercial, represented approximately $37 \%$ of the total and of these, $31 \%$ represented balances maturing within one year. Approximately $2 \%$ of the loan portfolio is represented by installment loans.

The liquidity of the Company is primarily represented by cash and due from banks of $\$ 28,029,000$ and Federal funds sold and other short-term investments of $\$ 39,978,000$ at June 30,1996 . Included in this caption are $\$ 26,478,000$ invested in money market funds consisting of short-term U.S. Government and agency issues.

Investments in debt and equity securities represented approximately $38 \%$ of total assets at June 30, 1996. Of the U.S. Government securities in the Company's investment portfolio, which represented $75 \%$ of the total, $21 \%$ have maturities of less than one year. U.S. Government Agencies and Corporations represented $24 \%$ of the total. Obligations of states and political subdivisions constituted $1 \%$ of the investment portfolio at June 30, 1996. There were no sales of debt securities in the First Six Months of 1996. Of the total portfolio, over $85 \%$ of the securities have maturities of five years or less. These securities provide the Company longer term liquidity than its primary sources, cash and due from banks and other short-term instruments. Additionally, short-term liquidity could be satisfied, if necessary, by the sale of certain debt securities maintained as available-for-sale; however, the Company does not foresee any such short-term liquidity needs.

The funds provided by Cass Bank consist of a sizable volume of core deposits. Historically, the Company has been a net provider of Federal funds. During the First Six Months of 1996, the Company was a net provider of Federal funds, averaging nearly $\$ 9,500,000$ in net funds sold. Additionally, the Company averaged over $\$ 27,800,000$ in short-term money market funds during the First Six Months of 1996. The Company was able to meet its liquidity requirements in the First Six Months of 1996 through the growth of deposit accounts and the liquid nature of Federal funds sold and other short-term investments.

The Company's earning assets significantly exceed its interest-bearing liabilities. This is primarily due to the noninterest-bearing liabilities generated by CIS in the form of accounts and drafts payable. Within this framework, the Company's asset/liability management program strives to maintain an appropriate balance between rate-sensitive assets and liabilities. The primary goal of the Company is to maintain a level of earning assets net of interest-bearing liabilities which will produce a relatively high net interest margin compared to other financial institutions. The Company's Investment Committee monitors the sensitivity of its subsidiaries' assets and liabilities with respect to changes in interest rates and repricing opportunities, and directs the overall acquisition and allocation of funds.

The following table presents the Company's rate sensitive position at June 30, 1996 for the various time frames indicated.

|  |  | Over <br> Three | $\begin{aligned} & \text { Over } \\ & \text { Six } \end{aligned}$ | Over One |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three | Through | Through | Through | Over |  |
| Variable | Months | Six | Twelve | Five | Five |  |
| Rate | or Less | Months | Months | Years | Years | Total |
|  |  | (Dollar | ------ | ----- |  |  |

Interest-earning assets:
Loans
Investment in debt and
equity securities
Federal funds sold and other
short-term investments
Total interest-earning assets
$\$ 100,334$
--
39,978
------
$\$ 140,312$
$=======$

| $\$ 4,827$ |
| ---: |
| 8,002 |
| --- |
| $--72,829$ |
| $=======$ |


| $\$ 7,352$ |
| ---: |
| 6,012 |
| --- |
| $-\cdots, 364$ |
| $=======$ |

\$ 6,908
\$75,388

| \$ 443 | \$195, 252 |
| :---: | :---: |
| 23,737 | 166,397 |
| -- | 39,978 |
| \$ 24,180 | \$401, 627 |

Interest-bearing liabilities:
Interest-bearing
transaction accounts
Time deposits-\$100,000 or more

| \$ 93, 856 | \$ | \$ | \$ | \$ | \$ | -- | \$ 93, 856 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| -- | 1,595 | 1,330 | 1,412 | 106 |  | -- | 4,443 |
| -- | 2,035 | 1,115 | 1,645 | 1,063 |  | -- | 5,858 |
| 6,254 | -- | -- | -- | -- |  | -- | 6,254 |
| \$100, 110 | \$ 3,630 | \$ 2,445 | \$ 3, 057 | \$ 1,169 | \$ | -- | \$110,411 |
| \$ 40, 202 | \$ 9,199 | \$10,919 | \$15,887 | \$190, 829 |  |  | \$291, 216 |
| 40,202 | 49,401 | 60,320 | 76,207 | 267,036 |  |  |  |

Ratio of interest-sensitive assets to interest-sensitive liabilities:
Periodic
Cumulative

| $1.40 x$ | $3.53 x$ | $5.47 x$ | $6.20 x$ | $164.24 x$ | -- | $3.64 x$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $1.40 x$ | $1.48 x$ | $1.57 x$ | $1.70 x$ | $3.42 x$ | $3.64 x$ | $3.64 x$ |

Stockholders' equity was $\$ 45,138,000$ or $10.18 \%$ of total assets at June 30, 1996, an increase of $\$ 1,825,000$ over the amount outstanding at December 31, 1995. This increase resulted from net income of $\$ 2,961,000$; dividends paid of $\$ 887,000$ ( $\$ .46$ per share); increase in unrealized holding losses of $\$ 304,000$; and the amortization of the stock bonus plan of $\$ 55,000$. Primary capital, including the allowance for loan losses, reached \$51,559,000 at June 30,1996 or $11.63 \%$ of total assets compared to $\$ 49,671,000$ or $11.67 \%$ of total assets at December 31, 1995.

Subsidiary dividends are the principal source of funds for payment of dividends by the Company to its stockholders. The only restrictions on dividends are those dictated by regulatory capital requirements and prudent and sound banking principles.

The Company and its banking subsidiary continue to significantly exceed all regulatory capital requirements, as evidenced by the following capital ratios at June 30, 1996:

CAPTION>

| Company <br> Consolidated | Cass <br> Bank |
| :---: | :---: |
| ------------ | --- |
| $10.17 \%$ | $9.97 \%$ |
| 11.62 | 11.85 |
| 11.63 | 11.87 |
|  |  |
| 19.37 | 14.84 |
| 20.62 | 16.09 |

Inflation

- --------

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.

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 15, 1996, the following proposals were voted on and approved:

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

1. Proposal to elect three Directors for a term of three years ending 1999;

Jake Nania
John J. Vallina
Bruce E. Woodruff
2. Proposal to amend the Company's Articles of Incorporation to increase the Company's authorized capital from 4 million common shares, par value $\$ 2.50$ per share to 20 million common shares, par value $\$ .50$ per share, and 2 million preferred shares, par value $\$ .50$ per share;
3. Proposal to approve the Company's 1995 Performance-Based Stock Option Plan;
4. Proposal to approve the Company's 1995 Performance-Based Stock Bonus Plan;
5. Proposal to ratify the selection of KPMG Peat Marwick LLP as independent accountants for 1996.

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 months ended June 30, 1996.
$\left.\begin{array}{ccc} & \begin{array}{c}\text { Withheld } \\ \text { Authority } \\ \text { Against }\end{array} & \text { Abstentions } \\ -\cdots-\cdots-\cdots-\cdots\end{array}\right)$

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 6, 1996

DATE: August 6, 1996

Chairman and Chief Executive Officer

By Lawrence L. Frieben
Lawrence L. Frieben
Lawrence L. Frieben
Vice President-Secretary
(Chief Financial and Accounting Officer)
Information available only at year-end

