UNITED STATES<br>SECURITIES AND EXCHANGE COMMISSION<br>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 MARCH 31, 2001
COMMISSION FILE NO. 2-80070

CASS INFORMATION SYSTEMS, INC.
INCORPORATED UNDER THE LAWS OF MISSOURI
I.R.S. EMPLOYER IDENTIFICATION NO. 43-1265338

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

Indicate by check mark whether the registrant has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ 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.

$$
\begin{array}{ccc}
\text { Yes } & \mathrm{X} & \text { No } \\
--- & & \\
\hline
\end{array}
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The number of shares outstanding of registrant's only class of stock as of April 25, 2001: Common stock, par value $\$ .50$ per share - 3,277,449 shares outstanding.

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

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

|  | $\begin{gathered} \text { MARCH } 31 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { DECEMBER } 31 \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and due from banks | \$ 24,910 | \$ 21,680 |
| Federal funds sold and other short-term investments | 56,980 | 94,251 |
| Cash and cash equivalents | 81,890 | 115,931 |
| Investment in debt and equity securities: |  |  |
| Held-to-maturity, fair value of \$6,682 at December 31, 2000 | -- | 6,650 |
| Available-for-sale, at fair value | 57,903 | 62,675 |
| Total investment in debt and equity securities | 57,903 | 69,325 |
| Loans | 373,448 | 372,220 |
| Less: Allowance for loan losses | 4,900 | 4,897 |
| Loans, net | 368,548 | 367,323 |
| Premises and equipment, net | 16,191 | 13,914 |
| Accrued interest receivable | 3,175 | 3,528 |
| Investment in unconsolidated subsidiary | 5,005 | -- |
| Other assets | 7,998 | 6,865 |
| Total assets | \$540, 710 | \$576, 886 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Liabilities:
Deposits:
Noninterest-bearing
\$ 77,957
118,468
Total deposits
Accounts and drafts payable
-------
196,425
281, 070
Short-term borrowings
25
8,983
486,503
\$ 99,941
112,725
------
212,666
302, 840
7,559
523, 065

Shareholders' Equity:
Preferred stock, par value $\$ .50$ per share; 2,000,000 shares authorized and no shares issued
Common stock, par value $\$ .50$ per share;
20,000,000 shares authorized and
4,000,000 shares issued

| 2,000 | 2,000 |
| ---: | ---: |
| 5,050 | 5,059 |
| 60,271 | 59,177 |
| 550 | 159 |
| $(13,591)$ | $(12,480)$ |
| $(73)$ | $(94)$ |
| --------- |  |
| 54,207 | 53,821 |
| ------- | .----- |
| $\$ 540,710$ | $\$ 576,886$ |
| $=======$ | $======$ |

See accompanying notes to consolidated financial statements.

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

|  | THREE MONTHS ENDED MARCH 31 |  |
| :---: | :---: | :---: |
|  | 2001 | 2000 |
| INTEREST INCOME: |  |  |
| Interest and fees on loans | \$ 7,547 | \$ 6,157 |
| Interest and dividends on debt and equity securities: |  |  |
| Taxable | 972 | 1,371 |
| Exempt from federal income taxes | 14 | 15 |
| Interest on federal funds sold and |  |  |
| other short-term investments | 915 | 862 |
| Total interest income | 9,448 | 8,405 |
| INTEREST EXPENSE: |  |  |
| Interest on deposits | 1,446 | 954 |
| Interest on short-term borrowings | -- | 2 |
| Total interest expense | 1,446 | 956 |
| Net interest income | 8,002 | 7,449 |
| Provision for loan losses | -- | 100 |
| Net interest income after provision for loan losses | 8,002 | 7,349 |
| for loan losses | 8,002 | 7,349 |
| NONINTEREST INCOME: |  |  |
| Payment and processing fees | 5,312 | 5,336 |
| Bank service fees | 316 | 334 |
| Other | 112 | 85 |
| Total noninterest income | 5,740 | 5,755 |
| NONINTEREST EXPENSE: |  |  |
| Salaries and employee benefits | 7,722 | 7,050 |
| Occupancy expense | 461 | 434 |
| Equipment expense | 814 | 752 |
| Other | 2,091 | 1,943 |
| Total noninterest expense | 11,088 | 10,179 |
| Income before income tax expense | 2,654 | 2,925 |
| Income tax expense | 904 | 1,069 |
| Net income | \$ 1,750 | \$ 1,856 |
| Earnings per share: |  |  |
| Basic | \$. 53 | \$. 51 |
| Diluted | \$. 53 | \$. 50 |
| Weighted average shares outstanding: |  |  |
| Basic | 3,293,614 | 3,643,604 |
| Effect of stock options and awards | 43,407 | 45, 361 |
| Diluted | 3,337, 021 | 3,688,965 |

See accompanying notes to consolidated financial statements.
(Dollars in Thousands)

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

CASH FLOWS FROM INVESTING ACTIVITIES:
Proceeds from maturities of debt and equity securities:

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Held-to-maturity -- 2,950
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Available-for-sale $\quad 12,001-4,323$

Purchase of debt and equity securities:
Held-to-maturity

Available-for-sale
Net increase in loans
Purchases of premises and equipment, net
Net cash provided by (used in) investing activities

CASH FLOWS FROM FINANCING ACTIVITIES:
Net 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 increase (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
Cash paid for income taxes
Transfer of securites from held-to-maturity to available-for-sale
Transfer of loans to investment in unconsolidated subsidiary
$\$ \quad 1,404$
411
6,650
4,205
\$
950
411
6,650
4,205
$(10,969)$

| $(21,984)$ | $(10,969)$ |
| :---: | :---: |
| 3,422 | $(5,663)$ |
| 2,321 | (173) |
| $(21,770)$ | 32,356 |
| 25 | (8) |
| 11 | 47 |
| (656) | (729) |
| $(1,131)$ | $(3,702)$ |
| $(39,762)$ | 11,159 |
| $(34,041)$ | $(39,419)$ |
| 115,931 | 124,217 |
| \$ 81, 890 | \$ 84,798 |

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439 \\
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\end{array}
$$

See accompanying notes to consolidated financial statements.

## Note 1 - Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and with the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the period ended March 31, 2001 are not necessarily indicative of the results that may be expected for the year ending December 31, 2001. For further information, refer to the consolidated financial statements and related footnotes included in the Company's Annual Report on Form 10-K for the year ended December 31, 2000.

## Note 2 - Impact of New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133) which establishes standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. It requires an entity to recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. In June 1999, the FASB issued Statement of Financial Accounting Standards No. 137, Accounting for Derivative Instruments and Hedging Activities - Deferral of the Effective Date of FASB No. 133, which defers the effective date of SFAS 133 from fiscal years beginning after June 15, 1999 to fiscal years beginning after June 15, 2000. In June 2000, the FASB issued Statement of Financial Accounting Financial Standards No. 138, Accounting for Certain Derivative Instruments and Certain Hedging Activities, which addresses certain issues causing implementation difficulties. The Company has adopted SFAS 133, as amended, effective January 1, 2001, but since the Company does not participate in any derivative or hedging activities, SFAS 133, as amended, had no impact on the Company's consolidated financial position and results of operations, except for the transfer of all held-to-maturity securities into available-for-sale securities as of January 1, 2001 as permitted by SFAS 133. At the time of the transfer the book value of the securities transferred was $\$ 6,650,000$ and the market value was $\$ 6,682,000$. The difference was an unrealized gain recorded net of tax as other comprehensive income.

Note 3 - Loans by Type

| (DOLLARS IN THOUSANDS) | MARCH 31, 2001 | DECEMBER 31, 2000 |
| :---: | :---: | :---: |
| Commercial and industrial | \$136, 795 | \$136,482 |
| Real estate: |  |  |
| Mortgage | 119,740 | 117,170 |
| Mortgage - Churches \& Related | 70,861 | 65,368 |
| Construction | 10,111 | 9,877 |
| Construction - Churches \& Related | 15,812 | 19,587 |
| Industrial revenue bonds | 15,474 | 15,804 |
| Installment | 2,359 | 2,533 |
| Other | 2,296 | 5,399 |
| Total loans | \$373, 448 | \$372, 220 |

Note 4 - Stock Repurchase Program
On December 21, 1999 the Board of Directors authorized a stock repurchase program that allowed the repurchase of up to 200,000 shares of 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 could be purchased under the program. Along with the 300,000 shares authorized under the plan, the Board of Directors approved the repurchase of an additional 153, 680 shares. During the First Quarter of 2001 the Company repurchased 53,500 shares. Repurchases were made in the open market or through negotiated transactions from time to time depending on market conditions.

For the three-month periods ended March 31, 2001 and 2000, 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 three-month periods ended March 31, 2001 and 2000 is summarized as follows:

|  | three months ended MARCH 31 |  |
| :---: | :---: | :---: |
| (IN THOUSANDS) | 2001 | 2000 |
| Net Income | \$1,750 | \$1,856 |
| Other comprehensive income: |  |  |
| Net unrealized gain (loss) on debt and equity securities available-for-sale, net of tax | 391 | (152) |
| Total comprehensive income | \$2,141 | \$1,704 |

## Note 6 - Industry Segment Information

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

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

The Company's accounting policies for segments are the same as those described in the summary of significant accounting policies in the Company's Annual Report on Form 10-K for the year ended December 31, 2000. Management evaluates segment performance based on net income after allocations for corporate expenses and income taxes. Transactions between segments are accounted for at what management believes to be market value. The Company has initiated the reporting of information relating to the Utility Information Services unit due to its growth and formalization of its existence as an operating unit. Previous period information has been restated to reflect this addition.

All three segments market their services within the United States and no revenue from any customer of any segment exceeds $10 \%$ of the Company's consolidated revenue.

Summarized information about the Company's operations in each industry segment for the three-month periods ended March 31, 2001 and 2000, is as follows:

| (IN THOUSANDS) | TRANSPORTATION INFORMATION SERVICES |  | JTILITY OORMATION SERVICES | BANKING SERVICES | CORPORATE | ELIM- <br> INATIONS | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended March 31, 2001 |  |  |  |  |  |  |  |
| Total Revenues | \$8,704 |  | 1,774 | \$3,377 | \$478 | \$(591) | \$13,742 |
| Net Income | 960 |  | (2) | 804 | (12) | -- | 1,750 |
| Quarter Ended March 31, 2000 |  |  |  |  |  |  |  |
| Total Revenues | \$8,963 | \$ | 873 | \$3,368 | \$388 | \$(488) | \$13,104 |
| Net Income | 1,157 |  | (151) | 873 | (23) | -- | 1,856 |

Note 7 - Investment in Unconsolidated Subsidiary
On January 2, 2001, the Company's Bank subsidiary foreclosed on certain operating assets relating to one borrower in order to protect the Bank's financial interest in that borrower. The Bank is currently stabilizing this business and operating it as Government e-Business, Inc. It is accounted for as an unconsolidated subsidiary. At March 31, 2001 the investment in this subsidiary was \$5,005,000.

## Note 8 - Reclassifications

Certain amounts in the 2000 consolidated financial statements have been reclassified to conform with the 2001 presentation. Such reclassifications have no effect on previously reported net income.

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

Cass Information Systems, Inc. (the "Company") operates in three primary business segments: Transportation Information Services, Utility Information Services and through the Company's wholly owned subsidiary, Cass Commercial Bank ("Cass Bank"), Banking Services. The Company is a payment processing and information services company, whose operations include the processing and payment of freight and utility charges, preparation of management information, auditing and rating of charges and other payment related activities for customers located throughout the United States. Cass Bank provides specialized banking services to privately held businesses located primarily in the St. Louis, Missouri metropolitan area and church and church-related entities located in the St. Louis metropolitan area and selected cities throughout the United States.

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

The following paragraphs more fully discuss the results of operations and changes in financial condition for the three-month period ended March 31, 2001 (the "First Quarter of 2001") compared to the three-month period ended March 31, 2000 (the "First Quarter of 2000"). The following discussion and analysis should be read in conjunction with the consolidated financial statements and related notes and with the statistical information and financial data appearing in this report as well as the Company's 2000 Annual Report on Form 10-K. Results of operations for the First Three Months of 2001 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 $\$ 1,750,000$ for the First Quarter of 2001, a $\$ 106,000$ or $5.7 \%$ decrease compared to net income of $\$ 1,856,000$ for the First Quarter of 2000. Diluted earnings per share was $\$ .53$ for the First Quarter of 2001, a $6.0 \%$ increase compared to $\$ .50$ for the First Quarter of 2000. Return on average assets for the First Quarter of 2001 was $1.30 \%$ compared to $1.50 \%$ for the First Quarter of 2000. Return on average equity for the First Quarter of 2001 was $13.11 \%$ compared to $13.35 \%$ for the First Quarter of 2000.

## NET INTEREST INCOME

First Quarter of 2001 compared to First Quarter 2000:
The Company's tax-equivalent net interest income increased $8.5 \%$ or $\$ 637,000$ from $\$ 7,488,000$ to $\$ 8,125,000$. Average earning assets increased $10.4 \%$ or $\$ 47,337,000$ from $\$ 456,340,000$ to $\$ 503,677,000$. The tax-equivalent net interest margin decreased from $6.60 \%$ to $6.56 \%$. The average tax-equivalent yield on earning assets

The average balance of loans increased $\$ 66,814,000$ from $\$ 304,850,000$ to $\$ 371,664,000$, investment in debt and equity securities decreased $\$ 26,617,000$ from \$89,977,000 to \$63,360,000, and federal funds sold and other short-term investments increased $\$ 7,140,000$ from $\$ 61,513,000$ to $\$ 68,653,000$. The average balance of noninterest bearing demand deposit accounts decreased $\$ 1,213,000$ from $\$ 82,855,000$ to $\$ 81,642,000$, accounts and drafts payable increased $\$ 24,672,000$ from $\$ 254,693,000$ to $\$ 279,365,000$, and interest bearing liabilities increased \$25,094,000 from \$98,521,000 to \$123,615,000 during this period.

The increase in average loans was attributable to the Bank's marketing efforts, both in the commercial and church and church-related areas. The decrease in average noninterest bearing demand deposit accounts and interest bearing liabilities relates mainly to the transfer of funds by existing customers from deposit accounts into non-deposit investment accounts. The increase in average accounts and drafts payable relates to an increase in the dollar volume of transactions processed.

The increase experienced during the First Quarter of 2001 in net interest income was caused primarily by increases in the level of average earning assets funded by the increase in accounts and drafts payable and a shift in earning assets to higher yielding loans. The decrease in net interest margin was caused primarily by an increase in rates paid on deposits, which fluctuate with market rates. The Company is positively affected by increases in the level of interest rates due to the fact that its rate sensitive assets significantly exceed its rate sensitive liabilities. Conversely, the Company is adversely affected by decreases in the level of interest rates. This is primarily due to the noninterest-bearing liabilities generated by the Company in the form of accounts and drafts payable. For more information please refer to the table on page 9 and Item 3 "Quantitative and Qualitative Disclosures about Market Risk" on page 14.

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.


1. Balances shown are daily averages.
2. For purposes of these computations, nonaccrual loans are included in the average loan amounts outstanding. Interest on nonaccrual loans is recorded when received as discussed further in Note 1 to the Company's 2000 Consolidated Financial Statements.
3. Interest income on loans includes net loan fees of $\$ 4,000$ and $\$ 12,000$ for the First Quarter of 2001 and 2000, respectively.
4. Interest income is presented on a tax-equivalent basis assuming a tax rate of 34\%. The tax-equivalent adjustment was approximately \$123,000 and $\$ 39,000$ for the First Quarter of 2001 and 2000, respectively.
5. For purposes of these computations, yields on investment securities are computed as interest income divided by the average amortized cost of the investment securities.

## 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.

|  | FIRST QUARTER 2001 OVER 2000 |  |  |
| :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | VOLUME1 | RATE1 | TOTAL |
| $========================$ | ======= | ===== | ====== |
| Increase (decrease) in interest income: |  |  |  |
| Loans 2,3: |  |  |  |
| Taxable | \$1,137 | \$127 | \$1,264 |
| Tax-exempt 4 | 179 | 29 | 208 |
| Debt and equity securities: |  |  |  |
| Taxable | (428) | 29 | (399) |
| Tax-exempt 4 | (2) | 3 | 1 |
| Federal funds sold and other short-term investments | 89 | (36) | 53 |
| Total interest income | 975 | 152 | 1,127 |
| Interest expense on: |  |  |  |
| Interest-bearing demand deposits | 70 | 69 | 139 |
| Savings deposits | 183 | 135 | 318 |
| Time deposits of \$100 or more | 20 | 7 | 27 |
| Other time deposits | 1 | 7 | 8 |
| Short-term borrowings | (1) | (1) | (2) |
| Total interest expense | 273 | 217 | 490 |
| Net interest income | \$ 702 | \$(65) | \$ 637 |

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

## ALLOWANCE AND PROVISION FOR LOAN LOSSES

A significant determinant of the Company's operating results is the provision for loan losses and the level of loans charged off. There was no provision made for loan losses during the First Quarter of 2001 compared to a $\$ 100,000$ provision during the First Quarter of 2000. Net loan recoveries were $\$ 3,000$ compared to $\$ 27,000$. The decrease in the provision made during 2001 relates to a reduction in the balance of potential problem loans from December 31, 2000 to March 31, 2001.

The allowance for loan losses at March 31, 2001 was $\$ 4,900,000$ and at December 31, 2000 was $\$ 4,897,000$. The allowance for loan losses at March 31, 2001 and December 31, 2000 represented $1.32 \%$ of total loans outstanding. Nonperforming loans were $\$ 1,488,000$ or $.40 \%$ of average loans at March 31, 2001 compared to $\$ 1,131,000$ or $.30 \%$ of average loans for the year ended December 31, 2000.

At March 31, 2001, impaired loans totaled \$1,537,000 which includes $\$ 1,441,000$ of nonaccrual loans. The allowance for loan losses on impaired loans was $\$ 333,000$ at March 31, 2001. The average balance of impaired loans during the First Quarter of 2001 and the First Quarter of 2000 was \$1,563,000 and $\$ 179,000$, respectively. This increase relates to the addition of several problem credits over the past year.

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 month periods ended March 31, 2001 and 2000 pertaining to the Company's provision for loan losses and analysis of the allowance for loan losses.

|  | three months ended MARCH 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (DOLLARS IN THOUSANDS) | $2001$ |  | 2000 |  |
| Allowance at beginning of period | \$ | 4,897 | \$ | 4,282 |
| Provision charged to expense |  | -- |  | 100 |
| Loans charged off |  | -- |  | - - |
| Recoveries on loans previously charged off |  | 3 |  | 27 |
| Net loan recoveries |  | 3 |  | 27 |
| Allowance at end of period | \$ | 4,900 | \$ | 4,409 |
| Loans outstanding: |  |  |  |  |
| Average |  | 1,664 |  | 4,850 |
| March 31 |  | 13,448 |  | 2,378 |
| Ratio of allowance for loan losses to loans outstanding: |  |  |  |  |
| Average |  | 1.32\% |  | 1.45\% |
| March 31 |  | 1.31\% |  | 1.38\% |
| Nonperforming loans: |  |  |  |  |
| Nonaccrual loans | \$ | 1,441 | \$ | 167 |
| Loans past due 90 days or more |  | 47 |  | 6 |
| Total | \$ | 1,488 | \$ | 173 |
| Nonperforming loans as a percent of average loans |  | . $40 \%$ |  | . $06 \%$ |

On January 2, 2001 the Bank foreclosed on certain operating assets relating to one borrower in order to protect the Bank's financial interest in that borrower. At the time of foreclosure, loans to this borrower amounted to $\$ 4,205,000$. The Bank is currently stabilizing this business and operating it as Government e-Business. As of March 31, 2001 the investment in this subsidiary was $\$ 5,005,000$. During the First Quarter of 2001 , this subsidiary had a pre-tax loss of $\$ 263,000$, which includes depreciation and amortization of \$196,000.

## NONINTEREST INCOME

Noninterest income is principally derived from payment and processing fees. Total invoices processed by the Transportation Information Services unit were $4,858,000$ for the First Quarter of 2001 , a decrease of 16,000 or . $3 \%$ compared to the First Quarter of 2000. Total dollar volume of invoices processed by the Transportation Information Services unit was $\$ 1,858,633,000$, an increase of $\$ 56,695,000$ or $3.1 \%$. Total invoices processed by the Utility Information Services unit were 557,000, an increase of 166,000 or $42.5 \%$. Total dollars processed by the Utility Information Services was \$380,290,000, an increase of $\$ 157,341,000$ or $70.6 \%$. This excludes volume related to the Utility Navigator(R) purchase, which was processed under an interim agreement in the First Quarter of 2001. These figures also exclude any volume related to history data loading. The Company believes the inclusion of such data distorts processing volumes since it relates to one-time, non-repetitive processing and does not involve payment of any invoices.

Total noninterest income was \$5,740,000, a $\$ 15,000$ or $.3 \%$ decrease. Payment and processing revenue for the First Quarter of 2001 was \$5,312,000,
continues to see decreases in invoices processed due to general economic conditions. Freight rating services revenue also decreased due to a change in strategic direction from selling rating software to a new Internet-based delivery system of carrier rates that offers expanded features and capabilities.

Bank service fees for the First Quarter of 2001 were $\$ 316,000$, a $\$ 18,000$ or $5.4 \%$ decrease compared to the First Quarter of 2000. This decrease was attributable to a decrease in the fees received on credit card sales made by Bank customers.

## NONINTEREST EXPENSE

Total noninterest expense for the First Quarter of 2001 was \$11,088,000, a \$909,000 or $8.9 \%$ increase compared to the First Quarter of 2000.

Salaries and benefits expense for the First Quarter of 2001 was $\$ 7,722,000$, a $\$ 672,000$ or $9.5 \%$ increase compared to the First Quarter of 2000. This increase was caused by expenses related to increased staff to support expanded operations of the Utility Information Services unit and to higher levels of overall technology staff.

Occupancy expense for the First Quarter of 2001 was $\$ 461,000$, a $\$ 27,000$ or $6.2 \%$ increase compared to the First Quarter of 2000. This increase was caused mainly by increases in utility expenses and real estate taxes related to the purchase of the new facility in Columbus, Ohio.

Equipment expense for the First Quarter of 2001 was $\$ 814,000$, an increase of $\$ 62,000$ or $8.2 \%$ compared to the First Quarter of 2000. This increase was due primarily to increased investments in information technology.

Other noninterest expense for the First Quarter of 2001 was \$2,091,000, an increase of $\$ 148,000$ or $7.6 \%$ compared to the First Quarter of 2000. This increase was due primarily to increases in legal fees, telecommunication expenses, and travel expenses.

## FINANCIAL CONDITION

Total assets at March 31, 2001 were $\$ 540,710,000$, a decrease of $\$ 36,176,000$ or $6.3 \%$ from December 31, 2000. Loans, net of the allowance for loan losses, were $\$ 368,548,000$, an increase of $\$ 1,225,000$ or $.3 \%$. Total investments in debt and equity securities were $\$ 57,903,000$, a $\$ 11,422,000$ or $16.5 \%$ decrease. Federal Funds sold and other short-term investments were $\$ 56,980,000$ a $\$ 37,271,000$ or $39.5 \%$ decrease.

Total deposits at March 31, 2001 were \$196,425,000, a \$16,241,000 or $7.6 \%$ decrease from December 31, 2000. Accounts and drafts payable were $\$ 281,070,000$, a $\$ 21,770,000$ or $7.2 \%$ decrease. Total shareholders' equity was $\$ 54,207,000$, a $\$ 386,000$ or $.7 \%$ increase.

The decrease in debt and equity securities is primarily due to the maturity of several large investments during the First Quarter of 2001. The decrease in federal funds sold and other short-term investments relates primarily to the decrease in balances generated from deposits and accounts and drafts payable. 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 average balance of accounts and drafts payable increased $\$ 24,672,000$ or $9.7 \%$, from $\$ 254,693,000$ to $\$ 279,365,000$. The increase in total shareholders' equity resulted from net income of $\$ 1,750,000$; an increase in other comprehensive income of $\$ 391,000$; cash received from the exercise of stock options of $\$ 11,000$ and the amortization of the stock bonus plan of $\$ 21,000$; offset by the purchase of treasury shares for $\$ 1,131,000$ ( 53,500 shares) and dividends paid of \$656,000 (\$.20 per share).

## LIQUIDITY AND CAPITAL RESOURCES

Cash and cash equivalents, which consist of cash and due from banks, federal funds sold, and money market funds, were $\$ 81,890,000$ or $15.1 \%$ of total assets at March 31, 2001. 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 $\$ 57,903,000$ or $10.7 \%$ of total assets at March 31, 2001. Of this total, $42 \%$ were U.S. treasury securities, $55 \%$ were U.S. government agencies, and $3 \%$ were other securities. Of the total portfolio, $28 \%$ matures in one year, $60 \%$ matures in one to five years, and $12 \%$ matures in five or more years. At January 1, 2001 the Company transferred the remaining balance of held-to-maturity securities into available-for-sale securities upon adoption of SFAS 133. The investment portfolio provides secondary liquidity through regularly scheduled maturities, the ability to sell securities out of the available-for-sale portfolio, and the ability to use these securities in conjunction with its reverse repurchase lines of credit.

Cass Bank has unsecured lines at correspondent banks to purchase federal funds up to a maximum of $\$ 20,320,000$. Additionally, Cass Bank has a line of credit at an unaffiliated financial institution in the maximum amount of $\$ 60,000,000$ in reverse repurchase agreement lines with unaffiliated financial institutions.

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

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

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

The Company and the Bank continue to significantly exceed all regulatory capital requirements, as evidenced by the following capital amounts and ratios at March 31, 2001 and December 31, 2000:

| Total capital (to risk-weighted assets) |  |  |
| :---: | :---: | :---: |
| Cass Information Systems, Inc. | \$53,829, 000 | 12.81\% |
| Cass Commercial Bank | 21,696,000 | 11.96 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Information Systems, Inc. | \$48, 929, 000 | 11.65\% |
| Cass Commercial Bank | 19,422,000 | 10.70 |
| Tier I capital (to average assets) |  |  |
| Cass Information Systems, Inc. | \$48, 929, 000 | 9.04\% |
| Cass Commercial Bank | 19,422, 000 | 8.31 |
| DECEMBER 31, 2000 | AMOUNT | RATIO |
| Total capital (to risk-weighted assets) |  |  |
| Cass Information Systems, Inc. | \$57,712, 000 | 13.55\% |
| Cass Commercial Bank | 26,064,000 | 13.38 |
| Tier I capital (to risk-weighted assets) |  |  |
| Cass Information Systems, Inc. | \$52,815, 000 | 12.40\% |
| Cass Commercial Bank | 23,624,000 | 12.13 |
| Tier I capital (to average assets) |  |  |
| Cass Information Systems, Inc. | \$52,815, 000 | 10.26\% |
| Cass Commercial Bank | 23,624,000 | 10.52 |

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

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

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK
As described in the Company's Annual Report on Form 10-K for the year ended December 31, 2000, the Company manages its interest rate risk through measurement techniques that include gap analysis and a simulation model. As part of the risk management process, asset/liability management policies are established and monitored by management. The policy objective is to limit the change in annualized net interest income to $15 \%$ from an immediate and sustained parallel change in interest rates of 200 basis points. Based on the Company's most recent evaluation, management does not believe the Company's risk position at March 31, 2001 has changed materially from that at December 31, 2000.

## PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS
None
ITEM 2. CHANGES IN SECURITIES
None
ITEM 3. DEFAULTS IN SENIOR SECURITIES
None
ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
None
ITEM 5. OTHER INFORMATION None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) None
(b) Cass Information Systems, Inc. did not file any reports on Form 8-K during the three-month period ended March 31, 2001.

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

CASS INFORMATION SYSTEMS, INC.

DATE: April 30, 2001

DATE: April 30, 2001

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

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