## FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
QUARTERLY REPORT UNDER SECTION 13 or 15 (d) of THE

SECURITIES EXCHANGE ACT OF 1934

```
For Quarter Ended September 30, 1999
Commission File Number 0-17071
First Merchants Corporation
    (Exact name of registrant as specified in its charter)
Indiana 35-1544218
\begin{tabular}{lr} 
(State or other jurisdiction of & (I.R.S. Employer \\
incorporation of organization) & Identification No.)
\end{tabular}
```



```
(765) 747-1500
```

(Registrant's telephone number, including area code)

Not Applicable
(Former name former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days,

$$
\text { Yes } X \quad \text { No }
$$

As of November 3, 1999, there were outstanding 12,051,283 common shares, without par value, of the registrant.

The exhibit index appears on page 2 .
This report including the cover page contains a total of 22 pages.

## FIRST MERCHANTS CORPORATION

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FORM 10-Q
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## FIRST MERCHANTS CORPORATION

FORM 10-Q
PART I. FINANCIAL INFORMATION
Item 1. FINANCIAL STATEMENTS

> CONSOLIDATED CONDENSED BALANCE SHEET
(Dollars in thousands, except per share amounts) (Unaudited)

## ASSETS:

Cash and due from banks
Federal funds sold

Cash and cash equivalents
Interest-bearing deposits
Investment securities available for sale
Investment securities held to maturity
Mortgage loans held for sale
Loans

## Less: Allowance for loan losses

Net loans
Premises and equipment
Federal Reserve and Federal Home Loan Bank stock
Interest receivable
Core deposit intangibles and goodwill
others assets
Total assets

## LIABILITIES:

Deposits:
Noninterest-bearing
Interest-bearing
Total deposits
Borrowings
Interest payable
Other liabilities

Total liabilities
STOCKHOLDERS' EQUITY:
Preferred stock, no-par value:
Authorized and unissued -- 500,000 shares
Common stock, $\$ .125$ stated value:
Authorized --- 50,000,000 shares
Issued and outstanding -- $12,050,374$ and $11,975,955$ shares
Additional paid-in capital
Retained earnings
Accumulated other comprehensive income (loss)

Total stockholders' equity
Total liabilities and stockholders' equity

December 31
september 30 ------------


| 1,506 | 1,497 |
| :---: | :---: |
| 32,030 | 31,264 |
| 125,969 | 118,919 |
| $(2,752)$ | 2,211 |
| 156,753 | 153,891 |
| \$1,428,837 | \$1,362,527 |

118,919
2,211

153, 891
\$1,362,527

|  | ```Three Months Ended September 30, 1999 1998``` |  |  |  | ```Nine Months Ended September 30, 1 9 9 9 ~ 1 9 9 8``` |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income: |  |  |  |  |  |  |  |  |
| Loans receivable |  |  |  |  |  |  |  |  |
| Taxable | \$ | 19,792 | \$ | 19,347 | \$ | 57,576 | \$ | 56,562 |
| Tax exempt |  | 56 |  | 58 |  | 168 |  | 181 |
| Investment securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 4,075 |  | 2,890 |  | 11,564 |  | 8,017 |
| Tax exempt |  | 1,302 |  | 1,239 |  | 3,935 |  | 3,620 |
| Federal funds sold |  | 33 |  | 202 |  | 459 |  | 823 |
| Deposits with financial institutions |  | 7 |  | 4 |  | 41 |  | 15 |
| Federal Reserve and Federal Home Loan Bank stock |  | 115 |  | 103 |  | 323 |  | 294 |
| Total interest income |  | 25,380 |  | 23,843 |  | 74,066 |  | 69,512 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits |  | 9,480 |  | 10,124 |  | 28,160 |  | 30,043 |
| Borrowings |  | 2,324 |  | 1,228 |  | 6,028 |  | 2,811 |
| Total interest expense |  | 11,804 |  | 11,352 |  | 34,188 |  | 32,854 |
| Net Interest Income |  | 13,576 |  | 12,491 |  | 39,878 |  | 36,658 |
| Provision for loan losses |  | 590 |  | 539 |  | 1,617 |  | 1,551 |
| Net Interest Income After Provision for Loan Losses |  | 12,986 |  | 11,952 |  | 38,261 |  | 35,107 |
| Other Income: |  |  |  |  |  |  |  |  |
| Net realized gains on sales of available-for-sale securities |  | 12 |  | 72 |  | 169 |  | 127 |
| Other income |  | 3,722 |  | 3,221 |  | 10,757 |  | 9,195 |
| Total other income |  | 3,734 |  | 3,293 |  | 10,926 |  | 9,322 |
| Total other expenses |  | 9,235 |  | 8,187 |  | 27,413 |  | 23,851 |
| Income before income tax |  | 7,485 |  | 7,058 |  | 21,774 |  | 20,578 |
| Income tax expense |  | 2,622 |  | 2,499 |  | 7,619 |  | 7,212 |
| Net Income | \$ | 4,863 | \$ | 4,559 | \$ | 14,155 | \$ | 13,366 |
| Per share: |  |  |  |  |  |  |  |  |
| Net Income: |  |  |  |  |  |  |  |  |
| Basic | \$ | . 40 | \$ | . 38 | \$ | 1.18 | \$ | 1.12 |
| Diluted |  | . 40 |  | . 38 |  | 1.17 |  | 1.11 |
| Dividends |  | . 22 |  | . 20 |  | . 62 |  | . 57 |

FIRST MERCHANTS CORPORATION
FORM 10-Q
CONSOLIDATED CONDENSED STATEMENT OF COMPREHENSIVE INCOME (Dollar amounts in thousands)
(Unaudited)
Net Income

Nine Months Ended September 30,

Other comprehensive income, net of tax:
Unrealized gains (losses) on securities available for sale:
Unrealized holding (losses) gains arising during the period, net of income tax of $\$ 1,032$, $\$(853), \$ 3,241, \$(761)$
Less: Reclassification adjustment for gains included
in net income, net of income tax $\$(5), \$(29), \$(68), \$(51)$

Three Months Ended September 30,

$\$ 4,863$ \$4,559
--------- -------

| $(1,562)$ | 1,194 |
| :---: | :---: |
| 7 | 43 |
| $(1,555)$ | 1,237 |
| \$ 3,308 | \$ 5,796 |

3,308

19991998
------
\$14,155
\$13,366
-------
=

## FIRST MERCHANTS CORPORATION

FORM 10-Q
CONSOLIDATED CONDENSED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY
(Dollar amounts in thousands)
(Unaudited)

## Balances, January 1

Net income
Cash dividends
Net change in accumulated other comprehensive income
Stock repurchased
Stock issued under "employee" benefit plans
Stock issued under dividend reinvestment and stock purchase plan Stock options exercised

Balances, September 30

See notes to consolidated condensed financial statements
\$ 153,891
14,155 $(7,107)$ $(4,963)$ (339) 428 511 177
\$ 156,753
$=========$

1998
\$ 141,794
13,366 $(5,837)$
1,066
384
511
288
\$ 151, 572
==========

FIRST MERCHANTS CORPORATION
FORM 10-Q
CONSOLIDATED CONDENSED STATEMENT OF CASH FLOWS
(Dollar amounts in thousands)
(Unaudited)

|  | $\begin{gathered} \text { Nine Mor } \\ \text { Septem } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { is Ended } \\ \text { er } 30, \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: |
| Cash Flows From Operating Activities: |  |  |
| Net income | \$ 14,155 | \$13,366 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |
| Provision for loan losses | 1,617 | 1,551 |
| Depreciation and amortization | 2,193 | 1,924 |
| Securities amortization, net | 266 | 214 |
| Securities losses (gains), net | (169) | (127) |
| Mortgage loans originated for sale | $(5,801)$ | $(5,982)$ |
| Proceeds from sales of mortgage loans | 6,394 | 5,722 |
| Change in interest receivable | (903) | (721) |
| Change in interest payable | (29) | 330 |
| Other adjustments | 705 | $(1,590)$ |
| Net cash provided by operating activities | 18,428 | 14,687 |
| Cash Flows From Investing Activities: |  |  |
| Net change in interest-bearing deposits | (623) | (72) |
| Purchases of |  |  |
| Securities available for sale | $(146,666)$ | $(147,113)$ |
| Securities held to maturity |  | (90) |
| Proceeds from maturities of |  |  |
| Securities available for sale | 97,389 | 63,389 |
| Securities held to maturity | 5,807 | 11,909 |
| Proceeds from sales of |  |  |
| Securities available for sale | 17,339 | 7,393 |
| Net change in loans | $(86,620)$ | $(44,032)$ |
| Purchases of premises and equipment | $(2,965)$ | $(4,772)$ |
| Other investing activities | (27) | $(1,593)$ |
| Net cash provided by investing activities | $(116,366)$ | $(114,981)$ |

## FIRST MERCHANTS CORPORATION

FORM 10-Q
CONSOLIDATED CONDENSED STATEMENT OF CASH FLOWS
(Dollar amounts in thousands)
(Unaudited)


See notes to consolidated condensed financial statements.

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

NOTE 1. General
The significant accounting policies followed by First Merchants Corporation ("Corporation") and its wholly owned subsidiaries for interim financial reporting are consistent with the accounting policies followed for annual financial reporting, except for the change in method of accounting or adoption of accounting pronouncements discussed more fully in Note 2. All adjustments which are of a normal recurring nature and are in the opinion of management necessary for a fair statement of the results for the periods reported have been included in the accompanying consolidated condensed financial statements.

NOTE 2. Change in Methods of Accounting or Adoption of Accounting Pronouncements
ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES - During 1998, the Financial Accounting Standards Board (FASB) issued Statement No. 133, Accounting for Derivative Instruments and Hedging Activities. This Statement requires companies to record derivatives on the balance sheet at their fair value. Statement No. 133 also acknowledges that the method of recording a gain or loss depends on the use of the derivative.

The new Statement applies to all entities. If hedge accounting is elected by the entity, the method of assessing the effectiveness of the hedging derivative and the measurement approach of determining the hedge's ineffectiveness must be established at the inception of the hedge.

Statement No. 133 amends Statement No. 52 and supersedes Statements No. 80, 105, and 119. Statement No. 107 is amended to include the disclosure provisions about the concentrations of credit risk for Statement No. 105. Several Emerging Issues Task Force consensuses are also changed or nullified by the provisions of Statement No. 133.

FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollar amounts in thousands)
(Unaudited)

Statement No. 133 was to be effective for all fiscal years beginning after June 15, 1999. The implementation date has been deferred and FSAS No. 133 will now be effective for all fiscal quarters for all fiscal years beginning after June 15, 2000. The Statement may not be applied retroactively to financial statements of prior periods. The adoption of this Statement will have no material impact on the Corporation's financial condition or result of operations.

ACCOUNTING FOR MORTGAGE-BACKED SECURITIES RETAINED AFTER THE SECURITIZATION OF MORTGAGE LOANS HELD FOR SALE BY A MORTGAGE BANKING ENTERPRISE -Also in 1998, the FASB issued Statement No. 134, Accounting for Mortgage-Backed Securities Retained After the Securitization of Mortgage Loans Held for Sale by a Mortgage Banking Enterprise. It establishes accounting standards for certain activities of mortgage banking enterprises and for other enterprises with similar mortgage operations. This Statement amends Statement No. 65.

Statement No. 134, as previously amended by Statements No. 115 and 125, required a mortgage banking enterprise to classify a mortgage-backed security as a trading security following the securitization of the mortgage loan held for sale. This Statement further amends Statement No. 65 to require that after the securitization of mortgage loans held for sale, an entity engaged in mortgage banking activities must classify the resulting mortgage-backed security or other retained interests based on the entity's ability and intent to sell or hold those investments.

The determination of the appropriate classification for securities retained after the securitization of mortgage loans by a mortgage banking enterprise now conforms to Statement No. 115. The only new requirement is that if an entity has a sales commitment in place, the security must be classified into trading.

This Statement is effective for the first fiscal quarter beginning after December 15, 1998. On the date this Statement is initially applied, an entity may reclassify mortgage-backed securities and other beneficial interests retained after the securitization of mortgage loans held for sale from the trading category, except for those with sales commitments in place. Those securities and other interests shall be classified based on the entity's present ability and intent to hold the investments. The adoption of this Statement had no material impact on the Corporation's financial condition and result of operations.

REPORTING ON THE COSTS OF START-UP ACTIVITIES - During 1998, the Accounting Standards Executive Committee (AcSEC) issued Statement of Position 98-5, Reporting on the Costs of Start-Up Activities. Statement of Position 98-5 will affect all non-governmental entities, including not-for-profits, reporting start-up costs in their financial statements.

Some existing industry practices result in the capitalization and amortization of start-up costs. This Statement of Position requires that start-up activities and organizational costs associated with both development stage and established operating entities.

According to Statement of Position 98-5, start-up activities are "those one-time activities related to opening a new facility, introducing a new product or service, conducting business in a new territory, conducting business with a new class of customer or beneficiary, initiating a new process in an existing facility, or commencing some new operation. Start-up activities include activities related to organizing a new entity (commonly referred to as organizational costs.)"

Statement of Position $98-5$ is effective for fiscal years beginning on or after December 15, 1998. Earlier application is encouraged in fiscal years during which annual financial statements have not yet been issued. The adoption of this Statement did not have a material impact on the Corporation's financial condition or result of operations.

FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollar amounts in thousands)
(Unaudited)

## NOTE 3. Acquisitions

On April 1, 1999, the Corporation issued 1,098,795 shares of its common stock in exchange for all of the outstanding shares of Jay Financial Corporation Portland, Indiana. At December 31, 1998, Jay Financial Corporation had total assets and shareholders' equity of $\$ 114,895,000$ and $\$ 14,903,000$, respectively. The transaction will be accounted for under the pooling -of -interests method of accounting.

On April 21, 1999, the Corporation issued 810,642 shares of its common stock in exchange for all of the outstanding shares of Anderson Community Bank, Anderson, Indiana. At December 31, 1998, Anderson Community Bank had total assets and shareholders' equity of $\$ 77,984,000$ and $\$ 7,740,000$, respectively. The transaction will be accounted for under the pooling of -interests method of accounting.

The financial information contained herein reflects the merger and reports the financial condition and results of operations as though the Corporation had been combined as of January 1, 1998. Separate operating results of Jay Financial Corporation and Anderson Community Bank for the periods prior to the merger were as follows:

|  | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1999 |  | 1998 |  | 1999 | 1998 |
| Net interest income: |  |  |  |  |  |  |  |
| First Merchants Corporation |  | \$13,576 |  | \$10,458 |  | \$36,488 | \$30,915 |
| Jay Financial Corporation |  |  |  | 1,208 |  | 2,250 | 3,458 |
| Anderson Community Bank |  |  |  | 825 |  | 1,140 | 2,285 |
| Combined |  | \$13,576 |  | \$12,491 |  | \$39,878 | \$36,658 |
| Net income: |  |  |  |  |  |  |  |
| First Merchants Corporation |  | 4,863 |  | 3,891 |  | 13,001 | 11,513 |
| Jay Financial Corporation |  |  |  | 387 |  | 703 | 1,090 |
| Anderson Community Bank |  |  |  | 281 |  | 451 | 763 |
| Combined |  | \$ 4,863 |  | \$ 4,559 |  | \$14,155 | \$13,366 |
| Diluted net income per share: |  |  |  |  |  |  |  |
| First Merchants Corporation |  | . 40 |  | . 33 |  | 1.07 | . 96 |
| Jay Financial Corporation |  |  |  | . 03 |  | . 06 | . 09 |
| Anderson Community Bank |  |  |  | . 02 |  | . 04 | . 06 |
| Combined | \$ | . 40 | \$ | . 38 | \$ | 1.17 | \$ 1.11 |

FIRST MERCHANTS CORPORATION
FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollar amounts in thousands)
(Unaudited)

NOTE 4. Investment Securities

|  | Amortized Cost |  | $\begin{array}{r} \text { Gross } \\ \text { Unrealized } \\ \text { Gains } \end{array}$ |  | GrossUnrealizedLosses |  | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Available for sale at September 30, 1999: |  |  |  |  |  |  |  |  |
| U.S. Treasury | \$ | 11,342 | \$ | 13 | \$ | 41 | \$ | 11,314 |
| Federal agencies |  | 65,064 |  | 27 |  | 782 |  | 64,309 |
| State and municipal |  | 99,800 |  | 867 |  | 598 |  | 100,069 |
| Mortgage-backed securities |  | 146,473 |  | 282 |  | 3,337 |  | 143,418 |
| Other asset-backed securities |  | 22,123 |  |  |  | 759 |  | 21,364 |
| Corporate obligations |  | 10,558 |  | 22 |  | 66 |  | 10,514 |
| Marketable equity securities |  | 1,200 |  |  |  | 146 |  | 1,054 |
| Total available for sale |  | 356,560 |  | 1,211 |  | 5,729 |  | 352,042 |
| Held to maturity at September 30, 1999: |  |  |  |  |  |  |  |  |
| U.S. Treasury |  | 250 |  |  |  | 1 |  | 249 |
| State and municipal |  | 14,357 |  | 135 |  |  |  | 14,492 |
| Mortgage-backed securities |  | 432 |  | 1 |  | 1 |  | 432 |
| Other asset-backed securities |  | 733 |  |  |  | 78 |  | 655 |
| Total held to maturity |  | 15,772 |  | 136 |  | 80 |  | 15,828 |
| Total investment securities | \$ | 372,332 | \$ | 1,347 | \$ | 5,809 | \$ | 367,870 |

FIRST MERCHANTS CORPORATION
FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollar amounts in thousands)
(Unaudited)

|  | Amortized Cost |  | Gross <br> Unrealized Gains |  | Gross <br> Unrealized <br> Losses |  | Fair <br> Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Available for sale at December 31, 1998: |  |  |  |  |  |  |  |  |
| U.S. Treasury | \$ | 22,275 | \$ | 120 | \$ |  | \$ | 22,395 |
| Federal agencies |  | 61,605 |  | 627 |  | 32 |  | 62,200 |
| State and municipal |  | 93,198 |  | 2,778 |  | 21 |  | 95,955 |
| Mortgage-backed securities |  | 128,610 |  | 440 |  | 198 |  | 128,852 |
| Other asset-backed securities |  | 265 |  | 1 |  | 11 |  | 255 |
| Corporate obligations |  | 18,624 |  | 143 |  | 8 |  | 18,759 |
| Marketable equity securities |  | 1,200 |  |  |  | 108 |  | 1,092 |
| Total available for sale |  | 325,777 |  | 4,109 |  | 378 |  | 329,508 |
| Held to maturity at December 31, 1998: |  |  |  |  |  |  |  |  |
| U.S. Treasury |  | 249 |  | 4 |  |  |  | 253 |
| Federal agencies |  | 500 |  | 1 |  |  |  | 501 |
| State and municipal |  | 18,335 |  | 370 |  | 1 |  | 18,704 |
| Mortgage-backed securities |  | 864 |  | 3 |  |  |  | 867 |
| Other asset-backed securities |  | 1,761 |  | 2 |  | 27 |  | 1,736 |
| Total held to maturity |  | 21,709 |  | 380 |  | 28 |  | 22,061 |
| Total investment securities | \$ | 347,486 | \$ | 4,489 | \$ | 406 | \$ | 351,569 |

FIRST MERCHANTS CORPORATION
FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollar amounts in thousands)
(Unaudited)
NOTE 5. Loans and Allowance

|  | $\begin{aligned} & \text { September } 30, \\ & 1999 \end{aligned}$ |  | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans: |  |  |  |  |
| Commercial and industrial loans | \$ | 220,838 | \$ | 188,841 |
| Bankers' acceptances and loans to financial institutions |  |  |  | 900 |
| Agricultural production financing and other loans to farmers |  | 25,309 |  | 21,951 |
| Real estate loans: |  |  |  |  |
| Construction |  | 27,843 |  | 31,719 |
| Commercial and farmland |  | 147,102 |  | 137,671 |
| Residential |  | 375,901 |  | 361,611 |
| Individuals' loans for household and other personal expenditures |  | 171,849 |  | 143,075 |
| Tax-exempt loans |  | 4,374 |  | 2,652 |
| Other loans |  | 3,129 |  | 2,073 |
| Unearned interest on loans |  | (42) |  | (137) |
| Total | \$ | 976,303 | \$ | 890,356 |
|  | Nine Months Ended September 30, |  |  |  |
| Allowance for loan losses: |  | 1999 |  | 1998 |
| Balances, January 1 | \$ | 9,209 | \$ | 8,429 |
| Provision for losses |  | 1,617 |  | 1,551 |
| Recoveries on loans |  | 342 |  | 372 |
| Loans charged off |  | $(1,015)$ |  | $(1,490)$ |
| Balances, September 30 | \$ | 10,153 | \$ | 8,862 |

NOTE 6. Net Income Per Share

|  | Three Months Ended September 30, |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income | 1999 <br> WeightedAverage Shares | Per Share Amount |  | Income | 1998 <br> WeightedAverage Shares | Per Share <br> Amount |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Basic net income per share: |  |  |  |  |  |  |  |  |
| Net income available to |  |  |  |  |  |  |  |  |
| common stockholders | \$4,863 | 12,043,381 | \$ | . 40 | \$4,559 | 11,950,118 | \$ | . 38 |
| Effect of dilutive stock options |  |  |  |  |  | 160,384 |  |  |
| Diluted net income per share: |  |  |  |  |  |  |  |  |
| Net income available to |  |  |  |  |  |  |  |  |
| common stockholders and assumed conversions | \$4,863 | 12,146,080 | \$ | . 40 | \$4,559 | 12,110,502 | \$ | . 38 |


| Nine Months Ended September 30, |  |
| :---: | :---: |
| 1999 |  |
| Weighted- |  |
| Income | Average |
| Shares | Per Share |
| Amount |  |

Basic net income per share:
Net income available to common stockholders
\$14,155
$12,008,890$
\$ 1.18
\$13, 366
$11,910,215$
Income

Per Share
1998 WeightedAverage Shares Amount

Effect of dilutive stock options
-106,239
----------

Diluted net income per share:
Net income available to common stockholders and assumed conversions
$\$ 14,155 \quad$ 12,115,129 1.17
=======

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

The Corporation's financial data for periods prior to mergers accounted for as pooling of interests has been restated.

Forward-Looking Statements
Congress passed the Private Securities Litigation Report Act of 1995 to encourage corporations to provide investors with information about the company's anticipated future financial performance, goals, and strategies. The act anticipated future financial performance, goals, and strategies. The act provides a safe harbor for such disclosure, or in other words, protection from unwarranted litigation if actual results are not the same as management's expectations.

First Merchants Corporation desires to provide its shareholders with sound information about past performance and future trends. Consequently, this Quarterly Report, including Management's Discussion and Analysis of financial Condition and Results of Operations, contains forward-looking statements that are subject to numerous assumptions, risks, and uncertainties. Actual results could differ materially from those contained in or implied by First Merchants Corporation's statements due to a variety of factors including: changes in economic conditions; movements in interest rates; competitive pressures on product pricing and services; success and timing of business strategies; the successful integration of acquired businesses; the nature and extent of governmental actions and reform; and extended disruption of vital infrastructure. The management of First Merchants Corporation encourages readers of this report to understand forward-looking statements to be strategic objectives rather than absolute targets of future performance.

## Results of Operations

Net income for the three months ended September 30,1999 , was $\$ 4,863,000$, compared to $\$ 4,559,000$ earned in the same period of 1998 , an increase of 6.7 percent. Diluted net income per share was $\$ .40$ for the three months ended September 30, 1999, compared to $\$ .38$ for the three months ended September 30 , 1998, an increase of 5.3 percent.

Net income for the first nine months of 1999 was $\$ 14,155,000$ compared to $\$ 13,366,000$ earned in the same period of 1998 , an increase of 5.9 percent. Diluted net income per share was $\$ 1.17$ and $\$ 1.11$ for the nine months ended September 30, 1999 and 1998, respectively, an increase of 5.4 percent.

The increase in earnings was primarily due to growth in earning assets and non-interest income. Net interest income increased $\$ 3,220,000$ or 8.8 percent over the first nine months of 1998 due to growth in average earning assets of 11.9 percent. Non-interest income increased $\$ 1,604,000$ or 17.2 percent over the first nine months of 1998 due primarily to increased revenues from fiduciary activities and commission income.

Annualized returns on average assets and average shareholders' equity for quarter ended September 30,1999 were 1.38 percent and 12.46 percent, respectively, compared with 1.44 percent and 12.19 percent for the same period of 1998. For the nine months ended September 30, 1999, annualized returns on average assets and shareholder's equity were 1.37 percent and 12.12 percent, respectively, compared to 1.45 percent and 12.16 percent for the same nine month period in 1998.

## Capital

The Corporation's capital strength continues to exceed regulatory minimums and peer group averages. Management believes that strong capital is a distinct advantage in the competitive environment in which the Corporation operates and will provide a solid foundation for continued growth.

The Corporation's Tier I capital to average assets ratio was 11.9 percent at year-end 1998 and 11.2 percent at September 30, 1999. At September 30, 1999, the Corporation had a Tier I risk-based capital ratio of 15.9 percent, total risk- based capital ratio of 17.0 percent, and a leverage ratio of 11.2 percent. Regulatory capital guidelines require a Tier I risk- based capital ratio of 4.0 percent and a total risk-based capital ratio of 8.0 percent. Banks with Tier I risk-based capital ratios of 6.0 percent and total risk-based capital ratios of 10.0 percent are considered "well capitalized."

## Asset Quality/Provision for Loan Losses

The Corporation's asset quality and loan loss experience have consistently been superior to that of its peer group, as summarized on the following page. Asset quality has been a major factor in the Corporation's ability to generate consistent profit improvement.

The allowance for loan losses is maintained through the provision for loan losses, which is a charge against earnings.

The amount provided for loan losses and the determination of the adequacy of the allowance are based on a continuous review of the loan portfolio, including an internally administered loan "watch" list and an independent loan review provided by an outside accounting firm. The evaluation takes into consideration identified credit problems, as well as the possibility of losses inherent in the loan portfolio that cannot be specifically identified.

The following table summarizes the risk elements for the Corporation.

| (Dollars in Thousands) | $\begin{gathered} \text { September } 30, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Non-accrual loans | \$ 1,314 | \$ 1,073 | \$ 2,777 |
| Loans contractually past due 90 days |  |  |  |
| or more other than nonaccruing | 3,235 | 2,334 | 1,699 |
| Restructured loans | 970 | 1,110 | 1,540 |
| Total | \$ 5,519 | \$ 4,517 | \$ 6,016 |

Impaired loans included in the table above, totaled \$2,391,000 at December 31, 1998. An allowance for losses at December 31, 1998, was not deemed necessary for impaired loans totaling $\$ 7,041,000$, but an allowance of $\$ 795,000$ was recorded for the remaining balance of impaired loans of $\$ 1,956,000$. The average balance of impaired loans for 1997 was $\$ 4,155,000$.

At September 30, 1999, the allowance for loan losses increased by $\$ 944,000$ to $\$ 10,153,000$, up from year end 1998. As a percent of loans, the allowance was 1.04 percent, up from 1.03 percent at year end 1998.

The third quarter 1999 provision of $\$ 590,000$ increased from $\$ 539,000$ for the same quarter in 1998. Net charge-offs amounted to $\$ 295,000$ during the quarter. The provision of $\$ 1,617,000$ for the nine months ended September 30 , 1999 increased $\$ 66,000$ from the same period in 1998. Net charge offs amounted to $\$ 673,000$ during the first nine months of 1998.

The table below presents loan loss experience for the periods indicated and compares the Corporation's loss experience to that of its peer group, consisting of bank holding companies with assets between $\$ 1$ billion and $\$ 3$ billion.

|  | Nine Months Ended September 30, |  | Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | December 31, |  |
|  | 1999 | 1998 | 1998 | 1997 |
|  | ---- | (Dollars | housands) | --- |
| Allowance for loan losses: |  |  |  |  |
| Balance at beginning of period | \$ 9,209 | \$8,429 | \$8,429 | \$8,010 |
| Chargeoffs | 1,015 | 1,490 | 2,231 | 1,949 |
| Recoveries | 342 | 372 | 639 | 633 |
| Net chargeoffs | 673 | 1,118 | 1,591 | 1,316 |
| Provision for loan losses | 1,617 | 1,551 | 2,372 | 1,735 |
| Balance at end of period | \$10,153 | \$8,862 | \$9,209 | \$8,429 |
| Ratio of net chargeoffs during the period to average loans |  |  |  |  |
| Peer Group | N/A | N/A | . $29 \%$ | . $26 \%$ |

(1) First nine months annualized

Liquidity, Interest Sensitivity, and Disclosures About Market Risk
Asset/Liability management has been an important factor in the Corporation's ability to record consistent earnings growth through periods of interest rate volatility and product deregulation. Management and the Board of Directors monitor the Corporation's liquidity and interest sensitivity positions at regular meetings to ensure that changes in interest rates will not adversely affect earnings. Decisions regarding investment and the pricing of loan and deposit products are made after analysis of reports designed to measure liquidity, rate sensitivity, the Corporation's exposure to changes in net interest income given various rate scenarios, and the economic and competitive environments.

It is the objective of the Corporation to monitor and manage risk exposure to net interest income caused by changes in interest rates. It is the goal of the Corporation's Asset Liability function to provide optimum and stable net interest income. To accomplish this, management uses two asset liability tools. GAP/Interest Rate Sensitivity Reports and Net Interest Income Simulation Modeling are both constructed, presented, and monitored quarterly.

The Corporation's liquidity and interest sensitivity position at September 30, 1999, remained adequate to meet the Corporation's primary goal of achieving optimum interest margins while avoiding undue interest rate risk.

The Corporation had a cumulative negative gap of $\$ 147,652,000$ in the six month horizon at September 30,1999 , or just over 10.3 percent of total assets. Net interest income at a financial institution with a negative gap tends to decrease when rates rise and generally increase as interest rates decline.

The GAP/Interest Rate Sensitive Report is a tool which displays repricing timing differences between interest sensitive assets and liabilities. The 0-180 day Sensitivity Gap Ratio depicts the institution is liability sensitive 73.4 percent.

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The Corporation places its greatest credence in net interest income simulation modeling. The GAP/Interest Rate Sensitivity Report is known to have two major shortfalls. The GAP/Interest Rate Sensitivity Report fails to precisely gauge how often an interest rate sensitive product reprices nor is it able to measure the magnitude of potential future rate movements.

The Corporation's asset liability process monitors simulated net interest income under three separate interest rate scenarios; rising (rate shock), falling (rate shock) and flat. Net Interest income is simulated over an 18 month horizon. By policy, the difference between the best performing and the worst performing rate scenarios are not allowed to show a variance greater than 5 percent.

Assumed interest rate changes are simulated to move incrementally over 18 months. The total rate movement (beginning point less ending point) to noteworthy interest rate indexes are as follows:

| Rising | Falling |
| :--- | :--- |
| -------------------------------------------------------- |  |
| 300 Basis Points | $(300)$ |
| 300 | $(300)$ |
| 310 | $(275)$ |
| 290 | $(270)$ |
| 290 | $(265)$ |
| 290 | $(255)$ |
| 290 | $(245)$ |
| 100 | $(57)$ |
| 150 | $(100)$ |
| 341 | $(194)$ |
| 100 | $(57)$ |

Results for the flat, rising (rate shock), and falling (rate shock) interest rate scenarios are listed below. The net interest income shown represents cumulative net interest income over an 18 month time horizon. Balance sheet assumptions are the same under both scenarios:

| Flat/Base | Rising | Falling |
| :---: | :---: | :---: |
| $\$ 81,171$ | $\$ 78,848$ | $\$ 78,859$ |
|  | $(2,323)$ | $(2,312)$ |
|  | $(2.86 \%)$ | $(2.85 \%)$ |

## Earning Assets

The following table presents the earning asset mix as of September 30, 1999, and December 31, 1998, and December 31, 1997.

Loans grew by over $\$ 85$ million from December 31, 1998, to September 30, 1998, while investment securities grew by $\$ 16.3$ million during the same period. Commercial and industrial loans increased by more than $\$ 31,997,000$, while individuals' loans for household and personal expenditures grew by nearly \$28,774,000.

EARNING ASSETS
(Dollars in Millions)


| $\$$ | 1.8 |
| :--- | ---: |
| 367.8 |  |
| .2 |  |
| 976.3 |  |
| 5.6 |  |
| $---=---$ |  |
| \$ $1,351.7$ |  |
| $===========$ |  |

December 31,
1998

December 31, 1997
\$ $\quad 9.5$

| $\$$ | 45.3 |
| :--- | ---: |
| 351.2 |  |
| 0.8 |  |
| 890.4 |  |
| 4.5 |  |
| $-\cdots-----$ |  |
| \$ | $1,292.2$ |
| $==========$ |  |

Deposits, Securities Sold Under Repurchase Agreements, Federal Funds Sold and Other Short-term Borrowing

The following table presents the level of deposits and borrowed funds (Federal funds purchased, repurchase agreements with customers, U.S. Treasury demand notes and Federal Home Loan Bank advances) for the years ended 1998 and 1997 and at September 30, 1999.
(Dollars in Millions)

Deposits
Securities sold under repurchase agreements
Federal funds purchased and other short-term borrowings Federal Home Loan Bank advances

| $\begin{aligned} & \text { September } 30, \\ & 1999 \end{aligned}$ | $\begin{aligned} & \text { December } 31, \\ & 1998 \end{aligned}$ | $\begin{aligned} & \text { December } 31 \text {, } \\ & 1997 \end{aligned}$ |
| :---: | :---: | :---: |


| $\$ 1,058.0$ | $\$ 1,086.0$ | \$8.8 977.0 |
| ---: | ---: | ---: |
| 86.7 | 15.4 |  |


| 86.7 | 48.8 | 15.4 |
| :--- | :--- | :--- |
| 54.3 | 17.8 | 13.6 |


| 54.3 | 17.8 | 13.6 |
| :--- | :--- | :--- |
| 63.5 | 47.1 | 25.5 |

The Corporation has continued to leverage its large capital position with Federal Home Loan Bank advances, as well as, repurchase agreements which are pledged against acquired investment securities as collateral for the borrowings. The interest rate risk is included as part of the Corporation's interest simulation discussed in Management's Discussion and Analysis under the heading Liquidity, Interest Sensitivity, and Disclosures about Market Risk. The effect on the Corporation's capital ratios is minimal as the Corporation remains adequately capitalized

## Net Interest Income

Net Interest Income is the primary source of the Corporation's earnings. It is a function of net interest margin and the level of average earning assets.

The table below presents the Corporation's asset yields, interest expense, and net interest income as a percent of average earning assets for the three months and nine months ended September 30, 1999 and 1998.

Net interest income (FTE) for the three months ended September 30, 1999 increased by $\$ 1,124,000$, or 8.5 percent over the same period in 1998 , due to an increase in earning assets of nearly $\$ 124$ million. For the same period interest income and interest expense, as a percent of average earning assets, declined by .28 and . 21 percent respectively, due to lower interest rates and increased non-deposit funding.

Net Interest income (FTE) for the nine months ended September 30, 1999 increased $\$ 3,382,000$, or 8.7 percent over the same period in 1998 , due to an increase in earning assets of over $\$ 138$ million. Net interest income (FTE), as a percent of average earning assets, during the same period declined 12 basis points due primarily to declining interest rates and increased non-deposit funds.
(Dollars in Thousands)

| Interest Income | Interest Expense | Net Interest Income | Net Interest Income |  |
| :---: | :---: | :---: | :---: | :---: |
| (FTE) as a Percent | as a Percent | (FTE) as a Percent | Average | on a |
| of Average | of Average | Of Average | Earning | Fully Taxable |
| Earning Assets | Earning Assets | Earning Assets | Assets |  |

For the three months ended September 30,
$1999 \quad 7.86 \% \quad 3.55$
. $55 \%$
$4.31 \% \quad \$ 1,329,464$
\$14,314
1998
e nine months ended September 30, 1999
earning assets include the average balance of securities classified as
Average earning assets include the average balance of securities classified as
available for sale, computed based on the average of the historical amortized cost balances without the effects of the fair value adjustment.

The Corporation has placed emphasis on the growth of non-interestincome in recent years by offering a wide range of fee-based services. Fee schedules are regularly reviewed by a pricing committee to ensure that the products and services offered by the Corporation are priced to be competitive and profitable.

Other income in the third quarter of 1999 exceeded the same quarter in the prior year by $\$ 441,000$, or 13.4 percent.

Three major areas account for most of the increase:

1. Service charges on deposit accounts increased by $\$ 287,000$, or 31.9 percent due primarily to increased pricing.
2. Other customer fees increased by $\$ 138,000$, or 21.1 percent, due to increased card related activity and increased pricing.
3. Commission income increased by $\$ 66,000$, or 18.7 percent due to increased market synergies.

Other income for the nine months ended September 30, 1999 exceeded the same period in the prior year by $\$ 1,604,000$, or 17.2 percent.

Four major areas account for most of the increase:

1. Commission income increased $\$ 410,000$, due to the acquisition of First Merchants Insurance Services, Inc., on April 1, 1998.
2. Revenues from fiduciary activities grew $\$ 280,000$, or 8.9 percent, due to strong new business activity and markets.
3. Other customer fees increased $\$ 320,000$, or 16.5 percent, due to increased card related activity and increased pricing.
4. Service charges on deposit accounts increased $\$ 466,000$, or 16.5 percent due to increased pricing.

## Other Expense

Total other expenses represent non-interest operating expenses of the Corporation. Third quarter other expense in 1999 exceeded the same quarter of the prior year by $\$ 1,048,000$, or 12.8 percent.

Two major areas account for most of the increase:

1. Salaries and benefit expense grew $\$ 373,000$, or 8.1 percent, due to normal salary increases and staff additions.
2. Equipment expense increased by $\$ 262,000$, or 34.3 percent, reflecting the Corporation's efforts to improve efficiency and provide electronic service delivery to its customers.

Total other expenses represent non-interest operating expenses of the Corporation. Other expenses for the nine month period ended September 30, 1999 exceeded the same period of the prior year by $\$ 3,562,000$, or 14.9 percent.

Four major areas account for most of the increase:

1. Salaries and benefit expense grew $\$ 1,527,000$, or 11.5 percent, due to normal salary increases and staff additions.
2. Merger related costs of $\$ 734,000$ resulted from the acquisitions of Jay Financial Corporation and Anderson Community Bank in April 1999.
3. Equipment expense increased $\$ 427,000$, or 18.6 percent, reflecting the Corporation's efforts to improve efficiency and provide electronic service delivery to its customers.
4. Computer processing expense increased by $\$ 181,000$, or 16.9 percent.

Income tax expense, for the three months ended September 30, 1999, increased by $\$ 123,000$ over the same period in 1998 , due to a $\$ 427,000$ increase in pre-tax net income, mitigated somewhat by a $\$ 61,000$ increase in tax-exempt income. Likewise, the increase of $\$ 407,000$ for the nine months ended September 30, 1999, as compared to the same period in 1998, results from a $\$ 1,196,000$ increase in pre-tax net income, mitigated somewhat by a $\$ 302,000$ increase in tax exempt income.

Year 2000
The Corporation has conducted a comprehensive review of its computer systems to identify the systems that could be affected by the Year 2000 Issue and has developed an implementation plan to resolve the issue. The Year 2000 Issue is the result of computer programs being written using two digits rather than four to define the applicable year. Any of the Corporation's programs that have time-sensitive software may recognize a date using "00" as the year 1900 rather than the year 2000 . This could result in a sytem failure or miscalculations. The Corporation is utilizing both internal and external resources to identify, correct and test the systems for the Year 2000 compliance. The Corporation began the testing phase during the third quarter of 1998. Core application testing was completed as of June 30, 1999. The Corporation's contingency plan was also completed on June 30, 1999.

The Corporation has contacted the companies that supply or service its material operations to certify that their respective computer systems are Year 2000 compliant. In addition to possible expenses related to the Corporation's systems and those of the Corporation's service providers, the corporation could incur losses if Year 2000 problems affect any of its depositors or borrowers. Such problems could include delayed loan payments, due to Year 2000 problems affecting any of its significant borrowers or impairing the payroll systems of large employers in its market area. Because the Corporation's loan portfolio to corporate and individual borrowers is diversified and its market area does not depend significantly upon one employer or industry, the Corporation does not expect any such Year 2000 related difficulties that may affect its depositors and borrowers to significantly affect its net earnings or cash flows.

The Board of Directors reviews, on a quarterly basis, the progress in addressing Year 2000 issues. The Corporation believes that its costs related to upgrading systems and software for Year 2000 compliance will not exceed $\$ 1,025,000$. As of June 30,1999 , the Corporation has spent approximately $\$ 860,000$ in connection with Year 2000 compliance. Of the $\$ 860,000$, approximately $\$ 650,000$ has been capitalized as the Corporation replaced and upgraded non-compliant systems. Although the Corporation believes it is taking the necessary steps to address the Year 2000 compliance issue, no assurances can be given that some problems will not occur or that the corporation will not incur significant additional expenses in future periods.

Other

The Securities and Exchange Commission maintains a Web site that contains reports, proxy and information statements and other information regarding registrants that file electronically with the commission, including the Corporation, and that address is (http://www.sec.gov).

Item 3. Quantitative and Qualitative Disclosures About Market Risk

The information required under this item is included as part of Management's Discussion and Analysis under the heading Liquidity, Interest Sensitivity, and Disclosures About Market Risk.

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Item 4. Submission of Matters to a Vote of Security Holders
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None
Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits:

| Exhibit No.: | Description of Exhibit: |
| :---: | :--- |
| 27 | Financial Data Schedule, Period Ending September 30, 1999 |
| 27 | Financial Data Schedule, Period Ending June 30, 1999 |
| 27 | Financial Data Schedule, Period Ending March 31, 1999 |
| 27 | Financial Data Schedule, Period Ending December 31, 1998 |
| 27 | Financial Data Schedule, Period Ending September 30, 1998 |
| 27 | Financial Data Schedule, Period Ending June 30, 1998 |
| 27 | Financial Data Schedule, Period Ending March 31, 1998 |
| 27 | Financial Data Schedule, Period Ending December 31, 1997 |
| 27 | Financial Data Schedule, Period Ending December 31, 1996 |
| 27 | Financial Data Schedule, Period Ending December 31, 1995 |

(b) Reports on Form 8-K:

None

## FORM 10-Q

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

First Merchants Corporation (Registrant)

Date November 11, 1999
----------------------------

Date November 11, 1999
by /s/ Michael L. Cox
Michael L. Cox
President and Chief Executive Officer
by /s/ James L. Thrash
James L. Thrash
Chief Financial \& Principal
Accounting Officer

9-MOS

$$
\begin{aligned}
& \text { DEC-31-1999 } \\
& \text { JAN-01-1999 } \\
& \text { SEP-30-1999 } \\
& \text { 1,631 } \\
& \text { 1,800 } \\
& \text { 352,042 } \\
& \text { 15,772 } \\
& 15,828 \\
& \text { 976, } 303 \\
& \text { 10,153 } \\
& 1,428,837 \\
& 1,057,981 \\
& 214,103 \\
& 0 \\
& 00 \\
& \text { 1,506 } \\
& 1,428,837 \\
& \text { 155,247 }
\end{aligned}
$$

6-MOS

$$
\begin{aligned}
& \text { DEC-31-1999 } \\
& \text { JAN-01-1999 } \\
& \text { JUN-30-1999 } \\
& 791 \\
& \text { 32,500 } \\
& \text { 359, } 050 \\
& \text { 17,055 } \\
& \text { 17,165 } \\
& \text { 920,824 } \\
& \text { 9,858 } \\
& 1,407,815 \\
& \text { 1,091,489 } \\
& \text { 82,480 } \\
& \text { 9,710 } \\
& \text { 68,696 } \\
& 0 \\
& \text { 1,502 } \\
& 1,407,815
\end{aligned}
$$

3-MOS

$$
\begin{aligned}
& \text { DEC-31-1999 } \\
& \text { JAN-01-1999 } \\
& \text { MAR-31-1999 } \\
& \text { 1,183 } \\
& 11,132 \\
& \text { 380,767 } \\
& 0 \\
& 0 \\
& \text { 900,165 } \\
& \text { 9,556 } \\
& 1,365,570 \\
& 1,040,306 \\
& 169,533 \\
& 0 \\
& 0 \\
& 1,365,570 \\
& \text { 9,556 } \\
& \text { 9,556 }
\end{aligned}
$$

12-MOS

$$
\begin{aligned}
& \text { DEC-31-1998 } \\
& \text { JAN-01-1998 } \\
& \text { DEC-31-1998 } \\
& \text { 1,008 } \\
& \text { 45,295 } \\
& \text { 351,217 } \\
& 0 \\
& \text { 891,132 } \\
& \text { 9,209 } \\
& \text { 1,362,527 } \\
& \text { 1,085,952 } \\
& 122,684 \\
& 0 \\
& 0 \\
& \text { 1,497 } \\
& \text { 152,394 } \\
& 1,362,527 \\
& \text { 76,029 } \\
& \text { 16,502 } \\
& \text { 1,454 } \\
& \text { 93,985 } \\
& \text { 39,873 } \\
& \text { 44,465 } \\
& \text { 49,520 } \\
& 2,372 \\
& 127 \\
& \text { 32,741 } \\
& \text { 27,463 } \\
& 17,907 \\
& 0 \\
& \text { 17,907 } \\
& 1.50 \\
& 1.48 \\
& 4.40 \\
& 1073 \\
& \text { 2,334 } \\
& 0 \\
& \text { 8,429 } \\
& 2230 \\
& 639 \\
& \text { 9,209 } \\
& \text { 9,556 }
\end{aligned}
$$

9-MOS

$$
\begin{aligned}
& \text { DEC-31-1998 } \\
& \text { JAN-01-1998 } \\
& \text { SEP-30-1998 } \\
& 556 \\
& \text { 7,571 } \\
& \text { 332,772 } \\
& 0 \\
& \text { 881,833 } \\
& \text { 8,862 } \\
& 1,294,906 \\
& \text { 1,014,078 } \\
& \text { 129,256 } \\
& 0 \\
& 0 \\
& \text { - } 495 \\
& \text { 1,495 } \\
& 1,294,906 \\
& \text { 56,743 } \\
& \text { 11,637 } \\
& \text { 1, 132 } \\
& \text { 69,512 } \\
& \text { 30,043 } \\
& \text { 32,854 } \\
& \text { 36,658 } \\
& \text { 1,551 } \\
& 127 \\
& \text { 23, 851 } \\
& \text { 20,578 } \\
& \text { 13,366 } \\
& 0 \\
& \text { 13,366 } \\
& 1.12 \\
& 1.11 \\
& 4.43 \\
& 1678 \\
& 2737 \\
& 0 \\
& \text { 8, } 429 \\
& 1490 \\
& \begin{array}{r}
372
\end{array} \\
& \text { 8,862 } \\
& \text { 8,862 }
\end{aligned}
$$

0

6-MOS

$$
\begin{aligned}
& \text { DEC-31-1998 } \\
& \text { JAN-01-1998 } \\
& \text { JUN-30-1998 } \\
& 395 \\
& \text { 37,681 } \\
& \text { 274,910 } \\
& 0 \\
& \text { 862,278 } \\
& \text { 8,758 } \\
& 1,249,045 \\
& 1,027,091 \\
& \text { 74,729 } \\
& 0 \\
& 0 \\
& \text { 1,491 } \\
& 1,249,045
\end{aligned}
$$

3-MOS

$$
\begin{aligned}
& \text { DEC-31-1998 } \\
& \text { JAN-01-1998 } \\
& \text { MAR-31-1998 } \\
& 53513,880 \\
& \text { 266,538 } \\
& 0 \\
& \text { 839,106 } \\
& \text { 8,546 } \\
& \text { 1,185,355 } \\
& \text { 975,828 } \\
& \text { 65,003 } \\
& 0 \\
& 0 \\
& 1,185,355 \\
& \text { 18,444 } \\
& \text { 3,697 } \\
& 319 \\
& \text { 22,460 } \\
& \text { 9,691 } \\
& \text { 10,509 } \\
& \text { 11,951 } \\
& 509 \\
& 45 \\
& \text { 7,694 } \\
& \text { 6,715 } \\
& 4,393 \\
& 0 \\
& 0 \\
& \text { 4,393 } \\
& 0.37 \\
& 0.36 \\
& 4.53 \\
& 1827 \\
& 2248 \\
& 0 \\
& \text { 8,429 } \\
& 515 \\
& 123 \\
& \text { 8,546 } \\
& \text { 8,546 }
\end{aligned}
$$

12-MOS

$$
\begin{aligned}
& \text { DEC-31-1997 } \\
& \text { JAN-01-1997 } \\
& \text { DEC-31-1997 } \\
& 34,670 \\
& 484 \\
& \text { 9,050 } \\
& \text { 266,595 } \\
& 0 \\
& \text { 838,658 } \\
& \text { 8,429 } \\
& 1,181,359 \\
& \text { 976,972 } \\
& 62,593 \\
& 0 \\
& 0 \\
& 0 \\
& \text { 1,483 } \\
& 1,181,359 \\
& 71,195 \\
& 16,273 \\
& 690 \\
& \text { 88,158 } \\
& 37,370 \\
& \text { 41,393 } \\
& \text { 46,766 } \\
& \text { 1,735 } \\
& \text { (5) } \\
& \text { 30,016 } \\
& \text { 25,134 } \\
& 16,430 \\
& 0 \\
& \text { 16,430 } \\
& 1.39 \\
& 1.38 \\
& 0 \\
& 0^{0} \\
& 0 \\
& \text { 8, } 010 \\
& 1949 \\
& 633 \\
& \text { 8,429 } \\
& \text { 8,429 }
\end{aligned}
$$

12-MOS

$$
\begin{aligned}
& \text { DEC-31-1996 } \\
& \text { JAN-01-1996 } \\
& \text { DEC-31-1996 } \\
& 290 \\
& \text { 4,100 } \\
& \text { 297,671 } \\
& 0 \\
& \text { 744,474 } \\
& \text { 8,010 } \\
& \text { 1,112,672 } \\
& \text { 918,876 } \\
& \text { 63,546 } \\
& 0 \\
& 0 \\
& 0 \\
& 0 \\
& \text { 1,467 } \\
& 1,112,672 \\
& \text { 128,783 } \\
& \text { 61,511 } \\
& \text { 17,900 } \\
& 842 \\
& \text { 80,253 } \\
& \text { 33,882 } \\
& \text { 37,134 } \\
& \text { 43,119 } \\
& \text { 1,790 } \\
& 128 \\
& \text { 27,596 } \\
& \text { 23,050 } \\
& \text { 15, } 044 \\
& 0 \\
& \text { 15,044 } \\
& 1.29 \\
& 1.27 \\
& 0 \\
& 0 \\
& 0 \\
& 7912 \\
& 2042 \\
& 350 \\
& 8010 \\
& 8010
\end{aligned}
$$

12-MOS

$$
\begin{aligned}
& \text { DEC-31-1995 } \\
& \text { JAN-01-1995 } \\
& \text { DEC-31-1995 } \\
& 757 \\
& \text { 41, } 025 \\
& \text { 305,714 } \\
& 0 \\
& \text { 621,539 } \\
& \text { 7,702 } \\
& 1,037,509 \\
& \text { 862,023 } \\
& \text { 54,146 } \\
& 0 \\
& 0 \quad 0 \\
& \text { 1,458 } \\
& \text { 119,881 } \\
& 1,037,509 \\
& \text { 55,018 } \\
& \text { 17,252 } \\
& \text { 1,318 } \\
& \text { 73,588 } \\
& \text { 31,354 } \\
& \text { 34,510 } \\
& \text { 39,078 } \\
& \text { 1,543 } \\
& \text { (60) } \\
& \text { 25,585 } \\
& \text { 20,138 } \\
& \text { 13,233 } \\
& 0 \\
& \text { 13,233 } \\
& 1.15 \\
& 1.14 \\
& 0 \\
& 0 \\
& 0 \\
& 7481 \\
& 1618 \\
& 296 \\
& 7912 \\
& 7912 \\
& 0
\end{aligned}
$$

