## JNITED STATES

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 or 15 (d) of THE
SECURITIES EXCHANGE ACT OF 1934

For Quarterly Period Ended March 31, 2002

Commission File Number 0-17071

First Merchants Corporation
(Exact name of registrant as specified in its charter)

Indiana
(State or other jurisdiction of incorporation of organization)

200 East Jackson Street
(Address of principal executive office)

35-1544218
(I.R.S. Employer Identification No.)
(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. Yes [X] No [ ]

As of April 30,2002 there were $15,569,585$ outstanding common shares, without par value, of the registrant.

## FIRST MERCHANTS CORPORATION

```
FORM 10-Q
INDEX
```

PART I. Financial information:
Item 1. Financial Statements:
Consolidated Condensed Balance Sheets........................ 3
Consolidated Condensed Statements of Income.................. 4

Consolidated Condensed Statements of
$\qquad$

Consolidated Condensed Statements of Stockholders' Equity

Consolidated Condensed Statements of Cash Flows.............. 7
Notes to Consolidated Condensed Financial Statements........ 9

Item 2. $\begin{aligned} & \text { Management's Discussion and Analysis of Financial } \\ & \\ & \text { Condition and Results of Operations............................. } 15\end{aligned}$
Item 3. Quantitative and Qualitative Disclosures About $\quad$ Market Risk..................................................... 23

PART II. Other Information:
Item 1. Legal Proceedings........................................................ 24
Item 2. Changes in Securities and Use of Proceeds................... 24
Item 3 Defaults Upon Senior Securities ..... 24
Item 4 Submission of Matters to a Vote of Security Holders .....  24
Item 5 Other Information. ..... 24
Item 6. Exhibits and Reports of Form 8-K ..... 24
Signatures ..... 25

## FIRST MERCHANTS CORPORATION

FORM 10-Q
PART I. FINANCIAL INFORMATION
Item 1. FINANCIAL STATEMENTS
CONSOLIDATED CONDENSED BALANCE SHEETS
(Dollars in thousands, except per share amounts)


| ASSETS: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | \$ | 44, 059 | \$ | 68,743 |
| Federal funds sold |  | 21,194 |  | 34,285 |
| Cash and cash equivalents |  | 65,253 |  | 103,028 |
| Interest-bearing deposits. |  | 3,818 |  | 3,871 |
| Investment securities available for sale |  | 213,228 |  | 231,668 |
| Investment securities held to maturity |  | 7,133 |  | 8,654 |
| Mortgage loans held for sale. |  | 163 |  | 307 |
| Loans, net of allowance for loan losses of \$15,128 and \$15,141. |  | 1,348,923 |  | 1,344,445 |
| Premises and equipment |  | 28,426 |  | 27,684 |
| Federal Reserve and Federal Home Loan Bank Stock. |  | 8,350 |  | 8,350 |
| Interest receivable |  | 11,356 |  | 12,024 |
| Goodwill |  | 27,681 |  | 26, 081 |
| Core deposit intangibles |  | 5,870 |  | 6,096 |
| Cash surrender value of life insurance |  | 6,557 |  | 6,470 |
| Other assets |  | 9,154 |  | 8,357 |
| Total assets |  | 1,735,912 |  | 1,787,035 |
| LIABILITIES: |  |  |  |  |
| Deposits: |  |  |  |  |
| Noninterest-bearing | \$ | 171,825 | \$ | 186,987 |
| Interest-bearing |  | 1,201, 861 |  | 1,234,264 |
| Total deposits |  | 1,373,686 |  | 1,421, 251 |
| Borrowings |  | 164,954 |  | 174,404 |
| Interest payable |  | 5,621 |  | 5,488 |
| Other liabilities |  | 8,567 |  | 6,764 |
| Total liabilities |  | 1,552,828 |  | 1,607,907 |
| STOCKHOLDERS' EQUITY: |  |  |  |  |
| Perferred stock, no-par value: <br> Authorized and unissued - 500,000 sh |  |  |  |  |
| Common Stock, \$.125 stated value: |  |  |  |  |
| Authorized --- 50,000,000 shares |  |  |  |  |
| Issued and outstanding - 12,788,037 and 12,670,307 shares.. |  | 1,599 |  | 1,584 |
| Additional paid-in capital |  | 53,338 |  | 50,642 |
| Retained earnings |  | 126,842 |  | 124,304 |
| Accumulated other comprehensive income |  | 1,305 |  | 2,598 |
| Total stockholders' equity |  | 183, 084 |  | 179,128 |
| Total liabilities and stockholders' equity |  | 1,735,912 |  | 1,787,035 |

[^0]
## FIRST MERCHANTS CORPORATION

FORM 10-Q
CONSOLIDATED CONDENSED STATEMENTS OF INCOME
(Dollars in thousands, except per share amounts) (Unaudited)

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2002 | 2001 |
| Interest Income: |  |  |
| Loans receivable |  |  |
| Taxable | \$ 24, 266 | \$ 25,190 |
| Tax exempt | 108 | 92 |
| Investment securities: |  |  |
| Taxable | 1,903 | 3,539 |
| Tax exempt | 987 | 1,027 |
| Federal funds sold | 181 | 89 |
| Deposits with financial institutions | 22 | 10 |
| Federal Reserve and Federal Home Loan Bank stock | 124 | 141 |
| Total interest income ...................................... | 27,591 | 30, 088 |
| Interest expense: |  |  |
| Deposits | 8,228 | 12,701 |
| Borrowings | 1,985 | 2,698 |
| Total interest expense | 10,213 | 15,399 |
| Net Interest Income | 17,378 | 14,689 |
| Provision for loan losses | 1,192 | 653 |
| Net Interest Income After Provision for Loan Losses | 16,186 | 14,036 |
| Other Income: |  |  |
| Net realized gains on sales of available-for-sale securities. | 118 |  |
| Other income ..................................................... | 5,046 | 4,394 |
| Total other income | 5,164 | 4,394 |
| Total other expenses ................................................ | 13,000 | 10,473 |
| Income before income tax | 8,350 | 7,957 |
| Income tax expense ................................................. | 2,871 | 2,851 |
| Net Income | \$ 5,479 | \$ 5,106 |

## Per share:

| Diluted Cash Earnings(1) | \$ | . 43 | \$ | 44 |
| :---: | :---: | :---: | :---: | :---: |
| Basic |  | . 43 |  | 42 |
| Diluted |  | . 43 |  | 42 |
| Dividends |  | . 23 |  | 23 |

(1) Net income excluding core deposit and other intangible assets amortization. Also, excludes goodwill amortization for the three months ended March 31, 2001.

See notes to consolidated condensed financial statements.

CONSOLIDATED CONDENSED STATEMENTS OF COMPREHENSIVE INCOME
(Dollars in thousands)
(Unaudited)

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
| Net Income | \$ 5,479 | \$ 5,106 |
| Other comprehensive income, net of tax: |  |  |
| Unrealized (losses) gains on securities available for sale: |  |  |
| Unrealized holding (losses) gains arising during the period, net of income tax benefit (expense) of $\$ 815$ and $\$(1,187) . . . . . . . .$. | $(1,223)$ | 1,781 |
| Less: Reclassification adjustment for gains included in net income, net of income tax expense of $\$(46)$ and $\$ 0 . . . . . .$. | 72 |  |
|  | $(1,295)$ | 1,781 |
| Comprehensive income | \$ 4,184 | \$ 6,887 |

See notes to consolidated condensed financial statements

## FIRST MERCHANTS CORPORATION

FORM 10-Q
CONSOLIDATED CONDENSED STATEMENTS OF STOCKHOLDERS' EQUITY
(Dollars in thousands) (Unaudited)

|  | 2002 | 2001 |
| :---: | :---: | :---: |
| Balances, January 1 | \$ 179,128 | \$ 156,063 |
| Net income | 5,479 | 5,106 |
| Cash dividends | $(2,939)$ | $(2,665)$ |
| Other comprehensive income (loss), net of tax. | $(1,295)$ | 1,781 |
| Stock issued under dividend reinvestment and stock purchase plan | 234 | 210 |
| Stock options exercised | 87 | 20 |
| Stock Redeemed | (54) | $(1,415)$ |
| Issuance of stock in acquisition | 2,444 |  |
| Balances, March 31 | \$ 183, 084 | \$ 159,100 |

See notes to consolidated condensed financial statements

## FIRST MERCHANTS CORPORATION

FORM 10-Q
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS
(Dollars in thousands) (Unaudited)

|  | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2002 |  | 2001 |  |
| Cash Flows From Operating Activities: |  |  |  |  |
| Net income. | \$ | 5,479 | \$ | 5,106 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |
| Provision for loan losses.... |  | 1,192 |  | 653 |
| Depreciation and amortization. |  | 775 |  | 1,207 |
| Securities amortization, net. |  | 64 |  | (79) |
| Securities gains, net. |  | (113) |  |  |
| Gain on sale of premises and equipment |  | (3) |  |  |
| Mortgage loans originated for sale.. |  | $(4,988)$ |  | $(5,206)$ |
| Proceeds from sales of mortgage loans. |  | 5,132 |  | 4,746 |
| Change in interest receivable. |  | 668 |  | 1,183 |
| Change in interest payable. |  | 133 |  | 233 |
| Other adjustments. |  | (78) |  | (712) |
| Net cash provided by operating activities. | \$ | 8,261 | \$ | 7,131 |
| Cash Flows From Investing Activities: |  |  |  |  |
| Net change in interest-bearing deposits. |  | 53 |  | (749) |
| Purchases of Securities available for sale |  | $(21,630)$ |  | $(4,169)$ |
| Proceeds from maturities of |  |  |  |  |
| Securities available for sale. |  | 34,110 |  | 33,279 |
| Securities held to maturity.. |  | 1,527 |  | 2,244 |
| Proceeds from sales of |  |  |  |  |
| Securities available for sale. |  | 5,547 |  |  |
| Securities held to maturity. |  |  |  |  |
| Net change in loans... |  | $(5,670)$ |  | $(11,232)$ |
| Net cash received in acquisition. |  | 1,228 |  |  |
| Purchases of premises and equipment. |  | $(1,522)$ |  | (324) |
| Proceeds from sale of fixed assets. |  | 8 |  |  |
| Net cash provided by investing activities. |  | 13,651 |  | 19,049 |

## (continued)

## FIRST MERCHANTS CORPORATION

## FORM 10-Q

CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS
(Dollars in thousands) (Unaudited)


See notes to consolidated condensed financial statements.

## FIRST MERCHANTS CORPORATION

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

The consolidated condensed balance sheet of the Corporation as of December 31, 2001 has been derived from the audited consolidated balance sheet of the Corporation as of that date. Certain information and note disclosures normally included in the Corporation's annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. These consolidated condensed financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Corporation's Form 10-K annual report filed with the Securities and Exchange Commission.

The results of operations for the period are not necessarily indicative of the results to be expected for the year.

## NOTE 2. Accounting Matters

## ACCOUNTING FOR A BUSINESS COMBINATION

Statement of Financial Accounting Standards ("SFAS") No. 141 requires that all business combinations should be accounted for using the purchase method of accounting; use of the pooling method is prohibited.

This Statement requires that goodwill be initially recognized as an asset in the financial statement and measured as the excess of the cost of an acquired entity over the net of the amounts assigned to identifiable assets acquired and liabilities assumed. In addition, SFAS No. 141 requires all other intangibles, such as core deposit intangibles for a financial institution, to be identified.

The provisions of Statement No. 141 were effective for any business combination that was initiated after June 30, 2001.

ACCOUNTING FOR GOODWILL
Under the provisions of SFAS No. 142, goodwill should not be amortized but should be tested for impairment at the reporting unit level. Impairment test of goodwill should be done on an annual basis unless events or circumstances indicate impairment has occurred in the interim period. The annual impairment test can be performed at any time during the year as long as the measurement date is used consistently from year to year.

Impairment testing is a two step process, as outlined within the statement. If the fair value of goodwill is less than its carrying value, then the goodwill is deemed impaired and a loss recognized. Any impairment loss recognized as a result of completing the transitional impairment test should be treated as a change in accounting principle and recognized in the first interim period financial statements.

The Corporation adopted these new accounting rules on January 1, 2002. As a result, the Corporation will not amortize the goodwill it has recorded, but will make an annual assessment of any impairment in goodwill and, if necessary, recognize an impairment loss at that time. The Corporation had goodwill of $\$ 27,681,000$ at March 31, 2002 and identified no impairment loss.

FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollars in thousands)
(Unaudited)
NOTE 3. Business Combinations
On April 1, 2002, the Corporation completed the acquisition of Lafayette Bancorporation and its wholly owned subsidiary, Lafayette Bank and Trust Company, Lafayette, Indiana (collectively "Lafayette"). The acquisition will be accounted for under the purchase method of accounting. The total purchase price paid was approximately $\$ 115,978,000$. Under the terms of the agreement, the Corporation will issue approximately $2,773,059$ shares of its common stock, at a value of $\$ 23.48$ (as determined by the average of the closing price of the stock for the two days prior, the day of and the two days after the acquisition was announced) and approximately $\$ 50,867,000$ cash in exchange for all the common stock of Lafayette. The Corporation anticipates amortizing core deposit intangibles over ten years utilizing a $150 \%$ declining balance method. At December 31, 2001, Lafayette had total assets and shareholders' equity of $\$ 762,318,000$ and $\$ 59,120,000$. The results of operations of Lafayette will be included in the Corporation's results beginning April 1, 2002.

Effective January 1, 2002, the Corporation acquired Delaware County Abstract Company, Inc. ("DCA") and Beebe \& Smith Title Insurance Company, Inc. ("B \& S"), which were merged into Indiana Title Insurance Company, a wholly-owned subsidiary of the Corporation. The title insurance operations were subsequently contributed to Indiana Title Insurance Company, LLC in which the Corporation has a $52.12 \%$ ownership interest. This acquisition was deemed to be an immaterial acquisition.

## FIRST MERCHANTS CORPORATION

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

NOTE 4. Investment Securities

|  | Gross | Gross |  |
| :---: | :---: | :---: | :---: |
| Amortized | Unrealized | Unrealized | Fair |
| Cost | Gains | Losses | Value |


| Available for sale at March 31, 2002 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury | \$ 124 |  |  |  |  | \$ 124 |
| Federal agencies | 33,633 | \$ | 473 | \$ | 138 | 33,968 |
| State and municipal | 81,972 |  | 1,441 |  | 538 | 82,875 |
| Mortgage-backed securities | 80,541 |  | 881 |  | 54 | 81,368 |
| Other asset-backed securities | 5,881 |  | 65 |  | 9 | 5,937 |
| Corporate obligations. | 3,496 |  | 76 |  |  | 3,572 |
| Marketable equity securities. | 5,507 |  |  |  | 123 | 5,384 |
| Total available for sale | 211,154 |  | 2,936 |  | 862 | 213,228 |
| Held to maturity at March 31, 2002 |  |  |  |  |  |  |
| State and municipal. | 6,931 |  | 186 |  | 58 | 7,059 |
| Mortgage-backed securities | 202 |  |  |  |  | 202 |
| Total held to maturity | 7,133 |  | 186 |  | 58 | 7,261 |
| Total investment securities | \$218, 287 | \$ | 3,122 | \$ | 920 | \$220,489 |

## FIRST MERCHANTS CORPORATION

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

|  | Amortized Cost | ```Unrealized Gains``` | ```Unrealized Losses``` | Fair Value |
| :---: | :---: | :---: | :---: | :---: |
| Available for sale at December 31, 2001 |  |  |  |  |
| U.S. Treasury | \$ 124 |  |  | \$ 124 |
| Federal agencies | 30,808 | \$ 767 | \$ 2 | 31,573 |
| State and municipal | 74,776 | 1,644 | 215 | 76,205 |
| Mortgage-backed securities | 100,811 | 1,710 | 1 | 102,520 |
| Other asset-backed securities | 10,116 | 167 |  | 10,283 |
| Corporate obligations | 3,498 | 116 |  | 3,614 |
| Marketable equity securities | 7,472 |  | 123 | 7,349 |
| Total available for sale | 227,605 | 4,404 | 341 | 231,668 |
| Held to maturity at December 31, 2001 |  |  |  |  |
| State and municipal | 8,426 | 166 | 58 | 8,534 |
| Mortgage-backed securities | 228 |  |  | 228 |
| Total held to maturity | 8,654 | 166 | 58 | 8,762 |
| Total investment securities | \$236,259 | \$ 4,570 | \$ 399 | \$240,430 |

## FIRST MERCHANTS CORPORATION

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

NOTE 5. Loans and Allowance

|  |  | $\begin{gathered} \text { March } 31, \\ 2002 \end{gathered}$ |  | $\begin{aligned} & \text { ember 31, } \\ & 2001 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| Loans: |  |  |  |  |
| Commercial and industrial loans | \$ | 307,450 | \$ | 301, 962 |
| Agricultural production financing and other loans to farmers |  | 29,465 |  | 29,645 |
| Real estate loans: |  |  |  |  |
| Construction |  | 51,096 |  | 58,316 |
| Commercial and farmland |  | 255, 232 |  | 230,233 |
| Residential |  | 526,955 |  | 544, 028 |
| Individuals' loans for household and other personal expenditures |  | 173,300 |  | 179,325 |
| Tax-exempt loans |  | 6,983 |  | 7,277 |
| Other loans .... |  | 13,570 |  | 8,800 |
| Allowance for loan losses. |  | $\begin{aligned} & 1,364,051 \\ & (15,128) \end{aligned}$ |  | $\begin{aligned} & 359,586 \\ & (15,141) \end{aligned}$ |
| Total Loans. |  | 1,348,923 |  | 344,445 |
|  |  | Three Mo |  | Ended |
|  |  | 2002 |  | 2001 |
| Allowance for loan losses: |  |  |  |  |
| Balances, January 1. | \$ | 15,141 | \$ | 12,454 |
| Provision for losses |  | 1,192 |  | 653 |
| Recoveries on loans |  | 381 |  | 125 |
| Loans charged off |  | $(1,586)$ |  | (505) |
| Balances, March 31 | \$ | 15,128 | \$ | 12,727 |

NOTE 6. Net Income Per Share


Options to purchase 76,909 and 112,413 shares at March 31, 2002 and 2001 were not included in the earnings per share calculation because the exercise price exceeded the average market price.

# FIRST MERCHANTS CORPORATION 

FORM 10-Q
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollars in thousands)
(Unaudited)
Note 7. Cumulative Trust Preferred Securities
On April 12, 2002, the Corporation and First Merchants Capital Trust I (the "Trust") entered into an Underwriting Agreement with Stifel, Nicolaus \& Company, Incorporated and RBC Dain Rauscher Inc. for themselves and as co-representatives for several other underwriters, (the "Underwriting Agreement"). On April 17, 2002 and pursuant to the Underwriting Agreement, the Trust issued 1,850,000 8.75\% Cumulative Trust Preferred Securities (liquidation amount $\$ 25$ per Preferred Security) (the "Preferred Securities") with an aggregate liquidation value of $\$ 46,250,000$. On April 23, 2002 and pursuant to the Underwriting Agreement, the Trust issued an additional 277,500 Preferred Securities with an aggregate liquidation value of $\$ 6,937,500$ to cover over-allotments. The proceeds from the sale of the Preferred Securities were invested by the Trust in the Corporation's 8.75\% Junior Subordinated Debentures due June 30, 2032 (the "Debentures"). The proceeds from the issuance of the Debentures were used by the Corporation to fund a portion of the cash consideration payable to the shareholders of Lafayette Bancorporation in connection with the acquisition referenced in Note 3. The Preferred Securities will be recorded as borrowings in the Corporation's consolidated balance sheet.

FORM 10-Q
Item 2. Management's Discussion and Analysis of Financial Condition and Results

## of Operations

## Forward-Looking Statements

The Corporation from time to time includes forward-looking statements in its oral and written communication. The Corporation may include forward-looking statements in filings with the Securities and Exchange Commission, such as this Form 10-Q, in other written materials and in oral statements made by senior management to analysts, investors, representatives of the media and others. The Corporation intends these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the private Securities Litigation Reform Act of 1995, and the Corporation is including this statement for purposes of these safe harbor provisions. Forward-looking statements can often be identified by the use of words like "estimate," "project," "intend," "anticipate," "expect" and similar expressions. These forward-looking statements include:

* statements of the Corporation's goals, intentions and expectations;
* statements regarding the Corporation's business plan and growth strategies;
* statements regarding the asset quality of the Corporation's loan and investment portfolios; and
* estimates of the Corporation's risks and future costs and benefits.

These forward-looking statements are subject to significant risks, assumptions and uncertainties, including, among other things, the following important factors which could affect the actual outcome of future events:

* fluctuations in market rates of interest and loan and deposit pricing, which could negatively affect the Corporation's net interest margin, asset valuations and expense expectations;
* adverse changes in the Indiana economy, which might affect the Corporation's business prospects and could cause credit-related losses and expenses;
* adverse developments in the Corporation's loan and investment portfolios;
* competitive factors in the banking industry, such as the trend towards consolidation in the Corporation's market; and
* changes in the banking legislation or the regulatory requirements of federal and state agencies applicable to bank holding companies and banks like the Corporation's affiliate banks.

Because of these and other uncertainties, the Corporation's actual future results may be materially different from the results indicated by these forwardlooking statements. In addition, the Corporation's past results of operations do not necessarily indicate its future results.

Results of Operations
Net income for the three months ended March 31, 2002, was $\$ 5,479,000$, compared to $\$ 5,106,000$ earned in the same period of 2001. Diluted earnings per share were $\$ .43$ compared to the $\$ .42$ reported for the first quarter 2001.

Cash basis earnings per share were \$.43 down \$.01 from \$.44 in 2001.
Annualized returns on average assets and average shareholder's equity for quarter ended March 31, 2002 were 1.25 percent and 12.14 percent, respectively, compared with 1.28 percent and 13.03 percent for the same period of 2001.

## Capital

The Corporation's capital continues to exceed regulatory minimums and management believes that its capital levels continue to be a distinct advantage in the competitive environment in which the Corporation operates.

The Corporation's Tier I capital to average assets ratio was 8.7 percent at year-end 2001 and 8.6 percent at March 31, 2002. At March 31, 2002, the Corporation had a Tier I risk-based capital ratio of 11.4 percent and total risk-based capital ratio of 12.5 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

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 non-accrual, contractually past due 90 days or more other than non-accruing and restructured loans for the Corporation.


At March 31, 2002, non-performing loans totaled $\$ 14,235,000$, a decrease of \$431,000 from December 31, 2001

At March 31, 2002, impaired loans totaled $\$ 21,477,000$. In addition, an allowance for losses was not deemed necessary for impaired loans totaling $\$ 11,538,000$, but an allowance of $\$ 2,855,000$ was recorded for the remaining balance of impaired loans of $\$ 9,939,000$ and is included in the Corporation's allowance for loan losses. The average balance of impaired loans for the first quarter ended March 31, 2002 was $\$ 21,172,000$.

At December 31, 2001, impaired loans totaled \$21,161,000. In addition, an allowance for losses was not deemed necessary for impaired loans totaling $\$ 10,780,000$, but an allowance of $\$ 3,251,000$ was recorded for the remaining balance of impaired loans of $\$ 10,381,000$ and is included in the Corporation's allowance for loan losses. The average balance of impaired loans for 2001 was \$22,327, 000 .

At March 31, 2002, the allowance for loan losses decreased by $\$ 13,000$, to $\$ 15,128,000$, down slightly from year end 2001. As a percent of loans, the allowance was 1.11 percent, up from 1.07 percent at year end 2001.

FORM 10-Q
The first quarter 2002 provision of $\$ 1,192,000$ was up $\$ 539,000$ from $\$ 653,000$ for the same quarter in 2001. Net charge offs amounted to $\$ 1,205,000$ during the quarter, an increase of $\$ 825,000$ from $\$ 380,000$ for the same quarter in 2001. The increase in net charge offs was primarily due to two commercial loans charged off during the first quarter of 2002, totaling approximately $\$ 700,000$, that had been reserved for and included in the Corporation's allowance for loan losses at December 31, 2001. The increased provision has helped improve the allowance to total loans by 4 basis points over the first quarter of 2001, increasing the total to $1.11 \%$ at March 31, 2002.


## 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 review how changes in interest rates may 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.

Management believes that the Corporation's liquidity and interest sensitivity position at March 31, 2002, remained adequate to meet the Corporation's primary goal of achieving optimum interest margins while avoiding undue interest rate risk.

FORM 10-Q
The Corporation places its greatest credence in net interest income simulation modeling. The GAP/Interest Rate Sensitivity Report is believed by the Corporation's management 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.

Net interest income simulation modeling, or earnings-at-risk, measures the sensitivity of net interest income to various interest rate movements. The Corporation's asset liability process monitors simulated net interest income under three separate interest rate scenarios; base, rising and falling. Estimated net interest income for each scenario is calculated over a 12-month horizon. The immediate and parallel changes to the base case scenario used in the model are presented below. The interest rate scenarios are used for analytical purposes and do not necessarily represent management's view of future market movements. Rather, these are intended to provide a measure of the degree of volatility interest rate movements may introduce into the earnings of the Corporation.

The base scenario is highly dependent on numerous assumptions embedded n the model, including assumptions related to future interest rates. While the base sensitivity analysis incorporates management's best estimate of interest rate and balance sheet dynamics under various market rate movements, the actual behavior and resulting earnings impact will likely differ from that projected. For mortgage-related assets, the base simulation model captures the expected prepayment behavior under changing interest rate environments. Assumptions and methodologies regarding the interest rate or balance behavior of indeterminate maturity products, e.g., savings, money market, NOW and demand deposits reflect management's best estimate of expected future behavior.

The comparative rising and falling scenarios for the period ended March 31, 2003 assume further interest rate changes in addition to the base simulation discussed above. These changes are immediate and parallel changes to the base case senario. In addition, total rate movements (beginning point minus ending point) to each of the various driver rates utilized by management in the base simulation for the period ended March 31, 2003 are as follows:

| Driver Rates | RISING | FALLING |
| :--- | ---: | :--- |
| $============================================================================$ |  |  |
| Prime | 200 Basis Points | $(150)$ Basis Points |
| Federal Funds | 200 | $(100)$ |
| One-Year T-Bill | 200 | $(100)$ |
| Two-Year T-Bill | 200 | $(100)$ |
| Interest Checking | 100 | $(25)$ |
| MMIA Savings | 75 | $(25)$ |
| Money Market Index | 200 | $(100)$ |
| CD's | 170 | $(130)$ |
| FHLB Advances | 200 | $(100)$ |

Results for the base, rising and falling interest rate scenarios are listed below, based upon the Corporation's rate sensitive assets at March 31, 2002. The net interest income shown represents cumulative net interest income over a 12 -month time horizon. Balance sheet assumptions used for the base scenario are the same for the rising and falling simulations.
============================================================================
Net Interest Income (dollars in thousands)
Variance from base
Percent of change from base

The comparative rising and falling scenarios for the year ended December 31, 2002 assume further interest rate changes in addition to the base simulation discussed above. These changes are immediate and parallel changes to the base case senario. In addition, total rate movements (beginning point minus ending point) to each of the various driver rates utilized by management in the base simulation for the year ended December 31, 2002 are as follows:


## Earning Assets

The following table presents the earning asset mix as of March 31, 2002, and December 31, 2001.

Loans grew by over $\$ 4.3$ million from December 31, 2001, to March 31, 2002, while investment securities declined by $\$ 20.1$ million during the same period. Commercial and industrial and other loans increased by more than \$10 million, while individuals' loans for household and personal expenditures declined by nearly $\$ 6$ million.

| EARNING ASSETS <br> (Dollars in Millions) | $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: |
| Federal funds sold and interest-bearing deposits | \$ 25.0 | \$ 38.2 |
| Securities available for sale | 213.2 | 231.7 |
| Securities held to maturity | 7.1 | 8.7 |
| Loans | 1,364.2 | 1,359.9 |
| Federal Reserve and Federal Home Loan Bank stock | 8.4 | 8.4 |
| Total | \$ 1,617.9 | \$ 1,646.9 |

## Deposits and Borrowings

The following table presents the level of deposits and borrowed funds (Federal funds purchased, repurchase agreements, U.S. Treasury demand notes, Federal Home Loan Bank advances and other borrowed funds)at December 31, 2001 and March 31, 2002.

| (Dollars in Millions) | $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2001 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Deposits | \$ | 1,373.7 | \$ | 1,421.3 |
| Securities sold under repurchase agreements |  | 43.1 |  | 45.6 |
| Other short-term borrowings |  | 4.5 |  | 16.8 |
| Federal Home Loan Bank advances |  | 108.9 |  | 103.5 |
| Other borrowed funds |  | 8.5 |  | 8.5 |

The Corporation has continued to leverage its 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.

## 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 ended March 31, 2002 and 2001.

Annualized net interest income (FTE) for the three months ended March
31,2002 increased by $\$ 11,697,000$, or 19.1 percent over the same period in 2001, due to an increase in average earning assets of over $\$ 144$ million. For the same period interest income and interest expense, as a percent of average earning assets, decreased 134 basis points, 163 basis points respectively.

|  | Interest Income (FTE) as a Percent of Average Earning Assets | Interest Expense as a Percent of Average Earning Assets | Net Interest Income (FTE) as a Percent of Average Earning Assets | Average Earning Assets | Annualized <br> Net Interest Income On a <br> Fully Taxable Equivalent Basis |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For the three months Ended March 31, |  |  |  |  |  |
|  |  |  |  |  |  |
| 2002 | 6.89\% | 2.50\% | 4.39\% | \$1,635,783 | \$72,870 |
| 2001 | 8.23\% | 4.13\% | 4.10\% | \$1,491,338 | \$61,173 |

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-interest income 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 first quarter of 2002 exceeded the same quarter in the prior year by $\$ 770,000$, or 17.5 percent.

Three major areas account for most of the increase:

1. Service charges on deposit accounts increased $\$ 191,000$ or 15.1 percent due to increased number of accounts and price adjustments.
2. Net realized gains on sales of available-for-sale securities totaled $\$ 118,000$ in the first quarter of 2002. No sales occurred during the same quarter in the prior year.
3. Gains on sale of mortgage loans included in other income increased by $\$ 107,000$, or 60.1 percent, due to increased mortgage volume. In addition, continued low mortgage loan interest rates caused an increase in refinancing volume during January and February of the current quarter, which facilitated an increase in loan sales activity.

## Other Expenses

Total other expenses represent non-interest operating expenses of the Corporation. First quarter other expense in 2002 exceeded the same quarter of the prior year by $\$ 2,527,000$, or 24.1 percent.

Three major areas account for most of the increase:

1. Salaries and benefit expense grew $\$ 1,409,000$ or 24.0 percent, due to normal salary increases, staff additions and additional salary cost related to the acquisition of Frances Slocum Bank and Trust Company.
2. Data processing fees increased by $\$ 283,000$, or 53.8 percent, primarily due to increases in processing expenses related to greater usage of debit/ATM cards by customers and increases in loans originated and processed during the quarter.
3. Telephone expenses increased by $\$ 322,000$ or $121.5 \%$, primarily due to additional telephone costs related to the acquisition of Frances Slocum Bank and Trust Company and increased service contract charges related to greater usage of telephone lines.

## Income Taxes

Income tax expense, for the three months ended March 31, 2002, increased by $\$ 20,000$ over the same period in 2001 . The effective tax rate was 34.4 and 35.8 percent for the 2002 and 2001 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 of Financial Condition and Results of Operations, under the heading Liquidity, Interest Sensitivity, and Disclosures About Market Risk.

Item 1. Legal Proceedings

None
Item 2. Changes in Securities and Use of Proceeds
a. None
b. None
c. On January 1, 2002, the Corporation issued a total of 103,732 unregistered shares of its common stock pursuant to Agreements of Merger dated December 28, 2001, between the Corporation and DCA and the Corporation and $B$ \& $S$, as previously discussed in Note 3. The Corporation issued the unregistered shares to the sole shareholder of DCA and sole shareholder of B \& S, at a value of $\$ 23.50$ per share, in exchange for all the common stock of both DCA and B \& S. The issuance by the Corporation of its shares of common stock were not registered under the Securities Act of 1933, as amended ("Securities Act"). The shares were issued pursuant to the exemption contemplated in Section $4(2)$ of the Securities Act, for transactions not involving a public offering.
d. None

Item 3. Defaults Upon Senior Securities

None
Item 4. Submission of Matters to a Vote of Security Holders

At the March 18th, 2002, Special Meeting of Shareholders of the Corporation, the following matter was submitted to a vote of the shareholders.

Approval of the Agreement of Reorganization and Merger between the Corporation and Lafayette Bancorporation.


Item 5. Other Information

None
Item 6. Exhibits and Reports on Form 8-K
a. Exhibits

None
b. Reports on Form 8-K

None

## FIRST MERCHANTS CORPORATION

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
> $-----------------------(R e g i s t r a n t)$

Date May 15, 2002
by /s/ Michael L. Cox
Michael L. Cox
President and Chief Executive Officer

Date May 15, 2002

by /s/ Mark K. Hardwick
Mark K. Hardwick
Senior Vice President and
Chief Financial Officer (Principal Financial and Chief Accounting Officer)


[^0]:    See notes to consolidated condensed financial statements.

