## SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549
QUARTERLY RETORT UNDER SECTION 13 or 15 (d) of THE
SECURITIES EXCHANGE ACT OF 1934

For Quarter Ended June 30, 2001 Commission File Number 0-17071
First Merchants Corporation
(Exact name of registrant as specified in its charter)
Indiana $35-1544218$
(State or other jurisdiction of (I.R.S. Employer
incorporation of organization) Identification No.)
200 East Jackson Street - Muncie, IN 47305-2814
(Address of principal executive office) (Zip
code)
$(765) 747-1500$
(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 July 31, there were $12,116,993$ outstanding common shares, without par value, of the registrant.

This report including the cover page contains a total of 20 pages.

## FIRST MERCHANTS CORPORATION



## FIRST MERCHANTS CORPORATION

FORM 10-Q
PART I. FINANCIAL INFORMATION
Item 1. FINANCIAL STATEMENTS CONSOLIDATED CONDENSED BALANCE SHEET
(Dollars in thousands)
(Unaudited)

| (Unated) | June 30, 2001 | $\begin{gathered} \text { December } 31, \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS: |  |  |
| Cash and due from banks. | \$ 62,043 | \$ 52,563 |
| Federal funds sold. | 32,335 | 14,900 |
| Cash and cash equivalents | 94,378 | 67,463 |
| Interest-bearing deposits. | 1,260 | 883 |
| Investment securities available for sale. | 252,952 | 295,730 |
| Investment Securities held to maturity. | 9,045 | 12,233 |
| Mortgage loans held for sale. | 810 |  |
| Loans, net of allowance for loan losses of \$12,505 and \$12,454 | 1,198,530 | 1,163,132 |
| Premises and equipment | 23,062 | 23,868 |
| Federal Reserve and Federal Home Loan Bank Stock. | 7,190 | 7,185 |
| Interest receivable. | 11,737 | 13,135 |
| Core deposit intangibles and goodwill | 20,530 | 21,055 |
| Cash surrender value of life insurance | 6,306 | 6,312 |
| Other assets. | 10,470 | 10,067 |
| Total assets. | \$1,636,270 | \$1,621, 063 |
| LIABILITIES: |  |  |
| Deposits: |  |  |
| Noninterest-bearing. | \$ 161,513 | \$ 157,053 |
| Interest-bearing. | 1,128,450 | 1,131,246 |
| Total deposits. | 1,289,963 | 1,288,299 |
| Borrowings.. | 174,432 | 163,581 |
| Interest payable. | 6,304 | 6,335 |
| Other liabilities. | 6,306 | 6,785 |
| Total liabilities. | 1,477,005 | 1,465,000 |
| STOCKHOLDERS' EQUITY: |  |  |
| Perferred stock, no-par value: <br> Authorized and unissued-500,000 shares. |  |  |
| Common Stock, $\$ .125$ stated value: |  |  |
| Authorized --- 50,000,000 shares.. |  |  |
| Issued and outstanding - 11,437,790 and 11,611,732 shares | 1,430 | 1,451 |
| Additional paid-in capital. | 37,658 | 41,665 |
| Retained earnings.. . | 118,632 | 113,244 |
| Accumulated other comprehensive income (loss). | 1,545 | (297) |
| Total stockholders' equity. | 159,265 | 156,063 |
| Total liabilities and stockholders' equity. | \$1,636, 270 | \$1,621, 063 |

See notes to consolidated condensed financial statements.

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


See notes to consolidated condensed financial statements.

## FIRST MERCHANTS CORPORATION

FORM 10-Q
CONSOLIDATED CONDENSED STATEMENT OF COMPREHENSIVE INCOME (Dollar amounts in thousands) (Unaudited)

|  | Three Months Ended June 30 |  |  |  | Six Months Ended June 30 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2001 |  | 2000 | 2001 |  | 2000 |
| Net Income. | \$ | 5,574 | \$ | 5,003 | \$10,680 | \$ | 9,823 |
| Other comprehensive income(loss), net of tax: |  |  |  |  |  |  |  |
| Unrealized (losses) gains on securities available for sale: |  |  |  |  |  |  |  |
| Unrealized holding (losses) gains arising during the period, net of income tax (expense) benefit of \$(41), \$610, \$(1,228), and \$1,258...... |  | 62 |  | (916) | 1,843 |  | $(1,888)$ |
| Less: Reclassification adjustment for gains (losses) included in net income, net of income tax (expense) benefit of $\$ 5$ and $\$(75) \ldots . .$. |  |  |  | 7 |  |  | (111) |
|  |  | 62 |  | (923) | 1,843 |  | $(1,777)$ |
| Comprehensive income. | \$ | 5,636 | \$ | 4,080 | \$12,523 | \$ | 8,046 |

## FIRST MERCHANTS CORPORATION

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

|  | 2001 | 2000 |
| :---: | :---: | :---: |
| Balances, January 1 | \$ 156,063 | \$ 126,296 |
| Net income | 10,680 | 9,823 |
| Cash dividends | $(5,294)$ | $(4,963)$ |
| Other comprehensive income (loss), net of tax. | 1,843 | $(1,777)$ |
| Issuance of stock related to acquisition. |  | 21,358 |
| Stock issued under dividend reinvestment and stock purchase plan | 373 | 373 |
| Stock options exercised | 92 | 417 |
| Stock Redeemed | $(4,492)$ | $(4,314)$ |
| Balances, June 30 | \$ 159, 265 | \$ 147,213 |

See notes to consolidated condensed financial statements

## FIRST MERCHANTS CORPORATION

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

|  |  | Six Months Ended June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2001 | 2000 |  |
| Cash Flows From Operating Activities: |  |  |  |  |
| Net income. | \$ | 10,680 | \$ | 9,823 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |
| Provision for loan losses.. |  | 1,348 |  | 1,144 |
| Depreciation and amortization. |  | 2,124 |  | 1,526 |
| Securities amortization, net |  | (173) |  | 112 |
| Securities losses, net...... |  |  |  | 186 |
| Gains on sale of premises and equipment |  | (64) |  | (105) |
| Mortgage loans originated for sale... |  | $(6,942)$ |  | 811 |
| Proceeds from sales of mortgage loans. |  | 6,132 |  | (750) |
| Change in interest receivable........ |  | 1,398 |  | (443) |
| Change in interest payable. |  | (31) |  | 532 |
| Other adjustments ....... |  | $(2,206)$ |  | $(2,079)$ |
| Net cash provided by operating activities. | \$ | 12,266 | \$ | 10,747 |
| Cash Flows From Investing Activities: |  |  |  |  |
| Net change in interest-bearing deposits. |  | (377) |  | 488 |
| Purchases of |  |  |  |  |
| Securities available for sale.. Proceeds from maturities of |  | $(10,761)$ |  | $(5,093)$ |
| Securities available for sale. |  | 57,182 |  | 24,384 |
| Securities held to maturity. |  | 2,707 |  | 3,066 |
| Proceeds from sales of |  |  |  |  |
| Securities available for sale. |  |  |  | 10,844 |
| Securities held to maturity. |  |  |  | $(66,905)$ |
| Net change in loans........... |  | $(36,746)$ |  | $(2,766)$ |
| Purchases of premises and equipment. |  | (706) |  | 512 |
| Proceeds from sale of fixed assets. |  | 156 |  | 392 |
| Net cash provided (used) by investing activities. |  | 11,455 |  | $(35,078)$ |

## (continued)

## 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 Note2. 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. Accounting Matters
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 market 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 supercedes Statements No. 80, 105 and 119. Statement No. 107 is amended to include the disclosure provisions about the concentrations of credit risk from Statement No. 105. Several Emerging Issues Task Force consensuses are also changed or nullified by the provisions of Statement No. 133.

Statement No. 133 was originally effective for all fiscal years beginning after June 15, 2000 and is not expected to have a material impact on the operations of the Corporation. The Statement may not be applied retroactively to financial statements of prior periods.

Statement No. 133 was adopted on July 1, 2000 and did not have a material impact on the operations of the Corporation.

# FIRST MERCHANTS CORPORATION 

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

## NOTE 3. Business Combinations

On July 1, 2001, the Corporation completed the acquisition of Francor Financial, Inc., Wabash, Indiana. The acquisition will be accounted for under the purchase method of accounting. Under the terms of the agreement, the Corporation will issue 676,000 shares of its common stock and \$14,949,000 cash in exchange for all of the common stock of Francor Financial, Inc. The Corporation anticipates amortizing core deposit intangibles over ten years. As of December 31, 2000, Francor Financial, Inc., had total assets and shareholders' equity of $\$ 165,009,000$ and $\$ 18,393,000$ respectively.

NOTE 4. Investment Securities

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

Available for sale at June 30, 2001

\$ 99

34,466
75,490
123,623
10, 372
4,983
1,316
Total available for sale .....
250, 349

Held to maturity at June 30, 2001
State and municipal..................

| 8,765 |  | 182 |  | (18) | 8,929 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 280 |  |  |  |  | 280 |
| 9, 045 |  | 182 |  | (18) | 9,209 |
| \$259, 394 | \$ | 3,412 | \$ | (645) | \$262,161 |

## FIRST MERCHANTS CORPORATION

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

|  | Amortized Cost | Gross Unrealized Gains | ```Unrealized Losses``` | Fair Value |
| :---: | :---: | :---: | :---: | :---: |
| Available for sale at December 31, 2000: |  |  |  |  |
| U.S. Treasury | \$ 2,997 |  |  | \$ 2,997 |
| Federal agencies | 55,403 | \$ 268 | \$ 155 | 55,516 |
| State and municipal | 81,370 | 1,045 | 103 | 82,312 |
| Mortgage-backed securities | 127,907 | 139 | 922 | 127,124 |
| Other asset-backed securities | 19,924 | 10 | 148 | 19,786 |
| Corporate obligations | 7,238 | 9 | 395 | 6,852 |
| Marketable equity securities | 1,277 |  | 134 | 1,143 |
| Total available for sale | 296,116 | 1,471 | 1,857 | 295,730 |
| Held to maturity at December 31, 2000: |  |  |  |  |
| U.S. Treasury .... | 250 |  |  | 250 |
| State and municipal | 11,645 | 131 | 36 | 11,740 |
| Mortgage-backed securities | 338 |  |  | 338 |
| Total held to maturity | 12,233 | 131 | 36 | 12,328 |
| Total investment securities | \$308,349 | \$ 1,602 | \$ 1,893 | \$308, 058 |

## FIRST MERCHANTS CORPORATION

## FORM 10-Q

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Table dollar amounts in thousands)
(Unaudited)
NOTE 5. Loans and Allowance

|  |  | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 2000 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans: |  |  |  |  |
| Commercial and industrial loans | \$ | 279,881 | \$ | 258,405 |
| Agricultural production financing and other loans to farmers |  | 27,633 |  | 24,547 |
| Real estate loans: |  |  |  |  |
| Construction |  | 50,629 |  | 45,412 |
| Commercial and farmland |  | 176, 077 |  | 167,317 |
| Residential .... |  | 472,450 |  | 466,660 |
| Individuals' loans for household and other personal expenditures |  | 191, 204 |  | 201, 629 |
| Tax-exempt loans |  | 5,238 |  | 6,093 |
| Other loans ......... |  | 7,925 |  | 5,523 |
| Unearned interest on loans. |  | (2) |  |  |
| Total. |  | 1,211, 035 |  | 175,586 |


|  | Six Months Ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  |
| Allowance for loan losses: |  |  |  |  |
| Balances, January 1 | \$ | 12,454 | \$ | 10,128 |
| Allowance acquired in acquisition |  |  |  | 1,413 |
| Provision for losses |  | 1,348 |  | 1,144 |
| Recoveries on loans |  | 292 |  | 290 |
| Loans charged off |  | $(1,589)$ |  | (804) |
| Balances, June 30. | \$ | 12,505 | \$ | 12,171 |

NOTE 6. Net Income Per Share

|  | 2001 Three Months Ended June 30, 2000 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Income |  | WeightedAverage Shares | Per Share Amount |  | Income |  | WeightedAverage Shares | Per Share Amount |  |
| Basic net income per share: Net income available to common stockholders........ | \$ | 5,574 | 11,452,258 | \$ | . 49 | \$ | 5,003 | 11,091,226 | \$ | . 45 |
| Effect of dilutive stock options. |  |  | 76,478 |  |  |  |  | 67,546 |  |  |
| Diluted net income per share: Net income available to common stockholders |  |  |  |  |  |  |  |  |  |  |
| and assumed conversions.. |  | 5,574 | 11,528,736 | \$ | . 48 | \$ | 5,003 | 11,158,772 | \$ | . 45 |



## FIRST MERCHANTS CORPORATION

## FORM 10-Q

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 June 30, 2001, was $\$ 5,574,000$, compared to $\$ 5,003,000$ earned in the same period of 2000 . Diluted earnings per share were $\$ .48$ and increase of $\$ .03$ over the $\$ .45$ reported for the first quarter 2000.

Net income for the six months ended June 30, 2001, was \$10,680,000, compared to $\$ 9,823,000$ during the same period in 2000. Diluted earnings per share were $\$ .92$, a $3.4 \%$ increase over $\$ .89$ in 2000.

Cash basis earnings per share for the quarter increased 10.1\% to \$.51 up $\$ .05$ from \$.46. Year to date cash basis earnings per share increased $7.8 \%$ to $\$ .97$ from $\$ .90$ in 2000

Annualized returns on average assets and average shareholder's equity for six months ended June 30, 2001 were 1.34 percent and 13.51 percent, respectively, compared with 1.34 percent and 14.80 percent for the same period of 2000.

## 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 ration was 8.7 percent at year-end 2000 and 8.7 percent at June 30,2001 . At June 30, 2001, the Corporation had a Tier I risk-based capital ratio of 11.4 percent, 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." All of the Banks remain "well capitalized" as of June 30, 2001.

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) | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Non-accrual loans | \$2,643 | \$2,370 | \$1,280 |
| Loans contractually past due 90 days Or more other than nonaccruing |  |  |  |
|  | 2,447 | 2,465 | 2,327 |
| Restructured loans | 3,132 | 3,085 | 908 |
| Total | \$8,213 | \$7,920 | \$4,515 |

At December 31, 2000, non-performing loans totaled \$7,920,000. As of December 31, 2000, impaired loans included in the table above totaled
\$1,900, 000
The Corporation adopted Statement of Financial Accounting Standards ("SFAS") No. 114 and No. 118, Accounting by Creditors for Impairment of a Loan and Accounting by Creditors for Impairment of a Loan - Income recognition and Disclosures, on January 1, 1995. At December 31, 2000, impaired loans totaled \$14,839,000. An allowance for losses was not deemed necessary for impaired loans totaling $\$ 6,977,000$, but an allowance of $\$ 2,253,000$ was recorded for the remaining balance of impaired loans of $\$ 7,862,000$. The average balance of impaired loans for 2000 was $\$ 15,053,000$.

At June 30, 2001, the allowance for loan losses increased by $\$ 51,000$, to $\$ 12,505,000$, up slightly from year end 2000. As a percent of loans, the allowance was 1.03 percent, down from 1.07 percent at year end 2000.

The provision totaled $\$ 1,348,000$ as of June 30,2001 . The provision was $\$ 204,000$ more than the $\$ 1,144,000$ provision from 2000. Net charge offs amounted to $\$ 1,297,000$ during same period.

The second quarter 2001 provision of $\$ 695,000$ increased $\$ 30,000$ from $\$ 665,000$ for the same quarter in 2000. Net charge offs amounted to $\$ 380,000$ during the quarter.

(1) First six 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 March 31, 2001, remained adequate to meet the Corporation's primary goal of achieving optimum interest margins while avoiding undue interest rate risk. First Merchants Corporation beleives the March 31, 2001 data, on the following page, materially reflects the Corpoations interest sensitivity position on June 30, 2001.

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 base case (flat rates). Net Interest income is simulated over a 12 -month horizon. By policy, the variance between rising rates and base case nor falling rates and base case can be more than a negative 5\%.

Assumed interest rate changes are simulated to move immediate and parallel the rate movement to noteworthy interest rate indexes appear below:

|  | Rising |  |  | Falling |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Prime | 200 | Basis | Points | (200) | Basis | Points |
| Federal Funds | 200 |  |  | (200) |  |  |
| 90 Day T-Bill | 200 |  |  | (200) |  |  |
| One Year T-Bill | 200 |  |  | (200) |  |  |
| Three Year T-Note | 200 |  |  | (200) |  |  |
| Five Year T-Note | 200 |  |  | (200) |  |  |
| Ten Year T-Note | 200 |  |  | (200) |  |  |
| Interest Checking | 67 |  |  | ( 67) |  |  |
| MMIA Savings | 200 |  |  | (200) |  |  |
| Money Market Index | 200 |  |  | (200) |  |  |
| Regular Savings | 67 |  |  | ( 67) |  |  |

Results for the flat, rising (rate shock), and falling (rate shock) interest scenarios are listed below. The net interest income shown represents cumulative net interest income over a 12 -month time horizon. Balance sheet assumptions are the same under all scenarios:
Base Case
Flat Rates $\quad$ Rising Falling

| Net Interest Income (Dollars in Thousands) | $\$ 61,027$ | $\$ 59,570$ |
| :--- | :---: | :---: |
| Change vs. Base Case | $(1,457)$ | \$60,376 |
| Percent Change | $(2.39) \%$ | $(651)$ |
| Policy Limitation | $(5.00) \%$ | $(1.07) \%$ |

## FIRST MERCHANTS CORPORATION

## FORM 10-Q

## Earning Assets

The following table presents the earning asset mix as of June 30, 2001, and December 31, 2000, and December 31, 1999.

Loans grew by over $\$ 35.4$ million from December 31, 2000 to June 30 2001, while investment securities declined by $\$ 45.9$ million during the same period. Commercial and industrial loans increased by more than $\$ 21.5$ million, while individuals' loans for household and personal expenditures declined by nearly $\$ 10.4$ million.

## EARNING ASSETS

Dollars in
June 30, December 31, December 31,
200120001999


Investment securities available for sale
253.0
295.7
329.7

Investment securities held to maturity .........
9.0
12.2
14.3

Mortgage loans held for sale
$\qquad$

| $1,211.0$ | $1,175.6$ | 998.9 |
| :--- | :--- | :--- |

Federal Reserve and Federal Home Loan Bank stock

## 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 six months ended June 30, 2001 and 2000.

Annualized net interest income (FTE) for the six months ended June 30, 2001 increased by $\$ 5,687,000$, or 10.0 percent over the same period in 2000, due to an increase in average earning assets of over $\$ 102$ million.

## (Dollars in Thousands)

| Interest Income |  | Net Interest Income |  | Annualized |
| :---: | :---: | :---: | :---: | :---: |
| (FTE) as a Percent | Interest Expense | (FTE) as a Percent |  | Net Interest Income |
| of Average | as a Percent | of Average | Average | On a |
| Earning Assets | of Average | Earning Assets | Earning | Fully Taxable |
|  | Earning Assets |  | Assets | Equivalent Basis |

For the three months
Ended June 30,

| 2001 | $8.01 \%$ | $3.75 \%$ | $4.26 \%$ | $\$ 1,492,034$ | $\$ 63,523$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 | $8.15 \%$ | $4.06 \%$ | $4.09 \%$ | $\$ 1,408,371$ |  |

(Dollars in Thousands)

| Interest Income |  | Net Interest Income |  |
| :---: | :---: | :---: | :---: |
| (FTE) as a Percent | Interest Expense | (FTE) as a Percent | Annualized |
| of Average | as a Percent | of Average | Average |
| Earning Assets | of Average | Earning Assets | Earning |

For the six months
Ended June 30,

| 2001 | $8.12 \%$ | $3.94 \%$ | $4.18 \%$ | $\$ 1,491,688$ | $\$ 62,348$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 | $8.05 \%$ | $3.97 \%$ | $4.08 \%$ | $\$ 1,389,941$ |  |

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.

Total Other income in the second quarter of 2001 exceeded the same quarter in the prior year by $\$ 518,000$, or 12.6 percent.

Two major areas account for most of the increase:

Service charges on deposit accounts increased $\$ 197,000$ or 17.1 percent due to increased number of accounts and price adjustments.
2. Revenues from fiduciary activities increased $\$ 112,000$ or 8.4 percent due primarily to increased sales efforts of First Merchants Insurance Services, Inc.

Other income in the first six months of 2001 exceeded the same period in the prior year by $\$ 1,207,000$, or 15.5 percent

Two major areas account for most of the increase:

1. Service charges on deposit accounts increased $\$ 356,000$ or 15.8 percent due to increased number of accounts and price adjustments.
2. Revenues from fiduciary activities increased $\$ 264,000$ or 10.5 percent due primarily to increased sales efforts of First Merchants Insurance Services, Inc.
3. Gains on sale of mortgage loans increased by $\$ 352,000$ due to declining interest rates and increased mortgage volume.

## Other Expense

Total other expenses represent non-interest operating expenses of the Corporation. Other expense during the second quarter of 2001 exceeded the same period of the prior year by $\$ 624,000$, or 6.3 percent.

Two major areas account for most of the increase:

1. Salaries and benefit expense grew $\$ 371,000$ or 6.8 percent, due to normal salary increases and staff additions.
2. Goodwill amortization increased by $\$ 171,000$, due to utilization of the purchase method of accounting for the Corporations June 1, 2000 acquisition of Decatur Bank \& Trust Company.

Other expense during the first six months in 2001 exceeded the same period of the prior year by $\$ 1,691,000$, or 8.8 percent.

Two major areas account for most of the increase:

1. Salaries and benefit expense grew $\$ 1,001,000$ or 9.4 percent, due to normal salary increases and staff additions.
2. Goodwill amortization increased by $\$ 485,000$, due to utilization of the purchase method of accounting for the Corporations June 1, 2000 acquisition of Decatur Bank \& Trust Company.
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Income Taxes

Income tax expense during the second quarter totaled $\$ 3,113,000$, an increase of $\$ 773,000$ over the $\$ 2,340,000$ reported in the same quarter of 2000 .

Income tax expense, for the six months ended June 30, 2001, increased by $\$ 1,352,000$ over the same period in 2000.

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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PART II. OTHER INFORMATION

## Item 4. Submission of Matters to a Vote of Security Holders

At the April 11, 2001 Annual Meeting of Shareholders, the following matters were submitted to a vote of the shareholders.

Election of Directors - The following directors were elected for a term of three years.

Vote Count

|  | For | Against |
| :---: | :---: | :---: |
| Dennis A. Bieberich | 9,693,521.8597 | 9,223.7432 |
| Michael L. Cox | 9,314, 040.8597 | 388,704.7432 |
| George A. Sissel | 9,690,123.3157 | 12,622.2872 |
| Robert M. Smitson | 9,686,819.8597 | 15, 925.7432 |
| Blaine A. Brownell | 9,691,526.5917 | 11, 219.0112 |
| Roger M. Arwood | 9,693,521.8597 | 9,223.7432 |

Item 6. Exhibits and 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 $\quad 8 / 14 / 01$

Date $\quad 8 / 17 / 01$
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

