SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For six months ended June 30, 1996
Commission file number 014492

FARMERS \& MERCHANTS BANCORP, INC
(Exact name of registrant as specified in its charter)
Ohio 34-1469491
(State or other jurisdiction of incorporation or organization)

307-11 North Defiance Street
(Address of principal executive offices)

Registrant's Telephone Number, including area code 419/446-2501

Not applicable
Former name, former address, and former fiscal year, if changed since last year

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 periods 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

Indicate the number of shares of each of the issuers classes of common stock, as of the latest practicable date:

Class
Outstanding as of June 30, 1996
Common Stock, No Par Value

# SECURITIES AND EXCHANGE COMMISSION 

 Washington, D.C. 20549FORM 10-Q
FARMERS \& MERCHANTS BANKCORP, INC.
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FARMERS \& MERCHANTS BANCORP, INC.
ARCHBOLD, OHIO
CONDENSED CONSOLIDATED BALANCE SHEET
(in thousands of dollars)

## ASSETS

Cash and due from banks
Interest bearing deposits in other banks
Federal Funds Sold, \& Securities Purchased
Under Agreement to Resell
Investment Securities
U.S. Treasury
U.S. Government Agencies

State \& Political Subdivisions
All Others
Loans and leases
Bank premises and equipment
Accrued interest and other assets
TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY

## LIABILITIES



ASSETS

Cash and due from banks
Interest bearing deposits in other banks
Federal Funds Sold, \& Securities Purchased
Under Agreement to Resell
Investment Securities
U.S. Treasury
U.S. Government Agencies

State \& Political Subdivisions
All Others
Loans and leases
Bank premises and equipment
Accrued interest and other assets
TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY

## LIABILITIES

Deposits:
Demand \$ 32,673

Time and savings
Federal Funds Purchased \& Securities Sold
Under Agreement to Repurchase
338,220

Other Borrowed Money
Accrued interest and other liabilities
TOTAL LIABILITIES

| Market Value December 31 1995 | $\begin{gathered} \text { Quarter Ended } \\ \text { June } 30 \\ 1995 \end{gathered}$ |
| :---: | :---: |
|  | $\begin{array}{r} \$ 12,757 \\ 145 \end{array}$ |
|  | 4,505 |
| 22,757 | 20,886 |
| 31,237 | 21,184 |
| 19,926 | 17,862 |
| 10,795 | 7,091 |
|  | 328,320 |
|  | 7,294 |
|  | 6,929 |
| \$84,715 | \$426, 973 |

12,677
26,944
39,621
\$464, 090
==ニ====
\$ 37,436
366,554
6,919
9,662
3,898
424,469

| 12,677 |  | 12,677 |
| :---: | :---: | :---: |
| 28,228 |  | 26,944 |
| 40,905 | 0 | 39,621 |
| \$493, 637 | \$0 | \$464, 090 |

## SHAREHOLDERS' EQUITY

Common Stock, no par value - Authorized
300,000 shares; issued 260,000 shares
in 1993 \& 1992 12,677
Undivided profits 24,769
TOTAL SHAREHOLDERS' EQUITY
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY
$0 \quad 37,446$
$\$ 0 \quad \$ 426,973$

See notes to condensed consolidated unaudited financial statements Note: The balance sheet at December 31, 1995 has been derived from the audited financial statements of that date.

FARMERS \& MERCHANTS BANCORP, INC. CONDENSED CONSOLIDATED STATEMENTS OF NET EARNINGS (In thousands of dollars)

|  | Six Months Ended June 30 |  | Three Months Ended June 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1996 | 1995 |
| INTEREST INCOME: |  |  |  |  |
| Loans and leases | \$15,741 | \$14,068 | \$7,770 | \$7,544 |
| Investment Securities |  |  |  |  |
| U.S. Treasury | 676 | 447 | 361 | 229 |
| U.S. Gov't Agencies | 1,032 | 754 | 536 | 325 |
| States \& Political Subdiv. | 584 | 582 | 297 | 298 |
| Other | 307 | 258 | 148 | 122 |
| Federal funds sold | 301 | 126 | 134 | 55 |
| Deposits with other banks | 0 | 0 | 0 | 0 |
| Total Interest Income | 18,641 | 16,235 | 9,246 | 8,573 |
| INTEREST EXPENSE: |  |  |  |  |
| Deposits | 9,829 | 7,442 | 4,941 | 3,982 |
| Short-term borrowings | 170 | 197 | 80 | 81 |
| Other borrowed money | 302 | 332 | 150 | 153 |
| Total Interest Expense | 10,301 | 7,971 | 5,171 | 4,216 |
| NET INTEREST INCOME | 8,340 | 8,264 | 4,075 | 4,357 |
| PROVISION FOR LOAN LOSSES | 413 | 0 | 268 | 0 |
| NET INTEREST INCOME AFTER |  |  |  |  |
| OTHER INCOME: |  |  |  |  |
| Service charges | 533 | 496 | 274 | 268 |
| Other | 768 | 453 | 388 | 215 |
| Securities gains (losses) | 0 | (29) | 0 | (17) |
|  | 1,301 | 920 | 662 | 466 |
| OTHER EXPENSE: |  |  |  |  |
| Salaries | 2,398 | 1,910 | 1,195 | 972 |
| Pension and Employee Benefits | 465 | 405 | 233 | 230 |
| Occupancy | 617 | 559 | 268 | 278 |
| Other operating | 1,853 | 2,172 | 967 | 1,135 |
|  | 5,333 | 5,046 | 2,663 | 2,615 |
| EARNINGS BEFORE INCOME TAX | 3,895 | 4,138 | 1,806 | 2,208 |
| PROVISION FOR FEDERAL |  |  |  |  |
| NET EARNINGS | \$ 2,734 | \$ 2,926 | \$1,251 | \$1,560 |
| Net income per share (Based |  |  |  |  |
| upon the weighted average number of shares outstanding of 1,300, 000 for |  |  |  |  |
| 1996 and 1995) | 2.10 | 2.25 | 0.96 | 1.20 |


| Cash Flows From Operating Activities (In Thousands) | $\begin{gathered} \text { Jun } 30 \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: |
| Net Earnings | 2,734 | 2,926 |
| Adj To Reconcile Net Earnings to Cash |  |  |
| provided by Operating activities |  |  |
| Depreciation and Amortization | 347 | 300 |
| Premium Amortization | 336 | 59 |
| Discount Amortization | (76) | (429) |
| Provision for Loan Losses | 413 | 0 |
| Provision for Deferred Taxes | 229 | 395 |
| (Gain) Loss on Sale of Fixed Assets | 0 | 0 |
| (Gain) Loss on Sale of Securities | 0 | 29 |
| Changes in Assets and Liabilities |  |  |
| Accrued Int Receivable \& Other Assets | (106) | $(1,043)$ |
| Accrued Int Payable \& Other Liabilities | 111 | 258 |
| Net Cash Provided By Operating Act | 3,988 | 2,495 |
| Cash Flows from Investing Activities |  |  |
| Capital Expenditures | (480) | $(1,337)$ |
| Proceeds from Sale of Fixed Assets | 0 | 0 |
| Proceeds from Sale of Securities | 0 | 0 |
| Proceeds from Maturities of Securities | 0 | 10,933 |
| Purchase of Securities | $(18,749)$ | 0 |
| Net (Increase) Decrease in Loans | $(12,749)$ | $(26,721)$ |
| Net (Increase) Decrease in Leases | 10 | 1 |
| Net Cash Used by Investing Activities | $(31,968)$ | $(17,124)$ |
| Cash Flows from Financing Activities |  |  |
| Net Increase (Decrease) in Deposits | 30,674 | 26,498 |
| Net Increase (Decrease) in Short Term |  |  |
| Borrowings | $(1,762)$ | $(8,344)$ |
| Net Increase in Long Term Borrowings | ) | 0 |
| Payments on Long Term Borrowings | (307) | (224) |
| Payments of Dividends | (975) | (780) |
| Unrealized Gains/Losses on Securities | (800) | 434 |
| Net Cash Provided by Financing Act | 26,830 | 17,584 |
| Net Change in Cash \& Cash Equivalents | $(1,150)$ | 2,955 |
| Cash \& Cash Equivalents at Beginning of Year | 24,761 | 14,452 |
| Cash \& Cash Equivalents at end of year | 23,611 | 17,407 |
| Reconcilements of Cash \& Cash Equivalents |  |  |
| Cash and Due from Banks | 12,846 | 12,757 |
| Interest Bearing Deposits | 145 | 145 |
| Federal Funds Sold | 10,620 | 4,505 |
| Total Cash and Cash Equivalents | 23,611 | 17,407 |

## NOTE 1. BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions for Form 10-Q and Rule 10-1 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments, consisting of normal recurring accruals, considered necessary for a fair presentation have been included. Operating results for the six months ended June 30, 1996 are not necessarily indicative of the results that are expected for the year ended December 31, 1996. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 1995.

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

Farmers \& Merchants Bancorp, Inc., was incorporated on February 25, 1985, under the laws of the State of Ohio. Farmers and Merchants Bancorp, Inc., and its subsidiary. The Farmers \& Merchants State Bank are engaged only in commercial banking. The executive offices of Farmers \& Merchants Bancorp, Inc., are located at 307-11 North Defiance Street, Archbold, Ohio 43502.

## LIQUIDITY AND CAPITAL RESOURCES

Liquidity has continued to be enhanced by the generation of cash through operations primarily by reduction in expenses, and the collection of interest income from productive assets.

The rate of increase on Capital Expenditures has slowed with the completion of the renovation of the main office and the implementation of the new proof system. There will be reasonable increase in this area due to the major renovation of one of the branch offices.

The following is a list of 5 capital ratios as they are calculated from the June 30, 1996 financial statements.

| Primary Ratio | $9.30 \%$ |
| :--- | ---: |
| Total Capital Ratio | $11.17 \%$ |
| Risk Based Capital Tier 1 | $8.03 \%$ |
| Risk Based Capital Tier 2 | $10.94 \%$ |
| Stockholders Equity/Total Assets | $8.29 \%$ |

During the first six months of 1996 the bank's loan portfolio has increased $\$ 12,749,000$. This represents a $4 \%$ increase. This was the primary use of cash over the period. An increase of $\$ 30,674,000$ in deposits was noted for the six months ended June 30, 1996. This represents a $8 \%$ increase. This increase was do in part to the fact that the bank offers very competitive rates for its deposit products. In addition a concerted marketing effort has been implemented to attract more "core" deposits to help with the maintaining of an acceptable net interest margin.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(A) The following documents are filed as part of this Report:

## Exhibit

No.

## Description <br> $27 \quad$ Financial Data Schedule

(B) Reports on Form 8-K

No reports on Form 8-K were filed by the Registrant during the quarter ended June 30, 1996.

Pursuant to the requirements of Section 13 or 15 (d) 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.

Farmers \& Merchants Bancorp,

Date: August 1, 1996

Date: August 1, 1996

By: /s/ Joe E. Crossgrove
Joe E. Crossgrove Executive Vice President and Cashier

By: /s/ Randal H. Schroeder
Randal H. Schroeder
Asst. Vice President
and Chief Accounting Officer
EXHIBIT No. DESCRIPTION

