



FARMERS &  
MERCHANTS  
BANCORP, INC.

# 2019 ANNUAL REPORT

---

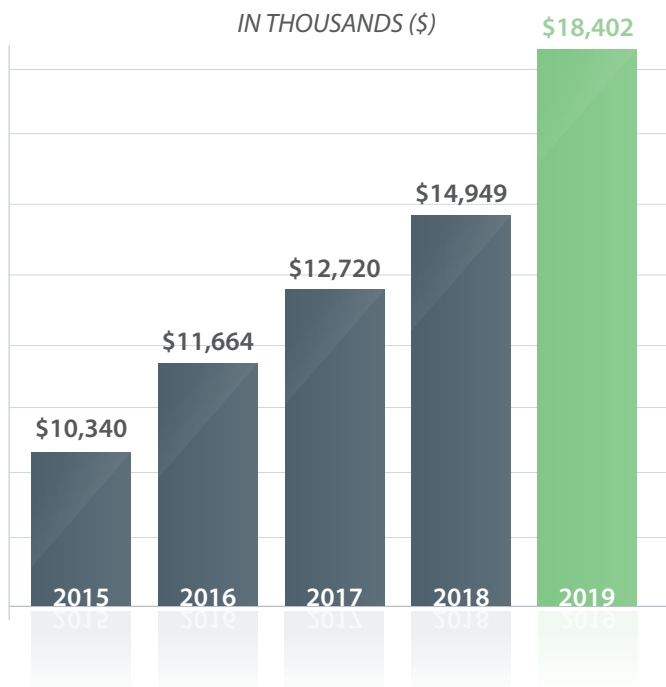
*We Nurture Lasting Relationships*

YOU & US.

# FINANCIAL PERFORMANCE

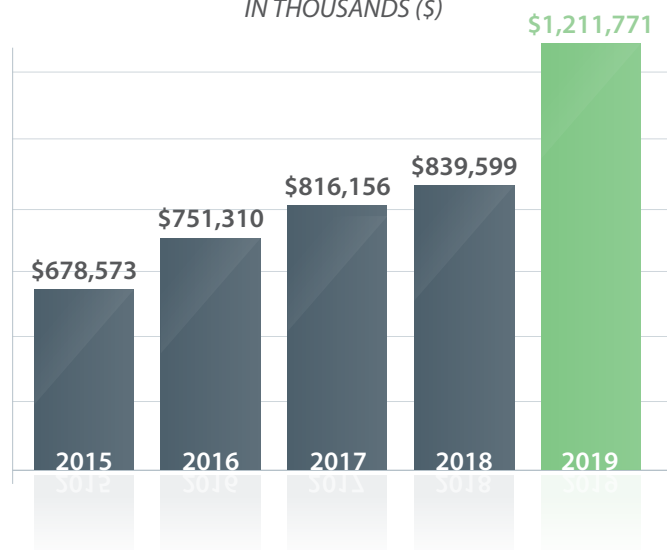
## NET INCOME

IN THOUSANDS (\$)



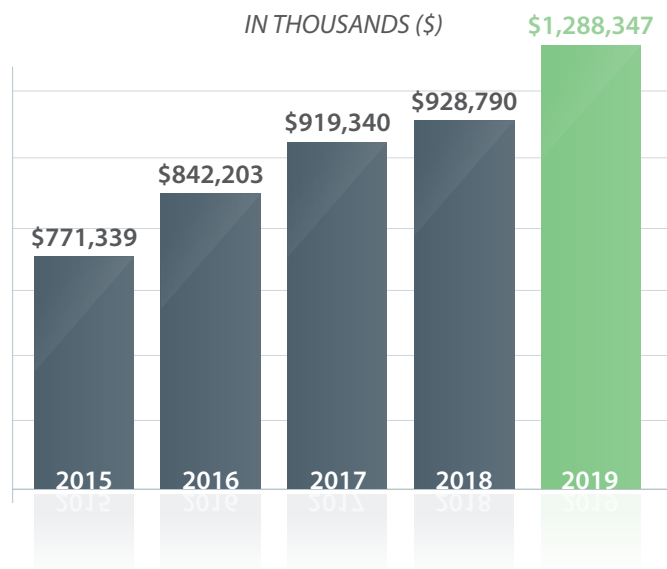
## TOTAL LOANS

IN THOUSANDS (\$)

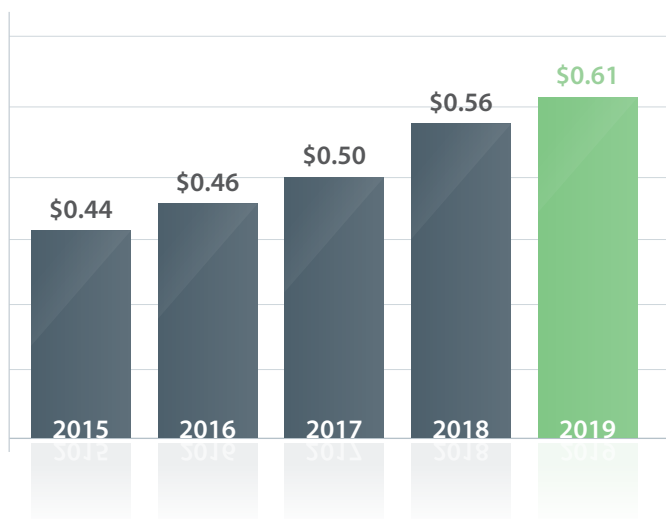


## TOTAL DEPOSITS

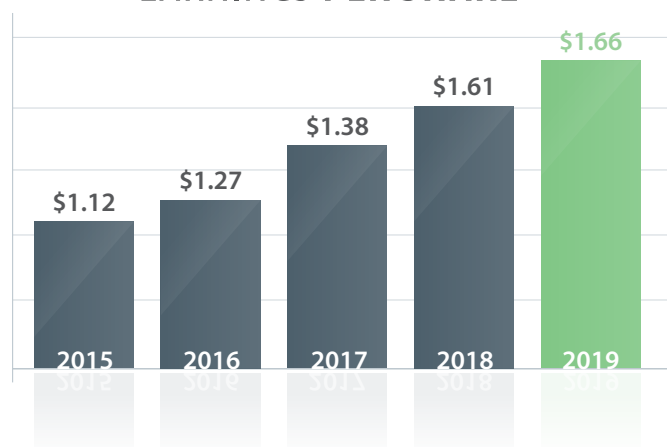
IN THOUSANDS (\$)



## DIVIDENDS DECLARED PER SHARE\*



## EARNINGS PER SHARE\*



\*Share data has been adjusted to reflect a 2-for-one stock split on September 20, 2017

Dear Shareholders,

F&M continues to produce strong financial and operating results. 2019 was the fifth consecutive year of record assets and earnings as F&M benefited from significant organic growth, the contribution of the Bank of Geneva acquisition, and improvements in profitability. We are extremely proud of 2019's accomplishments and we believe F&M is positioned to produce even more growth and higher profitability in the future. Most importantly, 2019 was a year of significant progress and transformation at F&M and I am excited about what the future holds for F&M's communities, customers, employees and shareholders.

For 2019, compared with the prior year, F&M's total assets increased 44.0% to a record \$1.607 billion, and total loans grew 44.3% to a record \$1.212 billion. We ended 2019 with record annual and quarterly net income as F&M's annual net interest income after provision for loan losses increased 32.6%. Throughout the year we worked hard and lowered our operating efficiency ratio to 60.96% at the Bank level, excluding acquisition and captive expenses. Net income was \$18.4 million for 2019, an increase of 23.1% over the prior year.

During the year, we developed a new three-year strategic plan providing a roadmap to become a financial institution with over \$3 billion in assets. The strategic plan is guided by our vision to be vested in our communities and help people realize their best lives. In addition, our success in the future requires investments to develop the necessary resources and support for our growth initiatives. Included in our plan, are the following five strategic objectives:

- Customer acquisition and retention
- Attract, develop, and retain talent
- Actively pursue accretive acquisitions
- Drive financial and operating excellence
- Develop a compelling digital strategy

We are also committed to our operating values that are focused on providing compelling experiences to our customers and employees, supporting our local communities, remaining a financially strong and independent institution, pursuing a prudent approach, and creating value for our shareholders. Providing customers with financial services and products grounded in these community banking principles and values continues to benefit our performance. F&M delivered strong organic loan and deposit growth during 2019 and we increased our market share within Ohio, Indiana and Michigan. During 2019, we also improved our digital banking platform, enhanced our promotional loan programs, updated our Kasasa deposit products, added more Interactive Teller Machines, and pursued additional office remodels. Our approach is resonating with customers in our markets. Our Mission Statement is "We Nurture Lasting Relationships" and is at the heart of everything we do. Later in our annual report, we feature several of our bankers with customers we have built long-time, successful relationships.

I am extremely pleased with the completion and integration of the Bank of Geneva acquisition, which increased our size, geographic footprint, and scale – especially in F&M's Indiana markets. The financial and operating success of the Bank of Geneva acquisition also provides us with the necessary experience to more actively pursue additional accretive acquisition opportunities. There are over 30 compelling financial institutions in a 120 mile radius of Archbold that fit our criteria. Engaging in an active merger and acquisition strategy is an important component of our long-term growth.

We also believe there are many markets where F&M does not currently have a presence that will benefit from our community banking approach. As a result, we plan to open loan production offices in Southern Michigan and Central Indiana in 2020. In addition, we continue to look at locations throughout our Northwest Ohio, Northeast Indiana, and Southern Michigan markets to add to our current base of 30 offices. Over the past five years, we have successfully opened three offices in high growth markets with favorable demographics and we remain committed to our effective de novo growth strategy.

Attracting, developing, and retaining talent is another critical component of our strategic plan. I was appointed CEO in February 2019 and am pleased with the progress we continue to make adding talented, motivated and experienced people to our organization. Barbara Britenriker, our CFO, assumed the Chief Retail Banking Officer position and Katrina DeGroff was promoted to CFO of the Farmers & Merchants State Bank in January 2019. In June 2019, we created the position of a Chief People Officer and Benét Rupp joined the F&M team to lead our talent and development efforts.

We are putting an even greater emphasis on attracting and cultivating talent throughout 2020. In January 2020, Marty Filogamo our Sr. VP/Marketing Manager announced his retirement and Amy Cover has been promoted to take over his responsibilities. Additionally, Todd Graham our Executive VP/Chief Lending Officer also announced his retirement and Rex Rice assumed Todd's responsibilities in January 2020. As part of the shift in our Commercial Team, David Gerken was promoted to Sr. VP/Commercial Banking Manager and we added Brett Baumeister as our Sr. VP/Regional Commercial Banking Manager in Eastern Ohio. Mike Schnitkey was also promoted to Sr. VP/Agriculture Finance Manager, demonstrating the deep pool of talent we have developed.

F&M is committed to returning capital to shareholders and for 25 consecutive years we have increased our annual dividend. For 2019, the company declared cash dividends of \$0.61 per share, an 8.9% increase over \$0.56 per share declared in 2018.

Not only did we increase the return of capital to our shareholders during 2019, but we shared F&M's success with our communities. I am extremely proud to report that F&M contributed over \$200,000 to charities and organizations across our local communities, which is up nearly 50% from the contributions we made last year.

Overall, 2019 was an important year of investment, operational excellence, and business transformation. This is the basis of our future success and I am excited by the opportunities we have to create value for shareholders. Momentum in our business remains positive and we are eager to communicate our progress as we work on achieving our goals.

Sincerely,



Lars Eller  
President and CEO

# BOARD OF DIRECTORS



Front row, from left: Paul Siebenmorgen, Jack Johnson, and Lars Eller.

Back row, from left: Kevin Sauder, Jo Ellen Hornish, Andrew Briggs, Steven Everhart, Brad Stamm, Eugene Burkholder, Steven Planson, Marcia Latta, and Anthony Rupp.

**Andrew J. Briggs**

**1st Senior Vice President**  
Business Development/Indiana  
Farmers & Merchants State Bank

**Anthony J. Rupp**

**Retired, Past President**  
Rupp Furniture Co.

**Eugene N. Burkholder**

**President**  
Falor Farm Center

**Jack C. Johnson**

**Chairman of the Board**  
Farmers & Merchants Bancorp, Inc.  
**President**  
Hawks Clothing, Inc.

**Jo Ellen Hornish**

**CEO**  
Hornish Bros, Inc.  
Fountain City Leasing, Inc.  
Powder Coating, Inc.

**K. Brad Stamm**

**President and  
Educational Consultant**  
Stamm Management Group

**Kevin J. Sauder**

**President/CEO**  
Sauder Woodworking Co.

**Lars B. Eller**

**President/CEO**  
Farmers & Merchants Bancorp, Inc.  
**President/CEO**  
Farmers & Merchants State Bank

**Marcia S. Latta**

**Vice President**  
University of Findlay  
Division of University Advancement

**Paul S. Siebenmorgen**

**Retired Past President/CEO**  
Farmers & Merchants Bancorp, Inc.  
**Retired Past President/CEO**  
Farmers & Merchants State Bank

**Steven J. Planson**

**President/CEO**  
Planson Farms, Inc.

**Steven A. Everhart**

**Retired, Owner**  
Everhart Consulting

# SENIOR MANAGEMENT



Front row, from left: Phillip Lucas, Lars Eller, David Gerken, and James Burkhart  
Back row, from left: Katrina DeGroff, Amy Cover, Edward Leininger, Benét Rupp, Rex Rice, and Barbara Britenriker.

## **Lars B. Eller**

President  
Chief Executive Officer

## **Barbara J. Britenriker**

Executive Vice President  
Chief Retail Banking Officer/  
Chief Financial Officer  
(Bancorp)

## **Edward A. Leininger**

Executive Vice President  
Chief Operating Officer

## **Rex D. Rice**

Executive Vice President  
Chief Lending Officer

## **Benét S. Rupp**

Senior Vice President  
Chief People Officer

## **David R. Gerken**

Senior Vice President  
Commercial Loan Manager

## **James C. Burkhart**

Senior Vice President  
Operations/Information  
Technology

## **Katrina L. DeGroff**

Senior Vice President  
Chief Financial Officer (Bank)

## **Phillip P. Lucas**

Senior Vice President  
Regional President

## **Amy L. Cover**

Vice President  
Marketing Manager



“

*“Being a family run business, we understand that time is valuable. F&M and its Treasury Management team were able to assist in making it easy to run the day-to-day operations of the business by making banking more convenient with remote deposit capture, which limits time on the road to make deposits. Since its inception, Credo Health has created numerous jobs for our area and these success stories are what makes F&M proud to be a community partner.”*

**Dr. Andrew Mullally & Curtis Metz (F&M Banker)**  
*Credo Health Group*

YOU & US.

## MCDONALD'S RESTAURANTS

*Allan Kinsman (F&M Banker) & Jim Rivello*

"I have been with Farmers and Merchants State Bank for 27 years now. I have worked with Allan on numerous funding projects. I have not met a better man when it comes to what is best for me and my business as well as the bank in general. Allan has constantly followed up with us on how the bank is doing for us, and if there is anything that they can be doing better. Allan goes above and beyond, what I feel is his call of duty and I'm happy to call him my friend."

**- Jim Rivello**  
(Owner - McDonald's Restaurants)



## PAHL READY MIX CONCRETE

*Doug Shaw (F&M Banker) & Brock Mealer*

"Our family business has experienced amazing growth and success over the last few years, and that would not have been possible without our relationship with Doug Shaw at F&M Bank. Doug has given us many options to enhance how we operate, allowing us to navigate the economic environment. F&M has allowed our business the opportunity to have an even bigger positive impact on our customers, employees, and the community. We are very grateful to have a local bank that shares the same values that we do, and look forward to a bright future!"

**- Brock Mealer**  
(Pahl Ready Mix Concrete)



## SCHRAMM'S FLORIST

*Amy Wildman & Crystal Jordan (F&M Banker)*

"Without the support and expertise of Crystal and everyone at Farmers & Merchants State Bank, I wouldn't have been able to purchase my business. They took the time to walk me through the loan process, answered my questions and most importantly treated me with respect. With their advice and guidance my business will continue to thrive and grow."

**- Amy Wildman**  
(Schramm's Florist)



## ELGIN SERVICE CENTER-PIONEER

*Randy Cochran & Dan Clark (F&M Banker)*

"F&M has been our bank of choice for personal finances since 1998. In April 2017, we moved all of our business banking to F&M. We have been extremely satisfied ever since. Dan has given us the personal service rarely given in today's banking environment. He truly takes an interest in our business and even in our family as well. We feel with F&M, we get trustworthy service and a staff that strives to meet our financial goals."

**- Randy Cochran**  
(Elgin Service Center-Pioneer)



## MILLER FAMILY FARMS

*Tom Miller & Micah Hefty (F&M Banker)*

"Ag banking is kitchen table banking. Sitting with the family while drinking a cup of coffee, the discussion leads to personal goals, markets, weather, and family activities. I have known Tom since he started his business and have been able to be a financial advisor throughout his career. Tom and Kate are sharp business managers that continue to grow and diversify their business through innovative techniques. It has been a pleasure over the years working with Tom and seeing his family and business grow."

**- Micah Hefty**  
(Commercial/Ag Banker)



## FEAR POWERSPORTS

*Artie Short (F&M Banker), Shawn Fear & Tim Dubach (F&M Banker)*

"F&M has been a great bank to work with. I like the fact that their decisions are made locally. They have always given me great rates and their bankers are friendly and professional. I look forward to working with F&M on future needs for my business!"

**- Shawn Fear**  
(Fear Powersports)



## DEER HAVEN FARMS, LLC

*Bob Rhoades (F&M Banker) & Rich Rhoades*

"What started in the late 1970s with a couple hundred acres has grown to over 2500 acres of grain farming. We also have a high raise chicken layer barn. I'm proud of the growth our operation has seen and that I'm able to work with my wife, two sons and multiple other family members. F&M has been a huge part of our steady growth and success. We look forward to being a continued partner with them for years to come."

- Rich Rhoades  
(Deer Haven Farms, LLC)



## FIRST-TIME HOMEOWNERS

*The Gillmore's & Amy Brentlinger (F&M Banker)*

"We decided to go with the Farmers & Merchants State Bank because their customer service came highly recommended by our friends. Amy Brentlinger dealt with coordinating the entire process from our loan application to our closing. The process was seamless and easy and Amy kept us informed every step of the way. Lindy and I would highly recommend Amy at F&M to help with your mortgage needs. She went above and beyond for us and was fantastic to work with."

- Andrew & Lindy Gillmore  
(First-Time Homeowners)



## ARCHBOLD FURNITURE

*Dave Gerken (F&M Banker), Pat McNamara, Tom Rupp & Mike Lenkay*

"I've worked with Pat and his team at Archbold Furniture Company for 20 years. They are extremely valued F&M clients that utilize products and services that help them operate an efficient business. It has been my pleasure to be their banker and I look forward to more projects together in the future."

- Dave Gerken  
(Commercial Banking Manager)



## HOME LOANS FROM F&M

*Deb Irwin & Christopher Coy (F&M Banker)*

"Being able to help and share the joy of home ownership is what makes this job so rewarding. Working with great customers like Deb makes this job easy. Mortgages are fun, but building these types of relationships are what life is all about."

- Christopher Coy  
(Home Loan Originator)



## LORENZEN REALTY

*Justin Lorenzen & Rob Graham (F&M Banker)*

"Using Farmers & Merchants State Bank for our commercial loans has been instrumental in our success. You do not get this level of transparency, trust, and personal relationships with national banks. Since our first loan together over 10 years ago, I have ran countless development projects & scenarios by Rob Graham at all hours of the day and I have always appreciated his time and effort in vetting my projects alongside me to assure they are a success."

- Justin Lorenzen  
(Lorenzen Realty)



## APPRAISAL RESEARCH

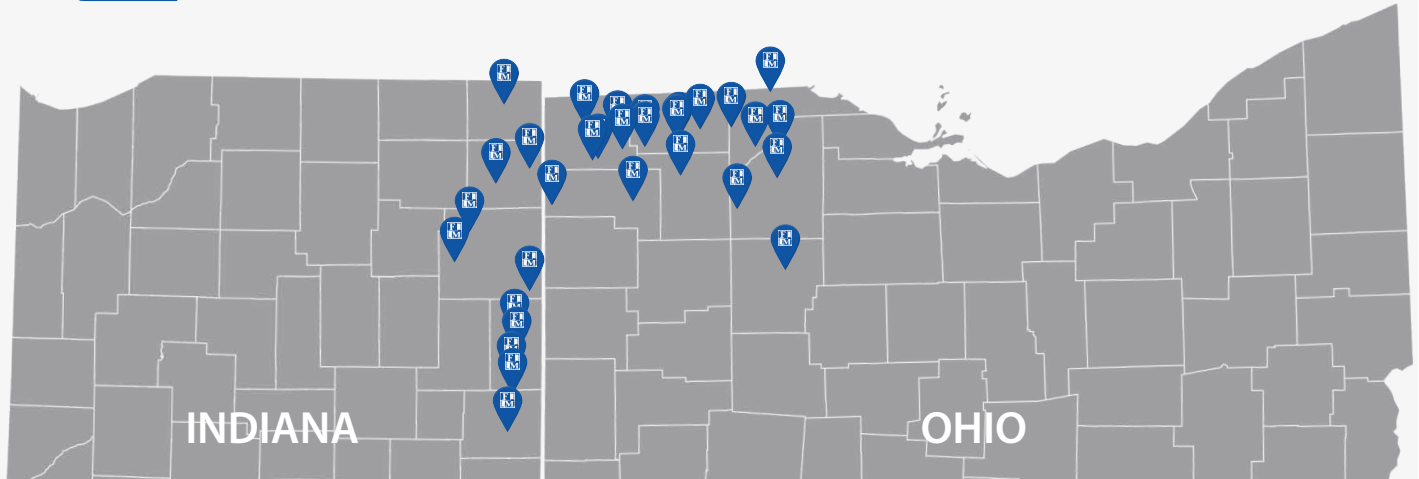
*Jeff Shrader (F&M Banker) & Richard Hoffman*

"A good banker needs to know you and he needs to take the time to know a lot about your business in order to help you effectively. Jeff has always gone that extra mile to help us effectively utilize our bank. He has always taken the time to listen and to learn about us and our business and always has good suggestions about how we can effectively use our banking relationship. He's a key part of our business growth"

- Richard Hoffman  
(Appraisal Research)



# MARKET AREA



## INDIANA

Community	County
Angola	Steuben
Auburn	DeKalb
Berne	Adams
Butler	DeKalb
Decatur	Adams
Fort Wayne <i>(coming 2020)</i>	Allen
Geneva	Adams
Huntertown	Allen
Monroe	Adams
Monroeville	Allen
Portland	Jay

## OHIO

Community	County
Archbold	Fulton
Bowling Green	Wood
Bryan	Williams
Custar	Wood
Defiance	Defiance
Delta	Fulton
Findlay	Hancock
Hicksville	Defiance
Montpelier	Williams
Napoleon	Henry
Perrysburg	Wood
Stryker	Williams
Swanton	Lucas
Sylvania	Lucas
Waterville	Lucas
Wauseon	Fulton
West Unity	Williams

# OUR OFFICERS

---

## SENIOR MANAGEMENT

**Lars B. Eller**

President  
Chief Executive Officer

**Edward A. Leininger**

Executive Vice President  
Chief Operating Officer

**David R. Gerken**

Senior Vice President  
Commercial Loan Manager

**Katrina L. DeGroff**

Senior Vice President  
Chief Financial Officer (Bank)

**Barbara J. Britenriker**

Executive Vice President  
Chief Retail Banking Officer  
Chief Financial Officer (Bancorp)

**Rex D. Rice**

Executive Vice President  
Chief Lending Officer

**James C. Burkhardt**

Senior Vice President  
Operations/Information  
Technology

**Phillip P. Lucas**

Senior Vice President  
Regional President

**Benét S. Rupp**

Senior Vice President  
Chief People Officer

**Amy L. Cover**

Vice President  
Marketing Manager

## AGRICULTURE & COMMERCIAL BANKING

**Andrew J. Briggs**

1st Senior Vice President  
Business Development/Indiana

**J. Scott Miller**

Vice President  
Agri Finance Banker

**Micah W. Hefty**

Vice President  
Commercial/Agri Finance Banker

**Blake H. Fox**

Assistant Vice President  
Commercial/Agri Finance Banker

**Brett Baumeister**

Senior Vice President  
Regional Commercial  
Banking Manager

**Jeffery C. Shrader**

Vice President  
Commercial Banker

**Michael J. Rywalski**

Vice President  
Commercial Banker

**Chad M. Harris**

Assistant Vice President  
Commercial/Agri Finance Banker

**Michael F. Schnitkey**

Senior Vice President  
Agri Finance Manager

**John D. Kantner**

Vice President  
Commercial Banker

**Randall L. Rice**

Vice President  
Agri Finance Banker

**James E. Collins**

Assistant Vice President  
Commercial/Agri Finance Banker

**Robert D. Graham**

Senior Vice President  
Commercial Banker

**Joshua M. Fern**

Vice President  
Commercial Banker

**Ronald E. Spangler**

Vice President  
Credit Analysis Manager

**Kenneth J. Schoen**

Assistant Vice President  
Commercial/Agri Finance Banker

**Bradford G. Stanfield**

Vice President  
Commercial Banker

**Kelby J. Schmucker**

Vice President  
Credit Decisioning Manager

**Ruth A. Kauffman**

Vice President  
Agri Finance Credit Specialist

**Rick A. Doyle**

Assistant Vice President  
Commercial/Agri Finance Banker

**Curtis M. Metz**

Vice President  
Commercial Banker

**Kevin J. Becker**

Vice President  
Commercial Credit Specialist

**Steven R. Habig**

Vice President  
Commercial Banker

**Robert E. Rhoades**

Assistant Vice President  
Commercial/Agri Finance Banker

**Dan R. Clark**

Vice President  
Commercial Banker

**Lisa M. Swogger**

Vice President  
Commercial Banker

**Thomas W. Lueck**

Vice President  
Commercial Banker

**Shaun N. Mack**

Assistant Vice President  
Commercial Banker

**Douglas W. Shaw, Jr.**

Vice President  
Commercial Banker

**Logan A. Frey**

Vice President  
Commercial Banker

**Allan J. Kinsman**

Assistant Vice President  
Commercial Banker

**Julie B. Steiner**

Assistant Cashier  
Credit Analyst

**Michael S. Warstler**

Agri Finance Banker

## RETAIL BANKING

**Taryn L. Schmitz**

Senior Vice President  
Retail Banking Manager

**Curtis H. Rash**

Vice President  
Regional Community  
Relationship Banker

**Jennifer A. Knapp**

Vice President  
Regional Community  
Relationship Banker

**Lesley R. Shirkey**

Vice President  
Asset Recovery Manager

**Arthur J. Short**

Vice President  
Consumer Lending Manager

**Debra J. Kauffman**

Vice President  
Community Relationship Banker

**Jonathan S. Kundo**

Vice President  
Regional Community  
Relationship Banker

**Mary E. Steffen**

Vice President  
Home Loan Manager

## RETAIL BANKING

### Michael T. Smith

Vice President  
Regional Community  
Relationship Banker

### Norma J. Kauffman

Vice President  
Deposit Administrator  
Cash Management Manager

### Timothy W. Dubach

Vice President  
Regional Community  
Relationship Banker

### Amber D. Gillengerten

Assistant Vice President  
Retail Administrator

### Amy M. Brentlinger

Assistant Vice President  
Home Loan Originator

### April M. Witte

Assistant Vice President  
Assistant Deposit Administrator

### Barbara Mornout

Assistant Vice President  
Community Relationship Banker

### Brenda L. Mossing

Assistant Vice President  
Community Relationship Banker

### Brent A. Gibson

Assistant Vice President  
Community Relationship Banker

### Cheryl J. Schuette

Assistant Vice President  
Home Loan Originator

### Christopher Coy

Assistant Vice President  
Home Loan Originator

### Crystal M. Jordan

Assistant Vice President  
Community Relationship Banker

### Diana J. Dennie

Assistant Vice President  
Home Loan Originator

### Jacob T. Willey

Assistant Vice President  
Community Relationship Banker

### Jeremy W. Davis

Assistant Vice President  
Home Loan Processing Manager

### Judy L. Heflin

Assistant Vice President  
Home Loan Originator

### Katherine S. Thorpe

Assistant Vice President  
Home Loan Originator

### Kelly J. Martin

Assistant Vice President  
Home Loan Originator

### Kevin E. Rice

Assistant Vice President  
Community Relationship Banker

### Leigh M. Boothman

Assistant Vice President  
Home Loan Originator

### Linda C. Bechstein

Assistant Vice President  
Personal Relationship  
Banking Supervisor

### Michael J. Leitner

Assistant Vice President  
Home Loan Underwriter

### Patricia R. Burkholder

Assistant Vice President  
Home Loan Originator

### Philip A. Constien

Assistant Vice President  
Community Relationship Banker

### Shauna L. Cotter

Assistant Vice President  
Community Relationship Banker

### Susan K. Dieringer

Assistant Vice President  
Home Loan Originator

### Timothy A. DeCant

Assistant Vice President  
Community Relationship Banker

### Travis G. Hunt

Assistant Vice President  
Home Loan Originator

### L. Christine Mosier

Assistant Cashier  
Credit Card Department Supervisor

### Sharon D. Blair

Assistant Cashier  
Asset Recovery

### Toni R. Waldfogel

Assistant Cashier  
IRA/HSA Administrator

## AUDIT, COMPLIANCE & LOAN REVIEW

### Marilyn K. Johnson

Vice President  
Compliance & CRA Officer

### R. Jeffrey Justus

Assistant Vice President  
Senior Auditor

### Daniel T. Kiscoe

Assistant Cashier  
Assistant Compliance & CRA  
Manager

### Patricia J. Kutzli

Assistant Cashier  
Internal Audit Supervisor

### Jacqueline K. Wells

Assistant Vice President  
Bank Secrecy Officer

## OPERATIONS

### Douglas S. Berry

Vice President  
Information Technology Manager

### Molly A. Miller

Vice President  
E-Commerce Manager

### Benjamin T. Curry

Assistant Vice President  
Network Administrator

### Michael Hess

Assistant Vice President  
Systems Administrator

### Jane C. Bruner

Vice President  
Operations Services Manager

### Randal H. Schroeder

Vice President  
Senior Operations Manager

### Diane J. Swisher

Assistant Vice President  
Commercial/Ag Processing  
Manager

### Kimberly A. Graber

Assistant Cashier  
Operations

## SUPPORT

### Deborah L. Shinabery

Vice President  
Sales & Retail Skills  
Development Manager

### Diann K Meyer-Grieser

Vice President  
Human Resource Manager

### Kent E. Roth

Vice President  
Risk Manager/Security Officer

### Lisa M. Beverly

Comptroller

### Lydia A. Huber

Corporate Secretary

## INVESTMENT SERVICES

### Beth A. Lienau

Assistant Vice President  
Senior Investment Executive

### Jason P. Maassel

Assistant Vice President  
Financial Advisor

# FINANCIAL DATA

## Summary of Consolidated Statement of Income - UNAUDITED

	(In Thousands, except share data)				
	2019	2018	2017	2016	2015
Summary of Income:					
Interest income	\$ 68,306	\$ 46,429	\$ 41,248	\$ 37,727	\$ 33,650
Interest expense	14,759	6,572	5,127	4,223	3,587
Net Interest Income	53,547	39,857	36,121	33,504	30,063
Provision for loan losses	1,138	324	222	1,121	625
Net interest income after provision for loan losses	52,409	39,533	35,899	32,383	29,438
Other income (expense), net	(29,775)	(21,357)	(17,996)	(16,063)	(15,279)
Net income before income taxes	22,634	18,176	17,903	16,320	14,159
Income taxes	4,232	3,227	5,183	4,656	3,819
Net income	<u>\$ 18,402</u>	<u>\$ 14,949</u>	<u>\$ 12,720</u>	<u>\$ 11,664</u>	<u>\$ 10,340</u>
Per Share of Common Stock:					
Earnings per common share outstanding *					
Net income <sup>(1)</sup>	\$ 1.66	\$ 1.61	\$ 1.38	\$ 1.27	\$ 1.12
Dividends <sup>(1)</sup>	\$ 0.61	\$ 0.56	\$ 0.50	\$ 0.46	\$ 0.44
Weighted average number of shares outstanding, including participating securities <sup>(1)</sup>	<u>11,113,810</u>	<u>9,272,964</u>	<u>9,250,825</u>	<u>9,224,230</u>	<u>9,234,116</u>

\*Based on weighted average number of shares outstanding

<sup>(1)</sup> Share data has been adjusted to reflect a 2-for-1 stock split on September 20, 2017

## Summary of Consolidated Balance Sheet - UNAUDITED

	(In Thousands)				
	2019	2018	2017	2016	2015
Total assets	\$ 1,607,330	\$ 1,116,163	\$ 1,107,009	\$ 1,055,895	\$ 989,068
Loans, net	1,211,771	839,599	816,156	751,310	678,573
Total deposits	1,288,347	928,790	919,340	842,203	771,339
Stockholders' equity	230,258	143,287	134,137	125,577	120,097
Key Ratios					
Return on average equity	8.26%	10.86%	9.75%	9.38%	8.80%
Return on average assets	1.23%	1.34%	1.18%	1.14%	1.08%
Loans to deposits	94.06%	90.40%	88.78%	89.45%	88.14%
Capital to assets	14.33%	12.84%	12.12%	11.89%	12.14%
Dividend payout	36.59%	34.40%	36.02%	35.67%	38.54%



# CORPORATE INFORMATION



## NATURE OF BUSINESS

Farmers & Merchants Bancorp, Inc. is a \$1.6 billion bank holding company headquartered in Archbold, Ohio. Farmers & Merchants State Bank services 30 offices located in Defiance, Fulton, Hancock, Henry, Lucas, Williams and Wood counties in Ohio and Adams, Allen, DeKalb, Jay, and Steuben Counties in Indiana.

## HEADQUARTERS

**Farmers & Merchants Bancorp, Inc.**  
307 North Defiance Street  
Archbold, Ohio 43502  
Ph: 419.446.2501  
Toll-free: 800.451.7843  
[www.fm.bank](http://www.fm.bank)  
Lydia Huber, Corporate Secretary

## ANNUAL MEETING

April 16, 2020  
7:00 p.m.  
**Founder's Hall at Sauder Village**  
22611 State Route 2  
Archbold, Ohio 43502

## COMMON STOCK LISTING

Farmers & Merchants Bancorp, Inc. common stock is traded on the Nasdaq stock market under the symbol "FMAO."

## STOCK TRANSFER AGENT

Computershare  
150 Royall Street  
Canton, MA 02021

## INDEPENDENT ACCOUNTANTS

**BKD, LLP**  
200 E. Main Street, Suite 700  
Fort Wayne, IN 46802-1900

## DIVIDENDS

Common stock dividends are payable quarterly upon authorization of the Board of Directors.

## DIVIDEND REINVESTMENT

Farmers & Merchants Bancorp, Inc. has a Dividend Reinvestment Plan administered by Computershare. Shareholders of record have cash payments applied toward the purchase of additional shares at no additional cost. Shareholders desiring information about this plan may contact Lydia Huber, Corporate Secretary at 419.446.2501 or toll-free 800.451.7843.

## DIRECT DEPOSIT OF DIVIDENDS

Automatic direct deposit of quarterly dividends into a deposit account is offered to our shareholders and provides secure and timely access to their funds. For further information, please contact Lydia Huber, Corporate Secretary at 419.446.2501 or toll-free 800.451.7843.

## CORPORATE COUNSEL

Mr. Mark D. Hagans  
Mr. Robert W. Bohmer  
*Rupp, Wesche, Hagans, Bohmer, Newton & Harmon, LLP*  
302 North Defiance St.  
Archbold, OH 43502

Mr. Thomas Blank  
Mr. David J. Mack  
Mr. Martin Werner  
*Shumaker, Loop & Kendrick, LLP*  
1000 Jackson St.  
Toledo, OH 43624

## MARKET MAKERS

**Boenning & Scattergood**  
400 Lydia Street, Suite 100  
Carnegie, PA 15106  
Ph: 800.889.6440

**D. A. Davidson**  
3773 Attucks Drive  
Powell, OH 43065  
Ph: 800.394.9230

**Keefe, Bruyette & Woods (KBW)**  
787 7th Avenue, 4th Floor  
New York, NY 10019  
Ph: 212.887.8901

**Raymond James Financial, Inc.**  
222 S. Riverside Plaza, 7th Floor  
Chicago, IL 60606  
Ph: 800.800.4693



**FARMERS &  
MERCHANTS**  
BANCORP, INC.

*We Nurture Lasting Relationships*

[www.fm.bank](http://www.fm.bank)