[x] Quarterly Report Pursuant to Section 13 or 15(d) of the Securities
Exchange Act of 1934
For the quarterly period ended September 30, 1997
or
[ ] Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from to

## 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)
(I.R.S. Employer Identification No.)

307-11 North Defiance Street, Archbold, Ohio
43502 (Address of principal executive offices)
(419) 446-2501

Registrant's Telephone Number, including area code

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

Common Stock, No Par Value Class

1,300, 000
Outstanding as of November 1, 1997

# SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> FORM 10-Q <br> FARMERS \& MERCHANTS BANCORP, INC. <br> INDEX 

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FARMERS \& MERCHANTS BANCORP, INC. CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)
(in thousands of dollars)

ASSETS:
Cash and due from banks
Interest bearing deposits in other banks
Investment Securities:
U.S. Treasury
U.S. Government Agencies

State \& political obligations
All others
Loans and leases
Bank premises and equipment
Accrued interest and other assets TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY:
LIABILITIES:
Deposits:
Demand
Time and savings
Federal funds purchased and securities
sold under agreement to repurchase
Other borrowed money
Accrued interest and other liabilities TOTAL LIABILITIES

SHAREHOLDERS' EQUITY:
Common stock, no par value - authorized
$1,500,000$ shares, issued $1,300,000$ shares in
1997 and 1996
Undivided profits
TOTAL SHAREHOLDERS' EQUITY
12,677
35, 185
47, 862
TOTAL LIABILITIES AND
SHAREHOLDERS' EQUITY
\$505, 297
\$501, 449
\$498, 888

See Notes to Condensed Consolidated Unaudited Financial Statements.
Note: The December 31, 1996 Balance Sheet has been derived from the audited financial statements of that date.

FARMERS \& MERCHANTS BANCORP, INC
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(Unaudited)
(in thousands of dollars)

| INTEREST INCOME: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and leases | \$ | 8,860 | \$ | 8,144 | \$ | 25,717 | \$ | 23,885 |
| Investment Securities: |  |  |  |  |  |  |  |  |
| U.S. Treasury |  | 373 |  | 418 |  | 1,146 |  | 1,094 |
| U.S. Government Agencies |  | 486 |  | 537 |  | 1,548 |  | 1,569 |
| States \& Political Subdivisions |  | 304 |  | 331 |  | 913 |  | 915 |
| Other |  | 255 |  | 272 |  | 959 |  | 579 |
| Federal funds sold |  | 8 |  | 2 |  | 112 |  | 303 |
| TOTAL INTEREST INCOME |  | 10,286 |  | 9,704 |  | 30,395 |  | 28,345 |
| INTEREST EXPENSE: |  |  |  |  |  |  |  |  |
| Deposits |  | 5,034 |  | 5,058 |  | 15,139 |  | 14,887 |
| Short-term borrowings |  | 74 |  | 362 |  | 209 |  | 284 |
| Other borrowed money |  | 286 |  | 147 |  | 867 |  | 449 |
| TOTAL INTEREST EXPENSE |  | 5,394 |  | 5,567 |  | 16,215 |  | 15,620 |
| NET INTEREST INCOME BEFORE |  |  |  |  |  |  |  |  |
| PROVISION FOR LOAN LOSSES |  | 4,892 |  | 4,137 |  | 14,180 |  | 12,725 |
| PROVISION FOR LOAN LOSSES |  | 374 |  | 377 |  | 836 |  | 790 |
| NET INTEREST INCOME AFTER |  |  |  |  |  |  |  |  |
| PROVISION FOR LOAN LOSSES |  | 4,518 |  | 3,760 |  | 13,344 |  | 11,935 |
| OTHER INCOME: |  |  |  |  |  |  |  |  |
| Service charges |  | 294 |  | 285 |  | 863 |  | 818 |
| Other |  | 469 |  | 424 |  | 1,233 |  | 1,192 |
| Securities gains (losses) |  | 6 |  | -- |  | (4) |  | -- |
| TOTAL OTHER INCOME |  | 769 |  | 709 |  | 2,092 |  | 2,010 |
| OTHER EXPENSE: |  |  |  |  |  |  |  |  |
| Salaries |  | 1,065 |  | 1,241 |  | 3,165 |  | 3,639 |
| Pension and employee benefits |  | 279 |  | 273 |  | 823 |  | 738 |
| Occupancy |  | 332 |  | 332 |  | 966 |  | 949 |
| Other operating |  | 1,014 |  | 781 |  | 2,985 |  | 2,882 |
| TOTAL OTHER EXPENSES |  | 2,690 |  | 2,627 |  | 7,939 |  | 8,208 |
| NET INCOME BEFORE INCOME TAX |  | 2,597 |  | 1,842 |  | 7,497 |  | 5,737 |
| PROVISION FOR INCOME TAX |  | 750 |  | 492 |  | 2,182 |  | 1,653 |
| NET INCOME | \$ | 1,847 | \$ | 1,350 | \$ | 5,315 | \$ | 4,084 |
| NET INCOME PER SHARE (Based upon |  |  |  |  |  |  |  |  |
| weighted average number of shares outstanding of 1,300,000 for 1997 and 1996 | \$ | 1.42 | \$ | 1.04 | \$ | 4.09 | \$ | 3.14 |
| DIVIDENDS PER SHARE DECLARED | \$ | 0.25 | \$ | 0.25 | \$ | 0.25 | \$ | 0.25 |

[^0]Nine Months Ended Sep 30, 1997 Sep 30, 1996

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income $\begin{aligned} & \text { Adjustments to Reconcile Net Income to }\end{aligned}$
Cash Provided by Operating Activities:
Depreciation \& amortization
Premium amortization
Discount accretion
Provision for loan losses
Provision for deferred taxes
(Gain) loss on sale of securities
Changes in Operating Assets \& Liabilities:
Accrued interest receivable and other assets
Accrued interest payable and other payables
TOTAL CASH PROVIDED BY OPERATING ACTIVITIES
CASH FLOWS FROM INVESTING ACTIVITIES:
Capital expenditures
(273)

7,045
58, 078
$(53,823)$
$(19,071) \quad(30,328)$
$(8,044)$
$(48,139)$
CASH FLOWS FROM FINANCING ACTIVITIES:
Net change in deposits
Net change in short-term borrowings
Payment on long-term borrowings
Payment of dividends
TOTAL CASH PROVIDED (USED) BY FINANCING ACTIVITIES
NET CHANGE IN CASH FLOWS
CASH AND CASH EQUIVALENTS BEGINNING OF YEAR
CASH AND CASH EQUIVALENTS END OF PERIOD
RECONCILEMENT OF CASH AND
CASH EQUIVALENTS
Cash and due from banks
Interest bearing deposits
TOTAL CASH AND CASH EQUIVALENTS
\$ 5,315 \$ 4,084
$498 \quad 549$
549
463
(131)

790
(209)
(389)

406
5,563
(872)

Proceeds from sale of available for sale securities
Purchase of available for sale securities
Net change in loans and leases
TOTAL CASH USED BY INVESTING ACTIVITIES
s

| 2,524 | 27,978 |
| :---: | :---: |
|  | $(3,561)$ |
| $(525)$ | 4,984 |
|  | $(1,170)$ |
|  | $(2,732)$ |
|  | $(1,309)$ |
|  | $(3,511)$ |
| 15,971 | $(11,383)$ |
|  | 25,761 |
|  | 12,460 |$\$ 14,378$


| $\$$ | 12,315 | $\$ 14,233$ |
| ---: | ---: | ---: |
|  | 145 | 145 |
| $\$$ | 12,460 | $\$ 14,378$ |

Notes to Condensed Consolidated Unaided Financial Statements

## 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 10Q and Rule 10-01 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 nine months ended September 30, 1997 are not necessarily indicative of the results that are expected for the year ended December 31, 1997. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form $10-\mathrm{K}$ for the year ended December 31, 1996.

On June 28, 1996, the Board of Directors authorized a five-for-one stock split, thereby increasing the total number of shares authorized to $1,500,000$ and the total number of shares issued and outstanding to $1,300,000$. All references in the accompanying financial statements have been restated to reflect the stock split.

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 \& Merchants Bancorp, Inc., and its subsidiaries The Farmers \& Merchants State Bank and Farmers \& Merchants Life Insurance Company are engaged in commercial banking and life and disability insurance, respectively. 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 for 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 increases in this area due to the major renovation of one of the branch offices.

During the first nine months of 1997 the bank's loan portfolio has increased $\$ 18,235,000$. This represents a $5 \%$ increase. This was the primary use of cash over the period. An increase of $\$ 2,524,000$ in deposits was noted for the nine months ended September 30, 1997. This represents a $1 \%$ increase. A concerted effort is being implemented to attract more "core" deposits.

The following is a list of five capital ratios as they are calculated from the September 30, 1997 financial statements:

| Primary Ratio | $10.33 \%$ |
| :--- | ---: |
| Total Capital Ratio | $11.99 \%$ |
| Risk Based Capital Tier 1 | $13.33 \%$ |
| Risk Based Capital Tier 2 | $17.37 \%$ |
| Stockholders' Equity/Total Assets | $9.31 \%$ |

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(A) The following documents are filed as part of this Report:
Exhibit No. Description
(B) Reports on Form 8-K

No reports on Form $8-K$ were filed by the Registrant during the quarter ended September 30, 1997.

## SIGNATURES

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, Inc.

Date: November 11, 1997

Date: November 11, 1997

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

By: /s/ Randal H. Schroeder Randal H. Schroeder Asst. Vice-President and Chief Operating Officer

```
    9-MOS
    DEC-31-1997
        JAN-01-1997
        SEP-30-1997
                            12,315
        145
            0
0
    90,327
        \({ }^{0} 0\)
                387,454
                    387,4
0
            505,297
                    440, 901
                    3,202
            4,859
                8,473
            0
                    0
                12,677
                35,185
505,297
                    25,717
            4,566
                    112
            30,395
            15,139
            1,076
    14,180
            836
            (4)
            7,939
7,497
5,315
4.09
4.09
3.61
1,947
3,786
0
5,733
5,500
1,172
618
5,782
        , 782
        0
        0
```


[^0]:    See Notes to Condensed Consolidated Unaudited Financial Statements.

