## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549 FORM 10-Q

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

For the quarter ended June 30, 1997 Commission File Number 0-12154 THE PEOPLES HOLDING COMPANY
(Exact name of the registrant as specified in its charter) MISSISSIPPI 64-0676974
(State of Incorporation) (I.R.S. Employer Identification Number)

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209 Troy Street, P. 0. Box 709, Tupelo, Mississippi 38801
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(Address of principal executive offices)
Registrant's telephone number including area code 601-680-1001
Indicate by check 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, and (2) has been subject to such filing requirements for the past 90 days. YES__X__NO

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as to the latest practicable date.

Common stock, \$5 Par Value, 3,906,675 shares outstanding as of August 13, 1997

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THE PEOPLES HOLDING COMPANY INDEX

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|  |  | JUNE 30 1997 |  | $\begin{gathered} \text { DECEMBER } 31 \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  |  | (Unaudited) |  | (Note 1) |
| Assets |  |  |  |  |
| Cash and due from banks | \$ | 37, 041,607 |  | \$ 38,374,641 |
| Federal Fund Sold ..... |  |  |  | 8,500,000 |
|  |  | 37,041,607 |  | 46, 874,641 |
| Interest bearing balances with banks |  | 6,792,109 |  | 1,824,031 |
| Securities held-to-maturity (market |  |  |  |  |
| value-\$52,955,525 and \$52,334,931 |  |  |  |  |
| 1996, respectively) |  | 52,525,362 |  | 52,051,251 |
| Securities available-for-sale (amortized |  |  |  |  |
| June 30, 1997 and December 31, 1995, respectively) | June 30, 1997 and December 31, 1995, |  |  | 194,058,997 |
| Loans |  | 586,873,660 |  | 562,752,505 |
| Allowance for loan losses |  | (9,306, 960) |  | $(9,309,354)$ |
| Net Loans |  | 577,566,700 |  | 553,443,151 |
| Premises and equipment |  | 22,250,582 |  | 21,559,955 |
| Other assets |  | 23,973,822 |  | 23,277,326 |
| Total Assets | \$ | 936,186,408 |  | 893, 089, 352 |
| Liabilities |  |  |  |  |
| Deposits: |  |  |  |  |
| Noninterest-bearing | \$ | 118,283,628 |  | 118,638,526 |
| Certificates of deposit exceeding |  |  |  |  |
| Interest bearing |  | 96,420,213 |  | 89,435,562 |
|  |  | 591,558,174 |  | 564,767,920 |
| Total Deposits |  | 806,262, 015 |  | 772,842,008 |
| Treasury tax and loan note account |  | 8,517,494 |  | 6,354,142 |
| Borrowings |  | 15,153,335 |  | 11,174,638 |
| Other liabilities |  | 12,287,711 |  | 12,157,744 |
| Total Liabilities |  | 842,220,555 |  | 802,528,532 |
| Shareholders' Equity |  |  |  |  |
| Common Stock, \$5 par value-7,500,000 authorized, 3,906,675 shares |  |  |  |  |
| issued and outstanding at |  |  |  |  |
| June 30, 1997 and December 31, 1996, respectively |  | 19,533,375 |  | 19,533,375 |
| Additional paid-in capital |  | 39,875, 796 |  | 39, 875, 796 |
| Unrealized gains on securities |  |  |  |  |
| Retained earnings |  | 34,515,187 |  | 30,924,435 |
| Total Shareholders' Equity |  | 93, 965, 853 |  | 90,560,820 |
| Total Liabilities and |  |  |  |  |
| Shareholders' Equity | \$ | 936,186,408 |  | 893,089,352 |

[^0]THE PEOPLES HOLDING COMPANY AND SUBSIDIARY CONSOLIDATED STATEMENTS OF INCOME

| SIX MONTHS ENDED JUNE 30 |  |
| :--- | :---: |
| 1997 | 1996 |
| ------ |  |
|  | (Unaudited) |


| THREE MONTHS ENDED JUNE 30 |  |
| :---: | :---: |
| 1997 | 1996 |
| ------ |  |
|  | (Unaudited) |


| Interest Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans | \$ | 26,764,006 | \$ | 24,769,781 | \$ | 13,634,333 | \$ | 12,504,522 |
| Securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 6,611,262 |  | 6,084,321 |  | 3,408,199 |  | 3,105, 054 |
| Tax-exempt |  | 1,431, 272 |  | 1,348,120 |  | 712,108 |  | 631, 098 |
| Other |  | 359,996 |  | 544,510 |  | 153,205 |  | 245,732 |
| Total interest income |  | 35,166,536 |  | 32,746,732 |  | 17,907, 845 |  | 16,486,406 |
| Interest Expense |  |  |  |  |  |  |  |  |
| Time deposits exceeding \$100,000 |  | 2,409,665 |  | 1,843, 044 |  | 1,542,026 |  | 977,949 |
| Other deposits |  | 12,265,105 |  | 11,888,769 |  | 5,998,580 |  | 5,834,721 |
| Borrowings |  | 626,694 |  | 143,674 |  | 327,617 |  | 116,953 |
| Total interest expense |  | 15,301,464 |  | 13,875,487 |  | 7,868,223 |  | 6,929,623 |
| Net interest income |  | 19,865, 072 |  | 18,871, 245 |  | 10, 039, 622 |  | 9,556,783 |
| Provision for loan losses |  | 1,140,000 |  | 1,260,450 |  | 570,000 |  | 630,225 |
| Net interest income after provision for loan losses . |  | 18,725, 072 |  | 17,610,795 |  | 9,469,622 |  | 8,926,558 |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts |  | 3,287,673 |  | 3,211,701 |  | 1,689,317 |  | 1,611,205 |
| Fees and commissions |  | 991,120 |  | 836,453 |  | 551,104 |  | 417,153 |
| Trust revenue |  | 299,400 |  | 270, 000 |  | 149,700 |  | 135,000 |
| Security gains(losses) |  | 77,711 |  | 161,423 |  | $(12,944)$ |  | 52,973 |
| Other |  | 1,052,575 |  | 796,537 |  | 480, 875 |  | 325,309 |
| Total noninterest income |  | 5,708,479 |  | 5,276,114 |  | 2,858, 052 |  | 2,541,640 |
| Noninterest expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 9,446,115 |  | 9,257,253 |  | 4,790,495 |  | 4,619,025 |
| Net occupancy |  | 1,247,362 |  | 1,119, 080 |  | 563,353 |  | 571, 075 |
| Equipment |  | 858,117 |  | 746,644 |  | 413, 055 |  | 402,543 |
| Other |  | 5,426,665 |  | 5,232,170 |  | 2,859,407 |  | 2,657,238 |
| Total noninterest expenses |  | 16,978, 259 |  | 16,355,147 |  | 8,626,310 |  | 8,249,881 |
| Income before income taxes |  | 7,455,292 |  | 6,531,762 |  | 3,701,364 |  | 3,218,317 |
| Income taxes |  | 2,223,737 |  | 1,961,424 |  | 1,070,975 |  | 955,447 |
| Net income | \$ | 5,231,555 | \$ | 4,570,338 | \$ | 2,630,389 | \$ | 2,262,870 |
| Earnings per share |  | \$ 1.34 |  | \$ 1.17 |  | \$ . 67 |  | \$ . 58 |
| Weighted average shares outstanding |  | 3,906,675 |  | 3,906,675 |  | 3,906,675 |  | 3,906,675 |

See Notes to Consolidated Financial Statements

| SIX MONTHS ENDED JUNE 30 |  |
| :---: | :---: |
| 1997 | 1996 |
| ------- |  |
| (Unaudited) |  |


| Operating Activities |  |  |
| :---: | :---: | :---: |
| Net Income | \$ 5, 231, 555 | \$ 4,570,338 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Provision for loan losses | 1,140, 000 | 1,260,450 |
| Provision for depreciation and amortization | 1,165,995 | 989,550 |
| Net amortization (accretion) of securities premiums/discounts | 1,335,899 | $(731,941)$ |
| Losses (gains) on sales/calls of securities | 61,869 | $(90,899)$ |
| Increase (decrease) in other liabilities | 129,967 | $(169,942)$ |
| Deferred income taxes (credits)......... | $(124,567)$ | 120,913 |
| Losses (gains) on sales of premises and equipment . | 106,712 | $(15,360)$ |
| Increase in other assets | $(485,867)$ | $(778,462)$ |
| Net Cash Provided by Operating Activities | 8,561,563 | 5,154,647 |
| Investing Activities |  |  |
| Net (increase) decrease in balances with other banks .................. | $(4,968,078)$ | 6,010,469 |
| Proceeds from maturities/calls of securities held-to-maturity ....... | 1,772,594 | 669,581 |
| Proceeds from maturities/calls of securities available-for-sale | 37,377,232 | 37,835,540 |
| Proceeds from sales of securities available-for-sale | 31,311,869 | 18,590,899 |
| Purchases of securities held-to-maturity . | $(2,782,000)$ | $(4,034,555)$ |
| Purchases of securities available-for-sale | $(91,825,004)$ | $(88,208,602)$ |
| Net increase in loans | $(25,531,038)$ | ( $9,447,845$ ) |
| Proceeds from sales of premises and equipment ............ | 153,406 | 96,170 |
| Purchases of premises and equipment | $(1,824,831)$ | $(1,233,606)$ |
| Net Cash Used in Investing Activities ......... | $(56,315,850)$ | (39, 721, 949 ) |
| Financing Activities |  |  |
| Net decrease in noninterest-bearing deposits ...... | (354, 898 ) | $(519,282)$ |
| Net increase in certificate of deposits exceeding \$100,000 | 6,984,651 | 19,818,422 |
| Net increase in other <br> interest-bearing deposits ......... | 26,790,254 | 6,967,951 |
| Net increase in treasury <br> tax and loan note account | 2,163,352 | 725,112 |
| Increase in borrowings | 3,978,697 | 2,594,548 |
| Cash dividends paid | $(1,640,803)$ | (1,450, 200) |
| Net Cash Provided by Financing Activities .............. | 37, 921,253 | 28,136,551 |
| Decrease in Cash and Cash Equivalents | $(9,833,034)$ | $(6,430,751)$ |
| Cash and Cash Equivalents at beginning of period ... | 46,874,641 | 63,918,819 |
| Cash and Cash Equivalents at end of period ......... | \$ 37, 041,607 | \$ 57,488, 068 |
| Non-cash transactions: |  |  |
| Transfer of loans to other real estate $\qquad$ | \$ 267,489 | \$ 568, 621 |

THE PEOPLES HOLDING COMPANY AND SUBSIDIARY NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) JUNE 30, 1997

## Note 1 Basis of Presentation:

The consolidated balance sheet at December 31, 1996, has been derived from the audited financial statements at that date. The accompanying unaudited consolidated financial statements reflect all adjustments (consisting only of normally recurring accruals) which are, in the opinion of management, necessary for a fair statement of the results for the interim periods presented. The statements should be read in conjunction with the notes to consolidated financial statements included in the Registrant's annual report for the year ended December 31, 1996. Certain information and footnote disclosures normally included in consolidated financial statements prepared in accordance with generally accepted accounting principles have been omitted in accordance with the rules of the Securities and Exchange Commission.

Note 2 Earnings Per Share
In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, "Earnings Per Share". Statement No. 128 simplifies the calculation of earnings per share (EPS) standards, and is effective for both interim and annual periods ending after December 15, 1997. The Company does not believe that the adoption of this statement will have a material effect on its consolidated financial position or results of operations.

## THE PEOPLES HOLDING COMPANY AND SUBSIDIARY

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

This Form $10-\mathrm{Q}$ may contain or incorporate by reference statements which may constitute "forward-looking statements' within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21 of the Securities Exchange Act of 1934, as amended. Prospective investors are cautioned that any such forward-looking statements are not guarantees for future performance and involve risks and uncertainties, and that actual results may differ materially from those contemplated by such forward-looking statements. Important factors currently known to management that could cause actual results to differ materially from those in forward-looking statements include significant fluctuations in interest rates, inflation, economic recession, significant changes in the federal and state legal and regulatory environment, significant underperformance in the Company's portfolio of outstanding loans, and competition in the Company's markets. The Company undertakes no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time.

Financial Condition

Total assets of The Peoples Holding Company grew from \$893,089,352 on December 31, 1996, to $\$ 936,186,408$ on June 30,1997 , or $4.83 \%$ for the six month period. Total securities increased from $\$ 246,110,248$ on December 31, 1996, to $\$ 268,561,588$ on June 30 , 1997, with the majority of growth in US Government Agencies and Mortgage-backed securities. Loans, net of unearned income, increased $\$ 24,121,155$ or $4.29 \%$.

Total deposits for the first six months of 1997 grew from $\$ 772,842,008$ on December 31, 1996 to $\$ 806,262,015$ on June 30, 1997, or an increase of $4.32 \%$, with the majority of growth in time deposits.

The equity capital to total assets ratio was $10.04 \%$ and $10.14 \%$ for June 30, 1997
and December 31, 1996, respectively. The decrease is mainly due to the decline in unrealized gains on securities available-for-sale at June 30, 1997.

Results of Operations-June 30, 1997 compared to June 30, 1996

The Company's net income for the six month period ending June 30, 1997, was $\$ 5,231,555$ representing an increase of $\$ 661,217$ or $14.47 \%$ over net income for the six month period ending June 30, 1996 which totaled $\$ 4,570,338$. The increase in net income for the six month period came from usual and customary deposit gathering and lending operations. Net income was $\$ 2,630,389$ and $\$ 2,262,870$ for the second quarter ending June 30, 1997 and 1996, respectively. The annualized returns on average assets for the six month period ending June 30, 1997 and 1996, was 1.14\% and 1.05\%, respectively.

Net interest income, the difference between interest earned on assets and the cost of interest-bearing liabilities, is the largest component of the Company's net income. The primary items of concern in managing net interest income are the mix and maturity balance between interest-sensitive assets and related liabilities. The net interest income for the six month periods ending June 30 1997 and 1996, was \$19,865,072 and \$18,871,245, respectively. The net interest income was $\$ 10,039,622$ and $\$ 9,556,783$ for the three month periods ending June 30, 1997 and 1996, respectively. Earning assets averaged $\$ 846.7$ million for the six month period ending June 30, 1997, compared to $\$ 782.4$ million for the same period in 1996. The increase in average earning assets is mainly due to the increase in loan volume, based on consumer demand, and an increase in the securities portfolio. The net interest margin was $4.94 \%$ and $5.06 \%$ for the six month periods ending June 30, 1997 and 1996, respectively. The decrease in net interest margin is due to the increase in the volume and rate of costing liabilities in 1997.

The provision for loan losses charged to operating expense is an amount which, in the judgement of management, is necessary to maintain the allowance for loan losses at a level that is adequate to meet the present and potential risks of losses on the Company's current portfolio of loans. The appropriate level of the allowance is based on a quarterly analysis of the loan portfolio including consideration of such factors as the risk rating of individual credits, size and diversity of the portfolio, economic conditions, prior loss experience, and the results of periodic credit reviews by internal loan review and regulators. The provision for loan losses totaled $\$ 1,140,000$ and $\$ 1,260,450$ for the six month periods ending June 30, 1997 and 1996, respectively. The allowance for loan losses as a percent of net loans outstanding was $1.59 \%$ and $1.65 \%$ as of June 30, 1997 and December 31, 1996, respectively. Net charge-offs to average loans was .20\% and $.23 \%$ for the six month periods ending June 30, 1997 and 1996, respectively.

Noninterest income was $\$ 5,708,479$ for the six month period ending June 30, 1997, compared to $\$ 5,276,114$ for same period in 1996, or an increase of $8.19 \%$. The increase in deposits at June 30, 1997 compared to same period in 1996 resulted in an increase in service charges and fees and commissions. The increase in other income for the six months ending June 30, 1997, compared to the same period in 1996, was attributable to an increase in debit card and merchant activity and mortgage loan servicing. Noninterest income for the quarter ending June 30, 1997 increased $\$ 316,412$ or $12.45 \%$ compared to the same period in 1996. The increase is mainly due to an increase in fees and commissions along with the increased loan and deposit volume, coupled with security losses in the quarter ending June 30, 1997 compared to securities gains in the same quarter of 1996.

Noninterest expenses were $\$ 16,978,259$ for six month period ending June 30,1997 , compared to $\$ 16,355,147$ for the same period 1996, or an increase of $3.81 \%$. The components of noninterest expenses for the quarter ending and six months ending June 30, 1997 and 1996, reflect normal increases for personnel related expenses and general inflation in the cost of services and supplies purchased by the Company. Noninterest expenses for the quarter ending June 30, 1997 increased $\$ 376,429$ or $4.56 \%$ compared to the same period in 1996.

Income tax expense was $\$ 2,223,737$ for the six month period ending June 30, 1997, compared to $\$ 1,961,424$ for the same period in 1996. The increase is due to increased profits for the six month period ending 1997 compared to 1996. The Company continues to invest in assets whose earnings are given favorable tax treatment, which lowered the indicated tax rate from $30.03 \%$ to $29.83 \%$, respectively.

## Liquidity Risk

Liquidity management is the ability to meet the cash flow requirements of customers who may be either depositors wishing to withdraw funds or borrowers needing assurance that sufficient funds will be available to meet their credit needs.

Core deposits are a major source of funds used to meet cash flow needs. Maintaining the ability to acquire these funds as needed in a variety of money markets is a key to assuring liquidity. Approximately $88 \%$ of the Company's deposits are composed of accounts with balances less than $\$ 100,000$. When evaluating the movement of these funds even during large interest rate changes, it is apparent that the Company continues to attract deposits that can be used to meet cash flow needs. Management continues to monitor the liquidity and potentially volatile liabilities ratios to ensure compliance with Asset Liability Committee targets. These targets are set to ensure that the Company meets the liquidity requirements deemed necessary by management and regulators.

Other sources available for meeting the Company's liquidity needs include available-for-sale securities. The available-for-sale portfolio is composed of securities with a readily available market that can be used to convert to cash if the need arises. In addition, the Company maintains a federal funds position that provides day-to-day funds to meet liquidity needs and may also obtain advances from the Federal Home Loan Bank (FHLB) or the treasury tax and loan note account, in order to meet liquidity needs. Historically, the Company has not relied upon these sources to meet long-term liquidity needs. Sources of funds derived from the FHLB are used primarily to match mortgage loan originations in order to minimize interest rate risk.

Capital Resources
The Bank is subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the Bank's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Bank must meet specific capital guidelines that involve quantitative measures of the Bank's assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain minimum amounts and ratios. All banks are required to have core capital (Tier I) of at least 4\% of risk-weighted assets (as defined), $4 \%$ of average assets (as defined), and total capital of $8 \%$ of risk-weighted assets (as defined). As of June 30, 1997, the Bank has met all capital adequacy requirements to which it is subject.

As of June 30, 1997, the most recent notification from the Federal Deposit Insurance Corporation (FDIC) categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, the Bank must maintain minimum total risk-based, Tier I risk-based, and Tier I leverage ratios of $10 \%, 6 \%$, and $5 \%$, respectively. In the opinion of management, there are no conditions or events since the last notification that have changed the institution's category. The Bank's actual capital amounts and applicable ratios are as follows:


Management recognizes the importance of maintaining a strong capital base. As the above ratios indicate, the Company exceeds the requirements for a well capitalized bank.

Book value per share was \$ 24.05 and $\$ 23.18$ at June 30, 1997 and December 31, 1996, respectively. Quarterly cash dividends were raised to $\$ .22$ per share during the second quarter of 1997, up from $\$ .19$ per share during the second quarter of 1996.

The Company's capital policy is to evaluate future needs based on growth, earnings trends and anticipated acquisitions.

| Item 1. | Legal Proceedings |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | There have been no material proceding against the Company during the quarter ending June 30, 1997. |  |  |  |
| Item 4. | Submission of Matters to a Vote of Shareholders |  |  |  |
|  | The annual meeting of Company was held on Ap five members to the boa one member to the board ratify the appointment the meeting were solic Securities Exchange Ac | hareholders 1997, for directors directors f independ pursuant to 1934. | of The Peo the purpos for a thre a one ye t auditor Section 14 | les Holding of electing year term, term, and <br> . Proxies f <br> a) of the |
|  | Election of Directors | For | Withheld | Not Voting |
|  | THREE-YEAR TERM |  |  |  |
|  | George H. Booth, II | 3,118,308 | 0 | 788,367 |
|  | Frank B. Brooks | 3,114,693 | 3,615 | 788,367 |
|  | Robert C. Leake | 3,118,308 | 0 | 788,367 |
|  | Larry Michael | 3,113,162 | 5,146 | 788,367 |
|  | J. Heywood Washburn | 3,117,438 | 870 | 788,367 |
|  | ONE-YEAR TERM |  |  |  |
|  | John M. Creekmore | 3,117,635 | 673 | 788,367 |
|  |  | For | Against | Abstain |
|  | Ratify appointment of |  |  |  |
|  | Ernst \& Young LLP as |  |  |  |
|  | independent auditors for 1997 | 3,120,481 | 0 | 786,194 |

Item 6(b) Reports on Form 8-K
Form 8-K was not filed during the quarter ending June 30, 1997.

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## THE PEOPLES HOLDING COMPANY

Registrant

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6-MOS
    DEC-31-1997
            JUN-30-1997
                37042
            6 7 9 2
                                0
    216036
        52525
            52956
                    586574
                    9307
                    936186
                                    806262
                                    8517
            12288
                                    1 5 1 5 3
            0
                                    0
                                    19533
                                    74432
936186
                    26764
                    8043
                                    360
                                    35167
            14675
            1 5 3 0 1
        19865
            1140
            78
            16978
    7 4 5 5
                7455
                0
                    5232
                    1.34
                    1.34
                    4.94
                    1213
                    3715
                0
                    1213
            9309
                1 5 3 0
                388
            9307
        9307
        9307
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[^0]:    See Notes to Consolidated Financial Statements

