# BancorpSouth, Inc. Reports Second Quarter Earnings 

## PRNewswire

TUPELO, Miss.

BancorpSouth, Inc. today announced that net income for the second quarter ended June 30, 2001, was $\$ 23.2$ million or $\$ 0.28$ per share (basic and diluted), compared to $\$ 26.0$ million or $\$ 0.31$ per share (basic and diluted) for the same period of 2000.

Net income for the six months ended June 30, 2001, excluding the impact of impairment of the company's mortgage servicing asset, was $\$ 47.6$ million or $\$ 0.57$ per common share, basic and diluted. Declining interest rates, both mortgage and short-term, resulted in a $\$ 3.3$ million pre-tax, non-cash charge to earnings to record impairment to the Company's mortgage servicing asset in the first half of 2001, which reduced net income to $\$ 45.6$ million, or $\$ 0.55$ per share basic and $\$ 0.54$ diluted, compared to net income of $\$ 52.6$ million, or $\$ 0.62$ per share (basic and diluted) for the first six months of 2000.

Aubrey Patterson, Chairman and Chief Executive Officer of BancorpSouth commented, "Since January, the Federal Reserve has dropped key interest rates 275 basis points, which has had a short-term impact on our profits. The most obvious result is the temporary narrowing of our interest rate margin, as interest rates earned on some of our outstanding loans reacted to the changes more rapidly than interest rates we paid on some of our deposits. However, while we are asset-sensitive over the short term, the impact should lessen after about six months as the decline in loan rates is offset by reductions in deposit rates. We anticipate that the low point of the current interest rate cycle will be reached before the end of 2001. Under that scenario, we expect an improvement in our net interest margin in the second half of 2001 as we see more opportunities to reprice deposits while short-term loan rates remain relatively stable.
"In the second half of the year, we also expect to begin seeing cost savings from the integration of the former First United Bancshares' banks, which is expected to be completed late in the third quarter of 2001," continued Patterson. "That process continues as planned. Five more banks were recently converted to BancorpSouth systems, leaving only 3 more banks to convert. We designed the transition process to minimize customer attrition, and we have accomplished that objective. Now we will turn our attention to expanding the number of products and services we offer these customers."

## Net Interest Income

Interest revenue was $\$ 169.7$ million in the second quarter of 2001 , up $3.7 \%$ from the $\$ 163.6$ million reported for corresponding period in 2000. Total interest expense for the 2001 second quarter was $\$ 88.8$ million, a $9.4 \%$ increase from total interest expense of $\$ 81.1$ million in the same period of 2000.

The net interest margin in the second quarter of 2001 was $3.88 \%$, compared to $4.30 \%$ for the second quarter of 2000. The average rate paid on interest- bearing liabilities was $4.84 \%$ in the second quarter of 2001, unchanged from the same quarter of 2000. The taxable equivalent yield on earning assets was $7.99 \%$ in the second quarter of 2001 versus $8.38 \%$ in the same period of 2000.
"We expect to see improved net interest margin in the second half of the year," commented Patterson. "Approximately $63 \%$ of our deposits are subject to being repriced in six months or less. Therefore, we should be able to reduce the interest rates paid on deposits as they mature, while the rates earned on loans are not expected to decrease at the same pace. In fact, we are seeing an increase in the slope of the yield curve as some long-term rates are moving up."

## Deposit and Loan Activity

Growth in total assets and total deposits slowed in the second quarter of 2001. As of June 30, 2001, total assets were $\$ 9.3$ billion, up $6.6 \%$ since June 30, 2000, but down $1.0 \%$ since March 31, 2001. Total deposits at June 30, 2001, were $\$ 7.7$ billion, up $5.7 \%$ from June 30, 2000, but down $0.7 \%$ since March 31, 2001. Total loans as of June 30, 2001 were $\$ 6.0$ billion, $2.9 \%$ higher than the total as of June 30 , 2000, but essentially unchanged since the end of the first quarter of 2001.

Management has made a strategic decision to reduce the company's exposure to indirect automobile sales financing and is allowing BancorpSouth's portfolio of such loans to decline. The portfolio has decreased $\$ 119.6$ million since June 30,2000 and $\$ 28.4$ million in the second quarter of 2001 , to $\$ 201.6$ million as of June 30, 2001. Excluding the impact of this portfolio reduction, total loan volume would have increased 0.7 percent from March 31, 2001 to June 30, 2001.
"We are seeing some slackening in loan demand as a result of the slowdown in the general economy," said Patterson, "but it is not a dramatic shift. An advantage of operating over a broad geographic area is that we service markets that are engaged in diverse industries. Thus, while traditional manufacturing may be experiencing some demand-driven layoffs, the service economy in the Memphis area and the tourist economies along the Gulf Coast are less impacted. Unemployment is up slightly in Arkansas but flat in Mississippi. Businesses are being conservative in their investment spending and developers are downscaling their activities in a responsible effort to avoid overbuilding in some markets.
"Despite the slower economy, we continue to generate deposits which we anticipate will be adequate to meet our needs for funds even as we have reduced the interest rates we pay on deposits," added Patterson. "We continue to expect modest growth in loan volume for the year and our overall liquidity should preclude the necessity for outside funding because of our solid base of deposits."

## Loan Losses

The provision for loan losses in the second quarter of 2001 was $\$ 4.8$ million, versus $\$ 5.4$ million in the
same quarter of 2000 and $\$ 4.1$ million in the first quarter of 2001. Annualized net charge-offs for the second quarter of 2001 were $0.29 \%$ of average loans, equal to the percentage in the second quarter of 2000 and down from $0.36 \%$ in the first quarter of 2001.

For the six months ended June 30, 2001, the provision for loan losses was $\$ 8.9$ million, down from $\$ 10.0$ million in the first half of 2000. Annualized net charge-offs were $0.33 \%$ of average loans in the first half of 2001, compared to $0.23 \%$ for the same period in 2000.

Non-performing assets totaled $\$ 48.8$ million ( $0.82 \%$ of net loans) as of June 30, 2001, compared to $\$ 51.2$ million ( $0.88 \%$ of net loans) as of June 30, 2000, and $\$ 43.6$ million ( $0.73 \%$ of net loans) at March 31, 2001.

The reduced provision for loan losses in the second quarter and first six months of 2001 when compared to the same periods of 2000 reflects the decline in the rate of growth of the Company's loan portfolio and the reduced exposure to losses from indirect automobile sales financing as that portfolio of loans continues to decrease. The allowance for credit losses remained at $1.35 \%$ of net loans outstanding June 30, 2001, unchanged from the end of the first quarter of 2001.
"In the current economic environment, our attention is focused on loan quality," Patterson commented. "BancorpSouth has a reputation for strict quality standards, both at the time of origination and throughout the life of the loan. In the second quarter of 2001, measures of loan quality improved
over the first quarter despite some weakening in the economies in some of our markets. Based on current trends, we anticipate that loan losses for the balance of the year will remain close to the level experienced in the second quarter."

## Non-interest Revenue

Non-interest revenue totaled $\$ 32.0$ million in the second quarter of 2001, up $26.5 \%$ from the $\$ 25.3$ million in the second quarter of 2000 and up $14.5 \%$ from $\$ 27.9$ million in the first quarter of 2001.
"Revenue from mortgage banking in the second quarter of 2001 increased $131 \%$ from the second quarter of 2000 and was the leading contributor to the strong growth in non-interest revenue," Patterson stated. "We saw a slight up-tick in long-term interest rates in the second quarter, which suggested that long-term rates may have stabilized. As homeowners decided that it was time to lock-in the current rates, mortgage lending fees benefited from the increase in refinancings."

In addition, in the second quarter of 2001 BancorpSouth benefited from a net recovery of value in the mortgage servicing asset totaling $\$ 1.0$ million, which partially reversed a $\$ 4.3$ million impairment of the company's mortgage servicing asset that was recorded in the first quarter of 2001. As interest rates decline, refinancing of home mortgages typically accelerates and the present value of the future stream of servicing fees typically declines as the expected lives of the underlying mortgages shorten. The
company must recognize the decline in expected future revenue with a non-cash charge against income. This charge reverses itself if interest rates rise, refinancing slows and the expected lives of the mortgages lengthen.

Insurance commissions increased to $\$ 5.4$ million for the second quarter of 2001, an increase of 36.0\% compared to the same period in 2000 and an increase of $17.3 \%$ compared to the first quarter of 2001. The gain is attributable to a significant increase in the sales of annuities, driven by an aggressive sales campaign, as well as the inclusion of the results of the Pittman, Seay and Turner Insurance Agency, which was acquired in October 2000 in a transaction accounted for as a purchase.

For the first six months of 2001, non-interest revenue totaled $\$ 59.9$ million, an increase of $15.4 \%$ over the first half of 2000 . Non-interest revenue for the first six months of 2001 included a pre-tax gain of $\$ 2.2$ million that resulted from the sale of certain investment securities out of the available-for-sale portfolio in the first quarter of 2001.

## Non-interest Expense

Non-interest expenses for the second quarter of 2001 were $\$ 73.2$ million, compared to $\$ 63.8$ million for the second quarter of 2000 and $\$ 72.8$ million in the first quarter of 2001. Salaries and employee benefits expense increased $20 \%$ during the second quarter of 2001 compared to the second quarter of 2000, which reflected the inclusion of the Pittman, Seay and Turner Insurance Agency, and Texarkana First Financial Corporation, a Texas savings and loan company, both acquired in October 2000 in transactions accounted for as purchases. In addition, included in salaries and employee benefits expense was a $\$ 1.0$ million charge for stock appreciation rights for the second quarter of 2001 compared to a reduction of expense of $\$ 1.2$ million in the second quarter of 2000 . When the market price of the Company's common stock increases or decreases, there is a corresponding change in the value of the outstanding stock appreciation rights, and this change in value is recorded as a expense, for an increase in market price, or a reduction of expense, for a decrease in market price.
"Non-interest expense continued to run ahead of last year's level as we complete the integration of the former First United banks," explained Jim Kelley, President and Chief Operating Officer of BancorpSouth. "The benefits of retaining customers through the transition more than compensates for the cost of operating redundant systems to ensure a smooth process. In the second quarter of 2001, we completed the transition of an additional 7 former First United banks to BancorpSouth systems, and now have a total of 8 banks completed to date. We are on schedule to complete the transition of the
remaining 3 banks by the end of the third quarter and expect to see cost savings in the fourth quarter."

During the second quarter of 2001, the company repurchased a total of $1,155,915$ shares of its outstanding common stock under a repurchase program announced on March 5, 2001, that authorizes the company to acquire up to 4.2 million shares or approximately $5 \%$ of the shares outstanding at the time of the announcement. As of June 30, 2001, a total of $1,410,615$ shares had been repurchased under that program.

BancorpSouth, Inc. is a bank holding company headquartered in Tupelo, Mississippi with $\$ 9.3$ billion in assets. The company operates approximately 250 commercial banking, insurance, trust, broker/dealer and consumer finance locations in Alabama, Arkansas, Louisiana, Mississippi, Tennessee and Texas.

Certain statements contained in this news release may not be based on historical facts and are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements may be identified by their reference to a future period or periods or by the use of forwardlooking terminology such as "anticipate," believe," "estimate," "expect," "may," "might," "will," "would" or "intend." These forward-looking statements include, without limitation, those relating to interest rates, net interest margin, integration of former First United Bancshare's banks and related cost savings, deposits, loan volume, loan losses, liquidity, prospects for 2001, mortgage servicing and the Company's future growth and profitability.

We caution you not to place undue reliance on the forward-looking statements contained in this news release in that actual results could differ materially from those indicated in such forward-looking statements, due to a variety of factors. Those factors include, but are not limited to, changes in economic conditions and government fiscal and monetary policies, fluctuations in prevailing interest rates, ability to reduce interest rates paid on deposits as interest rates decline, laws and regulations affecting financial institutions, the ability of BancorpSouth to compete with other financial services companies, the ability of BancorpSouth to effectively integrate acquisitions, the ability of BancorpSouth to operate and integrate new technology, the ability of BancorpSouth to manage its growth and effectively serve an expanding customer and market base, the ability of BancorpSouth to provide competitive services and products, changes in BancorpSouth's operating or expansion strategy, geographic concentration of BancorpSouth's assets, availability of and costs associated with obtaining adequate and timely sources of liquidity, the ability of BancorpSouth to attract, train and retain qualified personnel, the ability of BancorpSouth to effectively market its services and products, changes in consumer preferences, other factors generally understood to affect the financial results of financial services companies, and other factors described from time to time in BancorpSouth's filings with the Securities and Exchange Commission. We undertake no obligation to update these forward-looking statements to reflect events or circumstances that occur after the date on which such statements were made.

## Three Months Ended Six Months Ended

June 30, June 30,
200120002001200
(Dollars in thousands,
except per share amounts)
Earnings Summary:

| Net interest revenue | $\$ 80,924$ | $\$ 82,458$ | $\$ 162,524$ | $\$ 163,786$ |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Provision for credit |  |  |  |  |  |
| losses | 4,769 | 5,398 | 8,866 | 10,013 |  |
| Noninterest revenue | 31,991 | 25,285 | 59,940 | 51,959 |  |
| Noninterest expense | 73,246 | 63,835 | 146,078 | 127,955 |  |
| Income before income taxes | 34,900 | 38,510 | 67,520 | 77,777 |  |

Income tax provision $\quad 11,654 \quad 12,527 \quad 21,955 \quad 25,148$
Net income $\quad 23,246 \quad 25,983 \quad 45,565 \quad 52,629$

Earning per share: Basic $\$ 0.28 \quad \$ 0.31 \quad \$ 0.55 \quad \$ 0.62$ Diluted: \$0.28 \$0.31 \$0.54 \$0.62

Balance sheet data at June 30:

Total assets
Total earning assets
Loans and lease
receivables, net of unearned discount Allowance for credit losses
Total deposits Common shareholders' equity
Book value per share

```
$9,294,145 $8,716,594
    8,639,134 8,123,828
    5,975,116 5,804,781
80,829 77,685
    7,732,642 7,317,468
798,539 759,723
    9.65 9.03
```

Average balance sheet data:

| ets | \$9,278,858 | 8,559,373 | ,219,786 | \$8,519,470 |
| :---: | :---: | :---: | :---: | :---: |
| Total earning assets | 8,670,155 | 5 7,999,532 | 8,605,052 | 7,959,354 |
| Loans and lease receivables, net of unearned discount | 5,968,17 | 5,705,366 | 5,996,800 | 5,632,65 |
| Total deposits | 7,694,561 | 7,208,261 7 | 7,653,725 7 | 7,167,052 |
| Common sharehol equity | rs' <br> 799757 |  |  |  |

Non-performing assets at June 30:

| Non-accrual loans | \$12,929 | \$20,510 |
| :---: | :---: | :---: |
| Loans 90+ days past due | 25,931 | 19,123 |
| Restructured loans | 243 | 1,038 |
| Other real estate owned | 9,725 | 10,546 |
| Net charge-offs as a percentage of average loans (annualized) 0.29\% | 29\% 0.33\% | 0.23\% |


| Performance ratios <br> (annualized) |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Return on average assets | $1.00 \%$ | $1.22 \%$ | $1.00 \%$ | $1.24 \%$ |  |
| Return on common equity | $11.66 \%$ | $13.81 \%$ | $11.56 \%$ | $13.96 \%$ |  |
|  |  |  |  |  |  |
| Net interest margin | $3.88 \%$ | $4.30 \%$ | $3.95 \%$ | $4.29 \%$ |  |
| Average shares outstanding |  |  |  |  |  |
| - diluted $83,658,238$ $84,878,228$ $83,936,788$ $85,291,221$ |  |  |  |  |  |

BancorpSouth, Inc.
Consolidated Balance Sheets
(dollars in thousands)
(Unaudited) June 30, 2001 June 30, 2000
Assets

| Cash \& due from banks <br> Interest bearing deposits | $\$ 306,905$ |  |
| :--- | :---: | :---: |
| with |  |  |
| other banks |  |  |$\quad \$ 278,835$

BancorpSouth, Inc.
Consolidated Statements of Income
(amounts in thousands, except per share data)

| (Unaudited) | Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Jun-01 | Mar-01 Dec-00 | Sep-00 Jun-00 |  |  |

Interest Revenue:


BancorpSouth, Inc.
Consolidated Statements of Income
(amounts in thousands, except per share data)
(Unaudited)
Year To Date

|  | Jun-01 Jun | 00 |
| :---: | :---: | :---: |
| erest Revenue: |  |  |
| Loans, including fees | \$268,531 | \$253,390 |
| Held-to-maturity |  |  |
| Available-for-sale securities | 29,826 | 34,852 |
| Short term investments | 12,779 | 3,359 |
| Total interest revenue | 343,818 | 322,315 |
| Interest Expense: |  |  |
| Deposits | 164,707 | 144,625 |
| Short term borrowings | 6,639 | 8,689 |
| Long term borrowings | 4,436 | 4,839 |
| Other interest expense | 5,512 | 376 |
| Total interest expense | 181,294 | 158,529 |
| Net interest revenue | 162,524 | 163,786 |
| Provision for credit |  |  |
| losses | 8,866 | 10,013 |
| Net interest revenue, after credit loss provision | 153,658 | 153,773 |
| Other Revenue: |  |  |
| Mortgage lending | 5,735 | 6,480 |
| Service charges | 21,248 | 19,331 |
| Life insurance premiums | 2,222 | 2,077 |
| Trust income | 3,294 | 3,281 |
| Securities gains, net | 2,958 | 171 |
| Insurance commissions | 10,014 | 7,472 |
| Other | 14,470 | 13,147 |
| Total other revenue | 59,940 | 51,959 |
| Other Expense: |  |  |
| Salaries and employee |  |  |
| Occupancy | 10,134 | 8,857 |
| Equipment | 13,975 | 11,053 |
| Telecommunications | 4,305 | 3,326 |
| Other | 40,518 | 38,778 |
| Total other expense | 146,078 | 127,955 |
| Income before |  |  |
| Income tax expense | 21,955 | 25,148 |
| Net Income | \$45,565 | \$52,629 |
| Net Income Per Share: |  |  |
| Basic | \$0.55 | \$0.62 |
| Diluted | \$0.54 | \$0.62 |

BancorpSouth, Inc.
Average Balances, Interest Income and Expense,
and Average Yields and Rates
$\begin{array}{lr}\text { (dollars in thousands) } & \text { Quarter Ended } \\ \text { Unaudited } & \text { June 30, } 2001\end{array}$
Average Yield/
(Taxable equivalent basis) Balance Interest Rate
ASSETS


SHAREHOLDERS' EQUITY
Deposits:


BancorpSouth, Inc.
Average Balances, Interest Income and Expense, and Average Yields and Rates
(dollars in thousands) Quarter Ended
Unaudited March 31, 2001

Average Yield/
(Taxable equivalent basis) Balance Interest Rate
ASSETS
Loans net of Unearned Income $\quad \$ 6,063,946$ \$137,055 $9.17 \%$
Held-to-maturity securities:

| Taxable | 842,693 | 13,212 | $6.36 \%$ |
| :--- | :---: | :---: | :---: |
| Non Taxable | 232,636 | 4,366 | $7.61 \%$ |

Available-for-sale securities

| Taxable | 838,410 | 13,616 | $6.59 \%$ |
| :--- | :--- | :--- | :--- |

Non Taxable $\quad 155,988 \quad 3,031 \quad 7.88 \%$
$\begin{array}{llll}\text { Short term investments } \quad 405,553 & 5,767 & 5.77 \%\end{array}$
Total interest earning
assets and revenue 8,539,226 177,047 8.41\%
Other assets 701,784
Less: allowance for credit losses $(80,953)$
Total \$9,160,057
LIABILITIES AND
SHAREHOLDERS' EQUITY
Deposits:

| Demand - interest bearing | ing \$1,770,537 |  | 7 \$14, | 340 | 3.28\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Savings | 896,888 | 10,685 |  | 4.83\% |  |
| Time 3, | 3,975,219 | 58,918 6 |  | 6.01\% |  |
| Short-term borrowings | 490,736 |  | 6,333 5.23 |  | 3\% |
| Long-term debt | 151,870 |  | 2,265 | 65 6.05\% |  |
| Total interest bearing liabilities and expense | 7,285,250 |  | 92,541 |  |  |
| Demand deposits -non-interest bearing | 969,793 |  |  |  |  |
| Other liabilities | 115,122 |  |  |  |  |
| Total liabilities | 8,370,165 |  |  |  |  |
| Shareholders' equity | 789,892 |  |  |  |  |
| Total \$9 | \$9,160,057 |  |  |  |  |
| Net interest revenue | \$84,506 |  |  |  |  |
| Net interest margin | 4.01\% |  |  |  |  |
| Net interest rate spread |  | 3.26\% |  |  |  |
| Interest bearing liabilities to interest earning assets |  | 85.32\% |  |  |  |

Net interest tax equivalent

BancorpSouth, Inc.
Average Balances, Interest Income
and Expense,
and Average Yields and Rates
(dollars in thousands) Quarter Ended
Unaudited December 31, 2000


LIABILITIES AND
SHAREHOLDERS' EQUITY
Deposits:


Net interest tax equivalent adjustment

BancorpSouth, Inc.


Less: allowance for credit losses $(76,879)$
Total \$8,919,186
LIABILITIES AND
SHAREHOLDERS' EQUITY
Deposits:


Net interest tax equivalent
adjustment

BancorpSouth, Inc.
Average Balances, Interest Income and Expense, and Average Yields and Rates

| (dollars in thousands) | Quarter Ended |
| :--- | :---: |
| Unaudited | June 30, 2000 |



LIABILITIES AND
SHAREHOLDERS' EQUITY
Deposits:

| Demand - interest bearing | $\$ 1,707,641$ | $\$ 13,758$ | $3.24 \%$ |  |
| :--- | :---: | :---: | :---: | :---: |
| Savings | 826,070 | 8,206 | $4.00 \%$ |  |
| Time | $3,708,808$ | 52,124 | $5.65 \%$ |  |
| Short-term borrowings | 328,870 |  | 4,598 | $5.62 \%$ |
| Long-term debt     <br> $\quad$ Total interest bearing 165,584 2,442 $5.93 \%$  <br> $\quad$ liabilities and expense $6,736,973$ 81,128 $4.84 \%$  |  |  |  |  |

Demand deposits -
non-interest bearing
965,742
Other liabilities
Total liabilities 99,701
7,802,416
Shareholders' equity
756,957
Total
\$8,559,373
Net interest revenue
\$85,463
Net interest margin
Net interest rate spread

Net interest tax equivalent adjustment

BancorpSouth, Inc.
Average Balances, Interest Income and Expense, and Average Yields and Rates

| (dollars in thousands) $\quad$ Year to Date |  |
| :--- | ---: |
| Unaudited | June 30, 2001 |

Unaudited | June 30, 2001 |
| :---: |
| Average | Yield/

(Taxable equivalent basis) Balance Interest Rate

ASSETS

LIABILITIES AND
SHAREHOLDERS' EQUITY
Deposits:

## Deposits:

| Demand - interest bearing | g \$1,800,92 |  | 7 \$27, | \% 3.10\% |
| :---: | :---: | :---: | :---: | :---: |
| Savings | 893,345 | 19,698 4 |  |  |
| Time | 3,973,173 | 117,323 |  | 5.95\% |
| Short-term borrowings | 501,479 |  | 12,152 | 4.89\% |
| Long-term debt | 149,080 |  | 4,436 6.00\% |  |
| Total interest bearing liabilities and expense | 7,318,004 |  | 181,294 | 5.00\% |
| Demand deposits -non-interest bearing | 986,281 |  |  |  |
| Other liabilities | 120,649 |  |  |  |
| Total liabilities | 8,424,934 |  |  |  |
| Shareholders' equity | 794,852 |  |  |  |
| Total \$9 | \$9,219,786 |  |  |  |
| Net interest revenue | \$168,368 |  |  |  |
| Net interest margin | 3.95\% |  |  |  |
| Net interest rate spread | 3.20\% |  |  |  |
| Interest bearing liabilities interest earning assets |  |  | 85.04 |  |

Net interest tax equivalent
adjustment
\$5,845

BancorpSouth, Inc.
Average Balances, Interest Income and Expense, and Average Yields and Rates
(dollars in thousands) Year to Date

Unaudited June 30, 2000
Average Yield/


| Non Taxable | 75,268 | 3,169 | $8.47 \%$ |
| :--- | :---: | :---: | :---: | :---: |
| Short term investments | 112,757 | 3,358 | $5.99 \%$ |
| Total interest earning <br> assets and revenue | $7,959,354$ | 328,302 | $8.29 \%$ |
| Other assets 635,931   <br> Less: allowance for credit losses $(75,815)$   <br> $\quad$ Total $\$ 8,519,470$   |  |  |  |

LIABILITIES AND
SHAREHOLDERS' EQUITY


Net interest tax equivalent
adjustment

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