MARKET STABILITY
Commerce values its team members, customers and shareholders and strives to produce consistent, solid returns. During the last 15 years, the company’s annualized total shareholder return was 9.2% compared to the NASDAQ Bank return of 3.7%.

STEADY SHAREHOLDER RETURNS (AS OF SEPTEMBER 30, 2019)
Total Shareholder Returns Indexed, 9/30/2004 = $100

EPS REMAINS STRONG

51 CONSECUTIVE YEARS OF DIVIDEND GROWTH
• Including 2012 special dividend = $1.72
• All data has been restated for 5% stock dividend distributed in December 2018
• Net Income in the chart represents Net Income Available to Common Shareholders

Source: Corporate Finance
**COMMERCE BANCSHARES AT A GLANCE**

- $25.9 billion in assets
- $20.3 billion in total deposits
- $52.9 billion in total Trust assets
- 44th largest U.S. bank based on asset size\(^1\)
- 250 thousand mobile customers
- $14.5 billion total loans\(^2\)
- $8.8 billion commercial card volume\(^3\)
- 4.7 stars Apple App Store rating\(^4\)

Data as of September 30, 2019 unless otherwise noted.

2. Includes loans held for sale
3. As of December 31, 2018.

**MORE THAN 150 YEARS OF BUILDING COMMERCE**

Since 1865, the success of Commerce Bank has revolved around three central themes:

**Strength** – Our financial strength has allowed us to weather difficult economic times and expand over the years, while continuing to operate independently. From our original base in Kansas City, we have forged partnerships and expanded throughout the central United States.

**Community** – Commerce is a product of the communities we serve, a partnership of our customers, employees and shareholders. We are proud we have continued to bring value to our customers, that we support our region’s economy and that we work with others to make our communities better places to live.

**Innovation** – Financial services is a dynamic and constantly changing market. At Commerce, we value and have been successful in applying new ideas, new technology and creativity to change while maintaining our core values of customer service and teamwork.

**COMPANY VALUES**

Commerce is focused on enhancing our services, being responsive to customer needs and adopting new technologies to address these needs. We continue to put great emphasis on culture – working as a team to deliver the right solutions for our customers. Our core values shape our culture and guide how we do business. In this way, we give VOICE to our values:

- We have a long-term View
- We collaborate as One team
- We act with Integrity
- We are Customer-focused
- We strive for Excellence