

# AT A GLANCE

## SUPER-COMMUNITY BANKING

In the industry for more than 150 years, Commerce offers a super-community banking experience that pairs large bank products and services with deep local market knowledge and experience.

The company's focus on local markets is supported by regional advisory boards comprised of local business professionals and community representatives who assist Commerce in responding to local banking needs. We are dedicated to helping our customers meet their challenges with solutions, including:

- A broad array of consumer products and services
- Sophisticated commercial lending, equipment financing and international banking services
- A national presence in commercial payment and merchant solutions
- Innovative payment products including claims processing, supply chain finance and accounts payable processing
- Wealth and asset management for individuals, businesses and institutions

## INDUSTRY RANKING AND RECOGNITION

- \$33.3 billion in assets<sup>1</sup>; ranked #42 among U.S. banks<sup>2</sup>
- \$9.0 billion Market Cap<sup>3</sup>; ranked #17 among U.S. banks<sup>2</sup>
- Commerce Trust Company oversees \$62.6 billion in assets under administration, including \$39.1 billion in assets under management (AUM)<sup>3</sup>; ranked #17 nationally based on AUA/AUM<sup>2</sup>.
- Commerce Bank was named among America's Best Banks 2021 by Forbes. Commerce Bank has consistently ranked among the highest-performing institutions for twelve consecutive years.<sup>3</sup>
- Commerce consistently ranks among the top issuers of credit, debit and commercial cards, according to The Nilson Report. We were recently recognized as the 12<sup>th</sup> largest commercial card provider<sup>4</sup> and the 7<sup>th</sup> largest purchasing & fleet card issuer.<sup>4</sup>
- Moody's ranks Commerce among the top 6 banks in the country with a baseline credit assessment (BCA) of a1. BCA reflects a bank's standalone credit strength.<sup>5</sup>
- Commerce was named to Newsweek's America's Best Banks 2021 list for Best Customer Service. The award recognizes banks with the fewest problems reported to the Consumer Financial Protection Bureau, a timely response rate to complaints, a helpful mobile app and a variety of dedicated customer service lines.<sup>6</sup>

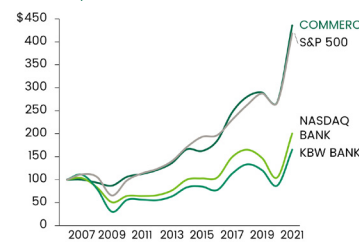
## MARKET STABILITY

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 10.3% compared to the NASDAQ Bank return of 4.7%.

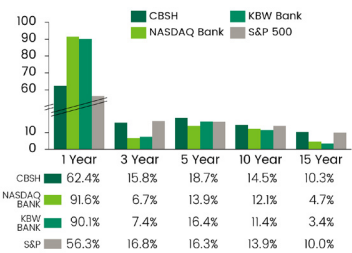
## STEADY SHAREHOLDER RETURNS (AS OF MARCH 31, 2021)

Total Shareholder Returns Indexed, 03/31/2006 = \$100

TOTAL SHAREHOLDER RETURNS INDEXED, 03/31/2006= \$100



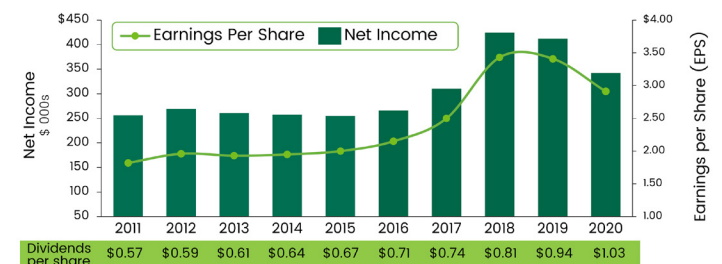
ANNUALIZED COMPARISON TOTAL SHAREHOLDER RETURNS



- CONSISTENT, POSITIVE RETURNS TO SHAREHOLDERS
- SIGNIFICANT OUTPERFORMANCE RELATIVE TO BANKS OVER LONG PERIOD

Source: Bloomberg, data as of 03/31/2021

## LONG-TERM VIEW: NET INCOME AND EARNINGS PER SHARE



- EPS REMAINS STRONG
- 2021 MARKS THE 53<sup>RD</sup> CONSECUTIVE YEAR OF DIVIDEND GROWTH
  - Including 2012 special dividend = \$1.56
  - All data has been restated for 5% stock dividend distributed in December 2020
  - Net Income in the chart represents Net Income Available to Common Shareholders

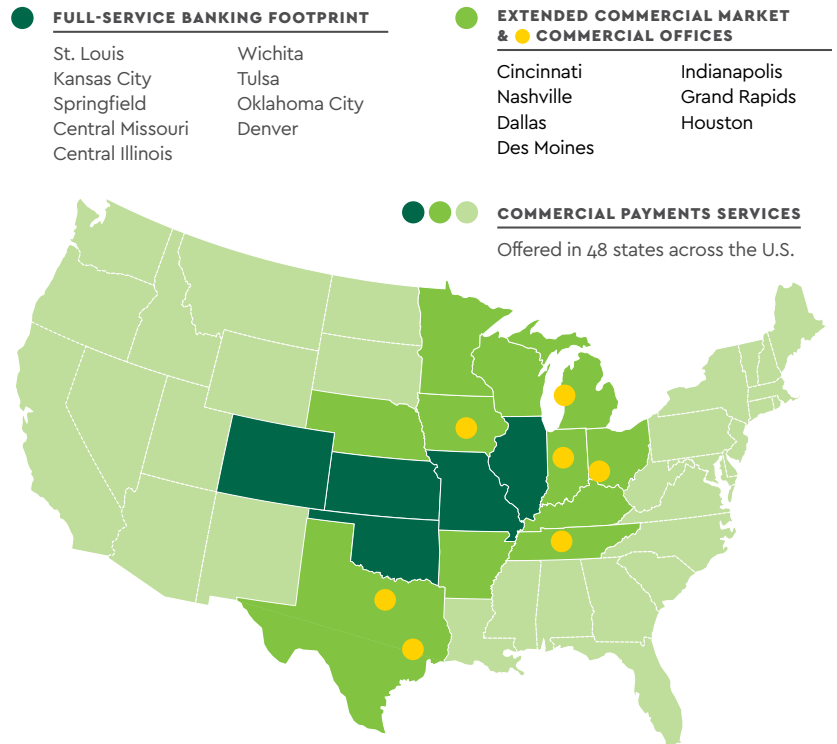
Source: Corporate Finance

1 As of March 31, 2021.  
 2 S&P Global Market Intelligence; ranking as of December 31, 2020.  
 3 As of January 2021.  
 4 Amongst top 50 U.S. Banks based on 12/31/2019 assets. Source: Nilson, May 2020.  
 5 Moody's U.S. Bank Ratings, February 22, 2021.  
 6 As of October 2020.

COMMERCE BANCSHARES AT A GLANCE

- \$33.3** billion in assets
- \$27.4** billion in total deposits
- \$16.4** billion in total loans<sup>1</sup>
- \$62.6** billion in total Trust assets
- 42<sup>nd</sup>** largest U.S. bank based on asset size<sup>2</sup>
- 260** thousand mobile customers
- \$8.5** billion commercial card volume<sup>3</sup>
- 4.7** stars Apple App Store rating<sup>4</sup>

Data as of March 31, 2021 unless otherwise noted.  
 1. Includes loans held for sale.  
 2. S&P Global Market Intelligence ranking as of December 31, 2020.  
 3. As of December 31, 2020  
 4. As of April 14, 2021.



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