

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2014	CALL REPORT 12/31 2015	CALL REPORT 12/31 2016	CALL REPORT 12/31 2017	CALL REPORT 3/31 2018
SIC: 6021	KM	\$MM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				11,470	12,446	13,429	14,007	13,912
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(156)	(152)	(156)	(159)	(159)
Net Loans				11,314	12,294	13,273	13,848	13,753
U.S. Govt Obligations/Mortgage-Backed Secur				3,924	4,222	4,185	4,348	4,301
State & Municipal Bonds				1,809	1,738	1,774	1,607	1,413
Fed Funds Sold/Repo's				1,082	890	740	743	717
Trading Account Securities				16	12	22	19	32
Other Earning Assets				3,734	3,761	3,628	2,762	2,711
EARNING ASSETS				21,879	22,917	23,622	23,327	22,927
Cash & Due From Banks				1,076	502	780	482	572
Bank Premises, F&E				352	347	333	330	328
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				11	6	4	5	5
Miscellaneous Assets				417	566	644	438	512
OTHER ASSETS				1,856	1,421	1,761	1,255	1,417
Intangibles				146	146	146	146	146
TOTAL ASSETS				23,881	24,484	25,529	24,728	24,490
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				6,815	7,149	7,439	7,328	7,120
Deposits-Interest Bearing				12,664	12,832	13,672	13,267	13,585
Total Deposits				19,479	19,981	21,111	20,595	20,705
Trading Liabilites				1	1	0	0	8
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				2,024	2,068	1,880	1,508	1,133
Other Borrowed Money				105	104	102	52	52
Miscellaneous Liabilites				203	183	190	164	207
CURRENT LIABILITIES				21,812	22,337	23,283	22,319	22,105
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				21,812	22,337	23,283	22,319	22,105
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,073	1,081	1,092	1,102	1,104
Retained Earnings				923	1,025	1,142	1,291	1,338
Unrlzd Gns (Ls) on Securities				63	31	2	6	(67)
NET WORTH				2,069	2,147	2,246	2,409	2,385
TOTAL LIABILITIES & NET WORTH				23,881	24,484	25,529	24,728	24,490
COMMERCE BANK								
Assets-Liabilities				0	0	0	0	0

COMMERCE BANK
Kansas City, Missouri

		CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT		
		12/31	12/31	12/31	12/31	3/31		
SIC: 6021	KM	\$MM	YEAR	2014	2015	2016	2017	2018

INCOME STATEMENT	# OF MOS	12	12	12	12	3
Interest-Loans		437	446	479	531	144
Interest-Govt Sec		106	103	111	116	32
Interest-State & Muni Sec		70	78	86	86	19
Interest-Fed Funds		13	13	14	16	4
Interest-Other		17	17	18	22	6
TOTAL INTEREST INCOME		643	657	708	771	205
Interest-Deposits		23	22	26	30	9
Interest-Fed Funds and Other Borr Money		5	6	7	14	4
TOTAL INTEREST EXPENSE		28	28	33	44	13
NET INTEREST INCOME		615	629	675	727	192
Trust Income		108	116	117	130	35
Service Charge Income		78	80	86	90	23
Other Income		255	262	279	273	62
TOTAL OTHER INCOME		441	458	482	493	120
Provision For Loan Losses		30	29	36	45	10
Salaries & Benefits		352	377	397	413	108
Occupancy, F&E		65	65	66	65	16
Other Expense		235	238	252	253	56
TOTAL OTHER EXPENSE		682	709	751	776	190
Income Bef Sec Trans & Taxes		374	378	406	444	122
Income Taxes		118	119	128	124	24
Net Income Bef Sec Trans		256	259	278	320	98
Realized Gains (Losses) on Securities		(6)	3	0	(10)	0
NET INCOME		250	262	278	310	98

EQUITY RECONCILIATION (\$M)

Beginning Balance	1,952	2,069	2,147	2,246	2,409
Net Income	250	262	278	310	98
Cash Dividends Common Stock (-)	(200)	(160)	(160)	(160)	(50)
Stock/Capital Surplus	0	0	0	0	0
Unrlzd Gns (Ls) on Securities	59	(33)	(29)	4	(74)
Other Adjustments	8	9	10	9	2
Ending Balance	2,069	2,147	2,246	2,409	2,385

COMMERCE BANK

END BAL - NET WORTH	0	0	0	0	0
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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
				12/31	12/31	12/31	12/31	3/31
SIC: 6021	KM	SMM	YEAR	2014	2015	2016	2017	2018

LOAN COMPOSITION	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction	403	623	790	967	932
Real Estate-Farm	152	167	173	162	158
Real Estate-Resident	2,807	2,854	3,008	3,087	3,094
Real Estate-Other	1,936	1,976	2,199	2,235	2,231
Farmers	169	163	148	140	120
Commercial & Industrial	2,543	2,771	2,855	2,950	3,008
Individuals - Credit Cards	783	781	778	786	755
Individuals - Other	1,412	1,622	1,676	1,800	1,776
Tax Exempt Obligations	587	693	748	784	778
Other Loans	124	163	330	358	336
Lease Financing Receivables	554	632	725	738	725

TOTAL GROSS LOANS 11,470 12,445 13,430 14,007 13,913

Less: Unearned Discount 0 0 0 0 0

Less: Loan Loss Reserve 157 153 157 161 161

NET LOANS 11,313 12,292 13,273 13,846 13,752

Reserve For Loan Loss Reconciliation (\$M)	2014	2015	2016	2017	2018
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Beginning Balance 162 157 152 156 160

Provision For Loan Losses 30 29 36 45 10

Recoveries 18 17 19 14 3

Charge-Offs (53) (51) (51) (55) (14)

Other 0 - - - -

Ending Balance 157 152 156 160 159

Loan Loss Reserve/Gross Loans (%) 1.37% 1.23% 1.17% 1.15% 1.16%

Net Charge-Offs/Gross Loans (%) -0.31% -0.27% -0.24% -0.29% -0.08%

Recoveries/Charge-Offs (%) 33.96% 33.33% 37.25% 25.45% 21.43%

Prov for Loan Losses/Gross Loans (%) 0.26% 0.23% 0.27% 0.32% 0.07%

Past Due Loans at	3/31/2018	Days Past Due		Non-
On Gross Loans of	13,912	30-89	Over 90	Accrual
Real Estate		16	2	5
Commercial & Industrial		25	1	0
Personal		31	12	0
Lease Financing Receivables		0	0	0
Other Loans		1	0	5
Totals		73	15	10

Past Dues/Gross Loans % 0.63%

Non Accruals/Gross Loans % 0.07%

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KEY RATIOS				\$MM	\$MM	\$MM	\$MM	\$MM
Return on Avg Net Worth:								
Net Income Before Sec Trans				12.63	12.29	12.66	13.75	4.09
Net Income				12.34	12.43	12.66	13.32	4.09
Return on Avg Assets:								
Net Income Before Sec Trans				1.16	1.09	1.13	1.28	0.39
Net Income				1.09	1.08	1.11	1.23	0.40
Net Interest Margin								
Effective				2.91	2.81	2.90	3.10	0.83
Tax Equivalent @ 46%				3.00	2.94	3.04	3.20	3.32
Salaries/(Income-Interest Expense)				33.33	34.68	34.31	33.85	34.62
Other Income/Salaries				125.28	121.49	121.41	119.37	111.11
Equity/Assets				8.66	8.77	8.80	9.74	9.74
Dividend Payout				78.13	61.78	57.55	50.00	51.02
PAT Growth				-3.03	1.17	7.34	15.11	-69.38
Asset Growth				22.91	-23.44	23.93	-28.73	12.91
Earning Asset Growth				4.86	4.74	3.08	-1.25	-1.71
Equity Growth				5.99	3.77	4.61	7.26	-1.00
Effective Tax Rate				31.55	31.48	31.53	27.93	19.67
Efficiency Ratio (%)				61.95	62.97	60.54	60.63	57.57
DEPOSIT ANALYSIS								
Loans/Deposits (%)				58.08	61.53	62.87	67.24	66.42
Capital/Deposits (%)				10.62	10.75	10.64	11.70	11.52
Non-Int Bearing/Total Deposits (%)				34.99	35.78	35.24	35.58	34.39
Int Bearing/Total Deposits				65.01	64.22	64.76	64.42	65.61
Deposit Growth				6.14	2.58	5.66	-2.44	0.53

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