

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2016	CALL REPORT 12/31 2017	CALL REPORT 12/31 2018	CALL REPORT 12/31 2018	CALL REPORT 3/31 2020
SIC: 6021	JR	\$MM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				13,429	14,007	14,161	14,752	15,080
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(156)	(159)	(160)	(160)	(172)
Net Loans				13,273	13,848	14,001	14,592	14,908
U.S. Govt Obligations/Mortgage-Backed Secur				4,185	4,348	4,457	4,885	5,017
State & Municipal Bonds				1,774	1,607	1,324	1,264	1,279
Fed Funds Sold/Repo's				740	743	703	850	850
Trading Account Securities				22	19	27	28	24
Other Earning Assets				3,628	2,762	2,751	2,417	2,378
EARNING ASSETS				23,622	23,327	23,263	24,036	24,456
Cash & Due From Banks				780	482	1,225	900	883
Bank Premises, F&E				333	330	329	366	365
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				4	5	43	41	40
Miscellaneous Assets				644	438	377	464	808
OTHER ASSETS				1,761	1,255	1,974	1,771	2,096
Intangibles				146	146	147	148	148
TOTAL ASSETS				25,529	24,728	25,384	25,955	26,700
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				7,439	7,328	7,207	7,206	7,218
Deposits-Interest Bearing				13,672	13,267	13,344	13,630	13,824
Total Deposits				21,111	20,595	20,551	20,836	21,042
Trading Liabilites				0	0	8	1	5
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				1,880	1,508	1,956	1,851	1,428
Other Borrowed Money				102	52	51	51	802
Miscellaneous Liabilites				190	164	230	529	578
CURRENT LIABILITIES				23,283	22,319	22,796	23,268	23,855
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				23,283	22,319	22,796	23,268	23,855
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,092	1,102	1,111	1,120	1,123
Retained Earnings				1,142	1,291	1,509	1,425	1,438
Unrlzd Gns (Ls) on Securities				2	6	(42)	132	274
NET WORTH				2,246	2,409	2,588	2,687	2,845
TOTAL LIABILITIES & NET WORTH				25,529	24,728	25,384	25,955	26,700

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Assets-Liabilities	0	0	0	0	0
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				12/31	12/31	12/31	12/31	3/31
SIC: 6021	JR	\$MM	YEAR	2016	2017	2018	2019	2020
INCOME STATEMENT		# OF MOS		12	12	12	12	3
Interest-Loans				479	531	610	646	155
Interest-Govt Sec				111	116	140	150	34
Interest-State & Muni Sec				86	86	77	77	18
Interest-Fed Funds				14	16	16	16	7
Interest-Other				18	22	29	31	7
TOTAL INTEREST INCOME				708	771	872	920	221
Interest-Deposits				26	30	44	73	16
Interest-Fed Funds and Other Borr Money				7	14	22	31	5
TOTAL INTEREST EXPENSE				33	44	66	104	21
NET INTEREST INCOME				675	727	806	816	200
Trust Income				117	130	143	150	39
Service Charge Income				86	90	94	96	24
Other Income				279	273	266	274	64
TOTAL OTHER INCOME				482	493	503	520	127
Provision For Loan Losses				36	45	43	50	43
Salaries & Benefits				397	413	433	460	120
Occupancy, F&E				66	65	65	67	17
Other Expense				252	253	234	232	74
TOTAL OTHER EXPENSE				751	776	775	809	254
Income Bef Sec Trans & Taxes				406	444	534	527	73
Income Taxes				128	124	105	112	14
Net Income Bef Sec Trans				278	320	429	415	59
Realized Gains (Losses) on Securities				0	(10)	(10)	0	0
NET INCOME				278	310	419	415	59
<b>EQUITY RECONCILIATION (\$M)</b>								
Beginning Balance				2,147	2,246	2,409	2,588	2,687
Net Income				278	310	419	415	59
Cash Dividends Common Stock (-)				(160)	(160)	(200)	(500)	(50)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				(29)	4	(49)	174	145
Other Adjustments				10	9	9	10	4
Ending Balance				2,246	2,409	2,588	2,687	2,845
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END BAL - NET WORTH				0	0	0	0	0

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SIC: 6021	JR	\$MM	YEAR	2016	2017	2018	2019	2020
LOAN COMPOSITION				\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction				790	967	863	874	849
Real Estate-Farm				173	162	162	178	176
Real Estate-Resident				3,008	3,087	3,206	3,287	3,407
Real Estate-Other				2,199	2,235	2,305	2,336	2,436
Farmers				148	140	133	117	117
Commercial & Industrial				2,855	2,950	3,030	3,414	3,576
Individuals - Credit Cards				778	786	814	765	707
Individuals - Other				1,676	1,800	1,681	1,700	1,688
Tax Exempt Obligations				748	784	787	785	790
Other Loans				330	358	428	499	553
Lease Financing Receivables				725	738	752	797	781
TOTAL GROSS LOANS				13,430	14,007	14,161	14,752	15,080
Less: Unearned Discount				0	0	0	0	0
Less: Loan Loss Reserve				157	161	161	162	(197)
NET LOANS				13,273	13,846	14,000	14,590	15,277
Reserve For Loan Loss Reconciliation (\$M)				2016	2017	2018	2019	2020
Beginning Balance				157	161	165	166	181
Provision For Loan Losses				36	45	43	50	43
Recoveries				19	14	14	9	9
Charge-Offs				(51)	(55)	(56)	(44)	(44)
Other				-	-	-	-	-
Ending Balance				161	165	166	181	189
Loan Loss Reserve/Gross Loans (%)				1.17%	1.15%	1.14%	1.10%	-1.31%
Net Charge-Offs/Gross Loans (%)				-0.24%	-0.29%	-0.30%	-0.24%	-0.23%
Recoveries/Charge-Offs (%)				37.25%	25.45%	25.00%	20.45%	20.45%
Prov for Loan Losses/Gross Loans (%)				0.27%	0.32%	0.30%	0.34%	0.29%
Past Due Loans at On Gross Loans of				3/31/2020 13,936	Days Past Due 30-89      Over 90		Non- Accrual	
Real Estate				31	3	2		
Commercial & Industrial				13	0	3		
Personal				35	13	0		
Lease Financing Receivables				0	0	0		
Other Loans				3	0	4		
Totals				82	16	9		
Past Dues/Gross Loans %				0.70%				
Non Accruals/Gross Loans %				0.06%				

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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
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SIC: 6021	JR	\$MM	YEAR	2016	2017	2018	2019	2020

KEY RATIOS	\$MM	\$MM	\$MM	\$MM	\$MM
Return on Avg Net Worth:					
Net Income Before Sec Trans	13.14	13.75	17.17	15.73	2.13
Net Income	13.14	13.32	16.77	15.73	2.13
Return on Avg Assets:					
Net Income Before Sec Trans	1.23	1.31	1.70	1.64	0.23
Net Income	1.17	1.23	1.67	1.62	0.22
Net Interest Margin					
Effective	3.07	3.10	3.46	3.45	0.82
Tax Equivalent @ 46%	3.00	2.94	3.04	3.20	0.00
Salaries/(Income-Interest Expense)	34.31	33.85	33.08	34.43	36.70
Other Income/Salaries	121.41	119.37	116.17	113.04	105.83
Equity/Assets	8.80	9.74	10.20	10.35	10.66
Dividend Payout	57.55	50.00	46.62	120.48	84.75
PAT Growth	5.30	15.11	34.06	-3.26	-85.78
Asset Growth	16.62	-28.73	57.29	-10.28	18.35
Earning Asset Growth	13.22	-1.25	-0.27	3.32	1.75
Equity Growth	15.06	7.26	7.43	3.83	5.88
Effective Tax Rate	31.53	27.93	19.66	21.25	19.18
Efficiency Ratio (%)	61.95	62.97	60.54	60.63	0.00

#### DEPOSIT ANALYSIS

Loans/Deposits (%)	62.87	67.24	68.13	70.03	70.85
Capital/Deposits (%)	10.64	11.70	12.59	12.90	13.52
Non-Int Bearing/Total Deposits (%)	35.24	35.58	35.07	34.58	34.30
Int Bearing/Total Deposits	64.76	64.42	64.93	65.42	65.70
Deposit Growth	15.03	-2.44	-0.21	1.39	0.99

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Date	3/31
Year	2020
Periods	3
Full Date	3/31/2020
Analyst Initials	JR