

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2008	CALL REPORT 12/31 2009	CALL REPORT 12/31 2010	CALL REPORT 12/31 2011	CALL REPORT 6/30 2012
SIC: 6021	jv	SMM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				11,644	10,490	9,476	9,211	9,395
Unearned Discount		(-)		0	0	0	0	0
Loan Loss Reserve		(-)		(173)	(194)	(198)	(185)	(179)
Net Loans				11,471	10,296	9,278	9,026	9,216
U.S. Govt Obligations/Mortgage-Backed Secur				2,474	2,954	3,083	4,691	4,299
State & Municipal Bonds				715	935	1,115	1,241	1,354
Fed Funds Sold/Repo's				169	23	460	862	857
Trading Account Securities				10	12	12	20	16
Other Earning Assets				382	2,324	2,982	3,206	3,475
EARNING ASSETS				15,221	16,544	16,930	19,046	19,217
Cash & Due From Banks				1,132	447	457	511	509
Bank Premises, F&E				404	396	379	355	346
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				6	10	12	23	25
Miscellaneous Assets				516	422	422	425	373
OTHER ASSETS				2,058	1,275	1,270	1,314	1,253
Intangibles				143	140	137	134	132
TOTAL ASSETS				17,422	17,959	18,337	20,494	20,602
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				1,380	4,027	4,496	5,382	5,646
Deposits-Interest Bearing				11,520	10,196	10,591	11,423	11,196
Total Deposits				12,900	14,223	15,087	16,805	16,842
Trading Liabilities				0	0	0	3	2
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				1,093	1,151	1,061	1,374	1,424
Other Borrowed Money				1,726	738	105	105	105
Miscellaneous Liabilities				262	162	286	284	246
CURRENT LIABILITIES				15,981	16,274	16,539	18,571	18,619
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				15,981	16,274	16,539	18,571	18,619
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				995	1,000	1,008	1,011	1,014
Retained Earnings				499	619	717	784	817
Unrlzd Gns (Ls) on Securities				(63)	56	63	118	142
NET WORTH				1,441	1,685	1,798	1,923	1,983
TOTAL LIABILITIES & NET WORTH				17,422	17,959	18,337	20,494	20,602

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<b>INCOME STATEMENT</b>			<b># OF MOS</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
Interest-Loans				656	552	503	456	221
Interest-Govt Sec				119	148	122	134	68
Interest-State & Muni Sec				41	68	77	73	37
Interest-Fed Funds				9	0	3	14	9
Interest-Other				22	20	19	16	7
<b>TOTAL INTEREST INCOME</b>				<b>847</b>	<b>788</b>	<b>724</b>	<b>693</b>	<b>342</b>
Interest-Deposits				194	118	66	46	18
Interest-Fed Funds and Other Borr Money				63	35	17	6	2
<b>TOTAL INTEREST EXPENSE</b>				<b>257</b>	<b>153</b>	<b>83</b>	<b>52</b>	<b>20</b>
<b>NET INTEREST INCOME</b>				<b>590</b>	<b>635</b>	<b>641</b>	<b>641</b>	<b>322</b>
Trust Income				80	77	81	88	47
Service Charge Income				112	107	93	83	39
Other Income				208	239	260	266	136
<b>TOTAL OTHER INCOME</b>				<b>400</b>	<b>423</b>	<b>434</b>	<b>437</b>	<b>222</b>
Provision For Loan Losses				109	161	100	52	13
Salaries & Benefits				290	301	320	318	164
Occupancy, F&E				68	69	70	68	33
Other Expense				274	268	268	271	135
<b>TOTAL OTHER EXPENSE</b>				<b>741</b>	<b>799</b>	<b>758</b>	<b>709</b>	<b>345</b>
Income Bef Sec Trans & Taxes				249	259	317	369	199
Income Taxes				79	74	97	120	66
<b>Net Income Bef Sec Trans</b>				<b>170</b>	<b>185</b>	<b>220</b>	<b>249</b>	<b>133</b>
Realized Gains (Losses) on Securities				6	(20)	(1)	(2)	0
<b>NET INCOME</b>				<b>176</b>	<b>165</b>	<b>219</b>	<b>247</b>	<b>133</b>
<b><u>EQUITY RECONCILIATION (\$M)</u></b>								
Beginning Balance				1,261	1,441	1,685	1,798	1,923
Net Income				176	165	219	247	133
Cash Dividends Common Stock (-)				(70)	(45)	(120)	(180)	(100)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				(61)	119	8	54	24
Other Adjustments				135	5	6	4	3
<b>Ending Balance</b>				<b>1,441</b>	<b>1,685</b>	<b>1,798</b>	<b>1,923</b>	<b>1,983</b>

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SIC: 6021	ju	SMM	YEAR	12/31 2008	12/31 2009	12/31 2010	12/31 2011	6/30 2012
LOAN COMPOSITION				SMM	SMM	SMM	SMM	SMM
Real Estate-Construction				839	665	460	386	346
Real Estate-Farm				130	131	120	122	116
Real Estate-Resident				2,417	2,284	2,204	2,216	2,249
Real Estate-Other				1,878	1,859	1,802	1,879	1,932
Farmers				134	131	142	142	133
Commercial & Industrial				2,626	2,186	2,061	1,874	2,027
Individuals - Credit Cards				781	800	832	789	733
Individuals - Other				2,104	1,775	990	886	929
Tax Exempt Obligations				146	154	246	310	329
Other Loans				149	138	289	274	268
Lease Financing Receivables				440	367	330	333	333
<b>TOTAL GROSS LOANS</b>				<b>11,644</b>	<b>10,490</b>	<b>9,476</b>	<b>9,211</b>	<b>9,395</b>
Less: Unearned Discount				0	0	0	0	0
Less: Loan Loss Reserve				173	194	198	185	179
<b>NET LOANS</b>				<b>11,471</b>	<b>10,296</b>	<b>9,278</b>	<b>9,026</b>	<b>9,216</b>
Reserve For Loan Loss Reconciliation (\$M)				2008	2009	2010	2011	2012
Beginning Balance				123	173	194	198	185
Provision For Loan Losses				109	161	100	52	13
Recoveries				15	15	18	17	14
Charge-Offs				(85)	(155)	(114)	(82)	(33)
Other				11	0	0	0	0
<b>Ending Balance</b>				<b>173</b>	<b>194</b>	<b>198</b>	<b>185</b>	<b>179</b>
Loan Loss Reserve/Gross Loans (%)				1.49%	1.85%	2.09%	2.01%	1.91%
Net Charge-Offs/Gross Loans (%)				-0.60%	-1.33%	-1.01%	-0.71%	-0.20%
Recoveries/Charge-Offs (%)				17.65%	9.68%	15.79%	20.73%	42.42%
Prov for Loan Losses/Gross Loans (%)				0.94%	1.53%	1.06%	0.56%	0.14%
Past Due Loans at On Gross Loans of	6/30/2012	Days Past Due		Non-Accrual				
	9,395	30-89	Over 90					
Real Estate		16	3	48				
Commercial & Industrial		6	1	6				
Personal		17	8	0				
Lease Financing Receivables		0	0	0				
Other Loans		2	0	9				
<b>Totals</b>		<b>41</b>	<b>12</b>	<b>63</b>				
Past Dues/Gross Loans (%)		0.56%						
Non Accruals/Gross Loans (%)		0.67%						

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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
				12/31	12/31	12/31	12/31	6/30
SIC: 6021	jv	SMM	YEAR	2008	2009	2010	2011	2012

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KEY RATIOS

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Return on Avg Net Worth:								
Net Income Before Sec Trans				11.80	11.84	12.63	13.38	6.81
Net Income				12.21	10.56	12.58	13.28	6.81
Return on Avg Assets:								
Net Income Before Sec Trans				0.99	1.05	1.23	1.33	0.68
Net Income				1.02	0.94	1.22	1.32	0.68
Net Interest Margin								
Effective				3.88	4.00	3.83	3.56	1.68
Tax Equivalent @ 46%				4.11	4.36	4.22	3.91	1.85
Salaries/(Income-Interest Expense)				29.29	28.45	29.77	29.50	30.15
Other Income/Salaries				137.93	140.53	135.63	137.42	135.37
Equity/Assets				8.27	9.38	9.81	9.38	9.63
Dividend Payout				41.18	24.32	54.55	72.29	75.19
PAT Growth				NA	8.82	18.92	13.18	(46.59)
Asset Growth				NA	3.96	(0.33)	9.82	0.58
Earning Asset Growth				NA	9.76	(0.31)	10.41	0.97
Equity Growth				NA	16.93	6.71	6.95	3.12
Effective Tax Rate				31.73	28.57	30.60	32.52	33.17
Efficiency Ratio (%)				63.84	60.30	61.21	60.95	61.03

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DEPOSIT ANALYSIS

	2008	2009	2010	2011	2012
Loans/Deposits (%)	88.92%	72.39%	61.50%	53.71%	54.72%
Capital/Deposits (%)	11.17%	11.85%	11.92%	11.44%	11.77%
Non-Int Bearing/Total Deposits (%)	10.70%	28.31%	29.80%	32.03%	33.52%
Int Bearing/Total Deposits (%)	89.30%	71.69%	70.20%	67.97%	66.48%
Deposit Growth (%)	NA	10.26%	6.07%	11.39%	0.22%

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