

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 6/30 2018
SIC: 6021	KM	SMM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				11,470	12,446	13,429	14,007	13,974
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	13,815
U.S. Govt Obligations/Mortgage-Backed Secur				3,924	4,222	4,185	4,348	4,449
State & Municipal Bonds				1,809	1,738	1,774	1,607	1,375
Fed Funds Sold/Repo's				1,082	890	740	743	732
Trading Account Securities				16	12	22	19	31
Other Earning Assets				3,734	3,761	3,628	2,762	2,581
EARNING ASSETS				21,879	22,917	23,622	23,327	22,983
Cash & Due From Banks				1,076	502	780	482	518
Bank Premises, F&E				352	347	333	330	327
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				11	6	4	5	5
Miscellaneous Assets				417	566	644	438	467
OTHER ASSETS				1,856	1,421	1,761	1,255	1,317
Intangibles				146	146	146	146	146
TOTAL ASSETS				23,881	24,484	25,529	24,728	24,446
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				6,815	7,149	7,439	7,328	7,117
Deposits-Interest Bearing				12,664	12,832	13,672	13,267	13,445
Total Deposits				19,479	19,981	21,111	20,595	20,562
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	1,168
Other Borrowed Money				105	104	102	52	52
Miscellaneous Liabilities				203	183	190	164	231
CURRENT LIABILITIES				21,812	22,337	23,283	22,319	22,021
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				21,812	22,337	23,283	22,319	22,021
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,073	1,081	1,092	1,102	1,106
Retained Earnings				923	1,025	1,142	1,291	1,395
Unrlzd Gns (Ls) on Securities				63	31	2	6	(86)
NET WORTH				2,069	2,147	2,246	2,409	2,425
TOTAL LIABILITIES & NET WORTH				23,881	24,484	25,529	24,728	24,446
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	30-Jun
SIC: 6021	KM	SMM	YEAR	2014	2015	2016	2017	2018
INCOME STATEMENT		# OF MOS		12	12	12	12	3
Interest-Loans				437	446	479	531	294
Interest-Govt Sec				106	103	111	116	68
Interest-State & Muni Sec				70	78	86	86	38
Interest-Fed Funds				13	13	14	16	8
Interest-Other				17	17	18	22	13
TOTAL INTEREST INCOME				643	657	708	771	421
Interest-Deposits				23	22	26	30	18
Interest-Fed Funds and Other Borr Money				5	6	7	14	9
TOTAL INTEREST EXPENSE				28	28	33	44	27
NET INTEREST INCOME				615	629	675	727	394
Trust Income				108	116	117	130	71
Service Charge Income				78	80	86	90	47
Other Income				255	262	279	273	127
TOTAL OTHER INCOME				441	458	482	493	245
Provision For Loan Losses				30	29	36	45	20
Salaries & Benefits				352	377	397	413	215
Occupancy, F&E				65	65	66	65	32
Other Expense				235	238	252	253	114
TOTAL OTHER EXPENSE				682	709	751	776	381
Income Bef Sec Trans & Taxes				374	378	406	444	258
Income Taxes				118	119	128	124	52
Net Income Bef Sec Trans				256	259	278	320	206
Realized Gains (Losses) on Securities				(6)	3	0	(10)	0
NET INCOME				250	262	278	310	206
<u>EQUITY RECONCILIATION (\$M)</u>								
Beginning Balance				1,952	2,069	2,147	2,246	2,409
Net Income				250	262	278	310	206
Cash Dividends Common Stock (-)				(200)	(160)	(160)	(160)	(100)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				59	(33)	(29)	4	(94)
Other Adjustments				8	9	10	9	4
Ending Balance				2,069	2,147	2,246	2,409	2,425
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END BAL - NET WORTH				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	30-Jun
SIC: 6021	KM	2014	2015	2016	2017	2018
	\$MM	YEAR				
LOAN COMPOSITION	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction	403	623	790	967	966	
Real Estate-Farm	152	167	173	162	164	
Real Estate-Resident	2,807	2,854	3,008	3,087	3,138	
Real Estate-Other	1,936	1,976	2,199	2,235	2,206	
Farmers	169	163	148	140	124	
Commercial & Industrial	2,543	2,771	2,855	2,950	2,985	
Individuals - Credit Cards	783	781	778	786	775	
Individuals - Other	1,412	1,622	1,676	1,800	1,727	
Tax Exempt Obligations	587	693	748	784	772	
Other Loans	124	163	330	358	376	
Lease Financing Receivables	554	632	725	738	741	
TOTAL GROSS LOANS	11,470	12,445	13,430	14,007	13,974	
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	13,813	
Reserve For Loan Loss Reconciliation (\$M)		2014	2015	2016	2017	2018
Beginning Balance		162	157	152	156	160
Provision For Loan Losses		30	29	36	45	20
Recoveries		18	17	19	14	7
Charge-Offs		(53)	(51)	(51)	(55)	(27)
Other		0	-	-	-	-
Ending Balance		157	152	156	160	160
Loan Loss Reserve/Gross Loans (%)		1.37%	1.23%	1.17%	1.15%	1.15%
Net Charge-Offs/Gross Loans (%)		-0.31%	-0.27%	-0.24%	-0.29%	-0.14%
Recoveries/Charge-Offs (%)		33.96%	33.33%	37.25%	25.45%	25.93%
Prov for Loan Losses/Gross Loans (%)		0.26%	0.23%	0.27%	0.32%	0.14%
Past Due Loans at On Gross Loans of	6/30/2018 13,974	Days Past Due		Non- Accrual		
		30-89	Over 90			
Real Estate		18	2	4		
Commercial & Industrial		1	1	0		
Personal		33	10	0		
Lease Financing Receivables		0	0	0		
Other Loans		0	0	5		
Totals		52	13	9		
Past Dues/Gross Loans %		0.47%				
Non Accruals/Gross Loans %		0.06%				

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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

KEY RATIOS				\$MM	\$MM	\$MM	\$MM	\$MM
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Return on Avg Net Worth:

Net Income Before Sec Trans	12.63	12.29	12.66	13.75	8.52
Net Income	12.34	12.43	12.66	13.32	8.52

Return on Avg Assets:

Net Income Before Sec Trans	1.16	1.09	1.13	1.28	0.83
Net Income	1.09	1.08	1.11	1.23	0.84

Net Interest Margin

Effective	2.91	2.81	2.90	3.10	1.70
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	33.65
Other Income/Salaries	125.28	121.49	121.41	119.37	113.95
Equity/Assets	8.66	8.77	8.80	9.74	9.92
Dividend Payout	78.13	61.78	57.55	50.00	48.54
PAT Growth	-3.03	1.17	7.34	15.11	-35.63
Asset Growth	22.91	-23.44	23.93	-28.73	4.94
Earning Asset Growth	4.86	4.74	3.08	-1.25	-1.47
Equity Growth	5.99	3.77	4.61	7.26	0.66
Effective Tax Rate	31.55	31.48	31.53	27.93	20.16
Efficiency Ratio (%)	61.95	62.97	60.54	60.63	57.57

DEPOSIT ANALYSIS

Loans/Deposits (%)	58.08	61.53	62.87	67.24	67.19
Capital/Deposits (%)	10.62	10.75	10.64	11.70	11.79
Non-Int Bearing/Total Deposits (%)	34.99	35.78	35.24	35.58	34.61
Int Bearing/Total Deposits	65.01	64.22	64.76	64.42	65.39
Deposit Growth	6.14	2.58	5.66	-2.44	-0.16

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