

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2015	CALL REPORT 12/31 2016	CALL REPORT 12/31 2017	CALL REPORT 12/31 2018	CALL REPORT 6/30 2019
SIC: 6021	JR	\$MM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				12,446	13,429	14,007	14,161	14,280
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(152)	(156)	(159)	(160)	(161)
Net Loans				12,294	13,273	13,848	14,001	14,119
U.S. Govt Obligations/Mortgage-Backed Secur				4,222	4,185	4,348	4,457	4,939
State & Municipal Bonds				1,738	1,774	1,607	1,324	1,233
Fed Funds Sold/Repo's				890	740	743	703	700
Trading Account Securities				12	22	19	27	37
Other Earning Assets				3,761	3,628	2,762	2,751	2,504
EARNING ASSETS				22,917	23,622	23,327	23,263	23,532
Cash & Due From Banks				502	780	482	1,225	960
Bank Premises, F&E				347	333	330	329	359
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				6	4	5	43	39
Miscellaneous Assets				566	644	438	377	631
OTHER ASSETS				1,421	1,761	1,255	1,974	1,989
Intangibles				146	146	146	147	148
TOTAL ASSETS				24,484	25,529	24,728	25,384	25,669
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				7,149	7,439	7,328	7,207	6,496
Deposits-Interest Bearing				12,832	13,672	13,267	13,344	13,555
Total Deposits				19,981	21,111	20,595	20,551	20,051
Trading Liabilites				1	0	0	8	4
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				2,068	1,880	1,508	1,956	2,394
Other Borrowed Money				104	102	52	51	51
Miscellaneous Liabilites				183	190	164	230	319
CURRENT LIABILITIES				22,337	23,283	22,319	22,796	22,819
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				22,337	23,283	22,319	22,796	22,819
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,081	1,092	1,102	1,111	1,116
Retained Earnings				1,025	1,142	1,291	1,509	1,593
Unrlzd Gns (Ls) on Securities				31	2	6	(42)	131
NET WORTH				2,147	2,246	2,409	2,588	2,850
TOTAL LIABILITIES & NET WORTH				24,484	25,529	24,728	25,384	25,669
COMMERCE BANK								
Assets-Liabilities				0	0	0	0	0

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				12/31	12/31	12/31	12/31	6/30
SIC: 6021	JR	SMM	YEAR	2015	2016	2017	2018	2019
INCOME STATEMENT		# OF MOS		12	12	12	12	6
Interest-Loans				446	479	531	610	325
Interest-Govt Sec				103	111	116	140	75
Interest-State & Muni Sec				78	86	86	77	40
Interest-Fed Funds				13	14	16	16	7
Interest-Other				17	18	22	29	16
TOTAL INTEREST INCOME				657	708	771	872	463
Interest-Deposits				22	26	30	44	34
Interest-Fed Funds and Other Borr Money				6	7	14	22	17
TOTAL INTEREST EXPENSE				28	33	44	66	51
NET INTEREST INCOME				629	675	727	806	412
Trust Income				116	117	130	143	73
Service Charge Income				80	86	90	94	47
Other Income				262	279	273	266	128
TOTAL OTHER INCOME				458	482	493	503	248
Provision For Loan Losses				29	36	45	43	24
Salaries & Benefits				377	397	413	433	227
Occupancy, F&E				65	66	65	65	32
Other Expense				238	252	253	234	119
TOTAL OTHER EXPENSE				709	751	776	775	402
Income Bef Sec Trans & Taxes				378	406	444	534	258
Income Taxes				119	128	124	105	53
Net Income Bef Sec Trans				259	278	320	429	205
Realized Gains (Losses) on Securities				3	0	(10)	(10)	0
NET INCOME				262	278	310	419	205
<u>EQUITY RECONCILIATION (\$M)</u>								
Beginning Balance				2,069	2,147	2,246	2,409	2,588
Net Income				262	278	310	419	205
Cash Dividends Common Stock (-)				(160)	(160)	(160)	(200)	(120)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				(33)	(29)	4	(49)	172
Other Adjustments				9	10	9	9	5
Ending Balance				2,147	2,246	2,409	2,588	2,850
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END BAL - NET WORTH				0	0	0	0	0

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SIC: 6021	JR	\$MM	YEAR	2015	2016	2017	2018	2019
LOAN COMPOSITION				\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction				623	790	967	863	893
Real Estate-Farm				167	173	162	162	165
Real Estate-Resident				2,854	3,008	3,087	3,206	3,140
Real Estate-Other				1,976	2,199	2,235	2,305	2,345
Farmers				163	148	140	133	107
Commercial & Industrial				2,771	2,855	2,950	3,030	3,203
Individuals - Credit Cards				781	778	786	814	776
Individuals - Other				1,622	1,676	1,800	1,681	1,667
Tax Exempt Obligations				693	748	784	787	803
Other Loans				163	330	358	428	398
Lease Financing Receivables				632	725	738	752	783
TOTAL GROSS LOANS				12,445	13,430	14,007	14,161	14,280
Less: Unearned Discount				0	0	0	0	0
Less: Loan Loss Reserve				153	157	161	161	161
NET LOANS				12,292	13,273	13,846	14,000	14,119
Reserve For Loan Loss Reconciliation (\$M)				2015	2016	2017	2018	2018
Beginning Balance				162	157	161	165	166
Provision For Loan Losses				29	36	45	43	24
Recoveries				17	19	14	14	6
Charge-Offs				(51)	(51)	(55)	(56)	(29)
Other				-	-	-	-	-
Ending Balance				157	161	165	166	167
Loan Loss Reserve/Gross Loans (%)				1.23%	1.17%	1.15%	1.14%	1.13%
Net Charge-Offs/Gross Loans (%)				-0.27%	-0.24%	-0.29%	-0.30%	-0.16%
Recoveries/Charge-Offs (%)				33.33%	37.25%	25.45%	25.00%	20.69%
Prov for Loan Losses/Gross Loans (%)				0.23%	0.27%	0.32%	0.30%	0.17%
Past Due Loans at On Gross Loans of				6/30/2019 14,141	Days Past Due 30-89 Over 90		Non- Accrual	
Real Estate				63	4	3		
Commercial & Industrial				5	1	3		
Personal				34	13	0		
Lease Financing Receivables				0	0	1		
Other Loans				1	1	4		
Totals				103	19	11		
Past Dues/Gross Loans %				0.86%				
Non Accruals/Gross Loans %				0.08%				

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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
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SIC: 6021	JR	SMM	YEAR	2015	2016	2017	2018	2019

KEY RATIOS	\$MM	\$MM	\$MM	\$MM	\$MM
Return on Avg Net Worth:					
Net Income Before Sec Trans	12.54	12.66	13.75	17.17	7.54
Net Income	12.68	12.66	13.32	16.77	7.54
Return on Avg Assets:					
Net Income Before Sec Trans	1.16	1.14	1.28	1.70	0.81
Net Income	1.13	1.11	1.23	1.67	0.80
Net Interest Margin					
Effective	2.91	2.90	3.10	3.46	1.76
Tax Equivalent @ 46%	3.00	2.94	3.04	3.20	0.00
Salaries/(Income-Interest Expense)	34.68	34.31	33.85	33.08	34.39
Other Income/Salaries	121.49	121.41	119.37	116.17	109.25
Equity/Assets	8.77	8.80	9.74	10.20	11.10
Dividend Payout	61.78	57.55	50.00	46.62	58.54
PAT Growth	-1.89	7.34	15.11	34.06	-52.21
Asset Growth	-5.89	23.93	-28.73	57.29	0.76
Earning Asset Growth	9.84	3.08	-1.25	-0.27	1.16
Equity Growth	9.99	4.61	7.26	7.43	10.12
Effective Tax Rate	31.48	31.53	27.93	19.66	20.54
Efficiency Ratio (%)	61.95	62.97	60.54	60.63	0.00

DEPOSIT ANALYSIS

Loans/Deposits (%)	61.53	62.87	67.24	68.13	70.42
Capital/Deposits (%)	10.75	10.64	11.70	12.59	14.21
Non-Int Bearing/Total Deposits (%)	35.78	35.24	35.58	35.07	32.40
Int Bearing/Total Deposits	64.22	64.76	64.42	64.93	67.60
Deposit Growth	8.88	5.66	-2.44	-0.21	-2.43

COMMERCE BANK

Date	6/30
Year	2019
Periods	6
Full Date	6/30/2019
Analyst Initials	JR