

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2007	CALL REPORT 12/31 2008	CALL REPORT 12/31 2009	CALL REPORT 12/31 2010	CALL REPORT 9/30 2011
SIC: 6021	jv	\$MM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				10,189	11,644	10,490	9,476	9,115
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(123)	(173)	(194)	(198)	(188)
Net Loans				10,066	11,471	10,296	9,278	8,927
U.S. Govt Obligations/Mortgage-Backed Secur				1,914	2,474	2,954	3,083	4,861
State & Municipal Bonds				499	715	935	1,115	1,255
Fed Funds Sold/Repo's				571	169	23	460	861
Trading Account Securities				27	10	12	12	11
Other Earning Assets				209	382	2,324	2,982	3,068
EARNING ASSETS				13,286	15,221	16,544	16,930	18,983
Cash & Due From Banks				616	1,132	447	457	564
Bank Premises, F&E				363	404	396	379	364
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				14	6	10	12	24
Miscellaneous Assets				341	516	422	422	412
OTHER ASSETS				1,334	2,058	1,275	1,270	1,364
Intangibles				121	143	140	137	134
TOTAL ASSETS				14,741	17,422	17,959	18,337	20,481
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				1,331	1,380	4,027	4,496	5,008
Deposits-Interest Bearing				10,180	11,520	10,196	10,591	11,011
Total Deposits				11,511	12,900	14,223	15,087	16,019
Trading Liabilities				0	0	0	0	1
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				1,133	1,093	1,151	1,061	1,137
Other Borrowed Money				78	1,726	738	105	105
Miscellaneous Liabilities				274	262	162	286	1,305
CURRENT LIABILITIES				12,996	15,981	16,274	16,539	18,567
Term-Senior				484	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				13,480	15,981	16,274	16,539	18,567
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				837	995	1,000	1,008	1,010
Retained Earnings				416	499	619	717	777
Unrlz'd Gns (Ls) on Securities				(2)	(63)	56	63	117
NET WORTH				1,261	1,441	1,685	1,798	1,914
TOTAL LIABILITIES & NET WORTH				14,741	17,422	17,959	18,337	20,481

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SIC: 6021			YEAR	2007	2008	2009	2010	2011
INCOME STATEMENT				12	12	12	12	9
		# OF MOS						
Interest-Loans				698	656	552	503	344
Interest-Govt Sec				90	119	148	122	100
Interest-State & Muni Sec				36	41	68	77	55
Interest-Fed Funds				23	9	0	3	9
Interest-Other				19	22	20	19	14
TOTAL INTEREST INCOME				866	847	788	724	522
Interest-Deposits				269	194	118	66	36
Interest-Fed Funds and Other Borr Money				98	63	35	17	5
TOTAL INTEREST EXPENSE				367	257	153	83	41
NET INTEREST INCOME				499	590	635	641	481
Trust Income				75	80	77	81	66
Service Charge Income				113	112	107	93	62
Other Income				199	208	239	260	203
TOTAL OTHER INCOME				387	400	423	434	331
Provision For Loan Losses				41	109	161	100	39
Salaries & Benefits				256	290	301	320	239
Occupancy, F&E				64	68	69	70	51
Other Expense				214	274	268	268	200
TOTAL OTHER EXPENSE				575	741	799	758	529
Income Bef Sec Trans & Taxes				311	249	259	317	283
Income Taxes				100	79	74	97	92
Net Income Bef Sec Trans				211	170	185	220	191
Realized Gains (Losses) on Securities				1	6	(20)	(1)	(1)
NET INCOME				212	176	165	219	190
<u>EQUITY RECONCILIATION (\$M)</u>								
Beginning Balance				1,098	1,261	1,441	1,685	1,798
Net Income				212	176	165	219	190
Cash Dividends Common Stock (-)				(148)	(70)	(45)	(120)	(130)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				17	(61)	119	8	53
Other Adjustments				82	135	5	6	3
Ending Balance				1,261	1,441	1,685	1,798	1,914

COMMERCE BANK

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Kansas City, Missouri

SIC: 6021 jv \$MM YEAR

	CALL REPORT 12/31 2007	CALL REPORT 12/31 2008	CALL REPORT 12/31 2009	CALL REPORT 12/31 2010	CALL REPORT 9/30 2011
LOAN COMPOSITION	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction	776	839	665	460	397
Real Estate-Farm	101	130	131	120	114
Real Estate-Resident	2,316	2,417	2,284	2,204	2,190
Real Estate-Other	1,722	1,878	1,859	1,802	1,864
Farmers	111	134	131	142	125
Commercial & Industrial	2,398	2,626	2,186	2,061	1,878
Individuals - Credit Cards	736	781	800	832	753
Individuals - Other	1,460	2,104	1,775	990	910
Tax Exempt Obligations	130	146	154	246	269
Other Loans	132	149	138	289	282
Lease Financing Receivables	307	440	367	330	333

TOTAL GROSS LOANS	10,189	11,644	10,490	9,476	9,115
Less: Unearned Discount	0	0	0	0	0
Less: Loan Loss Reserve	123	173	194	198	188

NET LOANS **10,066** **11,471** **10,296** **9,278** **8,927**

Reserve For Loan Loss Reconciliation (\$M)	2007	2008	2009	2010	2011
Beginning Balance	121	123	173	194	198
Provision For Loan Losses	41	109	161	100	39
Recoveries	15	15	15	18	13
Charge-Offs	(56)	(85)	(155)	(114)	(62)
Other	2	11	0	0	0
Ending Balance	123	173	194	198	188

Loan Loss Reserve/Gross Loans (%)	1.21%	1.49%	1.85%	2.09%	2.06%
Net Charge-Offs/Gross Loans (%)	-0.40%	-0.60%	-1.33%	-1.01%	-0.54%
Recoveries/Charge-Offs (%)	26.79%	17.65%	9.68%	15.79%	20.97%
Prov for Loan Losses/Gross Loans (%)	0.40%	0.94%	1.53%	1.06%	0.43%

Past Due Loans at On Gross Loans of	9/30/2011 9,115	Days Past Due		Non- Accrual
		30-89	Over 90	
Real Estate		80	10	50
Commercial & Industrial		4	1	17
Personal		19	9	0
Lease Financing Receivables		0	0	0
Other Loans		3	0	9
Totals		106	20	76

Past Dues/Gross Loans (%) 1.38%
Non Accruals/Gross Loans (%) 0.83%

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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
				12/31	12/31	12/31	12/31	9/30
SIC: 6021	jv	\$MM	YEAR	2007	2008	2009	2010	2011

KEY RATIOS

Return on Avg Net Worth:								
Net Income Before Sec Trans		16.73	12.58	11.84	12.63	13.72		
Net Income		16.81	13.03	10.56	12.58	13.65		
Return on Avg Assets:								
Net Income Before Sec Trans		1.49	1.08	1.05	1.23	1.36		
Net Income		1.50	1.12	0.94	1.22	1.35		
Net Interest Margin								
Effective		3.76	4.14	4.00	3.83	3.57		
Tax Equivalent @ 46%		3.99	4.38	4.36	4.22	3.92		
Salaries/(Income-Interest Expense)		28.89	29.29	28.45	29.77	29.43		
Other Income/Salaries		151.17	137.93	140.53	135.63	138.49		
Equity/Assets		8.55	8.27	9.38	9.81	9.35		
Dividend Payout		70.14	41.18	24.32	54.55	68.06		
PAT Growth		NA	(19.43)	8.82	18.92	15.76		
Asset Growth		NA	21.76	3.96	(0.33)	13.00		
Earning Asset Growth		NA	18.38	9.76	(0.31)	13.37		
Equity Growth		NA	14.27	16.93	6.71	8.60		
Effective Tax Rate		32.15	31.73	28.57	30.60	32.51		
Efficiency Ratio (%)		60.27	63.84	60.30	61.21	60.34		

DEPOSIT ANALYSIS

	2007	2008	2009	2010	2011
Loans/Deposits (%)	87.45%	88.92%	72.39%	61.50%	55.73%
Capital/Deposits (%)	10.95%	11.17%	11.85%	11.92%	11.95%
Non-Int Bearing/Total Deposits (%)	11.56%	10.70%	28.31%	29.80%	31.26%
Int Bearing/Total Deposits (%)	88.44%	89.30%	71.69%	70.20%	68.74%
Deposit Growth (%)	NA	12.07%	10.26%	6.07%	6.18%
