

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 9/30 2012
SIC: 6021	ju	\$MM	YEAR					
<b>ASSETS</b>				<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>
Gross Loans				11,644	10,490	9,476	9,211	9,647
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(173)	(194)	(198)	(185)	(175)
Net Loans				11,471	10,296	9,278	9,026	9,472
U.S. Govt Obligations/Mortgage-Backed Secur				2,474	2,954	3,083	4,691	4,435
State & Municipal Bonds				715	935	1,115	1,241	1,457
Fed Funds Sold/Repo's				169	23	460	862	861
Trading Account Securities				10	12	12	20	14
Other Earning Assets				382	2,324	2,982	3,206	3,058
<b>EARNING ASSETS</b>				<b>15,221</b>	<b>16,544</b>	<b>16,930</b>	<b>19,046</b>	<b>19,297</b>
Cash & Due From Banks				1,132	447	457	511	565
Bank Premises, F&E				404	396	379	355	345
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				6	10	12	23	23
Miscellaneous Assets				516	422	422	425	378
<b>OTHER ASSETS</b>				<b>2,058</b>	<b>1,275</b>	<b>1,270</b>	<b>1,314</b>	<b>1,311</b>
Intangibles				143	140	137	134	131
<b>TOTAL ASSETS</b>				<b>17,422</b>	<b>17,959</b>	<b>18,337</b>	<b>20,494</b>	<b>20,739</b>
<b>LIABILITIES</b>				<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>
Deposits-Non-Interest Bearing				1,380	4,027	4,496	5,382	5,818
Deposits-Interest Bearing				11,520	10,196	10,591	11,423	11,035
Total Deposits				12,900	14,223	15,087	16,805	16,853
Trading Liabilities				0	0	0	3	1
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				1,093	1,151	1,061	1,374	1,413
Other Borrowed Money				1,726	738	105	105	105
Miscellaneous Liabilities				262	162	286	284	342
<b>CURRENT LIABILITIES</b>				<b>15,981</b>	<b>16,274</b>	<b>16,539</b>	<b>18,571</b>	<b>18,714</b>
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
<b>TOTAL LIABILITIES</b>				<b>15,981</b>	<b>16,274</b>	<b>16,539</b>	<b>18,571</b>	<b>18,714</b>
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				995	1,000	1,008	1,011	1,015
Retained Earnings				499	619	717	784	830
Unrlzd Gns (Ls) on Securities				(63)	56	63	118	170
<b>NET WORTH</b>				<b>1,441</b>	<b>1,685</b>	<b>1,798</b>	<b>1,923</b>	<b>2,025</b>
<b>TOTAL LIABILITIES &amp; NET WORTH</b>				<b>17,422</b>	<b>17,959</b>	<b>18,337</b>	<b>20,494</b>	<b>20,739</b>

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INCOME STATEMENT			# OF MOS	12	12	12	12	12
Interest-Loans				656	552	503	456	330
Interest-Govt Sec				119	148	122	134	93
Interest-State & Muni Sec				41	68	77	73	55
Interest-Fed Funds				9	0	3	14	14
Interest-Other				22	20	19	16	12
TOTAL INTEREST INCOME				847	788	724	693	504
Interest-Deposits				194	118	66	46	26
Interest-Fed Funds and Other Borr Money				63	35	17	6	3
TOTAL INTEREST EXPENSE				257	153	83	52	29
NET INTEREST INCOME				590	635	641	641	475
Trust Income				80	77	81	88	70
Service Charge Income				112	107	93	83	59
Other Income				208	239	260	266	209
TOTAL OTHER INCOME				400	423	434	437	338
Provision For Loan Losses				109	161	100	52	19
Salaries & Benefits				290	301	320	318	245
Occupancy, F&E				68	69	70	68	50
Other Expense				274	268	268	271	205
TOTAL OTHER EXPENSE				741	799	758	709	519
Income Bef Sec Trans & Taxes				249	259	317	369	294
Income Taxes				79	74	97	120	97
Net Income Bef Sec Trans				170	185	220	249	197
Realized Gains (Losses) on Securities				6	(20)	(1)	(2)	0
NET INCOME				176	165	219	247	197
<b>EQUITY RECONCILIATION (\$M)</b>								
Beginning Balance				1,261	1,441	1,685	1,798	1,923
Net Income				176	165	219	247	197
Cash Dividends Common Stock (-)				(70)	(45)	(120)	(180)	(150)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				(61)	119	8	54	51
Other Adjustments				135	5	6	4	4
Ending Balance				1,441	1,685	1,798	1,923	2,025

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<b>LOAN COMPOSITION</b>				<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>
Real Estate-Construction				839	665	460	386	336
Real Estate-Farm				130	131	120	122	119
Real Estate-Resident				2,417	2,284	2,204	2,216	2,378
Real Estate-Other				1,878	1,859	1,802	1,879	1,897
Farmers				134	131	142	142	139
Commercial & Industrial				2,626	2,186	2,061	1,874	2,051
Individuals - Credit Cards				781	800	832	789	749
Individuals - Other				2,104	1,775	990	886	985
Tax Exempt Obligations				146	154	246	310	332
Other Loans				149	138	289	274	288
Lease Financing Receivables				440	367	330	333	373
<b>TOTAL GROSS LOANS</b>				<b>11,644</b>	<b>10,490</b>	<b>9,476</b>	<b>9,211</b>	<b>9,647</b>
Less: Unearned Discount				0	0	0	0	0
Less: Loan Loss Reserve				173	194	198	185	175
<b>NET LOANS</b>				<b>11,471</b>	<b>10,296</b>	<b>9,278</b>	<b>9,026</b>	<b>9,472</b>
<b>Reserve For Loan Loss Reconciliation (\$M)</b>				<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Beginning Balance				123	173	194	198	185
Provision For Loan Losses				109	161	100	52	19
Recoveries				15	15	18	17	19
Charge-Offs				(85)	(155)	(114)	(82)	(48)
Other				11	0	0	0	0
Ending Balance				173	194	198	185	175
Loan Loss Reserve/Gross Loans (%)				1.49%	1.85%	2.09%	2.01%	1.81%
Net Charge-Offs/Gross Loans (%)				-0.60%	-1.33%	-1.01%	-0.71%	-0.30%
Recoveries/Charge-Offs (%)				17.65%	9.68%	15.79%	20.73%	39.58%
Prov for Loan Losses/Gross Loans (%)				0.94%	1.53%	1.06%	0.56%	0.20%
<b>Past Due Loans at 9/30/2012</b>				<b>Days Past Due</b>		<b>Non-Accrual</b>		
<b>On Gross Loans of 9,647</b>				<b>30-89</b>	<b>Over 90</b>			
Real Estate				34	4	41		
Commercial & Industrial				6	1	5		
Personal				22	8	0		
Lease Financing Receivables				0	0	0		
Other Loans				1	0	9		
<b>Totals</b>				<b>63</b>	<b>13</b>	<b>55</b>		
Past Dues/Gross Loans (%)				0.79%				
Non Accruals/Gross Loans (%)				0.57%				

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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
				12/31	12/31	12/31	12/31	9/30
SIC: 6021	ju	\$MM	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	9.98			
Net Income	12.21	10.56	12.58	13.28	9.98			
Return on Avg Assets:								
Net Income Before Sec Trans	0.99	1.05	1.23	1.33	1.00			
Net Income	1.02	0.94	1.22	1.32	1.00			
Net Interest Margin								
Effective	3.88	4.00	3.83	3.56	2.48			
Tax Equivalent @ 46%	4.11	4.36	4.22	3.91	2.72			
Salaries/(Income-Interest Expense)	29.29	28.45	29.77	29.50	30.14			
Other Income/Salaries	137.93	140.53	135.63	137.42	137.96			
Equity/Assets	8.27	9.38	9.81	9.38	9.76			
Dividend Payout	41.18	24.32	54.55	72.29	76.14			
PAT Growth	NA	8.82	18.92	13.18	(20.88)			
Asset Growth	NA	3.96	(0.33)	9.82	1.25			
Earning Asset Growth	NA	9.76	(0.31)	10.41	1.39			
Equity Growth	NA	16.93	6.71	6.95	5.30			
Effective Tax Rate	31.73	28.57	30.60	32.52	32.99			
Efficiency Ratio (%)	63.84	60.30	61.21	60.95	61.50			

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DEPOSIT ANALYSIS

	2008	2009	2010	2011	2012
Loans/Deposits (%)	88.92%	72.39%	61.50%	53.71%	56.20%
Capital/Deposits (%)	11.17%	11.85%	11.92%	11.44%	12.02%
Non-Int Bearing/Total Deposits (%)	10.70%	28.31%	29.80%	32.03%	34.52%
Int Bearing/Total Deposits (%)	89.30%	71.69%	70.20%	67.97%	65.48%
Deposit Growth (%)	NA	10.26%	6.07%	11.39%	0.29%

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