

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2012	CALL REPORT 12/31 2013	CALL REPORT 12/31 2014	CALL REPORT 12/31 2015	CALL REPORT 9/30 2016
SIC: 6021	KM	\$MM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				9,840	10,958	11,470	12,446	13,241
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(173)	(162)	(156)	(152)	(154)
Net Loans				9,667	10,796	11,314	12,294	13,087
U.S. Govt Obligations/Mortgage-Backed Secur				4,067	3,741	3,924	4,222	3,947
State & Municipal Bonds				1,611	1,615	1,809	1,738	1,832
Fed Funds Sold/Repo's				1,228	1,194	1,082	890	738
Trading Account Securities				29	21	16	12	29
Other Earning Assets				3,774	3,497	3,734	3,761	3,601
EARNING ASSETS				20,376	20,864	21,879	22,917	23,234
Cash & Due From Banks				759	1,233	1,076	502	463
Bank Premises, F&E				353	344	352	347	334
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				19	13	11	6	4
Miscellaneous Assets				379	341	417	566	432
OTHER ASSETS				1,510	1,931	1,856	1,421	1,233
Intangibles				131	148	146	146	146
TOTAL ASSETS				22,017	22,943	23,881	24,484	24,613
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				6,303	6,760	6,815	7,149	7,143
Deposits-Interest Bearing				12,049	12,297	12,664	12,832	13,036
Total Deposits				18,352	19,057	19,479	19,981	20,179
Trading Liabilites				0	4	1	1	0
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				1,151	1,489	2,024	2,068	1,611
Other Borrowed Money				105	105	105	104	101
Miscellaneous Liabilites				425	336	203	183	396
CURRENT LIABILITIES				20,033	20,991	21,812	22,337	22,287
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				20,033	20,991	21,812	22,337	22,287
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,017	1,065	1,073	1,081	1,090
Retained Earnings				811	873	923	1,025	1,111
Unrlzd Gns (Ls) on Securities				146	4	63	31	115
NET WORTH				1,984	1,952	2,069	2,147	2,326
TOTAL LIABILITIES & NET WORTH				22,017	22,943	23,881	24,484	24,613
COMMERCE BANK								
Assets-Liabilities				0	0	0	0	0

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INCOME STATEMENT	# OF MOS	12	12	12	12	12
Interest-Loans		439	430	437	446	356
Interest-Govt Sec		123	104	106	103	83
Interest-State & Muni Sec		74	72	70	78	64
Interest-Fed Funds		19	21	13	13	10
Interest-Other		15	16	17	17	14
TOTAL INTEREST INCOME		670	643	643	657	527
Interest-Deposits		33	27	23	22	19
Interest-Fed Funds and Other Borr Money		5	4	5	6	6
TOTAL INTEREST EXPENSE		38	31	28	28	25
NET INTEREST INCOME		632	612	615	629	502
Trust Income		95	103	108	116	87
Service Charge Income		79	78	78	80	64
Other Income		284	247	255	262	209
TOTAL OTHER INCOME		458	428	441	458	360
Provision For Loan Losses		27	20	30	29	26
Salaries & Benefits		329	339	352	377	296
Occupancy, F&E		66	65	65	65	49
Other Expense		274	226	235	238	188
TOTAL OTHER EXPENSE		696	650	682	709	559
Income Bef Sec Trans & Taxes		394	390	374	378	303
Income Taxes		130	128	118	119	96
Net Income Bef Sec Trans		264	262	256	259	207
Realized Gains (Losses) on Securities		(1)	(1)	(6)	3	0
NET INCOME		263	261	250	262	207

EQUITY RECONCILIATION (\$M)

Beginning Balance	1,923	1,984	1,952	2,069	2,147
Net Income	263	261	250	262	207
Cash Dividends Common Stock (-)	(235)	(200)	(200)	(160)	(120)
Stock/Capital Surplus	0	0	0	0	0
Unrlzd Gns (Ls) on Securities	28	(142)	59	(33)	84
Other Adjustments	5	49	8	9	8
Ending Balance	1,984	1,952	2,069	2,147	2,326

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END BAL - NET WORTH	0	0	0	0	0
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LOAN COMPOSITION	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction	356	406	403	623	788
Real Estate-Farm	124	139	152	167	172
Real Estate-Resident	2,420	2,672	2,807	2,854	2,959
Real Estate-Other	1,903	1,996	1,936	1,976	2,085
Farmers	142	139	169	163	151
Commercial & Industrial	2,029	2,350	2,543	2,771	2,990
Individuals - Credit Cards	805	797	783	781	761
Individuals - Other	1,029	1,227	1,412	1,622	1,664
Tax Exempt Obligations	332	574	587	693	723
Other Loans	286	158	124	163	250
Lease Financing Receivables	414	500	554	632	698
TOTAL GROSS LOANS	9,840	10,958	11,470	12,445	13,241
Less: Unearned Discount	0	0	0	0	0
Less: Loan Loss Reserve	173	162	157	153	156
NET LOANS	9,667	10,796	11,313	12,292	13,085
Reserve For Loan Loss Reconciliation (\$M)	2012	2013	2014	2015	2016
Beginning Balance	185	173	162	157	152
Provision For Loan Losses	27	20	30	29	26
Recoveries	24	23	18	17	15
Charge-Offs	(63)	(54)	(53)	(51)	(38)
Other	0	0	0	-	-
Ending Balance	173	162	157	152	155
Loan Loss Reserve/Gross Loans (%)	1.76%	1.48%	1.37%	1.23%	1.18%
Net Charge-Offs/Gross Loans (%)	-0.40%	-0.28%	-0.31%	-0.27%	-0.17%
Recoveries/Charge-Offs (%)	38.10%	42.59%	33.96%	33.33%	39.47%
Prov for Loan Losses/Gross Loans (%)	0.27%	0.18%	0.26%	0.23%	0.20%

Past Due Loans at	9/30/2016	Days Past Due		Non-
On Gross Loans of	13,241	30-89	Over 90	Accrual
Real Estate	17	6	7	
Commercial & Industrial	2	1	2	
Personal	28	10	0	
Lease Financing Receivables	0	0	0	
Other Loans	2	0	6	
Totals	49	17	15	

Past Dues/Gross Loans %	0.50%
Non Accruals/Gross Loans %	0.11%

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

Net Income Before Sec Trans	13.51	13.52	12.63	12.29	9.26
Net Income	13.46	13.47	12.34	12.43	9.26

Return on Avg Assets:

Net Income Before Sec Trans	1.86	1.81	1.16	1.09	0.85
Net Income	1.86	1.20	1.09	1.08	0.84

Net Interest Margin

Effective	3.21	3.07	2.91	2.81	2.18
Tax Equivalent @ 46%	3.41	3.11	3.00	2.94	-

Salaries/(Income-Interest Expense)	30.18	32.60	33.33	34.68	34.34
Other Income/Salaries	139.21	126.25	125.28	121.49	121.62
Equity/Assets	9.01	8.51	8.66	8.77	9.45
Dividend Payout	89.02	76.34	78.13	61.78	57.97
PAT Growth	6.02	5.22	-3.03	1.17	-20.08
Asset Growth	9.13	46.96	22.91	-23.44	-13.23
Earning Asset Growth	6.98	2.39	4.86	4.74	1.38
Equity Growth	3.17	-1.61	5.99	3.77	8.34
Effective Tax Rate	32.99	32.82	31.55	31.48	31.68
Efficiency Ratio (%)	59.18	60.40	61.95	62.32	62.25

DEPOSIT ANALYSIS

Loans/Deposits (%)	52.68	56.65	58.08	61.53	64.85
Capital/Deposits (%)	10.81	10.24	10.62	10.75	11.53
Non-Int Bearing/Total Deposits (%)	34.35	35.47	34.99	35.78	35.40
Int Bearing/Total Deposits	65.65	64.53	65.01	64.22	64.60
Deposit Growth	9.21	13.40	6.14	2.58	0.99

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