

| COMMERCE BANK Kansas City, Missouri | | | | CALL REPORT 12/31 2013 | CALL REPORT 12/31 2014 | CALL REPORT 12/31 2015 | CALL REPORT 12/31 2016 | CALL REPORT 9/30 2017 |
|---|----|------|------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--------------------------------|
| SIC: 6021 | KM | \$MM | YEAR | | | | | |
| ASSETS | | | | \$MM | \$MM | \$MM | \$MM | \$MM |
| Gross Loans | | | | 10,958 | 11,470 | 12,446 | 13,429 | 13,765 |
| Unearned Discount | | | | (-) 0 | 0 | 0 | 0 | 0 |
| Loan Loss Reserve | | | | (-) (162) | (156) | (152) | (156) | (158) |
| Net Loans | | | | 10,796 | 11,314 | 12,294 | 13,273 | 13,607 |
| U.S. Govt Obligations/Mortgage-Backed Secur | | | | 3,741 | 3,924 | 4,222 | 4,185 | 4,287 |
| State & Municipal Bonds | | | | 1,615 | 1,809 | 1,738 | 1,774 | 1,716 |
| Fed Funds Sold/Repo's | | | | 1,194 | 1,082 | 890 | 740 | 733 |
| Trading Account Securities | | | | 21 | 16 | 12 | 22 | 25 |
| Other Earning Assets | | | | 3,497 | 3,734 | 3,761 | 3,628 | 3,014 |
| EARNING ASSETS | | | | 20,864 | 21,879 | 22,917 | 23,622 | 23,382 |
| Cash & Due From Banks | | | | 1,233 | 1,076 | 502 | 780 | 578 |
| Bank Premises, F&E | | | | 344 | 352 | 347 | 333 | 331 |
| Customer Acceptance Liabilities | | | | 0 | 0 | 0 | 0 | 0 |
| Other Real Estate | | | | 13 | 11 | 6 | 4 | 5 |
| Miscellaneous Assets | | | | 341 | 417 | 566 | 644 | 396 |
| OTHER ASSETS | | | | 1,931 | 1,856 | 1,421 | 1,761 | 1,310 |
| Intangibles | | | | 148 | 146 | 146 | 146 | 146 |
| TOTAL ASSETS | | | | 22,943 | 23,881 | 24,484 | 25,529 | 24,838 |
| LIABILITIES | | | | \$MM | \$MM | \$MM | \$MM | \$MM |
| Deposits-Non-Interest Bearing | | | | 6,760 | 6,815 | 7,149 | 7,439 | 7,679 |
| Deposits-Interest Bearing | | | | 12,297 | 12,664 | 12,832 | 13,672 | 12,908 |
| Total Deposits | | | | 19,057 | 19,479 | 19,981 | 21,111 | 20,587 |
| Trading Liabilites | | | | 4 | 1 | 1 | 0 | 1 |
| Acceptance Outstdg | | | | 0 | 0 | 0 | 0 | 0 |
| Fed Funds Bought/Repo's | | | | 1,489 | 2,024 | 2,068 | 1,880 | 1,409 |
| Other Borrowed Money | | | | 105 | 105 | 104 | 102 | 152 |
| Miscellaneous Liabilites | | | | 336 | 203 | 183 | 190 | 296 |
| CURRENT LIABILITIES | | | | 20,991 | 21,812 | 22,337 | 23,283 | 22,445 |
| Term-Senior | | | | 0 | 0 | 0 | 0 | 0 |
| Deferred Items | | | | 0 | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | | | | 20,991 | 21,812 | 22,337 | 23,283 | 22,445 |
| Minority Interest | | | | 0 | 0 | 0 | 0 | 0 |
| Common Stock | | | | 10 | 10 | 10 | 10 | 10 |
| Capital Surplus | | | | 1,065 | 1,073 | 1,081 | 1,092 | 1,100 |
| Retained Earnings | | | | 873 | 923 | 1,025 | 1,142 | 1,246 |
| Unrlzd Gns (Ls) on Securities | | | | 4 | 63 | 31 | 2 | 37 |
| NET WORTH | | | | 1,952 | 2,069 | 2,147 | 2,246 | 2,393 |
| TOTAL LIABILITIES & NET WORTH | | | | 22,943 | 23,881 | 24,484 | 25,529 | 24,838 |

COMMERCE BANK

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|--------------------|---|---|---|---|---|
| Assets-Liabilities | 0 | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|---|

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|---|----|------|------|----------------|----------------|----------------|----------------|----------------|
| | | | | 12/31 | 12/31 | 12/31 | 12/31 | 9/30 |
| SIC: 6021 | KM | \$MM | YEAR | 2013 | 2014 | 2015 | 2016 | 2017 |
| INCOME STATEMENT | | | | 12 | 12 | 12 | 12 | 9 |
| # OF MOS | | | | | | | | |
| Interest-Loans | | | | 430 | 437 | 446 | 479 | 392 |
| Interest-Govt Sec | | | | 104 | 106 | 103 | 111 | 85 |
| Interest-State & Muni Sec | | | | 72 | 70 | 78 | 86 | 66 |
| Interest-Fed Funds | | | | 21 | 13 | 13 | 14 | 11 |
| Interest-Other | | | | 16 | 17 | 17 | 18 | 16 |
| TOTAL INTEREST INCOME | | | | 643 | 643 | 657 | 708 | 570 |
| Interest-Deposits | | | | 27 | 23 | 22 | 26 | 23 |
| Interest-Fed Funds and Other Borr Money | | | | 4 | 5 | 6 | 7 | 10 |
| TOTAL INTEREST EXPENSE | | | | 31 | 28 | 28 | 33 | 33 |
| NET INTEREST INCOME | | | | 612 | 615 | 629 | 675 | 537 |
| Trust Income | | | | 103 | 108 | 116 | 117 | 96 |
| Service Charge Income | | | | 78 | 78 | 80 | 86 | 68 |
| Other Income | | | | 247 | 255 | 262 | 279 | 202 |
| TOTAL OTHER INCOME | | | | 428 | 441 | 458 | 482 | 366 |
| Provision For Loan Losses | | | | 20 | 30 | 29 | 36 | 33 |
| Salaries & Benefits | | | | 339 | 352 | 377 | 397 | 310 |
| Occupancy, F&E | | | | 65 | 65 | 65 | 66 | 49 |
| Other Expense | | | | 226 | 235 | 238 | 252 | 187 |
| TOTAL OTHER EXPENSE | | | | 650 | 682 | 709 | 751 | 579 |
| Income Bef Sec Trans & Taxes | | | | 390 | 374 | 378 | 406 | 324 |
| Income Taxes | | | | 128 | 118 | 119 | 128 | 99 |
| Net Income Bef Sec Trans | | | | 262 | 256 | 259 | 278 | 225 |
| Realized Gains (Losses) on Securities | | | | (1) | (6) | 3 | 0 | 0 |
| NET INCOME | | | | 261 | 250 | 262 | 278 | 225 |
| EQUITY RECONCILIATION (\$M) | | | | | | | | |
| Beginning Balance | | | | 1,984 | 1,952 | 2,069 | 2,147 | 2,246 |
| Net Income | | | | 261 | 250 | 262 | 278 | 225 |
| Cash Dividends Common Stock (-) | | | | (200) | (200) | (160) | (160) | (120) |
| Stock/Capital Surplus | | | | 0 | 0 | 0 | 0 | 0 |
| Unrlzd Gns (Ls) on Securities | | | | (142) | 59 | (33) | (29) | 35 |
| Other Adjustments | | | | 49 | 8 | 9 | 10 | 7 |
| Ending Balance | | | | 1,952 | 2,069 | 2,147 | 2,246 | 2,393 |
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| END BAL - NET WORTH | | | | 0 | 0 | 0 | 0 | 0 |

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|---|----|------|------|----------------|----------------|----------------|----------------|----------------|
| | | | | 12/31 | 12/31 | 12/31 | 12/31 | 9/30 |
| SIC: 6021 | KM | \$MM | YEAR | 2013 | 2014 | 2015 | 2016 | 2017 |
| LOAN COMPOSITION | | | | \$MM | \$MM | \$MM | \$MM | \$MM |
| Real Estate-Construction | | | | 406 | 403 | 623 | 790 | 924 |
| Real Estate-Farm | | | | 139 | 152 | 167 | 173 | 163 |
| Real Estate-Resident | | | | 2,672 | 2,807 | 2,854 | 3,008 | 3,037 |
| Real Estate-Other | | | | 1,996 | 1,936 | 1,976 | 2,199 | 2,224 |
| Farmers | | | | 139 | 169 | 163 | 148 | 137 |
| Commercial & Industrial | | | | 2,350 | 2,543 | 2,771 | 2,855 | 2,944 |
| Individuals - Credit Cards | | | | 797 | 783 | 781 | 778 | 754 |
| Individuals - Other | | | | 1,227 | 1,412 | 1,622 | 1,676 | 1,807 |
| Tax Exempt Obligations | | | | 574 | 587 | 693 | 748 | 777 |
| Other Loans | | | | 158 | 124 | 163 | 330 | 277 |
| Lease Financing Receivables | | | | 500 | 554 | 632 | 725 | 721 |
| TOTAL GROSS LOANS | | | | 10,958 | 11,470 | 12,445 | 13,430 | 13,765 |
| Less: Unearned Discount | | | | 0 | 0 | 0 | 0 | 0 |
| Less: Loan Loss Reserve | | | | 162 | 157 | 153 | 157 | 159 |
| NET LOANS | | | | 10,796 | 11,313 | 12,292 | 13,273 | 13,606 |
| Reserve For Loan Loss Reconciliation (\$M) | | | | 2013 | 2014 | 2015 | 2016 | 2017 |
| Beginning Balance | | | | 173 | 162 | 157 | 152 | 156 |
| Provision For Loan Losses | | | | 20 | 30 | 29 | 36 | 33 |
| Recoveries | | | | 23 | 18 | 17 | 19 | 10 |
| Charge-Offs | | | | (54) | (53) | (51) | (51) | (41) |
| Other | | | | 0 | 0 | - | - | - |
| Ending Balance | | | | 162 | 157 | 152 | 156 | 158 |
| Loan Loss Reserve/Gross Loans (%) | | | | 1.48% | 1.37% | 1.23% | 1.17% | 1.16% |
| Net Charge-Offs/Gross Loans (%) | | | | -0.28% | -0.31% | -0.27% | -0.24% | -0.23% |
| Recoveries/Charge-Offs (%) | | | | 42.59% | 33.96% | 33.33% | 37.25% | 24.39% |
| Prov for Loan Losses/Gross Loans (%) | | | | 0.18% | 0.26% | 0.23% | 0.27% | 0.24% |
| Past Due Loans at 9/30/2017 | | | | Days Past Due | | Non-Accrual | | |
| On Gross Loans of 13,765 | | | | 30-89 | Over 90 | | | |
| Real Estate | | | | 27 | 4 | 7 | | |
| Commercial & Industrial | | | | 3 | 1 | 1 | | |
| Personal | | | | 35 | 11 | 0 | | |
| Lease Financing Receivables | | | | 0 | 0 | 0 | | |
| Other Loans | | | | 0 | 0 | 6 | | |
| Totals | | | | 65 | 16 | 14 | | |
| Past Dues/Gross Loans % | | | | 0.59% | | | | |
| Non Accruals/Gross Loans % | | | | 0.10% | | | | |

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|-----------------------|----|------|------|--------|--------|--------|--------|--------|
| Kansas City, Missouri | | | | REPORT | REPORT | REPORT | REPORT | REPORT |
| | | | | 12/31 | 12/31 | 12/31 | 12/31 | 9/30 |
| SIC: 6021 | KM | \$MM | YEAR | 2013 | 2014 | 2015 | 2016 | 2017 |
| KEY RATIOS | | | | \$MM | \$MM | \$MM | \$MM | \$MM |

| | | | | | | | | |
|-----------------------------|--|--|--|-------|-------|-------|-------|------|
| Return on Avg Net Worth: | | | | | | | | |
| Net Income Before Sec Trans | | | | 13.52 | 12.63 | 12.29 | 12.66 | 9.70 |
| Net Income | | | | 13.47 | 12.34 | 12.43 | 12.66 | 9.70 |

| | | | | | | | | |
|-----------------------------|--|--|--|------|------|------|------|------|
| Return on Avg Assets: | | | | | | | | |
| Net Income Before Sec Trans | | | | 1.81 | 1.16 | 1.09 | 1.13 | 0.90 |
| Net Income | | | | 1.20 | 1.09 | 1.08 | 1.11 | 0.89 |
| Net Interest Margin | | | | | | | | |
| Effective | | | | 3.07 | 2.91 | 2.81 | 2.90 | 2.28 |
| Tax Equivalent @ 46% | | | | 3.11 | 3.00 | 2.94 | 3.04 | 3.16 |

| | | | | | | | | |
|------------------------------------|--|--|--|--------|--------|--------|--------|--------|
| Salaries/(Income-Interest Expense) | | | | 32.60 | 33.33 | 34.68 | 34.31 | 34.33 |
| Other Income/Salaries | | | | 126.25 | 125.28 | 121.49 | 121.41 | 118.06 |
| Equity/Assets | | | | 8.51 | 8.66 | 8.77 | 8.80 | 9.63 |
| Dividend Payout | | | | 76.34 | 78.13 | 61.78 | 57.55 | 53.33 |
| PAT Growth | | | | 5.22 | -3.03 | 1.17 | 7.34 | -19.06 |
| Asset Growth | | | | 46.96 | 22.91 | -23.44 | 23.93 | -25.61 |
| Earning Asset Growth | | | | 2.39 | 4.86 | 4.74 | 3.08 | -1.02 |
| Equity Growth | | | | -1.61 | 5.99 | 3.77 | 4.61 | 6.54 |
| Effective Tax Rate | | | | 32.82 | 31.55 | 31.48 | 31.53 | 30.56 |
| Efficiency Ratio (%) | | | | 60.40 | 61.95 | 62.97 | 61.82 | 59.75 |

DEPOSIT ANALYSIS

| | | | | | | | | |
|------------------------------------|--|--|--|-------|-------|-------|-------|-------|
| Loans/Deposits (%) | | | | 56.65 | 58.08 | 61.53 | 62.87 | 66.10 |
| Capital/Deposits (%) | | | | 10.24 | 10.62 | 10.75 | 10.64 | 11.62 |
| Non-Int Bearing/Total Deposits (%) | | | | 35.47 | 34.99 | 35.78 | 35.24 | 37.30 |
| Int Bearing/Total Deposits | | | | 64.53 | 65.01 | 64.22 | 64.76 | 62.70 |
| Deposit Growth | | | | 13.40 | 6.14 | 2.58 | 5.66 | -2.48 |

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