

COMMERCE BANK Kansas City, Missouri				CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT
SIC: 6021	KM	\$MM	YEAR	12/31 2012	12/31 2013	12/31 2014	12/31 2015	12/31 2016
<b>ASSETS</b>				<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>
Gross Loans				9,840	10,958	11,470	12,446	13,429
Unearned Discount	(-)			0	0	0	0	0
Loan Loss Reserve	(-)			(173)	(162)	(156)	(152)	(156)
Net Loans				9,667	10,796	11,314	12,294	13,273
U.S. Govt Obligations/Mortgage-Backed Secur				4,067	3,741	3,924	4,222	4,185
State & Municipal Bonds				1,611	1,615	1,809	1,738	1,774
Fed Funds Sold/Repo's				1,228	1,194	1,082	890	740
Trading Account Securities				29	21	16	12	22
Other Earning Assets				3,774	3,497	3,734	3,761	3,628
<b>EARNING ASSETS</b>				<b>20,376</b>	<b>20,864</b>	<b>21,879</b>	<b>22,917</b>	<b>23,622</b>
Cash & Due From Banks				759	1,233	1,076	502	780
Bank Premises, F&E				353	344	352	347	333
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				19	13	11	6	4
Miscellaneous Assets				379	341	417	566	644
<b>OTHER ASSETS</b>				<b>1,510</b>	<b>1,931</b>	<b>1,856</b>	<b>1,421</b>	<b>1,761</b>
Intangibles				131	148	146	146	146
<b>TOTAL ASSETS</b>				<b>22,017</b>	<b>22,943</b>	<b>23,881</b>	<b>24,484</b>	<b>25,529</b>
<b>LIABILITIES</b>				<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>	<b>\$MM</b>
Deposits-Non-Interest Bearing				6,303	6,760	6,815	7,149	7,439
Deposits-Interest Bearing				12,049	12,297	12,664	12,832	13,672
Total Deposits				18,352	19,057	19,479	19,981	21,111
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	1,880
Other Borrowed Money				105	105	105	104	102
Miscellaneous Liabilites				425	336	203	183	190
<b>CURRENT LIABILITIES</b>				<b>20,033</b>	<b>20,991</b>	<b>21,812</b>	<b>22,337</b>	<b>23,283</b>
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
<b>TOTAL LIABILITIES</b>				<b>20,033</b>	<b>20,991</b>	<b>21,812</b>	<b>22,337</b>	<b>23,283</b>
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,017	1,065	1,073	1,081	1,092
Retained Earnings				811	873	923	1,025	1,142
Unrlzd Gns (Ls) on Securities				146	4	63	31	2
<b>NET WORTH</b>				<b>1,984</b>	<b>1,952</b>	<b>2,069</b>	<b>2,147</b>	<b>2,246</b>
<b>TOTAL LIABILITIES &amp; NET WORTH</b>				<b>22,017</b>	<b>22,943</b>	<b>23,881</b>	<b>24,484</b>	<b>25,529</b>

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Assets-Liabilities	0	0	0	0	0
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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 12/31 2016
SIC: 6021	KM	SMM	YEAR					
INCOME STATEMENT			# OF MOS	12	12	12	12	12
Interest-Loans				439	430	437	446	479
Interest-Govt Sec				123	104	106	103	111
Interest-State & Muni Sec				74	72	70	78	86
Interest-Fed Funds				19	21	13	13	14
Interest-Other				15	16	17	17	18
TOTAL INTEREST INCOME				670	643	643	657	708
Interest-Deposits				33	27	23	22	26
Interest-Fed Funds and Other Borr Money				5	4	5	6	7
TOTAL INTEREST EXPENSE				38	31	28	28	33
NET INTEREST INCOME				632	612	615	629	675
Trust Income				95	103	108	116	117
Service Charge Income				79	78	78	80	86
Other Income				284	247	255	262	279
TOTAL OTHER INCOME				458	428	441	458	482
Provision For Loan Losses				27	20	30	29	36
Salaries & Benefits				329	339	352	377	397
Occupancy, F&E				66	65	65	65	66
Other Expense				274	226	235	238	252
TOTAL OTHER EXPENSE				696	650	682	709	751
Income Bef Sec Trans & Taxes				394	390	374	378	406
Income Taxes				130	128	118	119	128
Net Income Bef Sec Trans				264	262	256	259	278
Realized Gains (Losses) on Securities				(1)	(1)	(6)	3	0
NET INCOME				263	261	250	262	278
<b>EQUITY RECONCILIATION (\$M)</b>								
Beginning Balance				1,923	1,984	1,952	2,069	2,147
Net Income				263	261	250	262	278
Cash Dividends Common Stock (-)				(235)	(200)	(200)	(160)	(160)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				28	(142)	59	(33)	(29)
Other Adjustments				5	49	8	9	10
Ending Balance				1,984	1,952	2,069	2,147	2,246

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END BAL - NET WORTH	0	0	0	0	0
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SIC: 6021	KM	\$MM	YEAR	\$MM	\$MM	\$MM	\$MM	\$MM
<b>LOAN COMPOSITION</b>								
Real Estate-Construction				356	406	403	623	790
Real Estate-Farm				124	139	152	167	173
Real Estate-Resident				2,420	2,672	2,807	2,854	3,008
Real Estate-Other				1,903	1,996	1,936	1,976	2,199
Farmers				142	139	169	163	148
Commercial & Industrial				2,029	2,350	2,543	2,771	2,855
Individuals - Credit Cards				805	797	783	781	778
Individuals - Other				1,029	1,227	1,412	1,622	1,676
Tax Exempt Obligations				332	574	587	693	748
Other Loans				286	158	124	163	330
Lease Financing Receivables				414	500	554	632	725
<b>TOTAL GROSS LOANS</b>				<b>9,840</b>	<b>10,958</b>	<b>11,470</b>	<b>12,445</b>	<b>13,430</b>
Less: Unearned Discount				0	0	0	0	0
Less: Loan Loss Reserve				173	162	157	153	157
<b>NET LOANS</b>				<b>9,667</b>	<b>10,796</b>	<b>11,313</b>	<b>12,292</b>	<b>13,273</b>
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	36
Recoveries				24	23	18	17	19
Charge-Offs				(63)	(54)	(53)	(51)	(51)
Other				0	0	0	-	-
<b>Ending Balance</b>				<b>173</b>	<b>162</b>	<b>157</b>	<b>152</b>	<b>156</b>
Loan Loss Reserve/Gross Loans (%)				1.76%	1.48%	1.37%	1.23%	1.17%
Net Charge-Offs/Gross Loans (%)				-0.40%	-0.28%	-0.31%	-0.27%	-0.24%
Recoveries/Charge-Offs (%)				38.10%	42.59%	33.96%	33.33%	37.25%
Prov for Loan Losses/Gross Loans (%)				0.27%	0.18%	0.26%	0.23%	0.27%
Past Due Loans at On Gross Loans of	12/31/2016			Days Past Due		Non-Accrual		
	13,430			30-89	Over 90			
Real Estate				14	3	6		
Commercial & Industrial				3	1	2		
Personal				39	12	0		
Lease Financing Receivables				1	0	1		
Other Loans				1	0	6		
<b>Totals</b>				<b>58</b>	<b>16</b>	<b>15</b>		
Past Dues/Gross Loans %				0.55%				
Non Accruals/Gross Loans %				0.11%				

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<b>KEY RATIOS</b>								
Return on Avg Net Worth:								
Net Income Before Sec Trans				13.51	13.52	12.63	12.29	12.66
Net Income				13.46	13.47	12.34	12.43	12.66
Return on Avg Assets:								
Net Income Before Sec Trans				1.86	1.81	1.16	1.09	1.13
Net Income				1.86	1.20	1.09	1.08	1.11
Net Interest Margin								
Effective				3.21	3.07	2.91	2.81	2.90
Tax Equivalent @ 46%				3.41	3.11	3.00	2.94	3.04
Salaries/(Income-Interest Expense)				30.18	32.60	33.33	34.68	34.31
Other Income/Salaries				139.21	126.25	125.28	121.49	121.41
Equity/Assets				9.01	8.51	8.66	8.77	8.80
Dividend Payout				89.02	76.34	78.13	61.78	57.55
PAT Growth				6.02	5.22	-3.03	1.17	7.34
Asset Growth				9.13	46.96	22.91	-23.44	23.93
Earning Asset Growth				6.98	2.39	4.86	4.74	3.08
Equity Growth				3.17	-1.61	5.99	3.77	4.61
Effective Tax Rate				32.99	32.82	31.55	31.48	31.53
Efficiency Ratio (%)				59.18	60.40	61.95	62.97	61.82

#### DEPOSIT ANALYSIS

Loans/Deposits (%)	52.68	56.65	58.08	61.53	62.87
Capital/Deposits (%)	10.81	10.24	10.62	10.75	10.64
Non-Int Bearing/Total Deposits (%)	34.35	35.47	34.99	35.78	35.24
Int Bearing/Total Deposits	65.65	64.53	65.01	64.22	64.76
Deposit Growth	9.21	13.40	6.14	2.58	5.66

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