

COMMERCE BANK Kansas City, Missouri				CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT
				12/31	12/31	12/31	12/31	12/31	12/31	3/31
SIC: 6021	KM	SMM	YEAR	2018	2019	2020	2021	2022	2023	2024
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				14,161	14,752	16,375	15,185	16,308	17,210	17,301
Unearned Discount				(-)	0	0	0	0	0	0
Loan Loss Reserve				(-)	(160)	(221)	(150)	(150)	(162)	(160)
Net Loans				14,001	14,591	16,154	15,035	16,158	17,048	17,141
U.S. Govt Obligations/Mortgage-Backed Secur				4,457	4,886	7,127	7,101	6,598	5,920	5,688
State & Municipal Bonds				1,324	1,264	2,041	2,093	1,763	1,197	1,132
Fed Funds Sold/Repo's				703	850	850	1,628	875	455	225
Trading Account Securities				27	28	35	46	44	30	57
Other Earning Assets				2,751	2,417	3,288	5,248	3,868	2,562	2,326
EARNING ASSETS				23,263	24,036	29,495	31,151	29,306	27,212	26,569
Cash & Due From Banks				1,225	900	2,199	4,293	854	2,693	1,914
Bank Premises, F&E				329	366	369	386	414	464	462
Customer Acceptance Liabilities				0	0	0	0	0	0	0
Other Real Estate				43	41	50	61	60	77	75
Miscellaneous Assets				377	464	545	470	891	897	1,024
OTHER ASSETS				1,974	1,771	3,163	5,210	2,219	4,131	3,475
Intangibles				147	148	150	154	155	161	160
TOTAL ASSETS				25,384	25,955	32,808	36,515	31,680	31,504	30,204
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				7,207	7,206	10,671	12,023	10,305	8,310	7,818
Deposits-Interest Bearing				13,344	13,630	16,449	18,041	16,121	17,388	16,927
Total Deposits				20,551	20,836	27,120	30,064	26,426	25,698	24,745
Trading Liabilities				8	1	0	13	9	2	3
Acceptance Outstdg				0	0	0	0	0	0	0
Fed Funds Bought/Repo's				1,956	1,851	2,098	3,023	2,842	2,909	2,505
Other Borrowed Money				51	51	51	50	51	50	50
Miscellaneous Liabilities				230	529	462	368	344	454	491
CURRENT LIABILITIES				22,796	23,268	29,731	33,518	29,672	29,113	27,794
Term-Senior				0	0	0	0	0	0	0
Deferred Items				0	0	0	0	0	0	0
TOTAL LIABILITIES				22,796	23,268	29,731	33,518	29,672	29,113	27,794
Minority Interest				0	0	0	0	0	0	0
Common Stock				10	10	10	10	10	10	10
Capital Surplus				1,111	1,120	1,131	1,140	1,153	1,165	1,169
Retained Earnings				1,509	1,425	1,580	1,749	1,914	2,093	2,148
Unrlzd Gns (Ls) on Securities				(42)	132	356	98	(1,069)	(877)	(917)
NET WORTH				2,588	2,687	3,077	2,997	2,008	2,391	2,410
TOTAL LIABILITIES & NET WORTH				25,384	25,955	32,808	36,515	31,680	31,504	30,204

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Assets-Liabilities 0 0 0 0 0 0 0

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 Kansas City, Missouri REPORT REPORT REPORT REPORT REPORT REPORT REPORT

SIC: 6021 KM SMM YEAR 2018 2019 2020 2021 2022 2023 2024

INCOME STATEMENT # OF MOS 12 12 12 12 12 12 3

Interest-Loans 610 646 594 556 633 962 258
 Interest-Govt Sec 140 150 130 129 136 129 32
 Interest-State & Muni Sec 77 77 75 86 111 96 21
 Interest-Fed Funds 16 16 41 37 23 14 2
 Interest-Other 29 31 28 26 80 166 40

TOTAL INTEREST INCOME 872 920 868 834 983 1,367 353

Interest-Deposits 44 73 35 11 30 247 84
 Interest-Fed Funds and Other Borr Money 22 31 8 2 29 140 26

TOTAL INTEREST EXPENSE 66 104 43 13 59 387 110

NET INTEREST INCOME 806 816 825 821 924 980 243

Trust Income 143 150 155 182 179 185 50
 Service Charge Income 94 96 93 97 94 94 24
 Other Income 266 276 254 278 277 291 73

TOTAL OTHER INCOME 503 522 502 557 550 570 147

Provision For Loan Losses 43 50 116 (66) 28 35 5
 Salaries & Benefits 433 460 480 486 507 542 141
 Occupancy, F&E 65 67 66 67 70 74 19
 Other Expense 234 232 233 239 255 303 81

TOTAL OTHER EXPENSE 775 809 895 726 860 954 246

Income Bef Sec Trans & Taxes 534 529 432 652 614 596 144
 Income Taxes 105 112 92 142 128 130 30

Net Income Bef Sec Trans 429 417 340 510 486 466 114

Realized Gains (Losses) on Securities (10) 0 21 (2) (20) (8) (8)

NET INCOME 419 417 361 508 466 458 106

EQUITY RECONCILIATION (\$M)

Beginning Balance 2,409 2,588 2,687 3,077 2,997 2,008 2,391
 Net Income 419 417 361 508 466 458 106
 Cash Dividends Common Stock (-) (200) (500) (210) (340) (300) (280) (50)
 Stock/Capital Surplus 0 0 0 - - - -
 Unrlzd Gns (Ls) on Securities (49) 173 225 (258) (1,167) 192 (40)
 Other Adjustments 9 9 14 10 12 13 3
 Ending Balance 2,588 2,687 3,077 2,997 2,008 2,391 2,410

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END BAL - NET WORTH 0 0 0 0 0 0 0

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SIC: 6021	KM	SMM	YEAR	2018	2019	2020	2021	2022	2023	2024
LOAN COMPOSITION				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction				863	874	1,022	1,120	1,362	1,448	1,491
Real Estate-Farm				162	178	170	178	196	196	193
Real Estate-Resident				3,206	3,287	3,714	3,666	3,447	3,584	3,598
Real Estate-Other				2,305	2,336	2,517	2,490	3,177	3,499	3,490
Farmers				133	117	112	109	102	106	101
Commercial & Industrial				3,030	3,414	4,091	3,239	3,742	3,909	3,986
Individuals - Credit Cards				814	765	655	575	584	590	564
Individuals - Other				1,681	1,700	1,711	1,808	1,832	1,842	1,878
Tax Exempt Obligations				787	785	791	712	665	703	738
Other Loans				428	499	795	558	420	466	406
Lease Financing Receivables				752	797	797	728	781	867	856
TOTAL GROSS LOANS				14,161	14,752	16,375	15,183	16,308	17,210	17,301
Less: Unearned Discount				0	0	0	0	0	0	0
Less: Loan Loss Reserve				160	161	221	150	150	162	160
NET LOANS				14,001	14,591	16,154	15,033	16,158	17,048	17,141
Reserve For Loan Loss Reconciliation (\$M)				2018	2019	2020	2021	2022	2023	2024
Beginning Balance				159	160	161	221	150	150	162
Provision For Loan Losses				43	50	116	(52)	19	43	7
Recoveries				14	12	15	17	10	9	2
Charge-Offs				(56)	(61)	(50)	(36)	(29)	(40)	(11)
Other				-	-	(21)	-	-	-	-
Ending Balance				160	161	221	150	150	162	160
Loan Loss Reserve/Gross Loans (%)				1.13%	1.09%	1.35%	0.99%	0.92%	0.94%	0.92%
Net Charge-Offs/Gross Loans (%)				-0.30%	-0.33%	-0.21%	-0.13%	-0.12%	-0.18%	-0.05%
Recoveries/Charge-Offs (%)				25.00%	19.67%	30.00%	47.22%	34.48%	22.50%	18.18%
Prov for Loan Losses/Gross Loans (%)				0.30%	0.34%	0.71%	-0.34%	0.12%	0.25%	0.04%

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SIC: 6021	KM	SMM	YEAR	2018	2019	2020	2021	2022	2023	2024
KEY RATIOS				SMM	SMM	SMM	SMM	SMM	SMM	SMM
Return on Avg Net Worth:										
Net Income Before Sec Trans				17.17	15.81	11.80	16.79	19.42	21.19	4.75
Net Income				16.77	15.81	12.53	16.73	18.62	20.82	4.42
Return on Avg Assets:										
Net Income Before Sec Trans				1.76	1.64	1.21	1.61	1.44	1.40	0.37
Net Income				1.67	1.62	1.23	1.47	1.37	1.45	0.34
Net Interest Margin										
Effective				3.46	3.45	3.08	2.71	3.06	3.47	0.90
Tax Equivalent @ 46%				2.94	3.04	3.20	0.00	0.00	0.00	0.00
Salaries/(Income-Interest Expense)				33.08	34.38	36.17	35.27	34.40	34.97	36.15
Other Income/Salaries				116.17	113.48	104.58	114.61	108.48	105.17	104.26
Equity/Assets				10.20	10.35	9.38	8.21	6.34	7.59	7.98
Dividend Payout				46.62	119.90	61.76	66.67	61.73	60.09	43.86
PAT Growth				34.06	-2.80	-18.47	50.00	-4.71	-4.12	-75.54
Asset Growth				57.29	-10.28	78.60	64.72	-57.41	86.16	-15.88
Earning Asset Growth				-0.27	3.32	22.71	5.61	-5.92	-7.15	-2.36
Equity Growth				7.43	3.83	14.51	-2.60	-33.00	19.07	0.79
Effective Tax Rate				19.66	21.17	21.30	21.78	20.85	21.81	20.83
Efficiency Ratio (%)				62.97	60.54	60.63	0.00	0.00	0.00	0.00

DEPOSIT ANALYSIS

Loans/Deposits (%)	68.13	70.03	59.56	50.01	61.14	66.34	69.27
Capital/Deposits (%)	12.59	12.90	11.35	9.97	7.60	9.30	9.74
Non-Int Bearing/Total Deposits (%)	35.07	34.58	39.35	39.99	39.00	32.34	31.59
Int Bearing/Total Deposits	64.93	65.42	60.65	60.01	61.00	67.66	68.41
Deposit Growth	-0.21	1.39	30.16	10.86	-12.10	-2.75	-3.71

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