

COMMERCE BANK Kansas City, Missouri				CALL REPORT 12/31 2014	CALL REPORT 12/31 2015	CALL REPORT 12/31 2016	CALL REPORT 12/31 2017	CALL REPORT 9/30 2018
SIC: 6021	JR	\$MM	YEAR					
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				11,470	12,446	13,429	14,007	13,973
Unearned Discount (-)				0	0	0	0	0
Loan Loss Reserve (-)				(156)	(152)	(156)	(159)	(160)
Net Loans				11,314	12,294	13,273	13,848	13,813
U.S. Govt Obligations/Mortgage-Backed Secur				3,924	4,222	4,185	4,348	4,577
State & Municipal Bonds				1,809	1,738	1,774	1,607	1,385
Fed Funds Sold/Repo's				1,082	890	740	743	714
Trading Account Securities				16	12	22	19	20
Other Earning Assets				3,734	3,761	3,628	2,762	2,706
EARNING ASSETS				21,879	22,917	23,622	23,327	23,215
Cash & Due From Banks				1,076	502	780	482	789
Bank Premises, F&E				352	347	333	330	327
Customer Acceptance Liabilities				0	0	0	0	0
Other Real Estate				11	6	4	5	5
Miscellaneous Assets				417	566	644	438	485
OTHER ASSETS				1,856	1,421	1,761	1,255	1,606
Intangibles				146	146	146	146	147
TOTAL ASSETS				23,881	24,484	25,529	24,728	24,968
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				6,815	7,149	7,439	7,328	6,964
Deposits-Interest Bearing				12,664	12,832	13,672	13,267	13,405
Total Deposits				19,479	19,981	21,111	20,595	20,369
Trading Liabilites				1	1	0	0	0
Acceptance Outstdg				0	0	0	0	0
Fed Funds Bought/Repo's				2,024	2,068	1,880	1,508	1,862
Other Borrowed Money				105	104	102	52	52
Miscellaneous Liabilites				203	183	190	164	232
CURRENT LIABILITIES				21,812	22,337	23,283	22,319	22,515
Term-Senior				0	0	0	0	0
Deferred Items				0	0	0	0	0
TOTAL LIABILITIES				21,812	22,337	23,283	22,319	22,515
Minority Interest				0	0	0	0	0
Common Stock				10	10	10	10	10
Capital Surplus				1,073	1,081	1,092	1,102	1,108
Retained Earnings				923	1,025	1,142	1,291	1,454
Unrlzd Gns (Ls) on Securities				63	31	2	6	(119)
NET WORTH				2,069	2,147	2,246	2,409	2,453
TOTAL LIABILITIES & NET WORTH				23,881	24,484	25,529	24,728	24,968

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Assets-Liabilities	0	0	0	0	0
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INCOME STATEMENT				12	12	12	12	9
# OF MOS								
Interest-Loans				437	446	479	531	449
Interest-Govt Sec				106	103	111	116	104
Interest-State & Muni Sec				70	78	86	86	57
Interest-Fed Funds				13	13	14	16	12
Interest-Other				17	17	18	22	21
TOTAL INTEREST INCOME				643	657	708	771	643
Interest-Deposits				23	22	26	30	32
Interest-Fed Funds and Other Borr Money				5	6	7	14	14
TOTAL INTEREST EXPENSE				28	28	33	44	46
NET INTEREST INCOME				615	629	675	727	597
Trust Income				108	116	117	130	107
Service Charge Income				78	80	86	90	71
Other Income				255	262	279	273	191
TOTAL OTHER INCOME				441	458	482	493	369
Provision For Loan Losses				30	29	36	45	30
Salaries & Benefits				352	377	397	413	323
Occupancy, F&E				65	65	66	65	48
Other Expense				235	238	252	253	173
TOTAL OTHER EXPENSE				682	709	751	776	574
Income Bef Sec Trans & Taxes				374	378	406	444	392
Income Taxes				118	119	128	124	78
Net Income Bef Sec Trans				256	259	278	320	314
Realized Gains (Losses) on Securities				(6)	3	0	(10)	0
NET INCOME				250	262	278	310	314
EQUITY RECONCILIATION (\$M)								
Beginning Balance				1,952	2,069	2,147	2,246	2,409
Net Income				250	262	278	310	314
Cash Dividends Common Stock (-)				(200)	(160)	(160)	(160)	(150)
Stock/Capital Surplus				0	0	0	0	0
Unrlzd Gns (Ls) on Securities				59	(33)	(29)	4	(126)
Other Adjustments				8	9	10	9	6
Ending Balance				2,069	2,147	2,246	2,409	2,453
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END BAL - NET WORTH				0	0	0	0	0

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Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT
				12/31	12/31	12/31	12/31	9/30
SIC: 6021	JR	SMM	YEAR	2014	2015	2016	2017	2018

LOAN COMPOSITION	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction	403	623	790	967	994
Real Estate-Farm	152	167	173	162	165
Real Estate-Resident	2,807	2,854	3,008	3,087	3,177
Real Estate-Other	1,936	1,976	2,199	2,235	2,175
Farmers	169	163	148	140	126
Commercial & Industrial	2,543	2,771	2,855	2,950	2,990
Individuals - Credit Cards	783	781	778	786	788
Individuals - Other	1,412	1,622	1,676	1,800	1,685
Tax Exempt Obligations	587	693	748	784	765
Other Loans	124	163	330	358	383
Lease Financing Receivables	554	632	725	738	724
TOTAL GROSS LOANS	11,470	12,445	13,430	14,007	13,972
Less: Unearned Discount	0	0	0	0	0
Less: Loan Loss Reserve	157	153	157	161	161
NET LOANS	11,313	12,292	13,273	13,846	13,811
Reserve For Loan Loss Reconciliation (\$M)	2014	2015	2016	2017	2018
Beginning Balance	162	157	152	156	160
Provision For Loan Losses	30	29	36	45	30
Recoveries	18	17	19	14	10
Charge-Offs	(53)	(51)	(51)	(55)	(40)
Other	0	-	-	-	-
Ending Balance	157	152	156	160	160
Loan Loss Reserve/Gross Loans (%)	1.37%	1.23%	1.17%	1.15%	1.15%
Net Charge-Offs/Gross Loans (%)	-0.31%	-0.27%	-0.24%	-0.29%	-0.21%
Recoveries/Charge-Offs (%)	33.96%	33.33%	37.25%	25.45%	25.00%
Prov for Loan Losses/Gross Loans (%)	0.26%	0.23%	0.27%	0.32%	0.21%

Past Due Loans at	9/30/2018	Days Past Due		Non-
On Gross Loans of	13,972	30-89	Over 90	Accrual
Real Estate		29	2	3
Commercial & Industrial		3	1	0
Personal		37	11	0
Lease Financing Receivables		0	0	0
Other Loans		1	0	5
Totals		70	14	8

Past Dues/Gross Loans %	0.60%
Non Accruals/Gross Loans %	0.06%

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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	12.63	12.29	12.66	13.75	12.92
Net Income	12.34	12.43	12.66	13.32	12.92

Return on Avg Assets:

Net Income Before Sec Trans	1.16	1.09	1.13	1.28	1.25
Net Income	1.09	1.08	1.11	1.23	1.26

Net Interest Margin

Effective	2.91	2.81	2.90	3.10	2.57
Tax Equivalent @ 46%	3.00	2.94	3.04	3.20	3.51

Salaries/(Income-Interest Expense)

	33.33	34.68	34.31	33.85	33.44
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Other Income/Salaries

	125.28	121.49	121.41	119.37	114.24
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Equity/Assets

	8.66	8.77	8.80	9.74	9.82
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Dividend Payout

	78.13	61.78	57.55	50.00	47.77
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PAT Growth

	-3.03	1.17	7.34	15.11	-1.88
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Asset Growth

	22.91	-23.44	23.93	-28.73	27.97
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Earning Asset Growth

	4.86	4.74	3.08	-1.25	-0.48
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Equity Growth

	5.99	3.77	4.61	7.26	1.83
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Effective Tax Rate

	31.55	31.48	31.53	27.93	19.90
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Efficiency Ratio (%)

	61.95	62.97	60.54	60.63	55.31
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DEPOSIT ANALYSIS

Loans/Deposits (%)	58.08	61.53	62.87	67.24	67.81
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Capital/Deposits (%)

	10.62	10.75	10.64	11.70	12.04
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Non-Int Bearing/Total Deposits (%)

	34.99	35.78	35.24	35.58	34.19
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Int Bearing/Total Deposits

	65.01	64.22	64.76	64.42	65.81
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Deposit Growth

	6.14	2.58	5.66	-2.44	-1.10
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