

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	9/30
SIC: 6021	MT	\$MM	YEAR	2017	2018	2019	2020	2021	2022	2023
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				14,007	14,161	14,752	16,375	15,185	16,308	17,134
Unearned Discount				(-)	0	0	0	0	0	0
Loan Loss Reserve				(-)	(159)	(160)	(221)	(150)	(150)	(162)
Net Loans				13,848	14,001	14,591	16,154	15,035	16,158	16,972
U.S. Govt Obligations/Mortgage-Dacked Secur				4,348	4,457	4,886	7,127	7,101	6,598	5,919
State & Municipal Bonds				1,607	1,324	1,264	2,041	2,093	1,763	1,178
Fed Funds Sold/Repo's				743	703	850	850	1,628	875	453
Trading Account Securities				19	27	28	35	46	44	36
Other Earning Assets				2,762	2,751	2,417	3,288	5,248	3,868	2,758
EARNING ASSETS				23,327	23,263	24,036	29,495	31,151	29,306	27,316
Cash & Due From Banks				482	1,225	900	2,199	4,293	854	2,217
Bank Premises, F&E				330	329	366	369	386	414	456
Customer Acceptance Liabilities				0	0	0	0	0	0	0
Other Real Estate				5	43	41	50	61	60	1
Miscellaneous Assets				438	377	464	545	470	891	1,053
OTHER ASSETS				1,255	1,974	1,771	3,163	5,210	2,219	3,727
Intangibles				146	147	148	150	154	155	161
TOTAL ASSETS				24,728	25,384	25,955	32,808	36,515	31,680	31,204
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				7,328	7,207	7,206	10,671	12,023	10,305	8,308
Deposits-Interest Bearing				13,267	13,344	13,630	16,449	18,041	16,121	17,129
Total Deposits				20,595	20,551	20,836	27,120	30,064	26,426	25,437
Trading Liabilites				0	8	1	0	13	9	4
Acceptance Outstdg				0	0	0	0	0	0	0
Fed Funds Bought/Repo's				1,508	1,956	1,851	2,098	3,023	2,842	2,745
Other Borrowed Money				52	51	51	51	50	51	550
Miscellaneous Liabilites				164	230	529	462	368	344	435
CURRENT LIABILITIES				22,319	22,796	23,268	29,731	33,518	29,672	29,171
Term-Senior				0	0	0	0	0	0	0
Deferred Items				0	0	0	0	0	0	0
TOTAL LIABILITIES				22,319	22,796	23,268	29,731	33,518	29,672	29,171
Minority Interest				0	0	0	0	0	0	0
Common Stock				10	10	10	10	10	10	10
Capital Surplus				1,102	1,111	1,120	1,131	1,140	1,153	1,162
Retained Earnings				1,291	1,509	1,425	1,580	1,749	1,914	2,038
Unrlzd Gns (Ls) on Securities				6	(42)	132	356	98	(1,069)	(1,177)
NET WORTH				2,409	2,588	2,687	3,077	2,997	2,008	2,033
TOTAL LIABILITIES & NET WORTH				24,728	25,384	25,955	32,808	36,515	31,680	31,204

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Assets-Liabilities 0 0 0 0 0 0 0

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SIC: 6021 MT SMM YEAR 12/31 12/31 12/31 12/31 12/31 12/31 9/30  
 2017 2018 2019 2020 2021 2022 2023

INCOME STATEMENT # OF MOS 12 12 12 12 12 12 9

Interest-Loans 531 610 646 594 556 633 726  
 Interest-Govt Sec 116 140 150 130 129 136 119  
 Interest-State & Muni Sec 86 77 77 75 86 111 74  
 Interest-Fed Funds 16 16 16 41 37 23 12  
 Interest-Other 22 29 31 28 26 80 76

TOTAL INTEREST INCOME 771 872 920 868 834 983 1,007

Interest-Deposits 30 44 73 35 11 30 161  
 Interest-Fed Funds and Other Borr Money 14 22 31 8 2 29 111

TOTAL INTEREST EXPENSE 44 66 104 43 13 59 272

NET INTEREST INCOME 727 806 816 825 821 924 735

Trust Income 130 143 150 155 182 179 138  
 Service Charge Income 90 94 96 93 97 94 67  
 Other Income 273 266 276 254 278 277 222

TOTAL OTHER INCOME 493 503 522 502 557 550 427

Provision For Loan Losses 45 43 50 116 (66) 28 30  
 Salaries & Benefits 413 433 460 480 486 507 406  
 Occupancy, F&E 65 65 67 66 67 70 54  
 Other Expense 253 234 232 233 239 255 212

TOTAL OTHER EXPENSE 776 775 809 895 726 860 702

Income Bef Sec Trans & Taxes 444 534 529 432 652 614 460  
 Income Taxes 124 105 112 92 142 128 99

Net Income Bef Sec Trans 320 429 417 340 510 486 361

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

NET INCOME 310 419 417 361 508 466 353

EQUITY RECONCILIATION (\$M)

Beginning Balance 2,245 2,409 2,588 2,687 3,077 2,997 2,008  
 Net Income 310 419 417 361 508 466 353  
 Cash Dividends Common Stock (-) (160) (200) (500) (210) (340) (300) (230)  
 Stock/Capital Surplus 0 0 0 0 - - -  
 Unrlzd Gns (Ls) on Securities 4 (49) 173 225 (258) (1,167) (107)  
 Other Adjustments 10 9 9 14 10 12 9  
 Ending Balance 2,409 2,588 2,687 3,077 2,997 2,008 2,033

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

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SIC: 6021 MT \$MM YEAR	2017	2018	2019	2020	2021	2022	2023

LOAN COMPOSITION	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction	967	863	874	1,022	1,120	1,362	1,541
Real Estate-Farm	162	162	178	170	178	196	202
Real Estate-Resident	3,087	3,206	3,287	3,714	3,666	3,447	3,564
Real Estate-Other	2,235	2,305	2,336	2,517	2,490	3,177	3,416
Farmers	140	133	117	112	109	102	98
Commercial & Industrial	2,950	3,030	3,414	4,091	3,239	3,742	3,838
Individuals - Credit Cards	786	814	765	655	575	584	575
Individuals - Other	1,800	1,681	1,700	1,711	1,808	1,832	1,895
Tax Exempt Obligations	784	787	785	791	712	665	701
Other Loans	358	428	499	795	558	420	430
Lease Financing Receivables	738	752	797	797	728	781	874
<b>TOTAL GROSS LOANS</b>	<b>14,007</b>	<b>14,161</b>	<b>14,752</b>	<b>16,375</b>	<b>15,183</b>	<b>16,308</b>	<b>17,134</b>
Less: Unearned Discount	0	0	0	0	0	-	-
Less: Loan Loss Reserve	159	160	161	221	150	150	162
<b>NET LOANS</b>	<b>13,848</b>	<b>14,001</b>	<b>14,591</b>	<b>16,154</b>	<b>15,033</b>	<b>16,158</b>	<b>16,972</b>
Reserve For Loan Loss Reconciliation (\$M)	2017	2018	2019	2020	2021	2022	2023
Beginning Balance	155	159	160	161	221	150	150
Provision For Loan Losses	45	43	50	116	(52)	19	35
Recoveries	14	14	12	15	17	10	7
Charge-Offs	(55)	(56)	(61)	(50)	(36)	(29)	(30)
Other	-	-	-	(21)	-	-	-
Ending Balance	159	160	161	221	150	150	162
Loan Loss Reserve/Gross Loans (%)	1.14%	1.13%	1.09%	1.35%	0.99%	0.92%	0.95%
Net Charge-Offs/Gross Loans (%)	-0.29%	-0.30%	-0.33%	-0.21%	-0.13%	-0.12%	-0.13%
Recoveries/Charge-Offs (%)	25.45%	25.00%	19.67%	30.00%	47.22%	34.48%	23.33%
Prov for Loan Losses/Gross Loans (%)	0.32%	0.30%	0.34%	0.71%	-0.34%	0.12%	0.20%

Past Due Loans at	9/30/2023	Days Past Due		Non-
On Gross Loans of	16,308	30-89	Over 90	Accrual
Real Estate				
Commercial & Industrial				
Personal				
Lease Financing Receivables				
Other Loans				
Totals		0		
Past Dues/Gross Loans %		0.00%		
Non Accruals/Gross Loans %		0.00%		

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SIC: 6021	MT	\$MM	YEAR	12/31 2017	12/31 2018	12/31 2019	12/31 2020	12/31 2021	12/31 2022	9/30 2023
KEY RATIOS				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Return on Avg Net Worth:										
Net Income Before Sec Trans				14.57	17.17	15.81	11.80	16.79	19.42	17.87
Net Income				14.11	16.77	15.81	12.53	16.73	18.62	17.47
Return on Avg Assets:										
Net Income Before Sec Trans				1.43	1.76	1.64	1.21	1.61	1.44	1.09
Net Income				1.33	1.67	1.62	1.23	1.47	1.37	1.12
Net Interest Margin										
Effective				3.33	3.46	3.45	3.08	2.71	3.06	2.60
Tax Equivalent @ 46%				3.00	2.94	3.04	3.20	0.00	0.00	0.00
Salaries/(Income-Interest Expense)										
Salaries/(Income-Interest Expense)				33.85	33.08	34.38	36.17	35.27	34.40	34.94
Other Income/Salaries				119.37	116.17	113.48	104.58	114.61	108.48	105.17
Equity/Assets				9.74	10.20	10.35	9.38	8.21	6.34	6.52
Dividend Payout				50.00	46.62	119.90	61.76	66.67	61.73	63.71
PAT Growth				21.21	34.06	-2.80	-18.47	50.00	-4.71	-25.72
Asset Growth				-16.89	57.29	-10.28	78.60	64.72	-57.41	67.96
Earning Asset Growth				11.81	-0.27	3.32	22.71	5.61	-5.92	-6.79
Equity Growth				23.41	7.43	3.83	14.51	-2.60	-33.00	1.25
Effective Tax Rate				27.93	19.66	21.17	21.30	21.78	20.85	21.52
Efficiency Ratio (%)				61.95	62.97	60.54	60.63	0.00	0.00	0.00
DEPOSIT ANALYSIS										
Loans/Deposits (%)				67.24	68.13	70.03	59.56	50.01	61.14	66.72
Capital/Deposits (%)				11.70	12.59	12.90	11.35	9.97	7.60	7.99
Non-Int Bearing/Total Deposits (%)				35.58	35.07	34.58	39.35	39.99	39.00	32.66
Int Bearing/Total Deposits				64.42	64.93	65.42	60.65	60.01	61.00	67.34
Deposit Growth				12.22	-0.21	1.39	30.16	10.86	-12.10	-3.74

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