

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	12/31
SIC: 6021	KM	\$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	17,210
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	17,048
U.S. Govt Obligations/Mortgage-Dacked Secur				4,348	4,457	4,886	7,127	7,101	6,598	5,920
State & Municipal Bonds				1,607	1,324	1,264	2,041	2,093	1,763	1,197
Fed Funds Sold/Repo's				743	703	850	850	1,628	875	455
Trading Account Securities				19	27	28	35	46	44	30
Other Earning Assets				2,762	2,751	2,417	3,288	5,248	3,868	2,562
EARNING ASSETS				23,327	23,263	24,036	29,495	31,151	29,306	27,212
Cash & Due From Banks				482	1,225	900	2,199	4,293	854	2,693
Bank Premises, F&E				330	329	366	369	386	414	464
Customer Acceptance Liabilities				0	0	0	0	0	0	0
Other Real Estate				5	43	41	50	61	60	77
Miscellaneous Assets				438	377	464	545	470	891	897
OTHER ASSETS				1,255	1,974	1,771	3,163	5,210	2,219	4,131
Intangibles				146	147	148	150	154	155	161
TOTAL ASSETS				24,728	25,384	25,955	32,808	36,515	31,680	31,504
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				7,328	7,207	7,206	10,671	12,023	10,305	8,310
Deposits-Interest Bearing				13,267	13,344	13,630	16,449	18,041	16,121	17,388
Total Deposits				20,595	20,551	20,836	27,120	30,064	26,426	25,698
Trading Liabilites				0	8	1	0	13	9	2
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	2,909
Other Borrowed Money				52	51	51	51	50	51	50
Miscellaneous Liabilites				164	230	529	462	368	344	454
CURRENT LIABILITIES				22,319	22,796	23,268	29,731	33,518	29,672	29,113
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	29,113
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	1,165
Retained Earnings				1,291	1,509	1,425	1,580	1,749	1,914	2,093
Unrlzd Gns (Ls) on Securities				6	(42)	132	356	98	(1,069)	(877)
NET WORTH				2,409	2,588	2,687	3,077	2,997	2,008	2,391
TOTAL LIABILITIES & NET WORTH				24,728	25,384	25,955	32,808	36,515	31,680	31,504

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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 12/31 12/31 12/31 12/31 12/31 12/31 12/31
 2017 2018 2019 2020 2021 2022 2023

INCOME STATEMENT	# OF MOS	12	12	12	12	12	12	12
Interest-Loans		531	610	646	594	556	633	962
Interest-Govt Sec		116	140	150	130	129	136	129
Interest-State & Muni Sec		86	77	77	75	86	111	96
Interest-Fed Funds		16	16	16	41	37	23	14
Interest-Other		22	29	31	28	26	80	166
TOTAL INTEREST INCOME		771	872	920	868	834	983	1,367
Interest-Deposits		30	44	73	35	11	30	247
Interest-Fed Funds and Other Borr Money		14	22	31	8	2	29	140
TOTAL INTEREST EXPENSE		44	66	104	43	13	59	387
NET INTEREST INCOME		727	806	816	825	821	924	980
Trust Income		130	143	150	155	182	179	185
Service Charge Income		90	94	96	93	97	94	94
Other Income		273	266	276	254	278	277	291
TOTAL OTHER INCOME		493	503	522	502	557	550	570
Provision For Loan Losses		45	43	50	116	(66)	28	35
Salaries & Benefits		413	433	460	480	486	507	542
Occupancy, F&E		65	65	67	66	67	70	74
Other Expense		253	234	232	233	239	255	303
TOTAL OTHER EXPENSE		776	775	809	895	726	860	954
Income Bef Sec Trans & Taxes		444	534	529	432	652	614	596
Income Taxes		124	105	112	92	142	128	130
Net Income Bef Sec Trans		320	429	417	340	510	486	466
Realized Gains (Losses) on Securities		(10)	(10)	0	21	(2)	(20)	(8)
NET INCOME		310	419	417	361	508	466	458

EQUITY RECONCILIATION (\$M)

Beginning Balance	2,245	2,409	2,588	2,687	3,077	2,997	2,008	2,008
Net Income	310	419	417	361	508	466	458	458
Cash Dividends Common Stock (-)	(160)	(200)	(500)	(210)	(340)	(300)	(280)	(280)
Stock/Capital Surplus	0	0	0	0	-	-	-	-
Unrlzd Gns (Ls) on Securities	4	(49)	173	225	(258)	(1,167)	192	192
Other Adjustments	10	9	9	14	10	12	13	13
Ending Balance	2,409	2,588	2,687	3,077	2,997	2,008	2,391	2,391

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

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				12/31	12/31	12/31	12/31	12/31	12/31	12/31
SIC: 6021	KM	\$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	1,448
Real Estate-Farm				162	162	178	170	178	196	196
Real Estate-Resident				3,087	3,206	3,287	3,714	3,666	3,447	3,584
Real Estate-Other				2,235	2,305	2,336	2,517	2,490	3,177	3,499
Farmers				140	133	117	112	109	102	106
Commercial & Industrial				2,950	3,030	3,414	4,091	3,239	3,742	3,909
Individuals - Credit Cards				786	814	765	655	575	584	590
Individuals - Other				1,800	1,681	1,700	1,711	1,808	1,832	1,842
Tax Exempt Obligations				784	787	785	791	712	665	703
Other Loans				358	428	499	795	558	420	466
Lease Financing Receivables				738	752	797	797	728	781	867
TOTAL GROSS LOANS				14,007	14,161	14,752	16,375	15,183	16,308	17,210
Less: Unearned Discount				0	0	0	0	0	0	0
Less: Loan Loss Reserve				159	160	161	221	150	150	162
NET LOANS				13,848	14,001	14,591	16,154	15,033	16,158	17,048
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	43
Recoveries				14	14	12	15	17	10	9
Charge-Offs				(55)	(56)	(61)	(50)	(36)	(29)	(40)
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%	0.94%
Net Charge-Offs/Gross Loans (%)				-0.29%	-0.30%	-0.33%	-0.21%	-0.13%	-0.12%	-0.18%
Recoveries/Charge-Offs (%)				25.45%	25.00%	19.67%	30.00%	47.22%	34.48%	22.50%
Prov for Loan Losses/Gross Loans (%)				0.32%	0.30%	0.34%	0.71%	-0.34%	0.12%	0.25%
Past Due Loans at On Gross Loans of	12/31/2023			Days Past Due		Non- Accrual				
	17,210			30-89	Over 90					
Real Estate				22	11	4				
Commercial & Industrial				4	1	2				
Personal				45	10	0				
Lease Financing Receivables				24	0	0				
Other Loans				1	0	1				
Totals				96	22	7				
Past Dues/Gross Loans %				0.69%						
Non Accruals/Gross Loans %				0.04%						

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SIC: 6021	KM	\$MM	YEAR	12/31 2017	12/31 2018	12/31 2019	12/31 2020	12/31 2021	12/31 2022	12/31 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	21.19
Net Income				14.11	16.77	15.81	12.53	16.73	18.62	20.82
Return on Avg Assets:										
Net Income Before Sec Trans				1.43	1.76	1.64	1.21	1.61	1.44	1.40
Net Income				1.33	1.67	1.62	1.23	1.47	1.37	1.45
Net Interest Margin										
Effective				3.33	3.46	3.45	3.08	2.71	3.06	3.47
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	34.97
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	7.59
Dividend Payout				50.00	46.62	119.90	61.76	66.67	61.73	60.09
PAT Growth				21.21	34.06	-2.80	-18.47	50.00	-4.71	-4.12
Asset Growth				-16.89	57.29	-10.28	78.60	64.72	-57.41	86.16
Earning Asset Growth				11.81	-0.27	3.32	22.71	5.61	-5.92	-7.15
Equity Growth				23.41	7.43	3.83	14.51	-2.60	-33.00	19.07
Effective Tax Rate				27.93	19.66	21.17	21.30	21.78	20.85	21.81
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	66.34
Capital/Deposits (%)				11.70	12.59	12.90	11.35	9.97	7.60	9.30
Non-Int Bearing/Total Deposits (%)				35.58	35.07	34.58	39.35	39.99	39.00	32.34
Int Bearing/Total Deposits				64.42	64.93	65.42	60.65	60.01	61.00	67.66
Deposit Growth				12.22	-0.21	1.39	30.16	10.86	-12.10	-2.75

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