

COMMERCE BANK
Kansas City, Missouri

COMMERCE BANK Kansas City, Missouri				CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	CALL REPORT	
SIC: 6021	KM	SMM	YEAR	12/31 2018	12/31 2019	12/31 2020	12/31 2021	12/31 2022	12/31 2023	12/31 2024
ASSETS				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Gross Loans				14,161	14,752	16,375	15,185	16,308	17,210	17,223
Unearned Discount (-)				0	0	0	0	0	0	0
Loan Loss Reserve (-)				(160)	(161)	(221)	(150)	(150)	(162)	(163)
Net Loans				14,001	14,591	16,154	15,035	16,158	17,048	17,060
U.S. Govt Obligations/Mortgage-Backed Secur				4,457	4,886	7,127	7,101	6,598	5,920	6,612
State & Municipal Bonds				1,324	1,264	2,041	2,093	1,763	1,197	743
Fed Funds Sold/Repo's				703	850	850	1,628	875	455	628
Trading Account Securities				27	28	35	46	44	30	38
Other Earning Assets				2,751	2,417	3,288	5,248	3,868	2,562	1,821
EARNING ASSETS				23,263	24,036	29,495	31,151	29,306	27,212	26,902
Cash & Due From Banks				1,225	900	2,199	4,293	854	2,693	3,385
Bank Premises, F&E				329	366	369	386	414	464	470
Customer Acceptance Liabilities				0	0	0	0	0	0	0
Other Real Estate				43	41	50	61	60	77	94
Miscellaneous Assets				377	464	545	470	891	897	797
OTHER ASSETS				1,974	1,771	3,163	5,210	2,219	4,131	4,746
Intangibles				147	148	150	154	155	161	160
TOTAL ASSETS				25,384	25,955	32,808	36,515	31,680	31,504	31,808
LIABILITIES				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Deposits-Non-Interest Bearing				7,207	7,206	10,671	12,023	10,305	8,310	8,541
Deposits-Interest Bearing				13,344	13,630	16,449	18,041	16,121	17,388	17,144
Total Deposits				20,551	20,836	27,120	30,064	26,426	25,698	25,685
Trading Liabilites				8	1	0	13	9	2	0
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	2,926
Other Borrowed Money				51	51	51	50	51	50	50
Miscellaneous Liabilities				230	529	462	368	344	454	448
CURRENT LIABILITIES				22,796	23,268	29,731	33,518	29,672	29,113	29,109
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	29,109
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	1,178
Retained Earnings				1,509	1,425	1,580	1,749	1,914	2,093	2,257
Unrlzd Gns (Ls) on Securities				(42)	132	356	98	(1,069)	(877)	(746)
NET WORTH				2,588	2,687	3,077	2,997	2,008	2,391	2,699
TOTAL LIABILITIES & NET WORTH				25,384	25,955	32,808	36,515	31,680	31,504	31,808

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Assets-Liabilities	0	0	0	0	0	0	0
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SIC: 6021 KM \$MM YEAR							

INCOME STATEMENT	# OF MOS	12	12	12	12	12	12
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Interest-Loans	610	646	594	556	633	962	1,035
Interest-Govt Sec	140	150	130	129	136	156	175
Interest-State & Muni Sec	77	77	75	86	111	96	72
Interest-Fed Funds	16	16	41	37	23	14	13
Interest-Other	29	31	28	26	80	139	161

TOTAL INTEREST INCOME	872	920	868	834	983	1,367	1,456
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Interest-Deposits	44	73	35	11	30	247	337
Interest-Fed Funds and Other Borr Money	22	31	8	2	29	140	95

TOTAL INTEREST EXPENSE	66	104	43	13	59	387	432
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NET INTEREST INCOME	806	816	825	821	924	980	1,024
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Trust Income	143	150	155	182	179	185	208
Service Charge Income	94	96	93	97	94	91	100
Other Income	266	276	254	278	277	294	295

TOTAL OTHER INCOME	503	522	502	557	550	570	603
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Provision For Loan Losses	43	50	116	(66)	28	35	33
Salaries & Benefits	433	460	480	486	507	542	561
Occupancy, F&E	65	67	66	67	70	74	74
Other Expense	234	232	233	239	255	303	282

TOTAL OTHER EXPENSE	775	809	895	726	860	954	950
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Income Bef Sec Trans & Taxes	534	529	432	652	614	596	677
Income Taxes	105	112	92	142	128	130	102

Net Income Bef Sec Trans	429	417	340	510	486	466	575
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Realized Gains (Losses) on Securities	(10)	0	21	(2)	(20)	(8)	(196)
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NET INCOME	419	417	361	508	466	458	379
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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	379
Cash Dividends Common Stock (-)	(200)	(500)	(210)	(340)	(300)	(280)	(215)
Stock/Capital Surplus	0	0	0	-	-	-	-
Unrlzd Gns (Ls) on Securities	(49)	173	225	(258)	(1,167)	192	131
Other Adjustments	9	9	14	10	12	13	12

Ending Balance	2,588	2,687	3,077	2,997	2,008	2,391	2,698
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END BAL - NET WORTH	0	0	0	0	0	0	0
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COMMERCE BANK				CALL	CALL	CALL	CALL	CALL	CALL
Kansas City, Missouri				REPORT	REPORT	REPORT	REPORT	REPORT	REPORT
				12/31	12/31	12/31	12/31	12/31	12/31
SIC: 6021	KM	\$MM	YEAR	2018	2019	2020	2021	2022	2024
LOAN COMPOSITION				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Real Estate-Construction				863	874	1,022	1,120	1,362	1,404
Real Estate-Farm				162	178	170	178	196	190
Real Estate-Resident				3,206	3,287	3,714	3,666	3,447	3,641
Real Estate-Other				2,305	2,336	2,517	2,490	3,177	3,446
Farmers				133	117	112	109	102	119
Commercial & Industrial				3,030	3,414	4,091	3,239	3,742	3,754
Individuals - Credit Cards				814	765	655	575	584	596
Individuals - Other				1,681	1,700	1,711	1,808	1,832	1,841
Tax Exempt Obligations				787	785	791	712	665	691
Other Loans				428	499	795	558	420	660
Lease Financing Receivables				752	797	797	728	781	881
TOTAL GROSS LOANS				14,161	14,752	16,375	15,183	16,308	17,223
Less: Unearned Discount				0	0	0	0	0	0
Less: Loan Loss Reserve				160	161	221	150	150	163
NET LOANS				14,001	14,591	16,154	15,033	16,158	17,060
Reserve For Loan Loss									
Reconciliation (\$M)				2018	2019	2020	2021	2022	2023
Beginning Balance				159	160	161	221	150	162
Provision For Loan Losses				43	50	116	(52)	19	39
Recoveries				14	12	15	17	10	9
Charge-Offs				(56)	(61)	(50)	(36)	(29)	(47)
Other				-	-	(21)	-	-	-
Ending Balance				160	161	221	150	150	163
Loan Loss Reserve/Gross Loans (%)				1.13%	1.09%	1.35%	0.99%	0.92%	0.95%
Net Charge-Offs/Gross Loans (%)				-0.30%	-0.33%	-0.21%	-0.13%	-0.12%	-0.22%
Recoveries/Charge-Offs (%)				25.00%	19.67%	30.00%	47.22%	34.48%	19.15%
Prov for Loan Losses/Gross Loans (%)				0.30%	0.34%	0.71%	-0.34%	0.12%	0.23%

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SIC: 6021	KM	SMM	YEAR							
KEY RATIOS				\$MM	\$MM	\$MM	\$MM	\$MM	\$MM	\$MM
Return on Avg Net Worth:										
Net Income Before Sec Trans				17.17	15.81	11.80	16.79	19.42	21.19	22.59
Net Income				16.77	15.81	12.53	16.73	18.62	20.82	14.89
Return on Avg Assets:										
Net Income Before Sec Trans				1.76	1.64	1.21	1.61	1.44	1.40	1.82
Net Income				1.67	1.62	1.23	1.47	1.37	1.45	1.20
Net Interest Margin										
Effective				3.46	3.45	3.08	2.71	3.06	3.47	3.78
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	34.48
Other Income/Salaries				116.17	113.48	104.58	114.61	108.48	105.17	107.49
Equity/Assets				10.20	10.35	9.38	8.21	6.34	7.59	8.49
Dividend Payout				46.62	119.90	61.76	66.67	61.73	60.09	37.39
PAT Growth				34.06	-2.80	-18.47	50.00	-4.71	-4.12	23.39
Asset Growth				57.29	-10.28	78.60	64.72	-57.41	86.16	14.89
Earning Asset Growth				-0.27	3.32	22.71	5.61	-5.92	-7.15	-1.14
Equity Growth				7.43	3.83	14.51	-2.60	-33.00	19.07	12.88
Effective Tax Rate				19.66	21.17	21.30	21.78	20.85	21.81	15.07
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	66.42
Capital/Deposits (%)				12.59	12.90	11.35	9.97	7.60	9.30	10.51
Non-Int Bearing/Total Deposits (%)				35.07	34.58	39.35	39.99	39.00	32.34	33.25
Int Bearing/Total Deposits				64.93	65.42	60.65	60.01	61.00	67.66	66.75
Deposit Growth				-0.21	1.39	30.16	10.86	-12.10	-2.75	-0.05

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