

COMMERCE BANCSHARES INC /MO/  
Form 10-Q  
August 06, 2012  
Table of Contents

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-Q  
(Mark  
One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

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For the quarterly period ended June 30, 2012

OR  
 TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

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For the transition period from           to  
Commission File No. 0-2989

COMMERCE BANCSHARES, INC.

(Exact name of registrant as specified in its charter)

Missouri

43-0889454

(State of Incorporation)

(IRS Employer Identification No.)

1000 Walnut,

64106

Kansas City, MO

(Address of principal executive offices)

(Zip Code)

(816) 234-2000

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

As of July 31, 2012, the registrant had outstanding 87,630,025 shares of its \$5 par value common stock, registrant's only class of common stock.

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Commerce Bancshares, Inc. and Subsidiaries

Form 10-Q

|  | Page |
|--|------|
| INDEX  |      |
| <u>Part I</u>  |      |
| <u>Financial Information</u>   |      |
| <u>Item 1. Financial Statements</u>  |      |
| <u>Consolidated Balance Sheets as of June 30, 2012 (unaudited) and December 31, 2011</u>                                     | 3    |
| <u>Consolidated Statements of Income for the Three and Six Months Ended June 30, 2012 and 2011 (unaudited)</u>               | 4    |
| <u>Consolidated Statements of Comprehensive Income for the Three and Six Months Ended June 30, 2012 and 2011 (unaudited)</u> | 5    |
| <u>Consolidated Statements of Changes in Equity for the Six Months Ended June 30, 2012, and 2011 (unaudited)</u>             | 6    |
| <u>Consolidated Statements of Cash Flows for the Six Months Ended June 30, 2012 and 2011 (unaudited)</u>                     | 7    |
| <u>Notes to Consolidated Financial Statements</u>  | 8    |
| <u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>                         | 33   |
| <u>Item 3. Quantitative and Qualitative Disclosures about Market Risk</u>  | 54   |
| <u>Item 4. Controls and Procedures</u>   | 54   |
| <br>   |      |
| <u>Part II</u>   |      |
| <u>Other Information</u>   |      |
| <u>Item 1. Legal Proceedings</u>   | 55   |
| <u>Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</u>   | 55   |
| <u>Item 6. Exhibits</u>  | 55   |
| <u>Signatures</u>  | 56   |
| <u>Index to Exhibits</u>   | 57   |

Table of Contents

## PART I: FINANCIAL INFORMATION

## Item 1. FINANCIAL STATEMENTS

## Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED BALANCE SHEETS

|   | June 30, 2012  | December 31,<br>2011 |
|---|----------------|----------------------|
|   | (Unaudited)    |                      |
|   | (In thousands) |                      |
| <b>ASSETS</b>   |                |                      |
| Loans   | \$9,376,915    | \$9,177,478          |
| Allowance for loan losses   | (178,533 )     | (184,532 )           |
| Net loans   | 9,198,382      | 8,992,946            |
| Loans held for sale   | 8,874          | 31,076               |
| Investment securities:  |                |                      |
| Available for sale (\$629,599,000 and \$418,046,000 pledged in 2012 and 2011,<br>respectively, to secure repurchase agreements) | 9,206,451      | 9,224,702            |
| Trading   | 14,313         | 17,853               |
| Non-marketable  | 116,190        | 115,832              |
| Total investment securities   | 9,336,954      | 9,358,387            |
| Short-term federal funds sold and securities purchased under agreements to resell   | 7,455          | 11,870               |
| Long-term securities purchased under agreements to resell   | 850,000        | 850,000              |
| Interest earning deposits with banks  | 92,544         | 39,853               |
| Cash and due from banks   | 410,666        | 465,828              |
| Land, buildings and equipment, net  | 350,897        | 360,146              |
| Goodwill  | 125,585        | 125,585              |
| Other intangible assets, net  | 6,381          | 7,714                |
| Other assets  | 355,253        | 405,962              |
| Total assets  | \$20,742,991   | \$20,649,367         |
| <b>LIABILITIES AND EQUITY</b>   |                |                      |
| Deposits:   |                |                      |
| Non-interest bearing  | \$5,637,373    | \$5,377,549          |
| Savings, interest checking and money market   | 8,983,090      | 8,933,941            |
| Time open and C.D.'s of less than \$100,000   | 1,113,824      | 1,166,104            |
| Time open and C.D.'s of \$100,000 and over  | 1,097,346      | 1,322,289            |
| Total deposits  | 16,831,633     | 16,799,883           |
| Federal funds purchased and securities sold under agreements to repurchase  | 1,305,745      | 1,256,081            |
| Other borrowings  | 111,292        | 111,817              |
| Other liabilities   | 263,552        | 311,225              |
| Total liabilities   | 18,512,222     | 18,479,006           |
| Commerce Bancshares, Inc. stockholders' equity:   |                |                      |
| Preferred stock, \$1 par value  |                |                      |
| Authorized and unissued 2,000,000 shares  | —              | —                    |
| Common stock, \$5 par value   |                |                      |
| Authorized 100,000,000 shares; issued 89,277,398 shares in 2012 and 2011  | 446,387        | 446,387              |
| Capital surplus   | 1,033,523      | 1,042,065            |
| Retained earnings   | 671,297        | 575,419              |

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|  |              |              |   |
|--|--------------|--------------|---|
| Treasury stock of 1,581,929 shares in 2012 and 217,755 shares in 2011, at cost | (61,388      | ) (8,362     | ) |
| Accumulated other comprehensive income   | 136,732      | 110,538      |   |
| Total Commerce Bancshares, Inc. stockholders' equity                           | 2,226,551    | 2,166,047    |   |
| Non-controlling interest   | 4,218        | 4,314        |   |
| Total equity   | 2,230,769    | 2,170,361    |   |
| Total liabilities and equity   | \$20,742,991 | \$20,649,367 |   |

See accompanying notes to consolidated financial statements.

3

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Table of Contents

## Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF INCOME

| (In thousands, except per share data)   | For the Three Months |            | For the Six Months |            |
|---|----------------------|------------|--------------------|------------|
|   | Ended June 30        |            | Ended June 30      |            |
|   | 2012                 | 2011       | 2012               | 2011       |
|   | (Unaudited)          |            |                    |            |
| <b>INTEREST INCOME</b>  |                      |            |                    |            |
| Interest and fees on loans  | \$ 112,252           | \$ 116,769 | \$ 224,008         | \$ 235,146 |
| Interest and fees on loans held for sale  | 88                   | 309        | 193                | 607        |
| Interest on investment securities   | 57,561               | 57,712     | 111,319            | 112,601    |
| Interest on short-term federal funds sold and securities purchased under agreements to resell | 29                   | 22         | 46                 | 32         |
| Interest on long-term securities purchased under agreements to resell                         | 4,582                | 3,165      | 8,857              | 5,327      |
| Interest on deposits with banks   | 112                  | 110        | 167                | 200        |
| Total interest income   | 174,624              | 178,087    | 344,590            | 353,913    |
| <b>INTEREST EXPENSE</b>   |                      |            |                    |            |
| Interest on deposits:   |                      |            |                    |            |
| Savings, interest checking and money market   | 4,634                | 6,372      | 9,715              | 13,272     |
| Time open and C.D.'s of less than \$100,000   | 2,004                | 2,965      | 4,110              | 6,708      |
| Time open and C.D.'s of \$100,000 and over  | 1,828                | 2,434      | 3,739              | 5,107      |
| Interest on federal funds purchased and securities sold under agreements to repurchase        | 177                  | 687        | 402                | 1,309      |
| Interest on other borrowings  | 876                  | 919        | 1,782              | 1,834      |
| Total interest expense  | 9,519                | 13,377     | 19,748             | 28,230     |
| Net interest income   | 165,105              | 164,710    | 324,842            | 325,683    |
| Provision for loan losses   | 5,215                | 12,188     | 13,380             | 27,977     |
| Net interest income after provision for loan losses   | 159,890              | 152,522    | 311,462            | 297,706    |
| <b>NON-INTEREST INCOME</b>  |                      |            |                    |            |
| Bank card transaction fees  | 38,434               | 41,304     | 73,167             | 78,766     |
| Trust fees  | 23,833               | 22,544     | 46,647             | 44,116     |
| Deposit account charges and other fees  | 19,975               | 20,789     | 39,311             | 40,089     |
| Capital market fees   | 5,010                | 4,979      | 11,881             | 9,699      |
| Consumer brokerage services   | 2,576                | 2,880      | 5,102              | 5,543      |
| Loan fees and sales   | 1,706                | 2,075      | 3,267              | 3,899      |
| Other   | 9,282                | 6,773      | 16,024             | 15,138     |
| Total non-interest income   | 100,816              | 101,344    | 195,399            | 197,250    |
| <b>INVESTMENT SECURITIES GAINS (LOSSES), NET</b>  |                      |            |                    |            |
| Impairment (losses) reversals on debt securities  | 3                    | (2,119)    | 5,590              | 4,186      |
| Noncredit-related losses (reversals) on securities not expected to be sold                    | (353)                | 1,469      | (6,260)            | (5,110)    |
| Net impairment losses   | (350)                | (650)      | (670)              | (924)      |
| Realized gains on sales and fair value adjustments  | 1,686                | 2,606      | 6,046              | 4,207      |
| Investment securities gains, net  | 1,336                | 1,956      | 5,376              | 3,283      |
| <b>NON-INTEREST EXPENSE</b>   |                      |            |                    |            |
| Salaries and employee benefits  | 87,511               | 84,223     | 177,054            | 171,615    |
| Net occupancy   | 11,105               | 11,213     | 22,365             | 23,250     |
| Equipment   | 4,999                | 5,702      | 10,188             | 11,279     |
| Supplies and communication  | 5,667                | 5,692      | 11,280             | 11,224     |
| Data processing and software  | 18,282               | 17,531     | 35,751             | 33,998     |

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|  |          |          |           |           |
|--|----------|----------|-----------|-----------|
| Marketing  | 4,469    | 4,495    | 8,291     | 8,753     |
| Deposit insurance                                    | 2,618    | 2,780    | 5,138     | 7,671     |
| Visa litigation                                      | 5,690    | —        | 5,690     | (1,359 )  |
| Other  | 15,999   | 21,877   | 31,044    | 41,042    |
| Total non-interest expense                           | 156,340  | 153,513  | 306,801   | 307,473   |
| Income before income taxes                           | 105,702  | 102,309  | 205,436   | 190,766   |
| Less income taxes                                    | 34,466   | 32,692   | 67,386    | 60,199    |
| Net income   | 71,236   | 69,617   | 138,050   | 130,567   |
| Less non-controlling interest expense                | 503      | 583      | 1,518     | 1,080     |
| Net income attributable to Commerce Bancshares, Inc. | \$70,733 | \$69,034 | \$136,532 | \$129,487 |
| Net income per common share — basic                  | \$.80    | \$.76    | \$1.54    | \$1.42    |
| Net income per common share — diluted                | \$.80    | \$.75    | \$1.54    | \$1.41    |

See accompanying notes to consolidated financial statements.

Table of Contents

## Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| (In thousands)   | For the Three Months |           | For the Six Months |           |
|--|----------------------|-----------|--------------------|-----------|
|  | Ended June 30        |           | Ended June 30      |           |
|  | 2012                 | 2011      | 2012               | 2011      |
|  | (Unaudited)          |           |                    |           |
| Net income   | \$71,236             | \$69,617  | \$138,050          | \$130,567 |
| Other comprehensive income (loss):   |                      |           |                    |           |
| Available for sale debt securities for which a portion of an other-than-temporary impairment (OTTI) has been recorded in earnings: |                      |           |                    |           |
| Unrealized holding gains (losses) subsequent to initial OTTI recognition   | 866                  | (812)     | 6,286              | 5,663     |
| Income tax (expense) benefit   | (329)                | )309      | (2,389)            | )(2,152)  |
| Net unrealized gains (losses) on OTTI securities   | 537                  | (503)     | 3,897              | 3,511     |
| Other available for sale investment securities:  |                      |           |                    |           |
| Unrealized holding gains   | 28,526               | 35,540    | 34,845             | 25,135    |
| Reclassification adjustment for gains included in net income   | —                    | (1)       | (342)              | )(177)    |
| Net unrealized gains on securities   | 28,526               | 35,539    | 34,503             | 24,958    |
| Income tax expense   | (10,840)             | )(13,505) | (13,111)           | )(9,484)  |
| Net unrealized gains on other securities   | 17,686               | 22,034    | 21,392             | 15,474    |
| Prepaid pension cost:  |                      |           |                    |           |
| Amortization of accumulated pension loss   | 730                  | 540       | 1,460              | 1,080     |
| Income tax expense   | (277)                | )(205)    | (555)              | )(410)    |
| Pension loss amortization  | 453                  | 335       | 905                | 670       |
| Other comprehensive income   | 18,676               | 21,866    | 26,194             | 19,655    |
| Comprehensive income   | 89,912               | 91,483    | 164,244            | 150,222   |
| Non-controlling interest expense   | (503)                | )(583)    | (1,518)            | )(1,080)  |
| Comprehensive income attributable to Commerce Bancshares, Inc  | \$89,409             | \$90,900  | \$162,726          | \$149,142 |
| See accompanying notes to consolidated financial statements.   |                      |           |                    |           |



Table of Contents

## Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

## Commerce Bancshares, Inc. Shareholders

| (In thousands, except per share data)                          | Common Stock | Capital Surplus | Retained Earnings | Treasury Stock | Accumulated Other Comprehensive Income (Loss) | Non-Controlling Interest | Total       |
|--|--------------|-----------------|-------------------|----------------|---|--------------------------|-------------|
|  |              |                 |                   |                |   |                          |             |
|  | (Unaudited)  |                 |                   |                |   |                          |             |
| Balance January 1, 2012  | \$446,387    | \$1,042,065     | \$575,419         | \$(8,362)      | \$110,538                                     | \$4,314                  | \$2,170,361 |
| Net income   |              |                 | 136,532           |                |   | 1,518                    | 138,050     |
| Other comprehensive income                                     |              |                 |                   |                | 26,194  |                          | 26,194      |
| Distributions to non-controlling interest                      |              |                 |                   |                |   | (1,614)                  | (1,614)     |
| Purchase of treasury stock                                     |              |                 |                   | (71,652)       |   |                          | (71,652)    |
| Issuance of stock under purchase and equity compensation plans |              | (3,491)         |                   | 10,276         |   |                          | 6,785       |
| Net tax benefit related to equity compensation plans           |              | 744             |                   |                |   |                          | 744         |
| Stock-based compensation                                       |              | 2,555           |                   |                |   |                          | 2,555       |
| Issuance of nonvested stock awards                             |              | (8,350)         |                   | 8,350          |   |                          | —           |
| Cash dividends (\$.460 per share)                              |              |                 | (40,654)          |                |   |                          | (40,654)    |
| Balance June 30, 2012  | \$446,387    | \$1,033,523     | \$671,297         | \$(61,388)     | \$136,732                                     | \$4,218                  | \$2,230,769 |
| Balance January 1, 2011  | \$433,942    | \$971,293       | \$555,778         | \$(2,371)      | \$63,345                                      | \$1,477                  | \$2,023,464 |
| Net income   |              |                 | 129,487           |                |   | 1,080                    | 130,567     |
| Other comprehensive income                                     |              |                 |                   |                | 19,655  |                          | 19,655      |
| Distributions to non-controlling interest                      |              |                 |                   |                |   | (358)                    | (358)       |
| Purchase of treasury stock                                     |              |                 |                   | (18,341)       |   |                          | (18,341)    |
| Issuance of stock under purchase and equity compensation plans | 1,563        | 5,483           |                   | 6,317          |   |                          | 13,363      |
| Net tax benefit related to equity compensation plans           |              | 955             |                   |                |   |                          | 955         |
| Stock-based compensation                                       |              | 2,372           |                   |                |   |                          | 2,372       |
| Issuance of nonvested stock awards                             | 976          | (856)           |                   | (120)          |   |                          | —           |
| Cash dividends (\$.438 per share)                              |              |                 | (40,110)          |                |   |                          | (40,110)    |
| Balance June 30, 2011  | \$436,481    | \$979,247       | \$645,155         | \$(14,515)     | \$83,000                                      | \$2,199                  | \$2,131,567 |

See accompanying notes to consolidated financial statements.



Table of Contents

Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CASH FLOWS

| (In thousands)  | For the Six Months Ended |             |
|---|--------------------------|-------------|
|   | 2012                     | 2011        |
|   | (Unaudited)              |             |
| <b>OPERATING ACTIVITIES:</b>  |                          |             |
| Net income  | \$ 138,050               | \$ 130,567  |
| Adjustments to reconcile net income to net cash provided by operating activities:                     |                          |             |
| Provision for loan losses   | 13,380                   | 27,977      |
| Provision for depreciation and amortization   | 21,847                   | 23,732      |
| Amortization of investment security premiums, net   | 16,862                   | 2,413       |
| Investment securities gains, net(A)   | (5,376 )                 | (3,283 )    |
| Net gains on sales of loans held for sale   | (375 )                   | (1,147 )    |
| Originations of loans held for sale   | —                        | (28,631 )   |
| Proceeds from sales of loans held for sale  | 22,508                   | 51,297      |
| Net increase in trading securities  | (4,006 )                 | (374 )      |
| Stock-based compensation  | 2,555                    | 2,372       |
| (Increase) decrease in interest receivable  | 4,495                    | (1,095 )    |
| Decrease in interest payable  | (185 )                   | (2,686 )    |
| Increase in income taxes payable  | 1,999                    | 5,594       |
| Net tax benefit related to equity compensation plans  | (744 )                   | (955 )      |
| Other changes, net  | (7,617 )                 | (10,912 )   |
| Net cash provided by operating activities   | 203,393                  | 194,869     |
| <b>INVESTING ACTIVITIES:</b>  |                          |             |
| Proceeds from sales of investment securities(A)   | 14,116                   | 11,202      |
| Proceeds from maturities/pay downs of investment securities(A)  | 1,479,062                | 1,400,631   |
| Purchases of investment securities(A)   | (1,477,434)              | (1,809,501) |
| Net (increase) decrease in loans  | (218,816 )               | 139,927     |
| Long-term securities purchased under agreements to resell   | —                        | (500,000 )  |
| Repayments of long-term securities purchased under agreements to resell                               | —                        | 100,000     |
| Purchases of land, buildings and equipment  | (11,703 )                | (11,133 )   |
| Sales of land, buildings and equipment  | 1,743                    | 1,711       |
| Net cash used in investing activities   | (213,032 )               | (667,163 )  |
| <b>FINANCING ACTIVITIES:</b>  |                          |             |
| Net increase in non-interest bearing, savings, interest checking and money market deposits            | 335,614                  | 705,923     |
| Net decrease in time open and C.D.'s  | (277,223 )               | (62,335 )   |
| Net increase in short-term federal funds purchased and securities sold under agreements to repurchase | 49,664                   | 299,643     |
| Repayment of long-term borrowings   | (525 )                   | (352 )      |
| Net increase in short-term borrowings   | —                        | 8           |
| Purchases of treasury stock   | (71,652 )                | (18,341 )   |
| Issuance of stock under stock purchase and equity compensation plans                                  | 6,785                    | 13,363      |
| Net tax benefit related to equity compensation plans  | 744                      | 955         |
| Cash dividends paid on common stock   | (40,654 )                | (40,110 )   |
| Net cash provided by financing activities   | 2,753                    | 898,754     |
| Increase (decrease) in cash and cash equivalents  | (6,886 )                 | 426,460     |
| Cash and cash equivalents at beginning of year  | 517,551                  | 460,675     |

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|  |           |           |
|--|-----------|-----------|
| Cash and cash equivalents at June 30                         | \$510,665 | \$887,135 |
| (A) Available for sale and non-marketable securities         |           |           |
| Income tax payments, net                                     | \$64,799  | \$54,661  |
| Interest paid on deposits and borrowings                     | \$19,933  | \$30,916  |
| Loans transferred to foreclosed real estate                  | \$5,488   | \$18,343  |
| See accompanying notes to consolidated financial statements. |           |           |

7

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Table of Contents

Commerce Bancshares, Inc. and Subsidiaries

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2012 (Unaudited)

## 1. Principles of Consolidation and Presentation

The accompanying consolidated financial statements include the accounts of Commerce Bancshares, Inc. and all majority-owned subsidiaries (the Company). Most of the Company's operations are conducted by its subsidiary bank, Commerce Bank (the Bank). The consolidated financial statements in this report have not been audited. All significant intercompany accounts and transactions have been eliminated. Certain reclassifications were made to 2011 data to conform to current year presentation. In the opinion of management, all adjustments necessary to present fairly the financial position and the results of operations for the interim periods have been made. All such adjustments are of a normal recurring nature. The results of operations for the three and six month periods ended June 30, 2012 are not necessarily indicative of results to be attained for the full year or any other interim periods.

The significant accounting policies followed in the preparation of the quarterly financial statements are disclosed in the 2011 Annual Report on Form 10-K.

## 2. Loans and Allowance for Loan Losses

Major classifications within the Company's held to maturity loan portfolio at June 30, 2012 and December 31, 2011 are as follows:

| (In thousands)                      | June 30, 2012 | December 31, 2011 |
|-------------------------------------|---------------|-------------------|
| Commercial:                         |               |                   |
| Business                            | \$2,993,067   | \$2,808,265       |
| Real estate – construction and land | 346,048       | 386,598           |
| Real estate – business              | 2,190,838     | 2,180,100         |
| Personal Banking:                   |               |                   |
| Real estate – personal              | 1,501,170     | 1,428,777         |
| Consumer                            | 1,162,532     | 1,114,889         |
| Revolving home equity               | 447,601       | 463,587           |
| Consumer credit card                | 732,388       | 788,701           |
| Overdrafts                          | 3,271         | 6,561             |
| Total loans                         | \$9,376,915   | \$9,177,478       |

At June 30, 2012, loans of \$3.1 billion were pledged at the Federal Home Loan Bank as collateral for borrowings and letters of credit obtained to secure public deposits. Additional loans of \$1.2 billion were pledged at the Federal Reserve Bank as collateral for discount window borrowings.

## Allowance for loan losses

A summary of the activity in the allowance for loan losses during the three and six months ended June 30, 2012 follows:

| (In thousands)                 | For the Three Months Ended June 30 |                     |            | For the Six Months Ended June 30 |                     |            |
|--------------------------------|------------------------------------|---------------------|------------|----------------------------------|---------------------|------------|
|                                | Commercial                         | Personal<br>Banking | Total      | Commercial                       | Personal<br>Banking | Total      |
| Balance at beginning of period | \$ 117,474                         | \$ 64,058           | \$ 181,532 | \$ 122,497                       | \$ 62,035           | \$ 184,532 |

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|                          |           |          |           |           |          |           |
|--------------------------|-----------|----------|-----------|-----------|----------|-----------|
| Provision                | (4,448    | )9,663   | 5,215     | (7,646    | )21,026  | 13,380    |
| Deductions:              |           |          |           |           |          |           |
| Loans charged off        | 3,179     | 13,841   | 17,020    | 5,707     | 27,230   | 32,937    |
| Less recoveries on loans | 4,824     | 3,982    | 8,806     | 5,527     | 8,031    | 13,558    |
| Net loans charged off    | (1,645    | )9,859   | 8,214     | 180       | 19,199   | 19,379    |
| Balance June 30, 2012    | \$114,671 | \$63,862 | \$178,533 | \$114,671 | \$63,862 | \$178,533 |

8

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Table of Contents

A summary of the activity in the allowance for loan losses during the three and six months ended June 30, 2011 follows:

| (In thousands)                 | For the Three Months Ended June 30 |                  |           | For the Six Months Ended June 30 |                  |           |
|--------------------------------|------------------------------------|------------------|-----------|----------------------------------|------------------|-----------|
|                                | Commercial                         | Personal Banking | Total     | Commercial                       | Personal Banking | Total     |
| Balance at beginning of period | \$128,351                          | \$66,187         | \$194,538 | \$119,946                        | \$77,592         | \$197,538 |
| Provision                      | 1,815                              | 10,373           | 12,188    | 15,280                           | 12,697           | 27,977    |
| Deductions:                    |                                    |                  |           |                                  |                  |           |
| Loans charged off              | 3,946                              | 15,656           | 19,602    | 10,310                           | 32,681           | 42,991    |
| Less recoveries on loans       | 1,043                              | 3,371            | 4,414     | 2,347                            | 6,667            | 9,014     |
| Net loans charged off          | 2,903                              | 12,285           | 15,188    | 7,963                            | 26,014           | 33,977    |
| Balance June 30, 2011          | \$127,263                          | \$64,275         | \$191,538 | \$127,263                        | \$64,275         | \$191,538 |

The following table shows the balance in the allowance for loan losses and the related loan balance at June 30, 2012 and December 31, 2011, disaggregated on the basis of impairment methodology. Impaired loans evaluated under ASC 310-10-35 include loans on non-accrual status, which are individually evaluated for impairment, and other impaired loans discussed below, which are deemed to have similar risk characteristics and are collectively evaluated. All other loans are collectively evaluated for impairment under ASC 450-20.

| (In thousands)    | Impaired Loans            |             | All Other Loans           |             |
|-------------------|---------------------------|-------------|---------------------------|-------------|
|                   | Allowance for Loan Losses | Outstanding | Allowance for Loan Losses | Outstanding |
| June 30, 2012     |                           |             |                           |             |
| Commercial        | \$6,624                   | \$108,916   | \$108,047                 | \$5,421,037 |
| Personal Banking  | 2,046                     | 26,979      | 61,816                    | 3,819,983   |
| Total             | \$8,670                   | \$135,895   | \$169,863                 | \$9,241,020 |
| December 31, 2011 |                           |             |                           |             |
| Commercial        | \$6,668                   | \$108,167   | \$115,829                 | \$5,266,796 |
| Personal Banking  | 4,090                     | 31,088      | 57,945                    | 3,771,427   |
| Total             | \$10,758                  | \$139,255   | \$173,774                 | \$9,038,223 |

## Impaired loans

The table below shows the Company's investment in impaired loans at June 30, 2012 and December 31, 2011. These loans consist of loans on non-accrual status and other restructured loans whose terms have been modified and classified as troubled debt restructurings under ASC 310-40. The restructured loans have been extended to borrowers who are experiencing financial difficulty and who have been granted a concession. They are largely comprised of certain business, construction and business real estate loans classified as substandard. Upon maturity, the loans renewed at interest rates that were judged not to be market rates for new debt with similar risk, and as a result were classified as troubled debt restructurings. These loans totaled \$57.2 million at June 30, 2012 and \$41.3 million at December 31, 2011. These restructured loans are performing in accordance with their modified terms, and because the Company believes it probable that all amounts due under the modified terms of the agreements will be collected, interest on these loans is being recognized on an accrual basis. Restructured loans also include certain credit card loans under various debt management and assistance programs, which totaled \$16.5 million at June 30, 2012 and \$22.4 million at December 31, 2011.

| (In thousands)                | June 30, 2012 | Dec. 31, 2011 |
|-------------------------------|---------------|---------------|
| Non-accrual loans             | \$62,177      | \$75,482      |
| Restructured loans (accruing) | 73,718        | 63,773        |
| Total impaired loans          | \$135,895     | \$139,255     |



Table of Contents

The following table provides additional information about impaired loans held by the Company at June 30, 2012 and December 31, 2011, segregated between loans for which an allowance for credit losses has been provided and loans for which no allowance has been provided.

| (In thousands)                      | Recorded<br>Investment | Unpaid<br>Principal<br>Balance | Related<br>Allowance |
|-------------------------------------|------------------------|--------------------------------|----------------------|
| June 30, 2012                       |                        |                                |                      |
| With no related allowance recorded: |                        |                                |                      |
| Business                            | \$9,704                | \$11,756                       | \$—                  |
| Real estate – construction and land | 10,796                 | 18,841                         | —                    |
| Real estate – business              | 11,642                 | 15,558                         | —                    |
| Real estate – personal              | 750                    | 773                            | —                    |
| Revolving home equity               | 511                    | 843                            | —                    |
|                                     | \$33,403               | \$47,771                       | \$—                  |
| With an allowance recorded:         |                        |                                |                      |
| Business                            | \$28,453               | \$31,912                       | \$2,488              |
| Real estate – construction and land | 29,191                 | 44,523                         | 2,664                |
| Real estate – business              | 19,130                 | 24,226                         | 1,472                |
| Real estate – personal              | 7,551                  | 10,701                         | 673                  |
| Consumer                            | 1,559                  | 1,599                          | 42                   |
| Revolving home equity               | 118                    | 367                            | 4                    |
| Consumer credit card                | 16,490                 | 16,490                         | 1,327                |
|                                     | \$102,492              | \$129,818                      | \$8,670              |
| Total                               | \$135,895              | \$177,589                      | \$8,670              |
| December 31, 2011                   |                        |                                |                      |
| With no related allowance recorded: |                        |                                |                      |
| Business                            | \$19,759               | \$22,497                       | \$—                  |
| Real estate – construction and land | 8,391                  | 22,746                         | —                    |
| Real estate – business              | 6,853                  | 9,312                          | —                    |
| Real estate – personal              | 793                    | 793                            | —                    |
|                                     | \$35,796               | \$55,348                       | \$—                  |
| With an allowance recorded:         |                        |                                |                      |
| Business                            | \$15,604               | \$19,286                       | \$1,500              |
| Real estate – construction and land | 37,387                 | 47,516                         | 2,580                |
| Real estate – business              | 20,173                 | 24,799                         | 2,588                |
| Real estate – personal              | 7,867                  | 10,671                         | 795                  |
| Consumer credit card                | 22,428                 | 22,428                         | 3,295                |
|                                     | \$103,459              | \$124,700                      | \$10,758             |
| Total                               | \$139,255              | \$180,048                      | \$10,758             |



Table of Contents

Total average impaired loans for the three and six month periods ending June 30, 2012 and 2011, respectively, are shown in the table below.

| (In thousands)                           | Commercial | Personal<br>Banking | Total     |
|--|------------|---------------------|-----------|
| Average Impaired Loans:                  |            |                     |           |
| For the Three Months Ended June 30, 2012 |            |                     |           |
| Non-accrual loans                        | \$58,662   | \$7,165             | \$65,827  |
| Restructured loans (accruing)            | 50,102     | 20,324              | 70,426    |
| Total                                    | \$108,764  | \$27,489            | \$136,253 |
| For the Six Months Ended June 30, 2012   |            |                     |           |
| Non-accrual loans                        | \$63,113   | \$7,287             | \$70,400  |
| Restructured loans (accruing)            | 45,164     | 21,939              | 67,103    |
| Total                                    | \$108,277  | \$29,226            | \$137,503 |
| For the Three Months Ended June 30, 2011 |            |                     |           |
| Non-accrual loans                        | \$69,104   | \$7,063             | \$76,167  |
| Restructured loans (accruing)            | 46,037     | 21,679              | 67,716    |
| Total                                    | \$115,141  | \$28,742            | \$143,883 |
| For the Six Months ended June 30, 2011   |            |                     |           |
| Non-accrual loans                        | \$72,186   | \$7,045             | \$79,231  |
| Restructured loans (accruing)            | 44,495     | 21,107              | 65,602    |
| Total                                    | \$116,681  | \$28,152            | \$144,833 |

The table below shows interest income recognized during the three and six month periods ending June 30, 2012 and 2011 for impaired loans held at the end of each respective period. This interest relates to accruing restructured loans, as discussed above.

| (In thousands)                                | For the Three Months<br>Ended June 30 |       | For the Six Months Ended<br>June 30 |         |
|---|---------------------------------------|-------|-------------------------------------|---------|
|   | 2012                                  | 2011  | 2012                                | 2011    |
| Interest income recognized on impaired loans: |                                       |       |                                     |         |
| Business                                      | \$236                                 | \$85  | \$471                               | \$170   |
| Real estate – construction and land           | 249                                   | 186   | 498                                 | 373     |
| Real estate – business                        | 105                                   | 204   | 210                                 | 407     |
| Real estate – personal                        | 9                                     | 7     | 17                                  | 14      |
| Consumer                                      | 19                                    | —     | 38                                  | —       |
| Revolving home equity                         | 1                                     | —     | 1                                   | —       |
| Consumer credit card                          | 321                                   | 447   | 642                                 | 894     |
| Total   | \$940                                 | \$929 | \$1,877                             | \$1,858 |



Table of Contents

## Delinquent and non-accrual loans

The following table provides aging information on the Company's past due and accruing loans, in addition to the balances of loans on non-accrual status, at June 30, 2012 and December 31, 2011.

| (In thousands)                      | Current or<br>Less Than<br>30 Days Past<br>Due | 30 – 89<br>Days Past<br>Due | 90 Days<br>Past Due<br>and Still<br>Accruing | Non-accrual | Total       |
|-------------------------------------|--|-----------------------------|--|-------------|-------------|
| June 30, 2012                       |  |                             |  |             |             |
| Commercial:                         |  |                             |  |             |             |
| Business                            | \$2,972,009                                    | \$6,416                     | \$519  | \$ 14,123   | \$2,993,067 |
| Real estate – construction and land | 326,022  | 1,828                       | —  | 18,198      | 346,048     |
| Real estate – business              | 2,168,201                                      | 1,083                       | —  | 21,554      | 2,190,838   |
| Personal Banking:                   |  |                             |  |             |             |
| Real estate – personal              | 1,481,713                                      | 10,106                      | 1,735  | 7,616       | 1,501,170   |
| Consumer                            | 1,151,696                                      | 9,280                       | 1,425  | 131         | 1,162,532   |
| Revolving home equity               | 445,096  | 1,270                       | 680  | 555         | 447,601     |
| Consumer credit card                | 716,799  | 8,651                       | 6,938  | —           | 732,388     |
| Overdrafts                          | 2,839  | 432                         | —  | —           | 3,271       |
| Total                               | \$9,264,375                                    | \$39,066                    | \$11,297                                     | \$ 62,177   | \$9,376,915 |
| December 31, 2011                   |  |                             |  |             |             |
| Commercial:                         |  |                             |  |             |             |
| Business                            | \$2,777,578                                    | \$4,368                     | \$595  | \$ 25,724   | \$2,808,265 |
| Real estate – construction and land | 362,592  | 1,113                       | 121  | 22,772      | 386,598     |
| Real estate – business              | 2,151,822                                      | 8,875                       | 29   | 19,374      | 2,180,100   |
| Personal Banking:                   |  |                             |  |             |             |
| Real estate – personal              | 1,406,449                                      | 11,671                      | 3,045  | 7,612       | 1,428,777   |
| Consumer                            | 1,096,742                                      | 15,917                      | 2,230  | —           | 1,114,889   |
| Revolving home equity               | 461,941  | 1,003                       | 643  | —           | 463,587     |
| Consumer credit card                | 769,922  | 10,484                      | 8,295  | —           | 788,701     |
| Overdrafts                          | 6,173  | 388                         | —  | —           | 6,561       |
| Total                               | \$9,033,219                                    | \$53,819                    | \$14,958                                     | \$ 75,482   | \$9,177,478 |

## Credit quality

The following table provides information about the credit quality of the Commercial loan portfolio, using the Company's internal rating system as an indicator. The internal rating system is a series of grades reflecting management's risk assessment, based on its analysis of the borrower's financial condition. The "pass" category consists of a range of loan grades that reflect increasing, though still acceptable, risk. Movement of risk through the various grade levels in the "pass" category is monitored for early identification of credit deterioration. The "special mention" rating is attached to loans where the borrower exhibits negative financial trends due to borrower specific or systemic conditions that, if left uncorrected, threaten its capacity to meet its debt obligations. The borrower is believed to have sufficient financial flexibility to react to and resolve its negative financial situation. It is a transitional grade that is closely monitored for improvement or deterioration. The "substandard" rating is applied to loans where the borrower exhibits well-defined weaknesses that jeopardize its continued performance and are of a severity that the distinct possibility of default exists. Loans are placed on "non-accrual" when management does not expect to collect payments consistent with acceptable and agreed upon terms of repayment.



Table of Contents

## Commercial Loans

| (In thousands)    | Business    | Real Estate-Construction | Real Estate-Business | Total       |
|-------------------|-------------|--------------------------|----------------------|-------------|
| June 30, 2012     |             |                          |                      |             |
| Pass              | \$2,857,378 | \$ 278,895               | \$2,038,169          | \$5,174,442 |
| Special mention   | 65,052      | 5,739                    | 49,057               | 119,848     |
| Substandard       | 56,514      | 43,216                   | 82,058               | 181,788     |
| Non-accrual       | 14,123      | 18,198                   | 21,554               | 53,875      |
| Total             | \$2,993,067 | \$ 346,048               | \$2,190,838          | \$5,529,953 |
| December 31, 2011 |             |                          |                      |             |
| Pass              | \$2,669,868 | \$ 304,408               | \$1,994,391          | \$4,968,667 |
| Special mention   | 37,460      | 4,722                    | 52,683               | 94,865      |
| Substandard       | 75,213      | 54,696                   | 113,652              | 243,561     |
| Non-accrual       | 25,724      | 22,772                   | 19,374               | 67,870      |
| Total             | \$2,808,265 | \$ 386,598               | \$2,180,100          | \$5,374,963 |

The credit quality of Personal Banking loans is monitored primarily on the basis of aging/delinquency, and this information is provided in the table in the above Delinquency section. In addition, FICO scores are obtained and updated on a quarterly basis for most of the loans in the Personal Banking portfolio. This is a published credit score designed to measure the risk of default by taking into account various factors from a borrower's financial history. The bank normally obtains a FICO score at the loan's origination and renewal dates, and updates are obtained on a quarterly basis. Excluded from the table below are certain loans for which FICO scores are not obtained because the loans are related to commercial activity. At June 30, 2012, these were comprised of \$219.9 million in personal real estate loans and \$140.2 million in consumer loans, or 9.4% of the Personal Banking portfolio. For the remainder of loans in the Personal Banking portfolio, the table below shows the percentage of balances outstanding at June 30, 2012 and December 31, 2011 by FICO score.

## Personal Banking Loans

|                   | % of Loan Category     |          | Revolving   | Consumer    |   |
|-------------------|------------------------|----------|-------------|-------------|---|
|                   | Real Estate - Personal | Consumer | Home Equity | Credit Card |   |
| June 30, 2012     |                        |          |             |             |   |
| FICO score:       |                        |          |             |             |   |
| Under 600         | 3.0                    | %7.4     | %2.4        | %4.7        | % |
| 600 - 659         | 4.2                    | 11.3     | 5.7         | 11.6        |   |
| 660 - 719         | 11.7                   | 24.1     | 16.2        | 32.3        |   |
| 720 - 779         | 30.2                   | 25.8     | 29.7        | 28.4        |   |
| 780 and Over      | 50.9                   | 31.4     | 46.0        | 23.0        |   |
| Total             | 100.0                  | %100.0   | %100.0      | %100.0      | % |
| December 31, 2011 |                        |          |             |             |   |
| FICO score:       |                        |          |             |             |   |
| Under 600         | 3.4                    | %8.4     | %2.6        | %4.9        | % |
| 600 - 659         | 4.1                    | 11.0     | 4.9         | 11.2        |   |
| 660 - 719         | 12.2                   | 23.2     | 15.1        | 31.0        |   |
| 720 - 779         | 29.2                   | 26.0     | 26.3        | 29.0        |   |
| 780 and Over      | 51.1                   | 31.4     | 51.1        | 23.9        |   |
| Total             | 100.0                  | %100.0   | %100.0      | %100.0      | % |

## Troubled debt restructurings

As mentioned above, the Company's impaired loans include loans which have been classified as troubled debt restructurings. The majority of troubled debt restructurings are classified as such upon renewal when the contractual interest rate of the new loan, which may be greater or less than the rate on the previous loan, was not judged to be a market rate for debt with similar risk. As a result, the financial effects of the modifications cannot readily be quantified. Restructured loans are placed on non-accrual status if the Company does not believe it probable that amounts due under the modified terms will be collected. Other restructured loans consist mainly of performing commercial loans and consumer credit loans under debt management programs, as mentioned above. The following table shows the outstanding balances at June 30, 2012 of loans classified as troubled debt restructurings, in addition to the outstanding balances of these restructured loans which the Company considers to have been in default at any time during the

13

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Table of Contents

previous twelve months. For purposes of this disclosure, the Company considers "default" to mean 90 days or more past due as to interest or principal.

| (In thousands)                      | June 30, 2012 | Balance 90 days past due at any time during previous 12 months |
|-------------------------------------|---------------|--|
| Commercial:                         |               |  |
| Business                            | \$33,687      | \$—  |
| Real estate - construction and land | 35,649        | 10,140   |
| Real estate - business              | 13,221        | 1,765  |
| Personal Banking:                   |               |  |
| Real estate - personal              | 2,852         | 553  |
| Consumer                            | 1,428         | 119  |
| Revolving home equity               | 73            | —  |
| Consumer credit card                | 16,491        | 1,126  |
| Total restructured loans            | \$ 103,401    | \$ 13,703  |

The determination of the allowance for loan losses related to troubled debt restructurings depends on the collectability of principal and interest, according to the repayment terms. As mentioned above, the majority of troubled debt restructurings were classified as such when the loans were renewed at an interest rate not judged to be market, and as such, the modified terms did not change estimated collectability under the terms of the contract. The allowance for loan losses for troubled debt restructurings on non-accrual status is determined by individual evaluation using the same process as loans on non-accrual status which are not classified as troubled debt restructurings. Those restructured loans which management expects to collect under contractual terms, and which are maintained on accruing status, are generally risk-rated as substandard. The allowance for loan losses related to accruing restructured loans is determined by collective evaluation because the loans have similar risk characteristics. Collective evaluation, which is the same process used for other substandard loans, considers historical loss experience and current economic factors.

If a troubled debt restructuring defaults and is already on non-accrual status, the allowance for loan loss continues to be determined based on individual evaluation, using discounted expected cash flows or the fair value of collateral. If a substandard, accruing, troubled debt restructuring defaults, the loan's risk rating is downgraded to non-accrual status and the loan's related allowance for loan loss is determined based on individual evaluation.

The Company had commitments of \$9.5 million at June 30, 2012 to lend additional funds to borrowers with restructured loans.

The Company's holdings of foreclosed real estate totaled \$20.1 million and \$18.3 million at June 30, 2012 and December 31, 2011, respectively. Personal property acquired in repossession, generally autos and marine and recreational vehicles, totaled \$2.8 million and \$4.2 million at June 30, 2012 and December 31, 2011, respectively. These assets are carried at the lower of the amount recorded at acquisition date or the current fair value less estimated costs to sell.

### 3. Investment Securities

Investment securities, at fair value, consisted of the following at June 30, 2012 and December 31, 2011.

June 30, 2012

| (In thousands)              |             | Dec. 31,<br>2011 |
|-----------------------------|-------------|------------------|
| Available for sale          | \$9,206,451 | \$9,224,702      |
| Trading                     | 14,313      | 17,853           |
| Non-marketable              | 116,190     | 115,832          |
| Total investment securities | \$9,336,954 | \$9,358,387      |

Most of the Company's investment securities are classified as available for sale, and this portfolio is discussed in more detail below. Securities which are classified as non-marketable include Federal Home Loan Bank (FHLB) stock and Federal Reserve Bank stock held for debt and regulatory purposes, which totaled \$45.3 million at both June 30, 2012 and December 31, 2011. Investment in Federal Reserve Bank stock is based on the capital structure of the investing bank, and investment in FHLB stock is tied to the level of borrowings from the FHLB. Non-marketable securities also include private equity investments, which amounted to \$70.9 million and \$70.5 million at June 30, 2012 and December 31, 2011, respectively.

Table of Contents

A summary of the available for sale investment securities by maturity groupings as of June 30, 2012 is shown below. The investment portfolio includes agency mortgage-backed securities, which are guaranteed by agencies such as the FHLMC, FNMA, GNMA and FDIC, in addition to non-agency mortgage-backed securities, which have no guarantee. Also included are certain other asset-backed securities, which are primarily collateralized by credit cards, automobiles, student loans, and commercial loans. These securities differ from traditional debt securities primarily in that they may have uncertain maturity dates and are priced based on estimated prepayment rates on the underlying collateral. The Company does not have exposure to subprime originated mortgage-backed or collateralized debt obligation instruments.

| (In thousands)                                       | Amortized<br>Cost | Fair Value  |
|--|-------------------|-------------|
| U.S. government and federal agency obligations:      |                   |             |
| Within 1 year  | \$7,962           | \$8,014     |
| After 1 but within 5 years                           | 189,657           | 206,839     |
| After 5 but within 10 years                          | 135,908           | 155,270     |
| Total U.S. government and federal agency obligations | 333,527           | 370,123     |
| Government-sponsored enterprise obligations:         |                   |             |
| After 1 but within 5 years                           | 108,745           | 112,338     |
| After 5 but within 10 years                          | 28,318            | 28,561      |
| After 10 years                                       | 125,441           | 125,803     |
| Total government-sponsored enterprise obligations    | 262,504           | 266,702     |
| State and municipal obligations:                     |                   |             |
| Within 1 year  | 87,437            | 88,192      |
| After 1 but within 5 years                           | 591,654           | 614,243     |
| After 5 but within 10 years                          | 453,346           | 468,436     |
| After 10 years                                       | 200,329           | 187,666     |
| Total state and municipal obligations                | 1,332,766         | 1,358,537   |
| Mortgage and asset-backed securities:                |                   |             |
| Agency mortgage-backed securities                    | 3,660,014         | 3,802,110   |
| Non-agency mortgage-backed securities                | 262,191           | 269,304     |
| Asset-backed securities                              | 2,981,425         | 2,991,092   |
| Total mortgage and asset-backed securities           | 6,903,630         | 7,062,506   |
| Other debt securities:                               |                   |             |
| Within 1 year  | 36,708            | 37,495      |
| After 1 but within 5 years                           | 69,786            | 73,319      |
| Total other debt securities                          | 106,494           | 110,814     |
| Equity securities                                    | 14,135            | 37,769      |
| Total available for sale investment securities       | \$8,953,056       | \$9,206,451 |

Included in U.S. government securities are \$362.0 million, at fair value, of U.S. Treasury inflation-protected securities (TIPS). Interest paid on these securities increases with inflation and decreases with deflation, as measured by the Consumer Price Index. Included in state and municipal obligations are \$127.5 million, at fair value, of auction rate securities, which were purchased from bank customers in 2008. Included in equity securities is common stock held by the holding company, Commerce Bancshares, Inc. (the Parent), with a fair value of \$27.0 million at June 30, 2012.



Table of Contents

For securities classified as available for sale, the following table shows the unrealized gains and losses (pre-tax) in accumulated other comprehensive income, by security type.

| (In thousands)                                 | Amortized<br>Cost | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Fair Value  |
|--|-------------------|------------------------------|-------------------------------|-------------|
| June 30, 2012                                  |                   |                              |                               |             |
| U.S. government and federal agency obligations | \$333,527         | \$36,596                     | \$—                           | \$370,123   |
| Government-sponsored enterprise obligations    | 262,504           | 4,326                        | (128)                         | 266,702     |
| State and municipal obligations                | 1,332,766         | 42,003                       | (16,232)                      | 1,358,537   |
| Mortgage and asset-backed securities:          |                   |                              |                               |             |
| Agency mortgage-backed securities              | 3,660,014         | 142,232                      | (136)                         | 3,802,110   |
| Non-agency mortgage-backed securities          | 262,191           | 9,515                        | (2,402)                       | 269,304     |
| Asset-backed securities                        | 2,981,425         | 11,637                       | (1,970)                       | 2,991,092   |
| Total mortgage and asset-backed securities     | 6,903,630         | 163,384                      | (4,508)                       | 7,062,506   |
| Other debt securities                          | 106,494           | 4,320                        | —                             | 110,814     |
| Equity securities                              | 14,135            | 23,634                       | —                             | 37,769      |
| Total  | \$8,953,056       | \$274,263                    | \$(20,868)                    | \$9,206,451 |
| December 31, 2011                              |                   |                              |                               |             |
| U.S. government and federal agency obligations | \$328,530         | \$36,135                     | \$—                           | \$364,665   |
| Government-sponsored enterprise obligations    | 311,529           | 4,169                        | —                             | 315,698     |
| State and municipal obligations                | 1,220,840         | 35,663                       | (11,219)                      | 1,245,284   |
| Mortgage and asset-backed securities:          |                   |                              |                               |             |
| Agency mortgage-backed securities              | 3,989,464         | 117,088                      | (493)                         | 4,106,059   |
| Non-agency mortgage-backed securities          | 315,752           | 8,962                        | (7,812)                       | 316,902     |
| Asset-backed securities                        | 2,692,436         | 7,083                        | (6,376)                       | 2,693,143   |
| Total mortgage and asset-backed securities     | 6,997,652         | 133,133                      | (14,681)                      | 7,116,104   |
| Other debt securities                          | 135,190           | 6,070                        | —                             | 141,260     |
| Equity securities                              | 18,354            | 23,337                       | —                             | 41,691      |
| Total  | \$9,012,095       | \$238,507                    | \$(25,900)                    | \$9,224,702 |

The Company's impairment policy requires a review of all securities for which fair value is less than amortized cost. Special emphasis and analysis is placed on securities whose credit rating has fallen below A3/A-, whose fair values have fallen more than 20% below purchase price for an extended period of time, or have been identified based on management's judgment. These securities are placed on a watch list, and for all such securities, detailed cash flow models are prepared which use inputs specific to each security. Inputs to these models include factors such as cash flow received, contractual payments required, and various other information related to the underlying collateral (including current delinquencies), collateral loss severity rates (including loan to values), expected delinquency rates, credit support from other tranches, and prepayment speeds. Stress tests are performed at varying levels of delinquency rates, prepayment speeds and loss severities in order to gauge probable ranges of credit loss. At June 30, 2012, the fair value of securities on this watch list was \$211.4 million.

As of June 30, 2012, the Company had recorded other-than-temporary impairment (OTTI) on certain non-agency mortgage-backed securities, part of the watch list mentioned above, which had an aggregate fair value of \$109.9 million. The credit-related portion of the impairment totaled \$10.7 million and was recorded in earnings. The noncredit-related portion of the impairment totaled \$684 thousand on a pre-tax basis, and has been recognized in accumulated other comprehensive income. The Company does not intend to sell these securities and believes it is not likely that it will be required to sell the securities before the recovery of their amortized cost bases.



Table of Contents

The credit portion of the loss on these securities was based on the cash flows projected to be received over the estimated life of the securities, discounted to present value, and compared to the current amortized cost bases of the securities. Significant inputs to the cash flow models used to calculate the credit losses on these securities included the following:

| Significant Inputs           | Range     |
|------------------------------|-----------|
| Prepayment CPR               | 0% - 30%  |
| Projected cumulative default | 13% - 53% |
| Credit support               | 0% - 17%  |
| Loss severity                | 33% - 57% |

The following table shows changes in the credit losses recorded in the six months ended June 30, 2012 and 2011, for which a portion of an OTTI was recognized in other comprehensive income.

| (In thousands)  | For the Six Months Ended June 30 |         |
|---|----------------------------------|---------|
|   | 2012                             | 2011    |
| Balance at January 1  | \$9,931                          | \$7,542 |
| Credit losses on debt securities for which impairment was not previously recognized | —                                | 53      |
| Credit losses on debt securities for which impairment was previously recognized     | 670                              | 871     |
| Increase in expected cash flows that are recognized over remaining life of security | (70)                             | (53)    |
| Balance at June 30  | \$10,531                         | \$8,413 |

Securities with unrealized losses recorded in accumulated other comprehensive income are shown in the table below, along with the length of the impairment period.

| (In thousands)                              | Less than 12 months |                   | 12 months or longer |                   | Total       |                   |
|---|---------------------|-------------------|---------------------|-------------------|-------------|-------------------|
|   | Fair Value          | Unrealized Losses | Fair Value          | Unrealized Losses | Fair Value  | Unrealized Losses |
| June 30, 2012                               |                     |                   |                     |                   |             |                   |
| Government-sponsored enterprise obligations | \$32,357            | \$ 128            | \$—                 | \$—               | \$32,357    | \$ 128            |
| State and municipal obligations             | 130,356             | 940               | 87,238              | 15,292            | 217,594     | 16,232            |
| Mortgage and asset-backed securities:       |                     |                   |                     |                   |             |                   |
| Agency mortgage-backed securities           | 7,292               | 8                 | 19,737              | 128               | 27,029      | 136               |
| Non-agency mortgage-backed securities       | —                   | —                 | 74,614              | 2,402             | 74,614      | 2,402             |
| Asset-backed securities                     | 374,732             | 1,488             | 70,362              | 482               | 445,094     | 1,970             |
| Total mortgage and asset-backed securities  | 382,024             | 1,496             | 164,713             | 3,012             | 546,737     | 4,508             |
| Total                                       | \$544,737           | \$ 2,564          | \$251,951           | \$18,304          | \$796,688   | \$20,868          |
| December 31, 2011                           |                     |                   |                     |                   |             |                   |
| State and municipal obligations             | \$65,962            | \$ 712            | \$110,807           | \$10,507          | \$176,769   | \$11,219          |
| Mortgage and asset-backed securities:       |                     |                   |                     |                   |             |                   |
| Agency mortgage-backed securities           | 72,019              | 493               | —                   | —                 | 72,019      | 493               |
| Non-agency mortgage-backed securities       | 23,672              | 784               | 118,972             | 7,028             | 142,644     | 7,812             |
| Asset-backed securities                     | 1,236,526           | 4,982             | 87,224              | 1,394             | 1,323,750   | 6,376             |
| Total mortgage and asset-backed securities  | 1,332,217           | 6,259             | 206,196             | 8,422             | 1,538,413   | 14,681            |
| Total                                       | \$1,398,179         | \$ 6,971          | \$317,003           | \$18,929          | \$1,715,182 | \$25,900          |

The total available for sale portfolio consisted of approximately 1,600 individual securities at June 30, 2012. The portfolio included 121 securities, having an aggregate fair value of \$796.7 million, that were in a loss position at June 30, 2012. Securities identified as other-than-temporarily impaired which have been in a loss position for 12 months or longer totaled \$60.5 million at fair value, or .7% of the total available for sale portfolio value. Securities

with temporary impairment which have been in a loss position for 12 months or longer totaled \$191.5 million, or 2.1% of the total portfolio value.



Table of Contents

The Company's holdings of state and municipal obligations included gross unrealized losses of \$16.2 million at June 30, 2012. Of these losses, \$15.8 million related to auction rate securities (ARS) and \$430 thousand related to other state and municipal obligations. This portfolio, exclusive of ARS, totaled \$1.2 billion at fair value, or 13.4% of total available for sale securities. The average credit quality of the portfolio, excluding ARS, is Aa2 as rated by Moody's. The portfolio is diversified in order to reduce risk, and information about the largest holdings, by state and economic sector, is shown in the table below.

|                    | % of Portfolio | Average Life (in years) | Average Rating (Moody's) |
|--------------------|----------------|-------------------------|--------------------------|
| At June 30, 2012   |                |                         |                          |
| Texas              | 10.3           | 5.3                     | Aa1                      |
| Florida            | 8.8            | 4.5                     | Aa2                      |
| Washington         | 6.0            | 3.8                     | Aa2                      |
| Arizona            | 5.1            | 3.7                     | Aa3                      |
| Ohio               | 4.8            | 4.9                     | Aa2                      |
| General obligation | 27.6           | 4.3                     | Aa2                      |
| Housing            | 21.7           | 5.5                     | Aa1                      |
| Transportation     | 13.9           | 3.9                     | Aa3                      |
| Lease              | 13.5           | 3.5                     | Aa3                      |
| Limited Tax        | 6.1            | 5.1                     | Aa1                      |

The remaining unrealized losses on the Company's investments, as shown in the preceding tables, are largely contained in the categories of non-agency mortgage-backed and other asset-backed securities. These securities are not guaranteed by an outside agency and are dependent on payments received from the underlying collateral. While virtually all of these securities, at purchase date, were comprised of senior tranches and were highly rated by various rating agencies, changes in interest rates, the adverse housing market, liquidity pressures, and overall economic climate has resulted in low fair values for certain of these securities. As mentioned above, the Company maintains a watch list comprised mostly of these securities, and has recorded OTTI losses on certain of these securities.

The following table presents proceeds from sales of securities and the components of investment securities gains and losses which have been recognized in earnings.

| (In thousands)  | For the Six Months Ended June 30 |          |
|---|----------------------------------|----------|
|   | 2012                             | 2011     |
| Proceeds from sales of available for sale securities          | \$4,951                          | \$11,202 |
| Proceeds from sales of non-marketable securities              | 9,165                            | —        |
| Total proceeds  | \$14,116                         | \$11,202 |
| Available for sale:   |                                  |          |
| Gains realized on sales                                       | \$342                            | \$177    |
| Other-than-temporary impairment recognized on debt securities | (670)                            | (924)    |
| Non-marketable:   |                                  |          |
| Gains realized on sales                                       | 304                              | —        |
| Losses realized on sales                                      | (200)                            | —        |
| Fair value adjustments, net                                   | 5,600                            | 4,030    |
| Investment securities gains, net                              | \$5,376                          | \$3,283  |

At June 30, 2012, securities carried at \$4.1 billion were pledged to secure public fund deposits, securities sold under agreements to repurchase, trust funds, and borrowings at the Federal Reserve Bank and FHLB. Securities pledged under agreements pursuant to which the collateral may be sold or re-pledged by the secured parties approximated \$629.6 million, while the remaining securities were pledged under agreements pursuant to which the secured parties may not sell or re-pledge the collateral. Except for obligations of various government-sponsored enterprises such as FNMA, FHLB and FHLMC, no investment in a single issuer exceeds 10% of stockholders' equity.

Table of Contents

## 4. Goodwill and Other Intangible Assets

The following table presents information about the Company's intangible assets which have estimable useful lives.

| (In thousands)                 | June 30, 2012         |                          |                     |            | December 31, 2011     |                          |                     |            |
|--------------------------------|-----------------------|--------------------------|---------------------|------------|-----------------------|--------------------------|---------------------|------------|
|                                | Gross Carrying Amount | Accumulated Amortization | Valuation Allowance | Net Amount | Gross Carrying Amount | Accumulated Amortization | Valuation Allowance | Net Amount |
| Amortizable intangible assets: |                       |                          |                     |            |                       |                          |                     |            |
| Core deposit premium           | \$25,720              | \$(19,913)               | \$—                 | \$5,807    | \$25,720              | \$(18,750)               | \$—                 | \$6,970    |
| Mortgage servicing rights      | 3,097                 | (2,116)                  | (407)               | 574        | 3,097                 | (1,926)                  | (427)               | 744        |
| Total                          | \$28,817              | \$(22,029)               | \$(407)             | \$6,381    | \$28,817              | \$(20,676)               | \$(427)             | \$7,714    |

Aggregate amortization expense on intangible assets was \$669 thousand and \$751 thousand, respectively, for the three month periods ended June 30, 2012 and 2011 and \$1.4 million and \$1.6 million, respectively, for the six month periods ended June 30, 2012 and 2011. The following table shows the estimated annual amortization expense for the next five fiscal years. This expense is based on existing asset balances and the interest rate environment as of June 30, 2012. The Company's actual amortization expense in any given period may be different from the estimated amounts depending upon the acquisition of intangible assets, changes in mortgage interest rates, prepayment rates and other market conditions.

| (In thousands) |         |
|----------------|---------|
| 2012           | \$2,283 |
| 2013           | 1,741   |
| 2014           | 1,267   |
| 2015           | 926     |
| 2016           | 616     |

Changes in the carrying amount of goodwill and net other intangible assets for the six month period ended June 30, 2012 is as follows.

| (In thousands)          | Goodwill  | Core Deposit Premium | Mortgage Servicing Rights |
|-------------------------|-----------|----------------------|---------------------------|
| Balance January 1, 2012 | \$125,585 | \$6,970              | \$744                     |
| Amortization            | —         | (1,163)              | (190)                     |
| Impairment reversal     | —         | —                    | 20                        |
| Balance June 30, 2012   | \$125,585 | \$5,807              | \$574                     |

Goodwill allocated to the Company's operating segments at June 30, 2012 and December 31, 2011 is shown below.

| (In thousands)     |           |
|--------------------|-----------|
| Consumer segment   | \$67,765  |
| Commercial segment | 57,074    |
| Wealth segment     | 746       |
| Total goodwill     | \$125,585 |



Table of Contents

## 5. Guarantees

The Company, as a provider of financial services, routinely issues financial guarantees in the form of financial and performance standby letters of credit. Standby letters of credit are contingent commitments issued by the Company generally to guarantee the payment or performance obligation of a customer to a third party. While these represent a potential outlay by the Company, a significant amount of the commitments may expire without being drawn upon. The Company has recourse against the customer for any amount it is required to pay to a third party under a standby letter of credit. The letters of credit are subject to the same credit policies, underwriting standards and approval process as loans made by the Company. Most of the standby letters of credit are secured, and in the event of nonperformance by the customers, the Company has rights to the underlying collateral, which could include commercial real estate, physical plant and property, inventory, receivables, cash and marketable securities.

Upon issuance of standby letters of credit, the Company recognizes a liability for the fair value of the obligation undertaken, which is estimated to be equivalent to the amount of fees received from the customer over the life of the agreement. At June 30, 2012 that net liability was \$5.7 million, which will be accreted into income over the remaining life of the respective commitments. The contractual amount of these letters of credit, which represents the maximum potential future payments guaranteed by the Company, was \$370.2 million at June 30, 2012.

The Company periodically enters into risk participation agreements (RPAs) as a guarantor to other financial institutions, in order to mitigate those institutions' credit risk associated with interest rate swaps with third parties. The RPA stipulates that, in the event of default by the third party on the interest rate swap, the Company will reimburse a portion of the loss borne by the financial institution. These interest rate swaps are normally collateralized (generally with real property, inventories and equipment) by the third party, which limits the credit risk associated with the Company's RPAs. The third parties usually have other borrowing relationships with the Company. The Company monitors overall borrower collateral, and at June 30, 2012, believes sufficient collateral is available to cover potential swap losses. The RPAs are carried at fair value throughout their term, with all changes in fair value, including those due to a change in the third party's creditworthiness, recorded in current earnings. The terms of the RPAs, which correspond to the terms of the underlying swaps, range from 5 to 10 years. At June 30, 2012, the liability recorded for guarantor RPAs was \$109 thousand, and the notional amount of the underlying swaps was \$36.1 million. The maximum potential future payment guaranteed by the Company cannot be readily estimated but is dependent upon the fair value of the interest rate swaps at the time of default. The Company's loss exposure at June 30, 2012, before considering collateral coverage, was approximately \$3.4 million.

## 6. Pension

The amount of net pension cost is shown in the table below:

| (In thousands)                                   | For the Three<br>Months Ended June<br>30 |         | For the Six Months<br>Ended June 30 |         |
|--|--|---------|-------------------------------------|---------|
|  | 2012                                     | 2011    | 2012                                | 2011    |
| Service cost - benefits earned during the period | \$104                                    | \$88    | \$207                               | \$176   |
| Interest cost on projected benefit obligation    | 1,286                                    | 1,362   | 2,573                               | 2,724   |
| Expected return on plan assets                   | (1,645)                                  | (1,675) | (3,290)                             | (3,350) |
| Amortization of unrecognized net loss            | 730                                      | 540     | 1,460                               | 1,080   |
| Net periodic pension cost                        | \$475                                    | \$315   | \$950                               | \$630   |

Substantially all benefits accrued under the Company's defined benefit pension plan were frozen effective January 1, 2005, and the remaining benefits were frozen effective January 1, 2011. During the first six months of 2012, the Company made no funding contributions to its defined benefit pension plan and made minimal funding contributions

to a supplemental executive retirement plan (the CERP), which carries no segregated assets. The Company has no plans to make any further contributions, other than those related to the CERP, during the remainder of 2012.

Table of Contents

## 7. Common Stock

Presented below is a summary of the components used to calculate basic and diluted income per share. The Company applies the two-class method of computing income per share, as nonvested share-based awards that contain nonforfeitable rights to dividends are considered securities which participate in undistributed earnings with common stock. The two-class method requires the calculation of separate income per share amounts for the nonvested share-based awards and for common stock. Income per share attributable to common stock is shown in the table below. Nonvested share-based awards are further discussed in Note 11.

| (In thousands, except per share data)   | For the Three<br>Months Ended<br>June 30 |          | For the Six Months<br>Ended June 30 |           |
|---|--|----------|-------------------------------------|-----------|
|   | 2012                                     | 2011     | 2012                                | 2011      |
| Basic income per common share:  |  |          |                                     |           |
| Net income attributable to Commerce Bancshares, Inc.  | \$70,733                                 | \$69,034 | \$136,532                           | \$129,487 |
| Less income allocated to nonvested restricted stockholders  | 666                                      | 501      | 1,228                               | 905       |
| Net income available to common stockholders   | \$70,067                                 | \$68,533 | \$135,304                           | \$128,582 |
| Weighted average common shares outstanding  | 87,404                                   | 90,866   | 87,812                              | 90,829    |
| Basic income per common share   | \$.80                                    | \$.76    | \$1.54                              | \$1.42    |
| Diluted income per common share:  |  |          |                                     |           |
| Net income attributable to Commerce Bancshares, Inc.  | \$70,733                                 | \$69,034 | \$136,532                           | \$129,487 |
| Less income allocated to nonvested restricted stockholders  | 665                                      | 499      | 1,226                               | 902       |
| Net income available to common stockholders   | \$70,068                                 | \$68,535 | \$135,306                           | \$128,585 |
| Weighted average common shares outstanding  | 87,404                                   | 90,866   | 87,812                              | 90,829    |
| Net effect of the assumed exercise of stock-based awards - based on the treasury stock method using the average market price for the respective periods | 268                                      | 408      | 302                                 | 397       |
| Weighted average diluted common shares outstanding  | 87,672                                   | 91,274   | 88,114                              | 91,226    |
| Diluted income per common share   | \$.80                                    | \$.75    | \$1.54                              | \$1.41    |

Nearly all unexercised stock options and stock appreciation rights were dilutive for the six month periods ended June 30, 2012 and 2011.

## 8. Accumulated Other Comprehensive Income

The table below shows the accumulated balances for components of other comprehensive income, net of tax. The largest component is the unrealized holding gains and losses on available for sale securities. Unrealized gains and losses on debt securities for which an other-than-temporary impairment (OTTI) has been recorded in current earnings are shown separately below. The other component is pension gains and losses that arise during the period but are not recognized as components on net periodic benefit cost, and corresponding adjustments when these gains and losses are subsequently amortized to net periodic benefit cost.

| (In thousands)                            | Unrealized Gains (Losses)<br>on Securities |            | Pension Loss | Total<br>Accumulated<br>Other<br>Comprehensive<br>Income |
|---|--|------------|--------------|--|
|   | OTTI                                       | Other      |              |  |
| Balance January 1, 2012                   | \$(4,321)                                  | )\$136,137 | \$(21,278)   | )\$110,538   |
| Current period other comprehensive income | 3,897                                      | 21,392     | 905          | 26,194   |

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|   |           |             |            |             |
|---|-----------|-------------|------------|-------------|
| Balance June 30, 2012                     | \$ (424   | ) \$157,529 | \$ (20,373 | ) \$136,732 |
| Balance January 1, 2011                   | \$ (7,469 | ) \$87,784  | \$ (16,970 | ) \$63,345  |
| Current period other comprehensive income | 3,511     | 15,474      | 670        | 19,655      |
| Balance June 30, 2011                     | \$ (3,958 | ) \$103,258 | \$ (16,300 | ) \$83,000  |



## 9. Segments

The Company segregates financial information for use in assessing its performance and allocating resources among three operating segments: Consumer, Commercial and Wealth. The Consumer segment includes the consumer portion of the retail branch network (loans, deposits, and other personal banking services), indirect and other consumer financing, and consumer debit and credit bank cards. The Commercial segment provides corporate lending (including the Small Business Banking product line within the branch network), leasing, international services, and business, government deposit, and related commercial cash management services, as well as merchant and commercial bank card products. The Commercial segment includes the Capital Markets Group, which sells fixed income securities and provides investment safekeeping and bond accounting services. The Wealth segment provides traditional trust and estate tax planning, advisory and discretionary investment management, and brokerage services, and includes the Private Banking product portfolio.

The table below presents selected financial information by segment and reconciliations of combined segment totals to consolidated totals. There were no material intersegment revenues among the three segments. Management periodically makes changes to methods of assigning costs and income to its business segments to better reflect operating results. If appropriate, these changes are reflected in prior year information presented below.

| (In thousands)                   | Consumer  | Commercial  | Wealth     | Segment<br>Totals | Other/<br>Elimination | Consolidated<br>Totals |
|----------------------------------|-----------|-------------|------------|-------------------|-----------------------|------------------------|
| Three Months Ended June 30, 2012 |           |             |            |                   |                       |                        |
| Net interest income              | \$68,561  | \$73,260    | \$9,708    | \$151,529         | \$13,576              | \$165,105              |
| Provision for loan losses        | (9,153)   | )1,543      | (510)      | ) (8,120)         | )2,905                | (5,215)                |
| Non-interest income              | 28,259    | 44,944      | 27,221     | 100,424           | 392                   | 100,816                |
| Investment securities gains, net | —         | —           | —          | —                 | 1,336                 | 1,336                  |
| Non-interest expense             | (67,186)  | ) (56,038)  | ) (22,240) | ) (145,464)       | ) (10,876)            | ) (156,340)            |
| Income before income taxes       | \$20,481  | \$63,709    | \$14,179   | \$98,369          | \$7,333               | \$105,702              |
| Six Months Ended June 30, 2012   |           |             |            |                   |                       |                        |
| Net interest income              | \$137,654 | \$144,889   | \$19,465   | \$302,008         | \$22,834              | \$324,842              |
| Provision for loan losses        | (18,460)  | ) (288)     | ) (552)    | ) (19,300)        | )5,920                | (13,380)               |
| Non-interest income              | 55,447    | 87,838      | 53,376     | 196,661           | (1,262)               | )195,399               |
| Investment securities gains, net | —         | —           | —          | —                 | 5,376                 | 5,376                  |
| Non-interest expense             | (133,322) | ) (111,987) | ) (45,003) | ) (290,312)       | ) (16,489)            | ) (306,801)            |
| Income before income taxes       | \$41,319  | \$120,452   | \$27,286   | \$189,057         | \$16,379              | \$205,436              |
| Three Months Ended June 30, 2011 |           |             |            |                   |                       |                        |
| Net interest income              | \$71,582  | \$69,948    | \$9,688    | \$151,218         | \$13,492              | \$164,710              |
| Provision for loan losses        | (11,695)  | ) (3,379)   | ) —        | ) (15,074)        | )2,886                | (12,188)               |
| Non-interest income              | 34,813    | 40,309      | 26,229     | 101,351           | (7)                   | )101,344               |
| Investment securities gains, net | —         | —           | —          | —                 | 1,956                 | 1,956                  |
| Non-interest expense             | (68,341)  | ) (53,534)  | ) (23,064) | ) (144,939)       | ) (8,574)             | ) (153,513)            |
| Income before income taxes       | \$26,359  | \$53,344    | \$12,853   | \$92,556          | \$9,753               | \$102,309              |
| Six Months Ended June 30, 2011   |           |             |            |                   |                       |                        |
| Net interest income              | \$142,530 | \$138,779   | \$19,237   | \$300,546         | \$25,137              | \$325,683              |
| Provision for loan losses        | (25,332)  | ) (8,497)   | ) (28)     | ) (33,857)        | )5,880                | (29,777)               |
| Non-interest income              | 66,807    | 79,455      | 51,415     | 197,677           | (427)                 | )197,250               |
| Investment securities gains, net | —         | —           | —          | —                 | 3,283                 | 3,283                  |
| Non-interest expense             | (137,853) | ) (110,370) | ) (45,378) | ) (293,601)       | ) (13,872)            | ) (307,473)            |
| Income before income taxes       | \$46,152  | \$99,367    | \$25,246   | \$170,765         | \$20,001              | \$190,766              |

The information presented above was derived from the internal profitability reporting system used by management to monitor and manage the financial performance of the Company. This information is based on internal management accounting policies, which have been developed to reflect the underlying economics of the businesses. The policies address the methodologies applied in connection with funds transfer pricing and assignment of overhead costs among segments. Funds transfer pricing was used in the determination of net interest income by assigning a standard cost (credit) for funds used (provided) by assets and liabilities based on their maturity, prepayment and/or repricing characteristics.

The segment activity, as shown above, includes both direct and allocated items. Amounts in the “Other/Elimination” column include activity not related to the segments, such as that relating to administrative functions, the investment securities portfolio, and the effect of certain expense allocations to the segments. The provision for loan losses in this category contains the difference between net loan charge-offs assigned directly to the segments and the recorded provision for loan loss expense. Included in this category’s net interest income are earnings of the investment portfolio, which are not allocated to a segment.

The performance measurement of the operating segments is based on the management structure of the Company and is not necessarily comparable with similar information for any other financial institution. The information is also not necessarily indicative of the segments' financial condition and results of operations if they were independent entities.

#### 10. Derivative Instruments

The notional amounts of the Company’s derivative instruments are shown in the table below. These contractual amounts, along with other terms of the derivative, are used to determine amounts to be exchanged between counterparties and are not a measure of loss exposure. The largest group of notional amounts relate to interest rate swaps, which are discussed in more detail below. The Company also contracts with other financial institutions, as a guarantor or beneficiary, to share credit risk associated with certain interest rate swaps through risk participation agreements. The Company’s risks and responsibilities as guarantor are further discussed in Note 5 on Guarantees.

Through its International Department, the Company enters into foreign exchange contracts consisting mainly of contracts to purchase or deliver foreign currencies for customers at specific future dates. Also, the Company's past practice of originating and selling fixed rate personal real estate loans to other institutions resulted in mortgage loan commitments and forward sales contracts. In mid 2011, the Company curtailed the sales of these types of loans and, at June 30, 2012, did not hold such loans for sale.

| (In thousands)                       | June 30, 2012 | December 31,<br>2011 |
|--------------------------------------|---------------|----------------------|
| Interest rate swaps                  | \$474,706     | \$486,207            |
| Interest rate caps                   | 28,736        | 29,736               |
| Credit risk participation agreements | 40,642        | 41,414               |
| Foreign exchange contracts           | 61,942        | 80,535               |
| Mortgage loan commitments            | —             | 1,280                |
| Mortgage loan forward sale contracts | —             | 3,650                |
| Total notional amount                | \$606,026     | \$642,822            |

The Company’s interest rate risk management strategy includes the ability to modify the repricing characteristics of certain assets and liabilities so that changes in interest rates do not adversely affect the net interest margin and cash flows. Interest rate swaps are used on a limited basis as part of this strategy. At June 30, 2012, the Company had entered into three interest rate swaps with a notional amount of \$13.9 million, included in the table above, which are designated as fair value hedges of certain fixed rate loans. Gains and losses on these derivative instruments, as well as the offsetting loss or gain on the hedged loans attributable to the hedged risk, are recognized in current earnings. These gains and losses are reported in interest and fees on loans in the accompanying statements of income. The table below shows gains and losses related to fair value hedges.

| (In thousands)                     | For the Three<br>Months Ended<br>June 30 |         | For the Six Months<br>Ended June 30 |      |
|------------------------------------|--|---------|-------------------------------------|------|
|                                    | 2012                                     | 2011    | 2012                                | 2011 |
| Gain (loss) on interest rate swaps | \$57                                     | \$(117) | \$145                               | \$70 |

|                                 |     |       |      |      |   |
|---------------------------------|-----|-------|------|------|---|
| Gain (loss) on loans            | (50 | ) 117 | (135 | )(64 | ) |
| Amount of hedge ineffectiveness | \$7 | \$—   | \$10 | \$6  |   |

The Company's other derivative instruments are accounted for as free-standing derivatives, and changes in their fair value are recorded in current earnings. These instruments include interest rate swap contracts sold to customers who wish to modify their interest rate sensitivity. These swaps are offset by matching contracts purchased by the Company from other financial institutions. Because of the matching terms of the offsetting contracts, in addition to collateral provisions which mitigate the impact of non-performance risk, changes in fair value subsequent to initial recognition have a minimal effect on earnings. The notional amount of these types of swaps at June 30, 2012 was \$460.8 million. The Company is party to master netting arrangements with several other financial institutions; however, the Company does not offset assets and liabilities under these arrangements for balance sheet

presentation, as the effect of offsetting is not significant. Collateral, usually in the form of marketable securities, is posted by the counterparty with liability positions, in accordance with contract thresholds. At June 30, 2012, the Company had only net liability positions with its financial institution counterparties totaling \$18.8 million and had posted \$18.3 million in collateral.

Many of the Company's interest rate swap contracts with large financial institutions contain contingent features relating to debt ratings or capitalization levels. Under these provisions, if the Company's debt rating falls below investment grade or if the Company ceases to be "well-capitalized" under risk-based capital guidelines, certain counterparties can require immediate and ongoing collateralization on interest rate swaps in net liability positions, or can require instant settlement of the contracts. The Company maintains debt ratings and capital well above these minimum requirements.

The banking customer counterparties are engaged in a variety of businesses, including real estate, building materials, communications, consumer products, and manufacturing. At June 30, 2012, the largest loss exposures were in the groups related to real estate, education and manufacturing. If the counterparties in these groups failed to perform, and if the underlying collateral proved to be of no value, the Company estimates that it would incur losses of \$3.9 million (education), \$3.8 million (real estate and building materials) and \$2.7 million (manufacturing) at June 30, 2012.

The fair values of the Company's derivative instruments, whose notional amounts are listed above, are shown in the table below. Information about the valuation methods used to determine fair value is provided in Note 12 on Fair Value Measurements.

| (In thousands)  | Asset Derivatives      |                             |                            | Liability Derivatives  |                             |                            |
|---|------------------------|-----------------------------|----------------------------|------------------------|-----------------------------|----------------------------|
|   | Balance Sheet Location | June 30, 2012<br>Fair Value | Dec 31, 2011<br>Fair Value | Balance Sheet Location | June 30, 2012<br>Fair Value | Dec 31, 2011<br>Fair Value |
| Derivatives designated as hedging instruments:          |                        |                             |                            |                        |                             |                            |
| Interest rate swaps                                     | Other assets           | \$—                         | \$—                        | Other liabilities      | \$(908 )                    | \$(1,053 )                 |
| Total derivatives designated as hedging instruments     |                        | \$—                         | \$—                        |                        | \$(908 )                    | \$(1,053 )                 |
| Derivatives not designated as hedging instruments:      |                        |                             |                            |                        |                             |                            |
| Interest rate swaps                                     | Other assets           | \$18,569                    | \$19,051                   | Other liabilities      | \$(18,735)                  | \$(19,157)                 |
| Interest rate caps                                      | Other assets           | 2                           | 11                         | Other liabilities      | (2 )                        | (11 )                      |
| Credit risk participation agreements                    | Other assets           | 10                          | 9                          | Other liabilities      | (109 )                      | (141 )                     |
| Foreign exchange contracts                              | Other assets           | 1,864                       | 2,440                      | Other liabilities      | (1,761 )                    | (2,343 )                   |
| Mortgage loan commitments                               | Other assets           | —                           | 20                         | Other liabilities      | —                           | —                          |
| Mortgage loan forward sale contracts                    | Other assets           | —                           | 6                          | Other liabilities      | —                           | (17 )                      |
| Total derivatives not designated as hedging instruments |                        | \$20,445                    | \$21,537                   |                        | \$(20,607)                  | \$(21,669)                 |
| Total derivatives                                       |                        | \$20,445                    | \$21,537                   |                        | \$(21,515)                  | \$(22,722)                 |

The effects of derivative instruments on the consolidated statements of income are shown in the table below.

| (In thousands)                                     | Location of Gain or (Loss) Recognized in Income on Derivatives | Amount of Gain or (Loss) Recognized in Income on Derivatives |          |                                  |        |
|--|--|--|----------|----------------------------------|--------|
|  |  | For the Three Months Ended June 30                           |          | For the Six Months Ended June 30 |        |
|  |  | 2012   | 2011     | 2012                             | 2011   |
| Derivatives in fair value hedging relationships:   |  |  |          |                                  |        |
| Interest rate swaps                                | Interest and fees on loans                                     | \$57   | \$(117 ) | \$145                            | \$70   |
| Total  |  | \$57   | \$(117 ) | \$145                            | \$70   |
| Derivatives not designated as hedging instruments: |  |  |          |                                  |        |
| Interest rate swaps                                | Other non-interest income                                      | \$81   | \$167    | \$198                            | \$556  |
| Interest rate caps                                 | Other non-interest income                                      | —  | —        | —                                | —      |
| Credit risk participation agreements               | Other non-interest income                                      | 7  | 29       | 5                                | 35     |
| Foreign exchange contracts                         | Other non-interest income                                      | 147  | (11 )    | 7                                | 153    |
| Mortgage loan commitments                          | Loan fees and sales  | —  | (15 )    | (20 )                            | 29     |
| Mortgage loan forward sale contracts               | Loan fees and sales  | —  | (19 )    | 11                               | (432 ) |
| Total  |  | \$235  | \$151    | \$201                            | \$341  |

## 11. Stock-Based Compensation

Stock-based compensation expense that has been charged against income was \$1.1 million in each of the three month periods ended June 30, 2012 and 2011, and \$2.6 million and \$2.4 million in the six months ended June 30, 2012 and 2011, respectively. The Company has historically issued stock-based compensation in the form of options, stock appreciation rights (SARs) and nonvested stock. During 2011 and the first six months of 2012, stock-based compensation has been issued solely in the form of nonvested stock awards.

The 2012 stock awards generally vest in 5 to 7 years and contain restrictions as to transferability, sale, pledging, or assigning, among others, prior to the end of the vesting period. Dividend and voting rights are conferred upon grant. A summary of the status of the Company's nonvested share awards as of June 30, 2012, and changes during the six month period then ended, is presented below.

|                              | Shares   | Weighted<br>Average<br>Grant Date<br>Fair Value |
|------------------------------|----------|---|
| Nonvested at January 1, 2012 | 653,782  | \$35.48   |
| Granted                      | 217,535  | 38.54   |
| Vested                       | (37,199) | ) 37.42   |
| Forfeited                    | (3,036)  | ) 37.20   |
| Nonvested at June 30, 2012   | 831,082  | \$36.20   |

In previous years, SARs and stock options have also been granted, with exercise prices equal to the market price of the Company's stock at the date of grant. SARs, which the Company granted in 2006 through 2009, vest on a graded basis over 4 years of continuous service and have 10-year contractual terms. All SARs must be settled in stock under provisions of the plan. Stock options, which were granted in 2005 and previous years, vest on a graded basis over 3 years of continuous service and also have 10-year contractual terms. In determining compensation cost, the Black-Scholes option-pricing model is used to estimate the fair value of SARs and options on date of grant.

A summary of option activity during the first six months of 2012 is presented below.

|   | Shares    | Weighted<br>Average<br>Exercise<br>Price | Weighted<br>Average<br>Remaining<br>Contractual<br>Term | Aggregate<br>Intrinsic<br>Value |
|---|-----------|--|---|---------------------------------|
| (Dollars in thousands, except per share data) |           |  |   |                                 |
| Outstanding at January 1, 2012                | 1,352,644 | \$30.26                                  |   |                                 |
| Granted                                       | —         | —  |   |                                 |
| Forfeited                                     | —         | —  |   |                                 |
| Expired                                       | (849)     | ) 19.61                                  |   |                                 |
| Exercised                                     | (273,155) | ) 26.15                                  |   |                                 |
| Outstanding at June 30, 2012                  | 1,078,640 | \$31.31                                  | 1.8 years   | \$7,109                         |

A summary of SAR activity during the first six months of 2012 is presented below.

|   | Shares    | Weighted<br>Average<br>Exercise<br>Price | Weighted<br>Average<br>Remaining<br>Contractual<br>Term | Aggregate<br>Intrinsic<br>Value |
|---|-----------|--|---|---------------------------------|
| (Dollars in thousands, except per share data) |           |  |   |                                 |
| Outstanding at January 1, 2012                | 1,739,126 | \$37.83                                  |   |                                 |
| Granted                                       | —         | —  |   |                                 |

|                              |           |         |           |       |
|------------------------------|-----------|---------|-----------|-------|
| Forfeited                    | —         | —       |           |       |
| Expired                      | —         | —       |           |       |
| Exercised                    | (12,766   | ) 35.63 |           |       |
| Outstanding at June 30, 2012 | 1,726,360 | \$37.84 | 4.7 years | \$986 |



## 12. Fair Value Measurements

The Company uses fair value measurements to record fair value adjustments to certain financial and nonfinancial assets and liabilities and to determine fair value disclosures. Various financial instruments such as available for sale and trading securities, certain non-marketable securities relating to private equity activities, and derivatives are recorded at fair value on a recurring basis. Additionally, from time to time, the Company may be required to record at fair value other assets and liabilities on a nonrecurring basis, such as loans held for sale, mortgage servicing rights and certain other investment securities. These nonrecurring fair value adjustments typically involve lower of cost or fair value accounting, or write-downs of individual assets.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Depending on the nature of the asset or liability, the Company uses various valuation techniques and assumptions when estimating fair value. For accounting disclosure purposes, a three-level valuation hierarchy of fair value measurements has been established. The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. The three levels are defined as follows:

Level 1 – inputs to the valuation methodology are quoted prices for identical assets or liabilities in active markets.  
Level 2 – inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets and liabilities in markets that are not active, and inputs that are observable for the assets or liabilities, either directly or indirectly (such as interest rates, yield curves, and prepayment speeds).  
Level 3 – inputs to the valuation methodology are unobservable and significant to the fair value. These may be internally developed, using the Company's best information and assumptions that a market participant would consider.

When determining the fair value measurements for assets and liabilities required or permitted to be recorded or disclosed at fair value, the Company considers the principal or most advantageous market in which it would transact and considers assumptions that market participants would use when pricing the asset or liability. When possible, the Company looks to active and observable markets to price identical assets or liabilities. When identical assets and liabilities are not traded in active markets, the Company looks to observable market data for similar assets and liabilities. Nevertheless, certain assets and liabilities are not actively traded in observable markets, and the Company must use alternative valuation techniques to derive an estimated fair value measurement. A detailed description of the Company's valuation inputs and methodologies used for instruments measured at fair value on either a recurring or nonrecurring basis is presented in the Fair Value Measurements note included in the Company's 2011 Annual Report on Form 10-K. There have been no changes in these inputs and methodologies since December 31, 2011.



The table below presents the June 30, 2012 and December 31, 2011 carrying values of assets and liabilities measured at fair value on a recurring basis. There were no transfers among levels during the first six months of 2012 or the year ended December 31, 2011.

| (In thousands)                                 | Total Fair Value   | Fair Value Measurements Using                                  |   |   |
|--|--------------------|--|---|---|
|  |                    | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| <b>June 30, 2012</b>                           |                    |  |   |   |
| <b>Assets:</b>                                 |                    |  |   |   |
| Available for sale securities:                 |                    |  |   |   |
| U.S. government and federal agency obligations | \$370,123          | \$362,608  | \$7,515                                       | \$—                                       |
| Government-sponsored enterprise obligations    | 266,702            | —  | 266,702                                       | —   |
| State and municipal obligations                | 1,358,537          | —  | 1,230,997                                     | 127,540                                   |
| Agency mortgage-backed securities              | 3,802,110          | —  | 3,802,110                                     | —   |
| Non-agency mortgage-backed securities          | 269,304            | —  | 269,304                                       | —   |
| Other asset-backed securities                  | 2,991,092          | —  | 2,991,092                                     | —   |
| Other debt securities                          | 110,814            | —  | 110,814                                       | —   |
| Equity securities                              | 37,769             | 24,373   | 13,396  | —   |
| Trading securities                             | 14,313             | —  | 14,313  | —   |
| Private equity investments                     | 65,766             | —  | —   | 65,766                                    |
| Derivatives *                                  | 20,445             | —  | 20,435  | 10  |
| Assets held in trust                           | 5,145              | 5,145  | —   | —   |
| <b>Total assets</b>                            | <b>\$9,312,120</b> | <b>\$392,126</b>   | <b>\$8,726,678</b>                            | <b>\$193,316</b>                          |
| <b>Liabilities:</b>                            |                    |  |   |   |
| Derivatives *                                  | \$21,515           | \$—  | \$21,406                                      | \$109                                     |
| <b>Total liabilities</b>                       | <b>\$21,515</b>    | <b>\$—</b>   | <b>\$21,406</b>                               | <b>\$109</b>                              |
| <b>December 31, 2011</b>                       |                    |  |   |   |
| <b>Assets:</b>                                 |                    |  |   |   |
| Available for sale securities:                 |                    |  |   |   |
| U.S. government and federal agency obligations | \$364,665          | \$357,155  | \$7,510                                       | \$—                                       |
| Government-sponsored enterprise obligations    | 315,698            | —  | 315,698                                       | —   |
| State and municipal obligations                | 1,245,284          | —  | 1,109,663                                     | 135,621                                   |
| Agency mortgage-backed securities              | 4,106,059          | —  | 4,106,059                                     | —   |
| Non-agency mortgage-backed securities          | 316,902            | —  | 316,902                                       | —   |
| Other asset-backed securities                  | 2,693,143          | —  | 2,693,143                                     | —   |
| Other debt securities                          | 141,260            | —  | 141,260                                       | —   |
| Equity securities                              | 41,691             | 27,808   | 13,883  | —   |
| Trading securities                             | 17,853             | —  | 17,853  | —   |
| Private equity investments                     | 66,978             | —  | —   | 66,978                                    |
| Derivatives *                                  | 21,537             | —  | 21,502  | 35  |
| Assets held in trust                           | 4,506              | 4,506  | —   | —   |
| <b>Total assets</b>                            | <b>\$9,335,576</b> | <b>\$389,469</b>   | <b>\$8,743,473</b>                            | <b>\$202,634</b>                          |
| <b>Liabilities:</b>                            |                    |  |   |   |
| Derivatives *                                  | \$22,722           | \$—  | \$22,564                                      | \$158                                     |
| <b>Total liabilities</b>                       | <b>\$22,722</b>    | <b>\$—</b>   | <b>\$22,564</b>                               | <b>\$158</b>                              |

\* The fair value of each class of derivative is shown in Note 10.



The changes in Level 3 assets and liabilities measured at fair value on a recurring basis are summarized as follows:

| (In thousands)  | Fair Value Measurements Using<br>Significant Unobservable Inputs<br>(Level 3) |                                  |             | Total     |
|---|---|----------------------------------|-------------|-----------|
|   | State and<br>Municipal<br>Obligation  | Private<br>Equity<br>Investments | Derivatives |           |
| For the three months ended June 30, 2012  |   |                                  |             |           |
| Balance March 31, 2012  | \$129,873   | \$72,121                         | \$(106)     | \$201,888 |
| Total gains or losses (realized/unrealized):  |   |                                  |             |           |
| Included in earnings  | —   | 1,475                            | 7           | 1,482     |
| Included in other comprehensive income  | 520   | —                                | —           | 520       |
| Investment securities called  | (3,000)   | —                                | —           | (3,000)   |
| Discount accretion  | 147   | —                                | —           | 147       |
| Sale/pay down of private equity investments   | —   | (7,845)                          | —           | (7,845)   |
| Capitalized interest/dividends  | —   | 15                               | —           | 15        |
| Balance June 30, 2012   | \$127,540   | \$65,766                         | \$(99)      | \$193,207 |
| Total gains or losses for the three months included in earnings attributable to the change in unrealized gains or losses relating to assets still held at June 30, 2012 | \$—   | \$600                            | \$7         | \$607     |
| For the six months ended June 30, 2012  |   |                                  |             |           |
| Balance January 1, 2012   | \$135,621   | \$66,978                         | \$(123)     | \$202,476 |
| Total gains or losses (realized/unrealized):  |   |                                  |             |           |
| Included in earnings  | —   | 5,600                            | (4)         | 5,596     |
| Included in other comprehensive income  | (4,938)   | —                                | —           | (4,938)   |
| Investment securities called  | (3,350)   | —                                | —           | (3,350)   |
| Discount accretion  | 207   | —                                | —           | 207       |
| Purchase of private equity securities   | —   | 3,275                            | —           | 3,275     |
| Sale/pay down of private equity investments   | —   | (10,279)                         | —           | (10,279)  |
| Capitalized interest/dividends  | —   | 192                              | —           | 192       |
| Purchase of risk participation agreement  | —   | —                                | 28          | 28        |
| Balance June 30, 2012   | \$127,540   | \$65,766                         | \$(99)      | \$193,207 |
| Total gains or losses for the six months included in earnings attributable to the change in unrealized gains or losses relating to assets still held at June 30, 2012   | \$—   | \$4,575                          | \$5         | \$4,580   |
| For the three months ended June 30, 2011  |   |                                  |             |           |
| Balance March 31, 2011  | \$143,207   | \$55,507                         | \$(8)       | \$198,706 |
| Total gains or losses (realized/unrealized):  |   |                                  |             |           |
| Included in earnings  | —   | 2,605                            | (5)         | 2,600     |
| Included in other comprehensive income  | (340)   | —                                | —           | (340)     |
| Investment securities called  | (1,025)   | —                                | —           | (1,025)   |
| Discount accretion  | 98  | —                                | —           | 98        |
| Purchase of private equity investments  | —   | 3,060                            | —           | 3,060     |
| Capitalized interest/dividends  | —   | 1                                | —           | 1         |
| Sales of risk participation agreements  | —   | —                                | (275)       | (275)     |
| Balance June 30, 2011   | \$141,940   | \$61,173                         | \$(288)     | \$202,825 |
| Total gains or losses for the three months included in earnings attributable to the change in unrealized gains or losses relating to assets still held at June 30, 2011 | \$—   | \$2,605                          | \$108       | \$2,713   |

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For the six months ended June 30, 2011

|   |            |           |          |              |
|---|------------|-----------|----------|--------------|
| Balance January 1, 2011   | \$ 150,089 | \$ 53,860 | \$ 352   | \$ 204,301   |
| Total gains or losses (realized/unrealized):  |            |           |          |              |
| Included in earnings  | —          | 4,030     | (368)    | ) 3,662      |
| Included in other comprehensive income  | (1,611)    | )—        | —        | (1,611 )     |
| Investment securities called  | (6,943)    | )—        | —        | (6,943 )     |
| Discount accretion  | 405        | —         | —        | 405          |
| Purchase of private equity investments  | —          | 3,239     | —        | 3,239        |
| Capitalized interest/dividends  | —          | 44        | —        | 44           |
| Purchase of risk participation agreement  | —          | —         | 79       | 79           |
| Sales of risk participation agreements  | —          | —         | (351)    | ) (351 )     |
| Balance June 30, 2011   | \$ 141,940 | \$ 61,173 | \$ (288) | ) \$ 202,825 |
| Total gains or losses for the six months included in earnings attributable to the change in unrealized gains or losses relating to assets still held at June 30, 2011 | \$—        | \$ 4,030  | \$ 114   | \$ 4,144     |

Gains and losses on the Level 3 assets and liabilities in the previous table are reported in the following income categories:

| (In thousands)  | Loan Fees<br>and Sales | Other<br>Non-Interest<br>Income | Investment<br>Securities<br>Gains<br>(Losses),<br>Net | Total   |
|---|------------------------|---------------------------------|---|---------|
| For the three months ended June 30, 2012  |                        |                                 |   |         |
| Total gains or losses included in earnings  | \$—                    | \$ 7                            | \$1,475   | \$1,482 |
| Change in unrealized gains or losses relating to assets still held at June 30, 2012 | \$—                    | \$ 7                            | \$600   | \$607   |
| For the six months ended June 30, 2012  |                        |                                 |   |         |
| Total gains or losses included in earnings  | \$(9                   | )\$ 5                           | \$5,600   | \$5,596 |
| Change in unrealized gains or losses relating to assets still held at June 30, 2012 | \$—                    | \$ 5                            | \$4,575   | \$4,580 |
| For the three months ended June 30, 2011  |                        |                                 |   |         |
| Total gains or losses included in earnings  | \$(34                  | )\$ 29                          | \$2,605   | \$2,600 |
| Change in unrealized gains or losses relating to assets still held at June 30, 2011 | \$79                   | \$ 29                           | \$2,605   | \$2,713 |
| For the six months ended June 30, 2011  |                        |                                 |   |         |
| Total gains or losses included in earnings  | \$(403                 | )\$ 35                          | \$4,030   | \$3,662 |
| Change in unrealized gains or losses relating to assets still held at June 30, 2011 | \$79                   | \$ 35                           | \$4,030   | \$4,144 |

### Level 3 Inputs

As shown above, the Company's significant Level 3 measurements which employ unobservable inputs that are readily quantifiable pertain to auction rate securities (ARS) and investments in portfolio concerns held by the Company's private equity subsidiaries. ARS are included in state and municipal securities and totaled \$127.5 million at June 30, 2012, while private equity investments, included in non-marketable securities, totaled \$65.8 million.

Information about these inputs is presented in the table and discussions below.

#### Quantitative Information about Level 3 Fair Value Measurements

|                            | Valuation Technique         | Unobservable Input               | Range       |
|----------------------------|-----------------------------|----------------------------------|-------------|
| Auction rate securities    | Discounted cash flow        | Estimated market recovery period | 5 years     |
|                            |                             | Estimated market rate            | 2.9% - 4.3% |
| Private equity investments | Market comparable companies | EBITDA multiple                  | 4.0% - 5.5% |

The fair values of ARS are estimated using a discounted cash flows analysis in which estimated cash flows are based on mandatory interest rates paid under failing auctions and projected over an estimated market recovery period. Under normal conditions, ARS traded in weekly auctions and were considered liquid investments. The Company's estimate of when these auctions might resume is highly judgmental and subject to variation depending on current and projected market conditions. Few auctions of these securities have been held since 2008, and most sales have been privately arranged. Estimated cash flows during the period over which the Company expects to hold the securities are discounted at an estimated market rate reflecting adjustments for liquidity premium and nonperformance risk. These securities are comprised of bonds issued by various states and municipalities for healthcare and student lending purposes, and market rates are derived for each type. An increase in the holding period alone would result in a higher fair value measurement, while an increase in the estimated market rate (the discount rate) alone would result in a lower fair value measurement.

The fair values of the Company's private equity investments are based on a determination of fair value of the investee company less exit costs and preference payments assuming the sale of the investee company. Investee companies are normally non-public entities. The fair value of the investee company is determined by reference to the investee's total earnings before interest, depreciation/amortization, and income taxes (EBITDA) multiplied by an EBITDA factor. EBITDA is normally determined based on a trailing prior period adjusted for specific factors including current economic outlook, investee management, and specific unique circumstances such as sales order information, major customer status, regulatory changes, etc. The EBITDA multiple is based on management's review of published trading multiples for recent private equity transactions and other judgments, and is derived for each individual investee. The value of the investee company is then reduced to reflect appropriate assumed selling and liquidation costs. The fair value of the Company's investment (which is usually a partial interest in the investee company) is then calculated based on its ownership percentage in the investee company.



For assets measured at fair value on a nonrecurring basis during the first six months of 2012 and 2011 and still held as of June 30, 2012 and 2011, the following table provides the adjustments to fair value recognized during the respective periods, the level of valuation inputs used to determine each adjustment, and the carrying value of the related individual assets or portfolios at June 30, 2012 and 2011. The loss in fair value recognized on long-lived assets in the first six months of 2012 resulted primarily from the Company's decision to market certain property adjacent to an office building in downtown Kansas City, also held for sale, which required a write-down to fair value less selling costs.

| (In thousands)            | Fair Value | Fair Value Measurements Using                                  |   |   | Total Gains (Losses) Recognized During the Six Months Ended June 30 |
|---------------------------|------------|--|---|---|---|
|                           |            | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |   |
| <b>June 30, 2012</b>      |            |  |   |   |   |
| Loans                     | \$27,176   | \$—  | \$—   | \$ 27,176                                 | \$(5,918 )  |
| Mortgage servicing rights | 574        | —  | —   | 574                                       | 20  |
| Foreclosed assets         | 1,550      | —  | —   | 1,550                                     | (425 )  |
| Long-lived assets         | 5,397      | —  | —   | 5,397                                     | (3,398 )  |
| <b>June 30, 2011</b>      |            |  |   |   |   |
| Loans                     | \$39,957   | \$—  | \$—   | \$ 39,957                                 | \$(8,101 )  |
| Mortgage servicing rights | 1,195      | —  | —   | 1,195                                     | 11  |
| Foreclosed assets         | 2,163      | —  | —   | 2,163                                     | (377 )  |
| Long-lived assets         | 4,403      | —  | —   | 4,403                                     | (1,511 )  |

### 13. Fair Value of Financial Instruments

The carrying amounts and estimated fair values of financial instruments held by the Company are set forth below. Fair value estimates are made at a specific point in time based on relevant market information. They do not reflect any premium or discount that could result from offering for sale at one time the Company's entire holdings of a particular financial instrument. Because no market exists for many of the Company's financial instruments, fair value estimates are based on judgments regarding future expected loss experience, risk characteristics and economic conditions. These estimates are subjective, involve uncertainties, and cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

The fair values of loans are estimated by discounting the expected future cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining maturities. This method of estimating fair value does not incorporate the exit-price concept of fair value prescribed by ASC 820 "Fair Value Measurements and Disclosures". Expected future cash flows for each individual loan are based on contractual features, and for loans with optionality, such as variable rates and prepayment features, are based on a multi-rate path process. Each loan's expected future cash flows are discounted using the LIBOR/swap curve plus an appropriate spread. For business, construction and business real estate loans, internally-developed pricing spreads are developed which are based on loan type, term and credit score. The spread for personal real estate loans is generally based on newly originated loans with similar characteristics. For consumer loans, the spread is calculated at loan origination as part of the Bank's funds transfer pricing process (mentioned in Note 9), which is indicative of individual borrower credit worthiness. All consumer credit card loans are discounted at the same spread, depending on whether the rate is variable or fixed.



The methods and inputs used in the estimation of fair value for the other financial instruments in the table below are discussed in the Fair Value Measurements and Fair Value of Financial Instruments notes in the Company's 2011 Annual Report on Form 10-K. There have been no changes in these methods and inputs since December 31, 2011.

The estimated fair values of the Company's financial instruments and the classification of their fair value measurement within the valuation hierarchy are as follows:

| (In thousands)                                       | Fair Value June 30, 2012 |                 |                      | December 31, 2011 |                      |
|--|--------------------------|-----------------|----------------------|-------------------|----------------------|
|  | Hierarchy Level          | Carrying Amount | Estimated Fair Value | Carrying Amount   | Estimated Fair Value |
| <b>Financial Assets</b>                              |                          |                 |                      |                   |                      |
| <b>Loans:</b>  |                          |                 |                      |                   |                      |
| Business   | Level 3                  | \$2,993,067     | \$3,008,375          | \$2,808,265       | \$2,820,005          |
| Real estate - construction and land                  | Level 3                  | 346,048         | 348,939              | 386,598           | 388,723              |
| Real estate - business                               | Level 3                  | 2,190,838       | 2,217,772            | 2,180,100         | 2,197,535            |
| Real estate - personal                               | Level 3                  | 1,501,170       | 1,548,033            | 1,428,777         | 1,485,028            |
| Consumer   | Level 3                  | 1,162,532       | 1,190,080            | 1,114,889         | 1,136,798            |
| Revolving home equity                                | Level 3                  | 447,601         | 455,194              | 463,587           | 471,086              |
| Consumer credit card                                 | Level 3                  | 732,388         | 747,630              | 788,701           | 780,808              |
| Overdrafts   | Level 3                  | 3,271           | 3,271                | 6,561             | 6,561                |
| Loans held for sale                                  | Level 2                  | 2,951           | 2,963                | 24,394            | 26,597               |
| Loans held for sale                                  | Level 3                  | 5,923           | 5,923                | 6,682             | 6,682                |
| <b>Investment securities:</b>                        |                          |                 |                      |                   |                      |
| Available for sale                                   | Level 1                  | 386,981         | 386,981              | 384,963           | 384,963              |
| Available for sale                                   | Level 2                  | 8,691,930       | 8,691,930            | 8,704,118         | 8,704,118            |
| Available for sale                                   | Level 3                  | 127,540         | 127,540              | 135,621           | 135,621              |
| Trading  | Level 2                  | 14,313          | 14,313               | 17,853            | 17,853               |
| Non-marketable                                       | Level 3                  | 116,190         | 116,190              | 115,832           | 115,832              |
| Federal funds sold                                   | Level 1                  | 7,455           | 7,455                | 11,870            | 11,870               |
| Securities purchased under agreements to resell      | Level 3                  | 850,000         | 862,845              | 850,000           | 864,089              |
| Interest earning deposits with banks                 | Level 1                  | 92,544          | 92,544               | 39,853            | 39,853               |
| Cash and due from banks                              | Level 1                  | 410,666         | 410,666              | 465,828           | 465,828              |
| Derivative instruments                               | Level 2                  | 20,435          | 20,435               | 21,502            | 21,502               |
| Derivative instruments                               | Level 3                  | 10              | 10                   | 35                | 35                   |
| <b>Financial Liabilities</b>                         |                          |                 |                      |                   |                      |
| Non-interest bearing deposits                        | Level 1                  | \$5,637,373     | \$5,637,373          | \$5,377,549       | \$5,377,549          |
| Savings, interest checking and money market deposits | Level 1                  | 8,983,090       | 8,983,090            | 8,933,941         | 8,933,941            |
| Time open and certificates of deposit                | Level 3                  | 2,211,170       | 2,219,940            | 2,488,393         | 2,493,727            |
| Federal funds purchased                              | Level 1                  | 340,300         | 340,300              | 153,330           | 153,330              |
| Securities sold under agreements to repurchase       | Level 3                  | 965,445         | 962,662              | 1,102,751         | 1,099,883            |
| Other borrowings                                     | Level 3                  | 111,292         | 125,682              | 111,817           | 126,397              |
| Derivative instruments                               | Level 2                  | 21,406          | 21,406               | 22,564            | 22,564               |
| Derivative instruments                               | Level 3                  | 109             | 109                  | 158               | 158                  |

#### 14. Subsequent Events

On July 13, 2012, Visa U.S.A. Inc. (Visa) and MasterCard each announced a preliminary settlement to resolve the plaintiffs' claims in the multi-district interchange litigation and also announced an agreement in principle to resolve the claims brought against them by certain individual retailers in that same litigation. The proposed settlement includes a cash payment to certain merchants of \$6.6 billion, of which Visa is responsible for \$4.4 billion, and a provision which would reduce credit card interchange income by 10 basis points over an eight month period likely to begin in mid-2013, 60 days after a court-ordered period. Other provisions include the ability for merchants to surcharge customers for credit card usage, the ability for merchant buying groups to negotiate together with Visa and MasterCard, and the ability to cancel this proposed agreement if more than 25% of all affected merchants opt out of the agreement.

In accordance with the terms of a pre-funding agreement related to Visa's original initial public offering, certain member banks, including the Company have, since late 2007, participated in funding certain estimated litigation costs. On July 19, 2012, Visa announced it would add an additional \$150 million to its litigation escrow account in contemplation of this litigation. The Company's portion of that funding would amount to approximately \$500 thousand. The Company now estimates that the pre-tax cost of the future reduction of 10 basis points in interchange income for an eight month period, which is part of the above settlement, would amount to approximately \$5.2 million. In accordance with ASC Topic 855, Subsequent Events, the preliminary settlement is considered a "Type 1" subsequent event. Both the additional funding and the interchange relief represent probable losses arising from a litigation settlement that can be reasonably estimated. Accordingly, the Company established a liability of \$5.7 million as of June 30, 2012 for these anticipated costs. This additional expense, net of tax, lowered basic and diluted income per share by \$.04.

As a Visa member bank, the Company holds 823,447 shares of Visa Class B stock, which are convertible to Class A shares at a rate which currently approximates 43%. These shares are currently restricted from sale, other than to member banks, and carried at zero cost.

On July 26, 2012, the Bank signed the formal Settlement Agreement and Release related to the class action lawsuit captioned *Wolfgeher v. Commerce Bank*, which was settled in December, 2011, and which alleged unfair assessment and collection of overdraft fees based upon a high-to-low posting order utilized on debit card transactions. The Bank, while admitting no wrongdoing, agreed to the settlement in order to resolve the litigation and avoid further expense. In accordance with the terms of the Settlement Agreement and Release (which remains subject to final court approval), the Bank agrees to post debit card transactions in chronological order, beginning no later than April 2013. As a result of this change in the posting order of debit card transactions, the Company currently estimates that overdraft income will be reduced on an annual basis by \$6 to \$8 million.

The Company has various other lawsuits pending at June 30, 2012, arising in the normal course of business. While some matters pending against the Company specify damages claimed by plaintiffs, others do not seek a specified amount of damages or are at very early stages of the legal process. The Company records a loss accrual for all legal matters for which it deems a loss is probable and can be reasonably estimated. In the opinion of management, after consultation with legal counsel, none of these suits will have a significant effect on the financial condition and results of operations of the Company and the range of possible additional loss in excess of amounts accrued is not material.



Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis should be read in conjunction with the consolidated financial statements and related notes and with the statistical information and financial data appearing in this report as well as the Company's 2011 Annual Report on Form 10-K. Results of operations for the three and six month periods ended June 30, 2012 are not necessarily indicative of results to be attained for any other period.

Forward Looking Information

This report may contain "forward-looking statements" that are subject to risks and uncertainties and include information about possible or assumed future results of operations. Many possible events or factors could affect the future financial results and performance of the Company. This could cause results or performance to differ materially from those expressed in the forward-looking statements. Words such as "expects", "anticipates", "believes", "estimates", variations of such words and other similar expressions are intended to identify such forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in, or implied by, such forward-looking statements. Readers should not rely solely on the forward-looking statements and should consider all uncertainties and risks discussed throughout this report. Forward-looking statements speak only as of the date they are made. The Company does not undertake to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made or to reflect the occurrence of unanticipated events. Such possible events or factors include: changes in economic conditions in the Company's market area, changes in policies by regulatory agencies, governmental legislation and regulation, fluctuations in interest rates, changes in liquidity requirements, demand for loans in the Company's market area, failure of litigation settlement agreements to become final in accordance with their terms, and competition with other entities that offer financial services.

Critical Accounting Policies

The Company has identified several policies as being critical because they require management to make particularly difficult, subjective and/or complex judgments about matters that are inherently uncertain and because of the likelihood that materially different amounts would be reported under different conditions or using different assumptions. These policies relate to the allowance for loan losses, the valuation of certain investment securities, and accounting for income taxes. A discussion of these policies can be found in the sections captioned "Critical Accounting Policies" and "Allowance for Loan Losses" in Management's Discussion and Analysis of Financial Condition and Results of Operations included in the Company's 2011 Annual Report on Form 10-K. There have been no changes in the Company's application of critical accounting policies since December 31, 2011.

## Selected Financial Data

|   | Three Months Ended |         | Six Months Ended |         |         |   |
|---|--------------------|---------|------------------|---------|---------|---|
|   | June 30            |         | June 30          |         |         |   |
|   | 2012               | 2011    | 2012             | 2011    |         |   |
| <b>Per Share Data</b>                                 |                    |         |                  |         |         |   |
| Net income per common share — basic                   | \$ .80             | \$ .76  | \$ 1.54          | \$ 1.42 |         |   |
| Net income per common share — diluted                 | .80                | .75     | 1.54             | 1.41    |         |   |
| Cash dividends  | .230               | .219    | .460             | .438    |         |   |
| Book value  |                    |         | 25.47            | 23.38   |         |   |
| Market price  |                    |         | 37.90            | 40.95   |         |   |
| <b>Selected Ratios</b>                                |                    |         |                  |         |         |   |
| (Based on average balance sheets)                     |                    |         |                  |         |         |   |
| Loans to deposits <sup>(1)</sup>                      | 55.26              | % 60.17 | %                | 55.39   | % 61.30 | % |
| Non-interest bearing deposits to total deposits       | 32.29              | 29.53   |                  | 31.61   | 29.37   |   |
| Equity to loans <sup>(1)</sup>                        | 24.04              | 22.67   |                  | 23.95   | 22.14   |   |
| Equity to deposits                                    | 13.28              | 13.64   |                  | 13.27   | 13.57   |   |
| Equity to total assets                                | 10.82              | 11.19   |                  | 10.78   | 11.13   |   |
| Return on total assets                                | 1.38               | 1.47    |                  | 1.34    | 1.40    |   |
| Return on total equity                                | 12.80              | 13.12   |                  | 12.42   | 12.54   |   |
| (Based on end-of-period data)                         |                    |         |                  |         |         |   |
| Non-interest income to revenue <sup>(2)</sup>         | 37.91              | 38.09   |                  | 37.56   | 37.72   |   |
| Efficiency ratio <sup>(3)</sup>                       | 58.53              | 57.40   |                  | 58.72   | 58.50   |   |
| Tier I risk-based capital ratio                       |                    |         |                  | 14.80   | 15.10   |   |
| Total risk-based capital ratio                        |                    |         |                  | 16.13   | 16.46   |   |
| Tangible common equity to assets ratio <sup>(4)</sup> |                    |         |                  | 10.16   | 10.27   |   |
| Tier I leverage ratio                                 |                    |         |                  | 9.73    | 10.32   |   |

(1) Includes loans held for sale.

(2) Revenue includes net interest income and non-interest income.

(3) The efficiency ratio is calculated as non-interest expense (excluding intangibles amortization) as a percent of revenue.

(4) The tangible common equity ratio is calculated as stockholders' equity reduced by goodwill and other intangible assets (excluding mortgage servicing rights) divided by total assets reduced by goodwill and other intangible assets (excluding mortgage servicing rights).

Table of Contents

## Results of Operations

## Summary

| (Dollars in thousands)                               | Three Months Ended June 30 |            |          | Six Months Ended June 30 |            |          |
|--|----------------------------|------------|----------|--------------------------|------------|----------|
|  | 2012                       | 2011       | % change | 2012                     | 2011       | % change |
| Net interest income                                  | \$ 165,105                 | \$ 164,710 | .2 %     | \$ 324,842               | \$ 325,683 | (.3 %)   |
| Provision for loan losses                            | (5,215)                    | (12,188)   | (57.2 %) | (13,380)                 | (27,977)   | (52.2 %) |
| Non-interest income                                  | 100,816                    | 101,344    | (.5 %)   | 195,399                  | 197,250    | (.9 %)   |
| Investment securities gains, net                     | 1,336                      | 1,956      | (31.7 %) | 5,376                    | 3,283      | 63.8 %   |
| Non-interest expense                                 | (156,340)                  | (153,513)  | 1.8 %    | (306,801)                | (307,473)  | (.2 %)   |
| Income taxes   | (34,466)                   | (32,692)   | 5.4 %    | (67,386)                 | (60,199)   | 11.9 %   |
| Non-controlling interest expense                     | (503)                      | (583)      | (13.7 %) | (1,518)                  | (1,080)    | 40.6 %   |
| Net income attributable to Commerce Bancshares, Inc. | \$ 70,733                  | \$ 69,034  | 2.5 %    | \$ 136,532               | \$ 129,487 | 5.4 %    |

For the quarter ended June 30, 2012, net income attributable to Commerce Bancshares, Inc. (net income) amounted to \$70.7 million, an increase of \$1.7 million, or 2.5%, compared to the second quarter of the previous year, and an increase of \$4.9 million compared to the previous quarter. For the current quarter, the annualized return on average assets was 1.38%, the annualized return on average equity was 12.80%, and the efficiency ratio was 58.53%. Diluted earnings per share was \$.80, an increase of 6.7% compared to \$.75 per share in the second quarter of 2011. During the current quarter, the Company recorded loan recoveries totaling \$3.6 million (effectively reducing the provision for loan losses) and recorded interest income of \$1.3 million on two non-performing commercial loans. The Company also received interest income of \$1.1 million on the early pay-off of a commercial real estate loan. These items were offset by an expense accrual of \$5.7 million related to the provisions in the proposed settlement of certain Visa-related interchange litigation. The proposed settlement, which was announced in July 2012, is discussed further in Note 14 to the consolidated financial statements.

Compared to the second quarter of last year, net interest income increased \$395 thousand, or .2%, mainly due to lower rates paid on interest bearing deposits. This effect was partly offset by lower loan yields, which occurred despite the large collections mentioned above. Non-interest income declined \$528 thousand and non-interest expense increased \$2.8 million, or 1.8%. The increase in non-interest expense was mainly attributable to the \$5.7 million Visa litigation accrual noted above, coupled with an increase in salaries and benefits of \$3.3 million, but partly offset by a \$5.0 million loss contingency recorded in the second quarter of 2011 for debit card overdraft litigation that was resolved later in 2011. The provision for loan losses totaled \$5.2 million for the current quarter, representing a decrease of \$7.0 million, or 57.2%, from the second quarter of 2011.

Net income for the first six months of 2012 was \$136.5 million, an increase of \$7.0 million, or 5.4%, over the same period last year and included a decline of \$14.6 million, or 52.2%, in the provision for loan losses. Diluted earnings per share was \$1.54, an increase of 9.2% compared to \$1.41 per share in the same period last year. For the first six months of 2012, the annualized return on average assets was 1.34%, the annualized return on average equity was 12.42%, and the efficiency ratio was 58.72%. Net interest income decreased \$841 thousand, or .3%, due to lower earnings on the Company's loan portfolio, partly offset by lower expense incurred on deposits. Non-interest income decreased \$1.9 million, or .9%, due to a decline of \$12.9 million in debit card fees (the effect of new debit card fee regulations effective late in 2011). These declines were partly offset by increases of \$7.0 million in merchant and corporate card fees, \$2.5 million in trust fees and \$2.2 million in capital market fees. Net securities gains increased \$2.1 million, mainly due to fair value adjustments and sales of private equity investments. Non-interest expense decreased \$672 thousand, or .2%, compared to the same period last year and included lower occupancy, equipment and FDIC insurance costs, offset by higher salaries and benefits and data processing costs.





Table of Contents

## Net Interest Income

The following table summarizes the changes in net interest income on a fully taxable equivalent basis, by major category of interest earning assets and interest bearing liabilities, identifying changes related to volumes and rates. Changes not solely due to volume or rate changes are allocated to rate.

## Analysis of Changes in Net Interest Income

| (In thousands)   | Three Months Ended June 30,<br>2012 vs. 2011 |                 |            | Six Months Ended June 30,<br>2012 vs. 2011 |                 |             |
|--|--|-----------------|------------|--|-----------------|-------------|
|  | Change due to<br>Average<br>Volume           | Average<br>Rate | Total      | Change due to<br>Average<br>Volume         | Average<br>Rate | Total       |
| Interest income, fully taxable equivalent basis:             |  |                 |            |  |                 |             |
| Loans  | \$(337 )                                     | \$(4,147 )      | \$(4,484 ) | \$(3,348 )                                 | \$(7,704 )      | \$(11,052 ) |
| Loans held for sale  | (255 )                                       | 34              | (221 )     | (493 )                                     | 79              | (414 )      |
| Investment securities:                                       |  |                 |            |  |                 |             |
| U.S. government and federal agency securities                | (268 )                                       | (1,779 )        | (2,047 )   | (1,875 )                                   | (2,584 )        | (4,459 )    |
| Government-sponsored enterprise obligations                  | 170  | (112 )          | 58         | 562  | (153 )          | 409         |
| State and municipal obligations                              | 1,921  | (2,403 )        | (482 )     | 3,651                                      | (3,749 )        | (98 )       |
| Mortgage-backed securities                                   | 8,595  | (7,426 )        | 1,169      | 20,747                                     | (18,271 )       | 2,476       |
| Asset-backed securities                                      | 1,621  | (1,351 )        | 270        | 3,217                                      | (3,221 )        | (4 )        |
| Other securities   | (120 )                                       | 980             | 860        | (58 )                                      | 801             | 743         |
| Total interest on investment securities                      | 11,919                                       | (12,091 )       | (172 )     | 26,244                                     | (27,177 )       | (933 )      |
| Short-term federal funds sold and securities purchased under |  |                 |            |  |                 |             |
| agreements to resell   | 8  | (1 )            | 7          | 21   | (7 )            | 14          |
| Long-term securities purchased under agreements to resell    | 181  | 1,236           | 1,417      | 1,269                                      | 2,261           | 3,530       |
| Interest earning deposits with banks                         | (10 )  | 12              | 2          | (47 )                                      | 14              | (33 )       |
| Total interest income  | 11,506                                       | (14,957 )       | (3,451 )   | 23,646                                     | (32,534 )       | (8,888 )    |
| Interest expense:  |  |                 |            |  |                 |             |
| Deposits:  |  |                 |            |  |                 |             |
| Savings  | 16   | (31 )           | (15 )      | 33   | (14 )           | 19          |
| Interest checking and money market                           | 614  | (2,337 )        | (1,723 )   | 1,477                                      | (5,053 )        | (3,576 )    |
| Time open & C.D.'s of less than \$100,000                    | (419 )                                       | (542 )          | (961 )     | (1,121 )                                   | (1,477 )        | (2,598 )    |
| Time open & C.D.'s of \$100,000 and over                     | (143 )                                       | (463 )          | (606 )     | (172 )                                     | (1,196 )        | (1,368 )    |
| Total interest on deposits                                   | 68   | (3,373 )        | (3,305 )   | 217  | (7,740 )        | (7,523 )    |
| Federal funds purchased and securities sold under            |  |                 |            |  |                 |             |
| agreements to repurchase                                     | 78   | (588 )          | (510 )     | 227  | (1,134 )        | (907 )      |
| Other borrowings   | (5 )   | (38 )           | (43 )      | (7 )                                       | (45 )           | (52 )       |
| Total interest expense                                       | 141  | (3,999 )        | (3,858 )   | 437  | (8,919 )        | (8,482 )    |
| Net interest income, fully taxable equivalent basis          | \$11,365                                     | \$(10,958)      | \$407      | \$23,209                                   | \$(23,615)      | \$(406)     |

Net interest income for the second quarter of 2012 was \$165.1 million, a \$395 thousand increase over the second quarter of 2011. On a tax equivalent (T/E) basis, net interest income totaled \$171.2 million, up from \$165.7 million in the previous quarter and up from \$170.8 million in the same quarter last year. This increase over the same period last year was mainly the result of lower rates paid on deposits largely offset by lower loan yields. The Company's net interest rate margin was 3.55% for the second quarter of 2012, compared to 3.45% in the previous quarter and 3.85% in the second quarter of 2011.

Total interest income (T/E) decreased \$3.5 million, or 1.9%, from the second quarter of 2011. Interest income on loans, including loans held for sale, declined \$4.7 million due a 17 basis point decrease in average rates earned, while average loan balances decreased less than 1.0%. The overall average rate earned on total loans was 4.95% compared to 5.10% in the second quarter of 2011. Average business loans and average construction and land loans decreased \$63.8 million and \$69.6 million, respectively, and, coupled with a decrease in average rates earned on these loans, caused a \$2.1 million decrease in interest income. Included in business loan interest income in the current quarter was \$1.3 million collected on a non-performing loan. Excluding this interest payment, the average rate earned on business loans for the second quarter of 2012 would have been lower by 18 basis points.

Table of Contents

Average business real estate loans increased \$104.8 million, or 5.0%, the impact of which was offset by a decrease of 23 basis points in the average rate earned on those loans. An interest payment of \$1.1 million related to an early loan payoff in the current quarter contributed 20 basis points to the average rate earned on business real estate loans during the quarter. Interest income from personal real estate loans decreased \$1.1 million primarily due to a 41 basis point decrease in the average rate earned and slightly offset by a \$35.2 million, or 2.4%, increase in average loan balances. Interest income from consumer loans decreased \$1.4 million due to a 59 basis point decrease in the average rate earned, slightly offset by an increase in average balances of \$22.5 million, or 2.0%. Reflected in the increase in consumer average loan balances were higher auto and fixed-rate home equity loan balances of \$109.0 million, offset by a decrease of \$107.2 million in marine and RV loans as that portfolio continues to pay down (since the Company no longer originates these types of loans). Average consumer credit card loans decreased \$30.6 million compared to the second quarter of 2011, while the average rate earned on these balances increased to 11.87% from 11.13%.

Interest income on investment securities (T/E) was \$62.2 million during the second quarter of 2012 compared to \$62.4 million during the same period last year. The average balance of the total portfolio increased \$1.6 billion, or 21.6%, compared to the second quarter of 2011. This growth mainly occurred in mortgage and asset-backed securities, which increased by \$952.3 million and \$497.5 million, respectively. The effect of higher total portfolio balances was offset by lower overall average yields, which declined to 2.75% compared to 3.34% during the second quarter of 2011. The current quarter included a decrease of \$2.0 million in interest earned on inflation-protected securities. Interest income on non-marketable securities increased \$989 thousand in the current quarter, which related mainly to investments held by the Company's private equity subsidiaries.

The average balances of long-term securities purchased under agreements to resell increased \$46.2 million, or 5.7%, over the second quarter of 2011, while the average rate earned increased 59 basis points, together contributing an increase in interest income of \$1.4 million.

The average tax equivalent yield on total interest earning assets was 3.75% in the second quarter of 2012 compared to 4.15% in the second quarter of 2011.

Total interest expense decreased \$3.9 million, or 28.8%, compared to the second quarter of 2011, primarily due to a \$3.3 million decrease in interest expense on interest bearing deposits. The decrease in interest expense on deposits resulted primarily from a 12 basis point decrease in average rates paid on interest checking and money market accounts, coupled with a 13 basis point decrease in average rates paid on time open and certificates of deposit. Also, average time open and certificate of deposit balances decreased \$411.5 million, or 14.7%, which was offset by an increase of \$774.2 million, or 10.6%, in average money market account balances. The overall average rate incurred on all interest bearing liabilities decreased to .30% in the second quarter of 2012 compared to .45% in the second quarter of 2011.

Net interest income (T/E) for the first six months of 2012 was \$336.9 million compared to \$337.3 million for the same period in 2011. For the first six months of 2012, the net yield on total interest earning assets on a tax equivalent basis was 3.50% compared to 3.85% in the first six months of 2011. The components of net interest income for the first six months of 2012 compared to the same period in 2011 reflected trends similar to the quarterly discussion above.

Total interest income (T/E) for the first six months of 2012 decreased \$8.9 million from the same period last year primarily due to lower loan yields coupled with a decrease in average loan balances, partially offset by an increase in interest income earned on securities purchased under agreements to resell. Loan interest income (T/E, including loans held for sale) declined \$11.5 million due to a 17 basis point decrease in the average interest rate earned, coupled with a \$170.9 million, or 1.8%, decline in total average loan balances. Similar to trends noted in the quarterly comparison, decreases occurred in average business, construction, and consumer credit card loan balances, while both business and personal real estate loan balances increased. Average consumer loans, however, decreased slightly in the six month

period. Investment securities interest income (T/E) decreased \$933 thousand and resulted from a decrease in average rates earned of 65 basis points, largely offset by an increase in average investment securities balances. Average investment securities balances increased to \$9.1 billion for the first six months of 2012 from \$7.4 billion for the same period in 2011, primarily due to a \$1.1 billion increase in average mortgage-backed securities. Included in the decrease in investment securities interest income was a \$4.6 million decrease in interest earned on inflation-protected securities. Interest income on long-term securities purchased under agreements to resell increased \$3.5 million in the first six months of 2012 compared to the prior period due to increases in both average balances and average rates earned.

The decrease of \$8.5 million in interest expense for the first six months of 2012 compared to the same period in the prior year was due to a \$7.5 million, or 30.0%, decrease in interest expense on interest bearing deposits. The decrease in interest expense on deposits primarily resulted from a 16 basis point decrease in average rates paid.

Summaries of average assets and liabilities and the corresponding average rates earned/paid appear on the last page of this discussion.

Table of Contents

## Non-Interest Income

| (Dollars in thousands)                       | Three Months Ended June 30 |           |          | Six Months Ended June 30 |           |          |
|--|----------------------------|-----------|----------|--------------------------|-----------|----------|
|  | 2012                       | 2011      | % change | 2012                     | 2011      | % change |
| Bank card transaction fees                   | \$38,434                   | \$41,304  | (6.9 )%  | \$73,167                 | \$78,766  | (7.1 )%  |
| Trust fees                                   | 23,833                     | 22,544    | 5.7      | 46,647                   | 44,116    | 5.7      |
| Deposit account charges and other fees       | 19,975                     | 20,789    | (3.9 )   | 39,311                   | 40,089    | (1.9 )   |
| Capital market fees                          | 5,010                      | 4,979     | .6       | 11,881                   | 9,699     | 22.5     |
| Consumer brokerage services                  | 2,576                      | 2,880     | (10.6 )  | 5,102                    | 5,543     | (8.0 )   |
| Loan fees and sales                          | 1,706                      | 2,075     | (17.8 )  | 3,267                    | 3,899     | (16.2 )  |
| Other  | 9,282                      | 6,773     | 37.0     | 16,024                   | 15,138    | 5.9      |
| Total non-interest income                    | \$100,816                  | \$101,344 | (.5 )%   | \$195,399                | \$197,250 | (.9 )%   |
| Non-interest income as a % of total revenue* | 37.9                       | %38.1     | %        | 37.6                     | %37.7     | %        |

\* Total revenue includes net interest income and non-interest income.

For the second quarter of 2012, total non-interest income amounted to \$100.8 million compared with \$101.3 million in the same quarter last year, which was a decrease of \$528 thousand, or .5%. Bank card fees for the quarter declined \$2.9 million, or 6.9%, from the second quarter of last year, as a result of a decline in debit card interchange fees of \$7.0 million, or 44.5% (mainly the effect of new pricing limitations effective in late 2011), but was partly offset by growth in corporate card fees of \$3.6 million, or 25.5%. Corporate card and debit card fees for the current quarter totaled \$17.7 million and \$8.7 million, respectively. Merchant fees grew by 6.1% due to higher transaction volumes, and totaled \$6.4 million for the quarter. Trust fees for the quarter increased \$1.3 million, or 5.7%, over the same quarter last year, resulting mainly from growth in both personal and institutional trust fees. Deposit account fees declined \$814 thousand, or 3.9%, compared to last year as overdraft fees declined by \$1.7 million, but were offset by growth in various other deposit fees of \$892 thousand, or 38.5%. Capital market fees for the current quarter increased slightly to \$5.0 million, while consumer brokerage services revenue decreased by \$304 thousand, or 10.6%, due to declines in life insurance revenue. Loan fees and sales revenue was down \$369 thousand, or 17.8%, from the same period last year mainly due to a decline in gains on student loan sales and lower mortgage banking revenue, partly offset by higher commercial loan commitment fees. Other non-interest income for the current quarter increased \$2.5 million over the same quarter last year and included higher tax credit sales income and lease-related fees.

Non-interest income for the six months ended June 30, 2012 was \$195.4 million compared to \$197.3 million in the first six months of 2011, resulting in a decrease of \$1.9 million, or .9%. Bank card fees decreased \$5.6 million, or 7.1%, as a result of a \$12.9 million, or 43.0%, decrease in debit card interchange fees, partly offset by growth in corporate card and merchant fees of 21.2% and 10.2%, respectively. Trust fee income increased \$2.5 million, or 5.7%, as a result of growth in personal and institutional trust fees. Deposit account fees decreased \$778 thousand, or 1.9%, mainly due to a decline in overdraft and return item fees of \$2.5 million, while various other deposit fees increased \$1.7 million. Capital market fees increased \$2.2 million, or 22.5%, as a result of growth in sales of mainly fixed income securities to correspondent banks and other commercial customers. Consumer brokerage services revenue decreased by \$441 thousand, or 8.0%, mainly due to a decline in variable annuity commissions and life insurance income, partly offset by growth in advisory fees. Loan fees and sales decreased \$632 thousand, or 16.2%, due to a decline in mortgage banking revenue. Other non-interest income increased by \$886 thousand, or 5.9%, mainly due to higher tax credit sales income and lease-related fees, partly offset by lower fees on interest rate swap sales.

As discussed in Note 14 to the consolidated financial statements, the Company has agreed to change the posting order of debit card transactions. The change in posting order is expected to begin no later than April 2013. As a result of this change, overdraft income is expected to be reduced on an annual basis by \$6 to \$8 million.



Table of Contents

## Investment Securities Gains (Losses), Net

Net gains and losses on investment securities which were recognized in earnings during the three and six months ended June 30, 2012 and 2011 are shown in the table below. Net securities gains amounted to \$1.3 million in the second quarter of 2012, while net securities gains of \$5.4 million were recorded in the first six months of 2012. Included in these gains and losses are credit-related impairment losses on certain non-agency guaranteed mortgage-backed securities which have been identified as other-than-temporarily impaired. These identified securities had a total fair value of \$109.9 million at June 30, 2012. During the current quarter, additional credit-related impairment losses of \$350 thousand were recorded, bringing the total credit-related impairment losses during the first six months of 2012 to \$670 thousand. The cumulative credit-related impairment loss on these securities, recorded in earnings, amounted to \$10.7 million. Also shown below are net gains and losses relating to non-marketable private equity investments, which are primarily held by the Parent's majority-owned private equity subsidiaries. These include fair value adjustments, in addition to gains and losses realized upon disposition. The portion of this activity attributable to minority interests is reported as non-controlling interest in the consolidated statements of income, and resulted in expense of \$1.2 million during the first six months of 2012 and \$845 thousand during the same period last year.

| (In thousands)                                  | Three Months Ended June 30 |         | Six Months Ended June 30 |         |
|---|----------------------------|---------|--------------------------|---------|
|   | 2012                       | 2011    | 2012                     | 2011    |
| Available for sale:                             |                            |         |                          |         |
| Municipal bonds                                 | \$—                        | \$1     | \$—                      | \$177   |
| Agency mortgage-backed bonds                    | —                          | —       | 342                      | —       |
| OTTI losses on non-agency mortgage-backed bonds | (350)                      | (650)   | (670)                    | (924)   |
| Non-marketable:                                 |                            |         |                          |         |
| Private equity investments                      | 1,686                      | 2,605   | 5,704                    | 4,030   |
| Total investment securities gains, net          | \$1,336                    | \$1,956 | \$5,376                  | \$3,283 |

## Non-Interest Expense

| (Dollars in thousands)         | Three Months Ended June 30 |           |          | Six Months Ended June 30 |           |          |
|--------------------------------|----------------------------|-----------|----------|--------------------------|-----------|----------|
|                                | 2012                       | 2011      | % change | 2012                     | 2011      | % change |
| Salaries and employee benefits | \$87,511                   | \$84,223  | 3.9 %    | \$177,054                | \$171,615 | 3.2 %    |
| Net occupancy                  | 11,105                     | 11,213    | (1.0 )   | 22,365                   | 23,250    | (3.8 )   |
| Equipment                      | 4,999                      | 5,702     | (12.3 )  | 10,188                   | 11,279    | (9.7 )   |
| Supplies and communication     | 5,667                      | 5,692     | (.4 )    | 11,280                   | 11,224    | .5       |
| Data processing and software   | 18,282                     | 17,531    | 4.3      | 35,751                   | 33,998    | 5.2      |
| Marketing                      | 4,469                      | 4,495     | (.6 )    | 8,291                    | 8,753     | (5.3 )   |
| Deposit insurance              | 2,618                      | 2,780     | (5.8 )   | 5,138                    | 7,671     | (33.0 )  |
| Visa litigation                | 5,690                      | —         | N.M.     | 5,690                    | (1,359)   | N.M.     |
| Other                          | 15,999                     | 21,877    | (26.9 )  | 31,044                   | 41,042    | (24.4 )  |
| Total non-interest expense     | \$156,340                  | \$153,513 | 1.8 %    | \$306,801                | \$307,473 | (.2 )%   |

Non-interest expense for the second quarter of 2012 amounted to \$156.3 million, an increase of \$2.8 million, or 1.8%, compared with \$153.5 million in the second quarter of last year. Salaries and benefits expense increased \$3.3 million, or 3.9%, mainly due to an increase in salary costs of \$2.0 million, or 2.7%, coupled with increases in medical and pension-related costs, which together grew by \$1.0 million. Full-time equivalent employees totaled 4,702 at June 30, 2012 compared to 4,786 at June 30, 2011. Occupancy and equipment expense declined \$108 thousand and \$703 thousand, respectively, mainly due to lower depreciation costs. Data processing and software costs increased \$751



thousand, or 4.3%, partly due to processing charges on higher corporate card volume coupled with higher software costs. In addition, as mentioned above and discussed in Note 14 to the consolidated financial statements, the Company accrued \$5.7 million at June 30, 2012 for anticipated costs resulting from the proposed settlement of certain Visa-related interchange litigation. Other non-interest expense decreased \$5.9 million, or 26.9%, from the same quarter last year. Other expense in the second quarter of 2011 included an expense accrual of \$5.0 million related to a loss contingency for debit card overdraft litigation, in addition to a \$1.0 million fraud loss. Also, regulatory fees declined \$726 thousand, which

Table of Contents

resulted from the Bank's conversion from a national association to a state charter in mid 2011. Other non-interest expense included

an increase in foreclosed and repossessed property expense of \$1.4 million, mainly due to gains on sales of certain commercial properties recorded in the second quarter of 2011.

For the first six months of 2012, non-interest expense amounted to \$306.8 million, a slight decrease compared with \$307.5 million in the same period last year. Salaries and benefits expense increased by \$5.4 million, or 3.2%, largely due to higher salaries, incentive compensation and medical expense. Occupancy expense declined \$885 thousand, or 3.8%, primarily resulting from lower depreciation and outside services expense. Equipment expense decreased \$1.1 million, or 9.7%, also due to lower depreciation expense. Supplies and communication expense increased slightly, while marketing expense was lower by \$462 thousand, or 5.3%. FDIC insurance expense decreased \$2.5 million, or 33.0%, as a result of new assessment rules, which became effective in the second quarter of 2011. Data processing and software expense increased \$1.8 million, or 5.2%, mainly due to higher bank card processing expense. Other non-interest expense decreased \$10.0 million, or 24.4%, mainly due to several large expense items occurring in 2011, which included the \$5.0 million debit card overdraft litigation accrual mentioned above, a termination fee of \$910 thousand on the cancellation of a securities resell agreement and expense of \$877 thousand related to the donation of appreciated securities. Other expense reductions in 2012 included \$1.1 million in incentives associated with new bank card agreements which became effective in the first quarter, and a \$1.3 million decline in regulatory fees.

## Provision and Allowance for Loan Losses

| (In thousands)                     | Three Months Ended |                   |                  | Six Months Ended |           |
|------------------------------------|--------------------|-------------------|------------------|------------------|-----------|
|                                    | June 30,<br>2012   | March 31,<br>2012 | June 30,<br>2011 | 2012             | 2011      |
| Provision for loan losses          | \$5,215            | \$ 8,165          | \$ 12,188        | \$ 13,380        | \$ 27,977 |
| Net loan charge-offs (recoveries): |                    |                   |                  |                  |           |
| Business                           | (3,600             | ) 110             | 1,439            | (3,490           | ) 3,449   |
| Real estate-construction and land  | 116                | 220               | 1,125            | 336              | 3,111     |
| Real estate-business               | 1,839              | 1,495             | 339              | 3,334            | 1,403     |
| Consumer credit card               | 5,930              | 6,173             | 8,490            | 12,103           | 17,528    |
| Consumer                           | 1,974              | 2,631             | 2,229            | 4,605            | 6,242     |
| Revolving home equity              | 943                | 360               | 344              | 1,303            | 711       |
| Real estate-personal               | 679                | 69                | 1,027            | 748              | 1,301     |
| Overdrafts                         | 333                | 107               | 195              | 440              | 232       |
| Total net loan charge-offs         | \$8,214            | \$ 11,165         | \$ 15,188        | \$ 19,379        | \$ 33,977 |

| Annualized net loan charge-offs (recoveries)*: | Three Months Ended |                   |                  | Six Months Ended |       |   |
|--|--------------------|-------------------|------------------|------------------|-------|---|
|  | June 30,<br>2012   | March 31,<br>2012 | June 30,<br>2011 | 2012             | 2011  |   |
| Business                                       | (.50               | )%.02             | %.20             | %.24             | )%.23 | % |
| Real estate-construction and land              | .13                | .23               | 1.05             | .18              | 1.42  |   |
| Real estate-business                           | .34                | .28               | .06              | .31              | .14   |   |
| Consumer credit card                           | 3.35               | 3.40              | 4.58             | 3.37             | 4.66  |   |
| Consumer                                       | .70                | .96               | .80              | .83              | 1.11  |   |
| Revolving home equity                          | .84                | .32               | .29              | .58              | .30   |   |
| Real estate-personal                           | .19                | .02               | .29              | .10              | .18   |   |

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|  |       |      |       |       |      |   |
|--|-------|------|-------|-------|------|---|
| Overdrafts   | 23.65 | 5.67 | 11.75 | 13.36 | 6.79 |   |
| Total annualized net loan charge-offs                              | .36   | %.49 | %.66  | %.42  | %.73 | % |
| * as a percentage of average loans (excluding loans held for sale) |       |      |       |       |      |   |

## Table of Contents

The Company has an established process to determine the amount of the allowance for loan losses, which assesses the risks and losses inherent in its portfolio. This process provides an allowance consisting of a specific allowance component based on certain individually evaluated loans and a general component based on estimates of allowances for pools of loans.

Loans subject to individual evaluation generally consist of business, construction, business real estate and personal real estate loans on non-accrual status, and include troubled debt restructurings that are on non-accrual status. These non-accrual loans are evaluated individually for impairment based on factors such as payment history, borrower financial condition, collateral, current economic conditions and loss experience. For collateral dependent loans, appraisals on collateral (including exit costs) are normally obtained annually but discounted based on date last received and market conditions, so values are conservative and reasonable. From these evaluations of expected cash flows and collateral values, allowances are determined.

Loans which are not individually evaluated are segregated by loan type and sub-type, and are collectively evaluated. These loans include commercial loans (business, construction and business real estate) which have been graded pass, special mention or substandard and all personal banking loans, except personal real estate loans on non-accrual status. These loans also include certain troubled debt restructurings, which are collectively evaluated because they have similar risk characteristics. Allowances determined for personal banking loans, which are generally smaller balance homogeneous type loans, use consistent methodologies which consider historical and current loss trends, delinquencies and current economic conditions. Allowances for commercial type loans, which are generally larger and more complex in structure with more unpredictable loss characteristics, use methods which consider historical and current loss trends, current loan grades, delinquencies, industry concentrations, economic conditions throughout the Company's markets as monitored by Company credit officers, and general economic conditions.

The Company's estimate of the allowance for loan losses and the corresponding provision for loan losses is based upon various judgments and assumptions made by management. Factors that influence these judgments include past loan loss experience, current loan portfolio composition and characteristics, trends in delinquencies, portfolio risk ratings, levels of non-performing assets, and prevailing regional and national economic conditions. The Company has internal credit administration and loan review staffs that continuously review loan quality and report the results of their reviews and examinations to the Company's senior management and Board of Directors. Such reviews also assist management in establishing the level of the allowance. In using this process and the information available, management must consider various assumptions and exercise considerable judgment to determine the overall level of the allowance for loan losses. Because of these subjective factors, actual outcomes of inherent losses can differ from original estimates. The Company's subsidiary bank continues to be subject to examination by several regulatory agencies, and examinations are conducted throughout the year, targeting various segments of the loan portfolio for review. Note 1 in the 2011 Annual Report on Form 10-K contains additional discussion on the allowance and charge-off policies.

Net loan charge-offs in the second quarter of 2012 amounted to \$8.2 million, compared with \$11.2 million in the prior quarter and \$15.2 million in the second quarter of last year. The \$3.0 million decrease in net loan charge-offs in the second quarter of 2012 compared to the previous quarter was mainly the result of recoveries of \$3.6 million received during the quarter on two non-performing business loans, coupled with lower net charge-offs on construction and land, consumer credit card, and consumer loans, reflecting improved credit trends. Net charge-offs on personal real estate and business real estate loans increased \$610 thousand and \$344 thousand, respectively, in the current quarter compared to the prior quarter. The ratio of annualized net loan charge-offs to total average loans was .36% in the current quarter compared to .49% in the previous quarter and .66% in the same quarter last year.

For the second quarter of 2012, annualized net charge-offs on average consumer credit card loans amounted to 3.35%, compared with 3.40% in the previous quarter and 4.58% in the same period last year. Consumer loan net charge-offs

for the quarter amounted to .70% of average consumer loans, compared to .96% in the previous quarter and .80% in the same quarter last year.

The provision for loan losses for the current quarter totaled \$5.2 million, a decrease of \$3.0 million from the previous quarter and \$7.0 million lower than in the same period last year. The current quarter provision for loan losses was \$3.0 million less than net loan charge-offs for the current quarter, thereby reducing the allowance to \$178.5 million. At June 30, 2012 the allowance for loan losses was 1.90% of total loans, excluding loans held for sale, and was 287% of total non-accrual loans.

Net charge-offs during the first six months of 2012 were \$19.4 million compared to \$34.0 million in the same period of 2011. The \$14.6 million decrease was due to lower business loan net charge-offs, including the \$3.6 million recovery of two large loans discussed above, along with lower net charge-offs on construction and land, consumer credit card and consumer loans.

Table of Contents

## Risk Elements of Loan Portfolio

The following table presents non-performing assets and loans which are past due 90 days and still accruing interest. Non-performing assets include non-accruing loans and foreclosed real estate. Loans are placed on non-accrual status when management does not expect to collect payments consistent with acceptable and agreed upon terms of repayment. Loans that are 90 days past due as to principal and/or interest payments are generally placed on non-accrual, unless they are both well-secured and in the process of collection, or they are consumer loans that are exempt under regulatory rules from being classified as non-accrual.

| (Dollars in thousands)                                   | June 30,<br>2012 | December 31,<br>2011 |   |
|--|------------------|----------------------|---|
| Non-accrual loans  | \$62,177         | \$75,482             |   |
| Foreclosed real estate                                   | 20,095           | 18,321               |   |
| Total non-performing assets                              | \$82,272         | \$93,803             |   |
| Non-performing assets as a percentage of total loans     | .88              | % 1.02               | % |
| Non-performing assets as a percentage of total assets    | .40              | % .45                | % |
| Total loans past due 90 days and still accruing interest | \$ 11,297        | \$ 14,958            |   |

Non-accrual loans, which are also classified as impaired, totaled \$62.2 million at June 30, 2012, and decreased \$13.3 million from amounts recorded at December 31, 2011. The decline from December 31, 2011 occurred mainly in business non-accrual loans, which decreased \$11.6 million. At June 30, 2012, non-accrual loans were comprised mainly of business real estate (34.7%), construction and land (29.3%), and business (22.7%) loans. Foreclosed real estate increased \$1.8 million to a balance of \$20.1 million at June 30, 2012. Total loans past due 90 days or more and still accruing interest amounted to \$11.3 million as of June 30, 2012, a decrease of \$3.7 million when compared to December 31, 2011, resulting mainly from decreases in consumer credit card and personal real estate loan delinquencies. There were no construction or business real estate loans that were past due 90 days or more and still accruing interest at June 30, 2012. Balance by classes for non-accrual loans and loans past due 90 days and still accruing interest is shown in the "Delinquent and non-accrual loans" section in Note 2 to the consolidated financial statements.

In addition to the non-performing and past due loans mentioned above, the Company also has identified loans for which management has concerns about the ability of the borrowers to meet existing repayment terms. They are classified as substandard under the Company's internal rating system. The loans are generally secured by either real estate or other borrower assets, reducing the potential for loss should they become non-performing. Although these loans are generally identified as potential problem loans, they may never become non-performing. Such loans totaled \$189.7 million at June 30, 2012 compared with \$250.7 million at December 31, 2011, resulting in an decrease of \$61.0 million, or 24.3%. The change in potential problem loans was largely due to decreases of \$31.6 million in business real estate loans, \$18.7 million in business loans and \$11.5 million in construction and land real estate loans.

| (In thousands)                      | June 30,<br>2012 | December 31,<br>2011 |
|-------------------------------------|------------------|----------------------|
| Potential problem loans:            |                  |                      |
| Business                            | \$56,514         | \$ 75,213            |
| Real estate – construction and land | 43,216           | 54,696               |
| Real estate – business              | 82,058           | 113,652              |
| Real estate – personal              | 7,873            | 6,900                |
| Consumer                            | —                | 208                  |
| Total potential problem loans       | \$ 189,661       | \$ 250,669           |

At June 30, 2012, the Company had identified approximately \$103.4 million of loans whose terms have been modified or restructured under a troubled debt restructuring. These loans have been extended to borrowers who are experiencing financial difficulty and who have been granted a concession, as defined by accounting guidance. Of this balance, \$29.7 million have been placed on non-accrual status. Of the remaining \$73.7 million, approximately \$57.2 million are performing under their modified terms, and the Company believes it probable that all amounts due under the modified terms of the agreements will be collected. Most of these are commercial loans (business, construction and business real estate) classified as substandard, which were renewed at interest rates that were not judged to be market rates for new debt with similar risk. However, because of their substandard classification, they are included as potential problem loans in the table above. An additional \$16.5 million in troubled debt restructurings were composed of certain credit card loans under various debt management and assistance programs. These restructured loans are considered impaired loans for purposes of determining the allowance for loan losses, as discussed in the Summary of Significant Accounting Policies in the Company's 2011 Annual Report on Form 10-K.

Table of Contents

## Loans with Special Risk Characteristics

Management relies primarily on an internal risk rating system, in addition to delinquency status, to assess risk in the loan portfolio, and these statistics are presented in Note 2 to the consolidated financial statements. However, certain types of loans are considered at high risk of loss due to their terms, location, or special conditions. Additional information about the major types of loans in these categories and their risk features are provided below. Information based on loan-to-value (LTV) ratios was generally calculated with valuations at loan origination date. The Company does not attempt to obtain updated appraisals or valuations unless the loans become significantly delinquent or are in the process of being foreclosed upon.

## Real Estate – Construction and Land Loans

The Company's portfolio of construction and land loans, as shown in the table below, amounted to 3.7% of total loans outstanding at June 30, 2012. The balance in this portfolio decreased \$40.6 million, or 10.5%, since December 31, 2011, which was mainly a reflection of weak loan demand.

| (Dollars in thousands)                          | June 30,<br>2012 | % of Total | % of<br>Total<br>Loans | December 31,<br>2011 | % of Total | % of<br>Total<br>Loans |   |
|---|------------------|------------|------------------------|----------------------|------------|------------------------|---|
| Residential land and land development           | \$64,183         | 18.6       | %.7                    | %. \$70,708          | 18.3       | %.8                    | % |
| Residential construction                        | 76,547           | 22.1       | .8                     | 70,009               | 18.1       | .7                     |   |
| Commercial land and land development            | 87,584           | 25.3       | .9                     | 97,379               | 25.2       | 1.1                    |   |
| Commercial construction                         | 117,734          | 34.0       | 1.3                    | 148,502              | 38.4       | 1.6                    |   |
| Total real estate - construction and land loans | \$346,048        | 100.0      | %.3.7                  | %. \$386,598         | 100.0      | %.4.2                  | % |

## Real Estate – Business Loans

Total business real estate loans were \$2.2 billion at June 30, 2012 and comprised 23.4% of the Company's total loan portfolio. These loans include properties such as manufacturing and warehouse buildings, small office and medical buildings, churches, hotels and motels, shopping centers, and other commercial properties. Approximately 49% of these loans were for owner-occupied real estate properties, which present lower risk profiles.

| (Dollars in thousands)             | June 30,<br>2012 | % of Total | % of<br>Total<br>Loans | December 31,<br>2011 | % of Total | % of<br>Total<br>Loans |   |
|------------------------------------|------------------|------------|------------------------|----------------------|------------|------------------------|---|
| Owner-occupied                     | \$1,064,597      | 48.6       | %.11.4                 | %. \$1,057,652       | 48.5       | %.11.5                 | % |
| Office                             | 277,876          | 12.7       | 3.0                    | 270,200              | 12.3       | 3.0                    |   |
| Retail                             | 233,001          | 10.6       | 2.5                    | 226,447              | 10.4       | 2.5                    |   |
| Hotels                             | 148,945          | 6.8        | 1.6                    | 119,039              | 5.5        | 1.3                    |   |
| Multi-family                       | 138,658          | 6.3        | 1.5                    | 174,285              | 8.0        | 1.9                    |   |
| Farm                               | 116,120          | 5.3        | 1.2                    | 121,966              | 5.6        | 1.3                    |   |
| Industrial                         | 104,443          | 4.8        | 1.1                    | 98,092               | 4.5        | 1.1                    |   |
| Other                              | 107,198          | 4.9        | 1.1                    | 112,419              | 5.2        | 1.2                    |   |
| Total real estate - business loans | \$2,190,838      | 100.0      | %.23.4                 | %. \$2,180,100       | 100.0      | %.23.8                 | % |

## Real Estate – Personal Loans



The Company's \$1.5 billion personal real estate loan portfolio is composed mainly of residential first mortgage real estate loans. As shown on page 40, the loss rates in both 2012 and 2011 have remained low and at June 30, 2012, past due loans have declined slightly compared to December 31, 2011. Also, as shown in Note 2, only 7.2% of this portfolio has FICO scores of less than 660. Approximately \$14.0 million of personal real estate loans were structured with interest only payments. These loans are typically made to high net-worth borrowers and generally have low LTV ratios or have additional collateral pledged to secure the loan, and therefore, they are not perceived to represent above normal credit risk. At June 30, 2012, the Company had loans with no mortgage insurance and an original LTV higher than 80% totaling \$139.6 million compared to \$142.6 million at December 31, 2011.

## Table of Contents

### Revolving Home Equity Loans

The Company has \$447.6 million in revolving home equity loans at June 30, 2012 that are generally collateralized by residential real estate. Most of these loans (94.3%) are written with terms requiring interest only monthly payments. These loans are offered in three main product lines: LTV up to 80%, 80% to 90%, and 90% to 100%. As of June 30, 2012, the outstanding principal of loans with an original LTV higher than 80% was \$66.0 million compared to \$70.2 million as of December 31, 2011. Total revolving home equity loan balances over 30 days past due were \$2.5 million at June 30, 2012 compared to \$1.6 million at December 31, 2011. Approximately 8.1% of the portfolio has FICO scores lower than 660.

### Fixed Rate Home Equity Loans

In addition to the residential real estate mortgage and the revolving home equity products mentioned above, the Company offers a third choice to those consumers desiring a fixed rate home equity loan with a fixed maturity date and a determined amortization schedule. The fixed rate home equity loan is typically used to finance a specific home repair or remodeling project. This portfolio of loans approximated \$158.0 million and \$142.0 million at June 30, 2012 and December 31, 2011, respectively. At the end of the second quarter of 2012, \$42.2 million of this portfolio had an LTV higher than 80%, up from a balance of \$37.9 million at the end of 2011.

At times, these loans are written with interest only monthly payments and a balloon payoff at maturity; however, such loans totaled less than 3% of the outstanding balance of fixed rate home equity loans at June 30, 2012. The Company has limited the offering of fixed rate home equity loans with LTV ratios over 90% during the past several years, and only \$2.5 million in new fixed rate home equity loans were written with these LTV ratios during the first six months of 2012.

Management does not believe these loans collateralized by real estate (personal real estate, revolving home equity, and fixed rate home equity) represent any unusual concentrations of risk, as evidenced by net charge-offs on these loans in the first six months of 2012 of \$748 thousand, \$1.3 million and \$256 thousand, respectively. The amount of any increased potential loss on high LTV agreements relates mainly to amounts advanced that are in excess of the 80% collateral calculation, not the entire approved line. The Company currently offers no subprime first mortgage or home equity loans. These are characterized as new loans to customers with FICO scores below 650 for home equity loans, 660 for government-insured first mortgages, and 680 for all other conventional first mortgages. The Company does not purchase brokered loans.

### Other Consumer Loans

Within the consumer loan portfolio are several direct and indirect product lines, comprised mainly of loans secured by automobiles, marine and RVs. Outstanding balances for these loans were \$808.1 million and \$777.7 million at June 30, 2012 and December 31, 2011, respectively. The balances over 30 days past due amounted to \$7.5 million at June 30, 2012 compared to \$13.0 million at the end of 2011. For the six months ended June 30, 2012, \$187.3 million of new loans, the majority being automobile loans, were originated, compared to \$223.8 million during the full year of 2011. The Company has curtailed new marine and RV loans since 2008, and at June 30, 2012, outstanding balances totaled \$370.0 million. The loss ratios experienced for marine and RV loans have been higher than other consumer loan products in recent years, and the annualized ratios were 2.0% and 1.9% in the first six months of 2012 and 2011, respectively.

Additionally, the Company offers low introductory rates on selected consumer credit card products. Out of a portfolio at June 30, 2012 of \$732.4 million in consumer credit card loans outstanding, approximately \$114.0 million, or 15.6%, carried a low introductory rate. Within the next six months, \$72.1 million of these loans are scheduled to

convert to the ongoing higher contractual rate. To mitigate some of the risk involved with this credit card product, the Company performs credit checks and detailed analysis of the customer borrowing profile before approving the loan application. Management believes that the risks in the consumer loan portfolio are reasonable and the anticipated loss ratios are within acceptable parameters.

#### Income Taxes

Income tax expense was \$34.5 million in the second quarter of 2012, compared to \$32.9 million in the first quarter of 2012 and \$32.7 million in the second quarter of 2011. The Company's effective tax rate, including the effect of non-controlling interest, was 32.8% in the second quarter of 2012, compared with 33.3% in the first quarter of 2012 and 32.1% in the second quarter of 2011. Additionally, income tax expense was \$67.4 million in the first six months of 2012 compared to \$60.2 million for the same period during the previous year, resulting in effective tax rates of 33.0% and 31.7%, respectively. The change in the effective tax rate for the first six months of 2012 compared to the same period in 2011 was primarily due to changes in the mix of taxable and non-taxable income during those periods and changes in state and local taxes.

Table of Contents

Financial Condition

Balance Sheet

Total assets of the Company were \$20.7 billion at June 30, 2012 compared to \$20.6 billion at December 31, 2011. Earning assets (excluding fair value adjustments on investment securities) amounted to \$19.4 billion at June 30, 2012, compared to \$19.3 billion at December 31, 2011, and consisted of 48% in loans and 47% in investment securities.

At June 30, 2012, total loans, including loans held for sale, increased \$177.2 million, or 1.9%, compared with balances at December 31, 2011. Business, business real estate and personal real estate loans increased \$184.8 million, \$10.7 million, and \$72.4 million, respectively. Within the consumer loan portfolio, marine and RV loans decreased by \$50.2 million; however, consumer auto loans and other consumer loans increased \$81.8 million due to higher new loan originations. The demand for construction loans continues to be affected by the weak housing industry, and overall, these loans declined by \$40.6 million. Consumer credit card loans decreased by \$56.3 million compared with balances at December 31, 2011.

Loans held for sale decreased \$22.2 million compared with balances at December 31, 2011. Included in loans held for sale are guaranteed student loans, which the Company no longer originates, and fixed-rate personal real estate loans, which the Company no longer actively sells to third parties. The \$8.9 million balance at June 30, 2012 is comprised solely of student loans and is expected to run off until all remaining loans are sold.

Available for sale investment securities, (excluding fair value adjustments) decreased slightly at June 30, 2012 compared to December 31, 2011. Mortgage-backed securities decreased \$383.0 million and government-sponsored enterprise obligations decreased \$49.0 million. These decreases were mostly offset by increases in state and municipal obligations of \$111.9 million and asset-backed securities of \$289.0 million. At June 30, 2012, the duration of the investment portfolio was 2.0 years.

Deposits at June 30, 2012 totaled \$16.8 billion; an increase of \$31.8 million, or less than 1% compared to December 31, 2011. Non-interest bearing deposits increased \$259.8 million, or 4.8%, and savings, interest checking and money market accounts increased \$49.1 million. These increases were offset by a decrease of \$277.2 million, or 11.1%, in time open and certificates of deposit balances.

In the second quarter of 2012, the Company entered into several agreements commonly known as collateral swaps. These agreements involve the exchange of collateral under simultaneous repurchase and resell agreements with the same financial institution counterparty. These repurchase and resell agreements have the same principal amounts, inception dates, and maturity dates and have been offset against each other in the balance sheet, as permitted under the netting provisions of ASC 210-20-45. At June 30, 2012, the Company had posted collateral consisting of \$208.6 million in agency mortgage-backed securities and accepted \$207.2 million in investment grade asset-backed, commercial mortgage-backed, and corporate bonds on swaps of \$200.0 million. The agreements mature in 2013 through 2015, and the Company will earn an average of approximately 86 basis points during this period.

Table of Contents

## Liquidity and Capital Resources

## Liquidity Management

The Company's most liquid assets are comprised of available for sale investment securities, federal funds sold, securities purchased under agreements to resell (resell agreements), and balances at the Federal Reserve Bank, as follows:

| (In thousands)  | June 30, 2012 | March 31, 2012 | December 31, 2011 |
|---|---------------|----------------|-------------------|
| Liquid assets:  |               |                |                   |
| Available for sale investment securities                  | \$9,206,451   | \$9,120,399    | \$9,224,702       |
| Federal funds sold  | 7,455         | 40,925         | 11,870            |
| Long-term securities purchased under agreements to resell | 850,000       | 850,000        | 850,000           |
| Balances at the Federal Reserve Bank                      | 92,544        | 12,038         | 39,853            |
| Total   | \$10,156,450  | \$10,023,362   | \$10,126,425      |

Federal funds sold, which are sold to the Company's correspondent bank customers and have overnight maturities, totaled \$7.5 million as of June 30, 2012. Long-term resell agreements, maturing later in 2012 through 2014, totaled \$850.0 million at June 30, 2012. Under these agreements, the Company holds marketable securities as collateral, which totaled \$892.1 million in fair value at June 30, 2012. Interest earning balances at the Federal Reserve Bank, which also have overnight maturities and are used for general liquidity purposes, totaled \$92.5 million at June 30, 2012. The fair value of the available for sale investment portfolio was \$9.2 billion at June 30, 2012 and included an unrealized net gain in fair value of \$253.4 million. The total net unrealized gain included gains of \$158.9 million on mortgage and asset-backed securities, \$36.6 million on U.S. government securities and \$25.8 million on state and municipal obligations. An additional \$23.6 million unrealized gain was included in the fair value of common stock held by the Parent.

Approximately \$2.0 billion of the portfolio is expected to mature or pay down during the next 12 months, which offer substantial resources to meet either new loan demand or reductions in the Company's deposit funding base. The Company pledges portions of its investment securities portfolio to secure public fund deposits, securities sold under agreements to repurchase, trust funds, letters of credit issued by the FHLB, and borrowing capacity at the Federal Reserve Bank. Total investment securities pledged for these purposes were as follows:

| (In thousands)   | June 30, 2012 | March 31, 2012 | December 31, 2011 |
|--|---------------|----------------|-------------------|
| Investment securities pledged for the purpose of securing: |               |                |                   |
| Federal Reserve Bank borrowings                            | \$632,812     | \$609,112      | \$642,306         |
| FHLB borrowings and letters of credit                      | 89,376        | 91,731         | 111,860           |
| Securities sold under agreements to repurchase             | 1,900,099     | 1,795,945      | 2,048,074         |
| Other deposits   | 1,491,950     | 1,734,372      | 1,564,105         |
| Total pledged securities                                   | 4,114,237     | 4,231,160      | 4,366,345         |
| Unpledged and available for pledging                       | 3,776,561     | 3,250,200      | 3,260,695         |
| Ineligible for pledging                                    | 1,315,653     | 1,639,039      | 1,597,662         |
| Total available for sale securities, at fair value         | \$9,206,451   | \$9,120,399    | \$9,224,702       |

Liquidity is also available from the Company's large base of core customer deposits, defined as non-interest bearing, interest checking, savings, and money market deposit accounts. At June 30, 2012, such deposits totaled \$14.6 billion and represented 86.9% of total deposits. These core deposits are normally less volatile, often with customer relationships tied to other products offered by the Company, promoting long lasting relationships and stable funding

sources. Time open and certificates of deposit of \$100,000 and over totaled \$1.1 billion at June 30, 2012. These accounts are normally considered more volatile and higher costing and comprised 6.5% of total deposits at June 30, 2012.

Table of Contents

| (In thousands)           | June 30, 2012 | March 31, 2012 | December 31, 2011 |
|--------------------------|---------------|----------------|-------------------|
| Core deposit base:       |               |                |                   |
| Non-interest bearing     | \$5,637,373   | \$5,209,381    | \$5,377,549       |
| Interest checking        | 786,712       | 759,561        | 968,430           |
| Savings and money market | 8,196,378     | 8,278,722      | 7,965,511         |
| Total                    | \$14,620,463  | \$14,247,664   | \$14,311,490      |

Other important components of liquidity are the level of borrowings from third party sources and the availability of future credit. The Company's outside borrowings are mainly comprised of federal funds purchased, securities sold under agreements to repurchase, and advances from the FHLB, as follows:

| (In thousands)                                 | June 30, 2012 | March 31, 2012 | December 31, 2011 |
|--|---------------|----------------|-------------------|
| Borrowings:                                    |               |                |                   |
| Federal funds purchased                        | \$340,300     | \$110,845      | \$153,330         |
| Securities sold under agreements to repurchase | 965,445       | 1,012,143      | 1,102,751         |
| FHLB advances                                  | 103,777       | 104,005        | 104,302           |
| Other debt                                     | 7,515         | 7,515          | 7,515             |
| Total  | \$1,417,037   | \$1,234,508    | \$1,367,898       |

Federal funds purchased are unsecured overnight borrowings obtained mainly from upstream correspondent banks with which the Company maintains approved lines of credit. Securities sold under agreements to repurchase are secured by a portion of the Company's investment portfolio and are comprised of both non-insured customer funds totaling \$565.4 million, which generally mature overnight, and structured repurchase agreements of \$400.0 million. The structured repurchase agreements have variable rates and mature in 2013 and 2014. The Company also borrows on a secured basis through advances from the FHLB, which totaled \$103.8 million at June 30, 2012. These advances have fixed interest rates and most mature in 2017. Other outstanding long-term borrowings, totaling \$7.5 million, relate to the Company's private equity investment activity and mature later in 2012.

The Company pledges certain assets, including loans and investment securities, to both the Federal Reserve Bank and the FHLB as security to establish lines of credit and borrow from these entities. Based on the amount and type of collateral pledged, the FHLB establishes a collateral value from which the Company may draw advances against the collateral. Also, this collateral is used to enable the FHLB to issue letters of credit in favor of public fund depositors of the Company. The Federal Reserve Bank also establishes a collateral value of assets pledged to support borrowings from the discount window. The following table reflects the collateral value of assets pledged, borrowings, and letters of credit outstanding, in addition to the estimated future funding capacity available to the Company at June 30, 2012:

| (In thousands)                | June 30, 2012 |                 |             |
|-------------------------------|---------------|-----------------|-------------|
|                               | FHLB          | Federal Reserve | Total       |
| Collateral value pledged      | \$1,917,911   | \$1,422,480     | \$3,340,391 |
| Advances outstanding          | (103,777)     | —               | (103,777)   |
| Letters of credit issued      | (78,820)      | —               | (78,820)    |
| Available for future advances | \$1,735,314   | \$1,422,480     | \$3,157,794 |

In addition to those mentioned above, several other sources of liquidity are available. The Bank has strong issuer ratings from Standard & Poor's and Moody's of A and Aa2, respectively. Additionally, the Parent's sound commercial paper rating of P-1 from Moody's would help ensure the ready marketability of its commercial paper, should the need arise. No commercial paper has been issued or outstanding during the past ten years. The Company has no

subordinated debt or hybrid instruments which could affect future borrowing capacity. Because of its lack of significant long-term debt, the Company believes that it could generate additional liquidity through its Capital Markets Group from sources such as jumbo certificates of deposit or privately placed corporate debt. Financing may also include the issuance of common or preferred stock.

The cash flows from the operating, investing and financing activities of the Company resulted in a net decrease in cash and cash equivalents of \$6.9 million during the first six months of 2012, as reported in the consolidated statements of cash flows in this report. Operating activities, consisting mainly of net income adjusted for certain non-cash items, provided cash flow of \$203.4 million and has historically been a stable source of funds. Investing activities, which occur mainly in the loan and investment securities portfolios, used cash of \$213.0 million. These activities included a net increase in loans of \$218.9 million and \$1.5 billion in purchases of investment securities, offset by \$1.5 billion in sales, maturities and pay downs of investment securities.



Table of Contents

Financing activities provided cash of \$2.8 million, resulting mainly from net increases of \$58.4 million in deposit accounts and \$49.7 million in short-term federal funds purchased and securities sold under agreements to repurchase, which were partly offset by purchases of stock of \$71.7 million and cash dividends paid on common stock of \$40.7 million. Future short-term liquidity needs arising from daily operations are not expected to vary significantly, and the Company believes it will be able to meet these cash flow needs.

## Capital Management

The Company and its bank subsidiary maintain strong regulatory capital ratios, which exceed the well-capitalized guidelines under federal banking regulations. Information about the Company's risk-based capital is shown below:

| (Dollars in thousands)          | June 30, 2012 | December 31,<br>2011 | Minimum Ratios<br>for<br>Well-Capitalized<br>Banks |   |
|---------------------------------|---------------|----------------------|--|---|
| Risk-adjusted assets            | \$13,271,055  | \$13,115,261         |  |   |
| Tier I risk-based capital       | 1,964,129     | 1,928,690            |  |   |
| Total risk-based capital        | 2,140,823     | 2,103,401            |  |   |
| Tier I risk-based capital ratio | 14.80         | % 14.71              | % 6.00   | % |
| Total risk-based capital ratio  | 16.13         | % 16.04              | % 10.00  | % |
| Tier I leverage ratio           | 9.73          | % 9.55               | % 5.00   | % |

The Company maintains a treasury stock buyback program, and during the quarter ended June 30, 2012, the Company purchased 1,033,344 shares of stock at an average cost of \$38.76 per share. At June 30, 2012, 1,555,314 shares remained available for purchase under the current Board authorization. At a July 2012 meeting, the Board of Directors approved the purchase of additional shares, bringing the total shares authorized for future purchase to 3,000,000 shares.

The Company's common stock dividend policy reflects its earnings outlook, desired payout ratios, the need to maintain adequate capital levels, and alternative investment options. The Company paid a first quarter dividend of \$.230 per share in 2012, which was a 5.0% increase compared to the fourth quarter of 2011, and maintained the same payout in the second quarter of 2012.

## Commitments, Off-Balance Sheet Arrangements and Contingencies

In the normal course of business, various commitments and contingent liabilities arise which are not required to be recorded on the balance sheet. The most significant of these are loan commitments, which at June 30, 2012 totaled \$7.7 billion (including approximately \$3.6 billion in unused approved credit card lines). In addition, the Company enters into standby and commercial letters of credit. These contracts amounted to \$370.2 million and \$11.8 million, respectively, at June 30, 2012. As many commitments expire unused or only partially used, these totals do not necessarily reflect future cash requirements. The carrying value of the guarantee obligations associated with the standby letters of credit, which has been recorded as a liability on the balance sheet, amounted to \$5.7 million at June 30, 2012.

The Company regularly purchases various state tax credits arising from third-party property redevelopment. While most of the tax credits are resold to third parties, some are periodically retained for use by the Company. During the first six months of 2012, purchases and sales of tax credits amounted to \$26.6 million and \$8.8 million, respectively, and at June 30, 2012, outstanding purchase commitments totaled \$129.1 million.

At June 30, 2012, the Parent had additional funding commitments of \$1.3 million arising from directly-held investments in private equity concerns, classified as non-marketable securities in the accompanying balance sheets. In addition, the Parent expects to fund \$8.9 million to private equity subsidiaries over the next several years. Management does not anticipate any material losses arising from commitments and contingent liabilities and believes there are no material commitments to extend credit that represent risks of an unusual nature.

Table of Contents

## Segment Results

The table below is a summary of segment pre-tax income results for the first six months of 2012 and 2011.

| (Dollars in thousands)                             | Consumer   | Commercial | Wealth    | Segment<br>Totals | Other/<br>Elimination | Consolidated<br>Totals |
|--|------------|------------|-----------|-------------------|-----------------------|------------------------|
| Six Months Ended June 30, 2012                     |            |            |           |                   |                       |                        |
| Net interest income                                | \$137,654  | \$144,889  | \$19,465  | \$302,008         | \$22,834              | \$324,842              |
| Provision for loan losses                          | (18,460 )  | (288 )     | (552 )    | (19,300 )         | 5,920                 | (13,380 )              |
| Non-interest income                                | 55,447     | 87,838     | 53,376    | 196,661           | (1,262 )              | 195,399                |
| Investment securities gains, net                   | —          | —          | —         | —                 | 5,376                 | 5,376                  |
| Non-interest expense                               | (133,322 ) | (111,987 ) | (45,003 ) | (290,312 )        | (16,489 )             | (306,801 )             |
| Income before income taxes                         | \$41,319   | \$120,452  | \$27,286  | \$189,057         | \$16,379              | \$205,436              |
| Six Months Ended June 30, 2011                     |            |            |           |                   |                       |                        |
| Net interest income                                | \$142,530  | \$138,779  | \$19,237  | \$300,546         | \$25,137              | \$325,683              |
| Provision for loan losses                          | (25,332 )  | (8,497 )   | (28 )     | (33,857 )         | 5,880                 | (27,977 )              |
| Non-interest income                                | 66,807     | 79,455     | 51,415    | 197,677           | (427 )                | 197,250                |
| Investment securities gains, net                   | —          | —          | —         | —                 | 3,283                 | 3,283                  |
| Non-interest expense                               | (137,853 ) | (110,370 ) | (45,378 ) | (293,601 )        | (13,872 )             | (307,473 )             |
| Income before income taxes                         | \$46,152   | \$99,367   | \$25,246  | \$170,765         | \$20,001              | \$190,766              |
| Increase (decrease) in income before income taxes: |            |            |           |                   |                       |                        |
| Amount   | \$(4,833 ) | \$21,085   | \$2,040   | \$18,292          | \$(3,622 )            | \$14,670               |
| Percent  | (10.5 )    | %21.2      | %8.1      | %10.7             | %(18.1 )              | %7.7                   |

## Consumer

For the six months ended June 30, 2012, income before income taxes for the Consumer segment decreased \$4.8 million, or 10.5%, compared to the first six months of 2011. This decrease was mainly due to a decline of \$4.9 million, or 3.4%, in net interest income, coupled with a decline of \$11.4 million, or 17.0%, in non-interest income. These income reductions were partly offset by a decrease of \$6.9 million in the provision for loan losses and a \$4.5 million, or 3.3%, decrease in non-interest expense. Net interest income declined due to a \$5.1 million decrease in loan interest income and a \$5.3 million decrease in net allocated funding credits assigned to the Consumer segment's loan and deposit portfolios, partly offset by a decline of \$5.5 million in deposit interest expense. Non-interest income decreased mainly due to declines in bank card fee income (primarily in debit card fees). Non-interest expense declined from the same period in the previous year due to lower FDIC insurance expense, corporate management fees and bank card related expenses. The provision for loan losses totaled \$18.5 million, a \$6.9 million decrease from the first six months of 2011, which was due mainly to lower losses on consumer credit card loans, other consumer loans, and marine and RV loans.

## Commercial

For the six months ended June 30, 2012, income before income taxes for the Commercial segment increased \$21.1 million, or 21.2%, compared to the same period in the previous year, mainly due to a lower provision for loan losses and growth in net interest income and non-interest income. Net interest income increased \$6.1 million, or 4.4%, due to higher net allocated funding credits of \$11.2 million (related to higher average deposit balances), partly offset by a \$6.3 million decline in loan interest income. The provision for loan losses in this segment totaled \$288 thousand in the first six months of 2012, a decrease of \$8.2 million from the first six months of 2011. During 2012, net charge-offs on business loans declined \$6.7 million, partly due to recoveries of \$3.6 million on two non-performing loans in the current quarter. In addition, net charge-offs on construction loans decreased \$2.8 million. Non-interest income

increased by \$8.4 million, or 10.6%, over the previous year due to growth in capital market fees and bank card fees (mainly corporate card). Non-interest expense increased \$1.6 million, or 1.5%, over the previous year, mainly due to higher salaries expense and bank card related expenses, partly offset by lower FDIC insurance expense.

#### Wealth

Wealth segment pre-tax profitability for the six months ended June 30, 2012 increased \$2.0 million, or 8.1%, over the same period in the previous year. Net interest income increased \$228 thousand, or 1.2%, and was impacted by a \$895 thousand decline in deposit interest expense, offset by a \$369 thousand decrease in loan interest income. Non-interest income increased \$2.0 million, or 3.8%, over the prior year due to higher trust fees. Non-interest expense decreased \$375 thousand, or .8%, mainly due to lower fraud losses and legal and professional expenses, partly offset by higher salary costs.

## Table of Contents

The Other/Elimination category in the preceding table includes the activity of various support and overhead operating units of the Company, in addition to the investment securities portfolio and other items not allocated to the segments. In accordance with the Company's transfer pricing policies, the difference between the total provision and total net charge-offs is not allocated to a business segment, and is included in this category. The pre-tax profitability of this category was lower than in the previous period by \$3.6 million. This decrease was mainly due to higher unallocated non-interest expense of \$2.6 million, in addition to a \$2.3 million decline in net interest income in this category, related to earnings of the investment portfolio and interest expense on borrowings not allocated to a segment. These declines in profitability were partly offset by a \$2.1 million increase in unallocated securities gains.

## Regulatory Changes Affecting the Banking Industry

In July 2010, the Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank Act) was signed into law. The Dodd-Frank Act is sweeping legislation intended to overhaul regulation of the financial services industry. Among its many provisions are rules which establish a new council of "systemic risk" regulators, create a new consumer protection division within the Federal Reserve, empower the Federal Reserve to supervise the largest, most complex financial companies, allow the government to seize and liquidate failing financial companies, and give regulators new powers to oversee the derivatives market. The Dodd-Frank Act also mandated new rules on debit card interchange fees, as discussed further below.

Because the Company has maintained a strong balance sheet with solid amounts of capital and has not offered many of the complex financial products that were prevalent in the marketplace, there are a number of provisions within the Dodd-Frank Act, including higher capital standards and improved lending transparency, that management does not expect to negatively affect the Company's future results. New risk-based FDIC rules for insurance assessments have lowered costs for the Company. However, other provisions in the Dodd-Frank Act, such as limitations on debit card fees, have lowered revenues, and higher regulatory and compliance burdens are likely. The provisions of the Dodd-Frank Act are so extensive that implementation by regulators is still ongoing, and an assessment of its full effect on the Company is not possible at this time.

In June 2011, the Federal Reserve, as required by the Dodd-Frank Act, approved a final debit card interchange rule that significantly limits the amount of debit card interchange fees charged by banks. The new rule caps an issuer's base fee at 21 cents per transaction and allows additional fees to help cover fraud losses. The new pricing is a reduction of approximately 45% when compared to current market rates. The new rule also limits network exclusivity, requiring issuers to ensure that a debit card transaction can be carried on two unaffiliated networks: one signature-based and one PIN-based. The new rules apply to bank issuers with more than \$10 billion in assets and took effect October 1, 2011. As a result of this rule, the Company's debit card interchange fee revenue for the first six months of 2012 declined \$12.9 million, or 43.0%, compared to the same period in 2011.

## Impact of Recently Issued Accounting Standards

Fair Value Measurements In May 2011, the Financial Accounting Standards Board (FASB) issued ASU 2011-04, "Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs". The ASU contains guidance on the application of the highest and best use and valuation premise concepts, the measurement of fair values of instruments classified in shareholders' equity, the measurement of fair values of financial instruments that are managed within a portfolio, and the application of premiums and discounts in a fair value measurement. It also requires additional disclosures about fair value measurements, including information about the unobservable inputs used in fair value measurements within Level 3 of the fair value hierarchy, the sensitivity of recurring fair value measurements within Level 3 to changes in unobservable inputs and the interrelationships between those inputs, and the categorization by level of the fair value hierarchy for items that are not measured at fair value but for which the fair value is required to be disclosed. These amendments were applied prospectively, effective January

1, 2012, and their application did not have a significant effect on the Company's consolidated financial statements.

**Repurchase Agreements** In April 2011, the FASB issued ASU 2011-03, "Reconsideration of Effective Control for Repurchase Agreements". The guidance in the ASU is intended to improve the accounting for repurchase agreements and other similar agreements. Specifically, the ASU modifies the criteria for determining when these transactions would be recorded as a financing arrangement as opposed to a purchase or sale arrangement with a commitment to resell or repurchase. It removes from the assessment of effective control the criterion relating to the transferor's ability to repurchase or redeem financial assets on substantially the agreed terms, even in the event of default by the transferee. This new guidance was effective January 1, 2012, and the adoption of this guidance did not have a significant effect on the Company's consolidated financial statements.

**Other Comprehensive Income** In June 2011, the FASB issued ASU 2011-05, "Presentation of Comprehensive Income". The ASU increases the prominence of other comprehensive income in financial statements by requiring comprehensive income to be reported in either a single statement or in two consecutive statements which report both net income and other comprehensive

Table of Contents

income. It eliminates the option to report the components of other comprehensive income in the statement of changes in equity. The ASU was effective for periods beginning January 1, 2012 and required retrospective application. The ASU did not change the components of other comprehensive income, the timing of items reclassified to net income, or the net income basis for income per share calculations. The Company has chosen to present net income and other comprehensive income in two consecutive statements in the accompanying consolidated financial statements.

In December 2011, the FASB issued ASU 2011-12, "Deferral of the Effective Date for Amendments to the Presentation of Reclassifications of Items Out of Accumulated Other Comprehensive Income in Accounting Standards Update No. 2011-05". The amendments are being made to allow the FASB time to consider whether to present on the face of the financial statements the effects of reclassifications out of accumulated other comprehensive income on the components of net income and other comprehensive income for all periods presented. Until the FASB has reached a resolution, entities are required to report reclassifications out of accumulated other comprehensive income consistent with the presentation requirements in effect before Update 2011-05.

Goodwill In September 2011, the FASB issued ASU 2011-08, "Testing Goodwill for Impairment". The ASU allows an entity to first assess qualitative factors to determine whether it is necessary to perform the two-step quantitative goodwill impairment test. Previous guidance required, on an annual basis, testing goodwill for impairment by comparing the fair value of a reporting unit to its carrying amount (including goodwill). As a result of this amendment, an entity will not be required to calculate the fair value of a reporting unit unless the entity determines that it is more likely than not that its fair value is less than its carrying amount. The ASU was effective for annual and interim goodwill impairment tests performed for periods beginning January 1, 2012. The adoption of this guidance did not have a significant effect on the Company's consolidated financial statements.

Balance Sheet In December 2011, the FASB issued ASU 2011-11, "Disclosures about Offsetting Assets and Liabilities". The ASU is a joint requirement by the FASB and International Accounting Standards Board to enhance current disclosures and increase comparability of GAAP and International Financial Reporting Standards (IFRS) financial statements. Under the ASU, an entity will be required to disclose both gross and net information about instruments and transactions eligible for offset in the balance sheet, as well as instruments and transactions subject to an agreement similar to a master netting agreement. The scope of the ASU includes derivatives, sale and repurchase agreements, reverse sale and repurchase agreements, and securities borrowing and securities lending arrangements. The ASU is effective for annual and interim periods beginning January 1, 2013. Adoption of the ASU is not expected to have a significant effect on the Company's consolidated financial statements.

Table of Contents

## AVERAGE BALANCE SHEETS — AVERAGE RATES AND YIELDS

Three Months Ended June 30, 2012 and 2011

| (Dollars in thousands)                         | Second Quarter 2012 |                         |                        | Second Quarter 2011 |                         |                        |
|--|---------------------|-------------------------|------------------------|---------------------|-------------------------|------------------------|
|  | Average Balance     | Interest Income/Expense | Avg. Rates Earned/Paid | Average Balance     | Interest Income/Expense | Avg. Rates Earned/Paid |
| <b>ASSETS:</b>                                 |                     |                         |                        |                     |                         |                        |
| Loans:   |                     |                         |                        |                     |                         |                        |
| Business <sup>(A)</sup>                        | \$2,895,167         | \$ 25,796               | 3.58 %                 | \$2,959,012         | \$ 26,822               | 3.64 %                 |
| Real estate — construction and land            | 360,000             | 3,796                   | 4.24                   | 429,649             | 4,834                   | 4.51                   |
| Real estate — business                         | 2,205,561           | 25,844                  | 4.71                   | 2,100,726           | 25,887                  | 4.94                   |
| Real estate — personal                         | 1,475,930           | 16,358                  | 4.46                   | 1,440,747           | 17,480                  | 4.87                   |
| Consumer                                       | 1,134,838           | 16,170                  | 5.73                   | 1,112,315           | 17,539                  | 6.32                   |
| Revolving home equity                          | 449,416             | 4,660                   | 4.17                   | 468,380             | 4,951                   | 4.24                   |
| Consumer credit card                           | 712,708             | 21,038                  | 11.87                  | 743,317             | 20,633                  | 11.13                  |
| Overdrafts                                     | 5,663               | —                       | —                      | 6,654               | —                       | —                      |
| Total loans                                    | 9,239,283           | 113,662                 | 4.95                   | 9,260,800           | 118,146                 | 5.12                   |
| Loans held for sale                            | 9,053               | 88                      | 3.91                   | 52,390              | 309                     | 2.37                   |
| Investment securities:                         |                     |                         |                        |                     |                         |                        |
| U.S. government and federal agency             | 330,648             | 6,232                   | 7.58                   | 341,725             | 8,279                   | 9.72                   |
| Government-sponsored enterprise obligations    | 265,620             | 1,362                   | 2.06                   | 234,968             | 1,304                   | 2.23                   |
| State and municipal obligations <sup>(A)</sup> | 1,322,987           | 13,243                  | 4.03                   | 1,160,164           | 13,725                  | 4.75                   |
| Mortgage-backed securities                     | 4,010,276           | 28,835                  | 2.89                   | 3,057,929           | 27,666                  | 3.63                   |
| Asset-backed securities                        | 2,900,122           | 8,122                   | 1.13                   | 2,402,577           | 7,852                   | 1.31                   |
| Other marketable securities <sup>(A)</sup>     | 135,930             | 1,664                   | 4.92                   | 172,754             | 1,801                   | 4.18                   |
| Trading securities <sup>(A)</sup>              | 22,748              | 150                     | 2.65                   | 20,456              | 142                     | 2.78                   |
| Non-marketable securities <sup>(A)</sup>       | 122,651             | 2,624                   | 8.60                   | 105,015             | 1,635                   | 6.24                   |
| Total investment securities                    | 9,110,982           | 62,232                  | 2.75                   | 7,495,588           | 62,404                  | 3.34                   |
| Short-term federal funds sold and securities   |                     |                         |                        |                     |                         |                        |
| purchased under agreements to resell           | 22,139              | 29                      | .53                    | 16,513              | 22                      | .53                    |
| Long-term securities purchased                 |                     |                         |                        |                     |                         |                        |
| under agreements to resell                     | 850,000             | 4,582                   | 2.17                   | 803,846             | 3,165                   | 1.58                   |
| Interest earning deposits with banks           | 163,075             | 112                     | .28                    | 179,763             | 110                     | .25                    |
| Total interest earning assets                  | 19,394,532          | 180,705                 | 3.75                   | 17,808,900          | 184,156                 | 4.15                   |
| Allowance for loan losses                      | (180,917 )          |                         |                        | (192,967 )          |                         |                        |
| Unrealized gain on investment securities       | 242,765             |                         |                        | 147,071             |                         |                        |
| Cash and due from banks                        | 357,768             |                         |                        | 334,392             |                         |                        |
| Land, buildings and equipment, net             | 356,378             |                         |                        | 379,394             |                         |                        |
| Other assets                                   | 378,726             |                         |                        | 386,438             |                         |                        |
| Total assets                                   | \$20,549,252        |                         |                        | \$18,863,228        |                         |                        |
| <b>LIABILITIES AND EQUITY:</b>                 |                     |                         |                        |                     |                         |                        |
| Interest bearing deposits:                     |                     |                         |                        |                     |                         |                        |
| Savings  | \$584,196           | 175                     | .12                    | \$537,364           | 190                     | .14                    |
| Interest checking and money market             | 8,369,306           | 4,459                   | .21                    | 7,580,895           | 6,182                   | .33                    |
| Time open & C.D.'s of less than \$100,000      | 1,128,716           | 2,004                   | .71                    | 1,324,192           | 2,965                   | .90                    |



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|  |              |            |      |              |            |      |   |
|--|--------------|------------|------|--------------|------------|------|---|
| Time open & C.D.'s of \$100,000 and over                                     | 1,250,164    | 1,828      | .59  | 1,466,214    | 2,434      | .67  |   |
| Total interest bearing deposits  | 11,332,382   | 8,466      | .30  | 10,908,665   | 11,771     | .43  |   |
| Borrowings:  |              |            |      |              |            |      |   |
| Federal funds purchased and securities sold                                  |              |            |      |              |            |      |   |
| under agreements to repurchase   | 1,109,693    | 177        | .06  | 952,032      | 687        | .29  |   |
| Other borrowings   | 111,336      | 876        | 3.16 | 112,099      | 919        | 3.29 |   |
| Total borrowings   | 1,221,029    | 1,053      | .35  | 1,064,131    | 1,606      | .61  |   |
| Total interest bearing liabilities   | 12,553,411   | 9,519      | .30  | % 11,972,796 | 13,377     | .45  | % |
| Non-interest bearing deposits  | 5,404,687    |            |      | 4,570,721    |            |      |   |
| Other liabilities  | 367,763      |            |      | 208,606      |            |      |   |
| Equity   | 2,223,391    |            |      | 2,111,105    |            |      |   |
| Total liabilities and equity   | \$20,549,252 |            |      | \$18,863,228 |            |      |   |
| Net interest margin (T/E)  |              | \$ 171,186 |      |              | \$ 170,779 |      |   |
| Net yield on interest earning assets   |              |            | 3.55 | %            |            | 3.85 | % |
| (A) Stated on a tax equivalent basis using a federal income tax rate of 35%. |              |            |      |              |            |      |   |

Table of Contents

## AVERAGE BALANCE SHEETS — AVERAGE RATES AND YIELDS

Six Months Ended June 30, 2012 and 2011

| (Dollars in thousands)                         | Six Months 2012 |                         |                        | Six Months 2011 |                         |                        |
|--|-----------------|-------------------------|------------------------|-----------------|-------------------------|------------------------|
|  | Average Balance | Interest Income/Expense | Avg. Rates Earned/Paid | Average Balance | Interest Income/Expense | Avg. Rates Earned/Paid |
| <b>ASSETS:</b>                                 |                 |                         |                        |                 |                         |                        |
| Loans:   |                 |                         |                        |                 |                         |                        |
| Business <sup>(A)</sup>                        | \$2,894,570     | \$ 51,122               | 3.55 %                 | \$3,005,553     | \$ 54,287               | 3.64 %                 |
| Real estate — construction and land            | 370,242         | 7,898                   | 4.29                   | 440,532         | 9,835                   | 4.50                   |
| Real estate — business                         | 2,195,227       | 50,688                  | 4.64                   | 2,091,096       | 51,158                  | 4.93                   |
| Real estate — personal                         | 1,458,725       | 32,771                  | 4.52                   | 1,442,219       | 35,296                  | 4.94                   |
| Consumer                                       | 1,121,358       | 32,518                  | 5.83                   | 1,129,586       | 35,835                  | 6.40                   |
| Revolving home equity                          | 452,099         | 9,392                   | 4.18                   | 471,889         | 9,964                   | 4.26                   |
| Consumer credit card                           | 721,869         | 42,450                  | 11.83                  | 759,206         | 41,516                  | 11.03                  |
| Overdrafts                                     | 6,625           | —                       | —                      | 6,886           | —                       | —                      |
| Total loans                                    | 9,220,715       | 226,839                 | 4.95                   | 9,346,967       | 237,891                 | 5.13                   |
| Loans held for sale                            | 10,600          | 193                     | 3.66                   | 55,253          | 607                     | 2.22                   |
| Investment securities:                         |                 |                         |                        |                 |                         |                        |
| U.S. government and federal agency             | 329,377         | 7,932                   | 4.84                   | 387,934         | 12,391                  | 6.44                   |
| Government-sponsored enterprise obligations    | 274,557         | 2,778                   | 2.03                   | 221,989         | 2,369                   | 2.15                   |
| State and municipal obligations <sup>(A)</sup> | 1,293,145       | 26,339                  | 4.10                   | 1,136,583       | 26,437                  | 4.69                   |
| Mortgage-backed securities                     | 4,100,629       | 58,510                  | 2.87                   | 2,993,955       | 56,034                  | 3.77                   |
| Asset-backed securities                        | 2,831,009       | 16,118                  | 1.14                   | 2,362,169       | 16,122                  | 1.38                   |
| Other marketable securities <sup>(A)</sup>     | 149,273         | 3,324                   | 4.48                   | 174,298         | 4,364                   | 5.05                   |
| Trading securities <sup>(A)</sup>              | 27,688          | 389                     | 2.83                   | 19,740          | 277                     | 2.83                   |
| Non-marketable securities <sup>(A)</sup>       | 119,762         | 5,108                   | 8.58                   | 104,416         | 3,437                   | 6.64                   |
| Total investment securities                    | 9,125,440       | 120,498                 | 2.66                   | 7,401,084       | 121,431                 | 3.31                   |
| Short-term federal funds sold and securities   |                 |                         |                        |                 |                         |                        |
| purchased under agreements to resell           | 17,917          | 46                      | .52                    | 10,838          | 32                      | .60                    |
| Long-term securities purchased                 |                 |                         |                        |                 |                         |                        |
| under agreements to resell                     | 850,000         | 8,857                   | 2.10                   | 686,464         | 5,327                   | 1.56                   |
| Interest earning deposits with banks           | 125,497         | 167                     | .27                    | 163,220         | 200                     | .25                    |
| Total interest earning assets                  | 19,350,169      | 356,600                 | 3.71                   | 17,663,826      | 365,488                 | 4.17                   |
| Allowance for loan losses                      | (182,234 )      |                         |                        | (194,511 )      |                         |                        |
| Unrealized gain on investment securities       | 236,293         |                         |                        | 138,256         |                         |                        |
| Cash and due from banks                        | 362,332         |                         |                        | 340,449         |                         |                        |
| Land, buildings and equipment, net             | 358,595         |                         |                        | 382,098         |                         |                        |
| Other assets                                   | 382,827         |                         |                        | 378,102         |                         |                        |
| Total assets                                   | \$20,507,982    |                         |                        | \$18,708,220    |                         |                        |
| <b>LIABILITIES AND EQUITY:</b>                 |                 |                         |                        |                 |                         |                        |
| Interest bearing deposits:                     |                 |                         |                        |                 |                         |                        |
| Savings  | \$567,097       | 384                     | .14                    | \$518,977       | 365                     | .14                    |
| Interest checking and money market             | 8,340,520       | 9,331                   | .22                    | 7,490,282       | 12,907                  | .35                    |
| Time open & C.D.'s of less than \$100,000      | 1,142,299       | 4,110                   | .72                    | 1,374,893       | 6,708                   | .98                    |

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|  |              |            |      |              |            |      |   |
|--|--------------|------------|------|--------------|------------|------|---|
| Time open & C.D.'s of \$100,000 and over                                     | 1,347,208    | 3,739      | .56  | 1,449,979    | 5,107      | .71  |   |
| Total interest bearing deposits  | 11,397,124   | 17,564     | .31  | 10,834,131   | 25,087     | .47  |   |
| Borrowings:  |              |            |      |              |            |      |   |
| Federal funds purchased and securities sold                                  |              |            |      |              |            |      |   |
| under agreements to repurchase   | 1,198,469    | 402        | .07  | 987,213      | 1,309      | .27  |   |
| Other borrowings   | 111,568      | 1,782      | 3.21 | 112,239      | 1,834      | 3.30 |   |
| Total borrowings   | 1,310,037    | 2,184      | .34  | 1,099,452    | 3,143      | .58  |   |
| Total interest bearing liabilities   | 12,707,161   | 19,748     | .31  | % 11,933,583 | 28,230     | .48  | % |
| Non-interest bearing deposits  | 5,268,496    |            |      | 4,504,246    |            |      |   |
| Other liabilities  | 321,556      |            |      | 188,538      |            |      |   |
| Equity   | 2,210,769    |            |      | 2,081,853    |            |      |   |
| Total liabilities and equity   | \$20,507,982 |            |      | \$18,708,220 |            |      |   |
| Net interest margin (T/E)  |              | \$ 336,852 |      |              | \$ 337,258 |      |   |
| Net yield on interest earning assets   |              |            | 3.50 | %            |            | 3.85 | % |
| (A) Stated on a tax equivalent basis using a federal income tax rate of 35%. |              |            |      |              |            |      |   |

Table of Contents

## Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Interest rate risk management focuses on maintaining consistent growth in net interest income within Board-approved policy limits. The Company primarily uses earnings simulation models to analyze net interest sensitivity to movement in interest rates. The Company performs monthly simulations which model interest rate movements and risk in accordance with changes to its balance sheet composition. For further discussion of the Company's market risk, see the Interest Rate Sensitivity section of Management's Discussion and Analysis of Financial Condition and Results of Operations included in the Company's 2011 Annual Report on Form 10-K.

The table below shows the effect that gradual rising interest rates over a twelve month period would have on the Company's net interest income given a static balance sheet.

| (Dollars in millions)   | June 30, 2012                                |                                       | March 31, 2012                               |  | December 31, 2011                            |                                       |
|-------------------------|--|---------------------------------------|--|--|--|---------------------------------------|
|                         | \$ Change<br>in<br>Net<br>Interest<br>Income | % Change in<br>Net Interest<br>Income | \$ Change<br>in<br>Net<br>Interest<br>Income | % Change<br>in<br>Net Interest<br>Income | \$ Change<br>in<br>Net<br>Interest<br>Income | % Change in<br>Net Interest<br>Income |
| 300 basis points rising | \$4.1  | .67                                   | \$5.4  | .88                                      | (\$2.0)                                      | (.32)%                                |
| 200 basis points rising | 6.9  | 1.15                                  | 7.7  | 1.25                                     | 2.2  | .34                                   |
| 100 basis points rising | 7.3  | 1.21                                  | 6.3  | 1.03                                     | 3.5  | .56                                   |

Under the above scenarios at June 30, 2012, a gradual increase in interest rates of 100 basis points is expected to increase net interest income from our base calculation by \$7.3 million, or 1.2%, and a rise of 200 basis points is expected to increase net interest income by \$6.9 million, or 1.2%. Under a 300 basis points rising rate scenario, net interest income would increase by \$4.1 million, or .7%. Due to the already low interest rate environment, the Company did not model falling rate scenarios. The change in net interest income from the base calculation at June 30, 2012 for the three scenarios shown differed only slightly from projections made at March 31, 2012 and reflected both a flatter yield curve occurring in the second quarter coupled with a slightly different balance sheet mix of interest earning assets and interest bearing liabilities.

The Company believes that its approach to interest rate risk has appropriately considered its susceptibility to both rising and falling rates and has adopted strategies which minimized impacts to overall interest rate risk.

## Item 4. CONTROLS AND PROCEDURES

An evaluation was performed under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended) as of June 30, 2012. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective. There were no changes in the Company's internal control over financial reporting that occurred during the last fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.



Table of Contents

## PART II: OTHER INFORMATION

## Item 1. LEGAL PROCEEDINGS

The information required by this item is set forth in Part I, Item 1 under Note 14, Subsequent Events.

## Item 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The following table sets forth information about the Company's purchases of its \$5 par value common stock, its only class of stock registered pursuant to Section 12 of the Securities Exchange Act of 1934, as amended.

| Period             | Total Number of Shares Purchased | Average Price Paid per Share | Total Number of Shares Purchased as part of Publicly Announced Program | Maximum Number that May Yet Be Purchased Under the Program |
|--------------------|----------------------------------|------------------------------|--|--|
| April 1 — 30, 2012 | 169,521                          | \$40.03                      | 169,521  | 2,019,137  |
| May 1 — 31, 2012   | 555,043                          | \$39.13                      | 555,043  | 1,464,094  |
| June 1 — 30, 2012  | 308,780                          | \$37.40                      | 308,780  | 1,555,314  |
| Total              | 1,033,344                        | \$38.76                      | 1,033,344  | 1,555,314  |

In November 2011, the Board of Directors approved the purchase of up to 3,000,000 shares of the Company's common stock. At June 30, 2012, 1,555,314 shares remained available to be purchased under that authorization. At a July 2012 meeting of the Board of Directors, the purchase of additional shares was approved, bringing the total shares authorized for future purchase to 3,000,000 shares.

## Item 6. EXHIBITS

See Index to Exhibits

Table of Contents

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

COMMERCE BANCSHARES, INC.

By /s/ JAMES L. SWARTS  
James L. Swarts  
Vice President & Secretary

Date: August 6, 2012

By /s/ JEFFERY D. ABERDEEN  
Jeffery D. Aberdeen  
Controller  
(Chief Accounting Officer)

Date: August 6, 2012

Table of Contents

INDEX TO EXHIBITS

31.1 — Certification of CEO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

31.2 — Certification of CFO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

32 — Certifications of CEO and CFO pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

101 — Interactive data files pursuant to Rule 405 of Regulation S-T: (i) the Consolidated Balance Sheets, (ii) the Consolidated Statements of Income, (iii) the Consolidated Statements of Comprehensive Income, (iv) the Consolidated Statements of Changes in Equity, (v) the Consolidated Statements of Cash Flows and (vi) the Notes to Consolidated Financial Statements, tagged as blocks of text and in detail