

COMMERCE BANCSHARES INC /MO/  
Form 10-Q  
August 06, 2018  
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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, 2018

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, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one):

|   |                                |                                |                                  |                                  |
|---|--------------------------------|--------------------------------|----------------------------------|----------------------------------|
| Large accelerated                         | Accelerated                    | Non-accelerated                | Smaller reporting                | Emerging growth                  |
| filer <input checked="" type="checkbox"/> | filer <input type="checkbox"/> | filer <input type="checkbox"/> | company <input type="checkbox"/> | company <input type="checkbox"/> |

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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 August 1, 2018, the registrant had outstanding 106,616,850 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

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## PART I: FINANCIAL INFORMATION

## Item 1. FINANCIAL STATEMENTS

Commerce Bancshares, Inc. and Subsidiaries  
CONSOLIDATED BALANCE SHEETS

|  | June 30, 2018  | December 31,<br>2017 |
|--|----------------|----------------------|
|  | (Unaudited)    |                      |
|  | (In thousands) |                      |
| <b>ASSETS</b>  |                |                      |
| Loans  | \$ 13,954,111  | \$ 13,983,674        |
| Allowance for loan losses  | (159,532 )     | (159,532 )           |
| Net loans  | 13,794,579     | 13,824,142           |
| Loans held for sale (including \$10,750,000 and \$15,327,000 of residential mortgage loans carried at fair value at June 30, 2018 and December 31, 2017, respectively) | 20,352         | 21,398               |
| Investment securities:   |                |                      |
| Available for sale debt (\$557,698,000 and \$662,515,000 pledged at June 30, 2018 and December 31, 2017, respectively, to secure swap and repurchase agreements)       | 8,412,376      | 8,725,442            |
| Trading debt   | 31,156         | 18,269               |
| Equity   | 4,444          | 50,591               |
| Other  | 112,309        | 99,005               |
| Total investment securities  | 8,560,285      | 8,893,307            |
| Federal funds sold and short-term securities purchased under agreements to resell  | 31,500         | 42,775               |
| Long-term securities purchased under agreements to resell  | 700,000        | 700,000              |
| Interest earning deposits with banks   | 114,947        | 30,631               |
| Cash and due from banks  | 386,339        | 438,439              |
| Land, buildings and equipment, net   | 331,782        | 335,110              |
| Goodwill   | 138,921        | 138,921              |
| Other intangible assets, net   | 8,083          | 7,618                |
| Other assets   | 437,954        | 401,074              |
| Total assets   | \$24,524,742   | \$24,833,415         |
| <b>LIABILITIES AND EQUITY</b>  |                |                      |
| Deposits:  |                |                      |
| Non-interest bearing   | \$6,876,756    | \$7,158,962          |
| Savings, interest checking and money market  | 11,761,832     | 11,499,620           |
| Time open and C.D.'s of less than \$100,000  | 603,629        | 634,646              |
| Time open and C.D.'s of \$100,000 and over   | 1,079,340      | 1,132,218            |
| Total deposits   | 20,321,557     | 20,425,446           |
| Federal funds purchased and securities sold under agreements to repurchase   | 1,166,759      | 1,507,138            |
| Other borrowings   | 9,291          | 1,758                |
| Other liabilities  | 255,752        | 180,889              |
| Total liabilities  | 21,753,359     | 22,115,231           |
| Commerce Bancshares, Inc. stockholders' equity:  |                |                      |
| Preferred stock, \$1 par value   |                |                      |
| Authorized 2,000,000 shares; issued 6,000 shares   | 144,784        | 144,784              |
| Common stock, \$5 par value  |                |                      |
| Authorized 120,000,000 shares;   |                |                      |
| issued 107,081,397 shares  | 535,407        | 535,407              |

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|   |              |              |
|---|--------------|--------------|
| Capital surplus   | 1,804,057    | 1,815,360    |
| Retained earnings   | 408,374      | 221,374      |
| Treasury stock of 275,577 shares at June 30, 2018<br>and 276,968 shares at December 31, 2017, at cost | (15,854 )    | (14,473 )    |
| Accumulated other comprehensive income (loss)   | (108,781 )   | 14,108       |
| Total Commerce Bancshares, Inc. stockholders' equity  | 2,767,987    | 2,716,560    |
| Non-controlling interest  | 3,396        | 1,624        |
| Total equity  | 2,771,383    | 2,718,184    |
| Total liabilities and equity  | \$24,524,742 | \$24,833,415 |

See accompanying notes to consolidated financial statements.

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CONSOLIDATED STATEMENTS OF INCOME

|   | For the Three     |                   | For the Six Months |                   |
|---|-------------------|-------------------|--------------------|-------------------|
|   | Months Ended June | Months Ended June | Months Ended June  | Months Ended June |
|   | 30                | 30                | 30                 | 30                |
| (In thousands, except per share data)   | 2018              | 2017              | 2018               | 2017              |
|   | (Unaudited)       |                   |                    |                   |
| <b>INTEREST INCOME</b>  |                   |                   |                    |                   |
| Interest and fees on loans  | \$ 154,135        | \$ 134,273        | \$ 301,150         | \$ 262,596        |
| Interest and fees on loans held for sale  | 372               | 263               | 676                | 459               |
| Interest on investment securities   | 65,564            | 54,975            | 118,806            | 110,240           |
| Interest on federal funds sold and short-term securities purchased under agreements to resell | 177               | 37                | 357                | 60                |
| Interest on long-term securities purchased under agreements to resell                         | 3,785             | 3,684             | 7,899              | 7,477             |
| Interest on deposits with banks   | 1,590             | 362               | 2,730              | 759               |
| Total interest income   | 225,623           | 193,594           | 431,618            | 381,591           |
| <b>INTEREST EXPENSE</b>   |                   |                   |                    |                   |
| Interest on deposits:   |                   |                   |                    |                   |
| Savings, interest checking and money market   | 6,519             | 4,342             | 12,108             | 8,232             |
| Time open and C.D.'s of less than \$100,000   | 694               | 674               | 1,356              | 1,318             |
| Time open and C.D.'s of \$100,000 and over  | 3,483             | 2,822             | 6,322              | 5,585             |
| Interest on federal funds purchased and securities sold under agreements to repurchase        | 3,956             | 2,038             | 7,957              | 3,577             |
| Interest on other borrowings  | 12                | 911               | 24                 | 1,799             |
| Total interest expense  | 14,664            | 10,787            | 27,767             | 20,511            |
| Net interest income   | 210,959           | 182,807           | 403,851            | 361,080           |
| Provision for loan losses   | 10,043            | 10,758            | 20,439             | 21,886            |
| Net interest income after provision for loan losses   | 200,916           | 172,049           | 383,412            | 339,194           |
| <b>NON-INTEREST INCOME</b>  |                   |                   |                    |                   |
| Bank card transaction fees  | 43,215            | 37,295            | 84,668             | 73,046            |
| Trust fees  | 37,036            | 33,120            | 73,098             | 65,134            |
| Deposit account charges and other fees  | 23,893            | 22,861            | 46,875             | 44,803            |
| Capital market fees   | 1,992             | 2,156             | 4,283              | 4,498             |
| Consumer brokerage services   | 3,971             | 3,726             | 7,739              | 7,375             |
| Loan fees and sales   | 3,229             | 4,091             | 6,091              | 7,259             |
| Other   | 11,514            | 12,131            | 21,786             | 22,878            |
| Total non-interest income   | 124,850           | 115,380           | 244,540            | 224,993           |
| INVESTMENT SECURITIES GAINS (LOSSES), NET   | (3,075)           | )1,651            | 2,335              | 879               |
| <b>NON-INTEREST EXPENSE</b>   |                   |                   |                    |                   |
| Salaries and employee benefits  | 115,589           | 108,829           | 231,483            | 221,198           |
| Net occupancy   | 11,118            | 11,430            | 22,702             | 22,873            |
| Equipment   | 4,594             | 4,776             | 9,025              | 9,385             |
| Supplies and communication  | 5,126             | 5,446             | 10,439             | 11,155            |
| Data processing and software  | 21,016            | 20,035            | 41,706             | 39,940            |
| Marketing   | 5,142             | 4,488             | 9,947              | 7,712             |
| Deposit insurance   | 3,126             | 3,592             | 6,583              | 7,063             |
| Community service   | 656               | 2,916             | 1,385              | 5,860             |
| Other   | 15,493            | 15,378            | 30,867             | 31,081            |
| Total non-interest expense  | 181,860           | 176,890           | 364,137            | 356,267           |

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|  |           |          |           |           |
|--|-----------|----------|-----------|-----------|
| Income before income taxes                           | 140,831   | 112,190  | 266,150   | 208,799   |
| Less income taxes                                    | 29,507    | 33,201   | 52,765    | 58,108    |
| Net income   | 111,324   | 78,989   | 213,385   | 150,691   |
| Less non-controlling interest expense                | 994       | 29       | 2,071     | 227       |
| Net income attributable to Commerce Bancshares, Inc. | 110,330   | 78,960   | 211,314   | 150,464   |
| Less preferred stock dividends                       | 2,250     | 2,250    | 4,500     | 4,500     |
| Net income available to common shareholders          | \$108,080 | \$76,710 | \$206,814 | \$145,964 |
| Net income per common share — basic                  | \$1.02    | \$.71    | \$1.94    | \$1.36    |
| Net income per common share — diluted                | \$1.01    | \$.71    | \$1.93    | \$1.36    |

See accompanying notes to consolidated financial statements.

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Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| (In thousands)  | For the Three<br>Months Ended<br>June 30 |           | For the Six Months<br>Ended June 30 |            |
|---|--|-----------|-------------------------------------|------------|
|   | 2018                                     | 2017      | 2018                                | 2017       |
|   | (Unaudited)                              |           |                                     |            |
| Net income  | \$ 111,324                               | \$ 78,989 | \$ 213,385                          | \$ 150,691 |
| Other comprehensive income (loss):  |  |           |                                     |            |
| Net unrealized gains (losses) on securities for which a portion of an other-than-temporary impairment has been recorded in earnings | (123                                     | )76       | (78                                 | )171       |
| Net unrealized gains (losses) on other securities   | (19,489                                  | )11,241   | (93,210                             | )30,243    |
| Pension loss amortization   | 394                                      | 341       | 787                                 | 681        |
| Other comprehensive income (loss)   | (19,218                                  | )11,658   | (92,501                             | )31,095    |
| Comprehensive income  | 92,106                                   | 90,647    | 120,884                             | 181,786    |
| Less non-controlling interest expense   | 994                                      | 29        | 2,071                               | 227        |
| Comprehensive income attributable to Commerce Bancshares, Inc.  | \$91,112                                 | \$90,618  | \$118,813                           | \$181,559  |
| See accompanying notes to consolidated financial statements.  |  |           |                                     |            |



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Commerce Bancshares, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

Commerce Bancshares, Inc. Shareholders

| (In thousands, except per share data)                           | Preferred Stock | Common Stock | Capital Surplus | Retained Earnings | Treasury Stock | Accumulated Other Comprehensive Income (Loss) | Non-Controlling Interest | Total        |
|---|-----------------|--------------|-----------------|-------------------|----------------|---|--------------------------|--------------|
|   | (Unaudited)     |              |                 |                   |                |   |                          |              |
| Balance December 31, 2017                                       | \$ 144,784      | \$ 535,407   | \$ 1,815,360    | \$ 221,374        | \$ (14,473)    | \$ 14,108                                     | \$ 1,624                 | \$ 2,718,184 |
| Adoption of ASU 2018-02   |                 |              |                 | (2,932 )          |                | 2,932   |                          | —            |
| Adoption of ASU 2016-01   |                 |              |                 | 33,320            |                | (33,320 )                                     |                          | —            |
| Net income  |                 |              |                 | 211,314           |                |   | 2,071                    | 213,385      |
| Other comprehensive income (loss)                               |                 |              |                 |                   |                | (92,501 )                                     |                          | (92,501 )    |
| Distributions to non-controlling interest                       |                 |              |                 |                   |                |   | (299 )                   | (299 )       |
| Purchases of treasury stock                                     |                 |              |                 |                   | (19,069 )      |   |                          | (19,069 )    |
| Issuance of stock under purchase and equity compensation plans  |                 |              | (17,697 )       |                   | 17,688         |   |                          | (9 )         |
| Stock-based compensation  |                 |              | 6,394           |                   |                |   |                          | 6,394        |
| Cash dividends on common stock (\$.470 per share)               |                 |              |                 | (50,202 )         |                |   |                          | (50,202 )    |
| Cash dividends on preferred stock (\$.750 per depository share) |                 |              |                 | (4,500 )          |                |   |                          | (4,500 )     |
| Balance June 30, 2018   | \$ 144,784      | \$ 535,407   | \$ 1,804,057    | \$ 408,374        | \$ (15,854)    | \$ (108,781 )                                 | \$ 3,396                 | \$ 2,771,383 |
| Balance December 31, 2016                                       | \$ 144,784      | \$ 510,015   | \$ 1,552,454    | \$ 292,849        | \$ (15,294)    | \$ 10,975                                     | \$ 5,349                 | \$ 2,501,132 |
| Adoption of ASU 2016-09   |                 |              | 3,441           | (2,144 )          |                |   |                          | 1,297        |
| Net income  |                 |              |                 | 150,464           |                |   | 227                      | 150,691      |
| Other comprehensive income                                      |                 |              |                 |                   |                | 31,095  |                          | 31,095       |
| Distributions to non-controlling interest                       |                 |              |                 |                   |                |   | (1,252 )                 | (1,252 )     |
| Purchases of treasury stock                                     |                 |              |                 |                   | (10,628 )      |   |                          | (10,628 )    |
| Issuance of stock under purchase and equity compensation plans  |                 |              | (15,556 )       |                   | 15,549         |   |                          | (7 )         |
|   |                 |              | 6,195           |                   |                |   |                          | 6,195        |

|   |            |           |             |           |            |           |          |             |
|---|------------|-----------|-------------|-----------|------------|-----------|----------|-------------|
| Stock-based compensation  |            |           |             |           |            |           |          |             |
| Cash dividends on common stock (\$.429 per share)               |            |           |             | (45,816 ) |            |           |          | (45,816 )   |
| Cash dividends on preferred stock (\$.750 per depositary share) |            |           |             | (4,500 )  |            |           |          | (4,500 )    |
| Balance June 30, 2017   | \$ 144,784 | \$510,015 | \$1,546,534 | \$390,853 | \$(10,373) | \$ 42,070 | \$ 4,324 | \$2,628,207 |
| See accompanying notes to consolidated financial statements.    |            |           |             |           |            |           |          |             |

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CONSOLIDATED STATEMENTS OF CASH FLOWS

| (In thousands)  | For the Six Months<br>Ended June 30 |            |
|---|-------------------------------------|------------|
|   | 2018                                | 2017       |
|   | (Unaudited)                         |            |
| <b>OPERATING ACTIVITIES:</b>  |                                     |            |
| Net income  | \$213,385                           | \$150,691  |
| Adjustments to reconcile net income to net cash provided by operating activities:                     |                                     |            |
| Provision for loan losses   | 20,439                              | 21,886     |
| Provision for depreciation and amortization   | 19,180                              | 19,890     |
| Amortization of investment security premiums, net   | 11,679                              | 17,827     |
| Investment securities gains, net (A)  | (2,335 )                            | (879 )     |
| Net gains on sales of loans held for sale   | (2,671 )                            | (3,547 )   |
| Originations of loans held for sale   | (89,183 )                           | (96,943 )  |
| Proceeds from sales of loans held for sale  | 91,671                              | 92,423     |
| Net (increase) decrease in trading debt securities  | (23,843 )                           | 6,097      |
| Stock-based compensation  | 6,394                               | 6,195      |
| Increase in interest receivable   | (1,717 )                            | (428 )     |
| Decrease in interest payable  | (601 )                              | (692 )     |
| Increase in income taxes payable  | 25,721                              | 1,483      |
| Other changes, net  | 19,958                              | (6,939 )   |
| Net cash provided by operating activities   | 288,077                             | 207,064    |
| <b>INVESTING ACTIVITIES:</b>  |                                     |            |
| Proceeds from sales of investment securities (A)  | 192,522                             | 6,552      |
| Proceeds from maturities/pay downs of investment securities (A)                                       | 812,970                             | 910,411    |
| Purchases of investment securities (A)  | (748,707 )                          | (625,931 ) |
| Net (increase) decrease in loans  | 7,978                               | (234,405 ) |
| Repayments of long-term securities purchased under agreements to resell                               | —                                   | 100,000    |
| Purchases of land, buildings and equipment  | (13,525 )                           | (14,117 )  |
| Sales of land, buildings and equipment  | 1,667                               | 2,527      |
| Net cash provided by investing activities   | 252,905                             | 145,037    |
| <b>FINANCING ACTIVITIES:</b>  |                                     |            |
| Net increase (decrease) in non-interest bearing, savings, interest checking and money market deposits | (27,222 )                           | 77,562     |
| Net decrease in time open and C.D.'s  | (83,895 )                           | (157,367 ) |
| Net decrease in federal funds purchased and securities sold under agreements to repurchase            | (340,379 )                          | (467,461 ) |
| Repayment of long-term borrowings   | (149 )                              | (146 )     |
| Net increase in short-term borrowings   | 7,682                               | —          |
| Purchases of treasury stock   | (19,069 )                           | (10,628 )  |
| Issuance of stock under equity compensation plans   | (9 )                                | (7 )       |
| Cash dividends paid on common stock   | (50,202 )                           | (45,816 )  |
| Cash dividends paid on preferred stock  | (4,500 )                            | (4,500 )   |
| Net cash used in financing activities   | (517,743 )                          | (608,363 ) |
| Increase (decrease) in cash, cash equivalents and restricted cash                                     | 23,239                              | (256,262 ) |
| Cash, cash equivalents and restricted cash at beginning of year                                       | 524,352                             | 801,641    |
| Cash, cash equivalents and restricted cash at June 30   | \$547,591                           | \$545,379  |
| (A) Available for sale debt securities, equity securities and other securities                        |                                     |            |
| Income tax payments, net  | \$24,969                            | \$54,621   |

|  |          |          |
|--|----------|----------|
| Interest paid on deposits and borrowings                     | \$28,368 | \$21,203 |
| Loans transferred to foreclosed real estate                  | \$1,044  | \$461    |
| See accompanying notes to consolidated financial statements. |          |          |

Restricted cash is comprised of cash collateral posted by the Company to secure interest rate swap agreements. This balance is included in other assets in the consolidated balance sheets and totaled \$14.8 million and \$14.3 million at June 30, 2018 and 2017, respectively.

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Commerce Bancshares, Inc. and Subsidiaries

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2018 (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 by an independent registered public accounting firm, but 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. All significant intercompany accounts and transactions have been eliminated. Certain reclassifications were made to 2017 data to conform to current year presentation. In preparing the consolidated financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and revenues and expenses for the period. Actual results could differ significantly from those estimates. Management has evaluated subsequent events for potential recognition or disclosure. The results of operations for the three and six month periods ended June 30, 2018 are not necessarily indicative of results to be attained for the full year or any other interim period.

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States (GAAP) for interim financial information and with the instructions to Form 10-Q adopted by the Securities and Exchange Commission. Accordingly, the financial statements do not include all of the information and footnotes required by GAAP for complete financial statements and should be read in conjunction with the Company's most recent Annual Report on Form 10-K, containing the latest audited consolidated financial statements and notes thereto.

These financial statements reflect the adoption of several FASB Accounting Standards Updates (ASUs) on January 1, 2018. In some cases, the adoption of these ASUs resulted in changes to former accounting policies as described in Note 1 to the financial statements in the 2017 Annual Report on Form 10-K. The ASUs which affected the Company's 2018 financial statements include:

• ASU 2014-09, Revenue from Contracts with Customers, which is discussed further in Note 13.

• ASU 2016-01, Recognition and Measurement of Financial Assets and Financial Liabilities, which is discussed further in Note 3 - Investment Securities, Note 8 - Accumulated Other Comprehensive Income, and Note 15 - Fair Value of Financial Instruments.

• ASU 2016-18, Restricted Cash, which requires that the beginning and end of period amounts shown on the statement of cash flows include not only cash and cash equivalents, but also restricted cash and restricted cash equivalents, as considered such by the reporting entity.

• ASU 2017-07, Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost, which is discussed further in Note 6 - Pension.

• ASU 2018-02, Reclassification for Certain Tax Effects from Accumulated Other Comprehensive Income, which is discussed further in Note 8 - Accumulated Other Comprehensive Income.



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## 2. Loans and Allowance for Loan Losses

Major classifications within the Company's held for investment loan portfolio at June 30, 2018 and December 31, 2017 are as follows:

| (In thousands)                      | June 30,<br>2018 | December 31,<br>2017 |
|-------------------------------------|------------------|----------------------|
| Commercial:                         |                  |                      |
| Business                            | \$4,990,298      | \$4,958,554          |
| Real estate – construction and land | 967,151          | 968,820              |
| Real estate – business              | 2,727,580        | 2,697,452            |
| Personal Banking:                   |                  |                      |
| Real estate – personal              | 2,102,586        | 2,062,787            |
| Consumer                            | 2,012,644        | 2,104,487            |
| Revolving home equity               | 374,557          | 400,587              |
| Consumer credit card                | 775,214          | 783,864              |
| Overdrafts                          | 4,081            | 7,123                |
| Total loans                         | \$13,954,111     | \$13,983,674         |

At June 30, 2018, loans of \$3.7 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 \$1.7 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, 2018 and 2017, respectively, follows:

| (In thousands)                    | For the Three Months<br>Ended June 30 |                     |           | For the Six Months Ended<br>June 30 |                     |           |
|-----------------------------------|---------------------------------------|---------------------|-----------|-------------------------------------|---------------------|-----------|
|                                   | Commercial                            | Personal<br>Banking | Total     | Commercial                          | Personal<br>Banking | Total     |
| Balance at beginning of period    | \$93,065                              | \$66,467            | \$159,532 | \$93,704                            | \$65,828            | \$159,532 |
| Provision                         | 485                                   | 9,558               | 10,043    | (409)                               | 20,848              | 20,439    |
| Deductions:                       |                                       |                     |           |                                     |                     |           |
| Loans charged off                 | 362                                   | 13,323              | 13,685    | 728                                 | 26,688              | 27,416    |
| Less recoveries on loans          | 663                                   | 2,979               | 3,642     | 1,284                               | 5,693               | 6,977     |
| Net loan charge-offs (recoveries) | (301)                                 | 10,344              | 10,043    | (556)                               | 20,995              | 20,439    |
| Balance June 30, 2018             | \$93,851                              | \$65,681            | \$159,532 | \$93,851                            | \$65,681            | \$159,532 |
| Balance at beginning of period    | \$92,951                              | \$64,881            | \$157,832 | \$91,361                            | \$64,571            | \$155,932 |
| Provision                         | (111)                                 | 10,869              | 10,758    | 1,002                               | 20,884              | 21,886    |
| Deductions:                       |                                       |                     |           |                                     |                     |           |
|                                   | 531                                   | 13,415              | 13,946    | 1,077                               | 25,745              | 26,822    |

|                                   |          |          |           |          |          |           |
|-----------------------------------|----------|----------|-----------|----------|----------|-----------|
| Loans charged off                 |          |          |           |          |          |           |
| Less recoveries on loans          | 430      | 2,758    | 3,188     | 1,453    | 5,383    | 6,836     |
| Net loan charge-offs (recoveries) | 101      | 10,657   | 10,758    | (376     | )20,362  | 19,986    |
| Balance June 30, 2017             | \$92,739 | \$65,093 | \$157,832 | \$92,739 | \$65,093 | \$157,832 |



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The following table shows the balance in the allowance for loan losses and the related loan balance at June 30, 2018 and December 31, 2017, disaggregated on the basis of impairment methodology. Impaired loans evaluated under Accounting Standards Codification (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<br>for Loan<br>Losses | Loans<br>Outstanding | Allowance<br>for Loan<br>Losses | Loans<br>Outstanding |
| June 30, 2018     |                                 |                      |                                 |                      |
| Commercial        | \$2,631                         | \$ 90,724            | \$91,220                        | \$8,594,305          |
| Personal Banking  | 919                             | 18,172               | 64,762                          | 5,250,910            |
| Total             | \$3,550                         | \$ 108,896           | \$ 155,982                      | \$13,845,215         |
| December 31, 2017 |                                 |                      |                                 |                      |
| Commercial        | \$3,067                         | \$ 92,613            | \$90,637                        | \$8,532,213          |
| Personal Banking  | 1,176                           | 22,182               | 64,652                          | 5,336,666            |
| Total             | \$4,243                         | \$ 114,795           | \$ 155,289                      | \$13,868,879         |

## Impaired loans

The table below shows the Company's investment in impaired loans at June 30, 2018 and December 31, 2017. These loans consist of all loans on non-accrual status and other restructured loans whose terms have been modified and classified as troubled debt restructurings. 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. They are discussed further in the "Troubled debt restructurings" section on page 15.

| (In thousands)                | June 30,<br>2018 | Dec. 31,<br>2017 |
|-------------------------------|------------------|------------------|
| Non-accrual loans             | \$9,472          | \$11,983         |
| Restructured loans (accruing) | 99,424           | 102,812          |
| Total impaired loans          | \$108,896        | \$114,795        |

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The following table provides additional information about impaired loans held by the Company at June 30, 2018 and December 31, 2017, 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, 2018                       |                        |                                |                      |
| With no related allowance recorded: |                        |                                |                      |
| Business                            | \$ 4,946               | \$ 8,936                       | \$ —                 |
| Real estate – business              | 1,210                  | 1,300                          | —                    |
|                                     | \$ 6,156               | \$ 10,236                      | \$ —                 |
| With an allowance recorded:         |                        |                                |                      |
| Business                            | \$ 70,871              | \$ 71,157                      | \$ 2,090             |
| Real estate – construction and land | 1,342                  | 1,346                          | 39                   |
| Real estate – business              | 12,355                 | 12,928                         | 502                  |
| Real estate – personal              | 5,707                  | 8,134                          | 295                  |
| Consumer                            | 5,464                  | 5,464                          | 52                   |
| Revolving home equity               | 114                    | 114                            | 11                   |
| Consumer credit card                | 6,887                  | 6,887                          | 561                  |
|                                     | \$ 102,740             | \$ 106,030                     | \$ 3,550             |
| Total                               | \$ 108,896             | \$ 116,266                     | \$ 3,550             |
| December 31, 2017                   |                        |                                |                      |
| With no related allowance recorded: |                        |                                |                      |
| Business                            | \$ 5,356               | \$ 9,000                       | \$ —                 |
| Real estate – business              | 1,299                  | 1,303                          | —                    |
| Consumer                            | 779                    | 817                            | —                    |
|                                     | \$ 7,434               | \$ 11,120                      | \$ —                 |
| With an allowance recorded:         |                        |                                |                      |
| Business                            | \$ 72,589              | \$ 73,168                      | \$ 2,455             |
| Real estate – construction and land | 837                    | 841                            | 27                   |
| Real estate – business              | 12,532                 | 13,071                         | 585                  |
| Real estate – personal              | 9,126                  | 11,914                         | 532                  |
| Consumer                            | 5,388                  | 5,426                          | 67                   |
| Revolving home equity               | 204                    | 204                            | 11                   |
| Consumer credit card                | 6,685                  | 6,685                          | 566                  |
|                                     | \$ 107,361             | \$ 111,309                     | \$ 4,243             |
| Total                               | \$ 114,795             | \$ 122,429                     | \$ 4,243             |

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Total average impaired loans for the three and six month periods ended June 30, 2018 and 2017, respectively, are shown in the table below.

| (In thousands)                           | Commercial | Personal<br>Banking | Total      |
|--|------------|---------------------|------------|
| Average Impaired Loans:                  |            |                     |            |
| For the three months ended June 30, 2018 |            |                     |            |
| Non-accrual loans                        | \$ 7,676   | \$ 2,005            | \$ 9,681   |
| Restructured loans (accruing)            | 81,832     | 17,122              | 98,954     |
| Total                                    | \$ 89,508  | \$ 19,127           | \$ 108,635 |
| For the six months ended June 30, 2018   |            |                     |            |
| Non-accrual loans                        | \$ 8,097   | \$ 2,464            | \$ 10,561  |
| Restructured loans (accruing)            | 80,552     | 17,943              | 98,495     |
| Total                                    | \$ 88,649  | \$ 20,407           | \$ 109,056 |
| For the three months ended June 30, 2017 |            |                     |            |
| Non-accrual loans                        | \$ 9,867   | \$ 4,539            | \$ 14,406  |
| Restructured loans (accruing)            | 34,765     | 15,780              | 50,545     |
| Total                                    | \$ 44,632  | \$ 20,319           | \$ 64,951  |
| For the six months ended June 30, 2017   |            |                     |            |
| Non-accrual loans                        | \$ 10,238  | \$ 4,027            | \$ 14,265  |
| Restructured loans (accruing)            | 33,333     | 15,991              | 49,324     |
| Total                                    | \$ 43,571  | \$ 20,018           | \$ 63,589  |

The table below shows interest income recognized during the three and six month periods ended June 30, 2018 and 2017, respectively, for impaired loans held at the end of each period. This interest all relates to accruing restructured loans, as discussed in the "Troubled debt restructurings" section on page 15.

| (In thousands)                                | For the                             |       | For the Six |                         |      |
|---|-------------------------------------|-------|-------------|-------------------------|------|
|   | Three<br>Months<br>Ended June<br>30 | 2018  | 2017        | Months Ended<br>June 30 | 2017 |
| Interest income recognized on impaired loans: |                                     |       |             |                         |      |
| Business                                      | \$821                               | \$319 | \$1,641     | \$637                   |      |
| Real estate – construction and land           | 22                                  | 1     | 44          | 2                       |      |
| Real estate – business                        | 147                                 | 88    | 294         | 175                     |      |
| Real estate – personal                        | 52                                  | 36    | 103         | 71                      |      |
| Consumer                                      | 82                                  | 80    | 164         | 159                     |      |
| Revolving home equity                         | 1                                   | 6     | 2           | 12                      |      |
| Consumer credit card                          | 159                                 | 145   | 317         | 289                     |      |
| Total   | \$1,284                             | \$675 | \$2,565     | \$1,345                 |      |

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## 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, 2018 and December 31, 2017.

| (In thousands)                      | Current or<br>Less Than<br>30 Days<br>Past Due | 30 – 89<br>Days<br>Past<br>Due | 90 Days<br>Past Due<br>and Still<br>Accruing | Non-accrual | Total        |
|-------------------------------------|--|--------------------------------|--|-------------|--------------|
| June 30, 2018                       |  |                                |  |             |              |
| Commercial:                         |  |                                |  |             |              |
| Business                            | \$4,983,337                                    | \$1,404                        | \$443  | \$5,114     | \$4,990,298  |
| Real estate – construction and land | 963,654  | 3,492                          | —  | 5           | 967,151      |
| Real estate – business              | 2,718,888                                      | 6,227                          | —  | 2,465       | 2,727,580    |
| Personal Banking:                   |  |                                |  |             |              |
| Real estate – personal              | 2,092,350                                      | 7,155                          | 1,193  | 1,888       | 2,102,586    |
| Consumer                            | 1,985,195                                      | 25,096                         | 2,353  | —           | 2,012,644    |
| Revolving home equity               | 372,865  | 708                            | 984  | —           | 374,557      |
| Consumer credit card                | 758,230  | 8,504                          | 8,480  | —           | 775,214      |
| Overdrafts                          | 3,731  | 350                            | —  | —           | 4,081        |
| Total                               | \$13,878,250                                   | \$52,936                       | \$13,453                                     | \$9,472     | \$13,954,111 |
| December 31, 2017                   |  |                                |  |             |              |
| Commercial:                         |  |                                |  |             |              |
| Business                            | \$4,949,148                                    | \$3,085                        | \$374  | \$5,947     | \$4,958,554  |
| Real estate – construction and land | 967,321  | 1,473                          | 21   | 5           | 968,820      |
| Real estate – business              | 2,694,234                                      | 482                            | —  | 2,736       | 2,697,452    |
| Personal Banking:                   |  |                                |  |             |              |
| Real estate – personal              | 2,050,787                                      | 6,218                          | 3,321  | 2,461       | 2,062,787    |
| Consumer                            | 2,067,025                                      | 32,674                         | 3,954  | 834         | 2,104,487    |
| Revolving home equity               | 397,349  | 1,962                          | 1,276  | —           | 400,587      |
| Consumer credit card                | 764,568  | 10,115                         | 9,181  | —           | 783,864      |
| Overdrafts                          | 6,840  | 283                            | —  | —           | 7,123        |
| Total                               | \$13,897,272                                   | \$56,292                       | \$18,127                                     | \$11,983    | \$13,983,674 |

## 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 applied 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.



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## Commercial Loans

| (In thousands)    | Business    | Real<br>Estate-Construction | Real<br>Estate-<br>Business | Total       |
|-------------------|-------------|-----------------------------|-----------------------------|-------------|
| June 30, 2018     |             |                             |                             |             |
| Pass              | \$4,771,613 | \$ 954,492                  | \$2,648,144                 | \$8,374,249 |
| Special mention   | 58,771      | 10,501                      | 33,791                      | 103,063     |
| Substandard       | 154,800     | 2,153                       | 43,180                      | 200,133     |
| Non-accrual       | 5,114       | 5                           | 2,465                       | 7,584       |
| Total             | \$4,990,298 | \$ 967,151                  | \$2,727,580                 | \$8,685,029 |
| December 31, 2017 |             |                             |                             |             |
| Pass              | \$4,740,013 | \$ 955,499                  | \$2,593,005                 | \$8,288,517 |
| Special mention   | 59,177      | 10,614                      | 50,577                      | 120,368     |
| Substandard       | 153,417     | 2,702                       | 51,134                      | 207,253     |
| Non-accrual       | 5,947       | 5                           | 2,736                       | 8,688       |
| Total             | \$4,958,554 | \$ 968,820                  | \$2,697,452                 | \$8,624,826 |

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 "Delinquent and non-accrual loans" 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 personal real estate loans for which FICO scores are not obtained because they generally pertain to commercial customer activities and are often underwritten with other collateral considerations. These loans totaled \$211.1 million at June 30, 2018 and \$219.2 million at December 31, 2017. The table also excludes consumer loans related to the Company's patient healthcare loan program, which totaled \$161.8 million at June 30, 2018 and \$145.0 million at December 31, 2017. As the healthcare loans are guaranteed by the hospital, FICO scores are not considered relevant for this program. The personal real estate loans and consumer loans excluded below totaled less than 8% 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, 2018 and December 31, 2017 by FICO score.

## Personal Banking Loans

|                   | % of Loan Category           |                            |           |                            |
|-------------------|------------------------------|----------------------------|-----------|----------------------------|
|                   | Real<br>Estate -<br>Personal | Consumer<br>Home<br>Equity | Revolving | Consumer<br>Credit<br>Card |
| June 30, 2018     |                              |                            |           |                            |
| FICO score:       |                              |                            |           |                            |
| Under 600         | 1.1 %                        | 3.2 %                      | .8 %      | 4.6 %                      |
| 600 - 659         | 2.0                          | 5.1                        | 1.6       | 14.1                       |
| 660 - 719         | 10.0                         | 18.0                       | 9.2       | 35.3                       |
| 720 - 779         | 23.6                         | 23.6                       | 22.1      | 26.4                       |
| 780 and over      | 63.3                         | 50.1                       | 66.3      | 19.6                       |
| Total             | 100.0%                       | 100.0 %                    | 100.0 %   | 100.0 %                    |
| December 31, 2017 |                              |                            |           |                            |
| FICO score:       |                              |                            |           |                            |
| Under 600         | 1.3 %                        | 3.3 %                      | 1.1 %     | 4.7 %                      |
| 600 - 659         | 2.1                          | 5.5                        | 1.7       | 14.4                       |
| 660 - 719         | 10.5                         | 17.3                       | 9.5       | 34.4                       |

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|              |        |         |         |         |
|--------------|--------|---------|---------|---------|
| 720 - 779    | 25.6   | 26.8    | 21.4    | 26.0    |
| 780 and over | 60.5   | 47.1    | 66.3    | 20.5    |
| Total        | 100.0% | 100.0 % | 100.0 % | 100.0 % |

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## Troubled debt restructurings

As mentioned previously, the Company's impaired loans include loans which have been classified as troubled debt restructurings, as shown in the table below. Restructured loans are those extended to borrowers who are experiencing financial difficulty and who have been granted a concession. Restructured loans are placed on non-accrual status if the Company does not believe it probable that amounts due under the contractual terms will be collected. Other performing restructured loans are comprised of certain business, construction and business real estate loans classified as substandard. Upon maturity, the loans renewed at interest rates judged not to be market rates for new debt with similar risk and as a result were classified as troubled debt restructurings. These 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. Troubled debt restructurings also include certain credit card loans under various debt management and assistance programs. Modifications to credit card loans generally involve removing the available line of credit, placing loans on amortizing status, and lowering the contractual interest rate. The Company also classified certain loans as troubled debt restructurings because they were not reaffirmed by the borrower in bankruptcy proceedings. These loans are comprised of personal real estate, revolving home equity and consumer loans. Interest on these loans is being recognized on an accrual basis, as the borrowers are continuing to make payments.

| (In thousands)                     | June 30,<br>2018 | December 31,<br>2017 |
|------------------------------------|------------------|----------------------|
| Accruing loans:                    |                  |                      |
| Non-market interest rates          | \$86,906         | \$ 88,588            |
| Assistance programs                | 6,887            | 6,685                |
| Bankruptcy non-affirmation         | 5,335            | 7,283                |
| Other                              | 296              | 256                  |
| Non-accrual loans                  | 7,156            | 7,796                |
| Total troubled debt restructurings | \$106,580        | \$ 110,608           |

The table below shows the balance of troubled debt restructurings by loan classification at June 30, 2018, in addition to the outstanding balances of these restructured loans which the Company considers to have been in default at any time during the past 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,<br>2018 | Balance<br>90 days<br>past due<br>at any<br>time<br>during<br>previous<br>12<br>months |
|-------------------------------------|------------------|--|
| Commercial:                         |                  |  |
| Business                            | \$75,680         | \$ 32  |
| Real estate - construction and land | 1,337            | —  |
| Real estate - business              | 12,311           | —  |
| Personal Banking:                   |                  |  |
| Real estate - personal              | 4,787            | 303  |
| Consumer                            | 5,464            | 115  |
| Revolving home equity               | 114              | 42   |
| Consumer credit card                | 6,887            | 577  |



Total troubled debt restructurings \$106,580\$ 1,069

For those loans on non-accrual status also classified as restructured, the modification did not create any further financial effect on the Company as those loans were already recorded at net realizable value. For those performing commercial loans classified as restructured, there were no concessions involving forgiveness of principal or interest and, therefore, there was no financial impact to the Company as a result of modification to these loans. No financial impact resulted from those performing loans where the debt was not reaffirmed in bankruptcy, as no changes to loan terms occurred in that process. The effects of modifications to consumer credit card loans were estimated to decrease interest income by approximately \$925 thousand on an annual, pre-tax basis, compared to amounts contractually owed.

The allowance for loan losses related to troubled debt restructurings on non-accrual status is determined by individual evaluation, including collateral adequacy, using the same process as loans on non-accrual status which are not classified as troubled debt restructurings. Those performing loans classified as troubled debt restructurings are accruing loans which management expects to

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collect under contractual terms. Performing commercial loans have had no other concessions granted other than being renewed at an interest rate judged not to be market. As such, they have similar risk characteristics as non-troubled debt commercial loans and are collectively evaluated based on internal risk rating, loan type, delinquency, historical experience and current economic factors. Performing personal banking loans classified as troubled debt restructurings resulted from the borrower not reaffirming the debt during bankruptcy and have had no other concession granted, other than the Bank's future limitations on collecting payment deficiencies or in pursuing foreclosure actions. As such, they have similar risk characteristics as non-troubled debt personal banking loans and are evaluated collectively based on loan type, delinquency, historical experience and current economic factors.

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

The Company had commitments of \$6.1 million at June 30, 2018 to lend additional funds to borrowers with restructured loans.

Loans held for sale

The Company designates certain long-term fixed rate personal real estate loans as held for sale, and the Company has elected the fair value option for these loans. The election of the fair value option aligns the accounting for these loans with the related economic hedges discussed in Note 10. The loans are primarily sold to FNMA, FHLMC, and GNMA. At June 30, 2018, the fair value of these loans was \$10.8 million, and the unpaid principal balance was \$10.4 million.

The Company also designates student loan originations as held for sale. The borrowers are credit-worthy students who are attending colleges and universities. The loans are intended to be sold in the secondary market, and the Company maintains contracts with Sallie Mae to sell the loans within 210 days after the last disbursement to the student. These loans are carried at lower of cost or fair value, which at June 30, 2018 totaled \$9.6 million.

At June 30, 2018, none of the loans held for sale were on non-accrual status or 90 days past due and still accruing.

Foreclosed real estate/repossessed assets

The Company's holdings of foreclosed real estate totaled \$1.0 million and \$681 thousand at June 30, 2018 and December 31, 2017, respectively. Personal property acquired in repossession, generally autos and marine and recreational vehicles, totaled \$2.3 million and \$2.7 million at June 30, 2018 and December 31, 2017, respectively. Upon acquisition, these assets are recorded at fair value less estimated selling costs at the date of foreclosure, establishing a new cost basis. They are subsequently carried at the lower of this cost basis or fair value less estimated selling costs.

3. Investment Securities

Investment securities as shown in this report reflect revised categories as required by the Company's adoption of ASU 2016-01, "Recognition and Measurement of Financial Assets and Financial Liabilities", on January 1, 2018. That new guidance refined the definition of equity securities and required their segregation from available for sale debt securities. For comparability purposes, prior period disclosures in this report have been revised to show the new categorization.

|                                    | June 30,    | December    |
|------------------------------------|-------------|-------------|
| (In thousands)                     | 2018        | 31, 2017    |
| Available for sale debt securities | \$8,412,376 | \$8,725,442 |
| Trading debt securities            | 31,156      | 18,269      |

## Equity securities:

|                                    |       |        |
|------------------------------------|-------|--------|
| Readily determinable fair value    | 2,741 | 48,838 |
| No readily determinable fair value | 1,703 | 1,753  |

## Other:

|                              |             |             |
|------------------------------|-------------|-------------|
| Federal Reserve Bank stock   | 33,369      | 33,253      |
| Federal Home Loan Bank stock | 10,000      | 10,000      |
| Private equity investments   | 68,940      | 55,752      |
| Total investment securities  | \$8,560,285 | \$8,893,307 |

While changes in the fair value of available for sale debt securities continue to be recorded in the equity category of accumulated other comprehensive income, the new guidance requires changes in the fair value of equity securities to be recorded in current earnings. As required by the new guidance, the unrealized gain in fair value on equity securities (recorded in accumulated other

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comprehensive income at December 31, 2017) was reclassified to retained earnings on January 1, 2018. The amount of the reclassification was \$33.3 million, net of tax.

Equity securities include common and preferred stock with readily determinable fair values that totaled \$2.5 million at cost and \$2.7 million at fair value at June 30, 2018. The decline in these balances from prior periods was due to a third party merger transaction in June 2018, in which the majority of these securities were redeemed for cash of \$39.9 million. During the first six months of 2018, unrealized net losses of \$176 thousand were recognized in current earnings on equity securities still held at June 30, 2018.

Equity securities also include securities with a carrying value of \$1.7 million that do not have readily determinable fair values. The Company has elected, under the ASU, to measure these at cost minus impairment, if any, plus or minus changes resulting from observable price changes for the identical or similar investment of the same issuer. The Company did not record any impairment or other adjustments to the carrying amount of these investments during the period.

Other investment securities whose accounting is not addressed in the ASU include Federal Reserve Bank (FRB) stock, Federal Home Loan Bank (FHLB) stock, and investments in portfolio concerns held by the Company's private equity subsidiaries. FRB stock and FHLB stock are held for debt and regulatory purposes. Investment in FRB 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. These holdings are carried at cost. The private equity investments, in the absence of readily ascertainable market values, are carried at estimated fair value.

The majority of the Company's investment portfolio is comprised of available for sale debt securities, which are carried at fair value with changes in fair value reported in accumulated other comprehensive income (AOCI). A summary of the available for sale debt securities by maturity groupings as of June 30, 2018 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 but are collateralized by commercial and residential mortgages. 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.

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| (In thousands)                                       | Amortized<br>Cost | Fair Value  |
|--|-------------------|-------------|
| U.S. government and federal agency obligations:      |                   |             |
| Within 1 year  | \$52,660          | \$52,603    |
| After 1 but within 5 years                           | 645,431           | 634,819     |
| After 5 but within 10 years                          | 157,967           | 155,108     |
| After 10 years                                       | 69,202            | 68,562      |
| Total U.S. government and federal agency obligations | 925,260           | 911,092     |
| Government-sponsored enterprise obligations:         |                   |             |
| Within 1 year  | 117,562           | 117,444     |
| After 1 but within 5 years                           | 121,584           | 119,743     |
| After 5 but within 10 years                          | 34,984            | 33,946      |
| After 10 years                                       | 42,852            | 40,228      |
| Total government-sponsored enterprise obligations    | 316,982           | 311,361     |
| State and municipal obligations:                     |                   |             |
| Within 1 year  | 147,325           | 147,668     |
| After 1 but within 5 years                           | 598,663           | 600,688     |
| After 5 but within 10 years                          | 591,819           | 590,950     |
| After 10 years                                       | 40,963            | 39,858      |
| Total state and municipal obligations                | 1,378,770         | 1,379,164   |
| Mortgage and asset-backed securities:                |                   |             |
| Agency mortgage-backed securities                    | 3,194,764         | 3,131,025   |
| Non-agency mortgage-backed securities                | 1,019,545         | 1,010,331   |
| Asset-backed securities                              | 1,351,461         | 1,338,542   |
| Total mortgage and asset-backed securities           | 5,565,770         | 5,479,898   |
| Other debt securities:                               |                   |             |
| Within 1 year  | 9,003             | 8,971       |
| After 1 but within 5 years                           | 257,704           | 252,151     |
| After 5 but within 10 years                          | 73,283            | 69,739      |
| Total other debt securities                          | 339,990           | 330,861     |
| Total available for sale debt securities             | \$8,526,772       | \$8,412,376 |

Investments in U.S. government and federal agency obligations include U.S. Treasury inflation-protected securities, which totaled \$443.8 million, at fair value, at June 30, 2018. 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 \$15.1 million, at fair value, of auction rate securities, which were purchased from bank customers in 2008. Interest on these bonds is currently being paid at the maximum failed auction rates.

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

| (In thousands)                                 | Amortized<br>Cost | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Fair Value  |
|--|-------------------|------------------------------|-------------------------------|-------------|
| June 30, 2018                                  |                   |                              |                               |             |
| U.S. government and federal agency obligations | \$925,260         | \$ 503                       | \$(14,671 )                   | \$911,092   |
| Government-sponsored enterprise obligations    | 316,982           | —                            | (5,621 )                      | 311,361     |
| State and municipal obligations                | 1,378,770         | 8,105                        | (7,711 )                      | 1,379,164   |
| Mortgage and asset-backed securities:          |                   |                              |                               |             |
| Agency mortgage-backed securities              | 3,194,764         | 5,995                        | (69,734 )                     | 3,131,025   |
| Non-agency mortgage-backed securities          | 1,019,545         | 6,232                        | (15,446 )                     | 1,010,331   |
| Asset-backed securities                        | 1,351,461         | 2,343                        | (15,262 )                     | 1,338,542   |
| Total mortgage and asset-backed securities     | 5,565,770         | 14,570                       | (100,442 )                    | 5,479,898   |
| Other debt securities                          | 339,990           | —                            | (9,129 )                      | 330,861     |
| Total  | \$8,526,772       | \$ 23,178                    | \$(137,574 )                  | \$8,412,376 |
| December 31, 2017                              |                   |                              |                               |             |
| U.S. government and federal agency obligations | \$917,494         | \$ 4,096                     | \$(4,443 )                    | \$917,147   |
| Government-sponsored enterprise obligations    | 408,266           | 26                           | (1,929 )                      | 406,363     |
| State and municipal obligations                | 1,592,707         | 21,413                       | (2,754 )                      | 1,611,366   |
| Mortgage and asset-backed securities:          |                   |                              |                               |             |
| Agency mortgage-backed securities              | 3,046,701         | 17,956                       | (23,744 )                     | 3,040,913   |
| Non-agency mortgage-backed securities          | 903,920           | 6,710                        | (4,837 )                      | 905,793     |
| Asset-backed securities                        | 1,495,380         | 2,657                        | (5,237 )                      | 1,492,800   |
| Total mortgage and asset-backed securities     | 5,446,001         | 27,323                       | (33,818 )                     | 5,439,506   |
| Other debt securities                          | 350,988           | 1,250                        | (1,178 )                      | 351,060     |
| Total  | \$8,715,456       | \$ 54,108                    | \$(44,122 )                   | \$8,725,442 |

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 (Moody's) or A- (Standard & Poor's), whose fair values have fallen more than 20% below purchase price for an extended period of time, or who have been identified based on management's judgment. These securities are placed on a watch list, and for all such securities, cash flow analyses are prepared. For more complex analyses, 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, 2018, the fair value of securities on this watch list was \$57.3 million compared to \$68.0 million at December 31, 2017.

As of June 30, 2018, 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 \$22.4 million. The cumulative credit-related portion of the impairment on these securities, which was recorded in earnings, totaled \$14.2 million. 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.

The credit-related 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 at June 30,

2018 included the following:

| Significant Inputs           | Range   |
|------------------------------|---------|
| Prepayment CPR               | 0% -25% |
| Projected cumulative default | 13%-52% |
| Credit support               | 0% -20% |
| Loss severity                | 14%-63% |

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The following table presents a rollforward of the cumulative OTTI credit losses recognized in earnings on all available for sale debt securities.

| (In thousands)  | For the Six<br>Months Ended<br>June 30 |           |
|---|--|-----------|
|   | 2018                                   | 2017      |
| Cumulative OTTI credit losses at January 1  | \$ 14,199                              | \$ 14,080 |
| Credit losses on debt securities for which impairment was not previously recognized | 58                                     | 46        |
| Credit losses on debt securities for which impairment was previously recognized     | 10                                     | 274       |
| Increase in expected cash flows that are recognized over remaining life of security | (104)                                  | (146)     |
| Cumulative OTTI credit losses at June 30  | \$ 14,163                              | \$ 14,254 |

Debt securities with unrealized losses recorded in AOCI 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, 2018                                  |                     |                   |                     |                   |              |                   |
| U.S. government and federal agency obligations | \$ 707,018          | \$ 12,156         | \$ 90,340           | \$ 2,515          | \$ 797,358   | \$ 14,671         |
| Government-sponsored enterprise obligations    | 261,378             | 5,605             | 49,983              | 16                | 311,361      | 5,621             |
| State and municipal obligations                | 458,880             | 5,700             | 51,863              | 2,011             | 510,743      | 7,711             |
| Mortgage and asset-backed securities:          |                     |                   |                     |                   |              |                   |
| Agency mortgage-backed securities              | 2,029,957           | 45,267            | 566,986             | 24,467            | 2,596,943    | 69,734            |
| Non-agency mortgage-backed securities          | 773,890             | 12,076            | 134,679             | 3,370             | 908,569      | 15,446            |
| Asset-backed securities                        | 862,416             | 13,296            | 173,895             | 1,966             | 1,036,311    | 15,262            |
| Total mortgage and asset-backed securities     | 3,666,263           | 70,639            | 875,560             | 29,803            | 4,541,823    | 100,442           |
| Other debt securities                          | 311,714             | 8,033             | 19,147              | 1,096             | 330,861      | 9,129             |
| Total  | \$ 5,405,253        | \$ 102,133        | \$ 1,086,893        | \$ 35,441         | \$ 6,492,146 | \$ 137,574        |
| December 31, 2017                              |                     |                   |                     |                   |              |                   |
| U.S. government and federal agency obligations | \$ 618,617          | \$ 4,443          | \$ —                | \$ —              | \$ 618,617   | \$ 4,443          |
| Government-sponsored enterprise obligations    | 286,393             | 1,712             | 49,766              | 217               | 336,159      | 1,929             |
| State and municipal obligations                | 282,843             | 1,752             | 49,339              | 1,002             | 332,182      | 2,754             |
| Mortgage and asset-backed securities:          |                     |                   |                     |                   |              |                   |
| Agency mortgage-backed securities              | 1,320,689           | 9,433             | 619,300             | 14,311            | 1,939,989    | 23,744            |
| Non-agency mortgage-backed securities          | 577,017             | 2,966             | 153,813             | 1,871             | 730,830      | 4,837             |
| Asset-backed securities                        | 786,048             | 3,168             | 264,295             | 2,069             | 1,050,343    | 5,237             |
| Total mortgage and asset-backed securities     | 2,683,754           | 15,567            | 1,037,408           | 18,251            | 3,721,162    | 33,818            |
| Other debt securities                          | 144,090             | 727               | 20,202              | 451               | 164,292      | 1,178             |
| Total  | \$ 4,015,697        | \$ 24,201         | \$ 1,156,715        | \$ 19,921         | \$ 5,172,412 | \$ 44,122         |

The available for sale debt portfolio included \$6.5 billion of securities that were in a loss position at June 30, 2018, compared to \$5.2 billion at December 31, 2017. The total amount of unrealized loss on these securities was \$137.6 million at June 30, 2018, an increase of \$93.5 million compared to the loss at December 31, 2017. This increase in losses was mainly due to a rising rate environment.



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The following tables present 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<br>Months Ended<br>June 30 |          |
|---|--|----------|
|   | 2018                                   | 2017     |
| Proceeds from sales of securities:                            |  |          |
| Available for sale debt securities                            | \$152,541                              | \$4,972  |
| Equity securities   | 39,981                                 | 584      |
| Other   | —                                      | 996      |
| Total proceeds  | \$192,522                              | \$6,552  |
| Investment securities gains (losses), net:                    |  |          |
| Available for sale debt securities:                           |  |          |
| Losses realized on called bonds                               | \$—                                    | \$(254 ) |
| Gains realized on sales                                       | 423                                    | —        |
| Losses realized on sales                                      | —                                      | (22 )    |
| Other-than-temporary impairment recognized on debt securities | (68                                    | )(320 )  |
| Equity securities:  |  |          |
| Gains realized on donations of securities                     | —                                      | 4,315    |
| Gains realized on sales                                       | 102                                    | 584      |
| Losses realized on sales                                      | (8,917                                 | )—       |
| Fair value adjustments, net                                   | 2,699                                  | —        |
| Other:  |  |          |
| Gains realized on sales                                       | —                                      | 58       |
| Losses realized on sales                                      | —                                      | (652 )   |
| Fair value adjustments, net                                   | 8,096                                  | (2,830 ) |
| Total investment securities gains, net                        | \$2,335                                | \$879    |

Securities gains for the six months ended June 30, 2018 included gains in fair value of \$8.1 million on private equity investments and \$2.7 million on equity securities. These were offset by an \$8.9 million adjustment to recognize dividend income on a equity security liquidated during the second quarter of 2018.

At June 30, 2018, securities totaling \$3.8 billion in fair value were pledged to secure public fund deposits, securities sold under agreements to repurchase, trust funds, and borrowings at the FRB and FHLB. Securities pledged under agreements pursuant to which the collateral may be sold or re-pledged by the secured parties approximated \$557.7 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 exceeded 10% of stockholders' equity.

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## 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, 2018         |                          |                     |            | December 31, 2017     |                          |                     |            |
|--------------------------------|-----------------------|--------------------------|---------------------|------------|-----------------------|--------------------------|---------------------|------------|
|                                | Gross Carrying Amount | Accumulated Amortization | Valuation Allowance | Net Amount | Gross Carrying Amount | Accumulated Amortization | Valuation Allowance | Net Amount |
| Amortizable intangible assets: |                       |                          |                     |            |                       |                          |                     |            |
| Core deposit premium           | \$31,270              | \$ (28,650 )             | \$ —                | -\$ 2,620  | \$31,270              | \$ (28,305 )             | \$ —                | \$ 2,965   |
| Mortgage servicing rights      | 8,996                 | (3,533 )                 | —                   | 5,463      | 7,906                 | (3,244 )                 | (9 )                | 4,653      |
| Total                          | \$40,266              | \$ (32,183 )             | \$ —                | -\$ 8,083  | \$39,176              | \$ (31,549 )             | \$ (9 )             | \$ 7,618   |

Aggregate amortization expense on intangible assets was \$313 thousand and \$330 thousand for the three month periods ended June 30, 2018 and 2017, respectively, and \$634 thousand and \$678 thousand for the six month periods ended June 30, 2018 and 2017, respectively. 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, 2018. 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) |          |
|----------------|----------|
| 2018           | \$ 1,232 |
| 2019           | 1,094    |
| 2020           | 937      |
| 2021           | 816      |
| 2022           | 720      |

Changes in the carrying amount of goodwill and net other intangible assets for the six month period ended June 30, 2018 are as follows:

| (In thousands)          | Goodwill  | Core            |                | Mortgage       |                |
|-------------------------|-----------|-----------------|----------------|----------------|----------------|
|                         |           | Deposit Premium | Service Rights | Service Rights | Service Rights |
| Balance January 1, 2018 | \$138,921 | \$2,965         | \$4,653        |                |                |
| Originations            | —         | —               | 1,090          |                |                |
| Amortization            | —         | (345 )          | (289 )         |                |                |
| Impairment reversal     | —         | —               | 9              |                |                |
| Balance June 30, 2018   | \$138,921 | \$2,620         | \$5,463        |                |                |

Goodwill allocated to the Company's operating segments at June 30, 2018 and December 31, 2017 is shown below.

| (In thousands)     |           |
|--------------------|-----------|
| Consumer segment   | \$70,721  |
| Commercial segment | 67,454    |
| Wealth segment     | 746       |
| Total goodwill     | \$138,921 |

## 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 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, 2018, that net liability was \$2.2 million, which will be accreted into income over the remaining life of the respective commitments.

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The contractual amount of these letters of credit, which represents the maximum potential future payments guaranteed by the Company, was \$377.5 million at June 30, 2018.

The Company periodically enters into credit 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, 2018, 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 2 to 11 years. At June 30, 2018, the fair value of the Company's guarantee liabilities for RPAs was \$67 thousand, and the notional amount of the underlying swaps was \$103.2 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.

## 6. Pension

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

|  | For the<br>Three<br>Months<br>Ended June<br>30 |         | For the Six<br>Months<br>Ended June<br>30 |         |
|--|--|---------|---|---------|
| (In thousands)                                   | 2018   | 2017    | 2018                                      | 2017    |
| Service cost - benefits earned during the period | \$152  | \$128   | \$305                                     | \$257   |
| Interest cost on projected benefit obligation    | 951  | 973     | 1,901                                     | 1,946   |
| Expected return on plan assets                   | (1,438)  | (1,438) | (2,875)                                   | (2,876) |
| Amortization of prior service cost               | (67)   | (68)    | (135)                                     | (136)   |
| Amortization of unrecognized net loss            | 592  | 617     | 1,184                                     | 1,234   |
| Net periodic pension cost                        | \$190  | \$212   | \$380                                     | \$425   |

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 2018, 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 adopted ASU 2017-07, "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost", on January 1, 2018. This guidance requires that the service cost component of net periodic pension cost be reported in the same income statement line item as other compensation costs, while other components of net periodic pension cost be reported separately from the service cost component. Historically, the Company has reported all components of pension cost in salaries and employee benefits. Beginning in 2018, only the service cost component has been included in this category, and the other components have been recorded in other non-interest expense. Prior period financial statements have not been revised because the amount of the reclassification was not significant.

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## 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 12.

| (In thousands, except per share data)                | For the Three<br>Months Ended<br>June 30 |           | For the Six Months<br>Ended June 30 |            |
|--|--|-----------|-------------------------------------|------------|
|  | 2018                                     | 2017      | 2018                                | 2017       |
| Basic income per common share:                       |  |           |                                     |            |
| Net income attributable to Commerce Bancshares, Inc. | \$ 110,330                               | \$ 78,960 | \$ 211,314                          | \$ 150,464 |
| Less preferred stock dividends                       | 2,250                                    | 2,250     | 4,500                               | 4,500      |
| Net income available to common shareholders          | 108,080                                  | 76,710    | 206,814                             | 145,964    |
| Less income allocated to nonvested restricted stock  | 1,139                                    | 943       | 2,260                               | 1,888      |
| Net income allocated to common stock                 | \$ 106,941                               | \$ 75,767 | \$ 204,554                          | \$ 144,076 |
| Weighted average common shares outstanding           | 105,686                                  | 105,583   | 105,660                             | 105,486    |
| Basic income per common share                        | \$ 1.02                                  | \$ .71    |                                     |            |