COMMERCE BANCSHARES, INC.

EARNINGS HIGHLIGHTS

4th Quarter 2020

Commerce Bancshares, Inc.

CAUTIONARY STATEMENT

A number of statements we will be making in our presentation and in the accompanying slides are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, such as statements of the Corporation’s plans, goals, objectives, expectations, projections, estimates and intentions. These forward-looking statements involve significant risks and uncertainties and are subject to change based on various factors (some of which are beyond the Corporation’s control). Factors that could cause the Corporation’s actual results to differ materially from such forward-looking statements made herein or by management of the Corporation are set forth in the Corporation’s 2019 Annual Report on Form 10-K, 3RD Quarter 2020 Report on Form 10-Q and the Corporation’s Current Reports on Form 8-K.

4Q2020 EARNINGS HIGHLIGHTS

Highlights

PPNR[1]
$148.6 million

Allowance for Credit Losses on Loans
$15.5 million decrease

Income Available to Common
$129.9 million

EPS
$1.11

ROAA
1.63%

ROACE
15.49%

Deposit Growth[3]
$1.2 billion

Well-positioned in a challenging environment

- Allowance for credit losses on loans to total loans decreased to 1.35%
  - Decreased to 1.48% excluding Paycheck Protection Program ("PPP") loans.
- Net charge-offs to total loans of .19% and Non-performing assets to total loans of .16%.
- Loans on deferral of .6% of total loans.
- Non-interest income to total revenue of 39.2%.
- Non-interest income up 4.3% over Q3.
- QTD average loans flat to Q3 at $16.4B.
- QTD average deposits increased by $843MM in Q4 compared to Q3.
- Tangible common equity to tangible assets of 9.92%.
- Net interest margin decreased 17 bps from Q3 to 2.80% (8 bps excluding adjustments[4]).
- Wealth management client assets increased in Q4 by 11.9% to $61.2B.

[1] See the non-GAAP reconciliation on page 13; [2] Compared to 3Q2020; [3] Compared to 3Q2020, based on period-end balances; [4] Adjustments include a -$3.5 million adjustment to premium amortization on mortgage-backed securities for prepayment speed changes and a -$2.1 million decrease in inflation income on our Treasury inflation-protected securities.

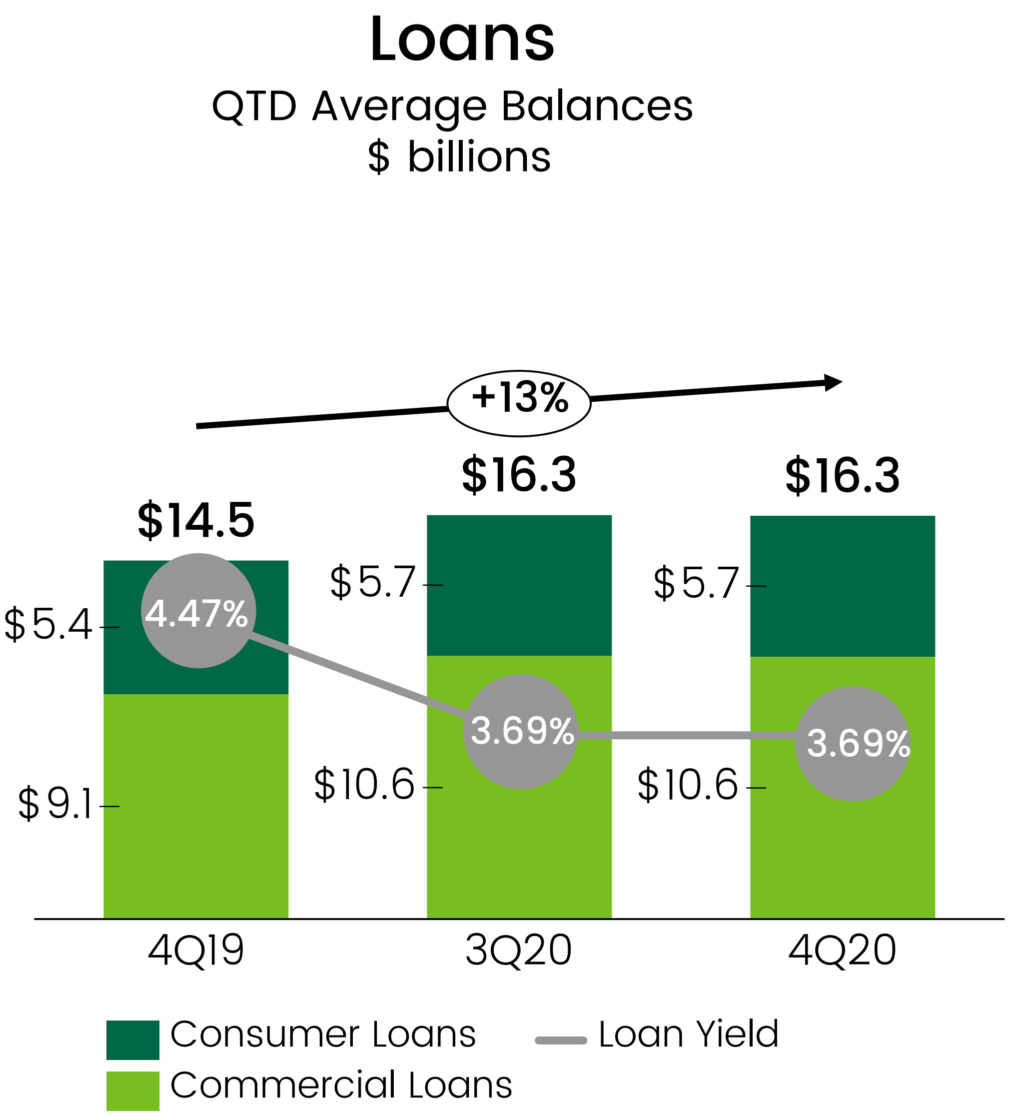
BALANCE SHEET HIGHLIGHTS

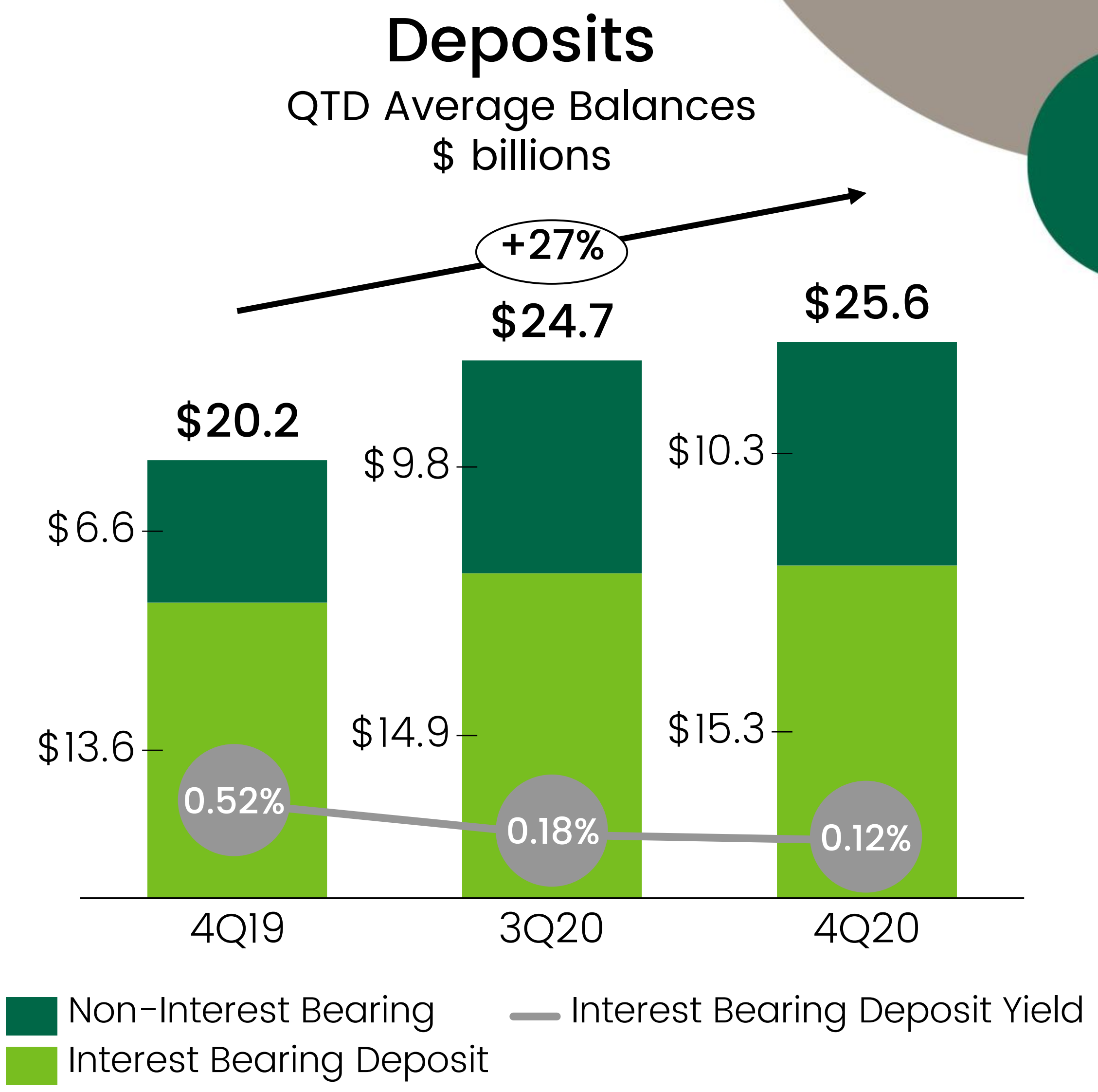
Average Balances $ in millions	4Q20	Change vs. 3Q20	Change vs. 4Q19	Highlights
Commercial[1]	$10,643.0	$(30.2)	$1,559.4	• Linked quarter reflects lower business loans offset by higher construction and business real estate • YoY reflects PPP
Consumer	5,718.3	25.5	358.2	• Linked quarter reflects higher personal real estate partially offset by lower auto, credit card, home equity
Total Loans	$16,361.3	$(4.7)	$1,917.6	
Investment Securities	$12,302.5	$846.9	$3,480.2	• Reflects net purchase activity
Interest Earning Deposits with Banks	$1,082.6	$58.2	$692.5	• Reflects liquidity from deposit growth
Deposits	$25,590.7	$843.3	$5,433.9	• 3.4% quarterly growth, 27% annual growth
Equity	$3,336.1	$(30.0)	$204.6	• Linked quarter reflects Q3 redemption of preferred stock
Book Value per Common Share[2]	$29.03	$0.80	$3.60	• 2.8% quarterly growth, 14.2% annual growth

[1] PPP average balances were $1,476.2 million and $1,505.7 million as of December 31, 2020 and September 30, 2020, respectively
[2] For the quarters ended December 31, 2020

Commerce Bancshares, Inc.

BALANCE SHEET





Commerce Bancshares, Inc.

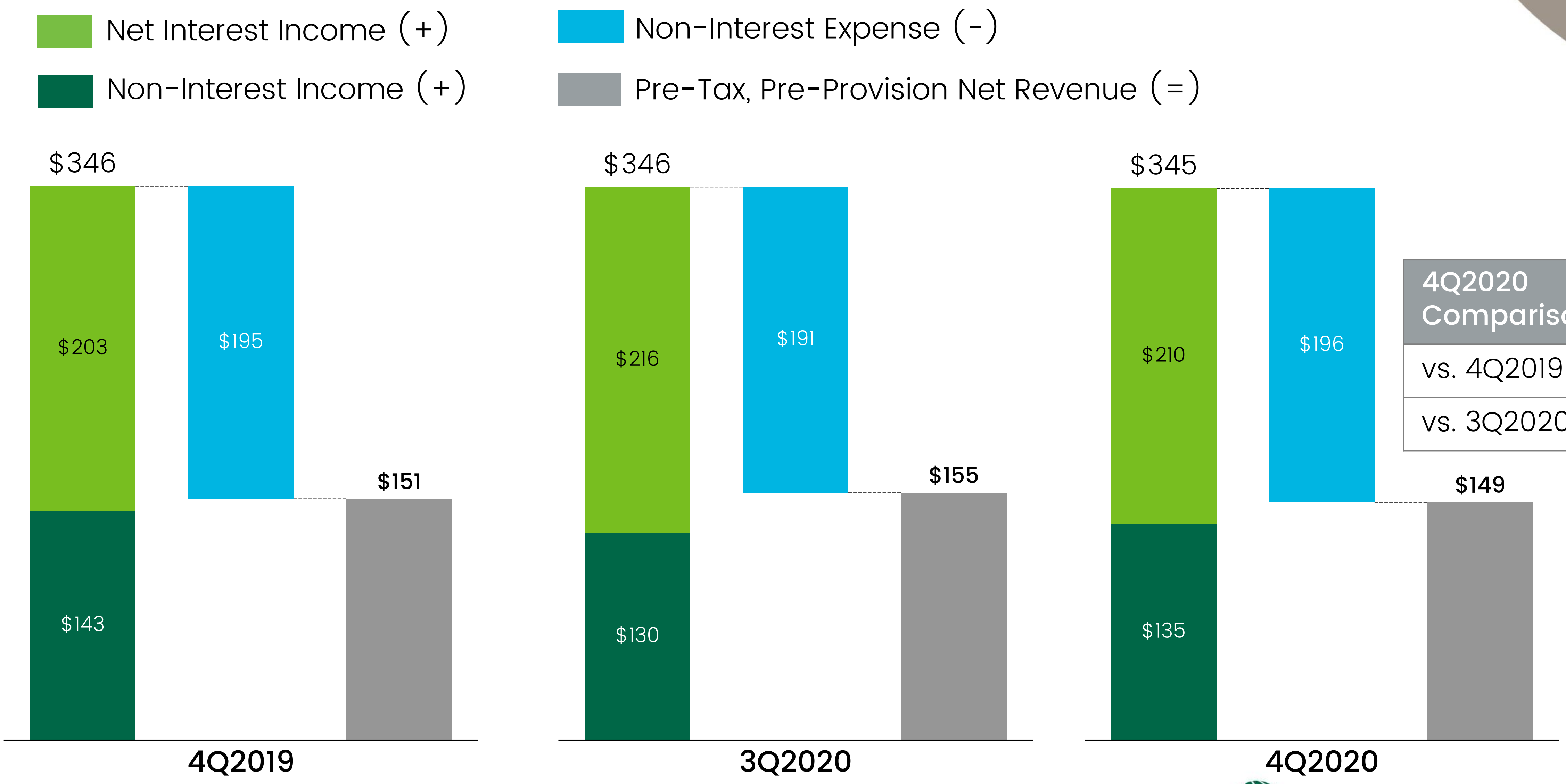
INCOME STATEMENT HIGHLIGHTS

$ in millions	4Q20	Change vs. 3Q20	Change vs. 4Q19	Highlights
Net Interest Income	$209.8	$(6.2)	$7.1	• Linked quarter (LQ) decline due to lower earning asset yields partially offset by lower deposit costs and larger balance sheet.
Non-Interest Income	$135.1	$5.5	$(8.3)	• LQ increase in bank card, trust fees and mortgage loan sales. • Excluding the one-time gain of the corporate trust business sale in Q419, non-interest income grew $3.1MM, or 2.4%.
Non-Interest Expense	$196.3	$5.5	$1.1	• Increase of 2.9% over LQ, .6% over prior year. • LQ increase due to higher incentive compensation.
Pre-Tax, Pre-Provision Net Revenue[1]	$148.6	$(6.1)	$(2.4)	
Investment Securities Gains (Losses), Net	$12.3	$(3.8)	$12.6	• Q4 fair value gains on private equity portfolio and MBS sale gains.
Provision for Credit Losses	$(4.4)	$(7.5)	$(19.6)	• Declines primarily driven by improvement in economic forecast
Net-Income Available to Common Shareholders	$129.9	$4.9	$25.3	

	4Q20	3Q20	4Q19	
Net Income per Common Share – Diluted	$1.11	$1.06	$.88	
Efficiency Ratio	56.68%	55.00%	56.29%	• Continued expense discipline
Net Yield on Interest Earning Assets	2.80%	2.97%	3.36%	• Lower earning asset yields partially offset by lower deposit costs.

[1] See the non-GAAP reconciliation on page 13

PRE-TAX, PRE-PROVISION NET REVENUE (PPNR)



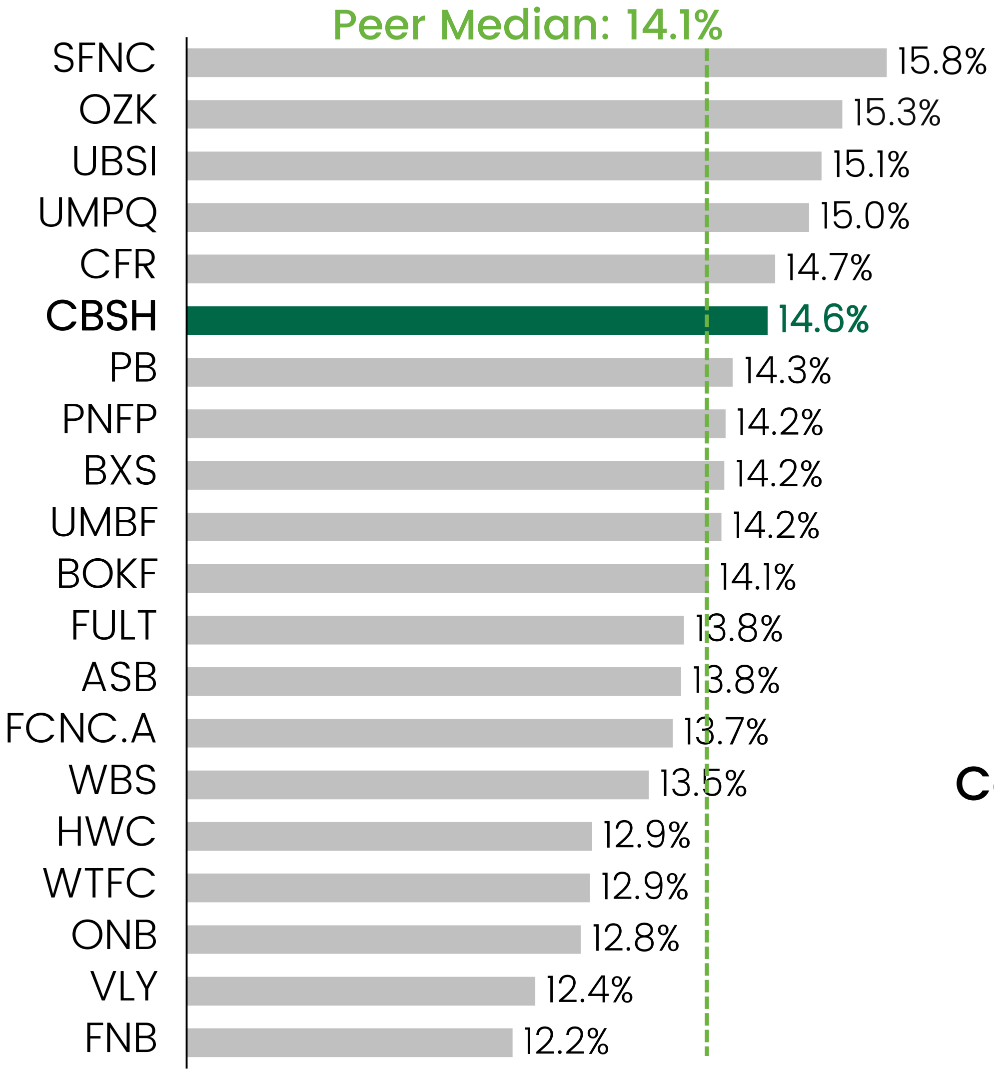
4Q2020 Comparison	
vs. 4Q2019	-1.6%
vs. 3Q2020	-3.9%

Commerce Bancshares, Inc.

See the non-GAAP reconciliation on page 13

SOUND CAPITAL AND LIQUIDITY POSITION

Total Risk-Based Capital Ratio[1]



Loan to Deposit Ratio

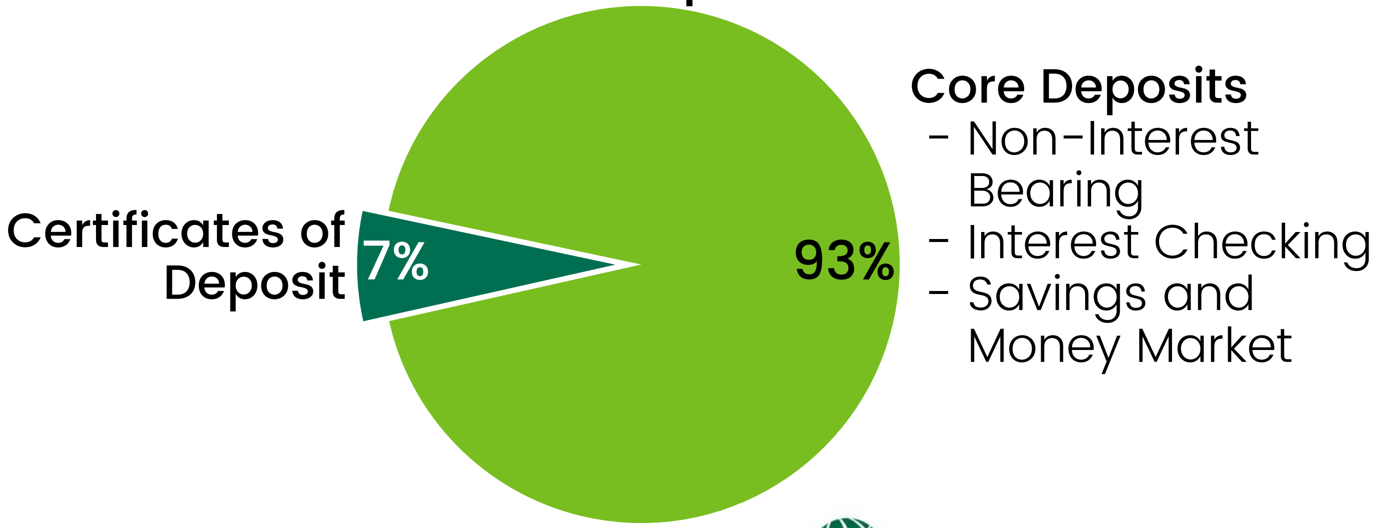
Large, stable deposit base and low loan to deposit ratio

Core Deposits
$25.1 Billion[2]

64% Commerce — Average Loan to Deposit Ratio[3]

90% Peer Average — Average Loan to Deposit Ratio[1]

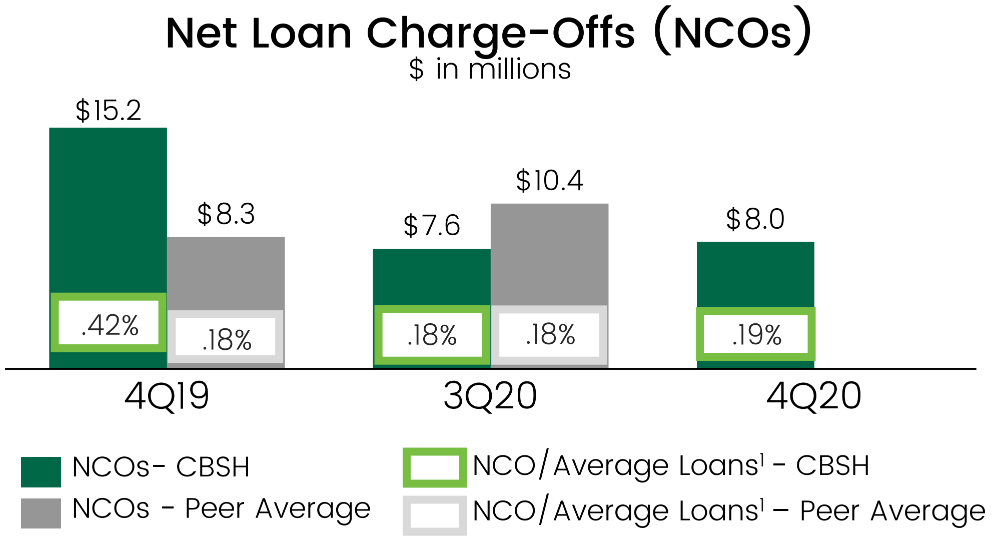
Total Deposits

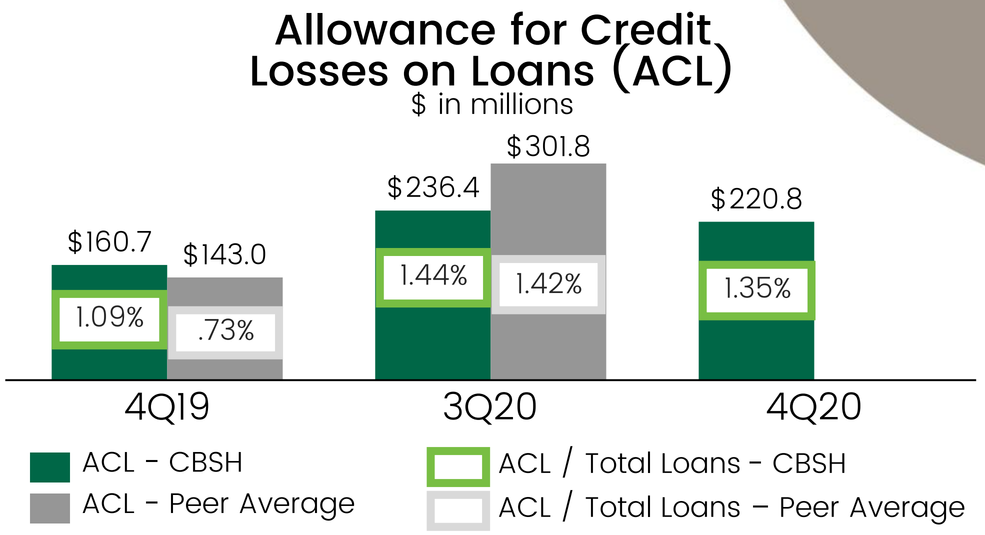


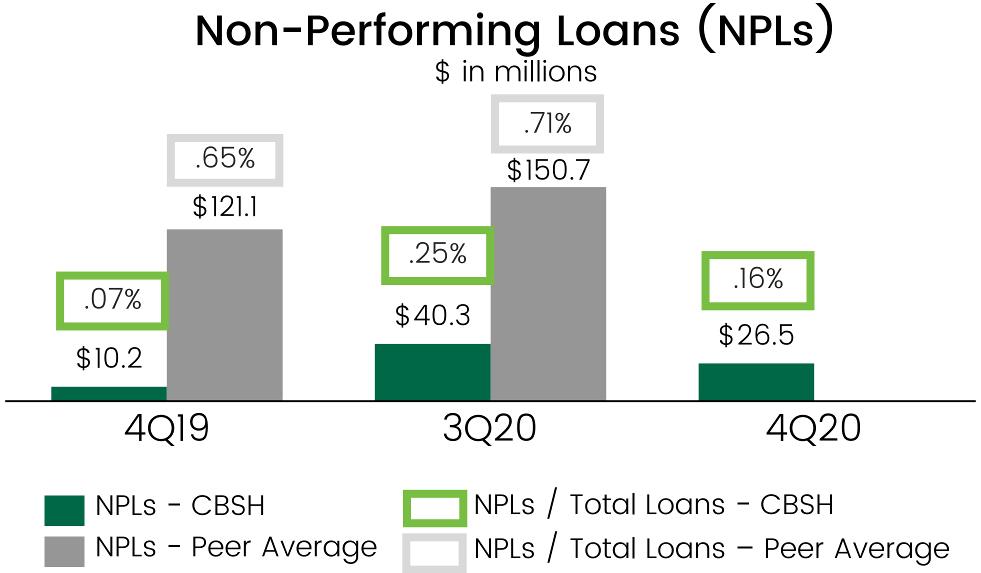
[1]S&P Global Market Intelligence, Information as of September 30, 2020
[2]Period-end balances, as of December 31, 2020
[3]Includes loans held for sale, for the quarter ended December 31, 2020

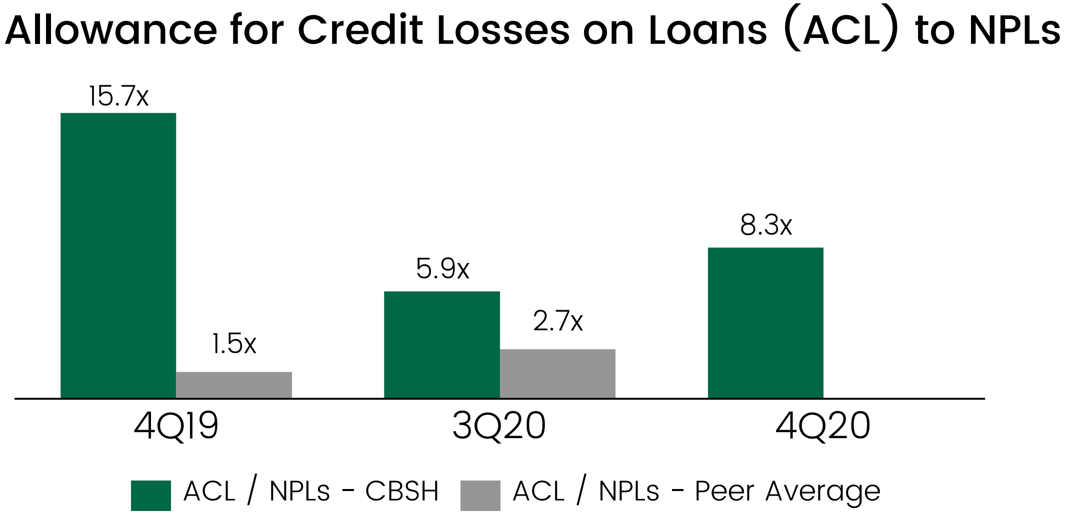
Commerce Bancshares, Inc.

MAINTAINING STRONG CREDIT QUALITY









Percentages are illustrative and not to scale; Peer Banks include: ASB, BOKF, BXS CFR, FCNC.A, FNB, FULT, HWC, ONB, OZK, PB, PNFP, SFNC, UBSI, UMBF, UMPQ, VLY, WBS, WTFC

[1]As a percentage of average loans (excluding loans held for sale)

IMPACT OF CECL: ALLOCATION OF ALLOWANCE

CECL allowances reflect the economic and market outlook due to COVID-19

	December 31, 2019 Incurred Model		September 30, 2020 CECL Model		December 31, 2020 CECL Model	
$ in millions	**Allowance for Loan Losses**	**% of Outstanding Loans**	**Allowance for Credit Losses (ACL)**	**% of Outstanding Loans**	**Allowance for Credit Losses (ACL)**	**% of Outstanding Loans**
Business	$ 44.3	.80%	$ 78.7	1.18%	$ 63.7	.97%
Bus R/E	25.9	.91%	31.3	1.05%	30.1	.99%
Construction	21.6	2.40%	18.4	1.83%	27.7	2.72%
Commercial total	**$ 91.8**	**.99%**	**$ 128.4**	**1.20%**	**$ 121.5**	**1.15%**
Consumer	15.9	.81%	18.2	.90%	15.2	.78%
Consumer CC	48.0	6.27%	79.2	12.23%	74.0	11.30%
Personal R/E	3.1	.13%	8.7	.32%	8.3	.29%
Revolving H/E	.6	.18%	1.8	.55%	1.5	.48%
Overdrafts	1.2	19.51%	.1	2.56%	.3	8.29%
Consumer total	**$ 68.9**	**1.27%**	**$ 108.0**	**1.88%**	**$ 99.3**	**1.73%**
Allowance for credit losses on loans	**$ 160.7**	**1.09%**	**$ 236.4**	**1.44%**	**$ 220.8**	**1.35%**
Liability for unfunded lending commitments	**1.1**		**35.2**		**38.3**	
Total allowance for credit losses	**$ 161.8**		**$ 271.6**		**$ 259.1**	

Methodology and Variables

- CECL model utilizes 3rd party baseline forecast
- Key variables include: GDP, disposable income, unemployment rate, various interest rates, CPI inflation rate, HPI, CREPI and market volatility

* Note: The Liability for unfunded lending commitments is included in Other liabilities on the consolidated balance sheets.

Commerce Bancshares, Inc.

PROVIDING RELIEF TO OUR CUSTOMERS

Active deferral exposure reduced as pandemic continues

Payment Relief Requests

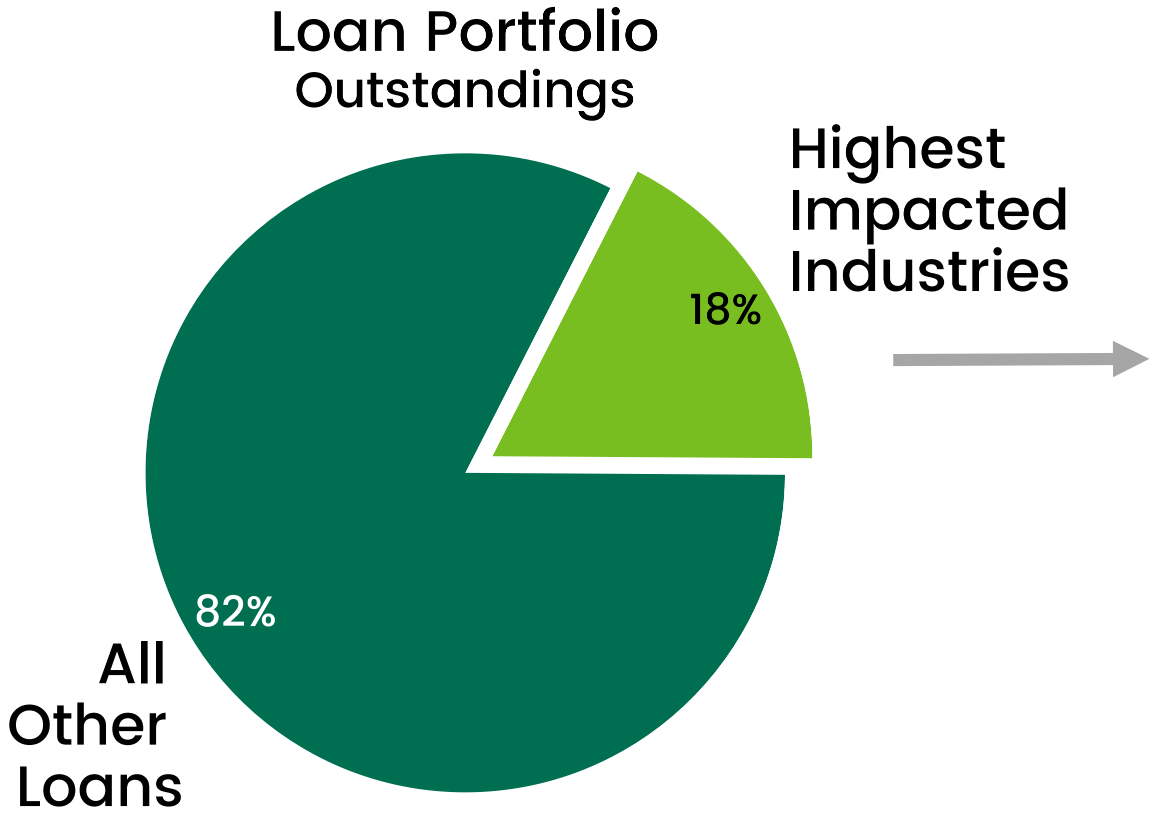
	Active deferrals[1] as of September 30, 2020			Active deferrals[1] as of December 31, 2020		
Loan Type	**Number of Requests**	**% of Portfolio (by $ amount)**	**Total Amount of Requests**	**Number of Requests**	**% of Portfolio (by $ amount)**	**Total Amount of Requests**
Commercial	11	.5%	$48MM	8	.6%	$57MM
Mortgage	111	1.0%	$25MM	86	.7%	$18MM
Consumer Card	73	.1%	$0.5MM	93	.1%	$0.6MM
Installment	553	.8%	$11MM	500	.6%	$8MM
Med/HSF[2]	76	.1%	$0.2MM	109	.1%	$0.3MM
TOTAL	**824**	**.6%**	**$85MM**	**796**	**.6%**	**$84MM**

[1]Deferrals are defined as modifications, payment deferrals, forbearance agreements, or change in terms, % of Portfolio calculated on Total Loans (excluding PPP loans); [2] No direct consumer credit exposure

Commerce Bancshares, Inc.

LOAN PORTFOLIO: LIMITED EXPOSURE TO PANDEMIC-SENSITIVE INDUSTRIES

While we expect nearly every industry to be impacted to some degree by Coronavirus-related disruptions, we have identified eight industries that will be most impacted.



Highest Impacted Industries	$ in millions 9/30	$ in millions 12/31	% of Loan Portfolio 12/31
Hospitals	$758	$729	4.9%
Multifamily / Student Housing	608	550	3.7%
CRE Retail	389	387	2.6%
Senior Living	310	311	2.1%
Hotels	291	303	2.0%
Energy	150	173	1.1%
Retail Stores	141	111	.7%
Restaurants	67	67	.4%
Total	**$2,714**	**$2,631**	**17.5%**

Industry breakdowns represent outstanding balances, excluding PPP loans, as of December 31, 2020, segmented by NAICS codes

NON-GAAP RECONCILIATIONS

Pre-tax, Pre-provision Net Revenue

	(DOLLARS IN THOUSANDS)	For The Three Months Ended Dec. 31, 2020	 Sept. 30, 2020	 Dec. 31, 2019
A	Net Interest Income	$ 209,763	$ 215,962	$ 202,659
B	Non-Interest Income	$ 135,117	$ 129,572	$ 143,461
C	Non-Interest Expense	$ 196,310	$ 190,858	$ 195,174
	Pre-Provision Net Revenue (A+B-C)	**$ 148,570**	**$ 154,676**	**$ 150,946**

Commerce Bancshares, Inc.