



The Commerce Trust Company

Core Plus Strategy

*We ask,
listen
and solve*

As of December 31, 2012

Scott Colbert, CFA

Senior Vice President

Chief Economist – Director of Fixed Income

scott.colbert@commercebank.com



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Why Core Plus?

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What is a Core Plus Fixed Income Strategy?

- “Core Plus” is a domestic fixed income strategy that invests across a broad range of bond market sectors, maturities and instruments. “Core” holdings include U.S. Treasury, agency, and corporate bonds, as well as mortgage-backed and asset-backed securities. “Plus” holdings typically include **U.S. high yield (non-investment grade) bonds, international and emerging market dollar and non-dollar-denominated debt, TIPS, hybrid/trust preferred bonds and dollar-denominated non-U.S. investment grade bonds.**
- Core Plus strategies seek to achieve superior returns versus typical broad market averages on a total return basis (including both income and capital appreciation) over long-term market cycles.
- Core Plus strategies expand the managers flexibility to exploit potential market inefficiencies and thereby achieve excess returns.

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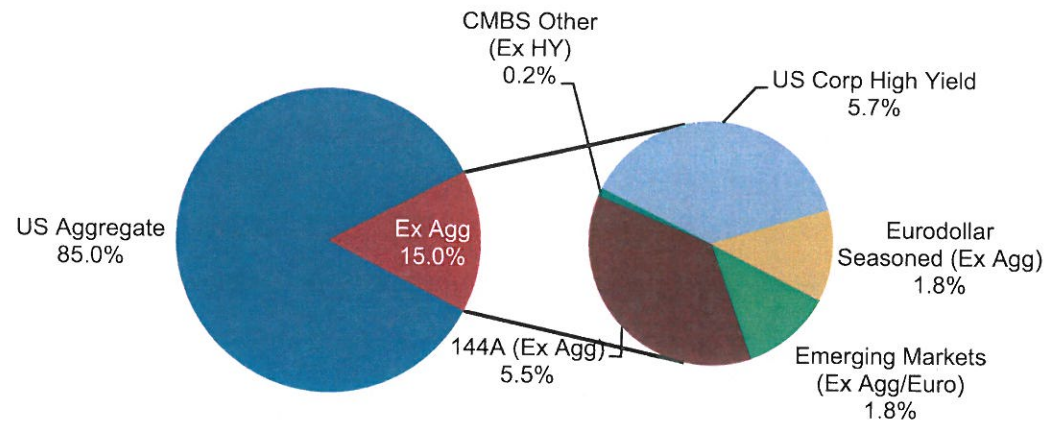


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Elements of a Core Plus Fixed Income Strategy

Barclays Universal Index as of 12/31/2012



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Index	# of Issues	Market Value (\$ Billion)	Credit Quality	YTM	Maturity (Years)	Effective Duration
Barclays Capital Universal	12,435	\$19,983	Aa2/Aa3	2.12%	6.99	5.03
U.S. Aggregate	8,079	\$16,973	Aa1/Aa2	1.74%	6.96	5.06
U.S. Corp High Yield	2,009	\$1,145	B1/B2	6.13%	6.74	4.12
Eurodollar Seasoned (Ex Agg)	446	\$364	Aa2/Aa3	1.81%	4.21	3.64
Emerging Markets (Ex Agg/Euro)	274	\$366	Ba2/Ba3	5.75%	9.24	5.84
144A (Ex Agg)	1,149	\$1,104	A2/A3	2.77%	8.06	5.62
CMBS/Other (Ex HY)	478	\$31	Aa1/Aa2	3.02%	5.81	4.97



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Why Invest in a Core Plus Strategy?

- The domestic investment grade bond market is becoming more efficient, leaving fewer opportunities for excess return.
- Investing in "out-of-index" sectors offers potential advantages of higher returns over time, and lower correlations with other bond sectors (better risk-adjusted returns).
- For smaller-sized portfolios, this strategy can be more efficiently implemented today via institutional allocations to carefully screened "best in class" mutual funds.
- For larger portfolios (greater than \$10 million), this strategy is implemented via our traditional core bond process with a combined allocation to the plus sector of individual bonds and the same "best in class" mutual funds.
- We caution investors however that the "Plus" sector investing tends to be highly correlated with credit spreads in general. Thus, if stocks are doing well and credit spreads are improving incremental returns generally accrue to "Plus" sector investors. When things are bad most of the "Plus" sector is no place to hide.
- Note the following two slides which effectively document a "tale of two time periods".

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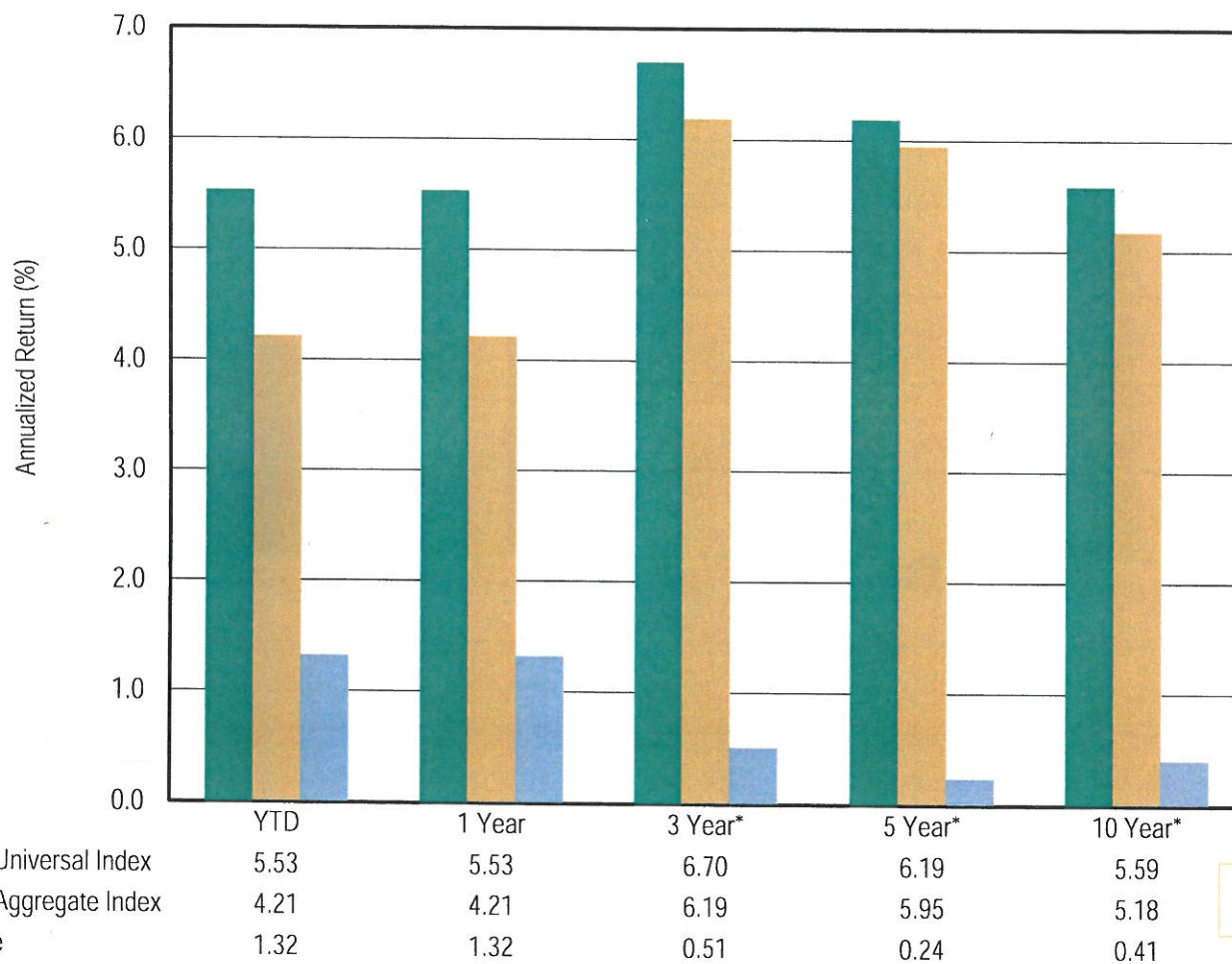


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Index Performance Comparison — as of December 31, 2012

Recent performance
shows long-term
value added but...



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*Returns greater than one
year are annualized

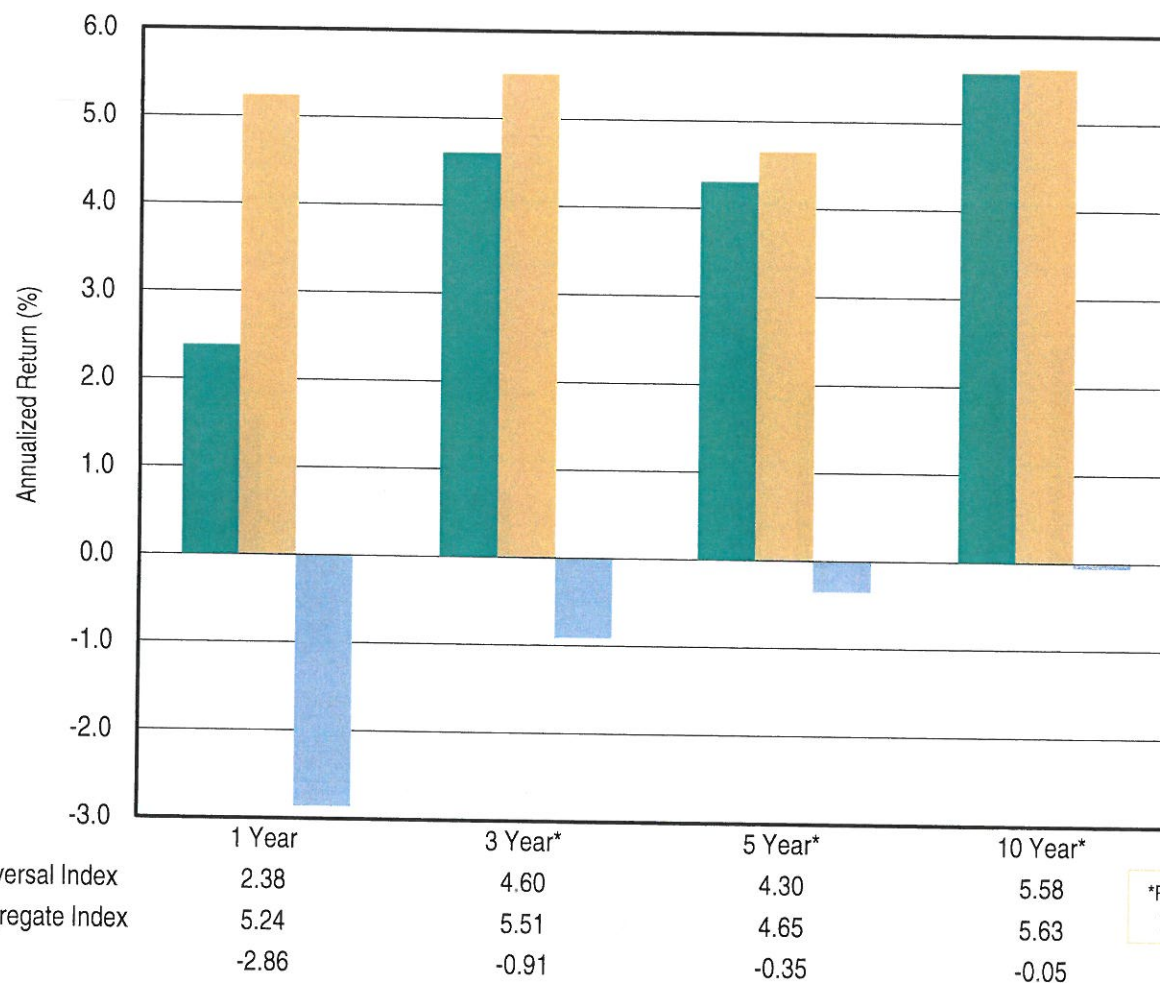


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Index Performance Comparison – as of December 31, 2008

Note that it is very time sensitive.



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*Returns greater than one year are annualized



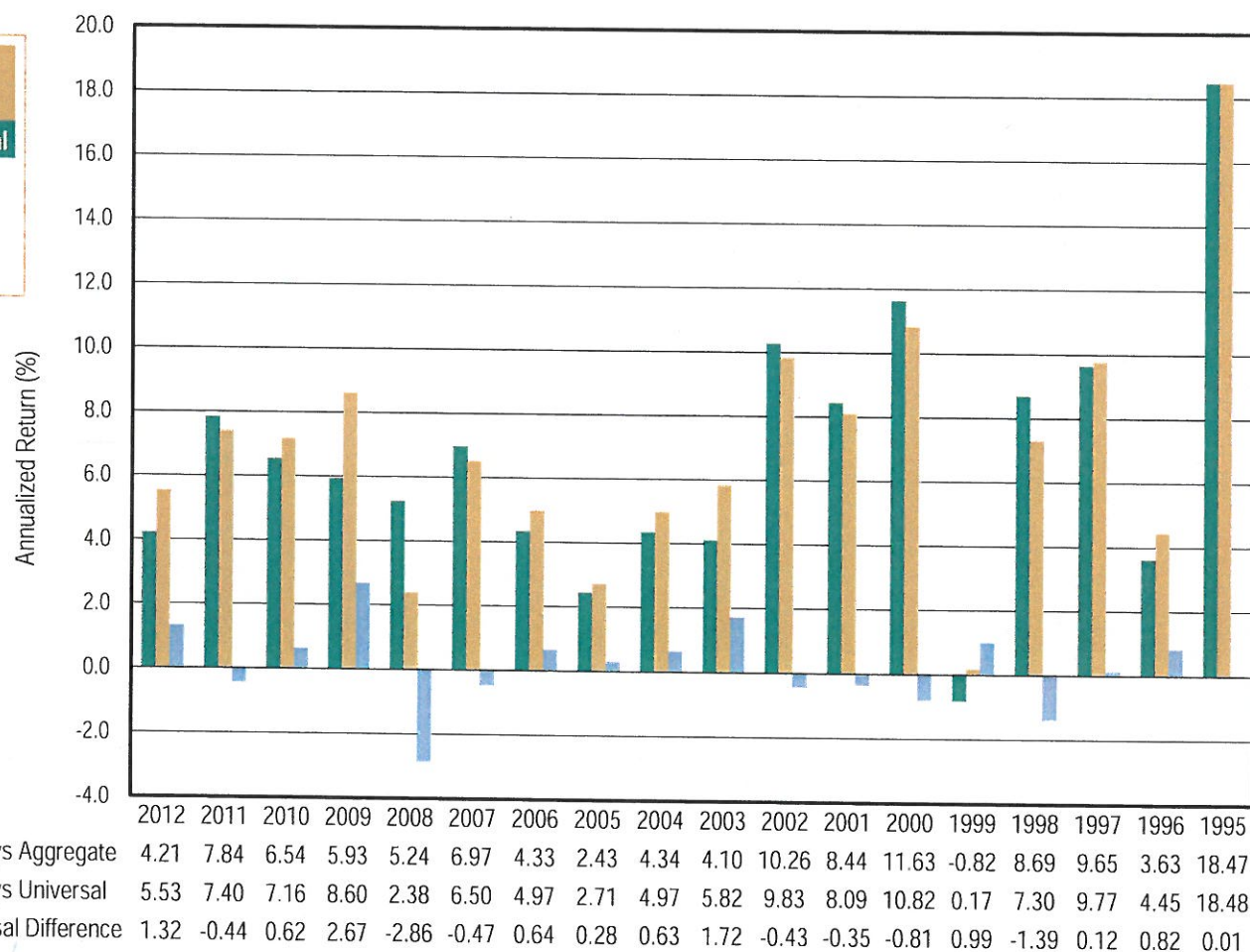
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Annual Index Performance Comparison — as of December 31, 2012

Barclays Capital Indices 1995 - 2012

	Aggregate	Universal
Average Annual Return	6.77%	6.94%
Standard Deviation	4.23%	3.99%
Winning Years	7	11



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Source: Barclays, The Commerce Trust Company



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Strategic Core Plus Allocation

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Commerce “Strategic” Core Plus Allocation Process

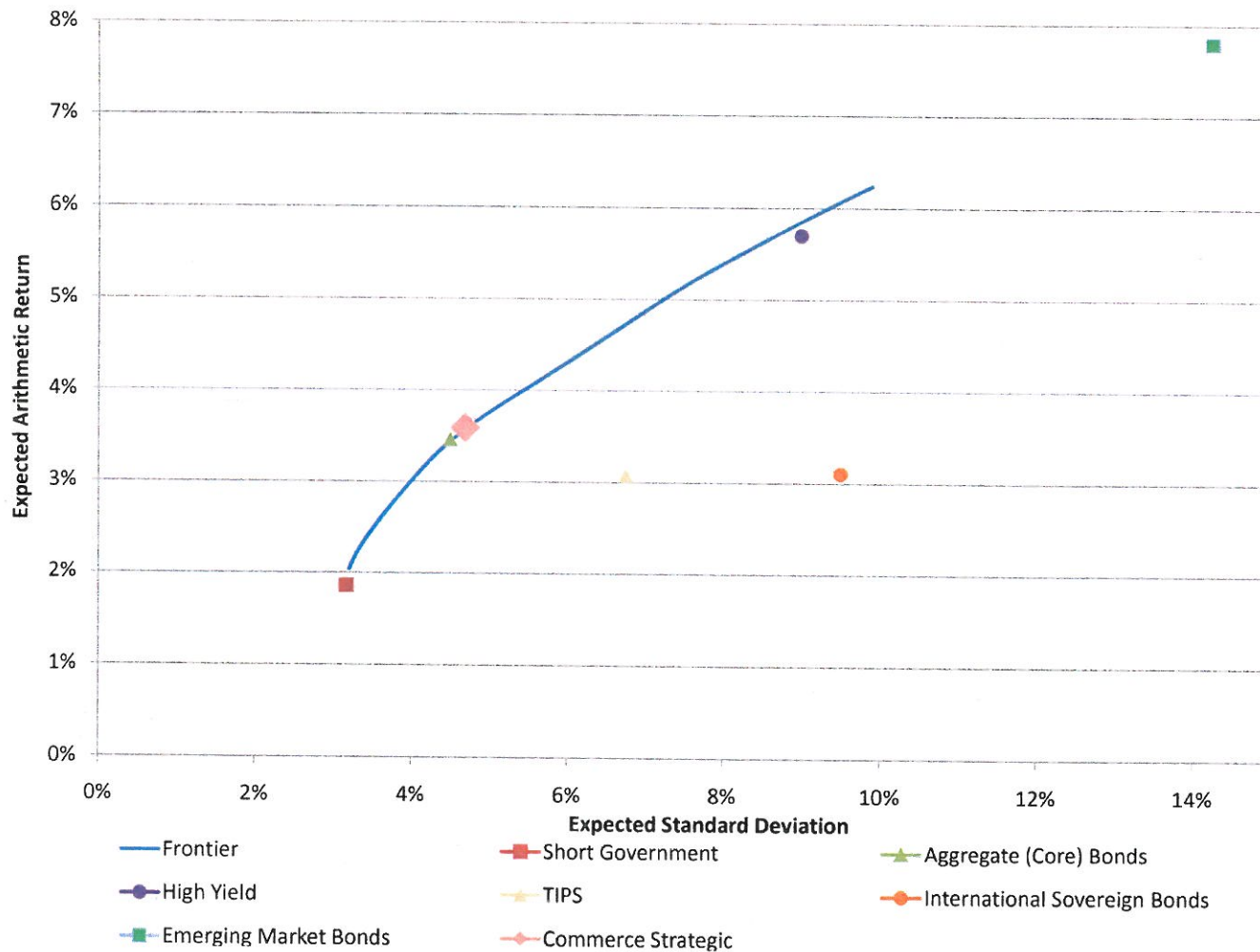
- Started with an unconstrained efficient frontier analysis using the following asset classes:
 - Core or Aggregate Bonds, Short Government, TIPS, High Yield (combined), International Developed Market Bonds, Emerging Market Bonds
- Followed this process with another efficient frontier analysis, this time constrained to achieve approximately 0.75% tracking error relative to the Aggregate Bonds asset class.
 - This produced a portfolio weighted approximately 85% Aggregate (Core), 15% Non Core
- The resulting constrained portfolio had an allocation greater than 7% in High Yield.
- Judgment and experience called for a reduction in this relatively risky and probably more tactical asset class.
- While the projected tracking error with a 7% allocation to high yield was 75 bps, the “historical” tracking error has been 94 bps since 1998.

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Commerce “Strategic” Core Plus Efficient Frontier



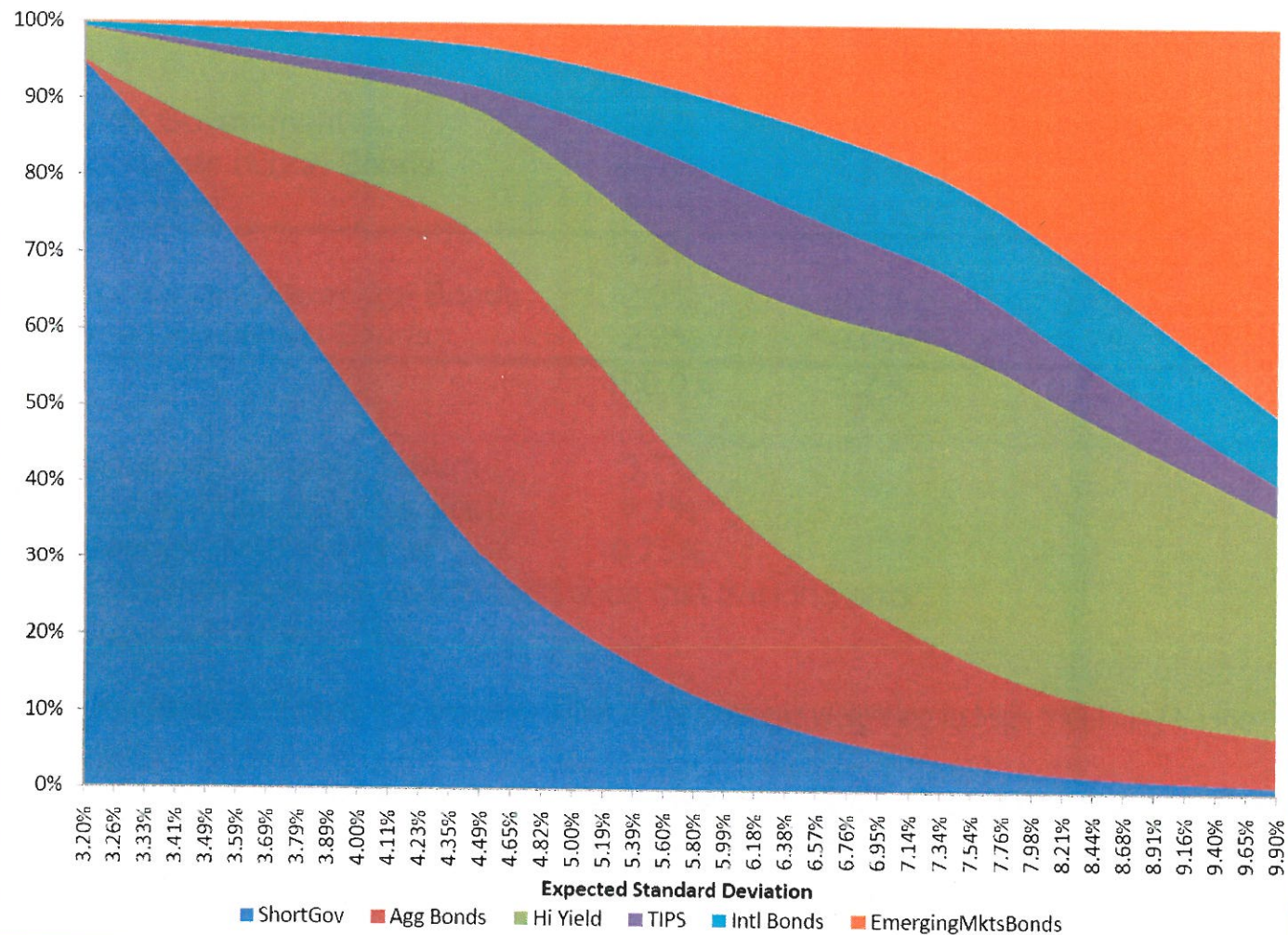
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Unconstrained Optimal Asset Allocation



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Commerce Strategic Core Plus Bond Strategy

	Optimized (1) Strategic Allocation	Absolute Risk Contribution	Expected Tracking Error Contribution
Short Government	2.4%	0.1%	0.0%
Aggregate (Core) Bonds	85.0%	3.8%	-0.1%
High Yield	7.1%	0.4%	0.5%
TIPS	1.2%	0.1%	0.0%
International Sovereign Bonds	2.0%	0.1%	0.1%
Emerging Market Bonds	2.3%	0.2%	0.2%
	100.0%	4.7%	0.75%

Expected Arithmetic Return 3.7%

Expected Standard Deviation 4.7%

Expected Tracking Error 0.75%

(1) Optimization was constrained such that tracking error is approximately 0.75%

- Judgment and Experience suggested that a 7% strategic weighting to High Yield may be too high.
- High Yield is contributing more than half of the non core risk budget.

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Commerce Strategic Core Plus Bond Strategy

	Strategic Allocation	Absolute Risk Contribution	Expected Tracking Error Contribution
Short Government	2.5%	0.1%	0.0%
Aggregate (Core) Bonds	85.0%	3.8%	-0.1%
High Yield	6.5%	0.4%	0.5%
TIPS	1.5%	0.1%	0.0%
International Sovereign Bonds	2.0%	0.1%	0.1%
Emerging Market Bonds	2.5%	0.3%	0.2%
	100.0%	4.7%	0.73%
Expected Arithmetic Return	3.7%		
Expected Standard Deviation	4.7%		
Expected Tracking Error	0.73%		

- Better distribution of risk budget
- Likely reduced tracking error
- More in keeping with the conservative Commerce approach
- Recognizes return and correlation matrixes are not stable

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Core Plus Process

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Core Plus Fixed Income Process

- Commerce has combined their long-standing Core/Aggregate strategy, with a tactical sector allocation to the High Yield/Non-Investment Grade, International, Emerging Markets, and Inflation Protected sectors.
- The tactical allocation is based on a fundamentally driven relative value process, and implemented via carefully selected institutional investment vehicles for a 0% - 30% combined asset class exposure versus a long-term expected average exposure of 15%.
- Sector market valuations are measured by analyzing macro inflation and interest rate trends, relative yield, spreads, and global growth prospects.
- We control risk with strict adherence to client guidelines, as well as universe/benchmark characteristics. Changes to the "Plus" sector are typically made on a monthly basis post a Fixed Income strategy meeting.
- The Core Plus strategy will entail higher risk tolerance and wider asset allocation deviations from the benchmark than the Core/Aggregate process.
- Our primary objective is to modestly (25 to 50 bps) add value over and above our Core strategy over time with no more than a 25% increase in standard deviation constrained to 75bps of related tracking error.

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The “Plus” Sector Universe

	Strategy	
Core/Aggregate Bonds	CFBNX	Commerce Bond Fund
	AGG	iShares Aggregate Bonds
	BAGIX	Baird Aggregate Bond Fund
	DODIX	Dodge and Cox Income
	LQD	iShares Corporates
	VFIDX	Vanguard Corporates
High Yield Corporates	BRHYX	BlackRock High Yield Bond
	GSHIX	Goldman Sachs High Yield Bond
High Yield Bank Loans	HFLYX	Hartford Floating Rate
	FFRHX	Fidelity Floating Rate
High Yield Trust Preferreds	PFF	iShares S&P Preferred Stock
High Yield MBS/ABS	N/A	
Emerging Markets	PEBIX	PIMCO Emerging Markets
	PELBX	PIMCO Emerging Markets Local Bond
	FMKIX	Fidelity Emerging Markets
International	ESICX	Wells Fargo International
	PFUIX	PIMCO Foreign Bond Fund
	AIDIX	American Century
Tips	TIPS	iShares Tips
Short Government	CFSTX	Commerce Short-Term Government

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What Constitutes the “High Yield” Sector?

- High yield bonds are those rated below investment grade (<BBB-/Baa3) by the rating agencies.
- HY bonds have equity-like characteristics, but face lower risk of loss than the company’s stock.
- Commerce combines three specific high yield sectors to allocate to the high yield space. These sectors include the “typical” high yield corporate bonds, as well as the bank loan sector and the trust/preferred stock sectors.
- In addition, for larger portfolios with individual bonds, Commerce has particular expertise in the below investment grade MBS/ABS space which is currently providing an attractive “high yield” opportunity relative to most others.
- Many emerging market bonds are also below investment grade, but these bonds have their own characteristics and are viewed as a separate asset class.

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Why Use All Four High Yield Sectors?

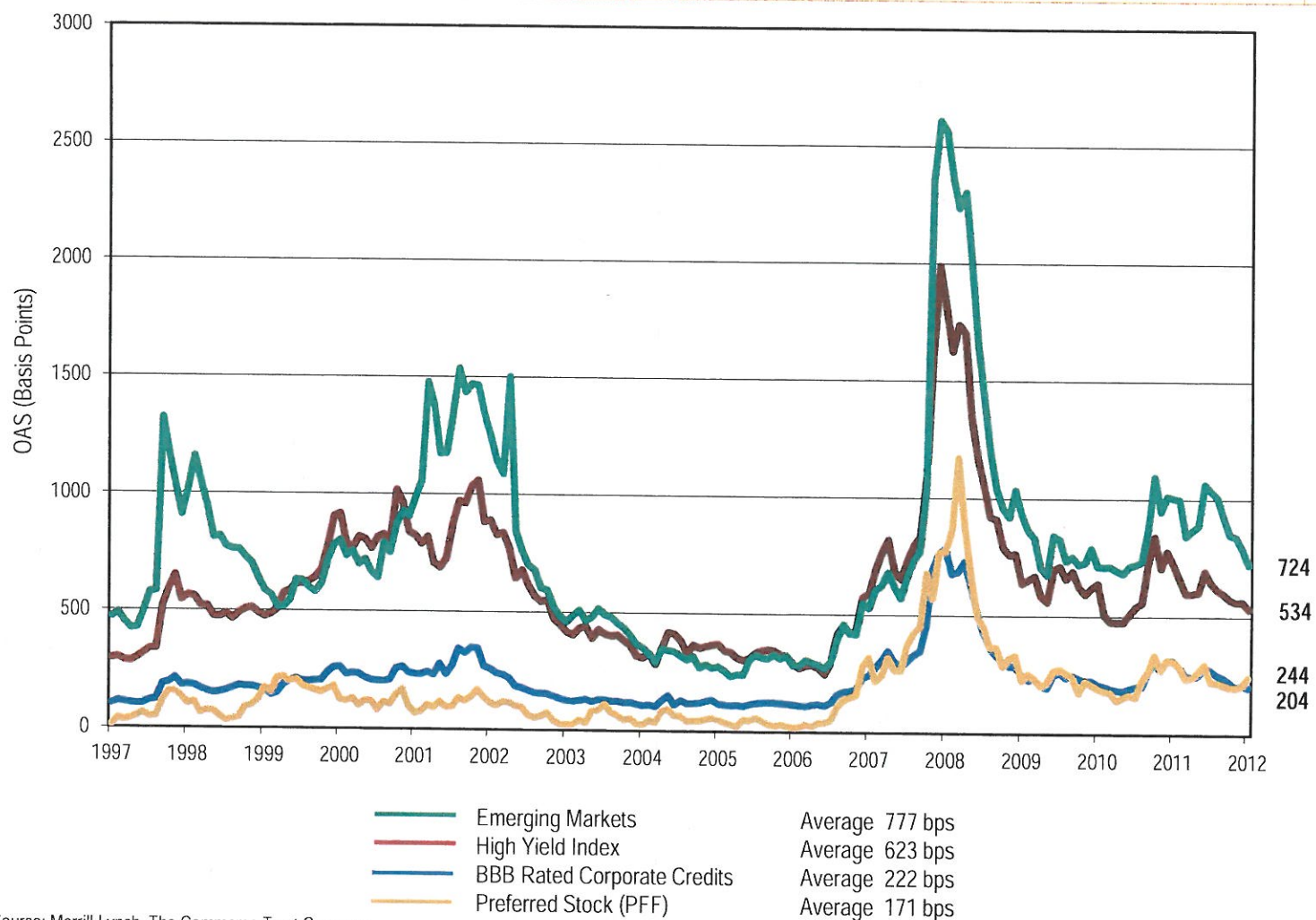
- Each of these sectors is unique and somewhat non-correlated.
- Each sector has unique investor base and is subject to different technicals.
- Returns can vary dramatically across these classes.
- Key Differences
 - High yield corporate senior fixed coupon senior debt often less than 10 years in maturity, typically the largest and most liquid sector.
 - Bank loans tend to be senior to typical corporate debt, have minimal losses in bankruptcy but are floating rate and shorter maturities.
 - Trust preferreds and preferred stocks are the smallest sector and tend to be subordinate bonds insured by investment grade bank, finance, insurance, REIT or utilities, fixed coupon and very long maturity.
 - The “junk” MBS/ABS is currently a large sector for the time being given recent downgrades in the “structured asset” market.
- Any allocation to the “credit sensitive sector” will likely still be reasonably correlated.

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Credit Spreads — 12-31-97 through 12-31-12



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What are Bank Loans?

- Bank loans, also referred to as leveraged loans, are syndicated loans made to less-than-investment grade companies (usually rated lower than BBB-/Baa3)
- Syndicated loans are structured, arranged and administered by one or several commercial or investment banks
- Bank loans are senior in a firm's capital structure to subordinate bonds and equity
- Bank loans typically pay a floating rate coupon based on LIBOR, require quarterly principal payments and are callable at par without penalty
- Companies unable to access the public markets normally rely on bank loan financing.
- Contrasting these issues to high yield bonds, bank loans generally have a shorter maturity and shorter duration, are secured with stricter covenants, and thus have higher recovery and historically lower default rates

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What are Preferred Stocks/Trust Preferreds?

- Preferred stock is a hybrid between common stock and a bond.
- Normally pays a guaranteed dividend which receives priority over the common stock, but subordinates to the bonds.
- Trust Preferred securities (Trups) are similar to Preferred stock in that they combine benefits of both debt and equity.
- Trups are essentially cumulative preferred stock normally issued by bank holding companies through a special purpose vehicle, and used as a capital tool.
- Both of these assets generally perform like subordinated bond issues.
- US Preferred stock index consists of 242 issues with \$152 billion market valuation.

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What is an Emerging Market?

- Nations whose economies are considered to be developing, or emerging from underdevelopment, by the World Bank.
- Includes most or all of Eastern Europe, Latin America, Russia, the Middle East, and Asia, excluding Japan.
- Includes sovereign bonds, as well as bonds issued by public and private companies in emerging market nations.
- The market is most widely benchmarked against the EMBI Global Index which tracks total returns for US dollar-denominated debt issued by EM countries.
- The most creditworthy countries will receive investment-grade ratings (at least BBB-/Baa3), and in fact, approximately 45% of the index is now rated investment grade.
- We use both dollar denominated and non-dollar denominated mutual funds to invest in this space.

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Tactical Strategy

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Key Tactical Asset Allocation Drivers

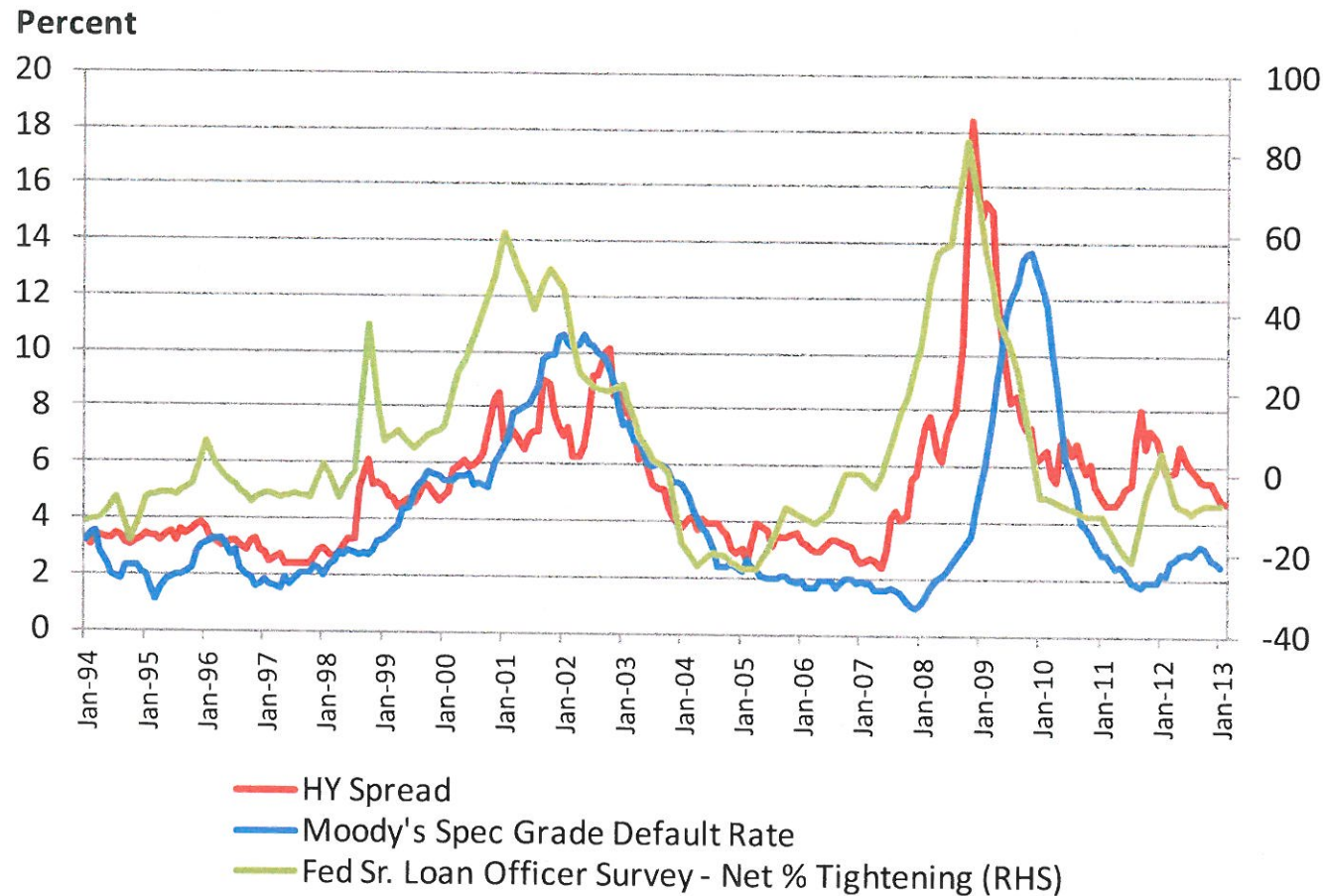
- Monthly updated one year forecasted returns with quantified range of result
- Continuous monitoring of spread relationships across all fixed income sectors
- Fundamental, quantitative, and qualitative assessments of macroeconomic conditions and credit trends
- Particular emphasis on downside risk and tracking error
- Collaborative team approach primarily driven by the Fixed Income Strategy Committee with input from both our quantitative research group and our manager research team

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High Yield Spreads, High Yield Defaults, & Bank Lending Standards



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Source: Barclays, Moody's Investor's Service, Federal Reserve, The Commerce Trust Company



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Core Plus Fixed Income – Current Strategy/Recommendations

High Yield

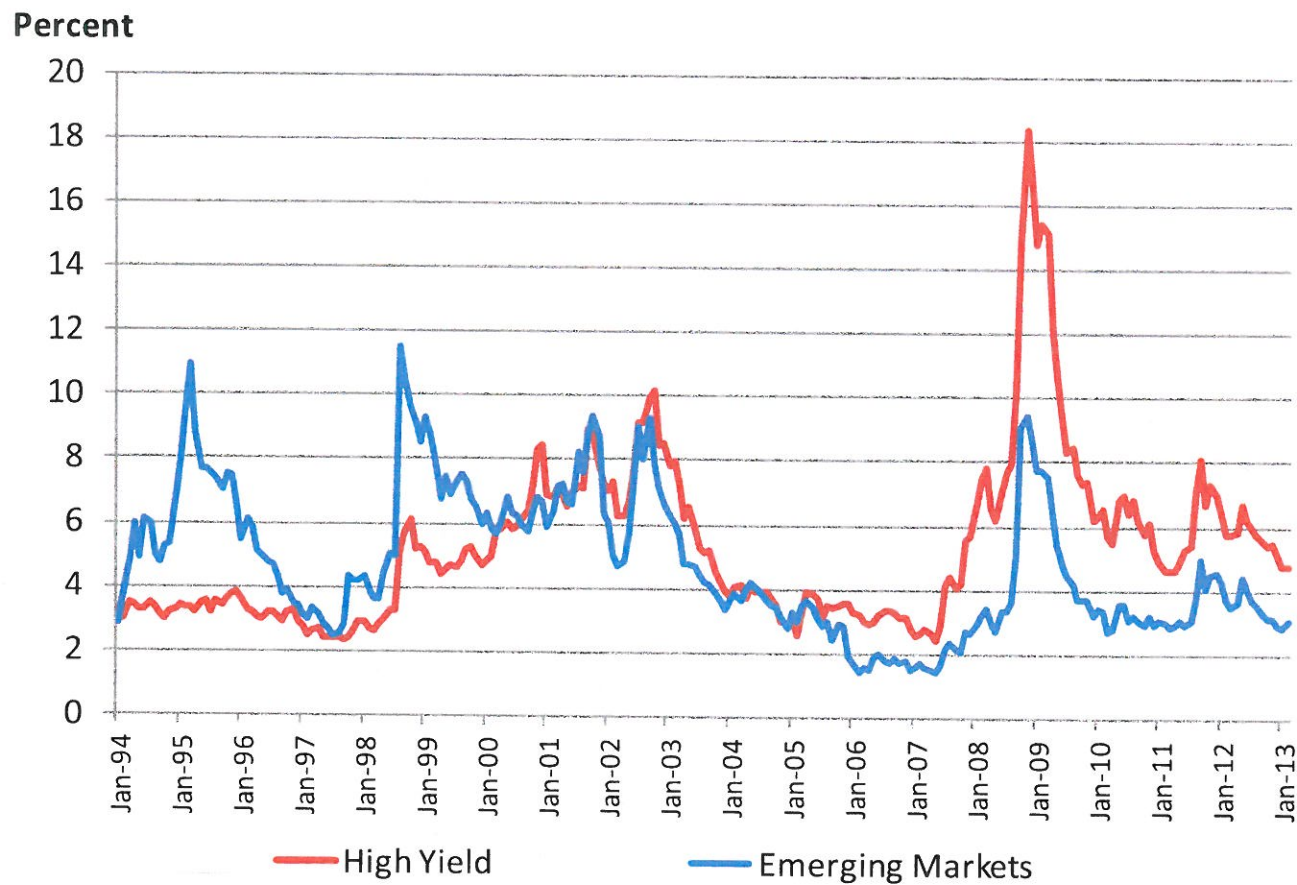
- The U.S. corporate bond market and commercial lending environment are highly intertwined. Tightening of commercial lending standards serves to restrict credit availability in the economy's front lines, with corporate credit spreads widening in tandem. Excessive tightening – or loosening – of lending standards leads to extremes in spreads and defaults.
- High yield spreads have narrowed dramatically from their record wide levels in early 2009, and as a result have recorded very strong out-performance over the past four years.
- Despite the rally, valuations are still relatively attractive, as lending standards remain easy and leaner corporations boast stronger, cash-rich balance sheets. A near-term reversal of the bottoming trend in corporate default rates is not likely.
- With limited room for further tightening, coupon payments will be the primary medium-term driver of high yield performance. The potential for rising interest rates and "risk-off" exogenous shocks could lead to bouts of negative performance, but we still expect high yield returns to outpace those of a core-only portfolio.

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Spreads: High Yield vs. Emerging Markets



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Source: Barclays, The Commerce Trust Company



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Core Plus Fixed Income – Current Strategy/Recommendations

Emerging Markets

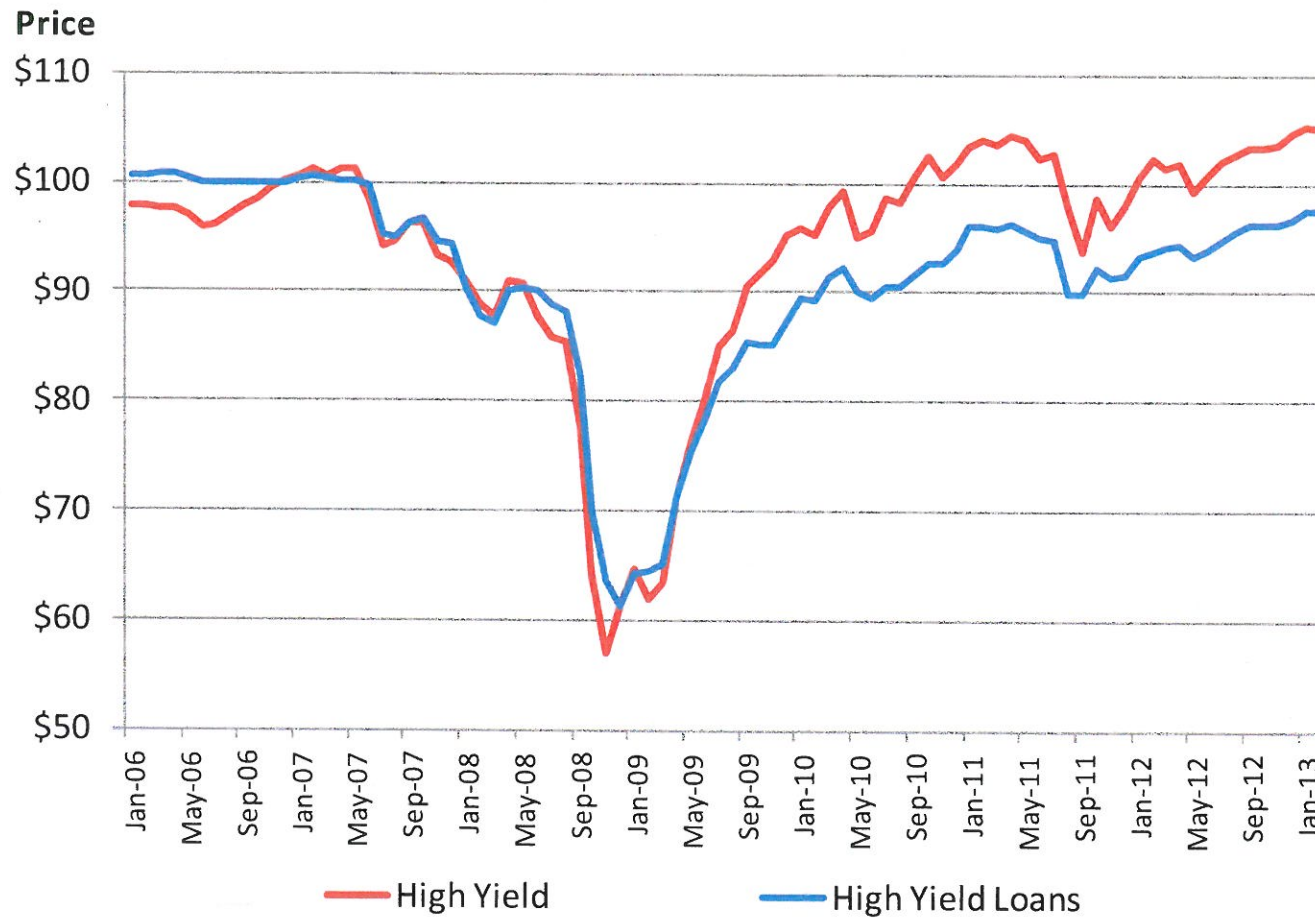
- Emerging Market debt has performed very well, with spreads tightening dramatically as fundamentals continue to improve, especially after the U.S. financial crisis abated.
- Having endured (and learned from) volatile episodes of crisis/contagion throughout the 1990's and early 2000's, many countries could arguably earn graduation honors from **emerging** to **emerged**. High reserve balances and reduced reliance on external funding have led to impressive credit improvement and ratings upgrades. Strength in commodity prices has been a key factor in their ascendance, as many EM economies are heavily resource-based.
- An important additional driver of the rally has been a broad-based flow of funds into the EM space in recent periods, as investors have come to appreciate the secular move toward greater economic importance and increasing wealth.
- Assuming the maintenance of relatively benign global financial conditions, fundamental factors continue to support moderate EM debt performance in the coming months and warrant our continued recommendation of the sector.

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Unique Capital Structure Opportunity: Loans



Source: Barclays, The Commerce Trust Company

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RICHMOND HEIGHTS, MISSOURI
HADLEY TOWNSHIP TAX INCREMENT REDEVELOPMENT AREA
Tentative Schedule of Events
(as of February 21, 2013)

<u>Status</u>	<u>Date</u>	<u>Event</u>	<u>Responsible Party</u>
✓	January 7, 2013	City Council Meeting <ul style="list-style-type: none"> • Obtain approval to amend prior boundaries and create new Redevelopment Area • Approve resolution amending composition of TIF Commission 	City
✓	January 10, 2013	Mail Notice to taxing districts regarding appointments to TIF Commission	City
✓	February 20, 2013	TIF Commission Meeting <ul style="list-style-type: none"> • Administrative Actions 	All
✓	March 8, 2013	Distribute drafts of Redevelopment Plan, Amendment to existing Redevelopment Plan, Blight Study and Cost-Benefit Analysis to TIF Commission	All
✓	March 13, 2013	TIF Commission Meeting <ul style="list-style-type: none"> • Overview of Project and Requested TIF Assistance • Set Public Hearing Date 	All
	March 18, 2013	Mail Hearing Notice to Taxing Districts and Dept. of Economic Development (written notice by certified mail, not less than 45 days prior to public hearing)	City
	March 25, 2013	Mail TIF Hearing Notice to “Persons In Whose Name Taxes Were Paid” (written notice by certified mail, not less than 10 days prior to public hearing)	City
	April 11, 2013	Publish TIF Hearing Notice (published in a “newspaper of general circulation” not more than 30 days before the public hearing)	City
	April 29, 2013	Publish TIF Hearing Notice (published in a “newspaper of general circulation” not more than 10 days before the public hearing)	City
	May 2, 2013	Post Notice of TIF Commission Meeting (at least 4 days, excluding weekends and holidays, prior to TIF Commission Meeting)	City
	May 8, 2013	TIF Commission Meeting <ul style="list-style-type: none"> • Public Hearing on Redevelopment Plan and Redevelopment Project 	All



Core Plus Fixed Income – Current Strategy/Recommendations

High Yield Loans

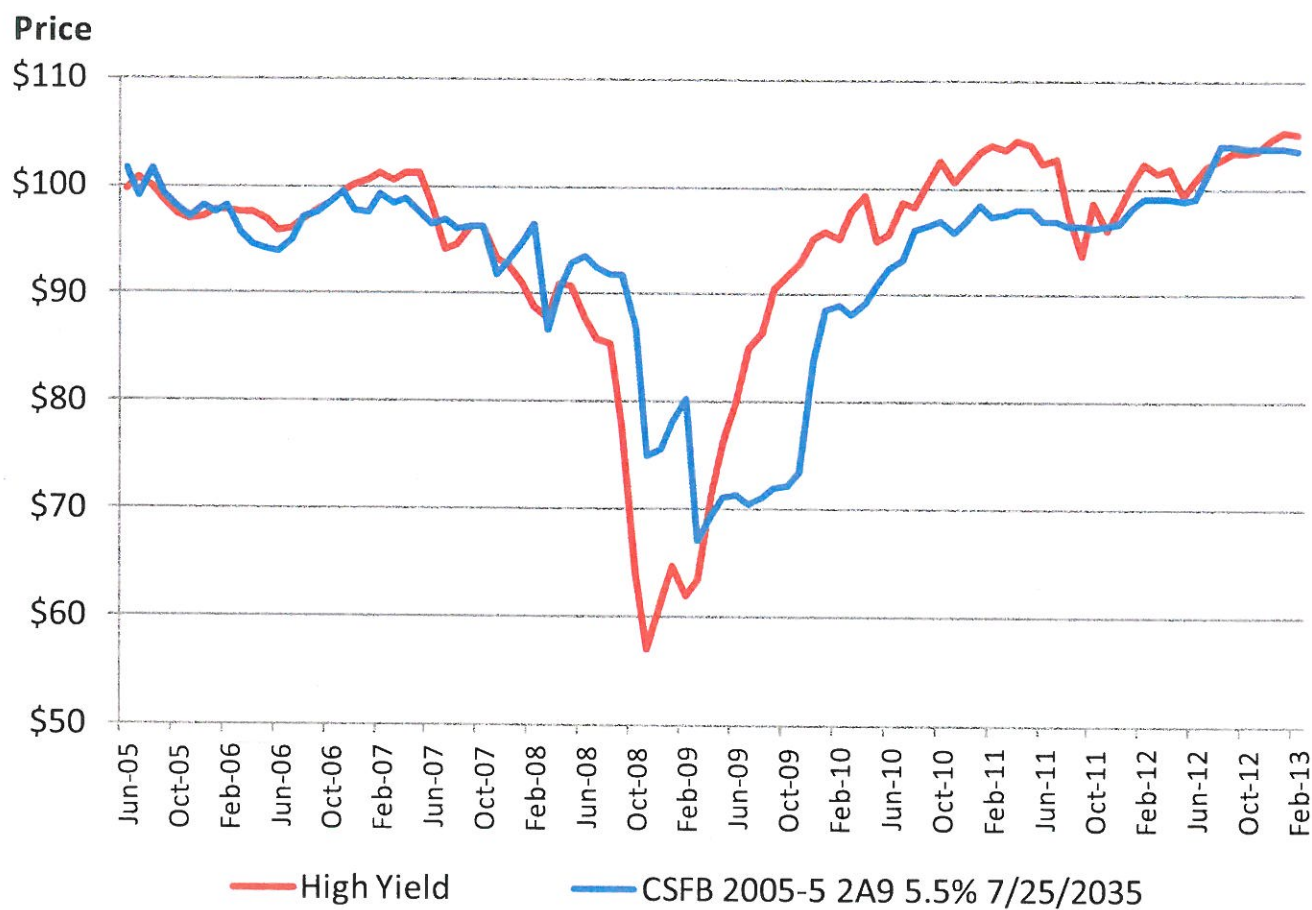
- Loans occupy a preferred/secured place in the capital structure of a company, ranking senior to the unsecured position held by high-yield debt. As a result, historic recoveries upon default have been almost 30 points higher. On a dollar-for-dollar par basis, loans offer a clearly superior risk profile for loss mitigation.
- While providing yields that generally beat investment-grade debt, loans' higher position in the capital structure comes with modestly lower yields than for junk bonds – but a floating rate coupon. This combination of attractive yields and low duration offers a compelling diversifier for a core fixed income portfolio.
- Having bounced off their Lehman-induced panic lows, loan prices have improved dramatically. A key factor in their outperformance has been heavy flows into loan funds from yield-hungry investors fearful of rising interest rates. Corporate fundamentals warrant our continued recommendation of the sector, although we are monitoring flows very closely for signs of a reversal in investor appetite.

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Unique Capital Structure Opportunity: Non-Agency MBS



Source: Barclays, Interactive Data, The Commerce Trust Company

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Core Plus Fixed Income – Current Strategy/Recommendations

Non-Agency MBS

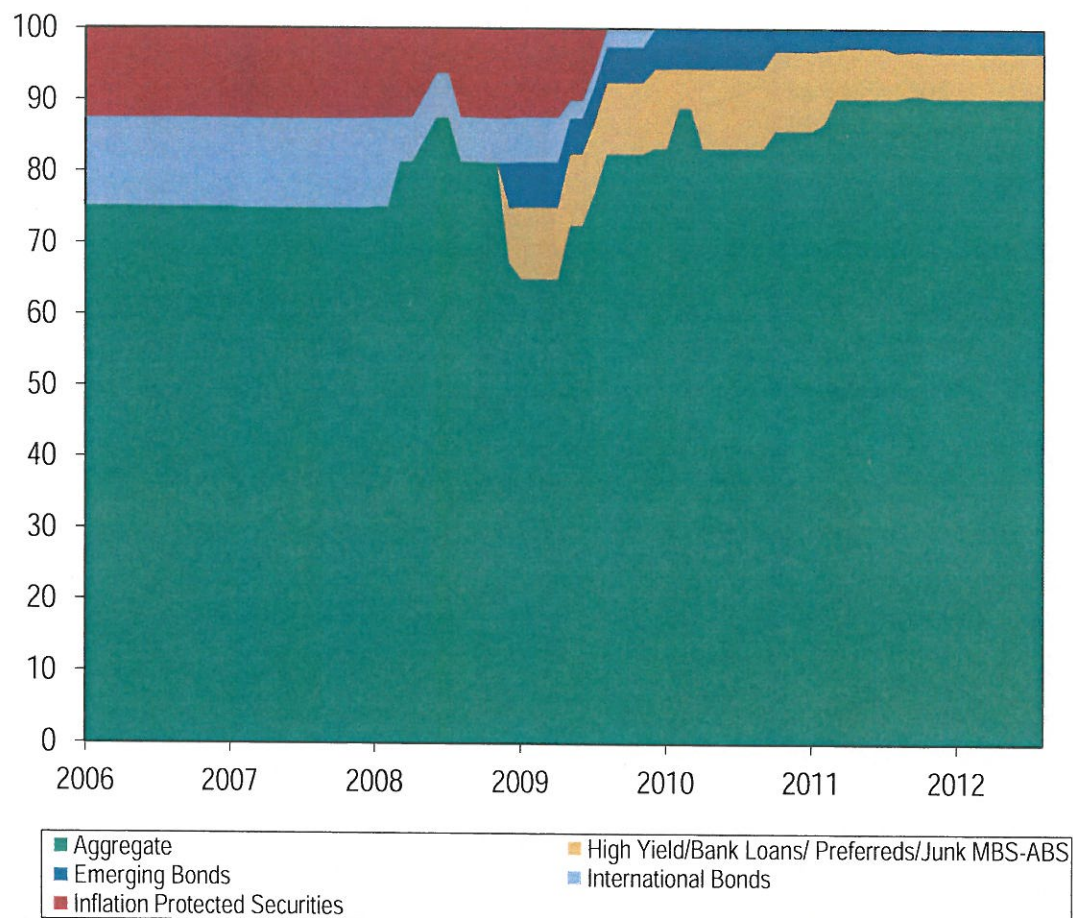
- Broadly designated "toxic assets" as the credit crisis unfolded, prices on non-agency MBS of all varieties plummeted as they suffered from an almost complete lack of liquidity. As the crisis eased and modest liquidity has returned, prices have rebounded to above par for many of the "cleaner" securities but remain discounted for many others.
- Formerly dominated by AAA-only investors seeking a modest yield boost over their agency MBS holdings, the non-agency MBS market is still transitioning into one whose investors have the resources to properly model the inherent risks and are not handcuffed by traditional ratings constraints. The vast majority of AAA securities issued after 2004 are now junk-rated, and many will ultimately take principal writedowns.
- Like loans, a non-agency MBS 's position in the capital structure is crucial. Understanding the brutally asymmetric risk-return profile of subordinate bonds (i.e. a modestly higher coupon with par at maturity vs. complete writedown of principal). we have focused solely on senior securities. On a loss-adjusted basis, senior non-agency MBS still offer yields of 2-7%, a compelling value relative to other yields available to a core-only fixed income investor.

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Commerce Core “Plus” Allocation



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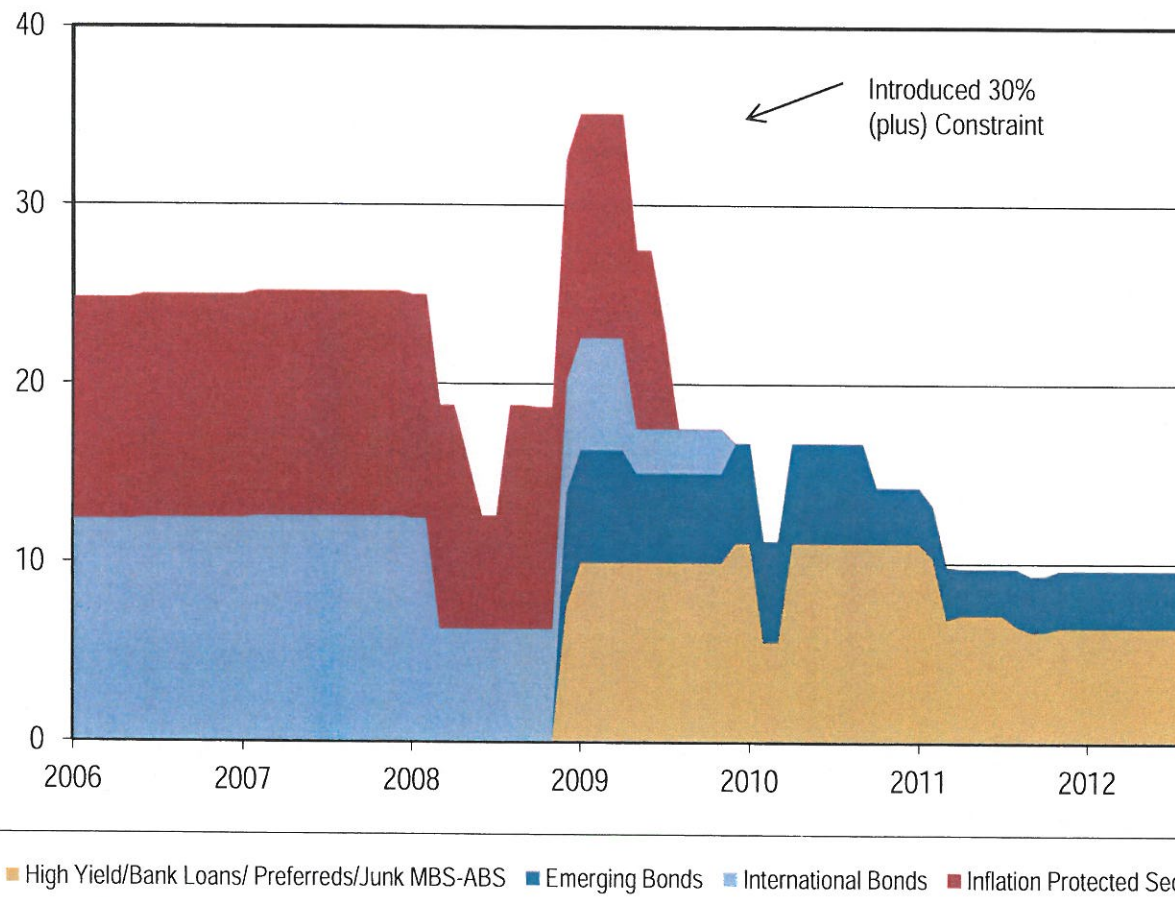
Not FDIC Insured

May Lose Value

No Bank Guarantee



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Not FDIC Insured

May Lose Value

No Bank Guarantee

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Risk Management

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Risk Management is an Integral Part of Our Investment Process

Objectives

- Limit downside risk relative to benchmark
- Actively identify and manage risk exposures

Foundations

- Portfolio guidelines
 - Provide diversification framework relative to benchmark
 - Serve as the primary basis for monitoring portfolios versus benchmarks
- Stress testing
 - Total return simulations for portfolio versus benchmark
 - Changes in interest rates, yield curve and spreads
- Performance review
 - Performance reviewed on a regular basis

Staff Resources

- Portfolio managers — portfolio construction and monitoring
- Quantitative/risk analysts — risk, analysis and monitoring
- Credit analysts — security review, modeling
- Senior management — oversight and accountability
- Client administrators — client policy and communication
- Compliance function — adherence to internal and client guidelines; reports to bank

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The manager seeks to achieve the stated objectives. There can be no guarantee the objectives will be met.



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Risk Measurement

- *Measuring* risk is critical to *managing* risk
- We measure risk along different levels and dimensions:

At the overall portfolio level
At the asset class level
At the manager level
At the security level

Holdings based
Returns based

Ex post/historical basis
Ex ante/forecasted basis

- Using this information, we can manage risk and avoid unintended bets

*Avoid
unintended
bets*





Key Risk Mitigation Strategies

Corporate Culture	Commerce Bank is known as a more conservative organization and takes a skeptical view toward any particular aggressive investment posture.
Assessing Client Needs	The investment process is based on the client's performance goals, risk parameters and liquidity needs
Duration Management	Duration constraints to +/- 30% of benchmark or 100 bps per year of increased risk based on implied volatility. Duration has ranged historically from 19% long to 8% short in our core process
Diversification	Core portfolios typically have 200+ securities, and every issue is further constrained as the security moves down the credit spectrum. With regard to Core "Plus" portfolios the inclusion of TIPS, international, and a shorter duration bias add a source of further uncorrelated returns relative to the more typical core plus high yield only strategy
Credit Modeling	Commerce has built credit models that have been tested over the past 17 years and are an integrate part of the bank's lending process. This an relenting focus on credit quality has helped Commerce Bank achieve the highest credit rating of any bank in the country (per Moody's).
Ongoing Surveillance	Through routine internal processes as well as an external reporting compliance function, we routinely monitor for variances, concentrations and out of policy limits. We are also subject to both SEC and OCC overview

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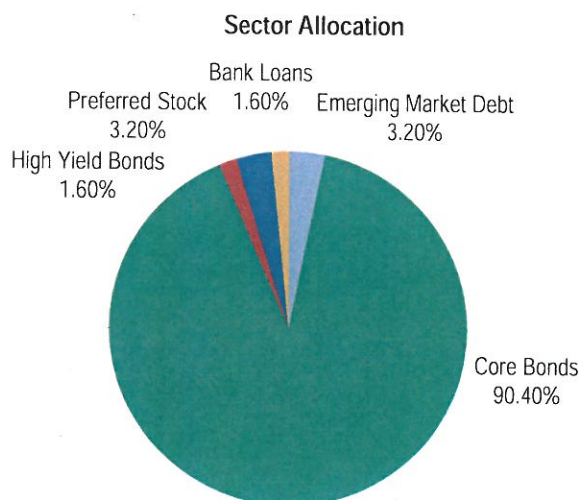
Performance

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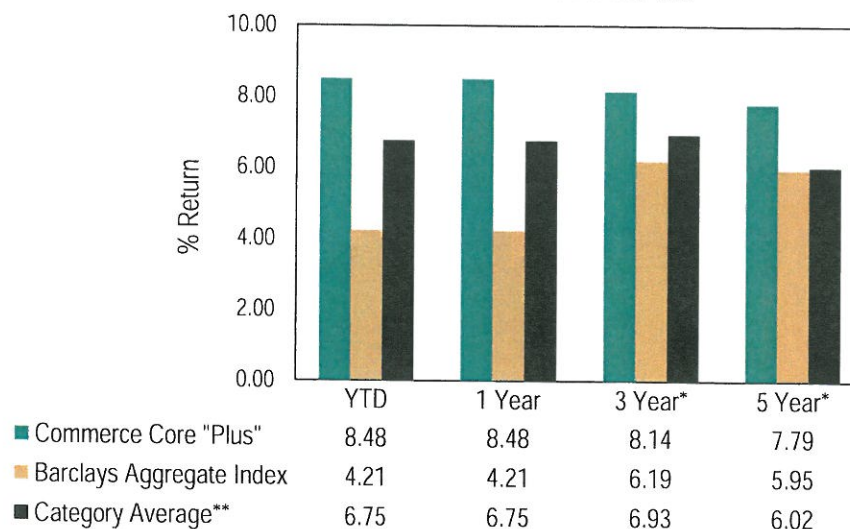
Commerce Core "Plus" Strategy



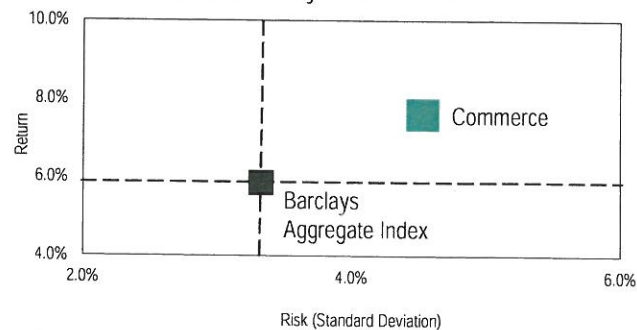
Note: Currently using 10 mutual funds/ETFs to fully allocate product

YTM	3.84%***
Duration	4.65
Quality	BBB+

Performance – as of 12/31/12***



Risk/Return – 5 years ended 12/31/12



*Returns greater than one year are annualized
 ** Lipper Intermediate Investment Grade Debt Category Median
 *** Net of all mutual fund/ETF fees, currently 59 bps total



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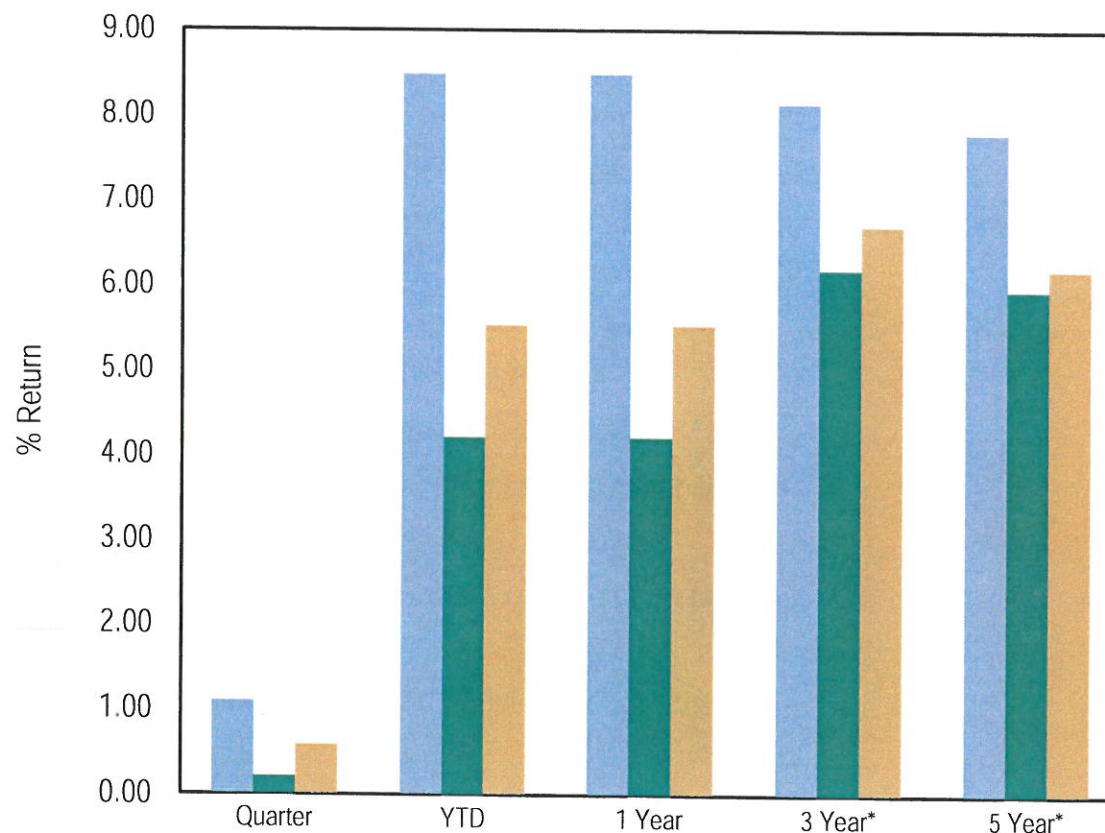
Not FDIC Insured

May Lose Value

No Bank Guarantee



Commerce Core "Plus" Performance — as of December 31, 2012



■ Commerce Core "Plus" Strategy
■ Barclays Aggregate Index
■ Barclays Universal Index

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listen
and solve*

*Returns greater than one
year are annualized



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43

Not FDIC Insured

May Lose Value

No Bank Guarantee



Why Commerce Core Plus?

- Lower risk "strategic" allocation than many core plus strategies with a strict focus on tracking error
- History of tactical allocation that has added material value in the mutual fund space or individual security selection within the non-government MBS/ABS below investment grade space.
- Top quartile track record and a five star core process.
- Use "best in class" outside managers to enhance plus capabilities
- Willing to be flexible adapt to client/investment constraint on process.
- No additional fees to Commerce over and above the core process.

*We ask,
listen
and solve*



7



Manager Research and Due Diligence

*We ask,
listen
and solve*



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The Payoff of Manager Research and Due Diligence

With the wide availability of manager ratings from mutual fund evaluation services, why would a dedicated manager research effort be a valuable part of our service offering?

Because we believe...

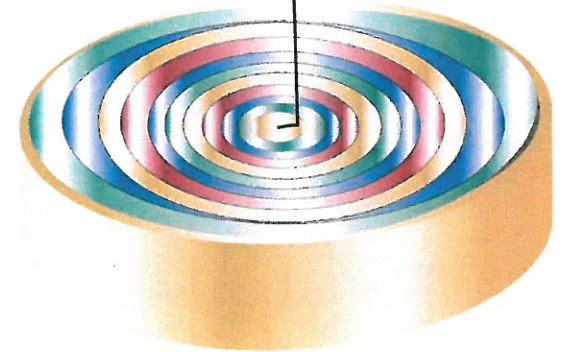
- Commonly used metrics (star ratings, peer rankings, etc.):
 - Lack predictive value
 - Are meant to describe the past and not necessarily project into the future
 - Often use shallow analysis of past results, leading investors to “chase” performance
- Deeper analysis provides greater clarity and helps distinguish between luck and skill
- Deconstructing a manager’s process can identify factors that lead to future outperformance

Therefore, we have built a robust manager research effort...

- We believe a sophisticated, multi-layered research program will add value to your portfolio

Can this manager repeat outperformance?

A multi-layered approach...



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Our Manager Research Effort

- We employ an extensive, multi-dimensional process to select and monitor world-class managers
- We access the quantitative and qualitative research of our manager research consultant and other providers
- We layer in our own analysis by our highly skilled quantitative and qualitative research analysts
- We have developed unique proprietary tools that give us an edge in manager selection and monitoring
- Our team of senior investment professionals drive decision-making
- Our research teams are held accountable for results

4,000+ External Managers

10,000+
Mutual Funds



100+ Managers



100+ Strategies in the Commerce Platform

- Separate Accounts
- Mutual Funds
- Exchange-Traded Funds



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Manager Selection Process

Initial Review of Universe Based on Client Needs

Quantitative Screening
Proprietary Model

Qualitative Analysis
Portfolio Analysis, On-site Due
Diligence, Conference Calls,
Etc.

Investment
Strategy
Review

Recommended Manager

Ongoing
Monitoring

*We ask,
listen
and solve*



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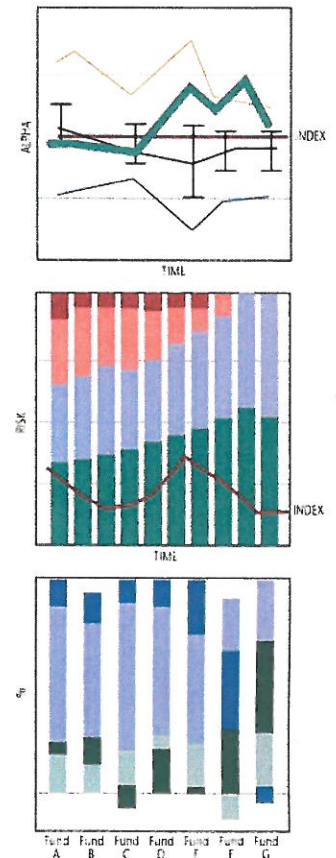


Quantitative Process

Our process begins with our proprietary quantitative screening.

- Our proprietary multi-factor model narrows the broad universe of available managers
 - Our work places heavy emphasis on utility theory, which more closely captures our clients' needs and desires than commonly used modern portfolio theory alone
 - 11 model factors are measured over many time periods
 - Returns, risk, and risk-adjusted returns are considered
 - Data are thoroughly scrubbed, and then performance is measured against benchmarks and peers
 - Analysis results in quantitative score for each manager in the universe
- Style analysis verifies the manager's stated philosophy
- Customized, bias-adjusted benchmarks are created for each manager in the universe

Commerce Analysis	Index-Relative	Peer-Relative
Absolute Performance	✓	✓
Bias-Adjusted Performance	✓	✓

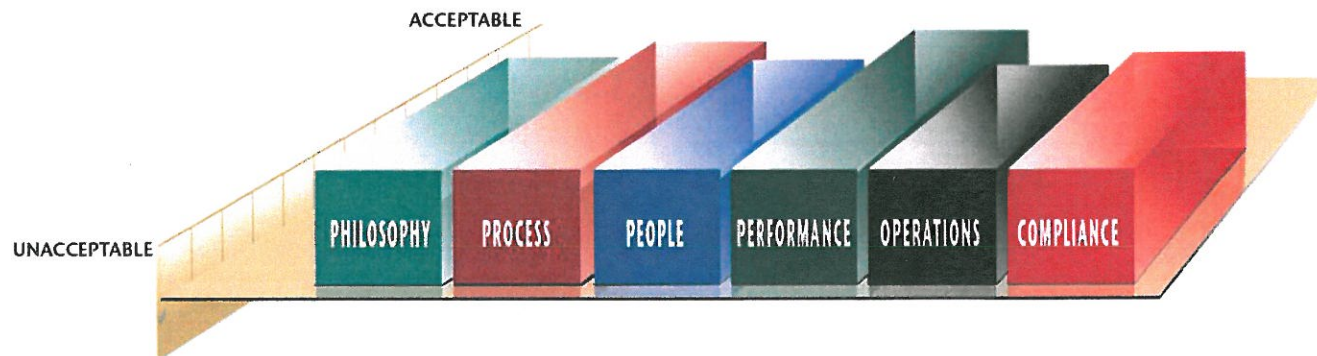




Qualitative Process

- Short list of candidates evaluated further through our qualitative due diligence
 - Our goal is to determine whether past manager performance is repeatable
 - Our team of experienced analysts performs due diligence on candidates' people, philosophy and process
 - Research conducted through visits to managers, conference calls, published materials, etc.
 - Draws upon the expertise and resources of our equity and fixed income research teams
- Different teams of senior investment professionals make final decisions on recommended managers

*We ask,
listen
and solve*

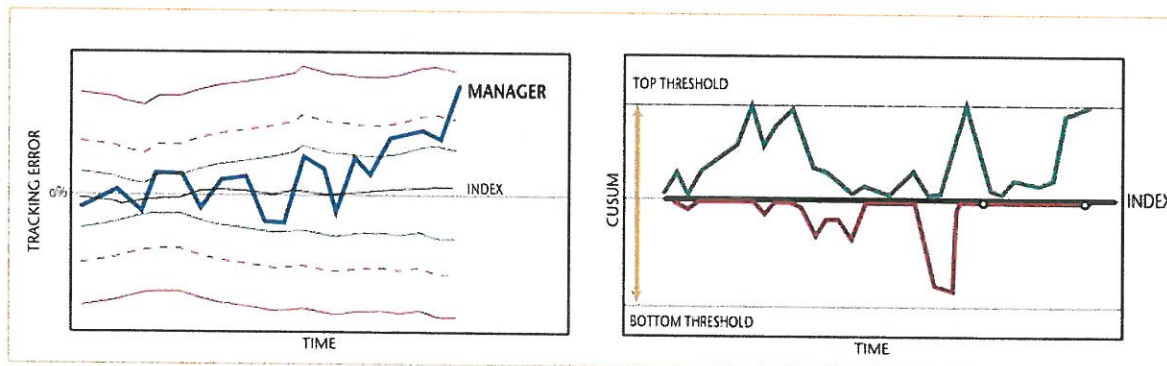




Monitoring and Accountability

- Manager performance monitored on an ongoing basis
 - Employs our proprietary RAPID CUSUMSM* model
 - Acts as an early warning signal for underperformance
 - Helps distinguish meaningful performance concerns from "noise"
 - Our analysts regularly monitor manager portfolios and their investment teams
 - Managers may be placed on Watch List for more frequent monitoring or terminated due to staff changes, style drift, unexpected performance concerns, etc.
- Accountability maintained through performance measurement of our selection process

*We ask,
listen
and solve*



* Rapid: Real-Time Accumulation of Performance to Identify Deterioration
CUSUM: Cumulative Sum



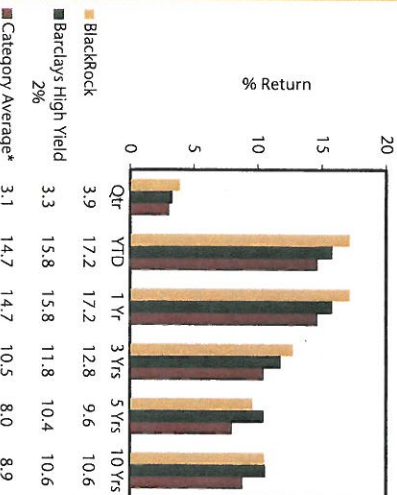
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8

*BlackRock
Mutual Funds
James Keenan
Portfolio Manager
Manager Since 2007*

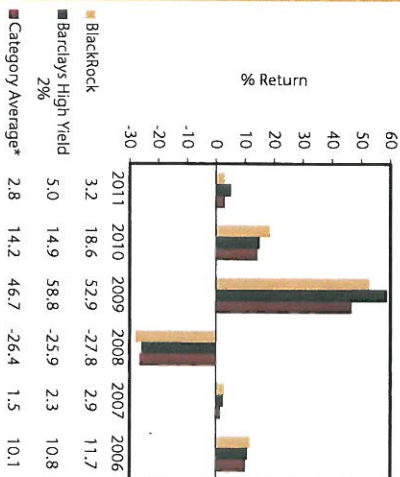
Performance as of 12/31/12

Performance for periods longer than 1 year is annualized.

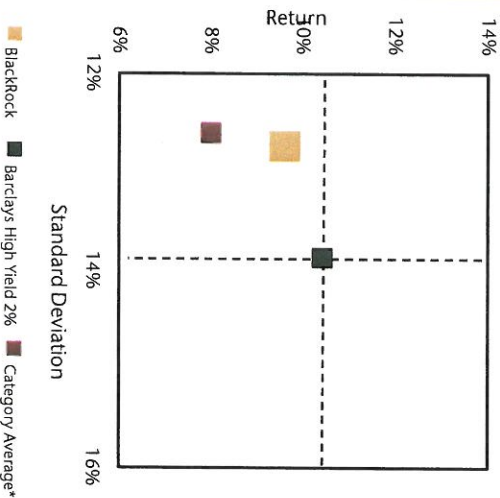


* Morningstar Category: High Yield Bond

Calendar Year Performance



Risk/Return - 5 years ended 12/31/12



Sector Weights as of 12/31/12

U.S. GOVERNMENT	0.0%
U.S. Treasuries	0.0
TIPS	0.0
U.S. Agencies	0.0
MORTGAGE	0.0%
Mortgage Pass-Thru	0.0
Mortgage CMO	0.0
Mortgage ARM	0.0
CREDIT	80.2%
U.S. Corporate	76.3
Asset-Backed	1.9
Convertible	2.0
Municipal	0.0
Corporate Inflation-Protected	0.0
FOREIGN	19.8%
Foreign Corporate	19.8
Foreign Government	0.0
CASH	0.0%

Important Disclosures

- Mutual fund performance results are presented at the fund's net asset value (after the deduction of applicable sales load, if any) and do not reflect the deduction of Commerce Trust advisory fees. Performance includes the reinvestment of any dividends paid and short-term and long-term capital gains distributed by the funds.
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- Past performance is not a guarantee of future results, and individual investor returns may vary.
- Investments are subject to risks, including possible loss of the principal amount invested.
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- The Barclays U.S. Corporate High-Yield Index is an unmanaged index representing the non-investment grade taxable corporate bond market, with a 2% limit on exposure to any single issuer. It is not possible to directly invest in an unmanaged index. The index figures do not reflect any deduction for fees, expenses or taxes.
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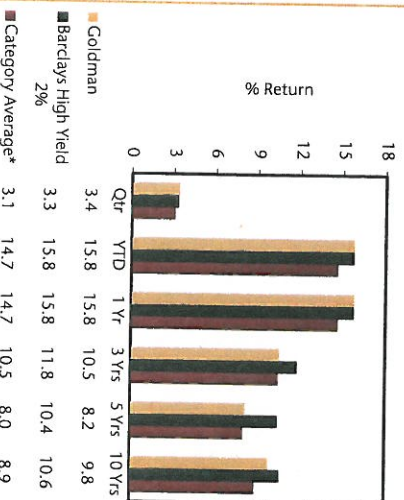
Locations



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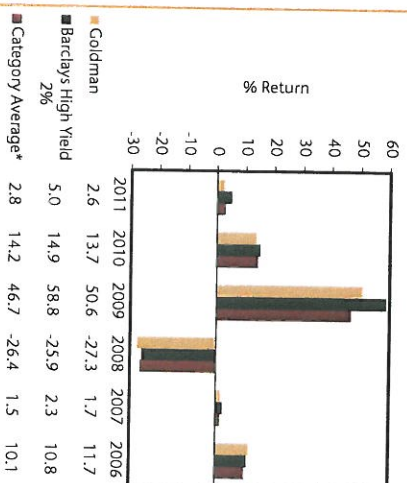
Performance as of 12/31/12

Performance for periods longer than 1 year is annualized.

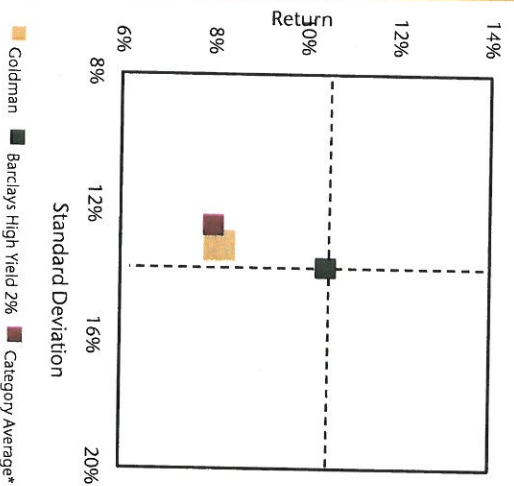


* Morningstar Category: High Yield Bond

Calendar Year Performance



Risk/Return - 5 years ended 12/31/12



Sector Weights as of 9/30/12

U.S. GOVERNMENT		0.0%
U.S. Treasuries		0.0
TIPS		0.0
U.S. Agencies		0.0
MORTGAGE		0.0%
Mortgage Pass-Thru		0.0
Mortgage CMO		0.0
Mortgage ARM		0.0
CREDIT		84.6%
U.S. Corporate		83.9
Asset-Backed		0.0
Convertible		0.8
Municipal		0.0
Corporate Inflation-Protected		0.0
FOREIGN		15.4%
Foreign Corporate		15.4
Foreign Government		0.0
CASH		0.0%

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Hartford Floating Rate Fund

Our Analysis

The Hartford Floating Rate Fund invests in bank loans through a disciplined investment process that relies on rigorous fundamental credit analysis. The senior managers have dedicated bank loan market experience over multiple market cycles and are supported by a credit analyst team of more than a dozen investment professionals who cover both high-yield bonds and bank loans. The team's overall bank loan assets under management are sizable but small enough so the team can be nimble in security selection. The fund's minimal allocations to CCC-rated and unrated bank loans are typically less than those of peer funds. The portfolio is fairly diversified, with average holdings of 300 to 400 securities. The team primarily trades bank loans that are public transactions.

Harold Watton, CFA

Manager

Research Analyst

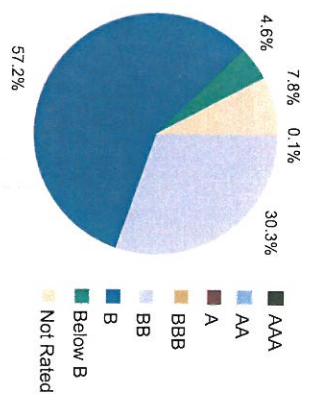
Fund Overview

Ticker	HFLYX
Inception Date	4/29/05
Total Assets	\$5.9 Bil
Expense Ratio	0.65%
Front-end Load	0.0%
Deferred Load	0.0%

Portfolio Characteristics

Average Duration	0.4 Yrs
Average Maturity	4.5 Yrs
Number of Holdings	378
SEC Yield	4.8%
12 Month Yield	5.1%

Bond Quality



Morningstar Style Box

INTEREST-RATE SENSITIVITY

	Limited	Moderate	Extensive	
				High
				Mid
				Low
				QUALITY

Top Five Bond Holdings

BOND	MATURITY DATE	% OF PORTFOLIO
Fortescue Metals Group Ltd.	10/12/2017	1.4
First Data Corp.	3/24/2018	1.4
Realogy Corporation	10/10/2016	1.3
Affinion Group, Inc.	10/15/2016	1.1
Veyance Technologies, Inc.	7/31/2014	1.0

All information on this page as of 11/30/12



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Bank Loans

4Q12

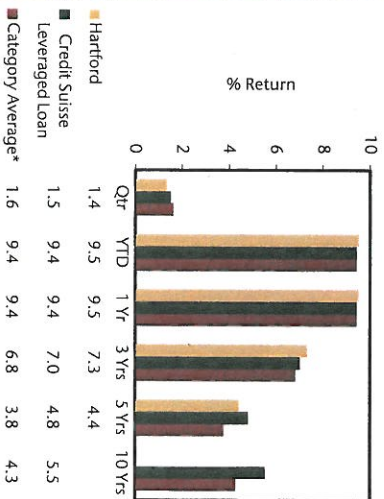
*Hartford
Investment
Management*

*Michael Buccerich
Portfolio Manager*

Manager Since 2005

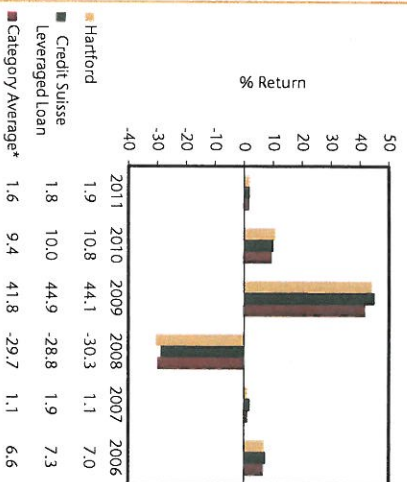
Performance as of 12/31/12

Performance for periods longer than 1 year is annualized

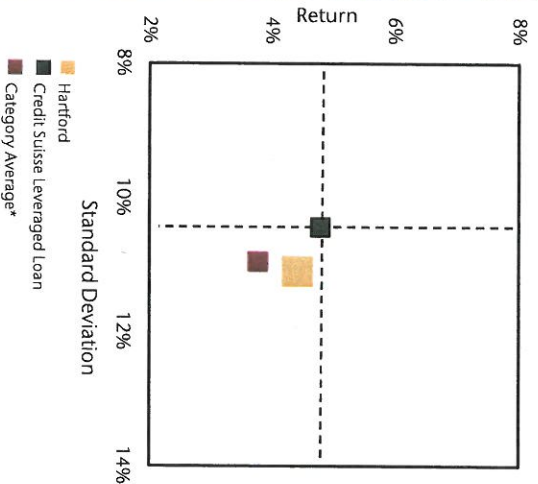


* Morningstar Category: Bank Loan

Calendar Year Performance



Risk/Return - 5 years ended 12/31/12



Sector Weights as of 11/30/12

U.S. GOVERNMENT		N/A
U.S. Treasuries		N/A
TIPS		N/A
U.S. Agencies		N/A
MORTGAGE		N/A
Mortgage Pass-Thru		N/A
Mortgage CMO		N/A
Mortgage ARM		N/A
CREDIT		N/A
U.S. Corporate		N/A
Asset-Backed		N/A
Convertible		N/A
Municipal		N/A
Corporate Inflation-Protected		N/A
FOREIGN		N/A
Foreign Corporate		N/A
Foreign Government		N/A
CASH		N/A

Important Disclosures

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- The Credit Suisse Leveraged Loan Index represents the investible universe of the US \$-dominated leveraged loan market. It is not possible to directly invest in an unmanaged index. The index figures do not reflect any deduction for fees, expenses or taxes.
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iShares S&P U.S. Preferred Stock Index Fund

Our Analysis

The iShares S&P U.S. Preferred Stock Index Fund is an exchange-traded fund (ETF) that seeks to provide the risk and return characteristics of the S&P U.S. Preferred Stock Index. The index measures the performance of a select group of preferred stocks listed on the Nasdaq, the New York Stock Exchange, and the American Stock Exchange. The index includes stocks with a market capitalization greater than \$100 million that meet minimum price, trading volume and other requirements specified by Standard & Poor's. Preferred stocks included in the index pay a specified dividend before any dividends can be paid to common stockholders. Additionally, preferred stock takes precedence over common stock in the event of a company's liquidation. The index rebalances on an annual basis. The fund attempts to deliver the performance of the index through a representative sample by holding a selection of preferred stocks that closely resemble the investment profile of the underlying index. Income from the fund is paid monthly. Fund performance may exhibit modest tracking error due to the sampling process and the expense ratio.

*Amy Klein
Manager
Research Analyst*

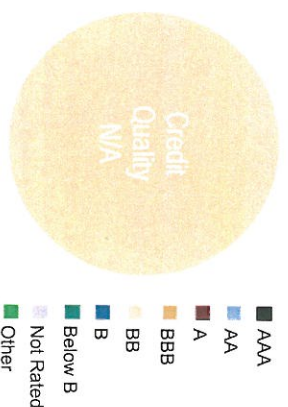
Fund Overview

Ticker	PFF
Inception Date	3/26/07
Total Assets	\$11.1 Bil
Expense Ratio	0.48%
Front-end Load	0.0%
Deferred Load	0.0%

Portfolio Characteristics

Average Market Capitalization	N/A
Annual Turnover	16%
Number of Holdings	314
Non-US Stock	10.4%
Cash	0.4%
SEC Yield	6.3%
12-Month Yield	6.0%

Credit Ratings



Top Five Holdings

STOCK	% OF PORTFOLIO
General Mtrs Cv	2.8
Hsbc Hldgs Pfd	2.4
Cmac Cap Tr I Pfd	1.7
Barclays Bank PLC Pref Share	1.6
Blackrock Cash Funds Treasury SI Agency Shares	1.5

All information on this page as of 1/18/13



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*4Q12
Preferred
Stock*

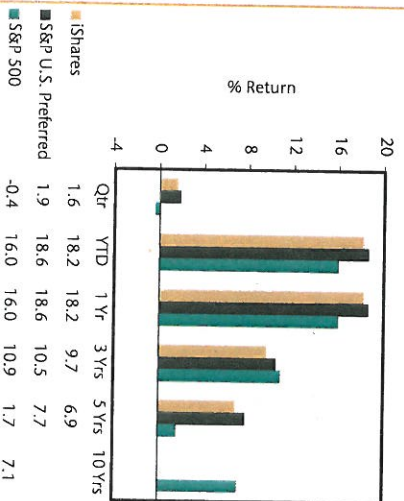
iShares

*Diane Hsing
Portfolio Manager*

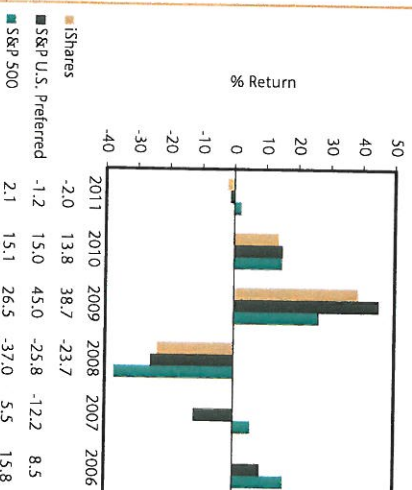
Manager Since 2008

Performance as of 12/31/12

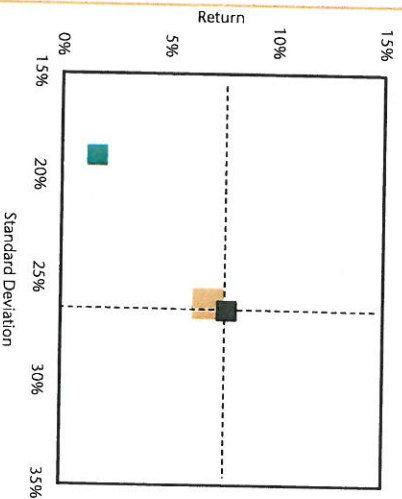
Performance for periods longer than 1 year is annualized.



Calendar Year Performance



Risk/Return - 5 years ended 12/31/12



Sector Weights as of 9/30/12

Financials	77.1
Energy	12.4
Telecom Services	4.7
Utilities	3.6
Industrials	1.5
Other	0.7

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- The Standard & Poors (S&P) U.S. Preferred Stock Index measures the yield and price performance of preferred stocks in the U.S. equity universe by using a rules-driven methodology. The Standard & Poors (S&P) 500 Index is an unmanaged index of 500 large industrial, utility, transportation and financial companies in the U.S. equity markets. It is not possible to invest directly in an unmanaged index. The index figures do not reflect any deduction for fees, expenses or taxes.
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PIMCO Emerging Local Bond Fund

Our Analysis

The PIMCO Emerging Local Bond Fund invests in bond issuances of emerging market economies. Managed by a seasoned emerging market bond veteran and backed by PIMCO's extensive resources, this fund invests in intermediate-term debt instruments denominated in local currencies. Security selection is supported by analysis of country-specific issues, the external environment, and market technicals. The bonds in this fund will benefit from declines in emerging market interest rates as inflation and political risks in these countries diminish and credit quality improves. In addition, emerging markets are experiencing growth in issuance, and these securities have the potential to benefit from enhanced liquidity. As this fund does not hedge currency exposure, it also will benefit from relative declines in the U.S. dollar. The fund represents an excellent source of diversification relative to domestic and international developed market bond investments.

Morningstar Style Box

RELATIVE RISK/RETURN

Limited	Moderate	Extensive
		High
		Mid
		Low
		QUALITY

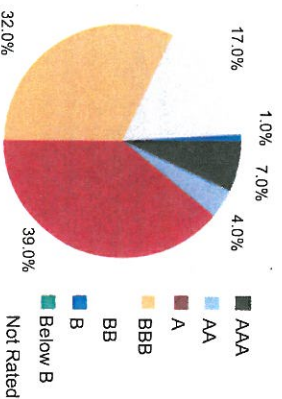
Fund Overview

Ticker	PELBX
Inception Date	12/29/06
Total Assets	\$14.4 Bil
Expense Ratio	0.90%
Front-end Load	0.0%
Deferred Load	0.0%

Portfolio Characteristics

Average Duration	4.9 Yrs
Average Maturity	6.7 Yrs
Number of Holdings	488
SFC Yield	4.2%
12 Month Yield	5.7%

Bond Quality



Top Five Bond Holdings

BOND	MATURITY DATE	% OF PORTFOLIO
Standard Bk of South Africa 8.25%	9/15/2017	7.9
Mex Bonos Desarr Fix Rt	6/16/2016	4.5
Brazil (Fed Rep of) 10%	1/1/2017	4.0
Irs Brl Zcx R 9.06/Cdi 04/13/12 Hus	1/2/2014	3.9
Sth Africa (Rep of) 8%	12/21/2018	3.6

All information on this page as of 09/30/12



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4/2/12

Emerging

Markets Bond

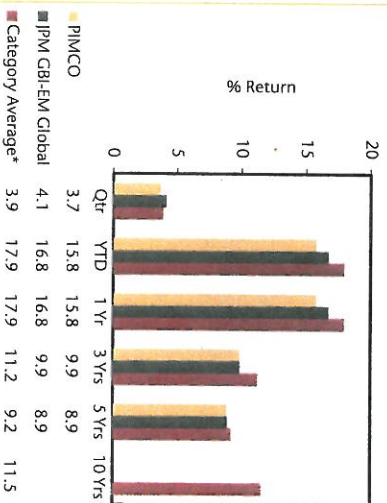
PIMCO
Investments

Michael G. ...
Portfolio Manager

Manager Since 2006

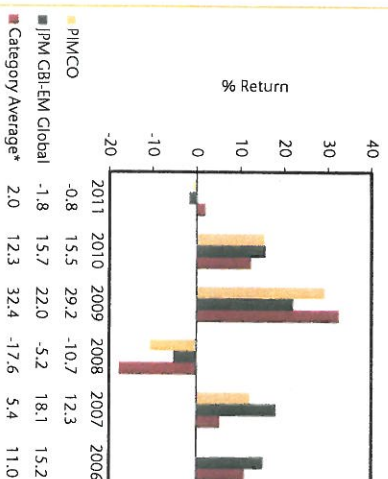
Performance as of 12/31/12

Emerging Markets Bond Fund - Morningstar



* Morningstar Category: Emerging Markets Bond

Calendar Year Performance



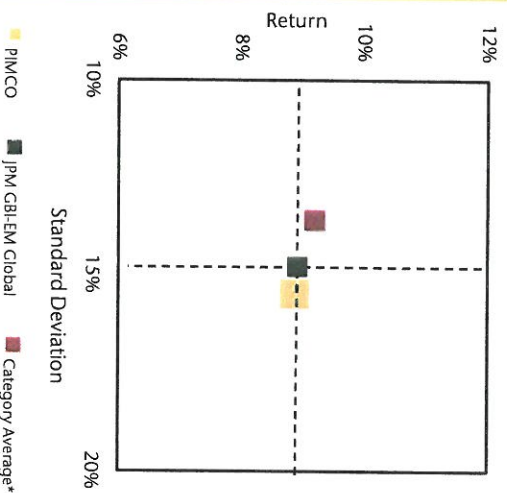
Locations

ILLINOIS
Belleville
Bloomington
Peoria

KANSAS
Leawood
Wichita

MISSOURI
Columbia
Kansas City
Springfield
St. Joseph
St. Louis

Risk: Return - 5 years ended 12/31/12



Sector Weights as of 9/30/12

U.S. GOVERNMENT	0.9%
U.S. Treasuries	0.0
TIPS	0.1
U.S. Agencies	0.9
MORTGAGE	0.2%
Mortgage Pass-Thru	0.2
Mortgage CMO	0.0
Mortgage ARM	0.0
CREDIT	2.7%
U.S. Corporate	2.6
Asset-Backed	0.1
Convertible	0.0
Municipal	0.0
Corporate Inflation-Protected	0.0
FOREIGN	96.2%
Foreign Corporate	10.6
Foreign Government	85.6
CASH	N/A

Important Disclosures

Manual fund performance results are presented at the fund's net asset value (after the deduction of applicable sales load, if any) and do not reflect the deduction of Commerce Trust advisory fees. Performance includes the reinvestment of any dividends paid and short-term and long-term capital gains distributed by the funds.

A client's actual return will be reduced by the Commerce Trust trustee fee or account advisory fee. For example, a client who is charged an annual advisory fee of 1.00%, deducted monthly, and whose annual investment return was 10% after the deduction of the program fee, could have a compounded return after the deduction of the advisory fee of about 8.9% for the year, which may vary slightly depending on the return distribution.

Past performance is not a guarantee of future results, and individual investor returns may vary.

Investments are not insured by the FDIC and are not deposits or other obligations of, or guaranteed by, Commerce Bank. Investments are subject to risks, including possible loss of the principal amount invested.

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The JPMorgan GBI-EM Global Diversified Index is an emerging market debt index that tracks local currency bonds issued by emerging market governments. It is not possible to invest directly in an unmanaged index. The index figures do not reflect any deduction for fees, expenses, or taxes.

Commerce Trust receives additional revenue for providing administrative and shareholder services to mutual funds, including the Commerce Funds. The annual rate of compensation, which may indirectly affect the fund expense ratio, ranges from 0.05% to 0.25% of the amount invested. Commerce Trust may also receive revenue for distribution and other services provided to fund advisors. These payments, which do not directly affect the expense ratio, average 0.05%.

Investors should carefully consider the investment objectives, risks, charges and expenses of this fund. This and other important information is contained in the fund's prospectus from your financial professional and should be read carefully before investing. Commerce Bank does not provide tax advice; please contact your tax professional to review your particular situation before investing.

Commerce also acts as advisor to the Commerce Funds. Commerce generally reduces its account fee for client assets in these funds and retains the fund advisory fees. The fund advisory fees range from 0.35% to 0.75% of the fund value.



The Commerce Trust Company
A Division of Commerce Bank



Fidelity Advisor Emerging Markets Income Fund

Our Analysis

The Fidelity Advisor Emerging Markets Income Fund invests at least 80% of its holdings in the dollar-denominated debt of emerging market countries. Because of the risks associated with emerging markets debt, the fund is managed with a conservative approach that keeps most sectors closely aligned to the benchmark and credit quality higher whenever possible. The management team starts by evaluating multiple macroeconomic variables, including interest rates and exchange rate trends, to determine the initial country weightings. It actively seeks countries that are attracting foreign investment as a sign of financial stability. Then it focuses on individual debt issues, seeking the most attractive sovereign and corporate issues in each country. The portfolio manager has the authority to use corporate bonds and local currency-denominated issues, but rarely allocates more than 10% to either one. This conservative emerging market bond fund may outperform peers when emerging market debt falls out of favor.

Morningstar Style Box

EMERGING MARKET BOND

Limited	Moderate	Extensive
		High
		Mid
		Low

QUALITY

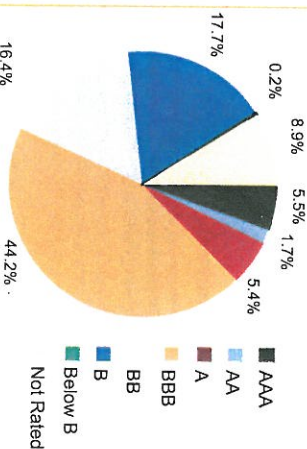
Fund Overview

Ticker	FMKIX
Inception Date	7/3/95
Total Assets	\$2.2 Bil
Expense Ratio	0.89%
Front-end Load	0.0%
Deferred Load	0.0%

Portfolio Characteristics

Average Duration	N/A
Average Maturity	N/A
Number of Holdings	250
SEC Yield	3.7%
12 Month Yield	4.2%

Bond Quality



Top Five Bond Holdings

BOND	MATURITY DATE	% OF PORTFOLIO
iShares FTSE China 25 Index Fund	N/A	2.7
Russian Fedn 12.75%	6/24/2028	1.8
Petroleos De Venezuela Sa 1 44A 8.5%	11/2/2017	1.8
Russian Federation 7.5%	3/31/2030	1.7
Petroleos De Venezuela Sa 9%	11/17/2021	1.2

All information on this page as of 11/30/12



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Emerging
Markets Bond

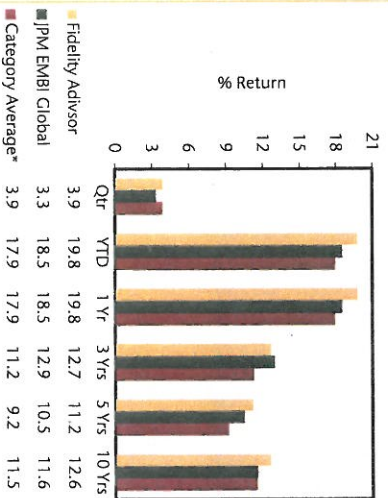
Fidelity
Investments

John H. Carlson
Portfolio Manager
Manager Since 1995

4/2/12

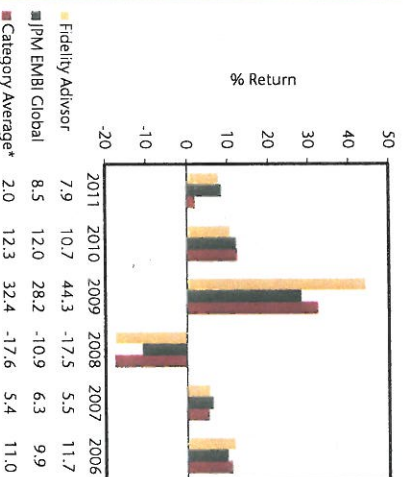
Performance as of 12/31/12

Presented for the period starting from 12/31/06 to 12/31/12



*Morningstar Category: Emerging Markets Bond

Calendar Year Performance



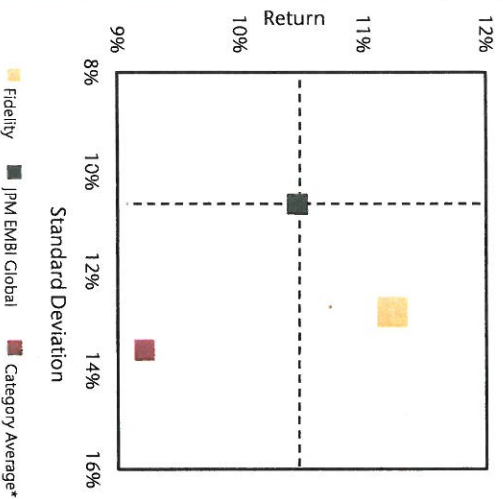
Locations

ILLINOIS
Belleville
Bloomington
Peoria

KANSAS
Leawood
Wichita

MISSOURI
Columbia
Kansas City
Springfield
St. Joseph
St. Louis

Risk Return - 5 years ended 12/31/12



Sector Weights as of 11/30/12

U.S. GOVERNMENT	6.4%
U.S. Treasuries	1.3
TIPS	0.0
U.S. Agencies	5.1
MORTGAGE	0.0%
Mortgage Pass-Thru	0.0
Mortgage CMO	0.0
Mortgage ARM	0.0
CREDIT	1.8%
U.S. Corporate	1.8
Asset-Backed	0.0
Convertible	0.0
Municipal	0.0
Corporate Inflation-Protected	0.0
FOREIGN	91.8%
Foreign Corporate	27.8
Foreign Government	64.0
CASH	N/A

Important Disclosures

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- **Investments are not insured by the FDIC and are not deposits or other obligations of, or guaranteed by, Commerce Bank.**
- **Investments are subject to risks, including possible loss of the principal amount invested.**
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- The JPMorgan EMBI Global Diversified Index is an unmanaged index of debt instruments of 51 emerging countries. It is not possible to invest directly in an unmanaged index. The index figures do not reflect any deduction for fees, expenses or taxes.
- Commerce Trust receives additional revenue for providing administrative and shareholder services to mutual funds, including the Commerce Funds. The annual rate of compensation, which may indirectly affect the fund expense ratio, ranges from 0.06% to 0.25% of the amount invested. Commerce Trust may also receive revenue for distribution and other services provided to fund advisors. These payments, which do not directly affect the expense ratio, average 0.05%.
- Investors should carefully consider the investment objectives, risks, charges and expenses of this fund. This and other important information is contained in the fund's prospectus from your financial professional and should be read carefully before investing. Commerce Bank does not provide tax advice; please contact your tax professional to review your particular situation before investing.
- Commerce also acts as advisor to the Commerce Funds. Commerce generally reduces its account fee for client assets in these funds and retains the fund advisory fees. The fund advisory fees range from 0.39% to 0.75% of the fund value.



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