



## Industry

2014 median data as reported to SNL Financial as of 02/16/15

+17.1%

**Dividend Growth** 

Full Year 2004 through full year 2014.

1.36%

**Nonperforming Loans To Total Loans** 

86.4%

**Loans-To-Deposits Ratio** 

13.01%

**Tier 1 Capital Ratio** 

+13.9%

**Noninterest Income Growth**During the past five years.

## UMBF

As of December 31, 2014

+114.1%

#### **Dividend Growth**

UMB increased its dividend 4.4 percent in 2014, the 12th time in the past ten years for a total increase of 114.1 percent.

0.37%

#### **Nonperforming Loans To Total Loans**

We continue to maintain strong asset quality throughout a variety of economic conditions.

54.8%

#### **Loans-To-Deposits Ratio**

We are in the business of lending money and have plenty of liquidity to meet our customers' needs.

13.29%

#### **Tier 1 Capital Ratio**

Our Tier 1 capital ratio remains strong.

+60.8%

#### **Noninterest Income Growth**

Our noninterest income over the last five years outpaced the industry, again demonstrating that our diversified business model remains effective.

## The Perfect Balance

#### **High-Quality Credit**

We continue to have a low net charge off ratio while maintaining consistent loan growth.

#### Diverse Revenue Streams

Our business model continued to deliver results as full-year revenue expanded across all of our business segments.

#### **Low-Cost Funding**

Our diversified fee businesses provide a funding source, creating a pricing advantage for our customers.

#### Strong Balance Sheet

UMB has an enviable balance sheet with ample liquidity to expand lending and further serve customer needs.

#### The Best People in the Business

Our associates are our biggest strength, and their dedication to what we call *the* unparalleled customer experience is truly what sets us apart.

#### Our Growth Plan to Deliver Enduring Value

We've always believed long-term results are more important than short-term gains. UMB has been deliberately built to endure the stresses that come with economic cycles.

#### **UMB Financial Corporation**

We are a diversified financial services holding company aligned into four strategic business segments to best serve our customers and achieve long-term growth opportunities.

> \$486.6M \$52.9M

As of December 31, 2014

Total Revenue

\$848.7M

Earnings Per Share (Diluted)

\$2.65

Market Cap

\$2.6B

5-Year Earnings Per Share Growth (CAGR) (Diluted) +3.8%

**Total Assets** 

\$17.5B

Dividends Per Share

\$0.91

Investment Assets Under Management \$42.8B

Price to Earnings Ratio

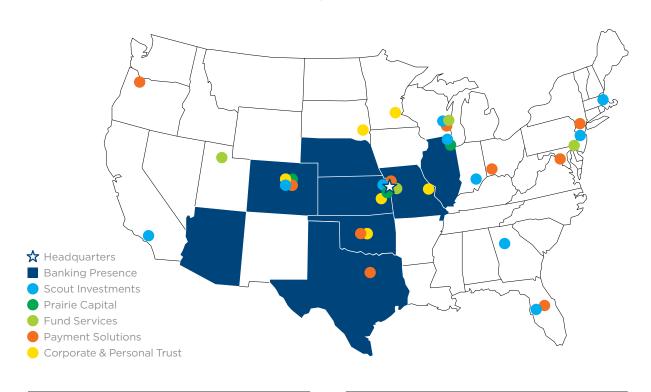
21.47

Percentage Noninterest Bearing Deposits 41.4%

Percent Revenue From Fees 58.8%

#### **Our Footprint**

We serve customers across the entire country.



NASDAQ

**UMBF** 

**UMBFinancial.com** UMB Financial

Headquarters

KC, MO

**UMB** Bank

**UMB.com** 

Locations / ATMs 108/306

**UMB Fund Services** 

UMBFS.com

Years in Business

102

Scout Investments

ScoutInv.com

Associates

3,592

Follow UMB











MARINER KEMPER
Chairman and
Chief Executive Officer

## Strength in balance—today and tomorrow.

#### Dear Fellow Shareholders,

For years, I've used this letter as a place to talk about UMB's diversified business model, and how it serves us well in all economic climates. In 2007, right before one of the worst financial crises in recent history. I wrote, "In today's climate of economic uncertainty, our unwavering high standards have allowed us to leverage our stability and foresight to the benefit of our customers and our communities. Although we have been criticized as being overly cautious. the foundation that was built nearly a century ago has prepared us for times such as these. While others are recovering from reckless expansion, we can look ahead and actively pursue our strategic growth plans."

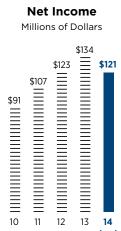
Since I wrote those words above eight years ago, our performance has proven that we have the right model. In 2014, we faced headwinds. But, we did it with the underpinnings of a smart, sound and diverse business model that we've built over the years in order to position our company for whatever comes our way.

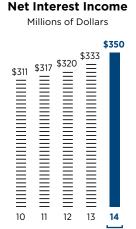
Let me share with you several five-year compound annual growth rate (CAGR) examples from our income statement and balance sheet from 2009 to 2014:

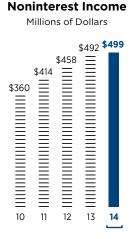
- Total noninterest income has grown 10.0 percent
- Net income has improved 6.2 percent
- Total revenue increased 6.7 percent
- We've held total noninterest expense growth to 7.7 percent
- Average total deposits have grown 10.8 percent
- Average loans have grown an impressive 9.7 percent

By purposeful design, UMB is built for strength. And while 2014 had its share of challenges, we take comfort in knowing that when one area of our business may lag behind—regardless of reason—we have a model that allows us to drive growth despite cyclicality.

The key drivers behind this model are our banking segment and our fee businesses. I would like to make particular mention of the performance of Prairie Capital Management (PCM),







which we acquired in 2010. We could not be more pleased with the performance of this group and the depth of services they offer our customers. However, the timing of the accounting treatment for changes in the valuation of certain Prairie Capital underlying investments and the corresponding accruals for payments to the investment managers introduced some volatility to our income statement in 2013 and 2014. In 2013, one of PCM's co-investment vehicles had strong returns, resulting in the majority of the equity earnings on alternative investments of \$19.0 million. In 2014, those investments resulted in another \$4.0 million in additional equity earnings. Also in 2014, we recognized a contingency reserve of \$20.3 million as a future payment to the investment managers. Going forward, we anticipate the timing of the revenue to better match the expenses, and this should result in less volatility. While it is hard to predict the future performance of these investments, we continue to look to PCM to produce solid results while serving their client base.

The bank cultivated customer relationships and welcomed new clients to grow deposits and loans again in 2014. Net loans increased 14.6 percent year over year, and we have now reported 19 consecutive quarters of increased lending.

The bank is delivering on our strategy to increase interest income by shifting more assets from securities into loans. In December 2014, UMB added an important catalyst for growth with the signing of an agreement to acquire Marquette Financial Companies. The transaction is expected to close in 2015, and it will raise UMB's profile in banking in the Phoenix-Scottsdale and Dallas-Fort Worth markets, as well as add two attractive specialty-finance businesses and an asset management firm based in Minnesota.

Overall, our fee-based businesses posted respectable results. Noninterest income provided 58.8 percent of total revenue for 2014, a key differentiator for UMB among our banking peers. We discuss these diverse businesses in detail later in this report.

While Scout Investments' equity funds experienced net outflows during 2014, net inflows into the fixed income strategies helped offset the impact of the equity outflows.

Overall, we have increased UMB's noninterest income at a 10.0 percent compound annual rate for the past five years—and delivered 15.0 percent compound annual growth in trust and securities processing in that time. We're investing in activities across all businesses to drive long-term performance.

Finally, our Board of Directors in 2014 declared a 4.4 percent increase in the dividend rate, UMB's 12th dividend increase in the past ten years.

We have believed for some years that the Federal Reserve Board's monetary policy—holding benchmark interest rates near zero—is penalizing savers and financially prudent businesses while encouraging over-borrowing and risky bets in capital markets.

The financial crisis of 2008 should have taught Americans the risks of loose credit, but again today we see riskier loans being made to overleveraged individuals and businesses by some banks and non-bank players. We see the expansive policy as a risk to the economy and to some financial institutions—although UMB is not following the herd in taking on excessive risks.

Looking at the broader business environment, the good news is that the U.S. economy is growing, though not as fast as we and most of our clients would like. The Federal Reserve seems to be moving, haltingly, toward raising interest rates. No one knows the timing of the Fed action, but a turn in the rate cycle seems inevitable. UMB is positioned to benefit financially once monetary policy does begin to tighten. We also believe returning to more historical levels of borrowing costs will serve as a market-based correction to credit excesses.

UMB has consistently been willing to do the right thing—this is a strength ingrained in our culture. What makes us strong isn't quickly replicated. It is the wisdom of experience, accumulated over more than a century of serving our customers through all kinds of cycles.

This brings us to UMB's strategic direction for the future, and it begins with customers. Customers, we have found, want personal contact with experienced leaders at their institutions—plus the products and technologies to meet varied financial needs. They're looking for a partner who understands their business, stays in touch, and may offer advice or make introductions to help the clients' business. This happens every day—it's what we do.

UMB's commitment is to deliver the unparalleled customer experience. We measure customer satisfaction through regular, objective surveys—and those measures show that we are making steady progress.

UMB's business model as a diversified financial services company means we cultivate customer relationships across many walks of life. The model emphasizes diverse revenue sources, high-quality credit, a strong balance sheet and low-cost funding. The beauty of diverse revenue sources is that usually when one sector is "zigging," something

"What makes us strong isn't quickly replicated. It is the wisdom of experience, accumulated over more than a century of serving our customers through all kinds of cycles."

else is "zagging," so this model not only propels UMB's growth—it helps protect us from fluctuating markets.

As a competitive advantage, this model is durable because it is not easy to duplicate. We have spent years building our diverse businesses in these specialized fields, and it would be hard for another company to move into these services without the benefit of experience.

## Our business goals for the coming years are straightforward:

- On the banking side, we want UMB to have a meaningful share in all of our markets.
- We aspire to make Scout Investments a more significant player in asset management globally.
- We expect UMB Healthcare Services to remain a top player in a large market as U.S. employers increasingly turn to insurance plans that include HSAs.
- We believe we can continue to gain ground in payment services and fund administration.
- We expect to integrate our Marquette acquisition and build on our new client relationships.

In short, we expect UMB to continue to deliver balanced growth, safety and great service for customers—and to provide consistent returns over time for our shareholders.

As a shareholder, you can take comfort in the dedication and experience of the 3,592 UMB associates who deliver our diverse products. I am especially proud of all my colleagues across the footprint and all of their achievements in 2014. The future is filled with promise for UMB. Sustained by values that have brought this company success for more than a century, we will continue to deliver strength in balance.

Sincerely,

**Mariner Kemper** 

Chairman & Chief Executive Officer *March 1, 2015* 

Mari Kong

## +137.6%

#### **Ten Year Total Return**

UMBF Ten Year Total Return as of December 31, 2014 was 137.6 percent. In that same period, total returns for the S&P 500 Stock Index and the SNL US Banks Index were +109.5 percent and -6.5 percent, respectively.

Source: SNL Financial

\$42.8<sub>B</sub>

#### **Total Assets Under Management**

During the past five years, we have grown total AUM 235.2 percent from \$12.7 billion to \$42.8 billion due to our acquisitions, organic growth, market performance and net flows.

58.8%

#### **Percent Revenue From Fees**

With nearly 60 percent of our revenue derived from our fee-based businesses, we have the flexibility to grow net income in all rate environments.



PETER J. DESILVA
President and
Chief Operating Officer



MICHAEL D. HAGEDORN
President and Chief Executive
Officer, UMB Bank, n.a.



BRIAN WALKER Chief Financial Officer and Chief Accounting Officer

## Balanced Growth Builds Our Strength

#### **MANAGEMENT Q&A**

To answer questions on the minds of shareholders, we sat down with UMB's leadership team—Mariner Kemper, Peter deSilva, Mike Hagedorn and Brian Walker. Here are excerpts:

Starting with 2014 performance, what's your view of how UMB is evolving?

Mariner: UMB continues to deliver strong, balanced growth. Revenue expanded across our diverse business lines in 2014, and earnings benefited from the high credit quality of our portfolio, our strong balance sheet and low-cost funding. Our diversified financial holding company business model continues to pay off, and doing the right thing for customers ensures that UMB will thrive in the years to come. Looking to 2015, we will focus on growing our banking franchise while integrating the acquisition we announced in December 2014, as well as growing our fee businesses.

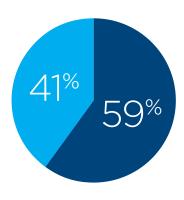
**Mike:** The bank segment is growing nicely; achieving a 14.6 percent increase

in net loans in 2014. The fourth quarter was our 19th consecutive quarter of loan growth—while maintaining outstanding asset quality. We continue to execute on our strategy of growing net interest income during this extended period of low rates by expanding our low-cost deposit base and shifting interest-bearing assets from fixed-income securities into loans. During the past five years our average loans have grown at a 9.7 percent compound annual rate.

**Peter:** Our fee-based services also delivered modest growth, driving a 1.4 percent increase in noninterest income and providing nearly 60 percent of UMB's revenue in 2014—of this noninterest income, 38.9 percent came from the bank, and 61.1 percent came from the other three segments.

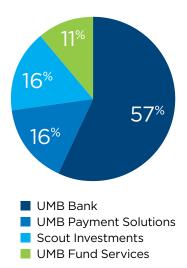
Institutional Investment Management, Scout Investments, achieved record trust and securities processing income as Scout assets under management held steady at \$31.2 billion. Fund administration and custody fees grew 10.6 percent. Health Savings Accounts

#### **Diverse Income Revenue Streams**



59% Noninterest Income41% Net Interest Income

#### **Revenue by Business Segment**



(HSAs) continued to skyrocket, with deposits up 35.3 percent and interchange fees on healthcare-related card purchase volumes up 50.0 percent in 2014. Overall, noninterest income for the company grew 1.4 percent in 2014.

## You often mention UMB's 'business model'—why?

Mariner: You only have to look as far back as the 2008 financial crisis to know that banks aren't all the same—far from it. Ways of doing business matter, and business models matter. We have devoted a great deal of attention to building UMB as a diversified financial services company. It's not happenstance: UMB has created and continues to nurture a durable business model.

**Brian:** UMB has consistently thrived in different economic, business and market cycles—in part because we focus on quality, but also because we are more than a bank. Our financial-services model consists of a bank, an institutional asset manager,

fund services, payments provider and HSA administrator. During the past several years, capital markets have flourished, payment volumes have grown, and Americans have sought solutions for healthcare costs all while interest rates remain at historically low levels. The diversified model works.

## How does UMB maintain the low funding cost you see as a competitive advantage?

Brian: UMB's cost of funds is a deliberate outcome of our business model. Our diversified fee businesses provide extra liquidity for the bank. For example, UMB Healthcare Services not only brings in fee incomeour HSA deposits and assets crossed the \$1 billion threshold early in 2015. In a competitive lending environment, low-cost funding is an advantage for UMB Bank. We can win new business and retain existing clients, while enjoying somewhat of a buffer against the pressure that competitive pricing puts on margins. This benefits net interest income as loan volumes increase.

#### **Five-Year Total Return**

UMBF vs. SNL US Banks Index and S&P 500



This summarizes the cumulative return experienced by UMBF shareholders for the years 2009 through 2014, compared to the S&P 500 Stock Index and the SNL US Banks Index. In all cases, the return assumes a reinvestment of dividends. *Source: SNL Financial* 

## How is the company preparing for a transition to rising interest rates?

Brian: We have actively positioned UMB to benefit as rates begin to rise. In our earning asset portfolio, we have moved some credits toward shorter tenure and variable rates. generally tied to prime or short-term LIBOR. As a result, whenever the Federal Reserve does drive the short end of the rate curve higher, the nimble position of our earning assets is expected to produce a lift in interest income. Of course, no one knows when this phase will start, so there's a balance between managing duration and yields. But we believe our assets are positioned to benefit UMB earnings when rates do go up.

## What is your view of performance in UMB's fee-based businesses?

Mariner: Our diverse fee businesses continue to deliver. Noninterest income has grown at a five-year compound annual rate of 10.0 percent, coinciding with the challenge of low interest rates, so diversification has helped

UMB tremendously. In 2014, noninterest income provided 58.8 percent of revenue. We also continually find ways to serve UMB customers by offering additional services, such as wealth management or payment solutions for our customers.

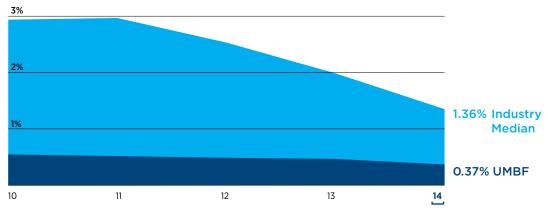
#### How is Scout performing?

Peter: Scout delivered record earnings in 2014 and finished the year with \$31.2 billion in assets under management. Noninterest income has grown at a four-year compound annual rate of 21.1 percent. That being said, Scout is facing headwinds as it has endured sizable net outflows from the Scout International Fund due to relative underperformance in 2013, resulting in the firm's asset mix shifting to 67 percent fixed income and 33 percent equity from 49 percent fixed income and 51 percent equity in 2013.

Scout's acquisition of Reams Asset Management in 2010 has been a tremendous success as fixed income assets under management have now

#### **Nonperforming Loans**

Our credit quality metrics continue to outpace the industry.



Data from SNL Financial as of 12/31/14, using data updated through 2/16/15

doubled. During the year, Scout launched two new funds including its first Undertakings for Collective Investment in Transferable Securities (UCITS) domiciled in Luxembourg for foreign investors.

#### What trends are you seeing in the asset servicing and fund administration businesses?

**Peter:** UMB Fund Services continues to grow, meeting a vital need for back-office services and technology for asset managers including mutual funds, hedge funds and private equity funds. In 2014, our base of more than 200 clients expanded to more than \$198 billion in assets under administration, which includes fund clients receiving custody services from UMB Bank. Several industry awards in 2014 honored UMB for outstanding service. Private equity assets under administration more than doubled. In addition, UMB's new solutions for ETFs and liquid alternatives, two growing categories of funds, are particularly promising.

#### Where does UMB Healthcare Services fit into a confusing national healthcare scene?

**Peter:** The "macro" trends in healthcare are driving our rapid growth in services, including a 34.4 percent increase in UMB HSAs and 35.3 percent growth in our HSA deposits in 2014. The aging U.S. population, rising medical costs and worries among employers are driving rapid adoption of HSAs, paired with high-deductible insurance, to better manage costs.

#### **2014 Healthcare Savings Deposit Growth**

+35.3%

## 2014 Healthcare-Related Card Puchase Volume Growth

+50.0%

#### 2014 Revenue Growth

+2.8%

#### 2014 Noninterest Income Growth

+1.4%

#### 2014 Total Purchase Volume Growth

+24.8%

2014 Net Interest Income Growth

+5.0%

We see the trends in healthcare as a huge opportunity still in its early days. Consumer benefits designed to pay for healthcare services face the same kind of revolution we witnessed with retirement, a shift from "defined benefit" to "defined contribution" strategies. Retirement accounts like IRAs came into being four decades ago, and today 102 million Americans have IRAs and 401(k)s, with \$4.4 trillion in assets. HSAs have only been around 10 years, and Americans have so far created about 12 million accounts, with \$20 billion in deposits and assets. Paying for healthcare is 30 years behind paying for retirement and has a lot of growth ahead.

UMB already is a leading provider of healthcare payment solutions such as HSAs and payment cards. Our goal is to be a major nationwide player as healthcare solutions evolve into a significant market opportunity.

## Are credit and debit cards a sustainable source of growth?

**Peter:** We expect the growth in Payment Solutions to continue,

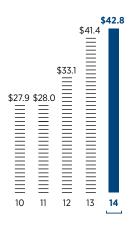
based on trends in the use of cards and electronic payments. In 2014, transaction volumes on UMB healthcare debit cards, commercial credit cards, and consumer debit and credit cards grew 24.8 percent to \$8.5 billion. The rising volumes produced an 8.7 percent increase in interchange revenue during 2014. In 2015, we are looking forward to launching Apple Pay in an effort to provide our customers with additional forms of payment solutions.

## Could you tell us about the acquisition UMB announced in late 2014?

Mariner: In December, we reached an agreement to acquire Marquette Financial Companies (MFC), and when the deal closes in mid-2015 it will expand UMB's business in exciting ways. At the heart of this acquisition are two banks: Meridian Bank in the Phoenix-Scottsdale market and Meridian Bank Texas in the Dallas-Fort Worth market. Marquette's total company assets were \$1.3 billion on September 30, 2014. In the mix, we also acquire two attractive specialty finance businesses with national

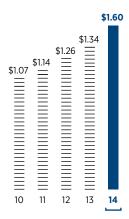
#### **Total Assets Under Management**

Billions of Dollars



#### **Average Shareholder Equity**

Billions of Dollars



footprints and high-quality commercial portfolios, plus Marquette Asset Management, based in Minnesota.

We put every acquisition through rigorous tests—to ensure a strategic, financial and cultural fit. This one checks all the boxes. Strategically, Arizona and Texas already are growth markets in banking, the two national specialty lenders add complementary new businesses, and the asset management piece fits right in. The financial benefit is very strong. So is the culture, because Marquette is a family-built company that shares our values and business approach.

Brian: We have a definitive agreement for an all-stock acquisition of Marquette, subject to the usual closing conditions. With the regulatory process for bank acquisitions, we expect to complete the transaction in 2015. We expect the transaction to be immediately accretive to UMB's tangible book value per share and add to our earnings per share in 2016.

## What does the acquisition add to UMB's banking business?

Mike: This combination is a great strategic fit. Arizona and Texas were two of the fastest-growth regions in UMB Bank's footprint in 2014, and this acquisition will improve our market share. We will add to our customer base and accelerate our growth plans, adding eight UMB branches in the Phoenix-Scottsdale market and five in Dallas-Fort Worth.

Mariner: There's a great opportunity in combining our UMB Bank teams with their teams in Arizona and Texas. We are buying a fabulous community bank platform from Marquette and combining it with our larger platform of products, services, competencies and technologies. So we will take the successes of what we've built and

## 2014 Book Value Per Share Increased 8.4 Percent to \$36.10

# "UMB has consistently thrived in different economic, business and market cycles—in part because we focus on quality, but also because we are more than a bank."

**Brian Walker**Chief Financial Officer

what they've built in these markets—working together, we expect to build a much bigger banking business in Arizona and Texas.

## How do Marquette's two national lending businesses fit into UMB?

Mariner: We are acquiring two specialty lending businesses with a national client base: Marquette Business Credit, which makes asset-based loans, and Marquette Transportation Finance, which

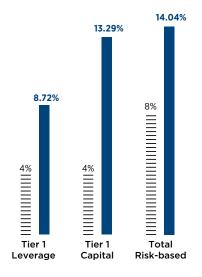
provides accounts-receivable financing and factoring, mainly for transportation companies.

The asset-based lender had \$230 million in loans outstanding at September 30, 2014; the factoring business had \$102 million outstanding.

Both are attractive financially, providing loan portfolios with higher yields but good-quality credit metrics that mirror the current UMB portfolio.

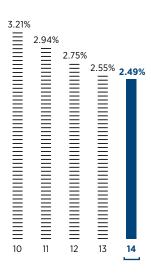
**Mike:** These two offerings also fill gaps in our product line-up. As UMB

#### **Risk-Based Capital Ratios**



≡ Regulatory Minimum ■ UMB

#### **Net Interest Margin**



# "UMB customers know us as people they can rely on. The UMB culture embraces high-quality relationships, long-term thinking and sound business practices."

Mike Hagedorn President and CEO, UMB Bank, n.a.

builds new relationships, we often talk to business owners who need capital for growth or restructuring projects that may not qualify for a commercial bank loan. These customers may be well-suited for asset-backed financing, and Marquette Business Credit will allow us to meet their needs—cementing long-term UMB relationships. The same is true of Marquette Transportation Finance. Since the lending businesses are national, they enable us to serve UMB customers and expand our client base.

## What would you say is UMB's greatest strength in today's business environment?

Mariner: UMB's 3,592 associates are our biggest strength. All of our people are engaged in providing each customer what we call *the* unparalleled customer experience. This means we listen and get to know what our customers need or want. We go out of our way to provide senior-level contact with customers. We share financial advice when appropriate, or make introductions for business people.

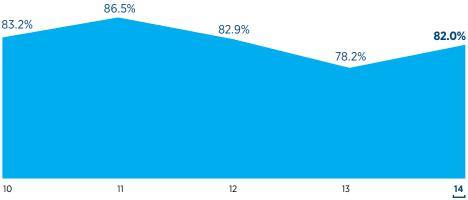
We like to go beyond good service to great service. Our customers know they can depend on us to be accessible, nimble and responsive. It's what sets us apart from our competition.

Mike: The sum of who we are forms a strong and enduring culture that is recognizable as UMB. It's about having the integrity to do the right thing and the wisdom not to go chasing after the herd. UMB customers know us as people they can rely on. The UMB culture embraces high-quality relationships, long-term thinking and sound business practices.

## What is UMB Bank doing to improve returns in a low-interest rate environment?

Mike: Our main strategy is to shift more of the bank's assets into loans over time. We have been successful through the efforts of our great lending teams across the footprint, ramping up in long-time markets and newer ones such as Arizona and Texas. Even as the bank has grown overall, UMB's lending has increased the loans-to-deposits ratio over the past five years from 50.6 percent to 54.8 percent. So while low rates have

#### **UMB Bank Customer Satisfaction**



Source: Annual Customer Satisfaction Survey conducted by Market Strategies International in the fall of 2014. Top three box score, unweighted for core UMB Bank lines of business.

compressed margins, UMB has grown net interest income at a compound annual rate of 2.9 percent during these five years.

Brian: Looking forward, UMB has plenty of room to continue to expand lending. Some banks are 90 to more than 100 percent lent-up, so they don't have many arrows left in the quiver for lending. This, coupled with the competitive pressures on deposit growth, could put these banks in a liquidity squeeze. UMB's balance sheet has ample capacity to continue our strategic shift from securities into better-yielding loans and continue to grow average loans at a 9.7 percent five-year CAGR pace. Sticking with high-quality credit standards, we can continue to manage net interest margin through growth even if rates remain low.

## What should UMB shareholders be watching for in 2015?

**Mike:** Completion of our Marquette acquisition will be a pivotal event. The closing is expected in 2015, as we await approvals from banking regulators. Then we will begin to

execute on the strategy to accelerate growth both on the banking side and in fee-based businesses.

**Brian:** Three macro developments worth paying attention to are the timing of a long-awaited shift in interest rates, the Basel III environment and the potential for legislative changes in bank regulation. Timing and impact are hard to predict.

**Peter:** We look for continued growth across new products and services in our fee businesses. Looking externally, cyber security is another issue. The pace to modernize technology is rapid and the cost to protect our customers is increasing. We are confident of our systems, because we invest in technologies to secure customers' information and privacy.

Mariner: One thing we know will not change is UMB's commitment to quality and integrity. The enduring values that have brought steady growth in the past will drive UMB's future success.



## \$13.6<sub>B</sub>

#### **Liquidity in Total Deposits**

We remain a highly liquid company, with more than enough capacity to meet loan demand.

.22%

#### **Quality Assets**

We continue to have an outstanding net charge off ratio.

13.29%

#### **Strong Capital Position**

We remain a well capitalized financial services company with Tier 1 Capital Ratio for 2014 at 13.29%.

#### Member FDIC.

Investments are not deposits in UMB Bank, n.a. or any other financial institution and are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency.

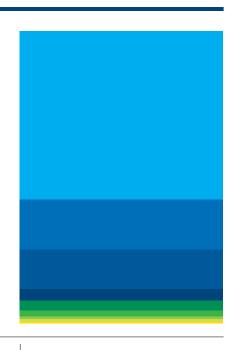
UMB offers a comprehensive suite of commercial, small business and consumer banking services, as well as full-service investment and private wealth management capabilities.

#### **Diverse Revenue Streams**

Our business strategies begin by focusing on the diverse and growing needs of our customers.

#### **Percent of Noninterest Income**

- 57.8% Trust & Securities Processing
- 17.1% Deposit Service Charges
- 13.5% Bankcard Fees
- 3.9% Trading & Investment Banking
- **3.4**% Other
- **2.2**% Brokerage Fees
- **0.8%** Equity Earnings on Alternative Investments
- 0.8% Gains on Securities Sales
- 0.6% Insurance Fees



 $12.7_{\rm B}$ 

#### **Average Total Deposits**

Average deposit growth was 6.4 percent in 2014.

\$7.0<sub>B</sub>

#### **Average Loans**

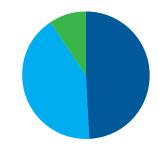
Average loans grew 12.1 percent in 2014. The fourth quarter 2014 was our 19th consecutive quarter of loan growth.



UMB was again named one of America's Best Banks by *Forbes* for **the sixth straight year.** 

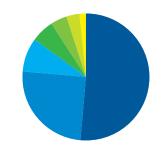
Data is based on regulatory filings of public banks and thrifts through the third quarter of 2014. ©2014, Forbes Media LLC. Used with permission.

#### **Deposit Composition**



- **49.3%** Interest-Bearing Demand and Savings Deposits
- **41.4%** Noninterest-Bearing Demand Deposits
- **9.3**% Time Deposits

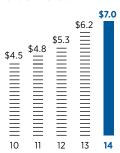
#### **Loan Composition**



- **51.6**% Commercial & Industrial
- **25.0%** Commercial Real Estate
- 8.6% HELOC
- 5.7% Credit Cards
  - **4.3%** Consumer Real Estate
- **3.4%** Real Estate Construction
- 1.4% Consumer other

#### **Average Loans**

Billions of Dollars



During the past five years, our average loans have grown at a 9.7 percent compound annual rate.

#### **UMB Commercial Banking**

Our commercial model is the hallmark of our business, providing both sophisticated banking solutions and personal attention.

\$5.7<sub>B</sub>

Total Commercial and Commercial Real Estate Ioans in 2014.

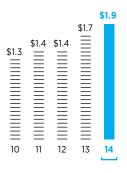
### **Commercial & Industrial Loans**

Billions of Dollars



### **Commercial Real Estate Loans**

Billions of Dollars

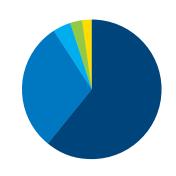


## UMB Aircraft Finance

UMB added an aviation focus across the regions offering services to current clients.



**Commercial Lender-Originated Loans** 



61% Commercial

**30%** Real Estate - Commercial

**4%** Consumer - Other

**3%** Real Estate - Residential

**2**% Real Estate - Construction

\$431<sub>M</sub>

In new line of credit commitments for 2014.

+14.1%

Increase in average commercial earning assets.

\$276м

Agribusiness loans increased 80.5 percent in 2014.

We have expanded on our specialties in Agribusiness processing, and continue to provide strong offerings for dairy, grain and livestock production.

37%

Nonperforming loan ratio versus the industry average of 1.36 percent.

Data from SNL Financial as of 02/16/15



## \$11.6<sub>B</sub>

Corporate Trust Assets Under Administration

## Top 50

U.S. Banks for Farm Lending.

Source: ABA

## **Top 25**

U.S. Banks for Automated Clearing House origination.

Source: NACHA



## UMB Expands to Fort Worth

In 2014, UMB expanded into Fort Worth increasing our presence in North Texas. UMB has served clients in Texas for the past 30 years.



Arizona and Texas represented the fastest growing markets in our footprint in 2014, and produced the highest average loan balance growth outside of Kansas City.

## \$4.2<sub>B</sub>

Average commercial deposits grew 17.1 percent in 2014.







### UMB Announces Intent to Acquire Marquette Financial Companies

The pending acquisition of Marquette Financial Companies complements our existing diversified business model nicely and enhances our commercial bank with its diverse businesses—especially the national asset-based lending and factoring businesses.

## **Marquette Financial Companies Loan Composition**

As of September 30, 2014



#### Gross Loans \$1.0 billion Average Yield 7.00%

- 46% Commercial & Industrial
- 16% 1-4 Family
- 15% Investor Commercial Real Estate
- **12%** Other
- 11% Owner Occupied Commercial Real Estate

#### **UMB Consumer & Small Business Banking**

Our wide variety of products and services are customizable for any consumer or small business need, and we have the scale to continue to help as you grow.



Kansas City market share leader in deposits for the **fourth year** in a row at more than 16 percent.

Source: FDIC 2014 Market Share Report

#### **UMB's Voice of the Customer**

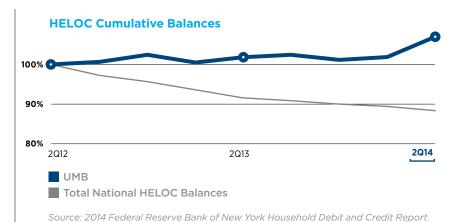
#### Customer Experience Award

Celent

#### **UMB Digital Genius**

#### Impact Award

Kansas City Business Journal



+8.2%

Five-year compound annual growth rate for home equity line balances.

+34.5%

Text banking increased 35 percent during 2014.

\$643.6м

UMB surpassed \$600 million in total HELOC balances.

+57.9%

Experienced a strong increase in the total number of ATM deposits.



UMB is launching Apple Pay in 2015. You'll be able to add your UMB Visa card to your iPhone 6.



\$3.7<sub>B</sub>

Total Consumer and Small Business deposits at the end of 2014.

\$192.2<sub>M</sub>

Small Business loans grew 9.48 percent during 2014.



#### **UMB Private Wealth Management**

UMB's Private Wealth Management team is focused on understanding each client's personal story. Our comprehensive solutions are backed by the resources and experience of a multi-billion-dollar asset management firm, with the personalized service of a private bank. This ensures our advisors can put the focus where it belongs—on the client.

#### Your Story. Our Focus.™

#### Private Banking Focuses on You

Let our dedicated Private Bankers design a plan that fits your personal credit and banking needs for today and tomorrow.

#### Investment Management Services Should Be Customizable

Employing our suite of investment products and solutions, we can tailor a plan designed to achieve your unique objectives.

#### Trust and Lifestyle Management Requires Experience

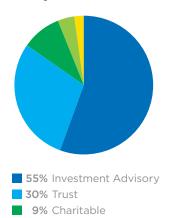
Discover the confidence that comes with personalized trust and custodial services backed by the experience of serving clients for more than a century.

#### Managing Risk Creates Confidence

From estate planning to wealth transfer, our specialized knowledge and innovative strategies can help you protect what's most important.

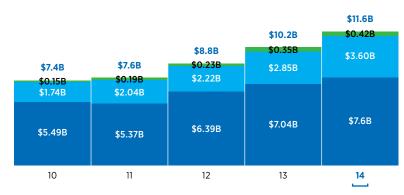
### Assets Under Management by Type

**Excluding Scout Investments** 



#### **Assets Under Management**

Billions of Dollars
Excluding Scout Investments



Brokerage Assets

Prairie Capital Management

Private Wealth & Institutional Asset Management

"I'm kept informed of any changes and also provided with opportunities to increase my understanding of investing. There is a personal touch from the UMB team we work with."

#### S. Perna

4% IRAs

2% Other

UMB Private Wealth Client

"I find UMB's Officers and staff highly congenial, professional, responsive, competent and interested in me as a customer."

#### J. Balkcom

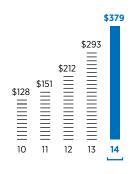
UMB Private Wealth Client

+31.3%

Private Banking Loan five-year compound annual growth rate.

### **Average Private Banking Loans**

Millions of Dollars



+13.3%

Year-over-year increase in average production per Financial Advisor.

### **UMB Payment Solutions**

+19.6%

#### **Total Purchase Volume Growth**

Our five-year compound annual growth rate in Total Purchase Volume has consistently increased from \$3.46 billion in 2009 to \$8.47 billion in 2014.

\$1.0<sub>B</sub>

Health Savings Accounts Assets and Deposits UMB Health Savings Accounts (HSAs) grew by 35.3 percent following 2014 open enrollment, surpassing the \$1 billion mark as of January 9, 2015.

+43.0%

**Five-Year Average Deposits Compound Annual Growth Rate** 

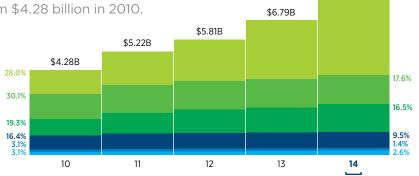
UMB Payment Solutions total average annual deposits surged to \$1.73 billion in 2014.

UMB is pioneering solutions to improve the way our customers do business. We ensure Commercial, Small Business, Institutional, Healthcare and Correspondent Bank customers have the tools to succeed.

#### **Total Purchase Volume**

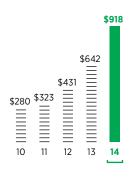
Total purchase volume increased to \$8.47 billion in 2014, continuing the positive trend from \$4.28 billion in 2010.





## Health Savings Account Deposits & Assets

Millions of Dollars



\$4.4B

Total Healthcare related purchase volume.

 $4.4_{M}$ 

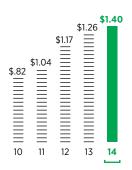
Healthcare spending account cards (excludes single use cards).

#### Commercial Cardholder Purchase Volume

\$8.47B

52.4%

Billions of Dollars



"We've been very happy with our selection of UMB as the vendor for our HSA administration. They have gone above and beyond to meet our administrative needs. Their technical expertise, flexibility, and superior customer service have made them a great vendor partner for our organization."

Sharecare, Inc. HR

#12

12th largest issuer of Purchasing Cards.

Source: Nilson, August 2014

\$29<sub>B</sub>

As Program Administrator, UMB's FDIC Sweep Program grew to a record high of more than \$29 billion in 2014.



7.2<sub>м</sub>

Commercial Credit Card transactions grew from 6.5 million to 7.2 million in 2014.

## +\$7.3<sub>B</sub>

#### **Assets Under Administration**

Total assets under administration grew from \$191.0 billion to \$198.3 billion in 2014.

## \$31.5<sub>B</sub>

#### **Alternative Investment Assets**

Total alternative investment assets under administration grew from \$28.1 billion to \$31.5 billion in 2014.

## +20

#### **New Mutual Funds Launched**

Through the Investment Managers Series Trusts, UMB Fund Services helped clients launch 20 new mutual funds in 2014.

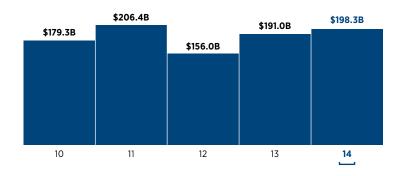
#### **Asset Servicing**

UMB Fund Services offers a broad array of services for mutual funds and alternative investments—as well as turnkey solutions to help our clients bring new products to market.



#### **Total Assets Under Administration**

Includes fund clients receiving custody services from UMB Bank, n.a.



#### **Mutual Fund Services**

- Fund Accounting/Administration
- Transfer Agency
- Distribution Services<sup>1</sup>
- Custody<sup>2</sup>
- Cash Management<sup>2</sup>

#### **Alternative Investment Services**

- Financial Statements
- Performance Reporting
- Tax Preparation & Compliance
- Audit Coordination
- Offshore Fund Services
- Regulatory Administration
- Custody<sup>2</sup>

### Best Administrator

"Best Administrator— Liquid Alternatives" HFMWeek's 2014 US Hedge Fund Services Awards

"Best North American Hedge Fund Administrator"
2014 Hedgeweek USA Awards

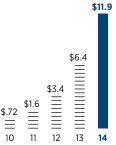


Ranked the 2nd largest U.S. Transfer Agency for closed-end mutual funds, based on number of accounts.

2014 Mutual Fund Service Guide

#### Investment Managers Series Trust Assets

Billions of Dollars



Assets under administration in the Investment Managers Series Trusts grew to \$11.9 billion in 2014.

+120%

Private equity assets under administration increased 120 percent in 2014, from \$2.96 billion to \$6.51 billion.

#### **Top Ten Transfer Agency**

service provider by number of accounts and by number of client firms.

**Top Ten Mutual Fund Accounting** service
provider by number
of funds and by assets
under administration.

2014 Mutual Fund Service Guide

**Top Workplace** for the fifth straight year.

Milwaukee Journal Sentinel

<sup>&</sup>lt;sup>1</sup> Services provided by UMB Distribution Services, LLC

<sup>&</sup>lt;sup>2</sup> Services provided by UMB Bank, n.a.



## \$31.2<sub>B</sub>

#### **Scout Investments Assets Under Management**

Scout Investments ended 2014 with \$31.2 billion total assets under management, increasing fixed income assets by \$5.6 billion compared to 2013.

+11.9%

## **Total Assets Under Management Four-Year Compound Growth Rate**

Since the addition of Reams Asset Management in 2010, Scout's AUM has grown from \$19.9 billion to \$31.2 billion.

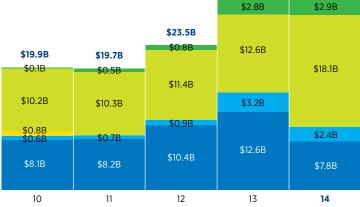
\$4.1<sub>B</sub>

#### **Net Institutional Flows**

Scout Investments realized total net institutional flows in separate accounts of \$4.1 billion in 2014.

#### A Global Institutional Asset Manager

Scout Investments provides equity and fixed income strategies for institutional clients, investment professionals and individual investors. Active investment management expertise is at the core of our success.



#### **Total Assets Under Management**

Billions of Dollars

- Fixed Income Mutual Funds
  Fixed Income Institutional & Other
  Money Market
- Equity Institutional & Other
- Equity Mutual Funds

#### **Scout Equity Strategies**

- International Equity
- International Equity ADR
- Emerging Markets Equity
- Global Equity
- Equity Opportunity
- Mid Cap Equity
- Small Cap Equity

## Reams Fixed Income Strategies

- Low Duration
- Intermediate
- Core
- Core Plus
- Long Duration
- Unconstrained

#### **Top Contributor to Net Flows**

\$2.8<sub>B</sub>

Core Plus Bond Strategy

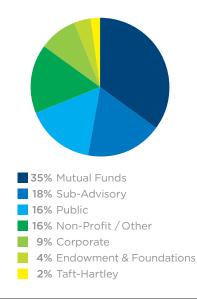
## **UCITS**

\$31.2B

\$31.2B

Launched the Undertakings for Collective Investment in Transferable Securities (UCITS) fund umbrella structure to further expand distribution of Scout's strategies to non-U.S. investors. The UCITS Fund is managed like Scout's Unconstrained Bond Strategy and is currently registered in the U.K., Luxembourg, Singapore and France.

#### **Client Assets by Type**



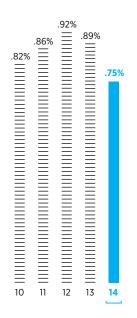
 $33\%_{\text{ Equity Assets}}$   $67\%_{\text{ Fixed Income Assets}}$ 

Diversification of assets by product and distribution is central to Scout's growth strategy. Scout continues to realize this goal by growing assets in its institutional separate account and commingled offerings.

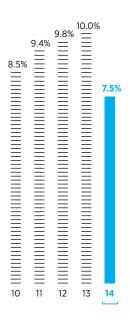
Launched the Equity Opportunity Fund in March 2014

#### SELECTED FINANCIAL HIGHLIGHTS

#### **Return On Average Assets**

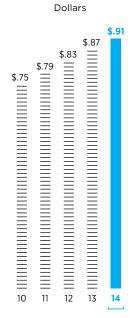


#### **Return On Average Equity**



#### **Diluted Earnings Per Share**

#### **Dividends Declared Per Share**



#### FIVE-YEAR FINANCIAL SUMMARY

Dollars In Thousands Except Per Share Data

Earnings	2014		2013		2012		2011		2010
Interest income	\$ 363,871	\$	348,341	\$	339,685	\$	343,653	\$	346,507
Interest expense	13,816		15,072		19,629		26,680		35,894
Net interest income	350,055	3	333,269		320,056		316,973		310,613
Provision for loan losses	17,000		17,500		17,500		22,200		31,510
Noninterest income	498,688		491,833		458,122		414,332		360,370
Noninterest expense	666,926		624,178		590,454		562,746		512,622
Net income	120,655		133,965		122,717		106,472		91,002
Average Balances									
Assets	15,898,983	15,0	30,762		13,389,192		12,417,274		11,108,233
Loans, net of unearned interest	6,975,338	6	,221,318		5,251,278		4,756,165		4,490,587
Securities	7,053,837	7,0	34,542		6,528,523		5,774,217		5,073,839
Interest-bearing due from banks	843,134		663,818		547,817		837,807		593,518
Deposits	12,691,273	11,	930,318		10,521,658		9,593,638		8,451,966
Long-term debt	6,059		4,748		5,879		11,284		19,141
Shareholders' equity	1,599,765	1	,337,107		1,258,284		1,138,625		1,066,872
Year-End Balances									
Assets	17,500,960	16	,911,852		14,927,196		13,541,398	1	2,404,932
Loans, net of unearned interest	7,466,418	6,	521,869	5,690,626		4,970,558		4,598,097	
Securities	7,285,667	7	7,051,127 7,134,316			6,277,482		5,742,104	
Interest-bearing due from banks	1,539,386	2,093,467 720,500			1,164,007		848,598		
Deposits	13,616,859	13,640,766 11,653,365			10,169,911		9,028,741		
Long-term debt	8,810	5,055 5,879			6,529		8,884		
Shareholders' equity	1,643,758	1,506,065 1,279,345			1,191,132		1,060,860		
Nonperforming loans	27,382	30,706 28,103			25,581		25,142		
Allowance for loan losses	76,140		74,751	71,426			72,017		73,952
Per Share Data									
Earnings - basic	\$ 2.69	\$	3.25	\$	3.07	\$	2.66	\$	2.27
Earnings - diluted	2.65		3.20		3.04		2.64		2.26
Cash dividends	0.91		0.87		0.83		0.79		0.75
Dividend payout ratio	33.83 %		26.77 %		27.04 %		29.70 %		33.04 9
Book value	\$ 36.10	\$	33.30	\$	31.71	\$	29.46	\$	26.24
Market price									
High	68.27		65.44		52.61		45.20		44.51
Low	51.87		43.27		37.68		30.49		31.88
Close	56.89		64.28		43.82		37.25		41.44
Ratios									
Return on average assets	0.75 %		0.89 %		0.92 %		0.86 %		0.82 %
Return on average equity	7.54		10.02		9.75		9.35		8.53
As a % of loans:									
Allowance for loan losses	1.02		1.15		1.26		1.45		1.61
Nonperforming loans	0.37		0.47		0.49		0.52		0.55
Risk-based capital ratio:									
Tier 1	13.29		13.61		11.05		11.20		11.30
Total	14.04		14.43		11.92		12.20		12.45
	8.72		8.90		9.40		9.17		9.60

Please refer to 10-K filing for additional information.

#### CONSOLIDATED BALANCE SHEETS

Dollars in Thousands Except, Per Share and Share Data		mber 31,	December 31,		
Assets		2014		2013	
Loans	\$ 7,4	65,794	\$	6,520,512	
Allowance for loan losses	C	76,140)		(74,751)	
Net loans	7,3	89,654		6,445,761	
Loans held for sale		624		1,357	
Investment securities:					
Available for sale	6,	911,936		6,762,411	
Held to maturity (market value of \$304,112 and \$231,510 respectively)	2	78,054		209,770	
Trading securities		27,203		28,464	
Federal Reserve Bank stock and other		68,474		50,482	
Total investment securities	7,2	85,667		7,051,127	
Federal funds sold and securities purchased under agreements to resell		118,105		87,018	
Interest-bearing due from banks	1,5	39,386		2,093,467	
Cash and due from banks	4	44,299		521,001	
Bank premises and equipment, net	2	257,835		249,689	
Accrued income		79,297		78,216	
Goodwill	2	09,758		209,758	
Other intangibles		43,991		55,585	
Other assets	1	32,344		118,873	
Total assets	\$ 17,50	00,960	\$	16,911,852	
Liabilities					
Deposits:					
Noninterest-bearing demand	\$ 5,6	43,989	\$	5,189,998	
Interest-bearing demand and savings	6,7	709,281		7,001,126	
Time deposits under \$100,000	4	24,925		491,792	
Time deposits of \$100,000 or more	8	38,664		957,850	
Total deposits	13,6	516,859		13,640,766	
Federal funds purchased and repurchase agreements	2,0	025,132		1,583,218	
Short-term debt		-		107	
Long-term debt		8,810		5,055	
Accrued expenses and taxes	1	80,074		153,450	
Other liabilities		26,327		23,191	
Total liabilities	15,8	357,202		15,405,787	
Shareholders' Equity					
Common stock, \$1.00 par value; 80,000,000 shares authorized, 55,056,730 shares					
issued and 45,532,188 and 45,221,237 shares outstanding, respectively.		55,057		55,057	
Capital surplus	8	94,602		882,407	
Retained earnings		963,911		884,630	
Accumulated other comprehensive income		11,006		(32,640)	
Treasury stock, 9,524,542 and 9,835,493 shares, at cost, respectively	(2	80,818)		(283,389)	
Total shareholders' equity	1,6	43,758		1,506,065	
Total liabilities and shareholders' equity	\$ 17,50	00,960	\$	16,911,852	

Please refer to 10-K filing for additional information.

#### CONSOLIDATED STATEMENT OF INCOME

Dollars in Thousands Except Per Share and Share Data

Years Ended December 31,

Interest Income		2014		2013	2012
Loans	\$	245,278	\$	229,665	\$ 217,391
Securities:		•			
Taxable interest		76,204		75,202	81,013
Tax-exempt interest		39,209		40,399	38,224
Total securities income		115,413		115,601	119,237
Federal funds and resell agreements		259		193	121
Interest-bearing due from banks		2,525		1,918	1,789
Trading securities		396		964	1,147
Total interest income		363,871		348,341	339,685
Interest Expense					
Deposits		12,242		13,183	17,416
Federal funds and repurchase agreements		1,616		1,739	1,884
Other		(42)		150	329
Total interest expense		13,816		15,072	19,629
Net interest income		350,055		333,269	320,056
Provision for loan losses		17,000		17,500	17,500
Net interest income after provision for loan losses		333,055		315,769	302,556
Noninterest Income					
Trust and securities processing		288,054		265,948	225,094
Trading and investment banking		19,398		20,641	30,359
Service charges on deposit accounts		85,299		84,133	78,694
Insurance fees and commissions		3,011		3,727	4,095
Brokerage fees		10,761		11,470	11,105
Bankcard fees		67,250		62,031	60,567
Gains on sales of securities available for sale		4,127		8,542	20,232
Equity earnings on alternative investments		3,975		19,048	422
Other		16,813		16,293	27,554
Total noninterest income		498,688		491,833	458,122
Noninterest Expense			_		
Salaries and employee benefits		358,569		339,691	319,852
Occupancy, net		40,197		39,291	37,927
Equipment		53,609		49,207	43,465
Supplies and services		20,411		20,387	21,045
Marketing and business development Processing fees		24,148 56,049		22,703 57,791	24,604 51,191
Legal and consulting		20,407		18,703	17,980
Bankcard		19,594		18,381	18,154
Amortization of other intangible assets		12,193		13,218	14,775
Regulatory fees		10,445		9,129	9,447
Class action litigation settlement		20,272		-	-
Other		31,032		35,677	32,014
Total noninterest expense		666,926		624,178	590,454
Income before income taxes		164,817		183,424	170,224
Income tax expense		44,162		49,459	47,507
Net Income	\$	120,655	\$	133,965	\$ 122,717
Per Share Data					
Net income - basic	\$	2.69	\$	3.25	\$ 3.07
Net income - diluted		2.65		3.20	3.04
Dividends		.91		0.87	0.83
Weighted average shares outstanding	4	44,844,578		41,275,839	40,034,428

31

#### **EXECUTIVE LEADERSHIP**

As of December 31, 2014

#### Dana Abraham

President.

Private Wealth Management

#### Craig Anderson

President

Commercial Bankinc

#### Jim Cornelius

President

Institutional Banking

& Investor Services

#### Peter deSilva

President & Chief Operating Officer, UMB Financial Corporation; Vice Chairman, UMB Bank;

Chairman, UMB Fund Services

#### **Todd Duncan**

President

Institutional Asset Management

#### **Tony Fischer**

President.

I IMB Fund Sarvicas

#### Mike Hagedorn

Vice Chairman, UMB Financial; President & Chief Executive Officer, UMB Bank, n.a.

#### Darren Herrmann

Executive Vice President,

#### Daryl Hunt

Executive Vice President, Operations & Technology Group & Chief Administrative Officer

#### Andy Iseman

Chief Executive Officer
Scout Investments

#### Brian Kaufman

Managing Director, Prairie Capital Management

#### **Mariner Kemper**

Chairman & Chief Executive Officer, UMB Financial Corporation

#### **David Kling**

Executive Vice President, Chief Risk Officer

#### **Heather Miller**

Executive Vice President, Sales, Marketing & Communication

#### **Christine Pierson**

Executive Vice President, Consumer Services

#### Maureen Quill

Chief Operating Officer, UMB Fund Services

#### Jim Sangster

Vice Chairman, UMB Bank n.a.

#### Larry Smith

Executive Vice President,
Organizational Effectiveness
& Chief Human Resources Officer

#### Scott Stengel

Executive Vice President General Counsel

#### **Chris Swett**

Executive Vice President

Chief Credit Officer

#### Tom Terry

Chief Lending Officer

#### **Dennis Triplett**

Chief Executive Officer, UMB Healthcare Services

#### Brian Walker

EVP, Chief Financial Officer & Chief Accounting Officer, UMB Financial Corporation

#### BOARD OF DIRECTORS & ADVISORY BOARDS

As of December 31, 2014

#### **UMB Financial Corporation**

#### Warner L. Baxter 5, 6

President and CEO

Ameren Missouri

#### Thomas F. Beal 1

President

Beal Properties, Inc.

#### Nancy K. Buese 5, 6

Senior Vice President and CFO MarkWest Energy Partners, LP

#### Peter J. deSilva<sup>2</sup>

Vice Chairman UMB Bank n.a.

President and COO UMB Financial Corporation

#### Terrence P. Dunn<sup>3</sup>

CEO and President

J.E. Dunn Construction Group, Inc.

MGP Ingredient

Board of Directors

#### K.C. Gallagher 5, 6

Vice Chairman Gallagher Industries Inc.

Chief Executive Officer Little Pub Holdings, LLC

#### Gregory M. Graves 3, 4

Chairman, CEO and President Burns and McDonnell

Engineering Company, Inc.

#### Michael D. Hagedorn<sup>1, 2</sup>

Vice Chairman

UMB Financial Corporation

President and CEO

UMB Bank, n.a.

#### Alexander C. Kemper

Chairman and CEO

C2FO Chairman

The Collectors Fund

#### Mariner Kemper<sup>2</sup>

Chairman

UMB Bank, n.a. Chairman and CEO

UMB Financial Corporation

#### Kris A. Robbins 5,6

Principal

KARobbins, LLC

#### Thomas D. Sanders 4, 6

Consultant to Senior Management MMC Corporation

#### L. Joshua Sosland<sup>3,4</sup> Vice President

Sosland Companies, Inc.

#### Paul Uhlmann III3,4

President

The Uhlmann Company

#### Thomas J. Wood III

Investor

#### UMB Bank, n.a.

#### Craig L. Anderson

President

Commercial Banking UMB Bank, n.a.

Don R. Armacost, Jr. President and CEO

Peterson Manufacturing Company

#### David F. Ball

President and CEO

Ball's Price Chopper & Hen House Markets

#### Steven J. Bresky

President and CEO

Seaboard Corporation

#### Peter J. deSilva

Vice Chairman

UMB Bank n.a.

President and COO UMB Financial Corporation

#### Jerry L. Garland

President and CEO

Associated Wholesale Grocers, Inc.

#### Peter J. Genovese<sup>1</sup>

UMB Consultant

#### Michael D. Hagedorn

Vice Chairman

UMB Financial Corporation President and CEO

UMB Bank, n.a.

#### Marilyn B. Hebenstreit

Vice Chairman Bartlett and Company

Chairman

Linda Hall Library

Richard F. Jones

#### President and CEO

Fidelity Security Life Insurance Co.

#### Alexander C. Kemper Chairman and CEO

C2FO

Chairman

The Collectors Fund

#### Mariner Kemper

Chairman

UMB Bank, n.a. Chairman and CEO

UMB Financial Corporation

#### Gordon F. Lansford III

President and CEO

JE Dunn Construction

#### Greg S. Maday

Chief Executive Officer SpecChem, LLC

#### Patrick J. McCown

Chief Executive Officer McCown Gordon Construction

#### Jonathan D. Mize

President and COO

Blish-Mize Company

#### Timothy R. Murphy

President and CEO Murphy-Hoffman Company

#### H. Tyler Nottberg

Chief Executive Officer US Engineering

#### Douglas F. Page<sup>1</sup>

Executive Vice President UMB Bank, n.a.

#### Stephen R. Plaster

Evergreen Investments, LLC

#### James D. Rine1

President

Kansas City Region UMB Bank, n.a.

#### Dave G. Ruf<sup>1</sup>

Ruf Enterprises

#### James A. Sangster

Vice Chairman UMB Bank n.a.

#### Christian R. Swett<sup>1</sup>

Executive Vice President & Chief Credit Officer UMB Financial Corporation

#### H. Stephen Talge<sup>1</sup>

President

Dazey Corporation

#### Thomas S. Terry<sup>1</sup>

Executive Vice President & Chief Lending Officer

#### UMB Bank, n.a. Clyde F. Wendel

Pintail Prairie Consultants

#### **UMB Advisory Boards**

#### **Kansas City Region**

#### Kansas

#### Rick S. Bennett

Senior Vice President Consumer Services UMB Bank n.a.

#### Patrick J. Crilly

President

Commercial Claims, Inc.

#### Justin D. Hill

President

The Lawrence Paper Company

#### Donald G. Laffoon

President and CEO

Electrical Corporation of America

#### Steve J. McDonald

President

Geiger Ready Mix

#### Leo J. Nunnink

Community Bank President Johnson/Wyandotte Counties UMB Bank, n.a.

#### Richard S. O'Neill

Chairman of the Board O'Neill Automotive Inc.

#### Richard S. O'Neill, Jr.

President

O'Neill Automotive, Inc.

#### Ronald D. Petering

President

Shafer, Kline & Warren, Inc.

#### James D. Rine

President

Kansas City Region UMB Bank, n.a.

#### James A. Sangster

Vice Chairman

#### UMB Bank, n.a.

Dave W. Scheer President and CEO Inland Truck Parts Company

Frank L. Thompson

President Overland Park Jeep, Inc.

#### David F. Willson

President

Camp David, Inc.

#### Richard L. Wiseman Owner

Porter Funeral Homes & Crematory

#### Metro

#### Dan E. Axtell

President Lexington Plumbing & Heating, Inc.

#### R. Philip Bixby

President and CEO

Kansas City Life Insurance Co.

<sup>1</sup>Advisory Director <sup>2</sup>Executive Committee <sup>3</sup>Governance Committee <sup>4</sup>Compensation Committee <sup>5</sup>Audit Committee <sup>6</sup>Risk Committee

Peter J. deSilva

Vice Chairman UMB Bank, n.a. President and COO UMB Financial Corporation

Alexander C. Kemper

Chairman and CEO C2FO Chairman The Collectors Fund

Mariner Kemper

Chairman UMB Bank n.a. Chairman and CEO UMB Financial Corporation

Jonathan Lambert

President Pacific Mutual Door Company

Catherine Tivol Maslan

Chief Executive Officer Tivol Plaza, Inc

Chip Moxley

President and CEO W.C. Tinale

Jeanette E. Prenger

President/Owner ECCO Select

Russell D. Redburn

Chairman and CEO Central Power Systems & Services

Randall C. Reed

President Randy Reed Automotive. Inc.

James D. Rine

President Kansas City Region UMB Bank n.a.

John Russ

Community Bank President UMB Bank, n.a.

James A. Sangster

Vice Chairman UMB Bank, n.a.

Phillip (Flip) Short

President Signature DNA

R. Bradley Speaks

President Speaks Legacy Chapel

Timothy L. Vance

President Vance Brothers, Inc. Kent H. Vipond

President and CEO CDM Investment Group

William S. Walker

President The G.W. Van Keppel Company

Jeffrey D. Yowell

President and CEO DATACORE Marketing, LLC

South

Ray Adams

Chairman

Adams Automotive Group

Don R. Armacost, Jr.

President and CEO Peterson Manufacturing Company

Todd F. Bleakley

Manager Bleakley Development Company, LLC

**Trey Bowen** 

Vice President Superior Bowen Asphalt, LLC

James M. Brosnahan

Senior Vice President Senior Loan Officer UMB Bank, n.a.

Kevin F. Clune

President

Clune and Company, LC

Terry Crabtree

Retired

Peter J. deSilva

Vice Chairman UMB Bank n.a. President and COO UMB Financial Corporation

James Elder

President

MidContinental Chemical Company, Inc.

Steven A. Erickson

Community Bank President UMB Bank n.a.

James S. Gutschow

Chief Financial Officer John A. Marshall Company

Edwin J. Holland

President Food Service Division Treat America Food Services Michael Hoehn

President and COO Automatic Systems, Inc. (LICO Steel, Inc.)

Mariner Kemper

Chairman UMB Bank n.a. Chairman and CEO UMB Financial Corporation

David T. Raden

President Tucker Midwest, Inc.

James D. Rine

President Kansas City Region UMB Bank, n.a.

John E. Robertson

President

RMF Steel

Thomas D. Sanders

Consultant to Senior Management MMC Corporation

James A. Sangster

Vice Chairman UMB Bank, n.a.

Miles E. Schnaer

President

Crown Automotive Organization

St. Joseph, MO

**Brian Bradley** 

President

News-Press and Gazette Company

James P. Clayton

Clayton Paper & Distribution, Inc.

David W. Cripe

Community Bank President UMB Bank, n.a.

James T. Graves

Retired of Counsel Scopelitis, Garvin, Light, Hanson & Feary, PC

**Edward Lawrence Hausman** 

Retired President Al J. Mueller Construction Company

Kevin P. Lilly

President and CEO St. Joseph Reverage LLC

Robert S. Meyers

Retired

Leo J. Nunnink

Community Bank President Johnson/Wyandotte Counties UMB Bank, n.a.

James D. Rine

President Kansas City Region UMB Bank, n.a.

Harry A. Roberts

HAR Business Development Consulting LLC

Mary Carol Roever

Retired Interim Dean Craig School of Business Missouri Western State University

James A. Sangster

Vice Chairman UMB Bank n.a.

Kevin W. Speltz

President

Clipper Distributing Company, LLC

**Western Regions** 

**Arizona Region** 

Craig L. Anderson

President Commercial Banking UMB Bank, n.a.

Ricardo DeAvila

Managing Director Alerion Capital Group LLC

Peter J. Genovese

UMB Consultant

Frank Phillips Giltner III

Senior Vice President Shamrock Foods Company

Brian M. Goodwin

Goodwin Consult LLC

Mariner Kemper

Chairman UMB Bank, n.a. Chairman and CEO UMB Financial Corporation

K. David Lindner

Partner Squire, Sanders & Dempsey, LLP

Mark C. Loftin

President Loftin Equipment Company & Bay City Electric Works

James S. Patterson

Chairman and CEO Arizona Region UMB Bank, n.a.

William Riley

Chief Executive Officer Thermo King West

Richard Trueblood

Chief Financial Officer Advent Solar

#### **Colorado Region**

Craig L. Anderson

President Commercial Banking UMB Bank, n.a.

**Buck Blessing** 

Chief Executive Officer Griffis/Blessing, Inc.

Kevin V. Duncan

Executive Vice President Duncan Oil, Inc.

K.C. Gallagher

Vice Chairman Gallagher Industries, LLC Chief Executive Officer Little Pub Holdings, LLC

Steve Hamline

President - West Region J.E. Dunn Construction Company

Robert G. Jaster

Mariner Kemper

Chairman UMB Bank, n.a. Chairman and CEO UMB Financial Corporation

Roger Knoph

Chief Executive Officer EnviroTech Services, Inc.

Steve Lockton

Executive Vice President Lockton Companies, LLC

Peter J. Neidecker

Executive Vice President Mountainside Medical, LLC

Thomas R. O'Donnell

Managing Partner Holland & Hart

Kevin F. Patterson

Owner The Patterson Group Michael L. Raisch

President

Nuvola Solutions, Inc.

Dean P. Pisciotta

President

Brakes Plus Inc.

Rose M. Robeson

Jon M. Robinson

Chairman and CEO Colorado Region UMB Bank, n.a.

R. Thayer Tutt, Jr.

President and CIO El Pomar Foundation

Ned C. Voth

President

Jordan's Building Center

**Midwest Regions** 

**Greater Missouri Region** 

**Boonville, Missouri** 

Larry E. Grissum

Partner/Owner Grissum Farms, Inc.

Kenneth Huth

Partner Huth Farms, LLC

Marty L. James

Chief Lending Officer Greater Missouri Region UMB Bank, n.a.

Gill Jewett

Retired Accountant and Farmer

**Tony Mayfield** 

Chairman and CEO Greater Missouri Region UMB Bank, n.a.

Megan B. McGuire

Attorney City of Boonville

Lewis W. Miller

Retired

Harold W. Schnetzler

Retired

Past Owner Schnetzler IGA Grocery

Todd B. Snapp

President Snapp Hardware, Inc. Carthage, Missouri

Mark R. Gier

Partner

VSSI Inc

Tony Mayfield

Chairman and CEO Greater Missouri Region

UMB Bank, n.a. William F. Michel

Retired Veterinarian

E. Elliott Potter

General Partner Potter Family Limited Partnership

Fric A. Reisinger

Community Bank President Southwest Missouri UMB Bank, n.a.

Peter Richardson

Dr. Peter Richardson & Associates

David G. Sanders

Retired Grain Dealer

Janet K. Stafford

Community Bank President UMB Bank, n.a.

Columbia, Missouri

Charles P. Bondurant V, MD

Physicians Resources, Inc.

James M. Cunningham III

Community Bank President Central Missouri UMB Bank, n.a.

Susan L. Horak

Owner/Broker RE Max Boone Realty

Robert A. Hurdle

Stephen C. Knorr

Vice President Government Relations University of Missouri

Tony Mayfield

Chairman and CEO Greater Missouri Region UMB Bank, n.a.

Jeffrev W. Parker, MD

Columbia Orthopaedic Group

George Pfenenger

Chief Executive Officer Socket Telecom

Trent Stober, P.E.

Vice President HDR Engineering Inc.

Kurt Wallace

President/Owner Wallace Architects

Ft. Scott. Kansas

Cvnthia J. Bowman

Community Bank President UMB Bank, n.a.

J. Frank Halsey

President

Mid-Continental Restoration

Tony Mayfield

UMB Bank, n.a.

Chairman and CEO Greater Missouri Region

Debra K. McKenney

Co-Owner

Fort Scott Broadcasting **CP Communications** 

Gary A. Palmer

Owner

Captured Images Director of Development Fort Scott Community College

David R. Shepherd

President

Shepherd Team Auto Plaza

Ernest B. Staashelm

Community Bank President West Central Missouri UMB Bank, n.a.

Jefferson City, Missouri

Carrie O. Tergin

Owner/Manager Carrie's Hallmark Shop

William A. Crede

Partner and CEO America Building Products

James M. Cunningham III

Community Bank President Central Missouri UMB Bank, n.a.

F. Joe Delong III

President Delona's Inc

Sherry L. Doctorian

Partner

Armstrong Teasdale LLP

Robert L. Hawkins, Jr.

Retired Lawver

Tony Mayfield

Chairman and CEO Greater Missouri Region UMB Bank, n.a

Bryan M. Pope, DDS

Retired Dentist

Larry V. Schepers

Retired UMB Bank, n.a.

Rod Smith

Sports Director KRCG TV 13

Jason E. Thompson

President/General Manager Harold G. Butzer, Inc.

Joplin, Missouri

Ann Marie Baker

Greater Missouri Region UMB Bank, n.a.

Rick Brown

Dealer

Roper Honda

Robert W. Heiniger, Jr.

President CES Inc

Tony Mayfield

Chairman and CEO Greater Missouri Region UMB Bank, n.a.

Robert L. McKay

Executive Vice President and CEO Mid-America Precision Products, LLC

Kelli K. Norris

Senior Business Development Specialist

Mercy Hospital

Eric A. Reisinger

Community Bank President Southwest Missouri UMB Bank, n.a.

Hal D. Roper

President

Roper GMC - Buick, Inc.

**Monett, Missouri** 

Lisa Balmas

Community Bank President UMB Bank, n.a.

Melissa A. Beckwith

Investments

The Honorable Michael D. Garrett

Municipal Judge City of Monett

Steven R. Kay

Vice President

Kay Concrete Materials Company

Tony Mayfield

Chairman and CEO Greater Missouri Region UMB Bank, n.a.

William H. Medlin

Retired

Howard F. Randall

President General Investments, Inc.

Eric A. Reisinger

Community Bank President Southwest Missouri UMB Bank n.a.

Michael A. Scabarozi

Vice President

International Dehydrated Foods, Inc.

**North Central** 

R.E. (Mike) Baker

President Pepsi Cola Bottling of Brookfield

James Brinkley

Co-Owner Brinkley Angus Ranch

S. Miles Dickson, DVM

Highland Vet Clinic

**Ed Evans** 

Community Bank President

UMB Bank, n.a.

Wayne A. Foster

President

Wayne Foster Farms, Inc.

**Tony Mayfield** 

Chairman and CEO Greater Missouri Region UMB Bank, n.a.

John M. Perry, DVM

Hampton Feedlot, Inc.

Robert D. Sloan, OD

Managing Member Premier Eye Care Associates Phillip J. Smith

Retired

UMB Bank, n.a.

Jennifer L. Waugh

Jennifer L. Waugh, CPA

Springfield, Missouri

Ann Marie Baker

President Greater Missouri Region

UMB Bank, n.a.

William H. Darr

Vice Chairman

American Dehydrated Foods, Inc./ International Dehydrated Foods, Inc.

Harold D. Garrison

Consultant

Peter J. Genovese

**UMB** Consultant

John T. Gentry President and Chairman

Positronic Industries

Donald E. Golik

Retired Chairman of the Board Paul Mueller Company

Louis A. Griesemer

President

Springfield Underground, Inc.

Brian K. Hammons

President and CEO Hammons Products Company

Tony Mayfield

Chairman and CEO Greater Missouri Region

UMB Bank n.a.

Alvin Rohrs

President and CFO Enactus

David A. Trottier Retired Chairman

Summer Fresh Supermarkets, Inc.

John S. Wilson

Community Bank President UMB Bank, n.a.

Warrensburg, Missouri

The Honorable Joe Dandurand

Missouri Deputy Attorney General

Tony Mayfield

Chairman and CEO Greater Missouri Region UMB Bank, n.a

Douglas E. Mitchell

Owner

Legal Investigative Services, Inc.

Frnest B. Staashelm

Community Bank President West Central Missouri UMB Bank, n.a.

Gregory B. Vinardi

Business Advisor & Investor

**Deleta Williams** 

Retired

State Representative

Warsaw, Missouri

William G. Bunch

Owner

Bunch Family Farms, LLC Bill Bunch Chevrolet, Inc.

John Cook

President

Cook Auction Company, Inc.

Scotty E. Henderson

Owner and Manager Henderson Ranch and Cattle Company

Thomas A. Hill

Retired UMB Bank, n.a.

Stanfred L. Hilty

Owner/Operator Hilty Farms

Kenneth F. Kammeyer Retired

UMB Bank, n.a.

Tony Mayfield

Chairman and CEO Greater Missouri Region

UMB Bank n.a. James A. Miller

Director/Owner Reser Funeral Home Davis-Miller Funeral Home

Paul Ross

Retired

Paul Ross Farms

Ernest B. Staashelm Community Bank President West Central Missouri

UMB Bank n.a. Martha M. Weaver

Retired

TRISTAR Sporting Arms, Ltd.

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President

Etherington and Company Realtors

#### Wendell D. Gugler

Retired

#### Christopher A. Howell

President Western Kansas Region UMB Bank, n.a.

#### Alfred P. Jones

Retired

#### Dale Koop

President

Crop Service Center, Inc.

#### W. Patrick Robson

President

Robson Oil Company

#### Jon H. Starks

Community Bank President Salina & Abilene UMB Bank, n.a.

#### **Gil Trout**

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

#### Atchison, Kansas

#### Wayne Basso

President Eastern Kansas Region UMB Bank, n.a.

#### Jonathan D. Mize

Executive Vice President Blish-Mize Company

#### Eric A. Niemann

Owner

Niemann Farms, LLC

#### Gil Trout

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

#### Manhattan, Kansas

#### Wayne Basso

President Eastern Kansas Region UMB Bank, n.a.

#### H. Alan Bell

Retired

#### Donald E. Ince

Retired

#### Robert K. Larsen

Retired

Farming/Investments

#### Barry J. Sarvis

Pharmacist/President Barry's Drug Center & Dunne's Pharmacy

#### Gil Trout

Chairman and CEO Kansas and Oklahoma Region UMB Bank. n.a.

#### David L. Urban

Community Bank President Manhattan Banking Center UMB Bank, n.a.

#### Russell, Kansas

#### Wesley M. Clark

Community Bank President Russell Banking Center UMB Bank, n.a.

#### Christopher A. Howell

President Western Kansas Region UMB Bank, n.a.

#### Earl D. Merkel, MD

Russell Regional Hospital

#### Larry Schaffer

President Chase Technology

#### Kenneth L. Stielow

President Bar S Ranch, Inc.

#### **Gil Trout**

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

#### Howard M. Wehrman

President

MHW Enterprises, Inc.

#### Anthony H. Witt, Jr.

Witt Farm Company

#### Salina, Kansas

#### Robert W. Exline, Jr.

President Exline, Inc.

#### C.N. Hoffman III

Farmer/Rancher

#### William C. Hoffman

Investor

#### Christopher A. Howell

President Western Kansas Region UMB Bank, n.a.

#### Douglas W. Rempp

President/Owner McDonalds of Salina

#### Richard A. Renfro

Retired UMB President

#### Jon H. Starks

Community Bank President Salina & Abilene UMB Bank, n.a.

#### Gil Trout

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

#### Topeka, Kansas

#### Ronald D. Andersen

President

#### Wayne F. Basso

President Eastern Kansas Region UMB Bank, n.a.

#### S. Lucky DeFries

Stockholder

Coffman, DeFries and Northern, P.A.

#### Stuart G. Douthett

President

Douthett & Company, CPA, PA

#### Jerry Glasgow

President

Performance Tire and Wheel

#### DeWitt M. Harkness

President

Wolfe's Camera Shops, Inc.

#### Gil Trout

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

#### Wichita, Kansas

#### William J. Hampel President

Hampel Oil Distributors, Inc.

#### Christopher A. Howell

President Western Kansas Region UMB Bank, n.a.

#### William L. Oliver, Jr.

Attorney

Martin, Pringle, Oliver, Wallace and Bauer LLP

#### William L. Phillips

Chief Executive Officer Vornado Air, LLC

#### **Howard Redburn**

Central Power Systems & Services

#### **Gil Trout**

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

#### Dan J. Waller

Vice President Conco Construction

#### **Nebraska Region**

#### W. Thomas Chulick

President Midwest Regions Chairman and CEO St. Louis Region UMB Bank, n.a.

#### Chad A. Denton

President CEO Services

#### Mark S. Eldridge

President and CEO The Growth Coach

#### Joel T. Falk

President Nebraska Region UMB Bank, n.a.

#### John D. Fonda

Chairman and CEO John Day Company

#### Richard Kusleika

President/Owner Standard Heating & Air Conditioning, Inc.

#### Mitch Lane

Chief Executive Officer Echo Group, Inc.

#### Thomas C. Macy

Chief Executive Officer Nebraska Orthopaedic Hospital

#### Mark Morris

President Mechanical Sales, Inc.

#### Joel Larmore

Chairman and CEO Rehab Visions, Inc.

Pam Stanek

President

The Interior Design Firm

Eric Stueckrath

Chief Executive Officer Outlook Nebraska

**Oklahoma Region** 

Oklahoma City, OK

Craig L. Anderson

President Commercial Banking

UMB Bank, n.a.

Robert J. Fisher, Jr.
President

Oklahoma National Stock Yards Company

Gerald N. Furseth

Owner Gerald N. Furseth -

Oil and Gas Producer

Rovce M. Hammons

Chairman Oklahoma Region UMB Bank, n.a.

David R. Hardy

CEO Oklahoma Region UMB Bank, n.a.

Ralph L. Mason

Senior Partner Mason-Harrison-Ratliff

Tom J. McDaniel

President American Fidelity Foundation

William F. Shdeed

Attorney at Law

Roger N. Simons

Chairman Simons Investment Company

**Gil Trout** 

Chairman and CEO Kansas and Oklahoma Regions UMB Bank, n.a.

Tulsa, OK

Phil B. Albert

President Pelco Structural, LLC

Gentner F. Drummond

Attorney at Law Drummond Law Royce M. Hammons

Chairman Oklahoma Region UMB Bank, n.a.

David R. Hardy

CEO Oklahoma Region UMB Bank, n.a.

James C. Kneale

Retired President and COO ONEOK, Inc.

Scott A. Reeves

Senior Vice President Tulsa Banking Center UMB Bank, n.a.

Gil Trout

Chairman and CEO Kansas and Oklahoma Region UMB Bank, n.a.

John C. Viskup, Jr.

CEO

Victory Energy

St. Louis Region

St. Louis, Missouri - City

Theodore M. Armstrong

Financial/Board Consultant

Warner Baxter

President and CEO Ameren Missouri

Vincent J. Bommarito

Chief Executive Officer Tony's Restaurants, Inc.

Peter Blumeyer

President St. Louis Region UMB Bank, n.a.

Louis G. Chiodini

President Chiodini Associates

W. Thomas Chulick

President Midwest Regions Chairman and CEO St. Louis Region UMB Bank, n.a.

Richard G. Engelsmann

Chairman

Reltservice Corporation

Beltservice Co

**Thomas F. Feldmann**President and CEO
Lionmark Construction Companies

Peter J. Genovese

UMB Consultant

Carmen Jacob President

NextGen Information Services, Inc.

Todd J. Korte

President and CEO The Korte Company

J. Michael Medart

President and CEO Medart, Inc.

Patrick Morris

President

Morris Transportation & MBC, LLC

David H. Naunheim

Regional Chief Credit Officer UMB Financial Corporation

Scott Negwer

President

Negwer Materials, Inc.

Kathleen T. Osborn

Executive Director Regional Business Council

Rick Seiler

President and CEO Seiler Instrument & Manufacturing Co., Inc.

St. Louis, Missouri - County

Megan P. Bittle

Chief Operating Officer RSI Kitchen and Bath

Peter Blumeyer

President St. Louis Region UMB Bank, n.a.

Vincent P. Bommarito

Executive Chef Tony's Restaurants, Inc.

W. Thomas Chulick

President Midwest Regions Chairman and CEO St. Louis Region UMB Bank, n.a.

Peter J. Genovese

UMB Consultant

John M. Gunther

President Gunther Salt Company

Bart J. Margiotta

President Priority Properties June McAllister Fowler

Vice President

Corporate & Public Communications BJC HealthCare

Tim M. Murch

President MMMM

David H. Naunheim

Regional Chief Credit Officer UMB Financial Corporation

Stephen E. Ricci

President and CEO Ricci Associates, Inc. dba RAI Insurance Group

Illinois

John Bailey

Founder
Chad Nic Properties

P. Douglas Becherer

President

Drs. Becherer & Associates, Ltd.

Peter Blumeyer

President St. Louis Region UMB Bank, n.a.

Pamela A. Burnham

President

Von Alst Operating, LLC

W. Thomas Chulick

President Midwest Regions Chairman and CEO St. Louis Region UMB Bank, n.a.

Georgia Costello, Ph.D.

President

Southwestern Illinois College

Larry Eckert

President

Bethel-Eckert Enterprises, Inc.

Peter J. Genovese

UMB Consultant

Nick Gojmeric

President/Owner GEN Properties

Larry McCulley

President and CEO Southern Illinois Healthcare Foundation

David H. Naunheim

Regional Chief Credit Officer UMB Financial Corporation

#### Maurice E. Netemeyer

President

Aviston Lumber Company

#### Thomas H. Renner, Jr.

Owner

Shiloh Valley Equipment Company/ Renner Stock Farms

#### Donald P. Rigney

Executive Vice President and COO Empire Comfort Systems, Inc.

#### St. Charles, Missouri

#### **Gregory Aman**

Senior Vice President Private Banking Client Manager UMB Bank, n.a.

#### Peter Blumeyer

President St. Louis Region UMB Bank, n.a.

#### W. Thomas Chulick

President Midwest Regions Chairman and CEO St. Louis Region UMB Bank, n.a.

#### Julia M. Eckstein

Principal Health Care Advisory Services Brown Smith Wallace LLC

#### Peter J. Genovese

UMB Consultant

#### David H. Naunheim

Regional Chief Credit Officer UMB Financial Corporation

#### Harlan Pals

Chairman/Principal Pals Group

#### Scott T. Rupp

Commissioner Missouri Public Service Commission

#### Kim Scheidegger York

President - Commercial Leasing Corporate Group, Inc.

#### Robert Topping

Owner

RT Management Services

#### CORPORATE INFORMATION

#### **Notice of Annual Meeting**

Tuesday, April 28, 2015 UMB Financial Corporation 1010 Grand Boulevard Kansas City, MO 64106

#### 10-K Request

We will furnish, without charge, a copy of our 2014 Report to the SEC (Form 10-K) to any shareholder upon written request. Please specify Form 10-K when requesting. The report and 10-K filing will also be available online at UMBFinancial.com.

#### **Transfer Agent**

Computershare Trust Company, n.a. P.O. Box 43078 Providence, RI 02940-3078 800.884.4225

#### **UMB Financial Corporation**

1010 Grand Boulevard Post Office Box 419226 Kansas City, MO 64141-6226 UMB.com

#### **Stock Quotation Symbol**

UMBF NASDAQ OMX

#### **Investor Relations**

Abby Wendel Senior Vice President, Investor Relations

#### Financial Information

Brian Walker Chief Financial Officer & Chief Accounting Officer **To contact us, please call** 816.860.7000 or 800.821.2171

#### For other inquiries

Marketing Communication Marketing@UMB.com



We're proud that UMB recycled 396 tons of paper in 2014. This saved an estimated: 9,504 trees, 9,049,971 gallons of water, 761,035 pounds of solid waste and 12,892 BTUs of energy and 2,218,088 pounds of greenhouse gases.

The paper, paper mill and printer for this publication are all certified to meet the strict standards of the Forest Stewardship Council (FSC), which promotes environmentally appropriate, socially beneficial and economically viable management of the world's forests.

#### Cautionary Notice About Forward-Looking Statements

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. All forward-looking statements are subject to assumptions, risks, and uncertainties, which may change over time and many of which are beyond our control. You should not rely on any forward-looking statement as a prediction or guarantee about the future. Our actual future objectives, strategies, plans, prospects, performance, condition, or results may differ materially from those set forth in any forward-looking statement. Some of the factors that may cause actual results or other future events, circumstances, or aspirations to differ from those in forward-looking statements are described in our Annual Report on Form 10-K for the year ended December 31, 2014, our subsequent Quarterly Reports on Form 10-Q or Current Reports on Form 8-K, or other applicable documents that are filed or furnished with the Securities and Exchange Commission (SEC). Any forward-looking statement made by us or on our behalf speaks only as of the date that it was made. We do not undertake to update any forward-looking statement to reflect the impact of events, circumstances, or results that arise after the date that the statement was made. You, however, should consult further disclosures (including disclosures of a forward-looking nature) that we may make in any subsequent Quarterly Report on Form 10-Q, Current Report on Form 8-K, or other applicable document that is filed or furnished with the SEC

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#### A FOCUS ON QUALITY

UMB Financial Corporation (NASDAQ: UMBF) Credit Ratings as of 02/17/15

Credit Ratings	S&P	Fitch
Long-term Issuer	A- / Outlook Stable	A+ / Outlook Stable
Short-term/Commercial Paper	A-2	F1
Bank Individual		a+
Bank Support		5
Credit Ratings (Subsidiaries)	S&P	Fitch
UMB Bank, National Association		
Certificate of Deposit		AA-
Bank Individual		a+
Bank Support		5

At UMB, we promise that our customers can *Count on more* from us. A key component of that includes investing in and supporting our local communities. We partner with organizations to support initiatives and programs that respond in meaningful ways to our community needs. Our support is concentrated in the following areas:

- Agricultural Sustainability
- Arts Cultivation
- Diversity
- Education

- Environmental Stewardship
- Healthy Living
- Self-Sufficient Communities

842

UMB associates volunteered their time in 2014.

\$189k

Estimated economic value of UMB associates' volunteer hours in 2014.

Based on the 2014 national value of volunteer time at \$22.55 per hour, IndependentSector.org.

8,399

Hours of qualified volunteer time off in 2014.

\$353k

Money donated in the Kansas City region alone in 2014.



