

# **News Highlights**

#### Benefits Selling Magazine - Oct. 1, 2013

We've all seen the numbers: Health savings accounts just keep growing. The still relatively new health savings vehicle has grown to an estimated \$18.1 billion in assets representing more than 9.1 million accounts. That's a 29 percent increase in both accounts and assets in just one year, according to research from investment consulting firm Devenir.

"We're seeing a lot of growth in the large employer market, and that will be the driving segment in the next several years," says Dennis Triplett, CEO of UMB Healthcare Services in Kansas City, Mo. And large employers obviously have a very large number of employees who will then adopt the accounts. "The larger groups are trying it and they're seeing it works."

### Arizona Business Leaders - Oct. 1, 2013

Jim Patterson was recently named one of the most influential specialty bankers in the 2014 Arizona Business Leaders publication. In his role as chairman and CEO, Patterson oversees commercial banking, private wealth management and a growing consumer banking segment in the company's Arizona region. He is currently chairman-elect for the Phoenix Art Museum board of trustees.

Best advice received: "Surrounding yourself with a team who advises you and makes you a better leader creates a collaborative team spirit. This allows everyone to feel like a leader contributing to the strategy and direction of the team or project."

#### KC Business Magazine - Oct. 1, 2013

Happy Birthday, UMB. UMB Bank celebrates its 100<sup>th</sup> anniversary by giving back to the communities it serves. It was 1913 when W.T. Kemper first opened the doors of this modest storefront bank in Kansas City and earned \$1,100 in first-day deposits. Today, with its sixth Kemper at the helm, UMB Bank is a publicly traded financial services holding company with more than \$15 billion in assets and 111 branches across eight states.

According to CEO Mariner Kemper, the reason UMB was able to outlast its competitors and reach its centennial anniversary can be summed up in four words: consistency, continuity, diversification and quality.

"By having my family at the helm the entire time, we've been able to achieve consistency and continuity with the way we approach our business," he explains. "We don't chase trends; we do what we know well. That's allowed us to keep our risk metrics in a class of their own, which are some of the best in the industry."

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#### Ozarks Farm & Neighbor - Oct. 4, 2013

Bill Watson, president of UMB Bank's Agribusiness Division, discusses the latest trends and forecasts for agribusiness lending in a special guest column for Ozarks Farm & Neighbor.

"For farmers and producers planning their production and financial futures, there is no shortage of variables to consider in today's market. First, weather patterns continue to confound producers on both sides of the too wet/too dry continuum. Second, grain and commodity prices have started to regain some support, both of which are up from recent levels but are still well below the highs of the past several years. Furthermore, land prices continue to hold (for now) at extraordinarily and historically high levels in many areas of the country. However, with all of these variables to consider, there is one other factor that may be the most important to consider when planning for the future—interest rates..."

#### Wichita Business Journal - Oct. 11, 2013

Even in the unemployment situation we're in, companies are having trouble hiring workers. To be more specific: Many companies we talk to have open positions, but they can't find the right people to hire. What does that mean? Depends on whom you talk to...Hiring emerged as the dominant theme in a roundtable discussion involving the winners of the WBJ's 2013 Best in Business competition, who were treated to a trip to Napa Valley, Calif., last week.

UMB, our host for the three-day trip, provided economic analysis from Eric Kelley, a Hutchinson native who is now the company's senior vice president and managing director for fixed income. Eric talked about the unemployment rate, which sparked a conversation about finding workers.

#### Denver Business Journal - Oct. 11, 2013

Banks are among the top corporations in promoting GLBT-inclusive policies, so it's no surprise that UMB and Chase Bank are among the companies participating in Colorado's only job fair aimed at helping people in the transgender community find employment.

Kansas City-based UMB Financial (Nasdaq: UMBF) is hosting the GLBT Community Center of Colorado's fifth transgender job fair from noon to 3 p.m. Saturday, Oct. 12, at its branch at 1635 E. Colfax Ave. in Denver.

"We recognize that supporting a culture of diversity and inclusion directly impacts how much you enjoy your job," UMB CEO Mariner Kemper says on the company's website. "We believe investing in diversity and inclusion builds productivity, innovation, teamwork and ultimately leads to associate retention."



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#### Kansas City Business Journal - Oct. 11, 2013

For the third year in a row, UMB Bank retained the top spot in the Federal Deposit Insurance Corp.'s 2013 Deposit Market Share Report. UMB had \$7.55 billion in deposits as of June 30, for a 16.56 percent market share in the Kansas City area. That's the highest market share of deposits logged in the past 20 years of the annual survey. The previous record holder was Nations Bank, which reached 15.68 percent in 1997.

### St. Louis Business Journal - Oct. 11, 2013

UMB Bank was named one of the St. Louis Business Journal's Healthiest Employers for companies with 1,500 – 4,999 employees.

UMB believes employees who feel good will deliver better services to banking customers, and the bank provides cash incentives to help make it happen. Employees can earn Cigna Corp. health plan premium discounts by engaging in certain wellness-related activities such as participating in health screenings and educational webinars, working with a wellness coach and certifying that they are tobacco-free, said Tom Chulick, chairman and CEO of UMB Bank – St. Louis.

### Kansas City Business Journal – Oct. 23, 2013

UMB Financial Corp. posted strong earnings across the board in its third quarter earnings statement, sending a statement that recently shedding a \$1.08 billion depositor and going through a capital raise didn't have negative effects.

"We consider ourselves to be excellent risk managers," said Mariner Kemper, chairman and CEO of UMB. "As part of that, we look at deposit concentrations on an ongoing basis. This particular depositor we had been talking to for a long period of time to find a solution that made sense to them off of our balance sheet, because of their size. We were successful in helping them with that and they are a very, very happy asset servicing client of ours and they continue to be so."

### Bank Director Magazine - Oct. 23, 2013

The last couple of years have been pretty dreary for much of the U.S. banking industry. The Great Recession technically ended in June 2009, according to the National Bureau of Economic Research, the private research organization that keeps track of the economy's ups and downs. Still, many commercial banks have struggled since then to grow their earnings in what continues to be a very challenging operating environment.

One person who doesn't lose a lot of sleep over these problems is Michael Hagedorn, vice chairman and chief financial officer at UMB Financial Corp., a \$15.7-billion asset bank in Kansas City, Mo. UMB is unique: In 2011 and 2012, the bank derived well over 50 percent of its operating revenue from a





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diverse set of fee-based businesses, including various payments products and services, asset servicing and investment management.

"This is at the heart of our business model," Hagedorn says. "This wasn't happenstance. This was our intention when the current management team took over seven years ago...We hear repeatedly from the sell-side analysts and large institutional investors that the value of this diversified financial services model is seen as a winner and puts a premium on the bank's stock. This is the winner going forward."

#### Denver Business Journal - Oct. 29, 2013

UMB Financial Corp. is one of the top 10 publicly traded banks in the nation in terms of fee income generation, according to a study released Tuesday by Bank Director magazine. Kansas City, Mo.-based UMB (Nasdaq: UMBF), one of the top 20 banks in metro Denver by deposits, ranked ninth in Bank Director's Top 50 list. The magazine highlighted the bank in an article that accompanied the list.

"UMB is unique: In 2011 and 2012, the bank derived well over 50 percent of its operating revenue from a diverse set of fee-based businesses, including various payments products and services, asset servicing and investment management," the magazine said. UMB also reported record earnings in 2012.