

COMMERZBANK

The bank at your side



COMMERZBANK



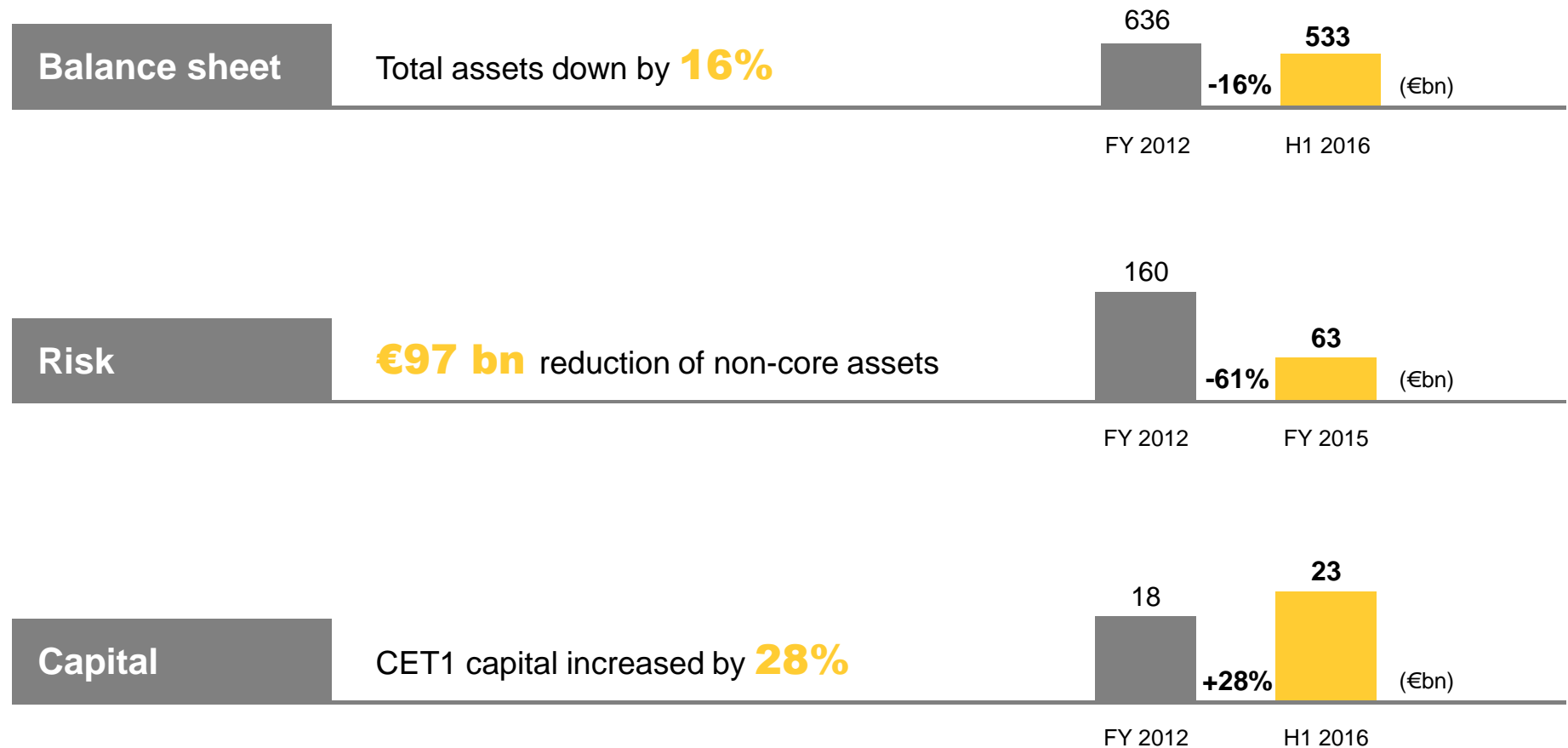
Commerzbank 4.0 and Q3 2016 results

Credit and Strategy Update for Fixed Income Investors

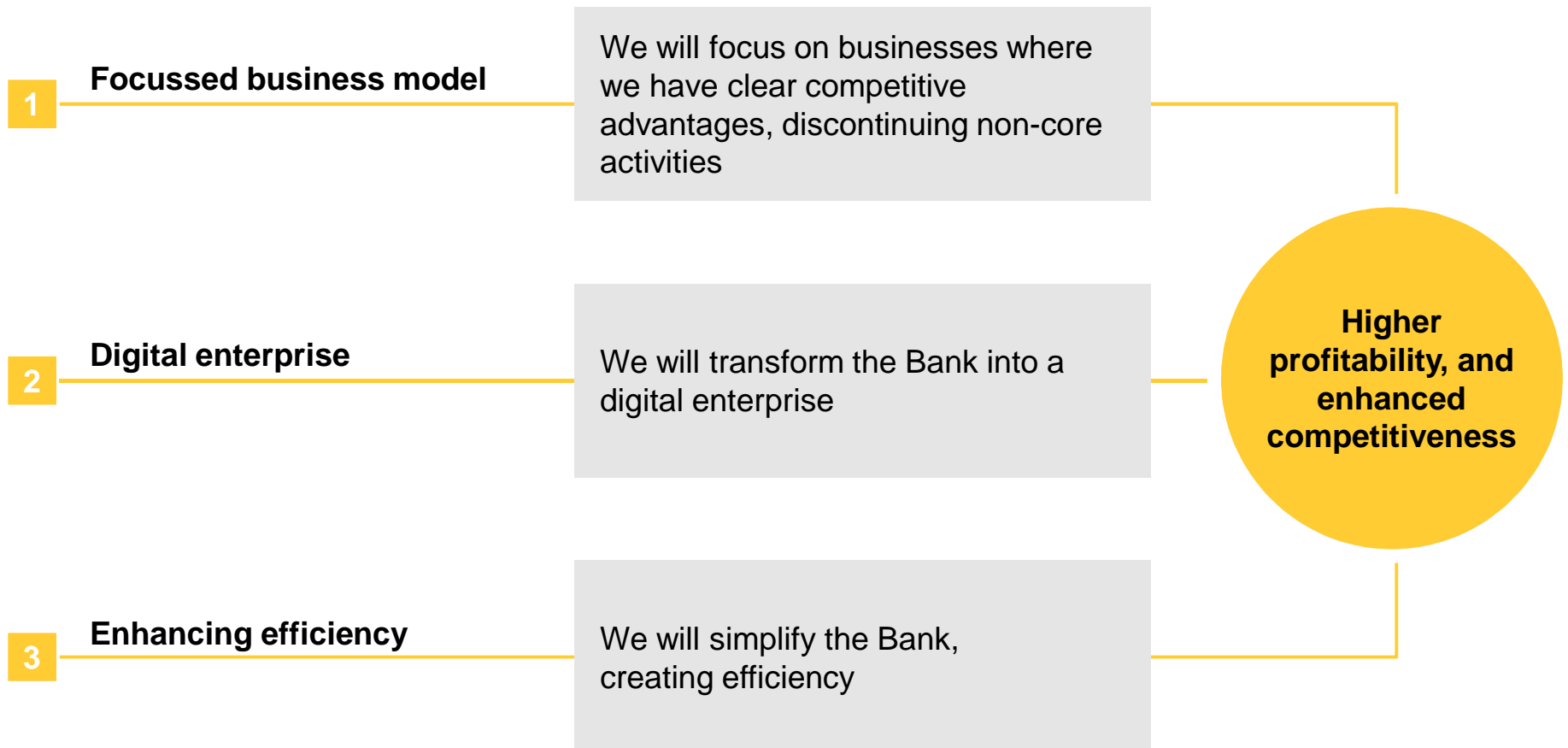
Agenda

1	Commerzbank strategy 4.0	page 2
2	Commerzbank Q3 2016 results	page 25
3	Commerzbank capital and funding	page 38
	Appendix	page 46

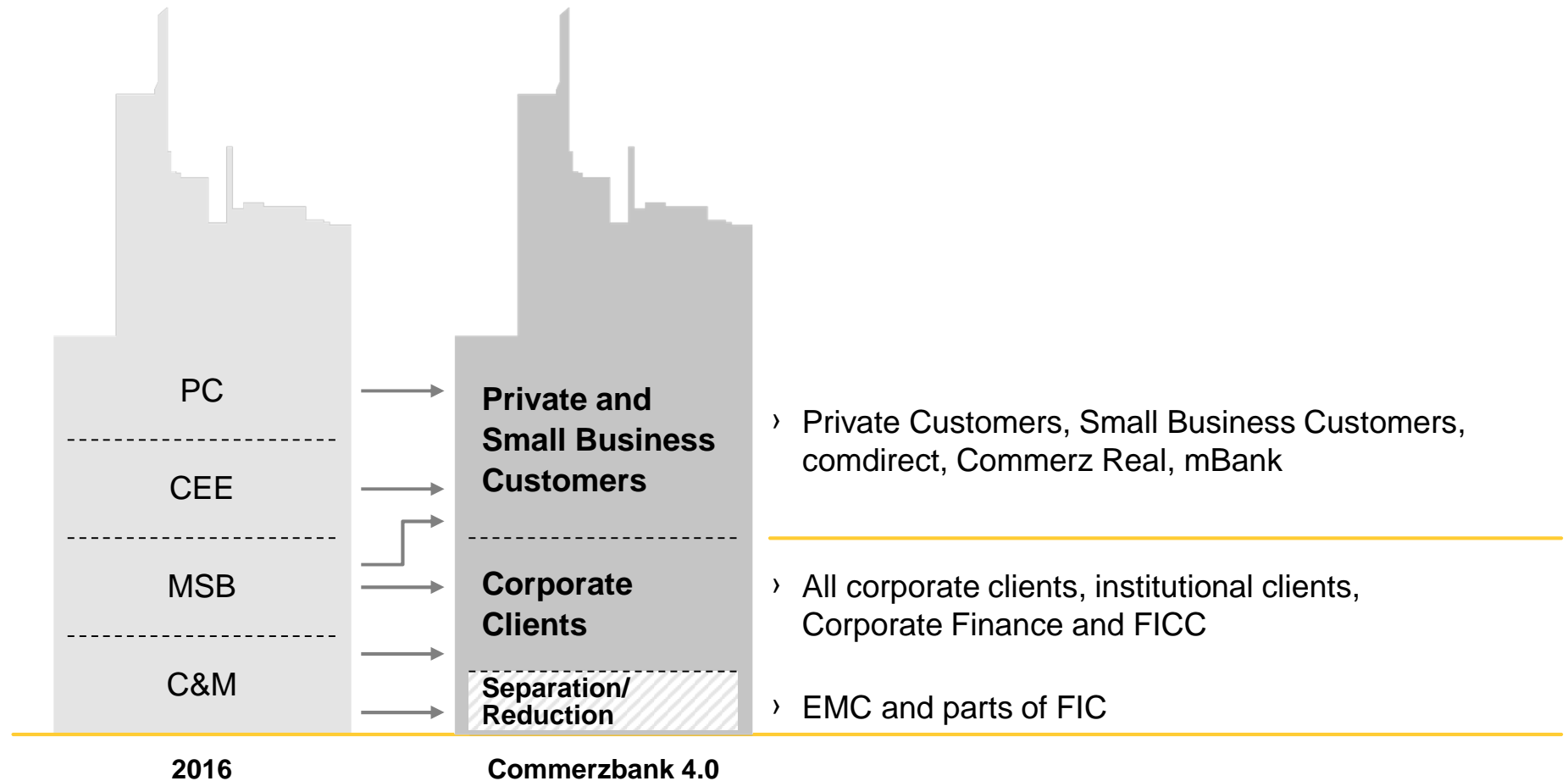
We have made Commerzbank more stable – and less risky



Commerzbank 4.0 – a strategic programme with three cornerstones



Commerzbank will have two strong customer segments going forward



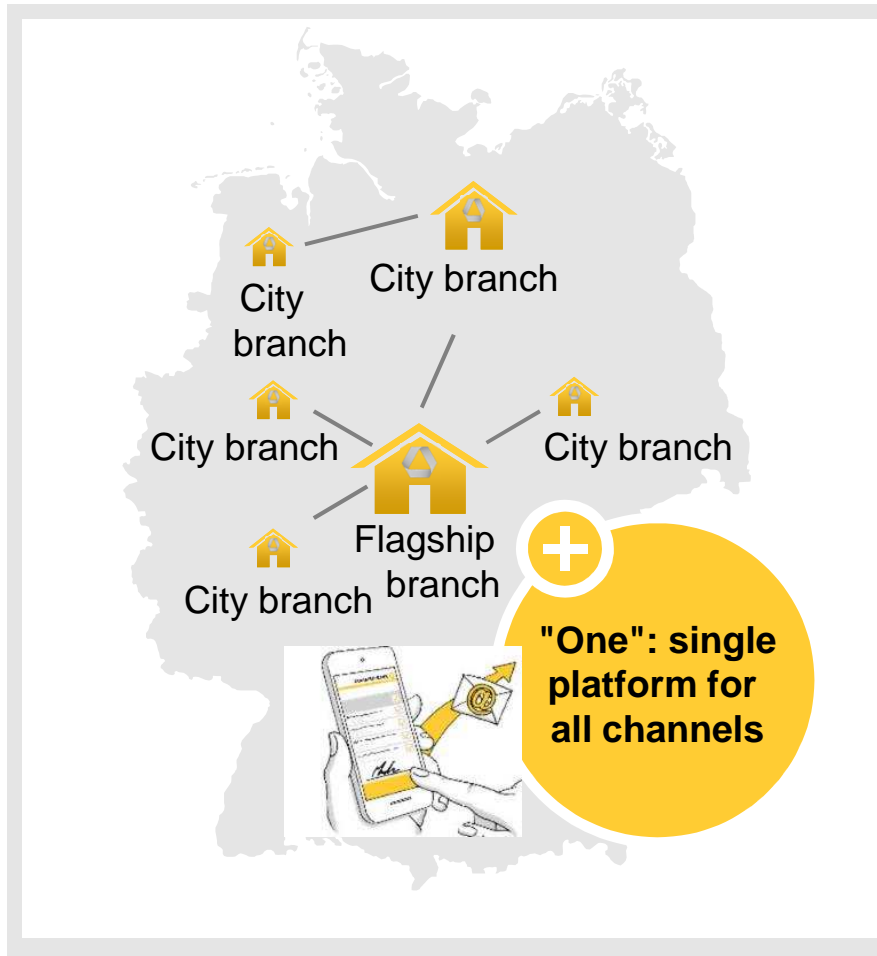
Private Customers: successful business model in the challenging German market

- › Private Customers business is already profitable (> 20% RoTE), and growing
- › Profit contribution has tripled since 2012 (FY 2015: €701m)
- › One million net new customers by the end of 2016 accomplished



Target: 2 million net new customers in the German market by 2020

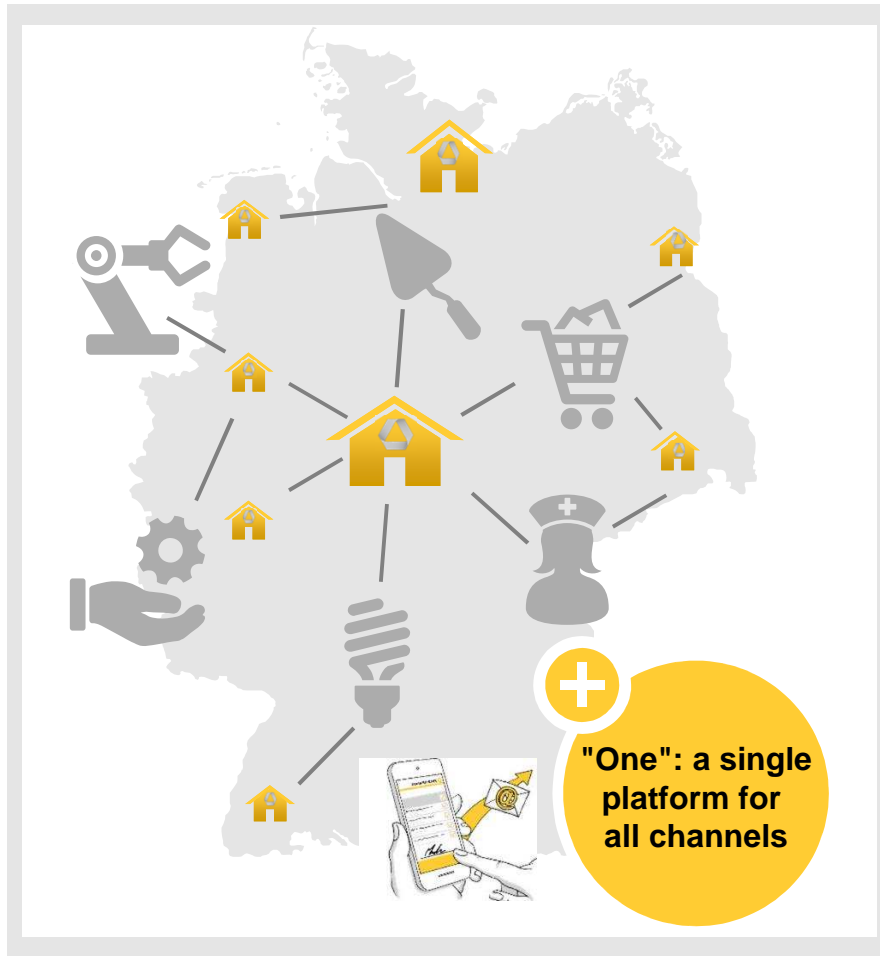
Private Customers: achieving faster growth by combining digital platform strategy with modern branch formats



Digital and personal

- › **Multi-channel bank "One"** is the IT platform for all channels and all customers
- › **Two branch formats** provide for broad market coverage at approximately 1,000 locations
- › **Flagship branches** with focus on advisory services
- › **City branches** deliver efficient customer services, with reduced infrastructure and operating costs

Small Business Customers: growth through regional proximity and digital advantage



Digital and personal

- › **Competitive advantages** by combining the strengths of PC (efficiency) and MSB (loans)
- › **Digital offers and strong nationwide presence**
 - Customers have 24/7 access to small business customers offer, via online, mobile, and video advisory services
 - Physical **proximity** and regional **accessibility**: small business customers advisors able to reach ~80% of all customers within 30 minutes
- › **Tailor-made offering**: business and private product offers from a single source



Target: Raise market share from 5% to 8%

>€1.1bn additional revenues from Private and Small Business Customers

Private and Small Business Customers

Private Customers

€450-550m

- › Expansion of customer base by ~2m
- › Build-up of own consumer lending platform
- › Rise in net commission income in particular in securities and payment transaction businesses

Small Business Customers

€350-450m

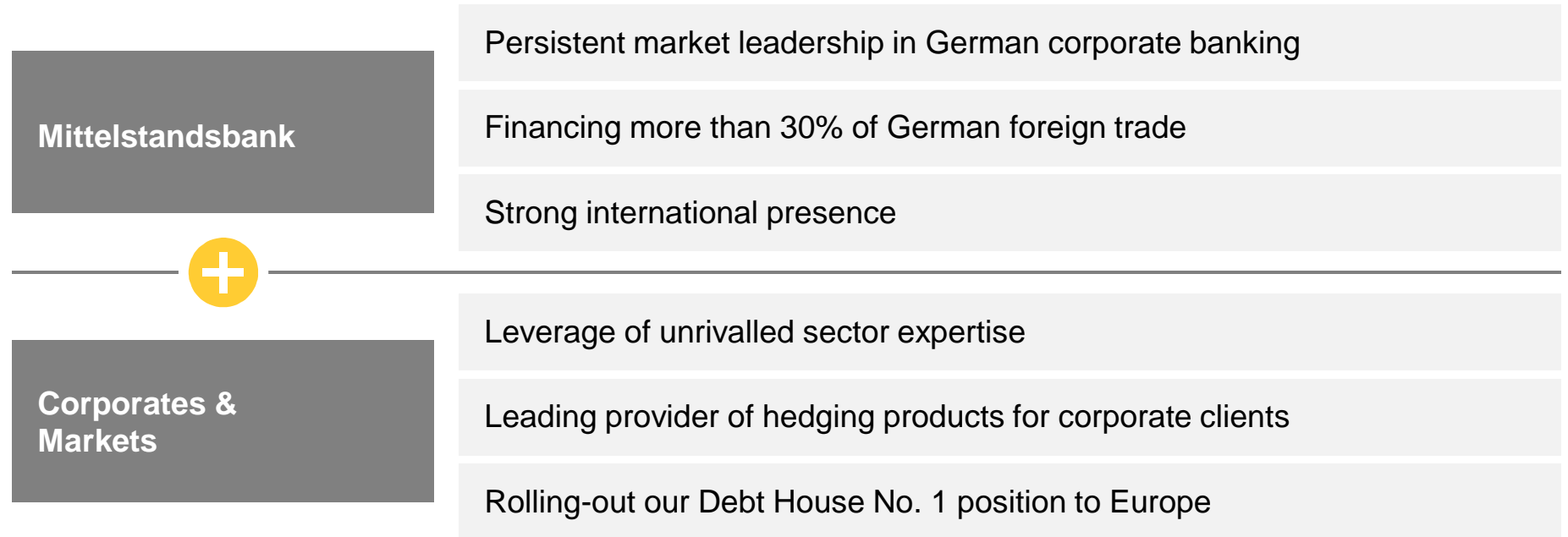
- › Increasing sales of innovative and digital (incl. attacker) products as well as expansion of customer base
- › Significant growth in credit & payment transaction business
- › Dedicated and taylor-made services for specific target groups


mBank

€300-400m

- › Further development of successful mobile banking strategy
- › Ongoing significant growth in net new customers
- › Continued efficiency gains, e.g. by optimising balance sheet structure, rigorous implementation of „paperless“ principle

Corporate Clients: focus on core business – integration of investment bank



 **Focus on efficiency and leveraging of strengths**

More efficient and cost-effective structure through reduction of parts of trading activities and focus on core products

Product offering today

MSB		<ul style="list-style-type: none"> › Credit › Trade Finance › Structured Finance › Cash Management
C&M	Advisory & DCM	<ul style="list-style-type: none"> › Corporate Advisory › Corporate Financing
	FIC	<ul style="list-style-type: none"> › Hedging products › Core investment products › Exotic investment products
	Commodities	<ul style="list-style-type: none"> › Hedging products › Investment products
	Equity	<ul style="list-style-type: none"> › Structured equity products

Future product offering

Corporate Clients		<ul style="list-style-type: none"> › Credit › Trade Finance › Structured Finance › Cash Management
Advisory & DCM		<ul style="list-style-type: none"> › Corporate Advisory › Corporate Financing
FICC		<ul style="list-style-type: none"> › Hedging products FIC › Core investment products FIC › Commodity hedges

EXIT

Separation
Separation

>€300m additional revenues from Corporate Clients business

Corporate Clients

Customer growth & pricing

€185-270m

- › Customer growth in particular in Mittelstand clients segment
- › Continuous development of product portfolio and launch of new digital products and services
- › Implementation of data driven pricing models

Trade Finance

€40-60m

- › Growth focus on most important trade corridors for German and European corporate clients
- › Leading compliance culture
- › Increasing cross-selling in relevant product categories

Specific sector expertise

€75-125m

- › Leveraging of our in-depth German C&M expertise into selected international key industry sectors
- › Expansion of customer base in European focus sectors

Reduction of trading activities releases capital

Reduction of trading activities

Revenue loss

~€400m

- › Exit of exotic derivatives business in interest-rates trading, significant right-sizing of credit trading and exit of market services business
- › Separation of structured equity business with less connectivity to core client business
- › Revenue loss of ~€400m is partly offset by cost reduction of ~€200m
- › RWA release of €6bn and prevention of additional RWA through FRTB of €8bn
- › Capital deductions reduced by €75m (Prudent Valuation)

Net capital relief

~€500m

Further value preserving run-down of ACR

Run-down ACR

Revenue loss

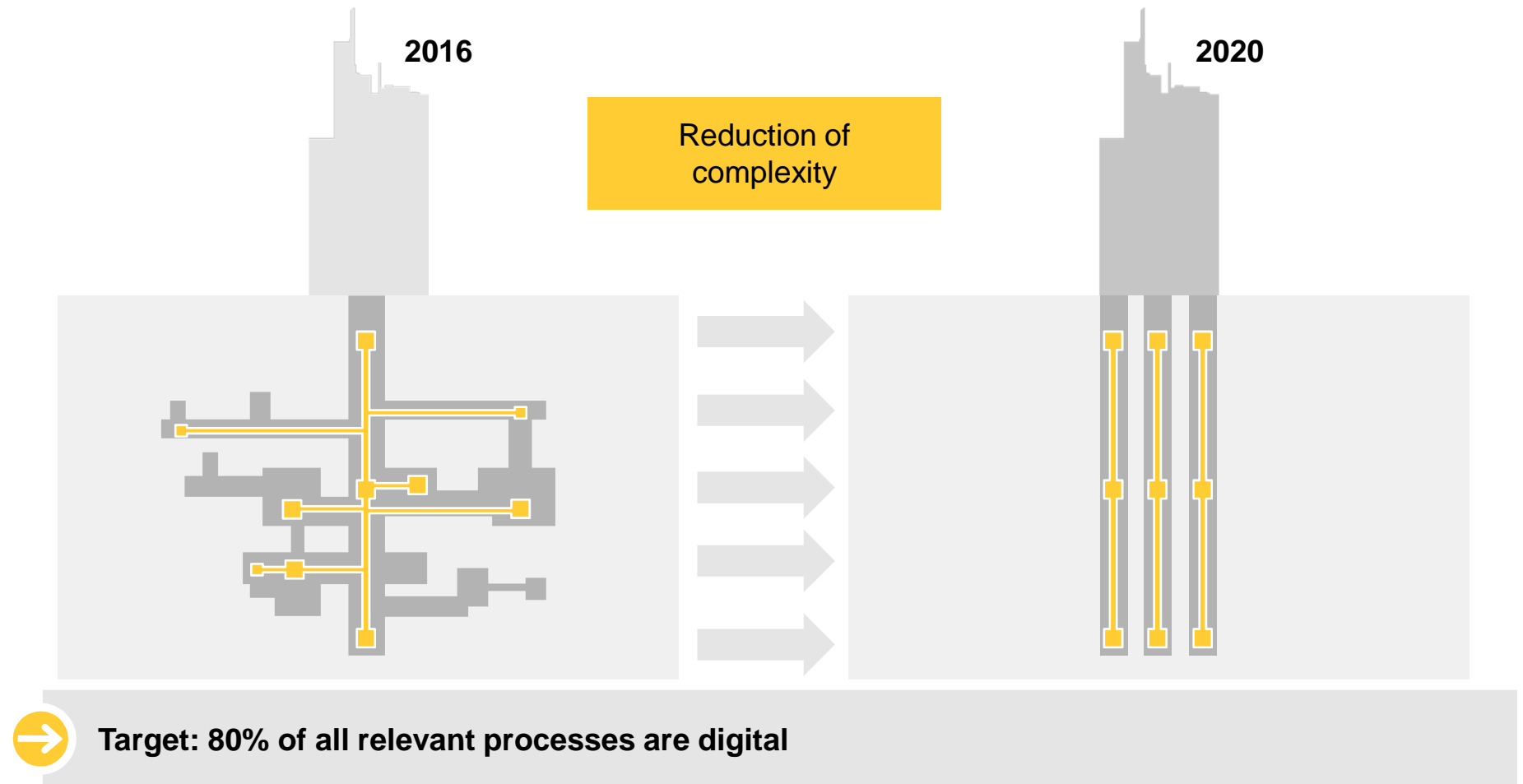
~€100m

- › Further run-down of CRE portfolio and PF assets (held to maturity)
- › Shipping market deterioration increases cost of risk
- › Expected cumulative operating loss of ~€1.1bn for 2017-2020
- › RWA reduction of ~€9bn leads to gross capital relief of €14bn until 2020

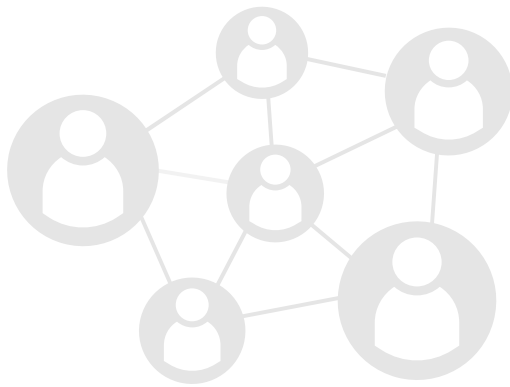
Net capital relief

~€300m

Our evolution into a digital enterprise



Digital Campus as engine of transformation



Digital transformation

E2E: Management Board responsibility

Business and IT experts working together in one place

All experts will commit 100% of their capacity

Priority for internal resources

Agile working methods

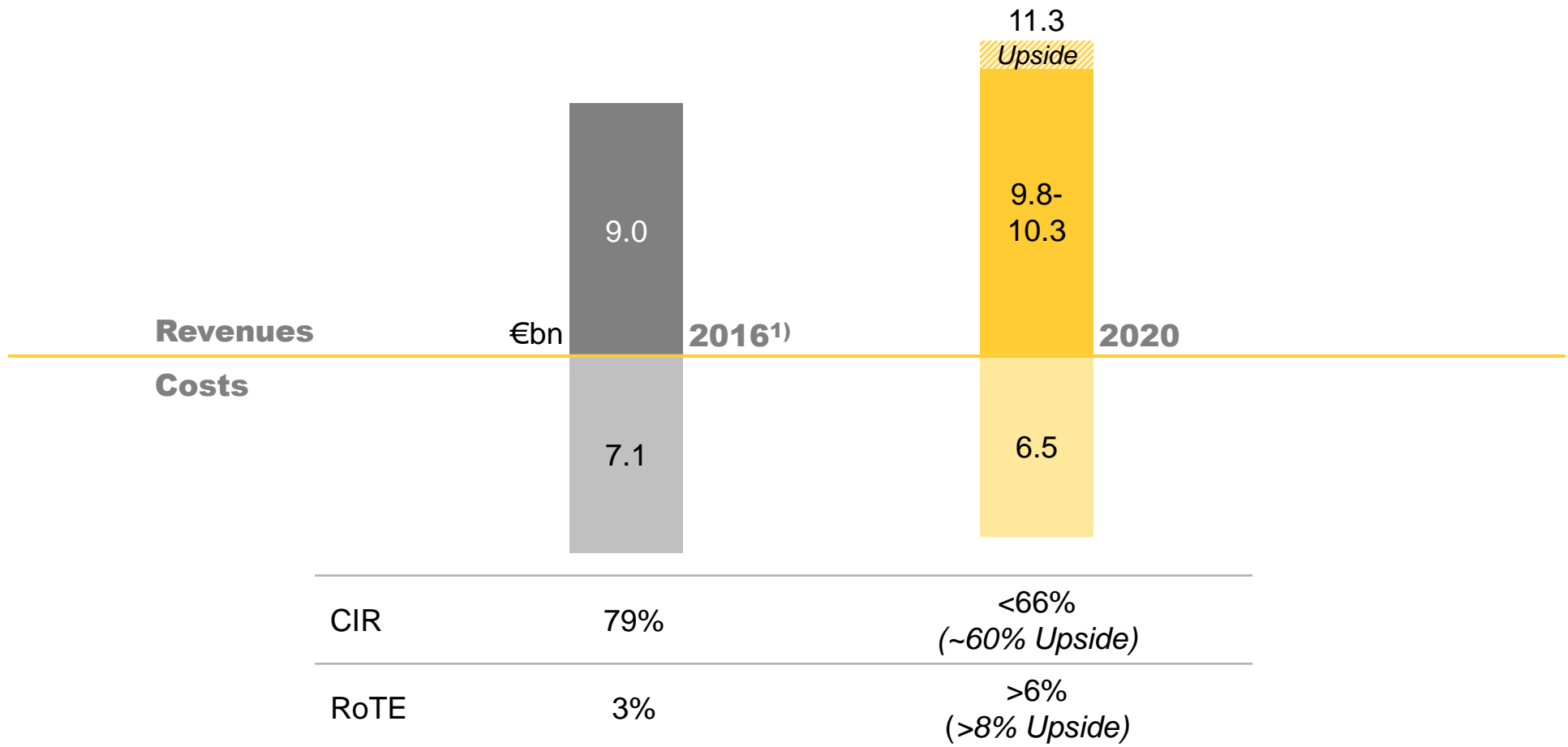
Shortening of implementation cycle

'Fail fast' principle



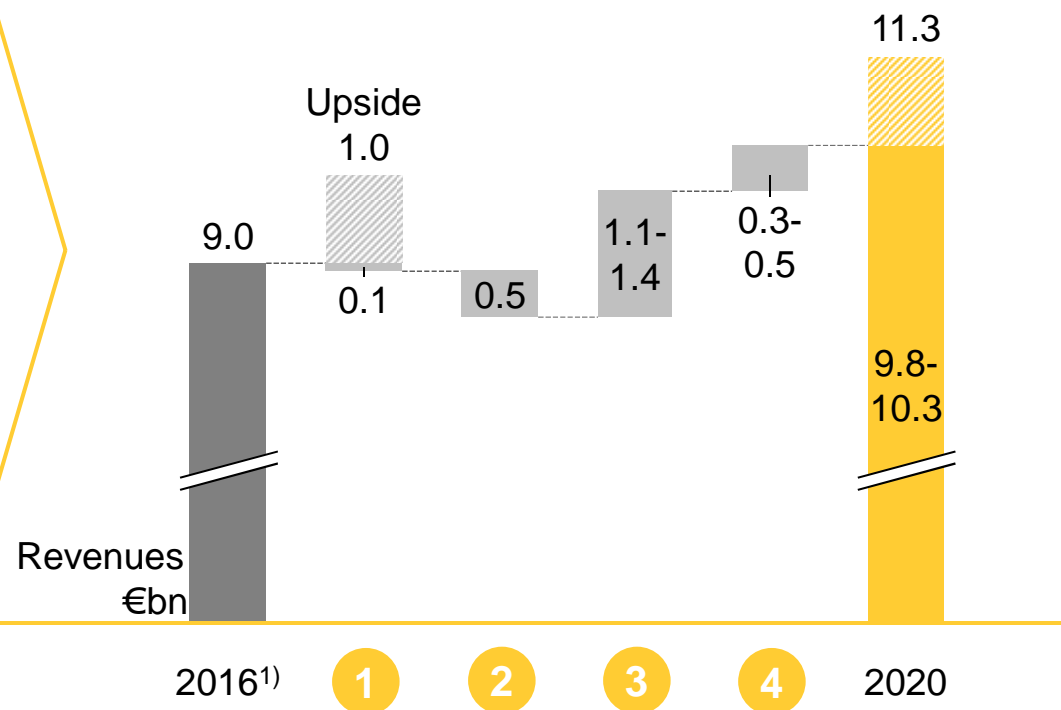
Speed in digitalisation will secure competitive advantages

Specific growth measures and significant cost savings lead to CIR <66% and RoTE >6%



Substantial revenue increase from growth – revenues >€9.8bn in 2020 even in current interest rate environment

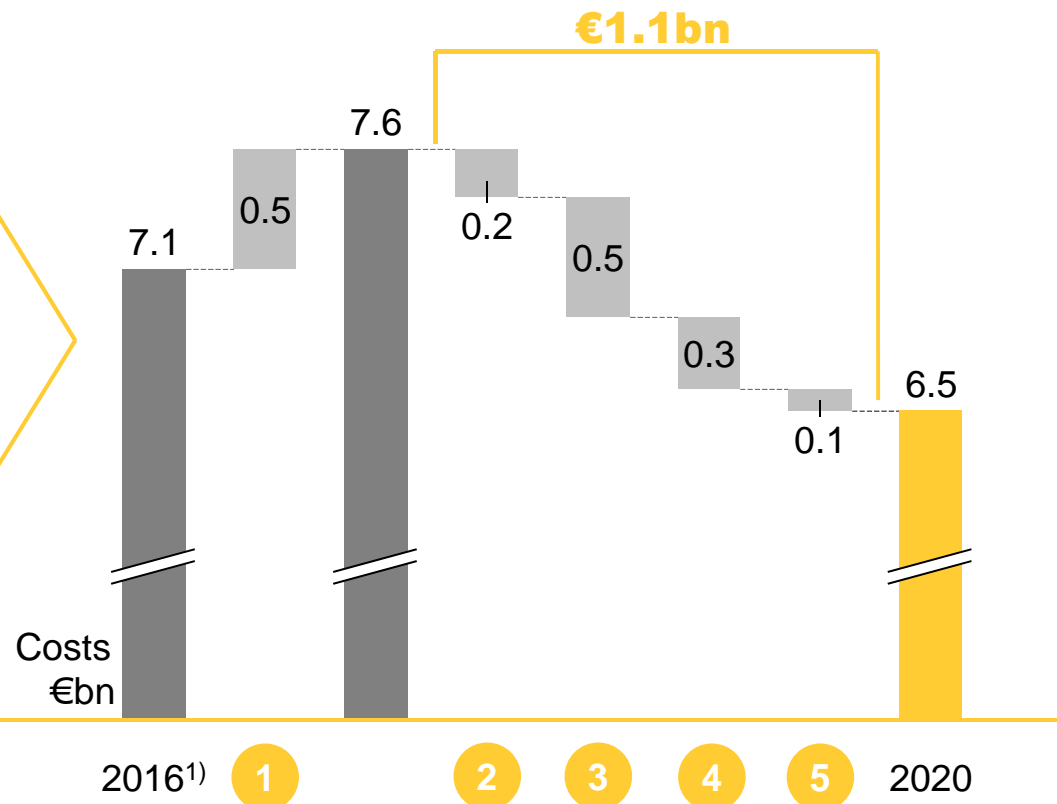
- 1 Ongoing negative interest rate environment anticipated – upside case if rates increase
- 2 ACR run-down and reduction of trading activities
- 3 Growth in Private and Small Business Customers segment (incl. mBank)
- 4 Growth in Corporate Clients segment



Revenue growth in core business in accordance with strict compliance and risk criteria

Significant cost savings through digitalisation and reduction of complexity

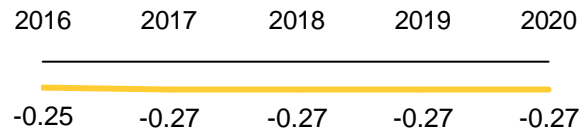
- 1 Inflation, regulatory costs and depreciation
- 2 Cost reduction through run-down ACR and reduction of trading activities
- 3 Savings through digitalisation and automatisisation of processes
- 4 Reduction of complexity in business model
- 5 Benefits of sourcing initiatives



Specific growth and pricing measures compensate for adverse effects from current interest rate environment

In current rate environment

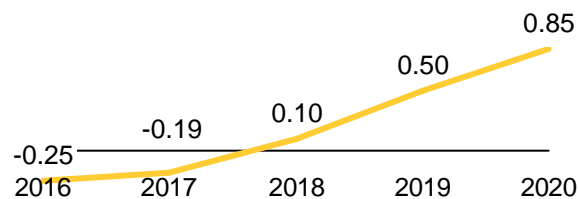
3M-Euribor (avg. p.a. in %)



- › Expected gross revenue decline under current interest rate conditions by 2020: ~€300m vs. 2016
- › Revenue loss will be reduced to ~€100m by ...
 - › growth initiative in residential mortgage lending
 - › specific pricing measures in corporate clients business

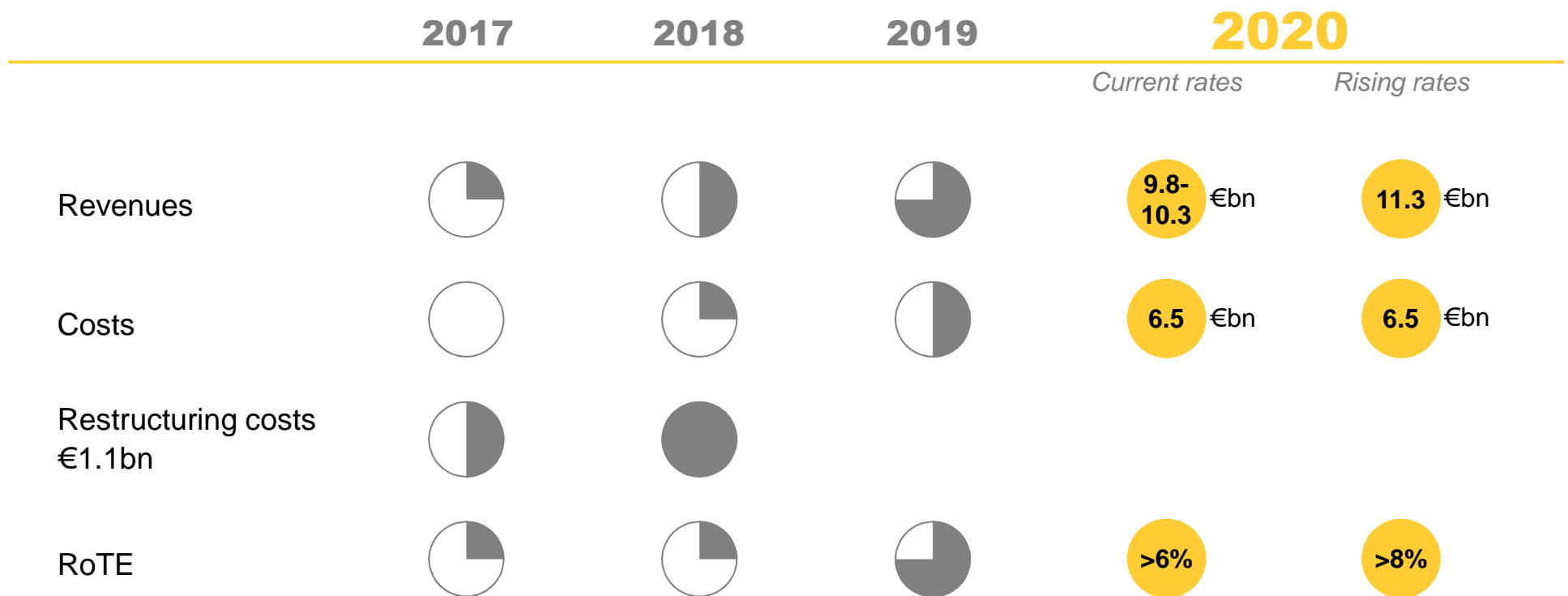
In rising rate environment

3M-Euribor (avg. p.a. in %)








- › Higher interest income up to €1.0bn due to ...
 - › return to positive rates on central bank deposits
 - › high share of non-interest bearing customer deposits
 - › higher returns from reinvestment of excess deposits

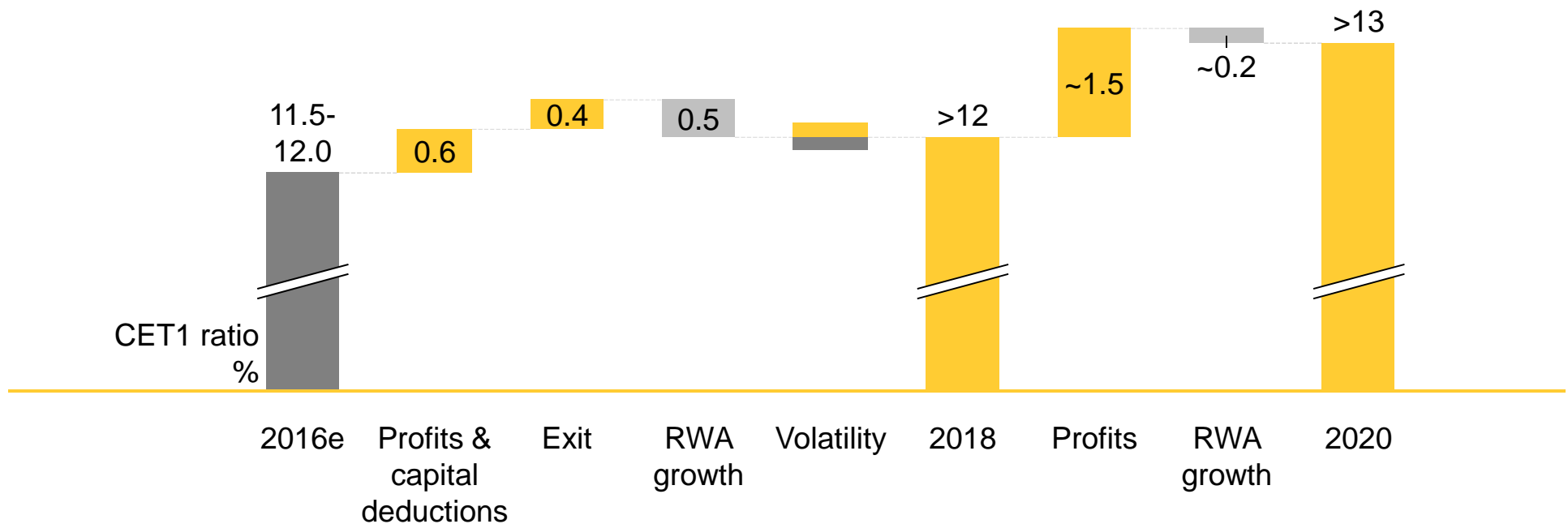
Transformation requires two years with low profitability



Group RWA remain stable – ongoing portfolio optimisation

<i>Pro forma H1 2016</i>	RWA (€bn)	Path 2020	
Private & Small Business Customers	38		Significant growth in capital efficient lending business with private and small business customers
Corporate Clients	102		Overall stable RWA development due to further portfolio optimisation gains used as source of funds for our growth initiatives
Others & Consolidation	29		Tight RWA management in Group Treasury
Asset & Capital Recovery	23		RWA relief as a result of further non-strategic assets run-down
Reduction of trading activities	6		RWA relief and avoidance of additional RWA through FRTB of €8bn

CET1 to be at ~12% during the transition period



- › Suspension of dividend payments to cover restructuring costs
- › Comfortable capital position including buffers against potential IFRS 9 / Basel IV effects
- › Additional potential of >100bps in case of higher interest rates in 2020

Targets 2020 of new strategy Commerzbank 4.0

	<i>Current rates</i>	<i>Rising rates</i>
Revenues (€bn)	9.8-10.3	11.3
Costs (€bn)	6.5	6.5
CIR (%)	<66	~60
Net RoTE (%)	>6	>8
CET1 (%)	>13	>13

Agenda

1	Commerzbank strategy 4.0	page 2
2	Commerzbank Q3 2016 results	page 25
3	Commerzbank capital and funding	page 38
	Appendix	page 46

Higher operating result – capital ratio increased to 11.8%

Higher operating result of €429m – further growth in PC and CEE

- › Revenues of €2.4bn supported by positive valuation effects
- › Stable expenses of €1.7bn – capital neutral goodwill impairment of €627m
- › 9M 2016 operating RoTE of 5.3%

Healthy risk profile confirmed despite shipping

- › Higher LLPs in Q3 (€275m) – deterioration in shipping timely reflected
- › Strong NPL ratio of 1.7% maintained at a low level
- › Low cost of risk in 9M 2016 of 19bps reflects good portfolio quality

CET1 ratio at 11.8%

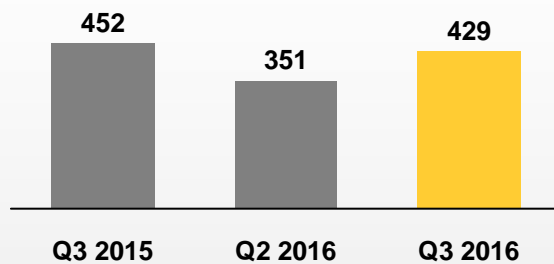
- › Effective risk management leads to RWA decrease of €4bn
- › CET1 capital stable at €23bn
- › Comfortable leverage ratio of 4.5%



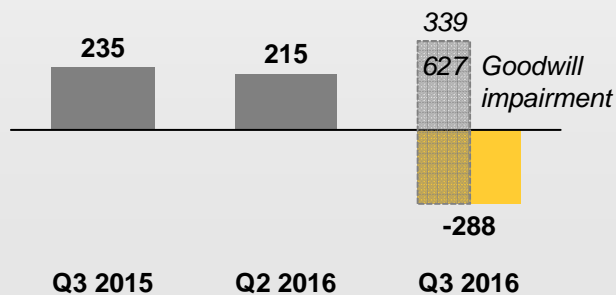
Key financial figures at a glance

Group Financial Result (€m)

Operating result

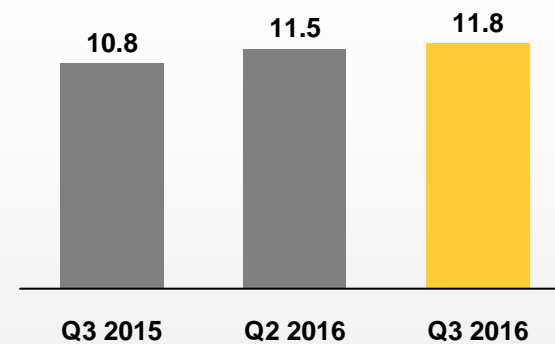


Net result¹⁾

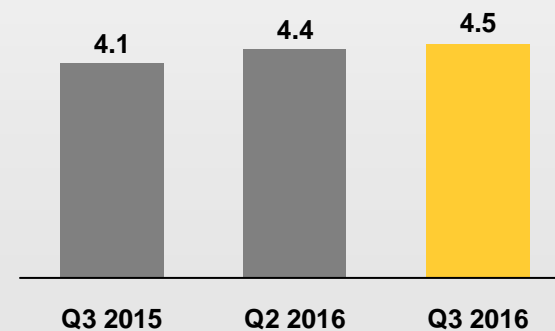


Group Capital (% end of period)

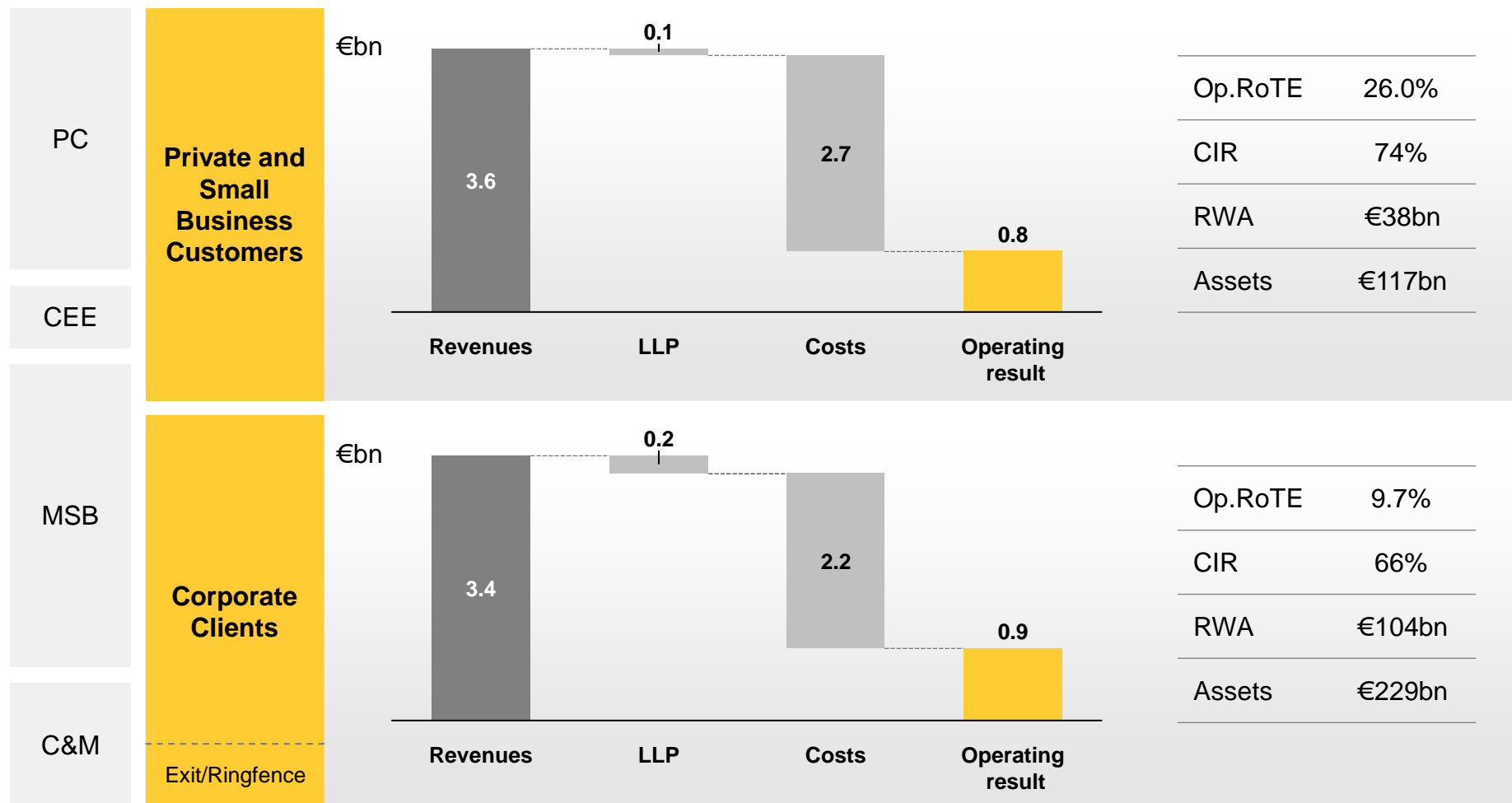
B3 CET1 ratio fully phased-in



Leverage ratio²⁾

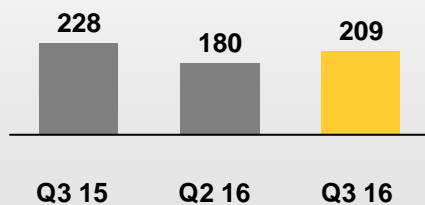


Operating result of Commerzbank new divisions at a glance in new structure as of 9M 2016

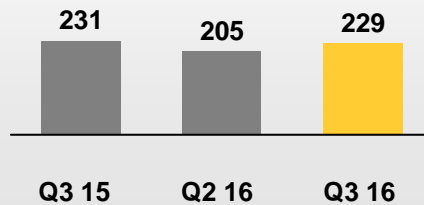


Operating result of Commerzbank divisions in former structure

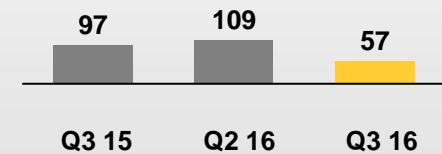
Private Customers (€m)



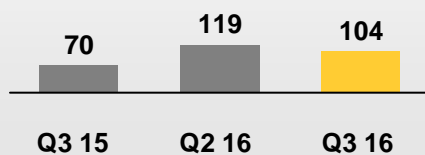
Mittelstandsbank (€m)



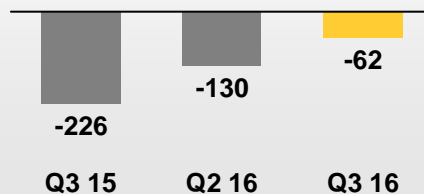
Central & Eastern Europe (€m)



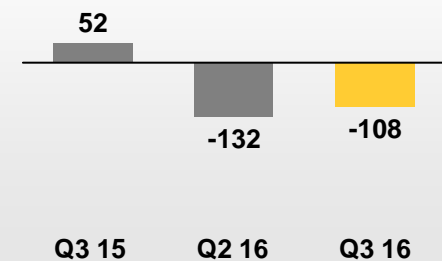
Corporates & Markets (€m)



Others & Consolidation (€m)

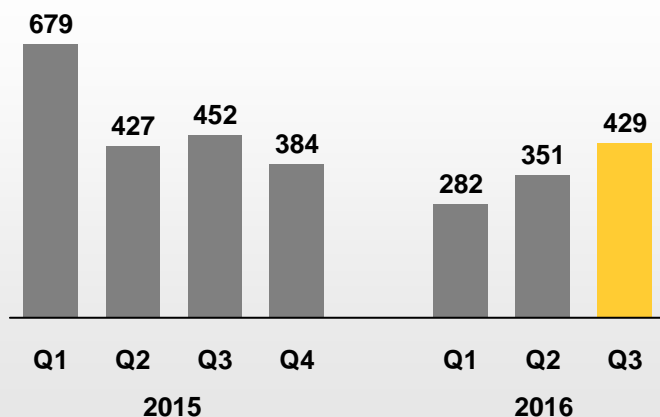


Asset & Capital Recovery (€m)



Group operating result of €429m

Group Operating result (€m)



Group P&L

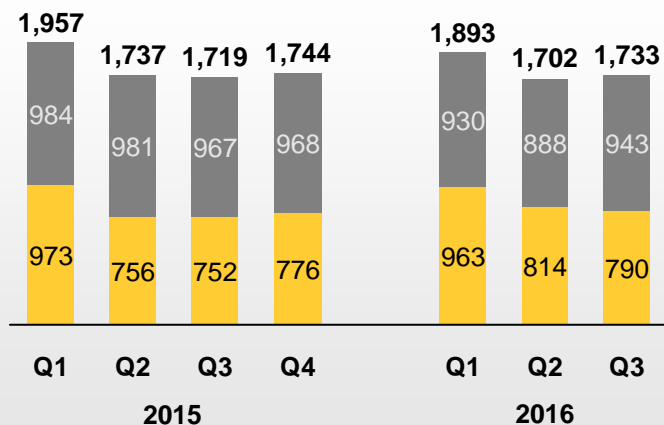
in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Revenues	2,317	2,240	2,437	7,555	7,000
LLP	-146	-187	-275	-584	-610
Costs	1,719	1,702	1,733	5,413	5,328
Operating result	452	351	429	1,558	1,062
Impairments on goodwill & other intang. assets	-	-	627	-	627
Restructuring expenses	28	40	57	94	97
Taxes on income	158	58	14	489	161
Minority interests	31	38	19	84	81
Net result ¹⁾	235	215	-288	891	96
CIR (%)	74.2	76.0	71.1	71.6	76.1
Ø Equity (€bn)	29.6	29.6	29.7	28.8	29.7
Net RoE (%)	3.3	3.0	-4.0	4.3	0.4
Net RoTE (%)	3.7	3.4	-4.5	4.8	0.5
Operating return on CET1 (%)	7.9	6.1	7.5	9.5	6.1

Highlights

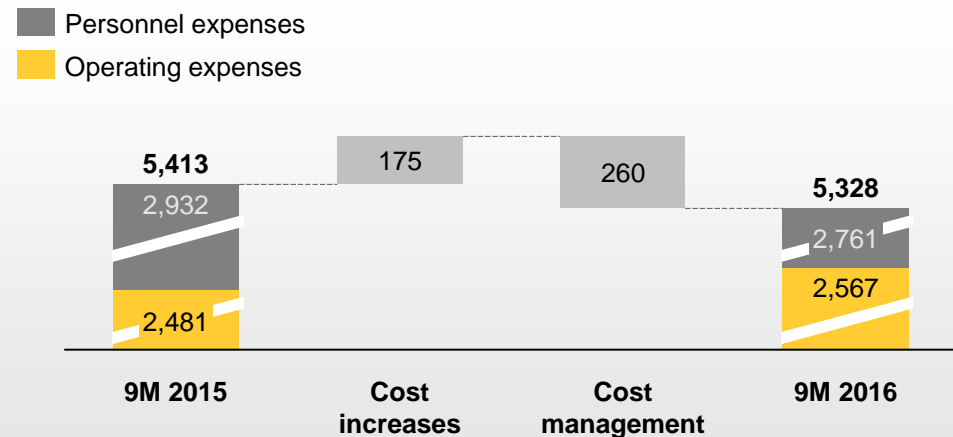
- › Revenue increase of €197m q-o-q stems mainly from positive valuation effects in ACR (+€130m) and XVA/OCS (+€51m in C&M and MSB)
- › Increase in LLPs (+€88m q-o-q) as expected (Shipping) while costs remained almost flat (+€31m q-o-q)
- › Capital neutral impairment on goodwill (€627m) leads to the expected negative net result of €-288m in Q3 2016

Active cost management compensates for investments and additional external burdens

Costs, Group (€m)



Transition costs 9M 2015 vs. 9M 2016 (€m)

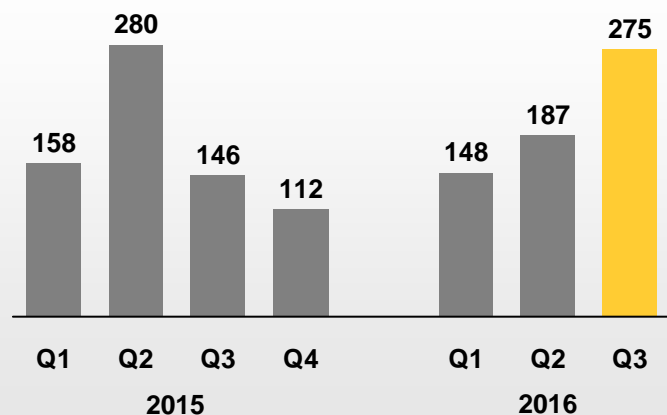


Highlights

- › Investments mainly for digitization, strengthening the compliance function and implementing regulatory requirements
- › Personnel expenses decreased due to net FTE reduction (~900 FTE), sourcing initiatives and lower variable compensation
- › Additional burdens from banking tax and deposit guarantee scheme (incl. new Polish banking tax of €54m) fully compensated

Moderate increase of group LLPs in line with expectations

Provisions for loan losses, Group (€m)



LLP divisional split

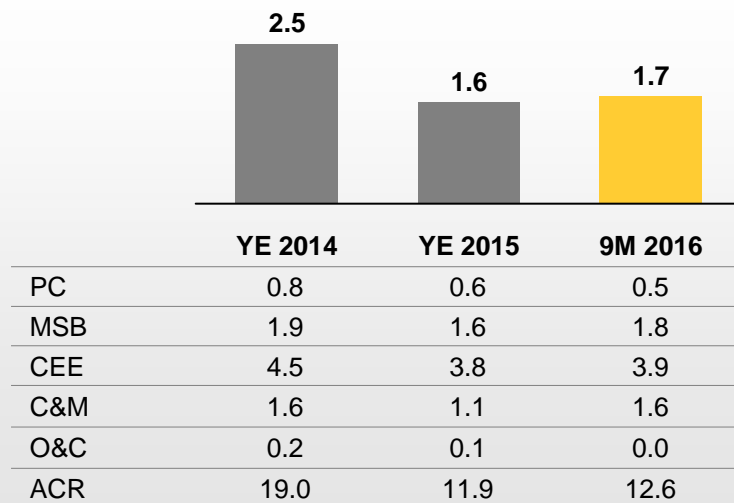
in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Private Customers	13	2	0	51	11
Mittelstandsbank	31	93	67	110	213
Central & Eastern Europe	28	29	32	75	74
Corporates & Markets	11	-12	29	-25	22
Others & Consolidation	1	-	-	62	-2
Asset & Capital Recovery	62	75	147	311	292
Group CoR (bps)	18	15	19	18	19
Group NPL (€bn)	8.0	6.5	7.5	8.0	7.5
Group NPL ratio (in %)	1.8	1.4	1.7	1.8	1.7

Highlights

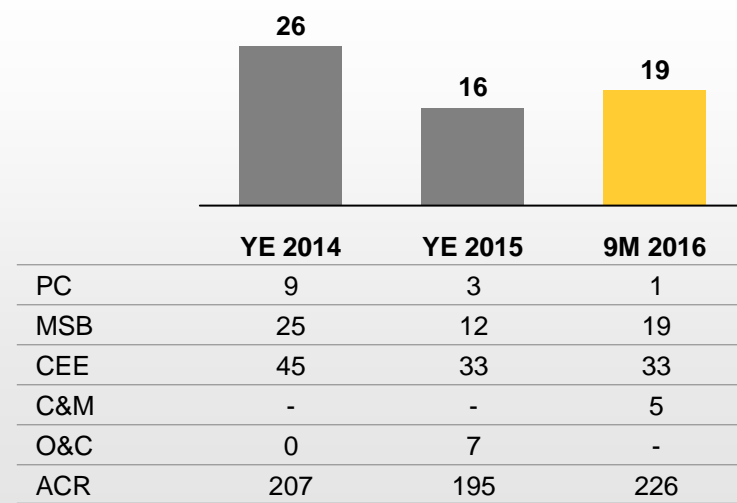
- › Overall LLPs still at a low level reflecting the good portfolio quality and the stable German economy
- › LLPs in PC benefit from very good solvency of German households
- › A further deterioration in the shipping markets is reflected timely in a significant LLP increase in ACR compared to Q2 2016

Strong NPL ratio of 1.7% maintained at a low level

NPL ratio¹⁾ in Group (%)



Cost of Risk²⁾ in Group (bps)

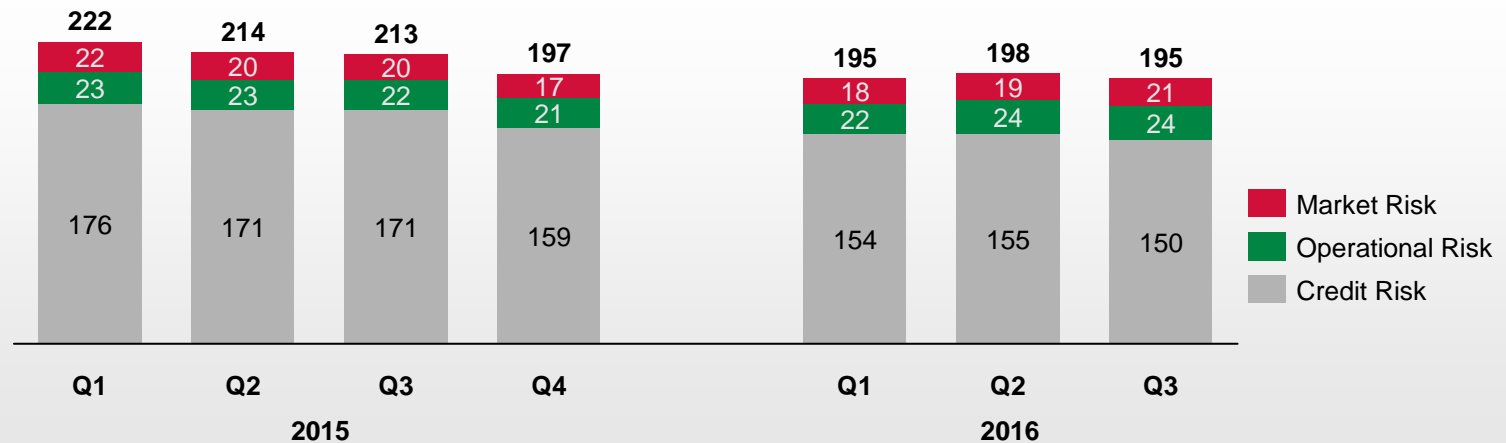


Highlights

- › Increase of NPL ratio and Cost of Risk in ACR driven by shipping portfolio as expected and clearly addressed
- › Temporary higher NPL ratio for MSB driven by an exceptional single case with high exposure and low loss expectation
- › Increase in C&M driven by a single case with high exposure

Effective risk management leads to RWA decrease of €4bn

RWA (B3 fully phased-in) development by RWA classification (€bn)

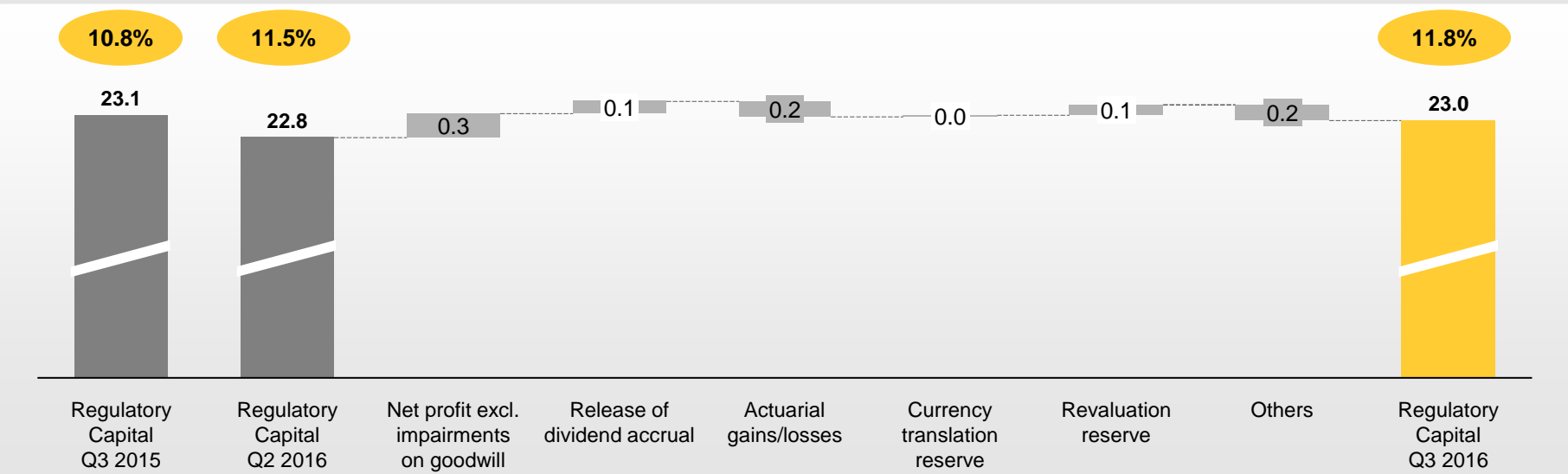


Highlights

- › Decrease in credit risk RWA due to active portfolio management and reductions in the financial institutions portfolio
- › Slight decrease in operational RWA by €0.5bn
- › Slight increase in market risk RWA by €1.2bn

CET1 ratio of 11.8% due to lower RWA and slightly increased capital

Regulatory capital (CET1 B3 fully phased-in) transition (€bn)

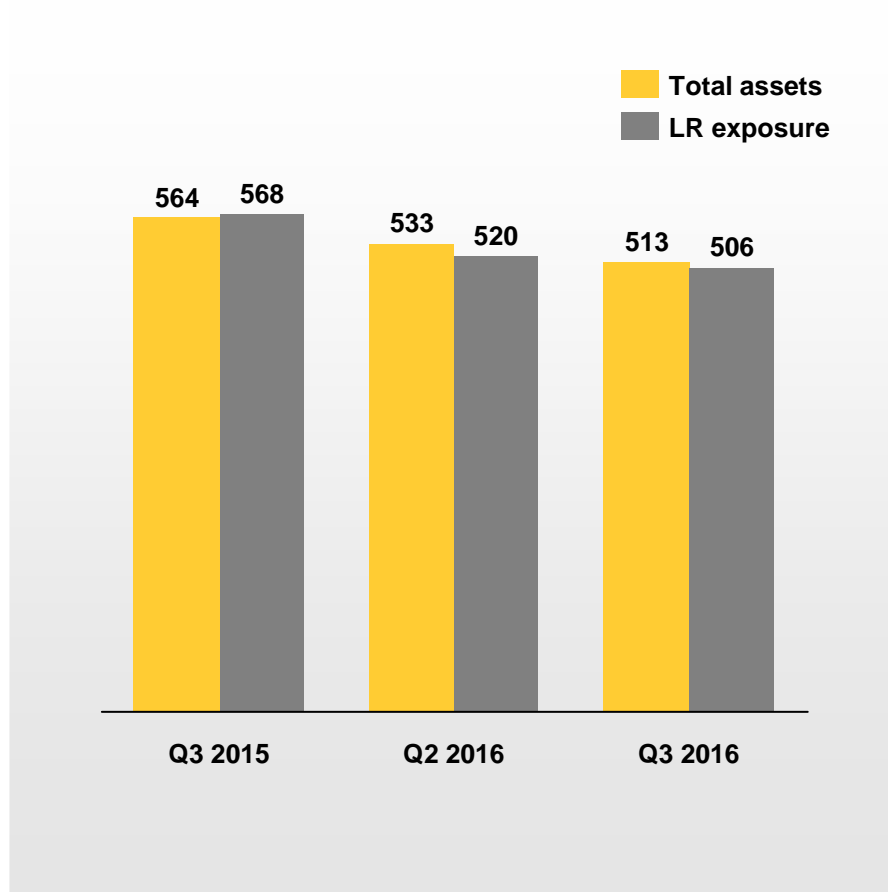


Highlights

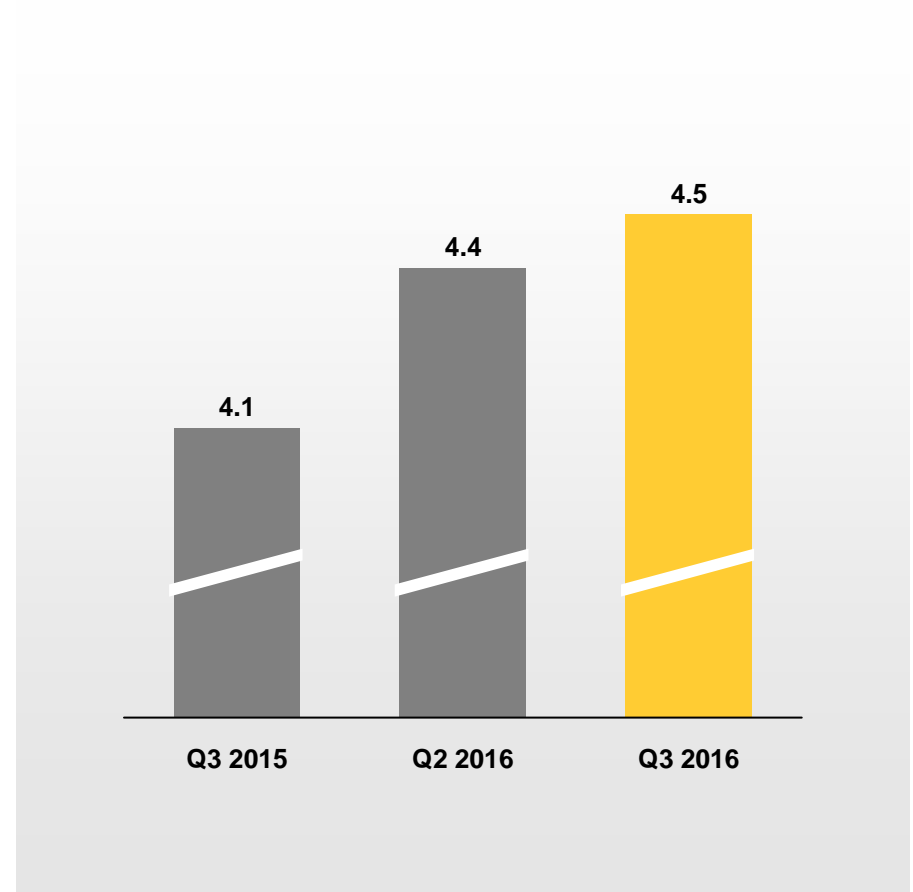
- › Increase of CET1 ratio by 30bps predominantly due to lower credit risk RWA
- › Positive contribution of Q3 2016 net profit excluding capital neutral impairment on goodwill
- › Release of dividend accrual as of H1 2016
- › Higher burden from actuarial gains and losses while revaluation reserve recovered as expected

Leverage ratio at 4.5% fully phased-in

Total assets and LR exposure (€bn)



Leverage ratio fully phased-in¹⁾ as of Q3 2016 (%)



Outlook 2016

We expect to keep our cost base stable compared to 2015 fully compensating additional external burdens

We expect loan loss provisions below €1.0bn despite continuously challenging shipping markets

Including goodwill impairment we expect a positive net result for the full year 2016

We expect an increase of CET1 ratio to around 12% at year-end



Agenda

1	Commerzbank strategy 4.0	page 2
2	Commerzbank Q3 2016	page 25
3	Commerzbank capital and funding	page 38
	Appendix	page 46

Capital markets funding activities (as of 9M 2016)

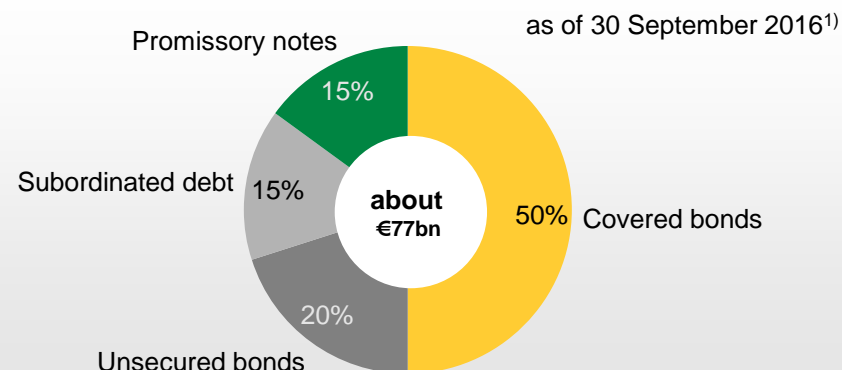
Funding strategy

- › Commerzbank uses covered bonds and senior unsecured instruments for funding purposes
- › Funding via private placements and public transactions
- › Issuance programs in the Euromarkets (e.g. DIP)
- › Since 2011 USD Medium-Term Note Program (144a/3a2)
- › Issuance requirements 2016 well below €10bn

Funding 9M 2016 highlights

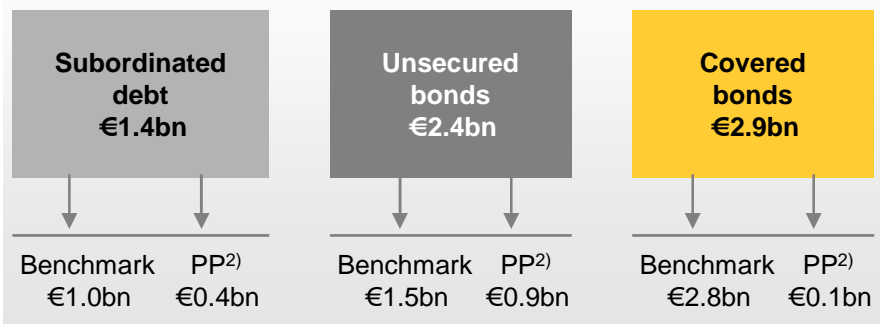
- › Within 9M 2016 Commerzbank issued a total of €6.7bn (in Q3 €3.9bn) with an average term of around nine years
- › Euro Tier 2 benchmark with maturity of ten years and \$0.4bn Tier 2 of with twelve years maturity
- › Two senior unsecured benchmarks (incl. mBank €0.5bn)
- › Three long-dated benchmark Mortgage Pfandbriefe

Capital market funding structure



Capital market funding activities

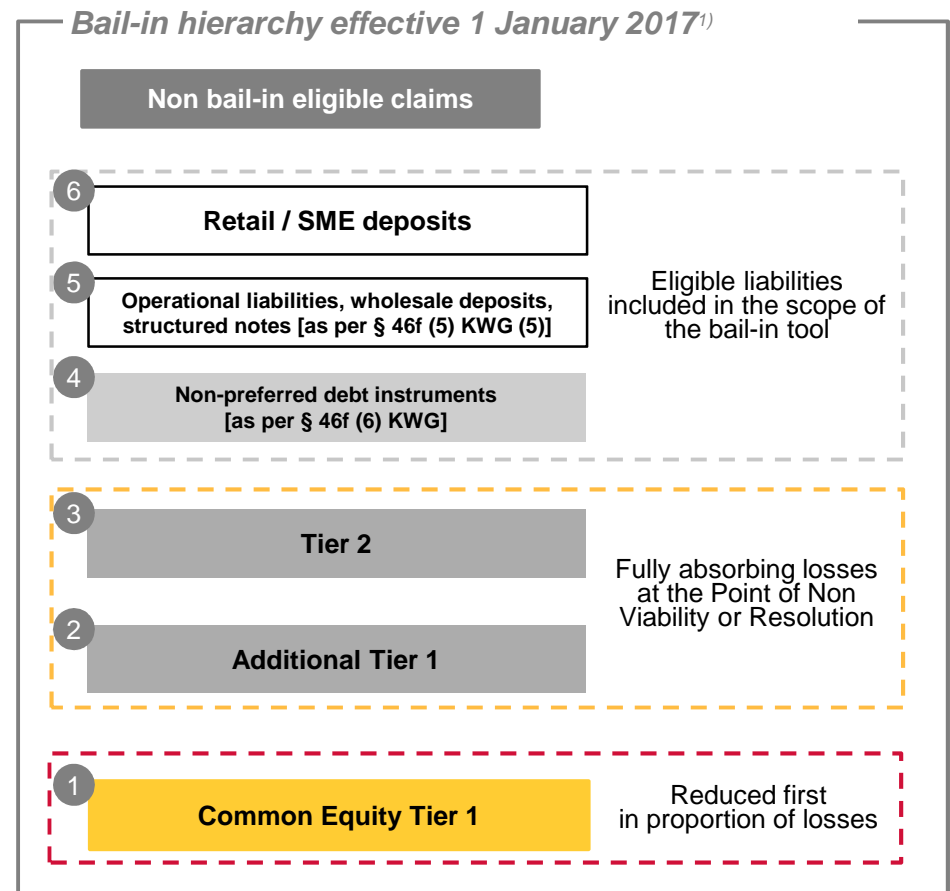
9M 2016 – Notional €6.7bn



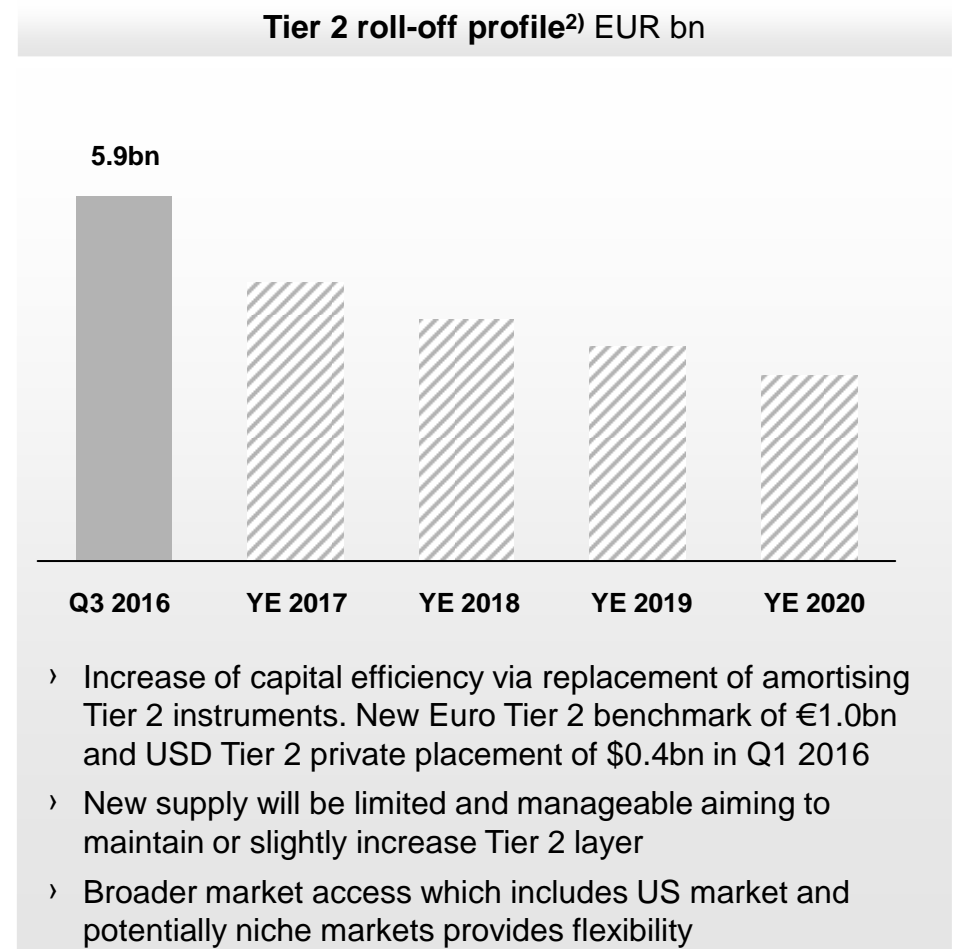
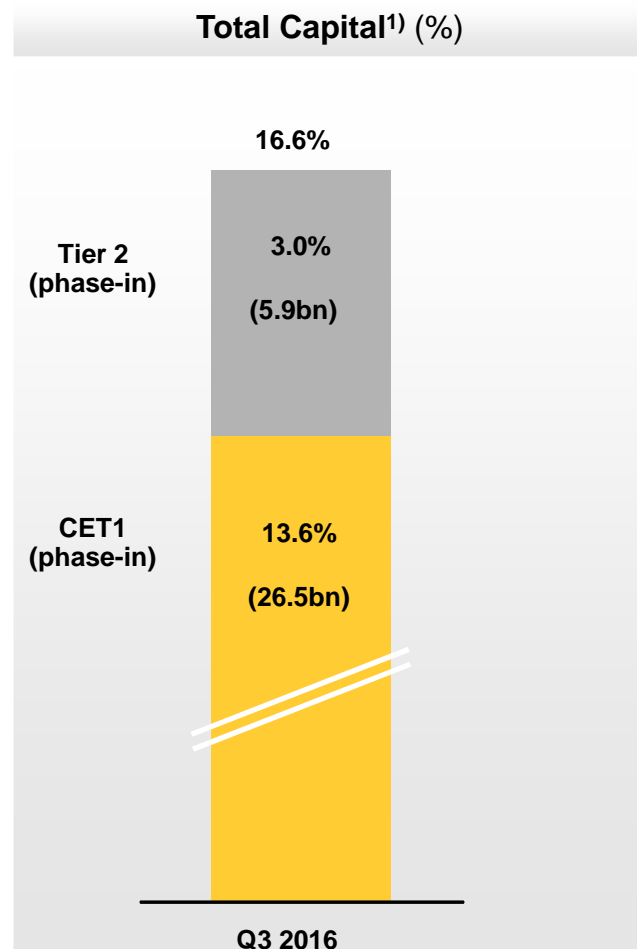
German insolvency law protects depositors and operational liabilities

- › European Bank Recovery and Resolution Directive (“BRRD”) and resulting German legislation is intended to prevent use of taxpayers’ money in the event of a bank insolvency or in resolution.
- › As a result of the German Resolution Mechanism Act¹⁾, deposits, operational liabilities and liabilities for which an inclusion in bail-in could be an impediment to resolvability are preferred to plain vanilla debt holders.
- › This law applies to all insolvency proceedings beginning on or after January 1, 2017.
- › Hence, own funds and non-preferred debt instruments will be eligible to contribute to Minimum Requirements for Own Funds and Eligible Liabilities (MREL).

Note: Statements on this page do not reflect the “Proposal for a DIRECTIVE OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL on amending Directive 2014/59/EU of the European Parliament and of the Council as regards the ranking of unsecured debt instruments in insolvency hierarchy”, published by the European Commission on 23 November 2016



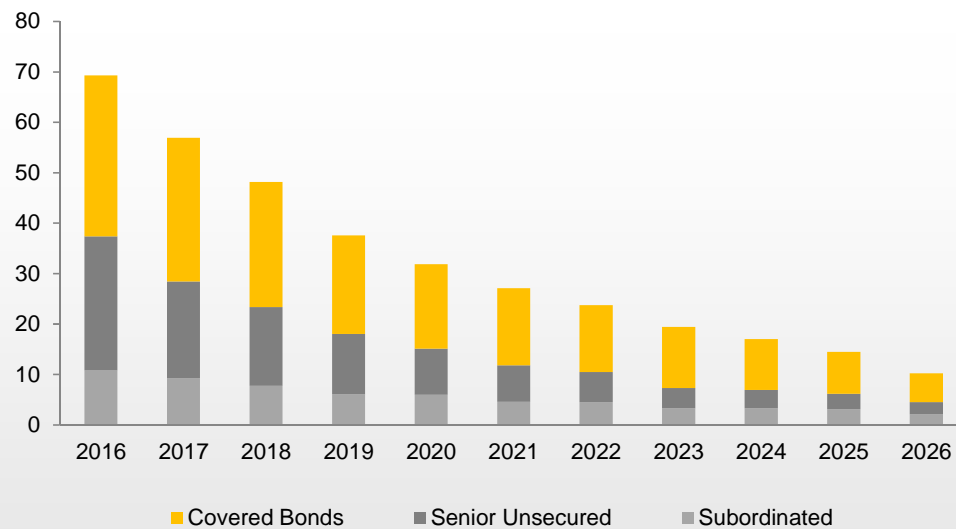
Total Capital – Tier 2



Balanced capital markets maturity profile

Total outstanding¹⁾ (in Euro bn)

Highlights



- › Outstanding capital markets volume end of 2016 of app. EUR 70bn
- › Well balanced profile of funding products
- › Manageable maturity profile



Portfolio break down mortgage cover pool

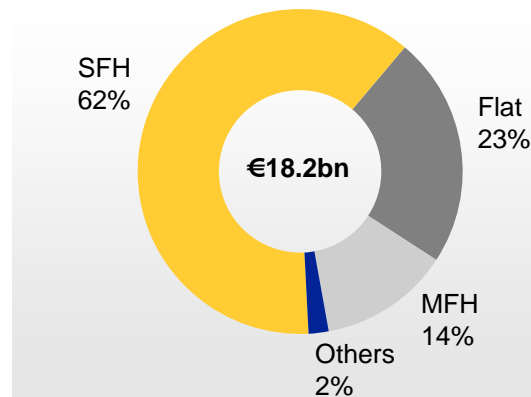
as of 30.09.2016

Since May 2016 cover pools HF AG and Commerzbank AG are merged

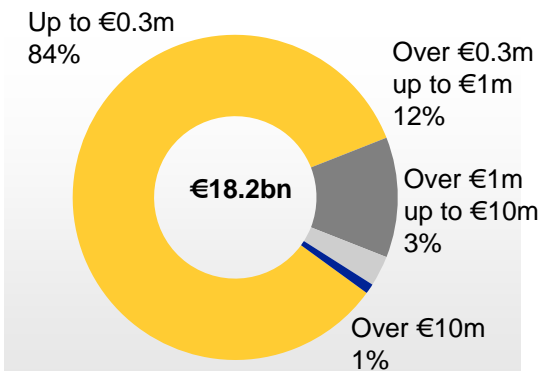
Mortgage cover pool calculation*

Total over assets in €m	18.207
Cover loans in €m	17.687
Further cover assets in €m	520
Number of loans	>176.000
Fixed rated assets	97%
WA loan-to-value ratio	52%
WA life time	~13 years
Outstanding Pfandbriefe in €m	14.409
Fixed rated Pfandbriefe	98%
Cover surplus in €m (nom.)	3.798
	26%
Rating	
Moody's	Aaa
FitchRatings	AAA (stable)

Break-down by property type*



Break-down by size categories*



- › Mortgage Pfandbriefe are secured by only German mortgage loans
- › Share of fixed-rated assets 97%, fixed-rated Pfandbriefe 98%
- › Over 95% residential mortgages, less than 2% commercial real estate business
- › Over 75% of residential mortgages are "owner occupied"
- › 84% of the mortgages are €300.000 or smaller
- › Average loan amount ~ €100.000



Portfolio break down public sector cover pool

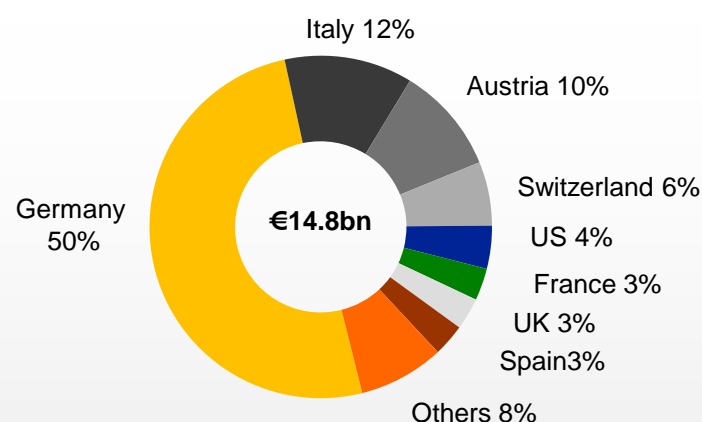
as of 30.09.2016

Since May 2016 cover pools HF AG and Commerzbank AG are merged

Mortgage cover pool calculation*

Total cover assets in €m	14.759
Cover loans in €m	13.825
Further cover assets in €m	934
Number of loans	>400
Fixed rated assets	67%
WA life time	~8 years
Outstanding Pfandbriefe in €m	12.925
Fixed rated Pfandbriefe	86%
Cover surplus in €m (nom.)	1.834
	14%
Rating	
Moody's	Aaa
FitchRatings	AA(watch neg.)

Break-down by borrower / guarantor country*



- › Public sector cover pool is dominated by legacy public sector assets from of former Hypothekbank Frankfurt AG
- › 5% ECA (Hermes guaranteed) loans.
Loans to be added to the cover pool on an ongoing basis

Rating overview Commerzbank

As of November 29, 2016

Bank Ratings	S&P Global	MOODY'S INVESTORS SERVICE	Fitch Ratings
Counterparty Risk Assessment	-	A2	-
Deposit Rating	-	A2 stable	-
New: Senior senior unsecured debt		A2 stable ↑	
Issuer Credit Rating	BBB+ stable	Baa1 stable	BBB+ stable
Stand-alone (financial strength)	bbb+	baa3	bbb+
Subordinated debt (Tier 2)	BBB-	Ba1	BBB
Short-term debt	A-2	P-1	F2
Covered Bond Ratings			
Public Sector Pfandbriefe	-	Aaa ↑	AA RWN
Mortgage Pfandbriefe	-	Aaa	AAA stable ↑

↑ Rating and/ or outlook changes in Q3 and up to now

Rating Changes in Q3 and up to now

Bank Rating

- › New Moody's senior senior unsecured debt rating category apply to complex structured notes based upon differentiation in insolvency under KWG §46f(6).
- › Overall 49 structured notes from Commerzbank were upgraded two notches above plain senior unsecured rating to "A2" from "Baa1".

Pfandbriefe

- Moody's confirmed Public Sector Pfandbrief rating with "Aaa" (before "Aaa" rating was placed on Review for Downgrade).
- Fitch confirmed Mortgage Pfandbrief rating with "AAA" stable (before "AAA" rating was placed on Rating Watch Negative).

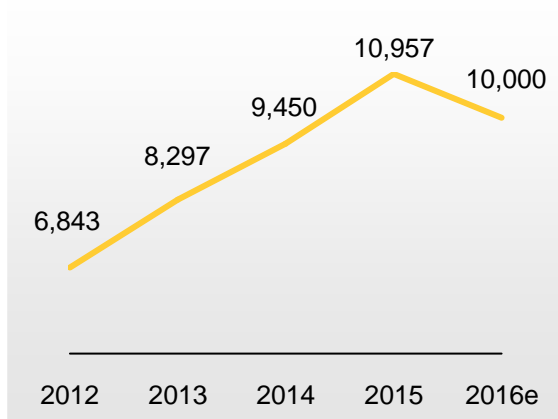
Appendix

German economy 2016/2017 – ongoing moderate growth ahead

Current development

- › After a strong Q1 economy slowed down again in Q2 and in Q3 – on average growth should have been in line with the trend observed in 2015
- › Main driver of the recovery is still private consumption supported by higher wages and rising employment – exports have slowed down as the world economy has lost steam
- › Labor market has improved further
- › Refugees crisis has subsided – economic effects remain uncertain

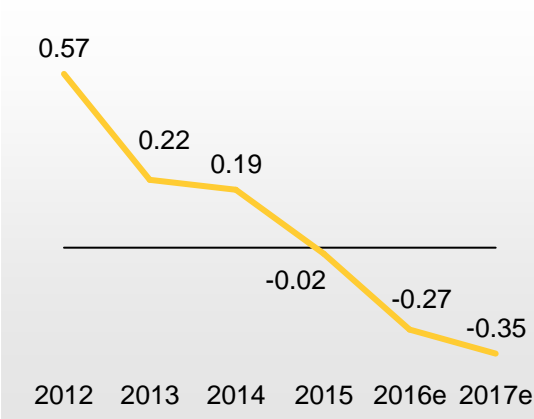
DAX (avg. p.a.)



Our expectation for 2016/2017

- › Recovery will continue as there is no negative shock ahead – monetary policy will stay expansionary and the negative effect of Brexit will be very limited
- › Headwinds from the EM are still a burden for exports – in addition, shrinking profit margins of firms are still restraining investment
- › Therefore we do not expect accelerating growth rates for the time being resulting in growth forecasts of 1.8% for 2016 and 1.3% for 2017

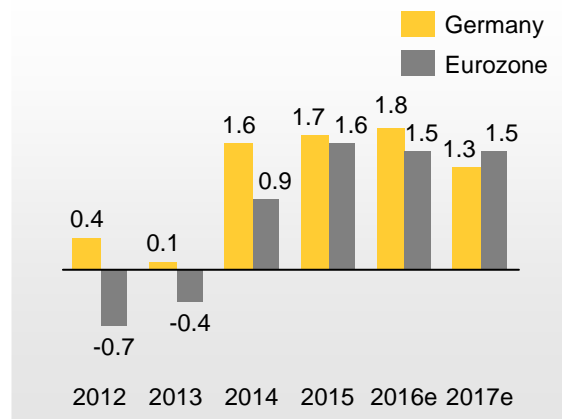
Euribor (avg. p.a. in %)



Mounting headwinds from EM

- › 40% of German exports go to EM, of which 6%pts to China
- › Imports of EM has fallen since year end 2014 after it had increased significantly and pumped up German export growth
- › EM in particular suffer from increased levels of private sector debt – in addition commodity exporting EM are hit by lower commodity prices, particularly oil prices

GDP (change vs. previous year in %)



Commerzbank Group

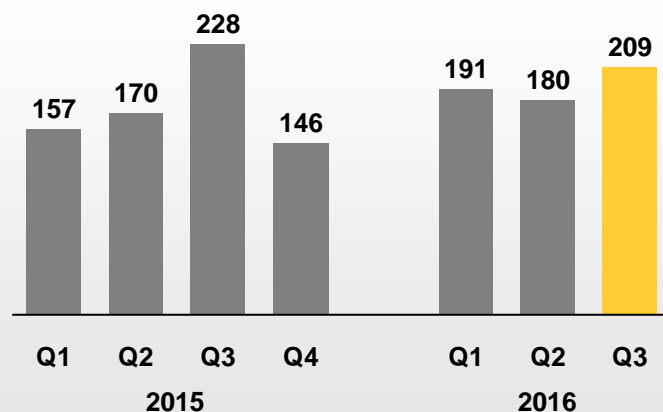
€m	Q1 2015	Q2 2015	Q3 2015	9M 2015	Q4 2015	12M 2015	Q1 2016	Q2 2016	Q3 2016	9M 2016	% Q3 vs Q3	% Q3 vs Q2
Total Revenues	2,794	2,444	2,317	7,555	2,240	9,795	2,323	2,240	2,437	7,000	5.2	8.8
o/w Total net interest and net trading income	1,986	1,496	1,469	4,951	1,275	6,226	1,344	1,274	1,508	4,126	2.7	18.4
o/w Net commission income	915	855	825	2,595	829	3,424	821	781	777	2,379	-5.8	-0.5
o/w Other income	-107	93	23	9	136	145	158	185	152	495	>100	-17.8
Provision for possible loan losses	-158	-280	-146	-584	-112	-696	-148	-187	-275	-610	-88.4	-47.1
Operating expenses	1,957	1,737	1,719	5,413	1,744	7,157	1,893	1,702	1,733	5,328	0.8	1.8
o/w European bank levy	167	2	-4	165	-46	119	156	32	21	208	>100	-34.4
Operating profit	679	427	452	1,558	384	1,942	282	351	429	1,062	-5.1	22.2
Impairments on goodwill and other intangible assets	-	-	-	-	-	-	-	-	627	627	-	-
Restructuring expenses	66	-	28	94	20	114	-	40	57	97	>100	42.5
Net gain or loss from sale of disposal groups	-	-	-	-	-	-	-	-	-	-	-	-
Pre-tax profit	613	427	424	1,464	364	1,828	282	311	-255	338	>100	>100
Taxes on income	240	91	158	489	140	629	89	58	14	161	-91.1	-75.9
Minority Interests	29	24	31	84	31	115	24	38	19	81	-38.7	-50.0
Consolidated Result attributable to Commerzbank shareholders	344	312	235	891	193	1,084	169	215	-288	96	>100	>100
Assets	608,965	564,619	567,817	567,817	532,696	532,696	535,876	532,651	513,444	513,444	-9.6	-3.6
Liabilities	608,965	564,619	567,817	567,817	532,696	532,696	535,876	532,651	513,444	513,444	-9.6	-3.6
Average capital employed	27,436	29,290	29,605	28,777	29,901	29,058	29,746	29,606	29,664	29,672	0.2	0.2
RWA credit risk fully phased in (end of period)	176,024	171,399	171,005	171,005	158,617	158,617	154,061	154,692	150,256	150,256	-12.1	-2.9
RWA market risk fully phased in (end of period)	22,471	20,368	20,481	20,481	17,427	17,427	18,286	19,281	20,508	20,508	0.1	6.4
RWA operational risk fully phased in (end of period)	23,053	22,655	21,978	21,978	21,398	21,398	22,176	24,327	23,836	23,836	8.5	-2.0
RWA fully phased in (end of period)	221,547	214,422	213,465	213,465	197,442	197,442	194,523	198,300	194,601	194,601	-8.8	-1.9
Cost/income ratio (%)	70.0%	71.1%	74.2%	71.6%	77.9%	73.1%	81.5%	76.0%	71.1%	76.1%	-	-
Operating return on equity (%)	9.9%	5.8%	6.1%	7.2%	5.1%	6.7%	3.8%	4.7%	5.8%	4.8%	-	-
Operating return on tangible equity (%)	11.1%	6.5%	6.8%	8.1%	5.7%	7.5%	4.3%	5.3%	6.4%	5.3%	-	-
Return on equity of net result (%)	5.2%	4.4%	3.3%	4.3%	2.7%	3.9%	2.4%	3.0%	-4.0%	0.4%	-	-
Net return on tangible equity (%)	5.8%	4.9%	3.7%	4.8%	3.0%	4.3%	2.6%	3.4%	-4.5%	0.5%	-	-

Hedging & Valuation adjustments

€m		Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16
PC	OCS, FVA & Net CVA/DVA	-	-	-	-	-2	-1	-
MSB	OCS, FVA & Net CVA/DVA	17	25	-22	-18	4	-12	21
CEE	OCS, FVA & Net CVA/DVA	1	1	2	-2	-2	-	-1
C&M	OCS	7	39	57	-32	-25	21	53
	FVA & Net CVA / DVA	40	2	-12	-1	37	43	29
	OCS, FVA & Net CVA/DVA	47	41	45	-33	12	64	82
O&C	OCS, FVA & Net CVA/DVA	9	21	-138	5	30	7	6
ACR	OCS, FVA & Net CVA/DVA	56	1	10	-80	103	4	172
Group	OCS, FVA & Net CVA/DVA	130	88	-102	-127	145	62	280
Other ACR valuation effects		102	87	56	21	13	-64	-102
Total		232	175	-46	-106	158	-2	178

Private Customers: Continued growth path within challenging market environment

Operating result (€m)



Segmental P&L

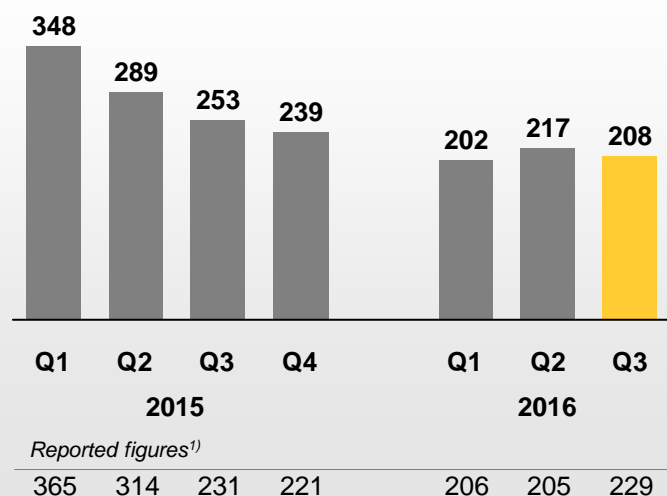
in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Revenues	995	925	954	2,870	2,823
o/w Filialbank	866	752	763	2,469	2,308
o/w Direct Banking	94	126	82	283	296
o/w Commerz Real	36	47	109	118	219
LLP	-13	-2	-0	-51	-11
Costs	754	743	745	2,264	2,232
Operating result	228	180	209	555	580
CIR (%)	75.8	80.3	78.1	78.9	79.1
Ø Equity (€bn)	2.9	2.3	2.3	3.0	2.4
Operating return on equity (%)	31.4	31.3	35.7	24.8	32.4

Highlights

- › Sustainable loan growth (+8% y-o-y) at overall stable margins – strong market position in new mortgages enhanced
- › NCI with 3% increase q-o-q due to slightly better securities performance and pricing initiatives
- › Revenues in Commerz Real benefit from strong real estate markets (e.g. Frankfurt)
- › 994k net new customers since 2013 close to target of 1m net new customers

Mittelstandsbank: Stable operating results throughout 2016

Operating result²⁾ (€m)



Segmental P&L

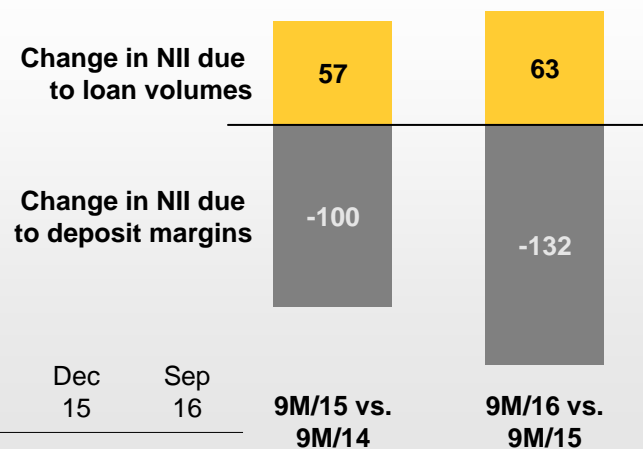
in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Revenues ²⁾	674	701	678	2,195	2,078
o/w Mittelstand Germany	356	354	335	1,060	1,033
o/w Large Corp. & Int.	175	238	222	677	674
o/w Financial Institutions	108	95	94	346	286
FVA and net CVA / DVA	-22	-12	21	20	13
LLP	-31	-93	-67	-110	-213
Costs	390	391	403	1,195	1,238
Operating result	231	205	229	910	640
CIR (%) ²⁾	57.9	55.8	59.5	54.4	59.6
Ø Equity (€bn)	8.3	7.9	7.9	8.4	8.0
Operating return on equity (%) ²⁾	12.1	11.0	10.6	14.2	10.5

Highlights

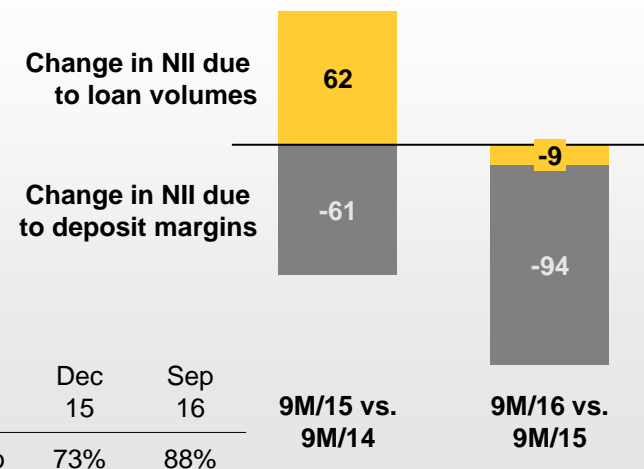
- › Maintained strong market position in a seasonally weak quarter
- › Weaker corporate finance business in Q3 2016 weighs on NCI mainly due to fewer transactions and lower deal size
- › Financial Institutions with stable revenues q-o-q at lower level compared to 2015 due to internally tightened risk and compliance framework

Negative interest rate environment further burdens NII

NII analysis PC (€m)



NII analysis MSB (€m)

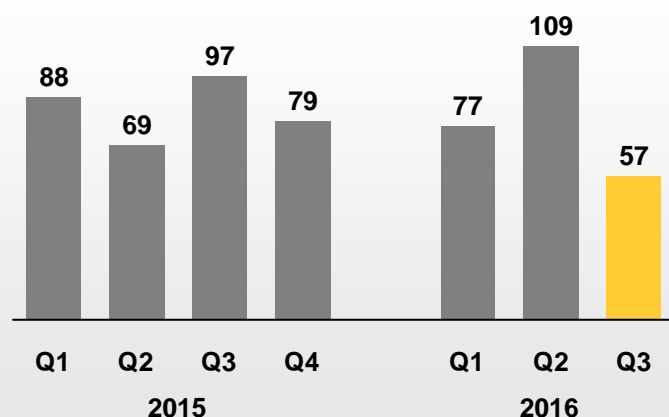


Highlights

- › Gross burden from negative rates environment on deposit margins adds up to €226m in PC and MSB
- › Substantial mitigation in PC due to growing loan volumes – softened negative impact on MSB (only additional gross burden of €-20m in Q3 vs 2015) due to reduction of deposits by €21bn since Dec. 2015
- › Measures such as pricing initiatives remain in place – expected net burden 2020 vs 2016 of €100m

Central & Eastern Europe: mBank with continued organic growth

Operating result (€m)



Segmental P&L

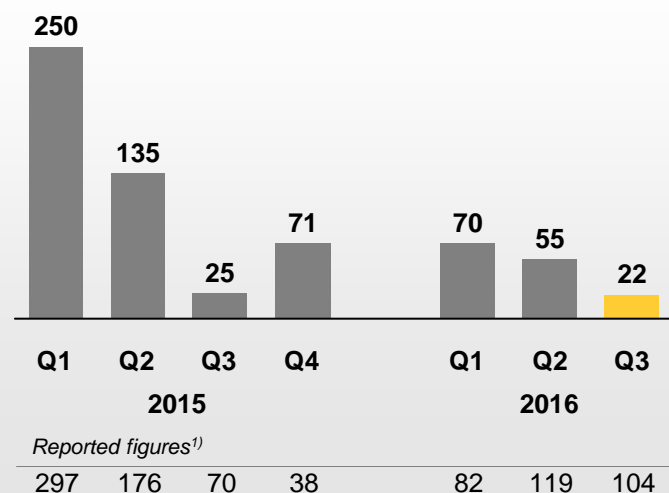
in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Revenues	228	272	228	687	720
LLP	-28	-29	-32	-75	-74
Costs	103	134	139	358	403
Operating result	97	109	57	254	243
CIR (%)	45.2	49.3	61.0	52.1	56.0
Ø Equity (€bn)	1.7	1.7	1.7	1.7	1.7
Operating return on equity (%)	22.3	26.3	13.5	20.0	19.5

Highlights

- › Significant growth of operating revenues of +10% q-o-q (w/o gain from VISA in Q2 2016)
- › Increase of interest income (+7% q-o-q) from further improvement of net interest margin and growth of deposit volume as well as higher commission income (+15% q-o-q)
- › mBank's organic growth leads to strong increase of consumer loans by 15% YTD and deposits by 12% YTD
- › 9M 2016 expenses include Polish banking tax of €54m

Corporates & Markets: Stable revenues in Q3 2016 across business divisions year-on-year

Operating result²⁾ (€m)



Segmental P&L

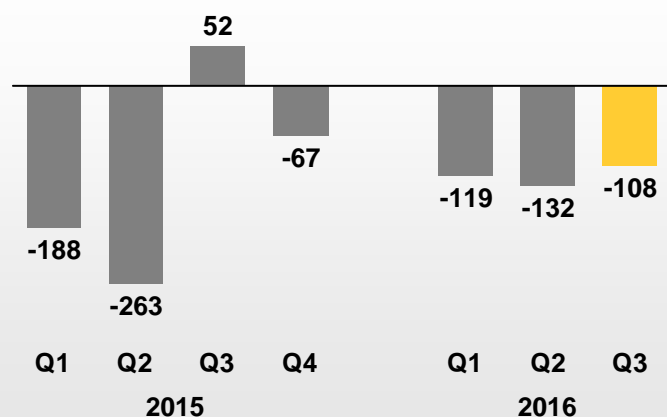
in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Revenues ²⁾	381	374	373	1,514	1,210
o/w Advisory & Primary Markets	98	128	94	351	340
o/w EMC	93	104	99	553	316
o/w FIC	96	82	100	362	353
o/w CPM	89	66	95	278	236
OCS, FVA and net CVA / DVA	45	64	82	133	158
LLP	-11	12	-29	25	-22
Costs	345	331	322	1,129	1,041
Operating result	70	119	104	543	305
CIR (%) ²⁾	90.6	88.4	86.4	74.6	86.0
Ø Equity (€bn)	4.1	3.8	3.9	4.2	3.8
Operating return on equity (%) ²⁾	2.4	5.8	2.3	13.1	5.2

Highlights

- › Corporate client business with solid contribution from debt capital markets
- › FIC with stable revenue trend in sustained challenging low interest rate environment, EMC with flat revenues y-o-y
- › FIC complex and exotic rates derivatives business discontinued, EMC business to be ring-fenced under new strategy and intended to be brought to the market

Asset & Capital Recovery: Positive valuation effects offset increase in LLPs

Operating result (€m)



Segmental P&L

in € m	Q3 2015	Q2 2016	Q3 2016	9M 2015	9M 2016
Revenues	157	-24	72	62	30
LLP	-62	-75	-147	-311	-292
Costs	43	33	33	150	97
Operating result	52	-132	-108	-399	-359
CIR (%)	27.4	n/a	45.8	241.9	323.3
Ø Equity (€bn)	3.8	3.5	3.3	4.4	3.3
CRE (EaD in €bn)	3.5	2.8	2.7	3.5	2.7
Ship Finance (EaD in €bn)	6.9	5.4	5.0	6.9	5.0
Public Finance (EaD in €bn)	8.7	9.1	9.5	8.7	9.5

Highlights

- › Positive valuation effects (€130m q-o-q) due to movements in CVA/DVA as well as mark-to-market valuation of derivatives
- › LLPs as expected at higher level in Q3 2016 driven by deterioration on ship markets
- › Wind down of Ship Finance and CRE portfolio compensated by effects in Public Finance

Group equity composition

	Capital Q2 2016 End of period €bn	Capital Q3 2016 End of period €bn	Capital Q3 2016 Average €bn		Ratios Q3 2016 %	Ratios Q3 2016 %
Common equity tier 1 B3 capital (phase in)	26.3	26.5		→		CET1 ratio phase-in: 13.6%
Transition adjustments	3.5	3.5 ¹⁾				
Common equity tier 1 B3 capital (fully phased-in)	22.8	23.0	23.0	→	Op. RoCET: 7.5%	CET1 ratio fully phased-in: 11.8%
DTA	0.9	1.1				
Deductions on securitizations	0.3	0.3				
Deductions related to non-controlling interests	0.4	0.4				
IRB shortfall	0.8	0.8				
Other regulatory adjustments	1.1	1.3				
Tangible equity	26.3	26.8	26.6	→	Op. RoTE: 6.4%	
Goodwill and other intangible assets	3.2	2.6	3.1		Pre-tax RoE: -3.4%	
IFRS capital	29.5	29.4	29.7	→	Op. RoE: 5.8%	
Subscribed capital	1.3	1.3				
Capital reserve	17.2	17.2				
Retained earnings	10.9	10.9 ²⁾				
Currency translation reserve	-0.2	-0.1				
Revaluation reserve	-0.9	-0.8				
Cash flow hedges	-0.1	-0.1				
Consolidated P&L	0.4	0.1				
IFRS capital without non-controlling interests	28.5	28.4	28.6	→	RoE on net result: -4.0%	
Non-controlling interests (IFRS)	1.0	1.0	1.1		RoTE on net result: -4.5%	

For more information, please contact Commerzbank's IR team

IR contact

Christoph Wortig (Head of IR Communications)

P: +49 69 136 52668

M: christoph.wortig@commerzbank.com

Institutional Investors and Financial Analysts

Michael H. Klein

P: +49 69 136 24522

M: michael.klein@commerzbank.com

Fabian Brügmann

P: +49 69 136 28696

M: fabian.bruegmann@commerzbank.com

Retail Investors

Florian Neumann

P: +49 69 136 41367

M: florian.neumann@commerzbank.com

Simone Nuxoll

P: +49 69 136 45660

M: simone.nuxoll@commerzbank.com

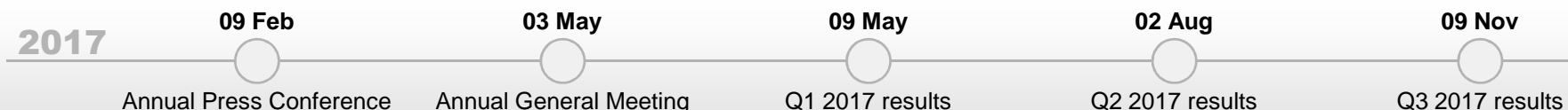
Dirk Bartsch (Head of Strategic IR / Rating Agency Relations)

P: +49 69 136 22799

M: dirk.bartsch@commerzbank.com

ir@commerzbank.com
www.ir.commerzbank.com

Financial calendar



Disclaimer

This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include, inter alia, statements about Commerzbank's beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates, projections and targets as they are currently available to the management of Commerzbank. Forward-looking statements therefore speak only as of the date they are made, and Commerzbank undertakes no obligation to update any of them in light of new information or future events. By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement. Such factors include, among others, the conditions in the financial markets in Germany, in Europe, in the United States and elsewhere from which Commerzbank derives a substantial portion of its revenues and in which it holds a substantial portion of its assets, the development of asset prices and market volatility, potential defaults of borrowers or trading counterparties, the implementation of its strategic initiatives and the reliability of its risk management policies.

In addition, this presentation contains financial and other information which has been derived from publicly available information disclosed by persons other than Commerzbank ("external data"). In particular, external data has been derived from industry and customer-related data and other calculations taken or derived from industry reports published by third parties, market research reports and commercial publications. Commercial publications generally state that the information they contain has originated from sources assumed to be reliable, but that the accuracy and completeness of such information is not guaranteed and that the calculations contained therein are based on a series of assumptions. The external data has not been independently verified by Commerzbank. Therefore, Commerzbank cannot assume any responsibility for the accuracy of the external data taken or derived from public sources.

Copies of this document are available upon request or can be downloaded from
https://www.commerzbank.de/en/hauptnavigation/aktionaere/investor_relations.html