

# Strong foundation for increasing return – 9M net result of €1.8bn

Analyst conference – Q3 2023

# Strong operating performance – 9M net result +90%



### Result

Strong operating result of €2,879m (9M 22: €1,571m)

Net result of €1,829m (9M 22: €963m)

9M net RoTE of 8.6%

### Revenues

9M revenues of €8,052m even though burdened by €754m provisions for CHF loans

NII up 39% YoY

NCI 5% lower YoY due to weaker securities business in PSBC

### Costs

**CIR of 60%** 

Costs of €4,806m in line with target

### Risk

Risk result of -€367m well within expectations

Total remaining TLA of €435m

NPE ratio at 1.0%

# **Capital**

CET1 ratio increased to 14.6% with comfortable buffer to MDA

# Q3 with further improvement from already strong Q2





Q3 2023

Q2 2023

463

Q3 2022

-181

Q2 2023

Q3 2023

Q3 2022

Q3 2022

Q2 2023

Q3 2023

<sup>1)</sup> Consolidated result attributable to Commerzbank shareholders and investors in additional equity components

<sup>2)</sup> Includes net result reduced by pay-out accrual and potential (fully discretionary) AT1 coupons

# Only minor exceptional items in Q3

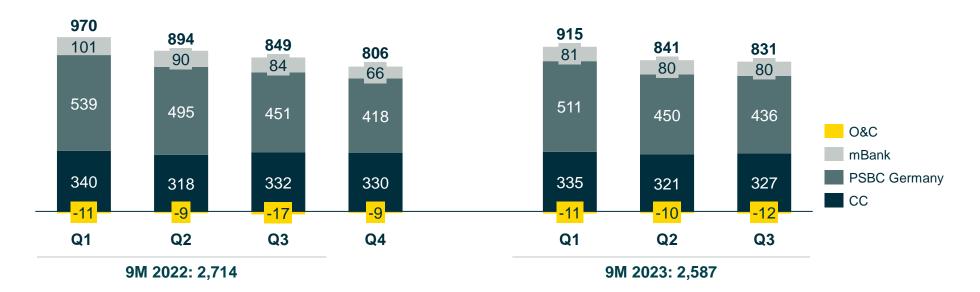


| 2022     | (€m)   | R    | evenues | 2023 | (€m)                             | Re | venues |
|----------|--|------|---------|------|----------------------------------|----|--------|
| Q1       | Hedging & valuation adjustments                  | 17   | 56      | Q1   | Hedging & valuation adjustments  | 9  | 13     |
|          | PPA Consumer Finance (PSBC)                      | -6   |         |      | PPA Consumer Finance (PSBC)      | -7 |        |
|          | TLTRO benefit (O&C)                              | 45   |         |      | Credit holidays in Poland (PSBC) | 11 |        |
| Q2       | Hedging & valuation adjustments                  | 48   | 111     | Q2   | Hedging & valuation adjustments  | 17 | 9      |
|          | PPA Consumer Finance (PSBC)                      | -5   |         |      | PPA Consumer Finance (PSBC)      | -6 |        |
|          | TLTRO benefit (O&C)                              | 42   |         |      | Credit holidays in Poland (PSBC) | -2 |        |
|          | Prov. re judgement on pricing of accounts (PSBC) | 27   |         |      |                                  |    |        |
| Q3       | Hedging & valuation adjustments                  | 84   | -181    | Q3   | Hedging & valuation adjustments  | 33 | 27     |
|          | PPA Consumer Finance (PSBC)                      | -5   |         |      | PPA Consumer Finance (PSBC)      | -5 |        |
|          | TLTRO benefit (O&C)                              | 9    |         |      |                                  |    |        |
|          | Credit holidays in Poland (PSBC)                 | -270 |         |      |                                  |    |        |
| Q4       | Hedging & valuation adjustments                  | -118 | -38     |      |                                  |    |        |
| <u> </u> | PPA Consumer Finance (PSBC)                      | -4   |         |      |                                  |    |        |
|          | TLTRO benefit (O&C)                              | 93   |         |      |                                  |    |        |
|          | Credit holidays in Poland (PSBC)                 | -9   |         |      |                                  |    |        |
| FY       |  |      | -52     | 9M   |                                  |    | 49     |

# Net commission income stabilising in Q3



# **Underlying net commission income** (€m)



### **Highlights Q3**

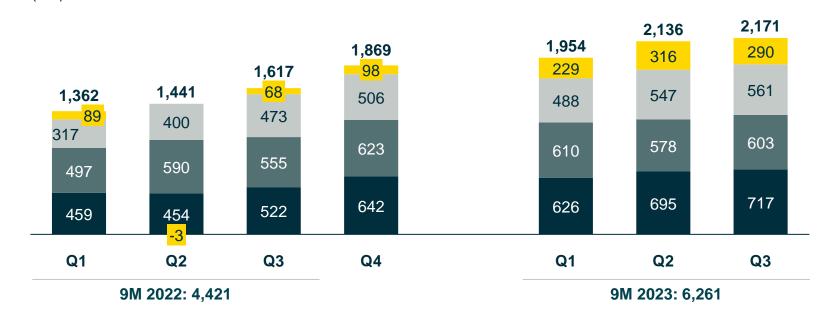
Stable NCI in CC reflects sustained strong payments and capital markets business

NCI in PSBC Germany below previous quarter due to decrease of securities transactions in a slightly less volatile market We anticipate FY 2023 NCI slightly below last year's level

# NII in Q3 benefiting from further ECB rate increase



# Underlying net interest income (€m)





### **Highlights Q3**

QoQ increased NII at CC with benefit from higher rates more than compensating increase in beta

QoQ stable NII from customer business at PSBC Germany as Q2 was burdened by about -€30m from mortgage prepayments

QoQ higher NII at mBank mainly due to continued effective margin management as well as increased deposit volumes

Ongoing high NII at O&C – partially offset in NFV

# NII outlook increased to > €8.1bn



### Interest rate and deposit beta<sup>1</sup> assumptions

### **EUR**

ECB deposit rate Q4: 4%

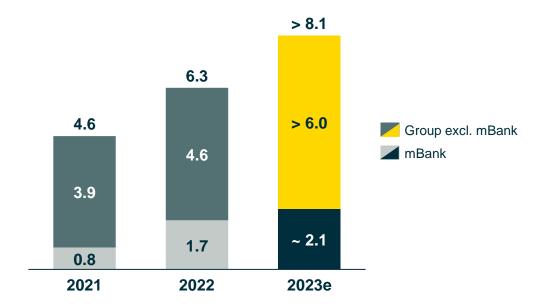
Average 5y swap rate Q4: ~3.37%

Deposit beta<sup>1</sup> in Germany rising from  $\sim$ 25% in Q3 to average  $\sim$ 30% in Q4 ( $\rightarrow$  FY average  $\sim$ 25%)

### **PLN**

In Q4 unchanged rates following 4 Oct rates decrease

# **Development in underlying NII** (€bn)



### **Comments**

Average deposit volume at level of Q3 assumed Stable loan volumes assumed

Sensitivity to deposit beta¹: change of +/- 1 percentage point of deposit beta in Q4 leads to ~ -/+ €25m change in NII NII increase in O&C partially offset in NFV

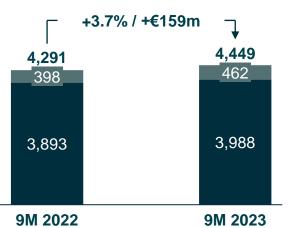
<sup>1)</sup> Deposit beta is the average interest pass-through rate to customers across interest bearing and non-interest bearing deposit products

# Total expenses below previous year



### **Operating expenses**

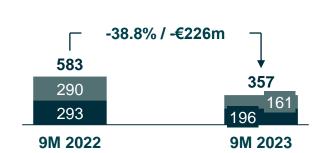




### **Highlights 9M**

Operating expenses rose as a result of general salary increases as well as increases of accruals for variable compensation compared to last year

# **Compulsory contribution** (€m)



Decreasing European bank levy (-€91m) mainly due to lower target volume for 2023 in Q1 driven by reduced growth for European covered deposits and increase of payment commitments in Q2 Less Deposit Guarantee Scheme because of introduction of Institutional Protection Scheme in Poland in 2022 (-€91m)

# **Total expenses** (€m)



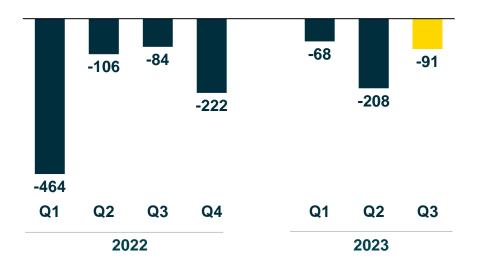
Total expenses of €6.4bn with a CIR of ~61% expected for FY 2023 reflecting further inflation compensation payments for employees and higher IT investments in Q4

# High credit quality maintained



### **Risk result**

(€m)



### Risk result divisional split

| Risk Result (€m)                             | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|--|---------|---------|---------|---------|---------|
| Private and Small-Business Customers Germany | -52     | -9      | -39     | -116    | -139    |
| mBank  | -38     | -39     | -55     | -135    | -132    |
| Corporate Clients                            | 13      | -169    | -4      | -325    | -119    |
| Others & Consolidation                       | -6      | 9       | 7       | -78     | 23      |
| Group  | -84     | -208    | -91     | -654    | -367    |

| NPE (€bn)                                      |     |     |     |     |     |
|--|-----|-----|-----|-----|-----|
| Private and Small-Business Customers Germany   | 0.7 | 0.8 | 0.8 | 0.7 | 0.8 |
| mBank  | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 |
| Private and Small-Business Customers           | 1.8 | 2.0 | 2.0 | 1.8 | 2.0 |
| Corporate Clients                              | 2.4 | 2.7 | 2.5 | 2.4 | 2.5 |
| Others & Consolidation                         | 1.4 | 0.9 | 0.7 | 1.4 | 0.7 |
| Group  | 5.6 | 5.6 | 5.2 | 5.6 | 5.2 |
| Group NPE ratio (in %)                         | 0.9 | 1.1 | 1.0 | 0.9 | 1.0 |
| Group CoR (bps) (year-to-date)                 | 15  | 10  | 9   | 15  | 9   |
| Group CoR on Loans (CoRL) (bps) (year-to-date) | 32  | 21  | 18  | 32  | 18  |

### **Highlights Q3**

Risk result in PSBC driven by mBank and model enhancement leading to an increase in stage 2 exposure

Repayments of larger single cases almost compensates new LLPs in CC

NPE ratio remains on low level of 1.0%

CoRL of 18 bps on the lower end of expectations

For the FY 2023 we now anticipate a risk result of <€700m before potential TLA usage

# €435m top level adjustment remains available

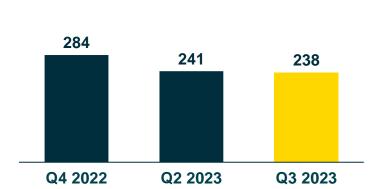
Q4 2022



### Top level adjustment (TLA)

(€m)

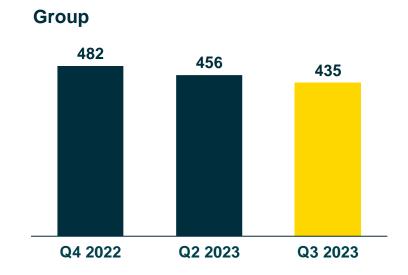
CC



# PSBC 213 194

Q2 2023

Q3 2023



### **Highlights Q3**

Re-calculation based on the current portfolio and changed underlying macroeconomic assumptions led to a reduction of TLA in PSBC and CC

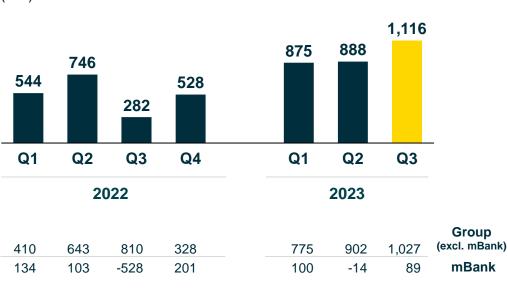
TLA of O&C unchanged at €3m

Remaining €435m TLA available to cover expected secondary effects from supply chains, inflation and higher interest rates in the next quarters

# Further increased profitability in Q3



# **Group operating result** (€m)



### **Group P&L**

| €m                                       | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|--|---------|---------|---------|---------|---------|
| Revenues                                 | 1,886   | 2,629   | 2,755   | 7,098   | 8,052   |
| Exceptional items                        | -181    | 9       | 27      | -14     | 49      |
| Revenues excl. exceptional items         | 2,066   | 2,621   | 2,727   | 7,112   | 8,003   |
| o/w Net interest income                  | 1,617   | 2,136   | 2,171   | 4,421   | 6,261   |
| o/w Net commission income                | 849     | 841     | 831     | 2,714   | 2,587   |
| o/w Net fair value result                | 87      | -34     | -100    | 444     | -215    |
| o/w Other income                         | -487    | -321    | -175    | -466    | -629    |
| Risk result                              | -84     | -208    | -91     | -654    | -367    |
| Personnel expenses                       | 851     | 869     | 917     | 2,535   | 2,684   |
| Administrative expenses                  | 579     | 612     | 587     | 1,756   | 1,766   |
| Operating expenses                       | 1,429   | 1,481   | 1,504   | 4,291   | 4,449   |
| Compulsory contributions                 | 91      | 52      | 45      | 583     | 357     |
| Operating result                         | 282     | 888     | 1,116   | 1,571   | 2,879   |
| Restructuring expenses                   | 14      | 4       | 6       | 54      | 14      |
| Pre-tax profit Commerzbank Group         | 267     | 885     | 1,109   | 1,517   | 2,865   |
| Taxes on income                          | 228     | 338     | 405     | 653     | 1,022   |
| Minority interests                       | -155    | -19     | 20      | -98     | 14      |
| Net result                               | 195     | 565     | 684     | 963     | 1,829   |
| CIR (excl. compulsory contributions) (%) | 75.8    | 56.3    | 54.6    | 60.4    | 55.3    |
| CIR (incl. compulsory contributions) (%) | 80.6    | 58.3    | 56.2    | 68.7    | 59.7    |
| Net RoTE (%)                             | 2.2     | 7.9     | 9.6     | 4.3     | 8.6     |
| Operating RoCET (%)                      | 4.7     | 14.4    | 17.6    | 8.7     | 15.5    |

### **Highlights Q3**

Underlying revenues up 32% YoY driven by underlying NII up 34%

Other income mainly reflects burden from CHF mortgages at mBank

Q3 cost increase driven by higher accrual for variable compensation due to better results

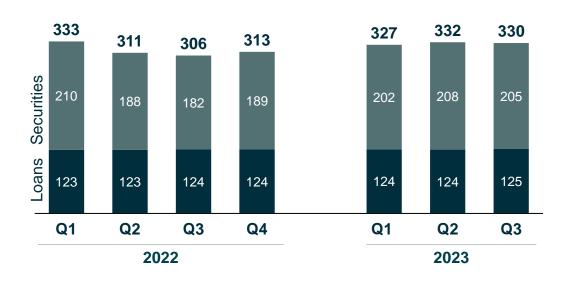
9M tax rate of 36% – provisions for legal risk of CHF mortgages in Poland largely not tax-deductible

# PSBC: increasing deposits with further shift in mix visible



### Loan and securities volumes (Germany)

(€bn | eop)



### **Deposits (Germany)**

(€bn | eop)



### **Highlights Q3**

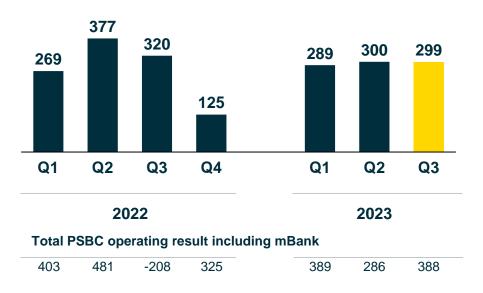
Lower securities volume by around €3bn QoQ – thereof about -€4.1bn due to market moves, partially offset by around €1.4bn net new money

German mortgage business stable at €95bn Consumer finance book stable at €3.3bn QoQ higher deposit volume as customers shift funds to call deposits

# Stable customer business in PSBC Germany



# Operating result PSBC Germany (€m)



### **Segmental P&L PSBC Germany**

| €m  | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|---|---------|---------|---------|---------|---------|
| Revenues                                      | 1,069   | 1,050   | 1,046   | 3,266   | 3,243   |
| Exceptional items                             | -5      | -6      | -5      | 11      | -18     |
| Revenues excl. exceptional items <sup>1</sup> | 1,074   | 1,056   | 1,052   | 3,255   | 3,261   |
| o/w Private Customers                         | 784     | 775     | 786     | 2,399   | 2,401   |
| o/w Small-Business Customers                  | 205     | 223     | 230     | 629     | 682     |
| o/w Commerz Real                              | 85      | 59      | 36      | 227     | 178     |
| Risk result                                   | -52     | -9      | -39     | -116    | -139    |
| Operating expenses                            | 692     | 723     | 705     | 2,072   | 2,131   |
| Compulsory contributions                      | 4       | 18      | 4       | 112     | 85      |
| Operating result                              | 320     | 300     | 299     | 967     | 888     |
| RWA (end of period in €bn)                    | 32.1    | 31.8    | 30.8    | 32.1    | 30.8    |
| CIR (excl. compulsory contributions) (%)      | 64.8    | 68.9    | 67.4    | 63.4    | 65.7    |
| CIR (incl. compulsory contributions) (%)      | 65.2    | 70.6    | 67.7    | 66.9    | 68.3    |
| Operating return on equity (%)                | 31.9    | 29.3    | 30.0    | 32.4    | 29.1    |

### **Highlights Q3**

Stable underlying revenues QoQ and YtD
YtD increase in underlying revenues in Small-Business
Customers offset by decrease in Commerz Real

NCI -3% lower QoQ due to lower volumes of securities transactions in a less volatile market Commerz Real other income lower QoQ and YoY due to positive valuation effects in previous quarters

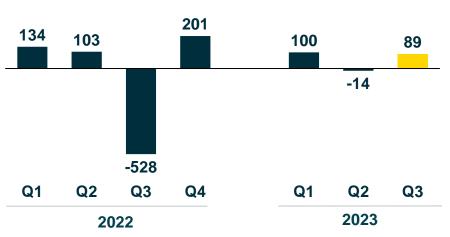
Net decrease of customer base in Germany by 18k in Q3 largely due to termination of credit card cooperations with low revenue contributions partly offset by new deposit customers

# mBank: strong underlying business









### ...excluding provisions for legal risks of CHF loans and credit holidays

| 175 | 1/2 | 219 | 201 | 262 | 335 | 222 |
|-----|-----|-----|-----|-----|-----|-----|
| 173 | 143 | 219 | 301 | 202 | 333 | 323 |

### Segmental P&L mBank

| €m  | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|---|---------|---------|---------|---------|---------|
| Revenues  | -278    | 226     | 346     | 532     | 929     |
| Exceptional items                                   | -271    | -1      | -1      | -272    | 12      |
| Revenues excl. exceptional items                    | -7      | 228     | 347     | 804     | 917     |
| Risk result   | -38     | -39     | -55     | -135    | -132    |
| Operating expenses                                  | 129     | 157     | 161     | 398     | 462     |
| Compulsory contributions                            | 83      | 44      | 41      | 290     | 161     |
| Operating result                                    | -528    | -14     | 89      | -291    | 175     |
| RWA (end of period in €bn)                          | 21.2    | 21.7    | 20.9    | 21.2    | 20.9    |
| CIR (excl. compulsory contributions) (%)            | n/a     | 69.4    | 46.5    | 74.8    | 49.7    |
| CIR (incl. compulsory contributions) (%)            | n/a     | 88.7    | 58.4    | 129.3   | 67.0    |
| Operating return on equity (%)                      | -77.7   | -2.0    | 12.9    | -14.0   | 8.6     |
| Provisions for legal risks of CHF loans of mBank    | -477    | -347    | -234    | -559    | -754    |
| Credit holidays in Poland                           | -270    | -2      | -       | -270    | 9       |
| Op. result ex prov. for CHF loans & credit holidays | 219     | 335     | 323     | 538     | 920     |

### **Highlights Q3**

Operating result excluding additional provisions for CHF loans and credit holidays increased 47% YoY while being lower 4% QoQ following higher risk result in Q3

Underlying NII up YoY mainly due to effective margin management and QoQ due to both, active deposit management as well as increased deposit volumes

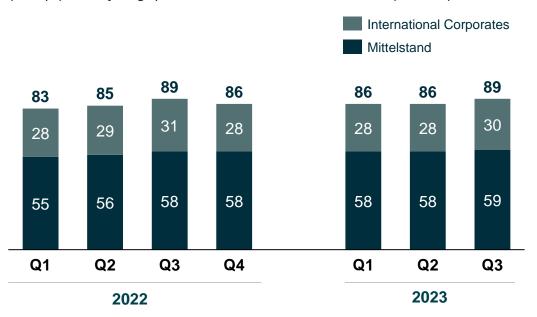
Volume of CHF loans before deductions at €2.1bn; provisions for legal risk of €1.8bn (thereof €0.3bn liabilities for repaid loans as well as for legal fees) – net volume €0.6bn and coverage ratio of 85.6%

# CC: stable deposits and growing loan business



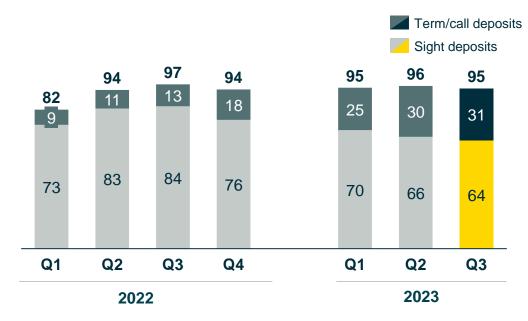
### Loan volume corporates

(€bn | quarterly avg. | Mittelstand and International Corporates)



### **Deposits**

(€bn | quarterly avg.)



### **Highlights Q3**

Loan volumes increased QoQ in Mittelstand and International Corporates, mainly based on investment and working capital loans. YoY loan volume largely stable

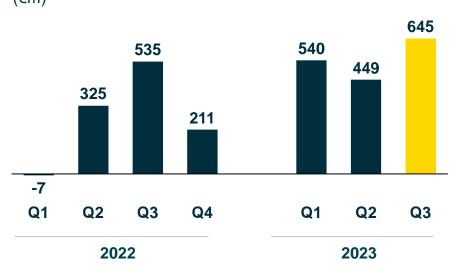
Slightly decreased total deposit volume with further move from sight to term/call deposits

Average RWA efficiency of corporates portfolio further improved to 7.7% (7.2% in Q2)

# CC: good revenue development in all client groups



# Operating result (€m)



### Segmental P&L CC

| €m                                       | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|--|---------|---------|---------|---------|---------|
| Revenues                                 | 1,021   | 1,126   | 1,171   | 2,829   | 3,375   |
| Exceptional items                        | 15      | 1       | 5       | -1      | 24      |
| Revenues excl. exceptional items         | 1,006   | 1,125   | 1,166   | 2,831   | 3,352   |
| o/w Mittelstand                          | 523     | 654     | 660     | 1,480   | 1,917   |
| o/w International Corporates             | 248     | 268     | 288     | 712     | 806     |
| o/w Institutionals                       | 146     | 205     | 205     | 426     | 602     |
| o/w others                               | 89      | -2      | 13      | 213     | 27      |
| Risk result                              | 13      | -169    | -4      | -325    | -119    |
| Operating expenses                       | 497     | 514     | 522     | 1,533   | 1,551   |
| Compulsory contributions                 | 2       | -6      | -       | 118     | 72      |
| Operating result                         | 535     | 449     | 645     | 853     | 1,634   |
| RWA (end of period in €bn)               | 81.0    | 82.7    | 83.3    | 81.0    | 83.3    |
| CIR (excl. compulsory contributions) (%) | 48.7    | 45.7    | 44.6    | 54.2    | 45.9    |
| CIR (incl. compulsory contributions) (%) | 48.9    | 45.1    | 44.6    | 58.3    | 48.1    |
| Operating return on equity (%)           | 21.5    | 17.1    | 24.5    | 11.4    | 20.8    |

### **Highlights Q3**

YoY and QoQ increased revenues in customer segments driven by higher NII from deposits – operating result further benefits from low risk result

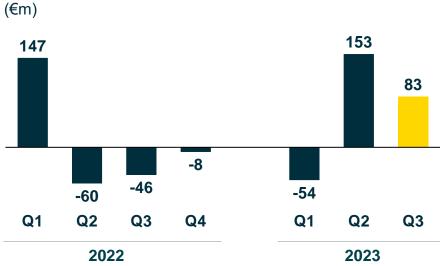
Underlying NCI slightly up QoQ due to good payments and capital markets business
9M net fair value result at €389m stable on prior year level (9M 22 NFV: €386m)

RWA increased 1% QoQ with higher credit risk RWA due to slightly increased loan volume and FX effects in USD as well as increase in market risk RWA

# O&C: good operating performance based on NII







### Segmental P&L O&C

| €m                               | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|----------------------------------|---------|---------|---------|---------|---------|
| Revenues                         | 73      | 227     | 191     | 471     | 505     |
| Exceptional items                | 80      | 15      | 29      | 249     | 32      |
| Revenues excl. exceptional items | -6      | 212     | 162     | 222     | 473     |
| o/w Net interest income          | 68      | 316     | 290     | 154     | 835     |
| o/w Net commission income        | -17     | -10     | -12     | -37     | -34     |
| o/w Net fair value result        | -29     | -115    | -161    | 84      | -434    |
| o/w Other income                 | -28     | 22      | 45      | 21      | 106     |
| Risk result                      | -6      | 9       | 7       | -78     | 23      |
| Operating expenses               | 112     | 87      | 116     | 288     | 307     |
| Compulsory contribution          | 1       | -4      | -       | 63      | 39      |
| Operating result                 | -46     | 153     | 83      | 42      | 182     |
| RWA (end of period in €bn)       | 40.2    | 37.8    | 38.7    | 40.2    | 38.7    |

### **Highlights Q3**

NII at O&C on level of previous quarter – partially offset in NFV

Valuation effects of -€15m from CommerzVentures

Operating expenses reflect higher accruals for variable compensation

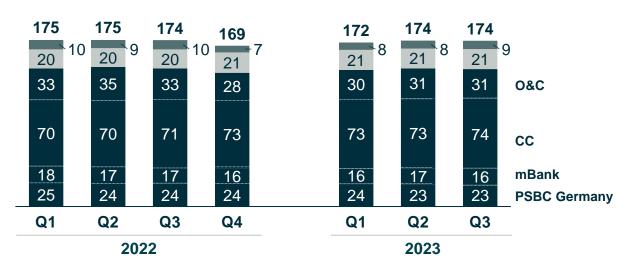
# CET1 ratio of 14.6% and buffer to MDA of 448bps







# Transition of CET1 ratio<sup>1</sup> (%)





### **Highlights Q3**

Total RWA nearly stable

Decrease in credit risk RWA mainly in PSBC due to a new mBank securitisation and to FX effects in PLN is mostly offset in CC by increased volume and FX effects in USD

Capital increase mainly based on positive net result and other comprehensive income partly offset by higher regulatory adjustments

<sup>1)</sup> Includes net result reduced by pay-out accrual and potential (fully discretionary) AT1 coupons

# Increased targets and expectations for 2023



18

### Revenues

We expect revenues ~€10.6bn

We assume
NCI slightly below last
year's level and
NII > €8.1bn with
some countereffects
in NFV

### Costs

We target total
expenses of €6.4bn
and a CIR ~61% with
a better net result
leading to higher
variable compensation

### Risk

We anticipate a risk result < €700m before potential TLA usage

# **Capital**

We expect a CET1 ratio of ~14.7%

### Return

We expect a net result of ~€2.2bn and a net RoTE of ~7.5%

Pay-out ratio of 50%1
based on a dividend
and an applied for
buy-back of up to
600m to be executed
before next AGM —
subject to approval of
ECB and German
Finance Agency

<sup>1)</sup> Pay-out ratio based on net result after potential (fully discretionary) AT1 coupon payments

# **Appendix**



| 2023 strategy KPIs   | 20    | Commerzbank Group                  |    | P&L tables                           |    |
|--|-------|------------------------------------|----|--------------------------------------|----|
| German economy 2   |       | Commerzbank financials at a glance | 36 | Commerzbank Group                    | 47 |
|  |       | Key figures Commerzbank share      | 37 | Private and Small-Business Customers | 48 |
| Russia and risk related information                              | n     | Loan and deposit volumes           | 38 | PSBC Germany                         | 49 |
| Russia net exposure  | 22    |                                    |    | mBank                                | 50 |
| Commerzbank's risk provisions                                    |       | Funding & rating                   |    | Corporate Clients                    | 51 |
| related to stages  | 23    | Commerzbank's MREL requirements    | 39 | Others & Consolidation               | 52 |
| Focus sectors: automotive, machinery,                            |       | Distance to MDA                    | 40 | Exceptional revenue items by segment | 53 |
| energy/utilities, construction/paper, chemicals/plastics, metals | 24-30 | Capital markets funding            | 41 |                                      |    |
| Commercial real estate   | 31    | Liquidity position / ratios        | 42 | Glossary                             | 54 |
|  |       | Rating overview                    | 43 | Glossary                             | 54 |
| Residential mortgage business                                    | 32    |                                    |    | Contacts & financial calendar        | 55 |
|  |       | Capital management                 |    | Disclaimer                           | 56 |
| Corporate responsibility   |       | IAS 19: Pension obligations        | 44 | Discialitiei                         | 56 |
| Renewable energy portfolio                                       | 33    | FX impact on CET1 ratio            | 45 |                                      |    |
| Sustainable products target                                      | 34    | Group equity composition           | 46 |                                      |    |
| ESG ratings  | 35    |                                    |    |                                      |    |

# 2023 strategy KPIs



|                          | KPI  | YE 2020                   | YE 2021 | YE 2022 | 9M 2023                        | Target 2023 |
|--------------------------|--|---------------------------|---------|---------|--------------------------------|-------------|
|                          | Domestic locations (#)                     | ~800                      | ~550    | ~450    | ~400                           | 400         |
| PSBC                     | Active digital banking users (%)           | 66                        | 70      | 72      | 74                             | 72          |
|                          | Loan and securities volumes<br>(GER   €bn) | 290                       | 340     | 313     | 330                            | 345         |
|                          | International locations exited (#)         | -                         | 6       | 10      | 11                             | 13          |
| CC                       | Digital banking users activated (%)        | -                         | 24      | 52      | 75                             | 70          |
|                          | Portfolio with RWA efficiency < 3% (%)     | 34                        | 29      | 26      | 18                             | 26          |
|                          | IT capacity in nearshoring locations (%)   | 14                        | 20      | 24      | 29                             | 26          |
| Operations & Head Office | Apps on cloud <sup>1</sup> (%)             | 32                        | 41      | 61      | Target reach                   | ed YE 2022  |
| neau Onice               | Reduction of external staff (#)            | Reduction started in 2023 |         |         | To be reported on annual basis | 400         |
| Group                    | Contracted gross FTE reduction (#)         | -                         | >6,000  | 8,850   | 9,500                          | 10,000²     |

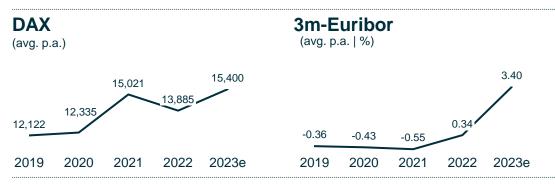
<sup>1)</sup> Apps on cloud target 2022 reached. Strategic shift from volume-driven to value-driven approach. Future app migration focuses on optimisation – hence no target set for 2023

<sup>2)</sup> Planned gross reduction as part of Strategy 2024

# German economy expected to stay weak



21





### **Latest development**

The German economy continues to tread water. Following a marginal increase in the second quarter, it contracted again slightly in the third quarter. This means that, on balance, real GDP has hardly changed since the spring of last year.

The economy is still being held back by high inflation, which is depressing real incomes and is therefore likely to be the main reason for the ongoing weakness in private consumption. In addition, the massive rate hikes by the ECB and many other central banks are also having an increasing impact, curbing demand for German products at home and abroad.

Due to the weak economy, the number of unemployed has risen slightly in recent months. However, unemployment remains significantly lower than it has been for most of the past 40 years.

At 3.8%, the inflation rate in October was significantly below its high of just under 9% last fall. Energy prices, for example, have recently risen nowhere near as much as a year ago; in some cases they have even fallen somewhat. The same applies to food prices. However, at 4.3%, core inflation excluding energy and food was still well above the ECB's target of 2%.

### Outlook for 2023/2024

Significantly weaker leading indicators and fewer new orders for manufacturing and the construction sector argue against an imminent revival of the German economy. It's true that the burden of energy prices is easing. However, many other conditions have deteriorated noticeably as the ECB and most other Western central banks have massively increased interest rates. This more restrictive course of monetary policy will increasingly slow down the economy with the usual lags.

The German economy is likely to contract again in the winter half-year. With the ECB continuing to apply the brakes, only a very hesitant recovery can be expected for the coming year at best, too. We therefore forecast real GDP to contract slightly on average next year - as in 2023.

The inflation rate is likely to fall further on trend in the coming months. This is because energy prices are more likely to be lower than a year ago, and food inflation is likely to weaken further. Finally, price pressures from increased material costs are also easing. However, underlying inflation will remain well above the ECB's target of 2%, as the next wave of costs has already reached companies with the noticeably stronger rise in wages. As a result, the ECB is unlikely to lower its key interest rate in the coming year.

# Russia net exposure reduced by €150m in Q3



### Russia exposure

| 2022 | 2023 |
|------|------|
|------|------|

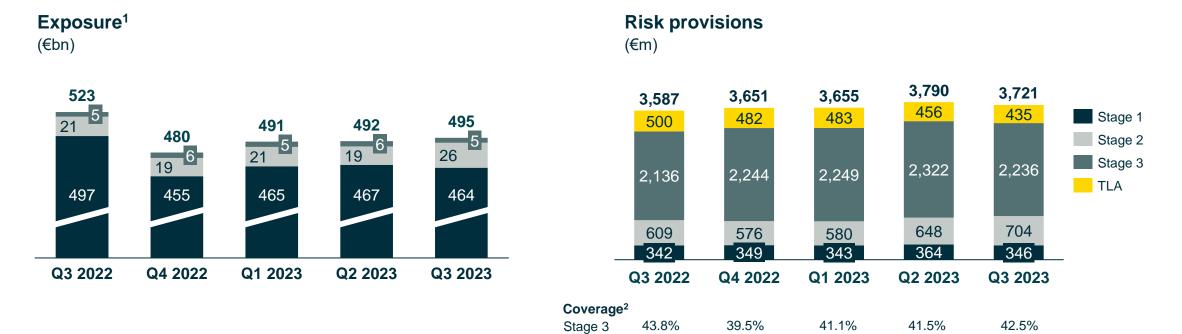
| Net exposure (€m)       | 18 Feb | 29 Apr | 15 Jul | 30 Sep | 31 Dec | 31 Mar | 30 Jun | 30 Sep |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Corporates              | 621    | 580    | 398    | 322    | 261    | 217    | 184    | 161    |
| – thereof at Eurasija   | 392    | 374    | 182    | 98     | 61     | 46     | 37     | 31     |
| Banks                   | 528    | 78     | 75     | 61     | 46     | 44     | 15     | 15     |
| Sovereign (at Eurasija) | 127    | 137    | 182    | 161    | 87     | 66     | 57     | 45     |
| Pre-export finance      | 590    | 396    | 362    | 369    | 350    | 318    | 320    | 190    |
| Total                   | 1,866  | 1,191  | 1,017  | 913    | 744    | 645    | 576    | 411    |

Group exposure net of ECA and cash held at Commerzbank reduced to €411m

Additionally, Eurasija holds domestic RUB deposits of ~€0.5bn (€0.6bn Mar 23) at Russian Central Bank/Moscow Currency Exchange

We continue to reduce exposures while supporting existing clients in compliance with all sanctions regulations

# Stable exposure with adequate risk provisions including TLA 4



### **Highlights Q3**

Exposure increase in stage 2 driven by implementation of a new backstop indicator ("3-fold PD")

Reduced exposure with increased coverage in stage 3

Stage 2

Stage 1

3.0%

0.1%

3.0%

0.1%

2.8%

0.1%

3.3%

0.1%

Overall level of TLA reduced to €435m
TLA increases the effective coverage of our credit portfolio mainly in stage 2

2.7%

0.1%

<sup>1)</sup> Exposure at Default relevant for IFRS 9 accounting (on- and off-balance exposures in the accounting categories AC and FVOCI) – mBank now included in all figures

<sup>2)</sup> Note: TLA is not assigned to stages, hence it is not included in the coverage

## **Focus sectors**

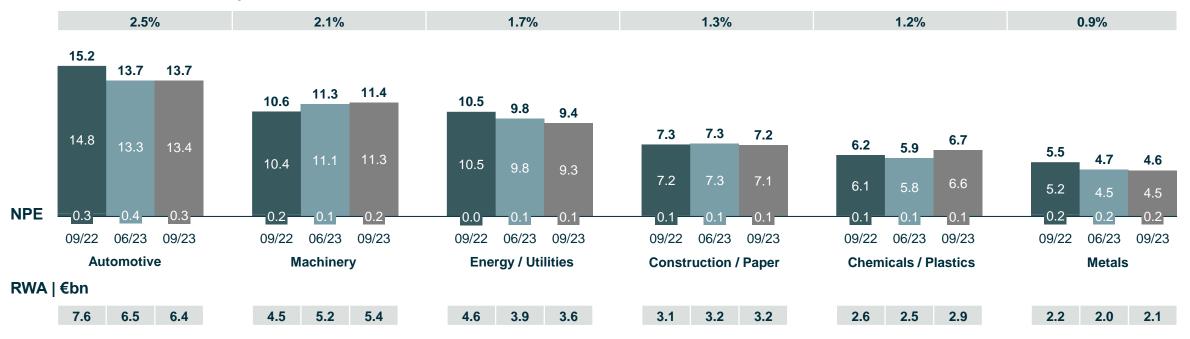


24

### **Corporates' sectors**

(€bn | EaD)

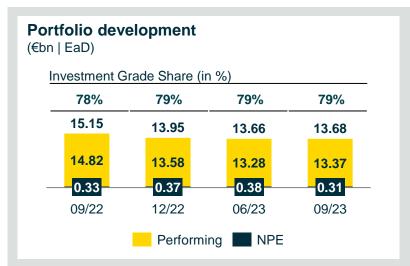
### Share within Commerzbank's portfolio 09/2023

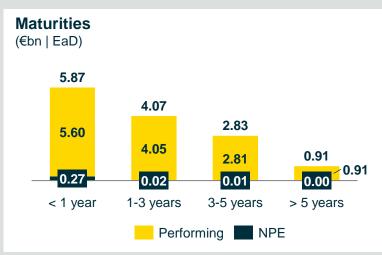


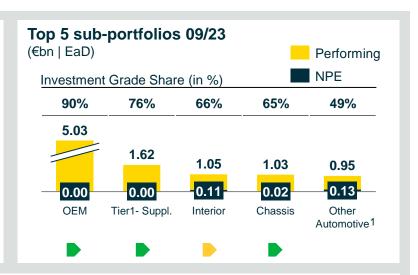
# **Automotive**



25







### Portfolio comments / sector outlook

- Notwithstanding individual underperformances, we still see that our expectation of improving results in 2023 is substantiated as the year progresses. We also believe that 2024 will proof as challenging as previous years as inflation and interest rate levels constrain demand and structural challenges becoming more and more the driving force for credit risks
- While we are convinced of the fundamental allure of individual mobilization, the challenges of the disruptive and dynamic technological transformation, management of supply chains in light of geopolitical risks, advent of new competitors and more and more indications of eroding competitiveness in the EU and particularly Germany is putting pressure on OEMs and suppliers alike
- OEM/Tier1-supplier continue to be the cornerstone of our portfolio and are assessed to emerge from current challenges fundamentally intact. Exceptionally strong OEM profit levels seen in 2022 are expected to moderate somewhat in 2023 and 2024
- Automotive suppliers had already to deal with margin pressure due to strong increases of input price levels. Clients with weaknesses in their business model, e.g. a weak market position, will find it hard to pass through increased costs, eroding margins. We also observe that profits are increasingly driven by operations outside Germany for various reasons with energy costs being only one. This is putting pressure on corporates without sufficient size or financial means to localize operations
- Client-specific risk factors are assessed to materialize from time to time, leading to an moderate increase of intensive care cases. Usual reasons triggering a transfer include short term liquidity needs or complex refinancing situations. Commerzbank is continuously evaluating and mitigating respective risks by increasing structural protections and consult early on with the client and all related internal functions, including the intensive care department

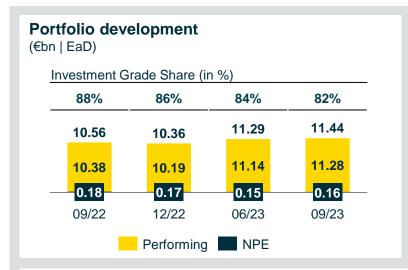
Sector portfolio based on BSS (Industry Control Key)

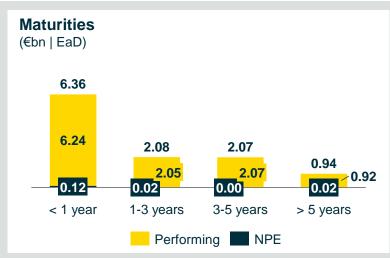


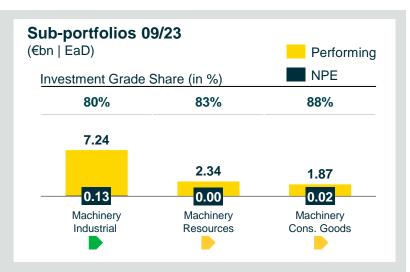
<sup>1) &</sup>quot;Other" sub-portfolio generally includes individual major exposures that carry out business activities in various subsectors and are not allocated to a sub-portfolio. Due to the diversification of these clients, no uniform sector outlook can be given

# **Machinery**









### Portfolio comments / sector outlook

- Overall stable sector due to internationalization and very high diversification within the portfolio
- The sub-segments are tangent to varying degrees. The various trouble spots affect especially weaker companies
- Supply chain disruptions (delays, shortages, especially critical parts) eased slightly, however prices for materials and services are still high and labour costs are expected to increase further, so effects will be seen in the future only. Measures to partially offset these negative effects were taken. Here again the bigger players are able to cope better with the challenges
- Cooling of the world economy and broadly increasing interest rates are resulting in a slight decline in order intake. However, the majority of the clients have a solid order book mostly covering the annual 2023 production and some clients even have order books filled until mid/end 2024, with a vivid order intake
- Prices are leveled on the new reality and escalator clauses are getting less common. However, increased prices from former orders that were transferred are starting to show first positive effects
- Higher prices and the solid order book led to an increased demand for financing especially in guarantee business. Cash financings are mainly requested by strong market players when they see a good opportunity to consolidate their market or broaden their product range or production capability

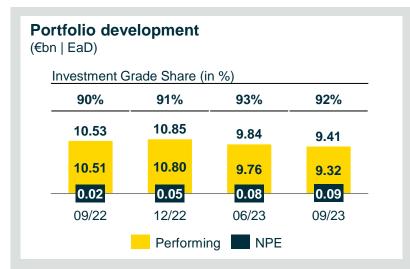
Sector portfolio based on BSS (Industry Control Key)

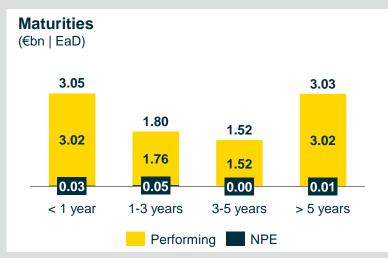


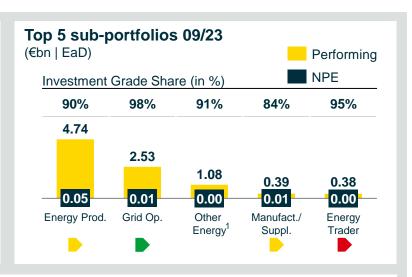
# **Energy / Utilities**



27







### Portfolio comments / sector outlook

- Energy sector: As part of the critical infrastructure the sector is fundamentally stable, albeit was strongly affected by the erratic price developments of fossil fuels, especially gas, last year.

  Thanks to heavy state interventions in all of Europe and a very mild winter the price levels have evened out on an overall acceptable level and as of today the energy supply seems secure for the coming winter 2023/2024 even if some risk factors remain: Gas storage levels are high in all of Europe, Russian energy exports do not play a significant role in Europe's energy supply anymore, most importantly LNG supplier for Europe are now the USA
- Our portfolio is mainly dominated by large international corporations with integrated business models (generation, trade, storage, networks, distribution). Current developments include the strong expansion of renewable energy production facilities with rising investment requirements, the security of supply and the decarbonization of the heating sector. Fossil energy sources continue to decline. Renewable energy expansion requires network expansion and the construction of further storage capacities. We are still very reluctant with wholesale electricity, gas and coal trading companies (especially discount providers) and changed the outlook from yellow to red for the subsector "energy trader"
- In Germany there is an urgent need to establish a regulatory framework for 1) new gas-fired power plants (acc. to BMWK<sup>2</sup> 15-25 gigawatt until 2030), incentive and investment security for implementation still to be established (e.g. capacity mechanism), 2) securing the supply for 2023/2024 including the gas supply and 3) building a hydrogen economy and infrastructure
- Nevertheless and overall, the financial effects for the energy sector should be manageable

Sector portfolio based on BSS (Industry Control Key)

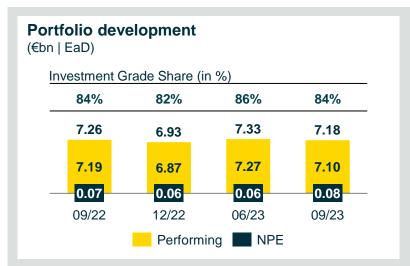


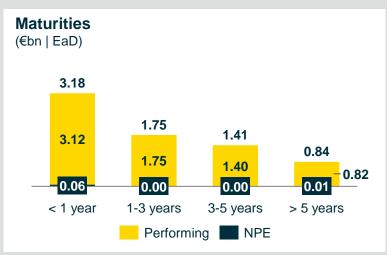
<sup>1) &</sup>quot;Other" sub-portfolio generally includes individual major exposures that carry out business activities in various subsectors and are not allocated to a sub-portfolio. Due to the diversification of these clients, no uniform sector outlook can be given

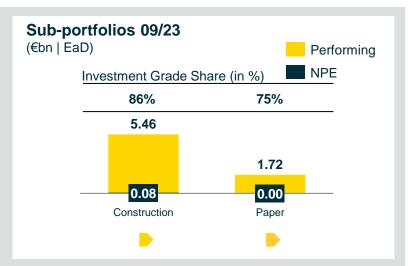
# **Construction / Paper**



28







### Portfolio comments / sector outlook

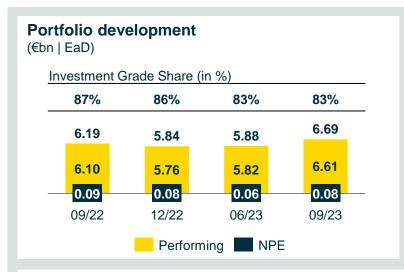
- The construction portfolio is diversified with a high proportion of borrowers with investment grade ratings. Bigger customers are international companies in Europe. The financing focus lies in the short-term and guarantee business
- The increases in material and energy costs led to an significant increase of building costs. The sharp rise in energy costs, the rise in interest rates and due to the accelerating inflation consumers suffer a significant loss of purchasing power. This has led to a significant decline of incoming orders mainly in the private sector but also for commercial and infrastructure investments in Germany. The slowing demand shows a significant negative impact on the construction supply industry and the building materials trade. At the moment we do not see any relaxation in 2023
- Due to necessary investments in the production plants the portfolio in the paper sector has a higher part of mid- and long-term credit facilities. The credit exposure increased continuously over the last months. Due to the deteriorating economy, companies are currently postponing further investments
- The paper industry is experiencing a significant decline in demand due to the overall economic reluctance to buy. This requires price reductions on the sales side, which exceed the material cost savings and the relief on the energy side. Therefore the companies calculate with a lower profitability for 2023
- However, larger companies have broader opportunities to face the current challenges and were able to build up sufficient buffers in the past

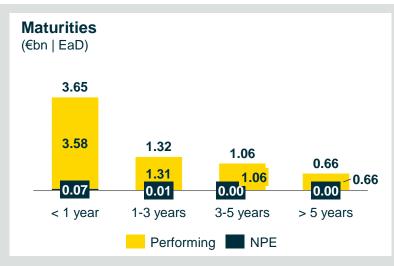
Sector portfolio based on BSS (Industry Control Key)

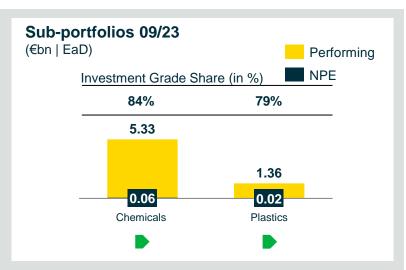


# **Chemicals / Plastics**









### Portfolio comments / sector outlook

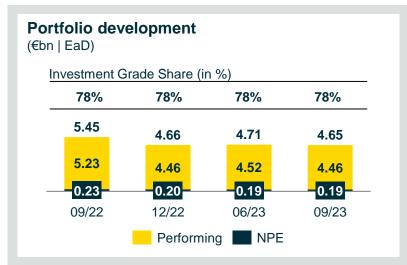
- Despite the effects of the Ukraine war and the recessionary trends with high inflation and rising interest rates, the portfolio's risk profile is satisfactory, with 83% investment grade addresses. 75% of the loans have a term of 3y and are therefore flexible. Outlook: At best, all companies expect stable sales for 2023 without volume growth. EBITDA is expected to reduce by 15-25%, margin pressure is noticeable. Large caps and global players generally have strong financials and are able to absorb the impact of the economic slowdown. While the risk profile of SMEs will temporarily weaken especially in the plastics sector
- Commodity chemicals: Gas serves as a raw material/primary energy source in the production process. The danger of a gas limitation in winter 2022/2023 was avoided. The rise in energy costs led to margin erosion and less attractive production in Germany. Companies are taking the following measures: cost-cutting programs, price increases (price escalation clauses), investment reduction, plant refitting to oil, reactivation of coal-fired power plants and increased use of renewable energies. Some companies are considering to transfer unprofitable production sites to other countries (domestic de-industrialization)
- Global players with production sites in America, Asia and parts out of Western Europe can temporarily balance out negative influences in individual locations. The chemical industry is often at
  the beginning of the value chain and can trigger a chain reaction with unforeseeable consequences if pre-products or intermediates are missing
- Plastics as an important industry with composite materials follows the cyclical nature of its costumer markets and is mostly anchored in the small and medium-sized businesses. Companies are often not able to pass on the energy/raw material prices directly (time lag). Therefore the margins are temporarily weakened

Sector portfolio based on BSS (Industry Control Key)

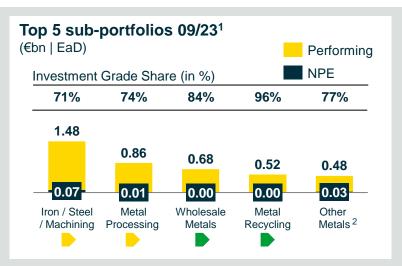


# **Metals**









### Portfolio comments / sector outlook

- The metal portfolio is diversified with a high share of borrowers with investment grade ratings. The portfolio is also regionally wide spread with a high share of international exposures. The focus is primarily on short and mid-term business. Against this background, the portfolio is well prepared for a recession scenario. However sector strategy is still on hold due to the ongoing structural challenges
- Metal production and processing are highly affected by energy and gas price development. Gas serves both as a process component and a primary energy source in the production process. The metal industry is often at the beginning of the value chain and can trigger a knock-on effect with considerable consequences for the buying industries, especially automotive, machinery and construction. Global positioning protects some groups with diversified locations. Production sites in America, Asia and parts of Europe outside the primarily affected countries can temporarily balance out negative influences in individual locations. Moreover, many players have fixed energy contracts for several years to mitigate the bulk of the energy price risk. However some groups (especially aluminum and steel production) have cut production in Europe due to high energy prices
- The metal industry had a strong performance in the past two years because of the rising prices and the good business environment. Due to the economic downturn this has come to an end in 2023, but the earning situation in the sector is still acceptable and sufficient. Some problems are yet to materialize in terms of shrinking demand and high energy costs. However, producers are entering this downturn in a better leveraged position than in previous periods as liquidity and better equity reserves were built up from the good operating profitability in the last years. Therefore the sector outlook overall is stable

Sector portfolio based on BSS (Industry Control Key)



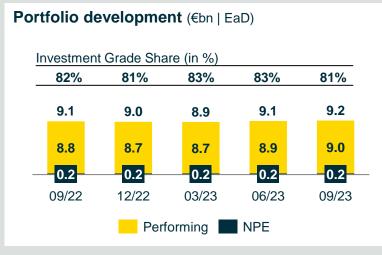
<sup>1)</sup> Foundries with yellow sector outlook are not part of top 5 sub-portfolios

<sup>2) &</sup>quot;Other" sub-portfolio generally includes individual major exposures that carry out business activities in various subsectors and are not allocated to a sub-portfolio. Due to the diversification of these clients, no uniform sector outlook can be given

# **Commercial Real Estate (asset-based)**

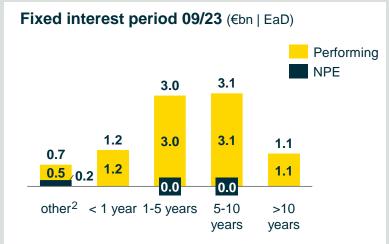


31





### Top 5 asset classes 09/23 (€bn | EaD) Performing NPE Investment Grade Share (in %) 83% 81% 77% 88% 76% 3.5 3.1 1.2 0.0 0.0 Residential Office Retail Logistics Production Tourism



### **Portfolio**

- Portfolio amounts to €9.2bn of which €0.2bn is nonperforming exposure (~2% of total portfolio)
- Sound rating profile with a high share of 81% with investment grade quality
- EaD share to IFRS9 stages: 93% in S1 (94% 06/23), 5% in S2 (3% 06/23) and 2% in S3 (almost completely one legacy case; 2% 06/2023)
- Assets focused on most attractive A-cities. Over 99% of financed objects are located in Germany
- Offices and residential with the highest share of the portfolio (together €6.6bn)
- Average LTV is 52% largest asset class office with 51% LTV
- Nearly 50% of the portfolio with full or partial recourse to the sponsor or borrower
- Development risk with about 5% share of the portfolio; increased requirements implemented

### Strategy

 As a result of the current macroeconomic situation, the new business strategy will continue to be cautious. Strong restraint in the non-food retail sector

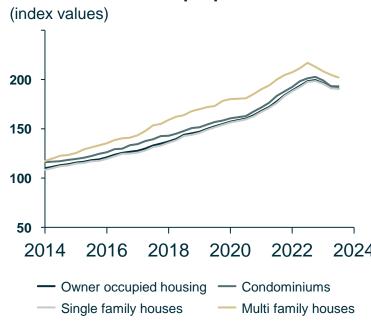
- 1) City categories according to Bulwiengesa. Category A represents the seven most attractive and liquid real estate cities in Germany
- 2) Until further notice or variable interest rate

# Residential mortgage business and property prices



32

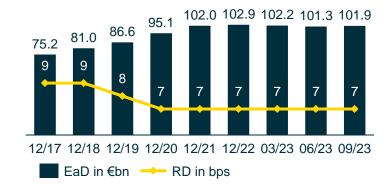
### **German residential properties**



Prices of houses and flats, existing stock and newly constructed dwellings, averages

### Overall mortgage portfolio

 Q3 mortgage volume slightly increased – risk quality remained stable so far:



- Rating profile with a share of 92.7% in investment grade ratings; poor rating classes 4.x/5.x with 1.5% share only
- Vintages of recent years developed more favorably so far; NPE-ratio remains at a low level of less than 0.4% (coverage 87%)

- New business in Q3 2023 with €2.2bn around 6% higher than in previous quarter but still on much lower level than in previous years
- PD in new business slightly deteriorated to 0.50%, repayment rates slightly down from 2.54% to 2.39%
- Portfolio guidelines and observations for PD, LtCV and repayment rates are continuously monitored. Compared to the drawn loan volume, the EaD (exposure at default) also considers undrawn commitments
- Average "Beleihungsauslauf" (BLA) in new business of 82.2% in Q3 2023 (81.1% in Q2).
   German BLA is more conservative than the internationally used LtV definition due to the application of the strict German Pfandbrief law
- Increased costs of living are adequately taken into account in the application process

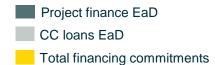
Risk parameters unchanged, but economic environment of high interest rates, inflation and recession is still challenging – however, we do not expect significant price declines in the German real estate market within the next months

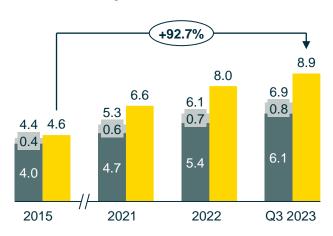
# Development of renewable energy portfolio



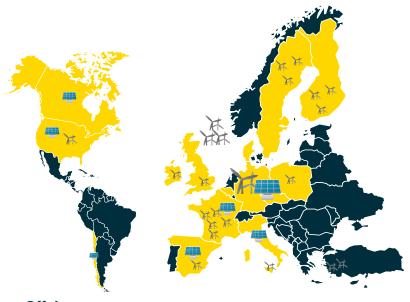
### Renewable energy portfolio

(€bn | eop)





# Global footprint of renewable energy financing



### Offshore:

Commerzbank active globally as MLA¹ and lender with offshore projects in Germany, France, Belgium, UK and Taiwan

### **International RE project finance:**

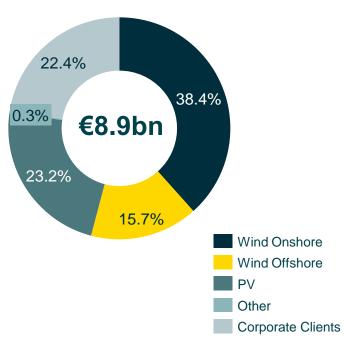
amongst others US, UK, France, Netherlands and Spain

### **Core market Germany:**

approx. 43% of portfolio in Germany

### Renewable energy portfolio

(€bn | financing commitments eop)





**43%** invested in Germany



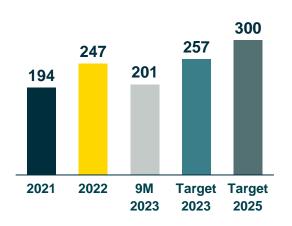
**57%** invested globally

<sup>1)</sup> MLA = Mandated Lead Arranger

# Good development of sustainable products in Q3 2023









### **Advisory products**

(no balance sheet impact, €bn)



### **Loan products**

(with balance sheet impact, €bn)

### **Corporate Clients**

- Accompanied ESG bond transactions (e.g. green and social bonds)\*
- Sustainable investment solutions for Corporate Clients\*\*



- Renewable energy loan portfolio\*\*
- Sustainability linked loans\*
- KfW sustainability linked programmes\*



### Private & Small-Business Customers<sup>1</sup>

- Asset management, securities advisory and brokerage\*\*
- Commerz Real products\*\*
- Retirement solutions\*



- Green mortgages\*\*
- KfW programmes\*\*



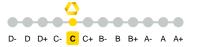
<sup>1) 2021</sup> and 2022 numbers based on different method of calculation due to broader scope of included advisory products. \* Flow value / \*\* Stock value

# ESG ratings prove that we are on the right track













### **ESG** Rating

Double A rated in the upper part of the MSCI ESG rating scale

Above industry average positions in terms of privacy & data security, human capital development and financing environmental impact



### **ESG Risk Rating**

Commerzbank is at medium risk of experiencing material financial impacts from ESG factors (score of 21.6 / 100 with 0 being the best)

Very well positioned above industry average on the 1st quantile



### **ESG Corporate Rating**

Rated in the ISS ESG prime segment and within the top 20% of the industry group

Excellent ratings especially in the categories staff & suppliers, environmental management, corporate governance and business ethics





### **ESG QualityScores**

Commerzbank assigned with low ESG risks by ISS ESG QualityScores

Social QualityScore 1, Environmental QualityScore 2, Governance QualityScore 3





### **Climate Change Rating**

Until 11 / 22: rated B (above-average in financial sector).
Positioned as "Sector Leader Financials" in DACH region (ranked top 15% of financials in Germany, Austria and Switzerland)

12 / 22: rated C, global average (all industries)

Supplier Engagement Rating: rated A-

# Commerzbank financials at a glance



| Group   |     | Q3 2022 | Q2 2023 | Q3 2023 | 9M 2022 | 9M 2023 |
|---|-----|---------|---------|---------|---------|---------|
| Total revenues  | €m  | 1,886   | 2,629   | 2,755   | 7,098   | 8,052   |
| Risk result   | €m  | -84     | -208    | -91     | -654    | -367    |
| Personnel expenses  | €m  | 851     | 869     | 917     | 2,535   | 2,684   |
| Administrative expenses (excl. depreciation)                    | €m  | 377     | 409     | 395     | 1,144   | 1,185   |
| Depreciation  | €m  | 202     | 203     | 193     | 612     | 581     |
| Compulsory contributions  | €m  | 91      | 52      | 45      | 583     | 357     |
| Operating result  | €m  | 282     | 888     | 1,116   | 1,571   | 2,879   |
| Net result  | €m  | 195     | 565     | 684     | 963     | 1,829   |
| Cost/income ratio (excl. compulsory contributions)              | %   | 75.8    | 56.3    | 54.6    | 60.4    | 55.3    |
| Cost/income ratio (incl. compulsory contributions)              | %   | 80.6    | 58.3    | 56.2    | 68.7    | 59.7    |
| Accrual for potential AT1 coupon distribution current year      | €m  | -53     | -48     | -50     | -151    | -146    |
| Net RoE   | %   | 2.2     | 7.6     | 9.2     | 4.2     | 8.3     |
| Net RoTE  | %   | 2.2     | 7.9     | 9.6     | 4.3     | 8.6     |
| Total assets  | €bn | 536     | 502     | 510     | 536     | 510     |
| Loans and advances (amortised cost)                             | €bn | 276     | 271     | 275     | 276     | 275     |
| RWA   | €bn | 174     | 174     | 174     | 174     | 174     |
| CET1 ratio <sup>1</sup>   | %   | 13.8    | 14.4    | 14.6    | 13.8    | 14.6    |
| Total capital ratio (with transitional provisions) <sup>1</sup> | %   | 18.3    | 19.0    | 19.2    | 18.3    | 19.2    |
| Leverage ratio <sup>1</sup>                                     | %   | 4.5     | 4.9     | 4.9     | 4.5     | 4.9     |
| Liquidity coverage ratio (LCR)                                  | %   | 139.8   | 128.4   | 139.2   | 139.8   | 139.2   |
| Net stable funding ratio (NSFR)                                 | %   | 129.0   | 125.4   | 127.0   | 129.0   | 127.0   |
| NPE ratio   | %   | 0.9     | 1.1     | 1.0     | 0.9     | 1.0     |
| Group CoR (year-to-date)  | bps | 15      | 10      | 9       | 15      | 9       |
| Group CoR on Loans (CoRL) (year-to-date)                        | bps | 32      | 21      | 18      | 32      | 18      |
| Full-time equivalents excl. junior staff (end of period)        |     | 36,386  | 35,935  | 36,257  | 36,386  | 36,257  |

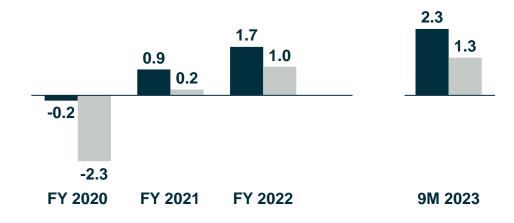
<sup>1)</sup> Capital reduced by pay-out accrual and potential (fully discretionary) AT1 coupons

# **Key figures Commerzbank share**



### Figures per share

(€)



|                                    | YE 2020   | YE 2021            | YE 2022            | 9M 2023            |
|------------------------------------|-----------|--------------------|--------------------|--------------------|
| Number of shares issued (m)        | ,         | 1,252.40           | 1,252.40           | 1,240.22           |
| Market capitalisation (€bn)        | 6.6       | 8.4                | 11.1               | 13.4               |
| Net asset value per share (€)      | 19.80     | 20.50 <sup>2</sup> | 21.60 <sup>2</sup> | 23.10 <sup>3</sup> |
| Low/high Xetra intraday prices (€) | 2.80/6.83 | 4.70/7.19          | 5.17/9.51          | 8.31/12.01         |

EPS1

Operating result per share<sup>1</sup>

<sup>1)</sup> Based on average number of outstanding shares in the period

Restatement

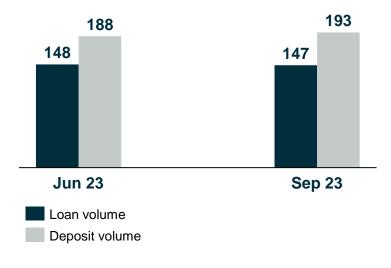
<sup>3)</sup> Based on number of outstanding shares

### Loan and deposit development



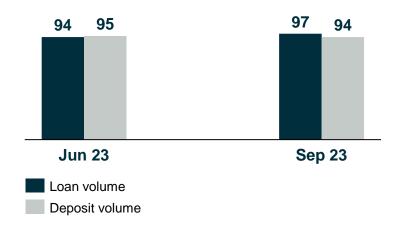
**PSBC** 

(€bn | monthly average)



### **Corporate Clients**

(€bn | monthly average)



### **Highlights**

Loan volume down in mBank while almost stable in PSBC Germany

Increase in deposit volume in PSBC Germany Private Customers while mostly stable in mBank In CC, loan volumes mainly increased in International Corporates

Deposit volumes slightly lower in Mittelstand and International Corporates

In PSBC Germany >90% of deposits are insured (>65% statutory and >25% private insurance)

In CC >60% of deposits are insured (<5% statutory and almost 60% private insurance)

### Comfortable fulfilment of RWA and LRE MREL requirements 4

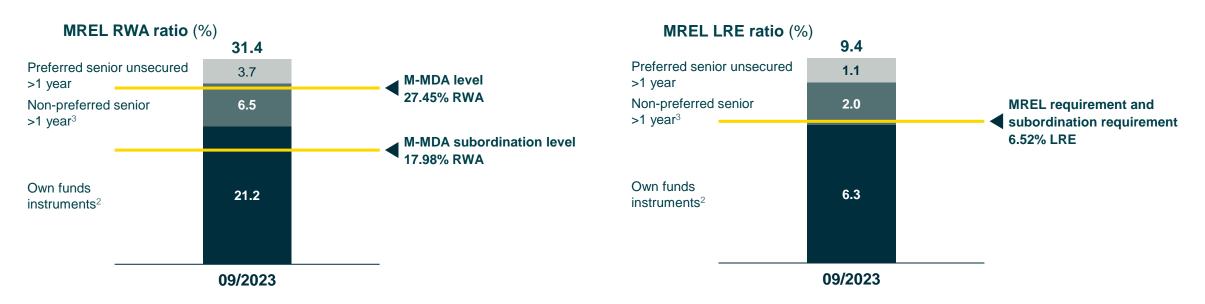


#### **MREL Requirements and M-MDA**

Based on data as of 30 September 2023, Commerzbank fulfils its current MREL RWA requirement of 22.97% plus the combined buffer requirement (CBR) of 4.48% with an MREL ratio of 31.4% and the MREL subordination requirement of 13.50% plus CBR of 4.48% with a ratio of 27.7% of RWA

Both, the MREL LRE ratio of 9.4% and MREL subordination LRE ratio of 8.3% comfortably meet the unchanged requirement of 6.52%, each as of 30 September 2023

The issuance strategy is consistent with both, the RWA and the LRE based MPE MREL requirements



In May 2023, Commerzbank AG received its current MREL requirement calibrated based on data as of 31 December 2021. The resolution approach is a multiple point of entry (MPE) with two separate resolution groups (resolution group A: Commerzbank Group without mBank subgroup: resolution group B: mBank subgroup). The legally binding MREL (subordination) requirement is defined as a percentage of risk-weighted assets (RWA) and leverage ratio exposure (LRE)

Includes amortized amount (regulatory) of Tier 2 instruments with maturity > 1 year

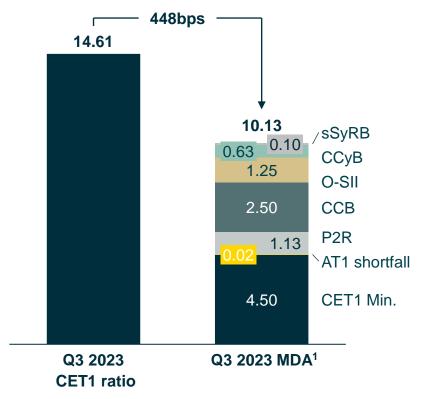
According to §46f KWG or non-preferred senior by contract

### Commerzbank's current MDA



# Distance to MDA based on SREP requirement for Q3 2023

(%)



### **Highlights**

448bps distance to MDA based on Q3 2023 CET1 ratio of 14.61% and SREP requirement for 2022

#### Further regulatory comments:

- MDA increased by 5bps compared to Q2 2023 mainly driven by CCyB increase in UK
- Currently small AT1 shortfall of 2bps
- Tier 2 with moderate maturities and issuance needs in 2023.
- Well prepared for small MDA increase in Q4 2023 due to upcoming increase of CCyB ~2bps

AT1 issuance strategy continues in light of economical decisions and in relation to distance to MDA while goal for the Tier 2 layer is  $\geq 2.5\%$ 

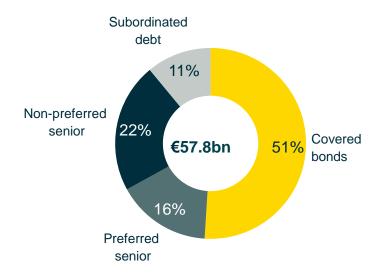
<sup>1)</sup> Based on RWAs of €173.6bn as of Q3 2023. AT1 requirement of 1.875% and Tier 2 requirement of 2.5%

# Capital markets funding plan almost completely fulfilled – €9.4bn issued in 9M 2023



#### Funding structure<sup>1</sup>

(as of 30 September 2023)



### **Highlights**

#### Pfandbriefe:

€4.25bn Mortgage-Pfandbriefe with maturities between 3 and 10 years €750m 2.5 year Public sector Pfandbrief

#### Non-preferred senior:

€750m 7NC6 year benchmark and CHF325m 4 and 5 tenor €600m Green bond 5.5NC4.5 issuance

#### Tier 2:

SGD300m 10.25NC5.25 and €500m 10.25NC5.25 transactions
In October<sup>2</sup> another SGD300m 10.5NC5.5

#### Private placements:

€1bn Pfandbriefe and unsecured bonds

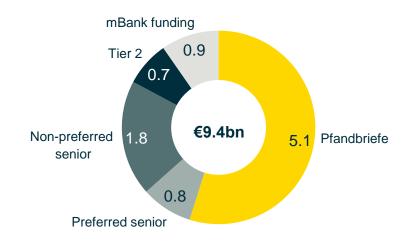
#### mBank Funding:

Green non-preferred senior €750m 4NC3 bond

Approaching upper end of our guidance range for 2023 funding volume of €8-10bn

### **Group issuance activities 9M 2023**

(€bn | nominal values)



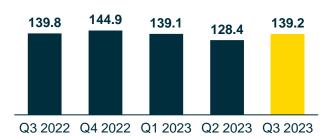
<sup>1)</sup> Based on balance sheet figures

<sup>2)</sup> Not included in figures

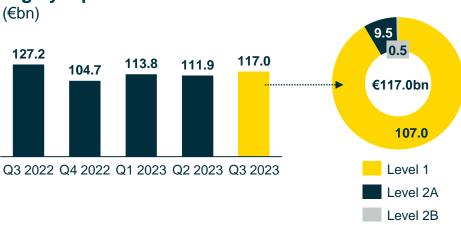
### **Comfortable liquidity position**







### Highly liquid assets



#### **Net stable funding ratio (NSFR)**





### **Liquidity risk management**

- Daily calculation of the liquidity gap profile
- Liquidity reserves are ring-fenced in separate portfolios on the balance sheet (assets and funding respectively)
- Intraday liquidity reserve portfolio (central bank eligible collateral) serves as cushion for a possible intraday stress
- Stress liquidity reserve portfolio consists of highly liquid assets and covers potential liquidity outflows according to the liquidity gap profile under stress

# **Rating overview Commerzbank**



| As of 8 November 2023                       | S&P Global | MOODY'S INVESTORS SERVICE |
|---|------------|---------------------------|
| Bank ratings                                | S&P        | Moody's                   |
| Counterparty rating/assessment <sup>1</sup> | А          | A1/ A1 (cr)               |
| Deposit rating <sup>2</sup>                 | A- stable  | A1 stable                 |
| Issuer credit rating (long-term debt)       | A- stable  | A2 stable                 |
| Stand-alone rating (financial strength)     | bbb        | baa2                      |
| Short-term debt                             | A-2        | P-1                       |
| Product ratings (unsecured issuances)       |            |                           |
| Preferred senior unsecured debt             | A- stable  | A2 stable                 |
| Non-preferred senior unsecured debt         | BBB-       | Baa2                      |
| Subordinated debt (Tier 2)                  | BB+        | Baa3                      |
| Additional Tier 1 (AT1)                     | BB-        | Ba2                       |
| Product ratings (secured issuances)         |            |                           |
| Mortgage Pfandbriefe                        | -          | Aaa                       |
| Public Sector Pfandbriefe                   | -          | Aaa                       |

### **Recent rating events**

No rating events in the past quarter

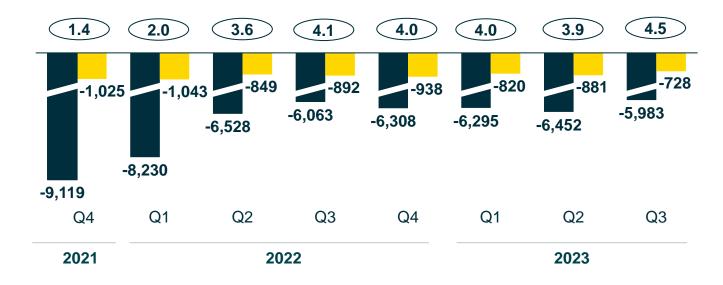
<sup>1)</sup> Includes parts of client business (i.e. counterparty for derivatives)

<sup>2)</sup> Includes corporate and institutional deposits

# IAS 19: Development of pension obligations



### **Cumulated actuarial gains and losses** (€m)



Pension obligations (gross)
Cumulated OCI effect<sup>1</sup>
Discount rate in %<sup>2</sup>

### **Explanation**

The EUR IAS19 discount rate increased again in Q3 2023 due to the strong rise in the long end of the yield curve. The present-valued pension obligations (DBO) therefore decreased accordingly, producing a large YtD valuation gain in OCI

Pension assets managed to achieve a small YtD valuation gain, partly due to a corridor-positioning in the LDI strategy and partly due to the Growth strategy reacting only to the moderate rise in the shorter end of the yield curve as well as to increasing equity markets

In total the large liability gain and the small asset gain led to a YtD OCI effect of +€210m (after tax) on Group level

The discount rate is derived from an AA rated government bond basket, re-calibrated on corporate bond level, with average duration of 14 years

Funding ratio (plan assets vs. pension obligations) is 114% across all Group plans

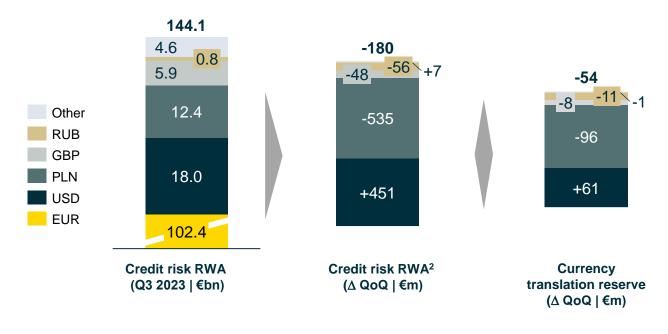
<sup>1)</sup> OCI effect driven by development of plan assets versus pension obligations, after tax, without minorities; cumulated since 1/1/2013 (new IAS19 standard) including possible restatements

<sup>2)</sup> Discount rate for pension plans in Germany (represents 96% of total pension obligations)

### **FX** impact on CET1 ratio



#### QoQ change in FX capital position



### **Explanation**

Slight negative impact on CET1 ratio<sup>1</sup> from decreasing effect of the currency translation reserve as it overcompensates lower FX driven credit risk RWA

Decrease in credit risk RWA from FX effects mainly due to weaker PLN (-€535m), RUB (-€56m) and GBP (-€48m), partly offset by USD (+€451m)

Lower currency translation reserve mainly due to decrease from PLN (-€96m), RUB (-€11m) and GBP (-€8m), partly compensated by USD (+€61m)

| FX rates <sup>3</sup> | 06/23  | 09/23   |
|-----------------------|--------|---------|
| EUR / GBP             | 0.858  | 0.865   |
| EUR / PLN             | 4.439  | 4.628   |
| EUR / USD             | 1.087  | 1.059   |
| EUR / RUB             | 97.685 | 103.127 |

<sup>1)</sup> Based on current CET1 ratio

<sup>2)</sup> Change in credit risk RWA solely based on FX not on possible volume effects since 06/23

<sup>3)</sup> FX rates of main currencies only

# **Group equity composition**



|   | Capital<br>Q2 2023<br>EoP<br>€bn | Capital<br>Q3 2023<br>EoP<br>€bn | Capital<br>Q3 2023<br>Average<br>€bn |  | P&L<br>Q2 2023<br>€m | P&L<br>Q3 2023<br>€m |             | Ratios<br>Q3 2023 |
|---|----------------------------------|----------------------------------|--------------------------------------|--|----------------------|----------------------|-------------|-------------------|
| Common equity tier 1 capital                                | 25.1                             | 25.4                             | <b>25.4</b> <sup>1</sup>             | Operating Result   | 888                  | 1,116                | → Op. RoCET | 17.6%             |
| DTA   | 0.3                              | 0.2                              |                                      |  |                      |                      |             |                   |
| Minority interests  | 0.4                              | 0.4                              |                                      |  |                      |                      |             |                   |
| Prudent Valuation   | 0.4                              | 0.4                              |                                      |  |                      |                      |             |                   |
| Defined Benefit pension fund assets                         | 0.5                              | 0.8                              |                                      |  |                      |                      |             |                   |
| Instruments that are given recognition in AT1 Capital       | 3.1                              | 3.1                              |                                      |  |                      |                      |             |                   |
| Other regulatory adjustments                                | 0.4                              | 0.4                              |                                      |  |                      |                      |             |                   |
| Tangible equity   | 30.3                             | 30.7                             | 30.6 <sup>1</sup>                    | Operating Result   | 888                  | 1,116                | → Op. RoTE  | 14.6%             |
| Goodwill and other intangible assets (net of tax)           | 1.1                              | 1.1                              | 1.1                                  |  |                      |                      |             |                   |
| IFRS capital  | 31.4                             | 31.7                             | <b>31.7</b> <sup>1</sup>             |  |                      |                      |             |                   |
| Subscribed capital  | 1.2                              | 1.2                              |                                      |  |                      |                      |             |                   |
| Capital reserve   | 10.1                             | 10.1                             |                                      |  |                      |                      |             |                   |
| Retained earnings   | 16.6                             | 17.0                             |                                      |  |                      |                      |             |                   |
| t/o consolidated P&L  | 1.1                              | 1.8                              |                                      |  |                      |                      |             |                   |
| t/o cumulated accrual for pay-out and potential AT1 coupons | -0.6                             | -0.9                             |                                      |  |                      |                      |             |                   |
| Currency translation reserve                                | -0.3                             | -0.3                             |                                      |  |                      |                      |             |                   |
| Revaluation reserve   | -0.3                             | -0.3                             |                                      | Consolidated P&L   | 565                  | 684                  |             |                   |
| Cash flow hedges  | -0.1                             | -0.1                             |                                      | ./. accrual for potential AT1 coupon distribution current year | -48                  | -50                  |             |                   |
| IFRS capital attributable to Commerzbank shareholders       | 27.3                             | 27.7                             | <b>27.5</b> <sup>1</sup>             | Consolidated P&L adjusted for RoE/RoTE                         | 517                  | 635                  | → Net RoE   | 9.2%              |
| Tangible equity attributable to Commerzbank shareholders    | 26.2                             | 26.6                             | 26.6 <sup>1</sup>                    |  |                      |                      | → Net RoTE  | 9.6%              |
| Additional equity components                                | 3.1                              | 3.1                              | 3.1                                  |  |                      |                      |             |                   |
| Non-controlling interests                                   | 1.0                              | 1.0                              | 1.0                                  |  |                      |                      |             |                   |

<sup>1)</sup> Includes consolidated P&L reduced by pay-out accrual and accrual for potential (fully discretionary) AT1 coupons

# **Commerzbank Group**



| Total underlying revenues  Exceptional items  Total revenues  o/w Net interest income o/w Net commission income o/w Net fair value result o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income  Risk result Operating expenses | 2022<br>2,737<br>56<br>2,793<br>1,401<br>970<br>353<br>69<br>-<br>13<br>26<br>-<br>30<br>-464 | 2022 2,309 111 2,420 1,478 894 69 -22 8 -55 -24 4 45 | 2022 2,066 -181 1,886 1,621 849 172 -757 13 -39 -284 5 | 7,112<br>-14<br>7,098<br>4,500<br>2,714<br>594<br>-709<br>21<br>-80<br>-282 | 2022  2,401 -38  2,363 1,958 806 -143 -258 11 -33 | 9,513<br>-52<br>9,461<br>6,459<br>3,519<br>451<br>-967<br>32<br>-113 | 2023 2,655 13 2,668 1,947 915 -72 -1223    | 2023<br>2,621<br>9<br>2,629<br>2,130<br>841<br>-17<br>-324<br>4 | 2023 2,727 27 2,755 2,166 831 -67 -175 9        | 8,003<br>49<br>8,052<br>6,242<br>2,587<br>-157<br>-621 |
|--|---|--|--|---|---|--|--|---|---|--|
| Exceptional items  Total revenues o/w Net interest income o/w Net commission income o/w Net fair value result o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income   | 56 2,793 1,401 970 353 69 - 13 26 - 30 -464   | 111 2,420 1,478 894 69 -22 8 -55 -24                 | -181 1,886 1,621 849 172 -757 13 -39                   | -14<br>7,098<br>4,500<br>2,714<br>594<br>-709<br>21<br>-80                  | -38 2,363 1,958 806 -143 -258 11                  | -52<br>9,461<br>6,459<br>3,519<br>451<br>-967<br>32                  | 13<br>2,668<br>1,947<br>915<br>-72<br>-122 | 9<br>2,629<br>2,130<br>841<br>-17<br>-324<br>4                  | 27<br>2,755<br>2,166<br>831<br>-67<br>-175<br>9 | 49<br>8,052<br>6,242<br>2,587<br>-157<br>-621<br>12    |
| Total revenues o/w Net interest income o/w Net commission income o/w Net fair value result o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income  | 2,793 1,401 970 353 69 - 13 26 - 30 -464  | 2,420 1,478 894 69 -22 8 -55 -24                     | 1,886<br>1,621<br>849<br>172<br>-757<br>13<br>-39      | 7,098<br>4,500<br>2,714<br>594<br>-709<br>21<br>-80                         | 2,363<br>1,958<br>806<br>-143<br>-258<br>11       | 9,461<br>6,459<br>3,519<br>451<br>-967<br>32                         | 2,668<br>1,947<br>915<br>-72<br>-122       | 2,629<br>2,130<br>841<br>-17<br>-324<br>4                       | 2,755<br>2,166<br>831<br>-67<br>-175            | 8,052<br>6,242<br>2,587<br>-157<br>-621                |
| o/w Net interest income o/w Net commission income o/w Net fair value result o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income   | 1,401<br>970<br>353<br>69<br>-<br>13<br>26<br>-<br>30<br>-464                                 | 1,478<br>894<br>69<br>-22<br>8<br>-55<br>-24         | 1,621<br>849<br>172<br>-757<br>13<br>-39               | 4,500<br>2,714<br>594<br>-709<br>21<br>-80                                  | 1,958<br>806<br>-143<br>-258<br>11<br>-33         | 6,459<br>3,519<br>451<br>-967<br>32                                  | 1,947<br>915<br>-72<br>-122                | 2,130<br>841<br>-17<br>-324<br>4                                | 2,166<br>831<br>-67<br>-175                     | 6,242<br>2,587<br>-157<br>-621<br>12                   |
| o/w Net commission income o/w Net fair value result o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income Risk result   | 970<br>353<br>69<br>-<br>13<br>26<br>-<br>30  | 894<br>69<br>-22<br>8<br>-55<br>-24                  | 849<br>172<br>-757<br>13<br>-39                        | 2,714<br>594<br>-709<br>21<br>-80   | 806<br>-143<br>-258<br>11<br>-33                  | 3,519<br>451<br>-967<br>32   | 915<br>-72<br>-122                         | 841<br>-17<br>-324<br>4   | 831<br>-67<br>-175<br>9                         | 2,587<br>-157<br>-621<br>12                            |
| o/w Net fair value result o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income Risk result   | 353<br>69<br>-<br>13<br>26<br>-<br>30<br>-464   | 69<br>-22<br>8<br>-55<br>-24<br>4                    | 172<br>-757<br>13<br>-39                               | 594<br>-709<br>21<br>-80  | -143<br>-258<br>11<br>-33                         | 451<br>-967<br>32  | -72<br>-122<br>-                           | -17<br>-324<br>4  | -67<br>-175<br>9                                | -157<br>-621<br>12                                     |
| o/w Other income o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income Risk result   | 69<br>-<br>13<br>26<br>-<br>30<br>-464  | -22<br>8<br>-55<br>-24<br>4                          | -757<br>13<br>-39<br>-284                              | -709<br>21<br>-80   | -258<br>11<br>-33                                 | -967<br>32   | -122<br>-                                  | -324<br>4   | -175<br>9                                       | -621<br>12   |
| o/w Dividend income o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income Risk result  | -<br>13<br>26<br>-<br>30<br>-464  | 8<br>-55<br>-24<br>4                                 | 13<br>-39<br>-284                                      | 21<br>-80   | 11<br>-33   | 32   | -  | 4   | 9   | 12   |
| o/w Net income from hedge accounting o/w Other financial result o/w At equity result o/w Other net income Risk result  | 13<br>26<br>-<br>30<br>-464   | -55<br>-24<br>4                                      | -39<br>-284  | -80   | -33   |  |  |   |   |  |
| o/w Other financial result o/w At equity result o/w Other net income Risk result   | 26<br>-<br>30<br>-464   | -24<br>4   | -284   |   |   | -113   | -3   | 10  |   |  |
| o/w At equity result o/w Other net income Risk result  | -<br>30<br>-464   | 4  |  | -282  |   |  |  | 10  | -8  | -1   |
| o/w Other net income Risk result   | 30<br>-464  | · · · · · · · · · · · · · · · · · · ·                | 5  |   | -11   | -292   | 3  | 15  | 60  | 77   |
| Risk result  | -464  | 45   |  | 9   | 4   | 13   | 1  | 3   | -   | 3  |
|  |   |  | -452   | -377  | -229  | -606   | -123                                       | -355  | -235  | -712   |
| Operating expenses   | 4 400   | -106   | -84  | -654  | -222  | -876   | -68  | -208  | -91   | -367   |
|  | 1,438   | 1,423  | 1,429  | 4,291   | 1,553   | 5,844  | 1,464                                      | 1,481   | 1,504   | 4,449  |
| Compulsory contributions   | 347   | 144  | 91   | 583   | 59  | 642  | 260  | 52  | 45  | 357  |
| Operating result   | 544   | 746  | 282  | 1,571   | 528   | 2,099  | 875  | 888   | 1,116   | 2,879  |
| Restructuring expenses   | 15  | 25   | 14   | 54  | 40  | 94   | 4  | 4   | 6   | 14   |
| Pre-tax result Commerzbank Group   | 529   | 721  | 267  | 1,517   | 488   | 2,005  | 871  | 885   | 1,109   | 2,865  |
| Taxes on income  | 199   | 226  | 228  | 653   | -41   | 612  | 279  | 338   | 405   | 1,022  |
| Minority Interests   | 32  | 25   | -155   | -98   | 57  | -42  | 12   | -19   | 20  | 14   |
| Consolidated Result attributable to Commerzbank shareholders and investors in additional equity components   | 298   | 470  | 195  | 963   | 472   | 1,435  | 580  | 565   | 684   | 1,829  |
| Total Assets   | 519,322   | 528,903  | 535,645  | 535,645   | 477,428   | 477,428  | 497,357                                    | 501,603   | 509,885   | 509,885  |
| Average capital employed   | 23,755  | 23,988   | 24,102   | 23,965  | 24,112  | 24,003   | 24,048                                     | 24,729  | 25,365  | 24,708   |
| RWA credit risk (end of period)  | 144,783   | 146,222  | 144,789  | 144,789   | 140,473   | 140,473  | 142,866                                    | 144,802   | 144,128   | 144,128  |
| RWA market risk (end of period)  | 10,432  | 8,934  | 9,784  | 9,784   | 7,060   | 7,060  | 7,588                                      | 8,326   | 8,701   | 8,701  |
| RWA operational risk (end of period)   | 19,891  | 19,891   | 19,891   | 19,891  | 21,199  | 21,199   | 21,074                                     | 20,849  | 20,797  | 20,797   |
| RWA (end of period)  | 175,106   | 175,047  | 174,464  | 174,464   | 168,731   | 168,731  | 171,528                                    | 173,977   | 173,626   | 173,626  |
| Cost/income ratio (excl. compulsory contributions) (%)   | 51.5%   | 58.8%  | 75.8%  | 60.4%   | 65.7%   | 61.8%  | 54.9%                                      | 56.3%   | 54.6%   | 55.3%  |
| Cost/income ratio (incl. compulsory contributions) (%)   | 63.9%   | 64.8%  | 80.6%  | 68.7%   | 68.2%   | 68.6%  | 64.6%                                      | 58.3%   | 56.2%   | 59.7%  |
| Operating return on CET1 (RoCET) (%)   | 9.2%  | 12.4%  | 4.7%   | 8.7%  | 8.8%  | 8.7%   | 14.6%                                      | 14.4%   | 17.6%   | 15.5%  |
| Operating return on tangible equity (%)  | 7.6%  | 10.3%  | 3.8%   | 7.2%  | 7.2%  | 7.2%   | 11.8%                                      | 11.8%   | 14.6%   | 12.7%  |
| Return on equity of net result (%)   | 3.9%  | 6.5%   | 2.2%   | 4.2%  | 6.5%  | 4.7%   | 8.0%                                       | 7.6%  | 9.2%  | 8.3%   |
| Net return on tangible equity (%)  | 4.0%  | 6.7%   | 2.2%   | 4.3%  | 6.7%  | 4.9%   | 8.3%                                       | 7.9%  | 9.6%  | 8.6%   |

### **Private and Small-Business Customers**



| C  | Q1      | Q2      | Q3      | 9M      | Q4      | FY      | Q1      | Q2      | Q3      | 9M      |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| €m   | 2022    | 2022    | 2022    | 2022    | 2022    | 2022    | 2023    | 2023    | 2023    | 2023    |
| Total underlying revenues                              | 1,474   | 1,519   | 1,066   | 4,060   | 1,479   | 5,539   | 1,495   | 1,284   | 1,399   | 4,178   |
| Exceptional items                                      | -7      | 21      | -275    | -261    | -11     | -272    | 7       | -7      | -6      | -6      |
| Total revenues   | 1,467   | 1,540   | 791     | 3,798   | 1,468   | 5,267   | 1,502   | 1,277   | 1,392   | 4,171   |
| o/w Net interest income                                | 808     | 985     | 1,023   | 2,816   | 1,125   | 3,941   | 1,091   | 1,119   | 1,158   | 3,369   |
| o/w Net commission income                              | 640     | 586     | 535     | 1,761   | 484     | 2,245   | 592     | 530     | 516     | 1,638   |
| o/w Net fair value result                              | 55      | -47     | -38     | -30     | -49     | -79     | -34     | -45     | -64     | -144    |
| o/w Other income                                       | -36     | 15      | -728    | -749    | -92     | -841    | -147    | -328    | -218    | -692    |
| o/w Dividend income                                    | -       | 4       | 13      | 17      | 2       | 19      | -       | 1       | 10      | 11      |
| o/w Net income from hedge accounting                   | -       | 1       | -12     | -12     | 10      | -2      | -       | -2      | 4       | 2       |
| o/w Other financial result                             | -5      | -5      | -270    | -280    | -14     | -294    | -12     | -5      | 1       | -16     |
| o/w At equity result                                   | -1      | -1      | 3       | 2       | 4       | 5       | -       | -       | -1      | -1      |
| o/w Other net income                                   | -30     | 16      | -462    | -476    | -93     | -569    | -134    | -321    | -232    | -688    |
| Risk result  | -72     | -88     | -90     | -251    | -141    | -392    | -128    | -49     | -94     | -271    |
| Operating expenses                                     | 821     | 829     | 821     | 2,470   | 944     | 3,414   | 846     | 880     | 866     | 2,592   |
| Compulsory contributions                               | 171     | 143     | 88      | 401     | 58      | 460     | 140     | 62      | 45      | 246     |
| Operating result                                       | 403     | 481     | -208    | 676     | 325     | 1,001   | 389     | 286     | 388     | 1,063   |
| Total Assets   | 168,321 | 168,145 | 169,140 | 169,140 | 170,749 | 170,749 | 172,230 | 173,963 | 176,152 | 176,152 |
| Liabilities  | 203,035 | 204,424 | 206,146 | 206,146 | 210,295 | 210,295 | 208,608 | 211,599 | 215,969 | 215,969 |
| Average capital employed                               | 6,661   | 6,844   | 6,737   | 6,740   | 6,669   | 6,724   | 6,804   | 6,817   | 6,742   | 6,784   |
| RWA credit risk (end of period)                        | 42,157  | 41,586  | 40,862  | 40,862  | 39,699  | 39,699  | 39,857  | 40,042  | 39,300  | 39,300  |
| RWA market risk (end of period)                        | 908     | 802     | 850     | 850     | 575     | 575     | 598     | 683     | 691     | 691     |
| RWA operational risk (end of period)                   | 11,465  | 11,644  | 11,577  | 11,577  | 13,343  | 13,343  | 13,289  | 12,738  | 11,729  | 11,729  |
| RWA (end of period)                                    | 54,529  | 54,033  | 53,289  | 53,289  | 53,616  | 53,616  | 53,744  | 53,463  | 51,720  | 51,720  |
| Cost/income ratio (excl. compulsory contributions) (%) | 55.9%   | 53.8%   | 103.8%  | 65.0%   | 64.3%   | 64.8%   | 56.3%   | 69.0%   | 62.2%   | 62.1%   |
| Cost/income ratio (incl. compulsory contributions) (%) | 67.6%   | 63.1%   | 114.8%  | 75.6%   | 68.2%   | 73.5%   | 65.6%   | 73.8%   | 65.4%   | 68.0%   |
| Operating return on CET1 (RoCET) (%)                   | 24.2%   | 28.1%   | -12.3%  | 13.4%   | 19.5%   | 14.9%   | 22.9%   | 16.8%   | 23.0%   | 20.9%   |
| Operating return on tangible equity (%)                | 22.9%   | 26.3%   | -11.6%  | 12.6%   | 18.5%   | 14.0%   | 21.8%   | 16.1%   | 22.2%   | 20.0%   |
| Provisions for legal risks of CHF loans of mBank       | -41     | -40     | -477    | -559    | -92     | -650    | -173    | -347    | -234    | -754    |
| Operating result ex legal provisions on CHF loans      | 445     | 521     | 269     | 1,235   | 417     | 1,652   | 562     | 633     | 622     | 1,817   |

# PSBC Germany | Part of segment Private and Small-Business Customers



|  | Q1       | Q2      | Q3      | 9M      | Q4      | FY      | Q1      | Q2      | Q3      | 9M      |
|--|----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| €m   | 2022     | 2022    | 2022    | 2022    | 2022    | 2022    | 2023    | 2023    | 2023    | 2023    |
| Total underlying revenues                              | 1,066    | 1,116   | 1,074   | 3,255   | 1,056   | 4,312   | 1,153   | 1,056   | 1,052   | 3,261   |
| Exceptional items                                      | -6       | 22      | -5      | 11      | -4      | 7       | -7      | -6      | -5      | -18     |
| Total revenues   | 1,060    | 1,138   | 1,069   | 3,266   | 1,052   | 4,318   | 1,146   | 1,050   | 1,046   | 3,243   |
| o/w Net interest income                                | 491      | 585     | 550     | 1,626   | 619     | 2,244   | 603     | 572     | 597     | 1,773   |
| o/w Net commission income                              | 539      | 495     | 451     | 1,485   | 418     | 1,904   | 511     | 450     | 436     | 1,397   |
| o/w Net fair value result                              | 22       | 3       | 4       | 28      | 9       | 37      | 8       | 2       | -8      | 2       |
| o/w Other income                                       | 8        | 55      | 64      | 127     | 6       | 133     | 24      | 26      | 21      | 72      |
| o/w Dividend income                                    | -        | 3       | 13      | 16      | 2       | 18      | -       | -       | 10      | 10      |
| o/w Net income from hedge accounting                   | <u> </u> | =       | -       | -       | -       | -       | =       | -       | -       | -       |
| o/w Other financial result                             | -        | -       | -       | -       | 1       | 1       | -       | -       | -       | -       |
| o/w At equity result                                   | -1       | -1      | 3       | 2       | 4       | 5       | -       | -       | -1      | -1      |
| o/w Other net income                                   | 8        | 52      | 48      | 109     | -       | 109     | 25      | 26      | 12      | 63      |
| Risk result  | -17      | -46     | -52     | -116    | -102    | -218    | -91     | -9      | -39     | -139    |
| Operating expenses                                     | 689      | 691     | 692     | 2,072   | 803     | 2,875   | 702     | 723     | 705     | 2,131   |
| Compulsory contributions                               | 84       | 23      | 4       | 112     | 22      | 134     | 64      | 18      | 4       | 85      |
| Operating result                                       | 269      | 377     | 320     | 967     | 125     | 1,091   | 289     | 300     | 299     | 888     |
| Total Assets   | 124,960  | 125,571 | 126,975 | 126,975 | 126,178 | 126,178 | 126,025 | 126,286 | 127,621 | 127,621 |
| Liabilities  | 160,356  | 162,230 | 164,264 | 164,264 | 166,274 | 166,274 | 162,818 | 164,305 | 167,980 | 167,980 |
| Average capital employed                               | 3,882    | 4,049   | 4,018   | 3,973   | 4,015   | 3,983   | 4,118   | 4,089   | 3,988   | 4,062   |
| RWA credit risk (end of period)                        | 24,584   | 24,146  | 24,257  | 24,257  | 23,611  | 23,611  | 23,522  | 23,359  | 23,261  | 23,261  |
| RWA market risk (end of period)                        | 449      | 466     | 492     | 492     | 245     | 245     | 247     | 311     | 281     | 281     |
| RWA operational risk (end of period)                   | 7,361    | 7,455   | 7,382   | 7,382   | 8,685   | 8,685   | 8,676   | 8,125   | 7,294   | 7,294   |
| RWA (end of period)                                    | 32,394   | 32,067  | 32,131  | 32,131  | 32,541  | 32,541  | 32,445  | 31,795  | 30,837  | 30,837  |
| Cost/income ratio (excl. compulsory contributions) (%) | 65.0%    | 60.7%   | 64.8%   | 63.4%   | 76.3%   | 66.6%   | 61.3%   | 68.9%   | 67.4%   | 65.7%   |
| Cost/income ratio (incl. compulsory contributions) (%) | 73.0%    | 62.8%   | 65.2%   | 66.9%   | 78.4%   | 69.7%   | 66.8%   | 70.6%   | 67.7%   | 68.3%   |
| Operating return on CET1 (RoCET) (%)                   | 27.7%    | 37.3%   | 31.9%   | 32.4%   | 12.4%   | 27.4%   | 28.1%   | 29.3%   | 30.0%   | 29.1%   |
| Operating return on tangible equity (%)                | 27.1%    | 36.4%   | 31.2%   | 31.7%   | 12.3%   | 26.9%   | 27.7%   | 28.8%   | 29.3%   | 28.6%   |

### mBank Part of segment Private and Small-Business Customers



| €m   | Q1     | Q2     | Q3     | 9M     | Q4     | FY     | Q1     | Q2     | Q3     | 9M     |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|  | 2022   | 2022   | 2022   | 2022   | 2022   | 2022   | 2023   | 2023   | 2023   | 2023   |
| Total underlying revenues                              | 409    | 402    | -7     | 804    | 423    | 1,227  | 342    | 228    | 347    | 917    |
| Exceptional items                                      | -1     | -1     | -271   | -272   | -7     | -279   | 14     | -1     | -1     | 12     |
| Total revenues   | 408    | 402    | -278   | 532    | 417    | 948    | 356    | 226    | 346    | 929    |
| o/w Net interest income                                | 317    | 400    | 473    | 1,190  | 506    | 1,697  | 488    | 547    | 561    | 1,596  |
| o/w Net commission income                              | 101    | 90     | 84     | 275    | 66     | 341    | 81     | 80     | 80     | 241    |
| o/w Net fair value result                              | 33     | -49    | -42    | -58    | -57    | -116   | -42    | -47    | -56    | -145   |
| o/w Other income                                       | -44    | -40    | -792   | -876   | -98    | -974   | -171   | -354   | -239   | -764   |
| o/w Dividend income                                    | -      | 1      | -      | 1      | -      | 1      | -      | 1      | -      | 1      |
| o/w Net income from hedge accounting                   | -      | 1      | -12    | -12    | 10     | -2     | -      | -2     | 4      | 2      |
| o/w Other financial result                             | -5     | -5     | -270   | -280   | -15    | -295   | -12    | -5     | 1      | -16    |
| o/w At equity result                                   | -      | -      | -      | -      | -      | -      | -      | -      | -      | -      |
| o/w Other net income                                   | -38    | -36    | -510   | -585   | -93    | -678   | -159   | -347   | -245   | -751   |
| Risk result  | -55    | -41    | -38    | -135   | -39    | -174   | -37    | -39    | -55    | -132   |
| Operating expenses                                     | 132    | 138    | 129    | 398    | 141    | 539    | 143    | 157    | 161    | 462    |
| Compulsory contributions                               | 87     | 119    | 83     | 290    | 36     | 326    | 76     | 44     | 41     | 161    |
| Operating result                                       | 134    | 103    | -528   | -291   | 201    | -90    | 100    | -14    | 89     | 175    |
| Total Assets   | 43,361 | 42,574 | 42,164 | 42,164 | 44,570 | 44,570 | 46,204 | 47,677 | 48,531 | 48,531 |
| Liabilities  | 42,679 | 42,193 | 41,882 | 41,882 | 44,021 | 44,021 | 45,790 | 47,294 | 47,989 | 47,989 |
| Average capital employed                               | 2,780  | 2,795  | 2,719  | 2,767  | 2,654  | 2,741  | 2,686  | 2,729  | 2,754  | 2,722  |
| RWA credit risk (end of period)                        | 17,572 | 17,441 | 16,604 | 16,604 | 16,087 | 16,087 | 16,334 | 16,683 | 16,039 | 16,039 |
| RWA market risk (end of period)                        | 459    | 336    | 358    | 358    | 331    | 331    | 351    | 372    | 410    | 410    |
| RWA operational risk (end of period)                   | 4,103  | 4,189  | 4,195  | 4,195  | 4,657  | 4,657  | 4,613  | 4,613  | 4,435  | 4,435  |
| RWA (end of period)                                    | 22,134 | 21,965 | 21,158 | 21,158 | 21,075 | 21,075 | 21,299 | 21,668 | 20,883 | 20,883 |
| Cost/income ratio (excl. compulsory contributions) (%) | 32.3%  | 34.3%  | n/a    | 74.8%  | 33.8%  | 56.8%  | 40.3%  | 69.4%  | 46.5%  | 49.7%  |
| Cost/income ratio (incl. compulsory contributions) (%) | 53.6%  | 64.0%  | n/a    | 129.3% | 42.5%  | 91.2%  | 61.6%  | 88.7%  | 58.4%  | 67.0%  |
| Operating return on CET1 (RoCET) (%)                   | 19.3%  | 14.8%  | -77.7% | -14.0% | 30.2%  | -3.3%  | 14.9%  | -2.0%  | 12.9%  | 8.6%   |
| Operating return on tangible equity (%)                | 17.5%  | 13.0%  | -68.4% | -12.5% | 26.9%  | -2.9%  | 13.5%  | -1.9%  | 12.2%  | 7.9%   |

# **Corporate Clients**



| €m   | Q1      | Q2      | Q3      | 9M      | Q4      | FY      | Q1      | Q2      | Q3      | 9M      |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|  | 2022    | 2022    | 2022    | 2022    | 2022    | 2022    | 2023    | 2023    | 2023    | 2023    |
| Total underlying revenues                              | 924     | 900     | 1,006   | 2,831   | 993     | 3,824   | 1,061   | 1,125   | 1,166   | 3,352   |
| Exceptional items                                      | 2       | -18     | 15      | -1      | -31     | -32     | 18      | 1       | 5       | 24      |
| Total revenues   | 926     | 882     | 1,021   | 2,829   | 962     | 3,792   | 1,079   | 1,126   | 1,171   | 3,375   |
| o/w Net interest income                                | 459     | 454     | 522     | 1,435   | 642     | 2,077   | 626     | 695     | 717     | 2,038   |
| o/w Net commission income                              | 340     | 318     | 332     | 990     | 330     | 1,320   | 335     | 321     | 327     | 983     |
| o/w Net fair value result                              | 115     | 103     | 168     | 386     | 49      | 436     | 132     | 128     | 128     | 389     |
| o/w Other income                                       | 12      | 7       | -1      | 18      | -59     | -41     | -15     | -18     | -2      | -34     |
| o/w Dividend income                                    | -       | 3       | -       | 3       | 2       | 5       | -       | 2       | -       | 3       |
| o/w Net income from hedge accounting                   | -9      | -7      | -2      | -17     | -1      | -18     | -       | -1      | -1      | -2      |
| o/w Other financial result                             | -2      | -3      | -2      | -7      | -3      | -10     | -2      | -1      | 2       | -1      |
| o/w At equity result                                   | 1       | 5       | 2       | 7       | -       | 8       | 1       | 3       | 1       | 4       |
| o/w Other net income                                   | 21      | 9       | 2       | 32      | -57     | -26     | -14     | -21     | -3      | -38     |
| Risk result  | -286    | -52     | 13      | -325    | -121    | -446    | 54      | -169    | -4      | -119    |
| Operating expenses                                     | 532     | 504     | 497     | 1,533   | 629     | 2,162   | 514     | 514     | 522     | 1,551   |
| Compulsory contributions                               | 115     | 1       | 2       | 118     | 1       | 120     | 78      | -6      | -       | 72      |
| Operating result                                       | -7      | 325     | 535     | 853     | 211     | 1,064   | 540     | 449     | 645     | 1,634   |
| Total Assets   | 137,696 | 144,368 | 144,601 | 144,601 | 136,696 | 136,696 | 135,005 | 135,282 | 139,461 | 139,461 |
| Liabilities  | 161,384 | 172,226 | 173,605 | 173,605 | 156,200 | 156,200 | 161,945 | 163,613 | 170,727 | 170,727 |
| Average capital employed                               | 10,034  | 9,967   | 9,959   | 9,992   | 10,182  | 10,040  | 10,393  | 10,512  | 10,508  | 10,474  |
| RWA credit risk (end of period)                        | 69,768  | 69,570  | 71,285  | 71,285  | 72,978  | 72,978  | 72,741  | 73,457  | 73,687  | 73,687  |
| RWA market risk (end of period)                        | 6,462   | 4,980   | 5,409   | 5,409   | 4,090   | 4,090   | 4,767   | 5,000   | 5,398   | 5,398   |
| RWA operational risk (end of period)                   | 4,311   | 4,244   | 4,299   | 4,299   | 4,534   | 4,534   | 4,474   | 4,271   | 4,168   | 4,168   |
| RWA (end of period)                                    | 80,541  | 78,795  | 80,994  | 80,994  | 81,601  | 81,601  | 81,983  | 82,727  | 83,252  | 83,252  |
| Cost/income ratio (excl. compulsory contributions) (%) | 57.4%   | 57.1%   | 48.7%   | 54.2%   | 65.4%   | 57.0%   | 47.7%   | 45.7%   | 44.6%   | 45.9%   |
| Cost/income ratio (incl. compulsory contributions) (%) | 69.8%   | 57.3%   | 48.9%   | 58.3%   | 65.6%   | 60.2%   | 54.9%   | 45.1%   | 44.6%   | 48.1%   |
| Operating return on CET1 (RoCET) (%)                   | -0.3%   | 13.0%   | 21.5%   | 11.4%   | 8.3%    | 10.6%   | 20.8%   | 17.1%   | 24.5%   | 20.8%   |
| Operating return on tangible equity (%)                | -0.2%   | 12.1%   | 19.8%   | 10.5%   | 7.6%    | 9.8%    | 19.1%   | 15.7%   | 22.7%   | 19.2%   |

# **Others & Consolidation**



|                                      | Q1      | Q2      | Q3      | 9M      | Q4      | FY      | Q1      | Q2      | Q3      | 9M      |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| €m                                   | 2022    | 2022    | 2022    | 2022    | 2022    | 2022    | 2023    | 2023    | 2023    | 2023    |
| Total underlying revenues            | 338     | -110    | -6      | 222     | -71     | 151     | 99      | 212     | 162     | 473     |
| Exceptional items                    | 61      | 108     | 80      | 249     | 4       | 253     | -13     | 15      | 29      | 32      |
| Total revenues                       | 399     | -2      | 73      | 471     | -68     | 403     | 86      | 227     | 191     | 505     |
| o/w Net interest income              | 134     | 39      | 77      | 250     | 191     | 441     | 229     | 316     | 290     | 835     |
| o/w Net commission income            | -11     | -9      | -17     | -37     | -9      | -46     | -11     | -10     | -12     | -34     |
| o/w Net fair value result            | 183     | 13      | 41      | 237     | -144    | 94      | -170    | -100    | -132    | -402    |
| o/w Other income                     | 93      | -44     | -28     | 21      | -107    | -85     | 39      | 22      | 45      | 106     |
| o/w Dividend income                  | -1      | 1       | 1       | -       | 7       | 7       | -1      | -       | -1      | -1      |
| o/w Net income from hedge accounting | 22      | -48     | -25     | -51     | -41     | -93     | -2      | 13      | -11     | -1      |
| o/w Other financial result           | 33      | -16     | -12     | 5       | 6       | 11      | 16      | 21      | 57      | 94      |
| o/w At equity result                 | -       | =       | -       | -       | -       | -       | -       | -       | -       | -       |
| o/w Other net income                 | 39      | 20      | 8       | 67      | -79     | -11     | 26      | -12     | -       | 14      |
| Risk result                          | -106    | 34      | -6      | -78     | 40      | -38     | 6       | 9       | 7       | 23      |
| Operating expenses                   | 86      | 91      | 112     | 288     | -20     | 268     | 104     | 87      | 116     | 307     |
| Compulsory contributions             | 61      | 1       | 1       | 63      | -       | 63      | 42      | -4      | -       | 39      |
| Operating result                     | 147     | -60     | -46     | 42      | -8      | 34      | -54     | 153     | 83      | 182     |
| Restructuring expenses               | 15      | 25      | 14      | 54      | 40      | 94      | 4       | 4       | 6       | 14      |
| Pre-tax result                       | 132     | -84     | -60     | -12     | -48     | -60     | -58     | 150     | 77      | 168     |
| Total Assets                         | 213,305 | 216,390 | 221,905 | 221,905 | 169,983 | 169,983 | 190,122 | 192,359 | 194,272 | 194,272 |
| Liabilities                          | 154,903 | 152,254 | 155,895 | 155,895 | 110,933 | 110,933 | 126,805 | 126,391 | 123,190 | 123,190 |
| Average capital employed             | 7,060   | 7,177   | 7,406   | 7,233   | 7,262   | 7,238   | 6,851   | 7,400   | 8,115   | 7,451   |
| RWA credit risk (end of period)      | 32,858  | 35,066  | 32,642  | 32,642  | 27,797  | 27,797  | 30,268  | 31,303  | 31,141  | 31,141  |
| RWA market risk (end of period)      | 3,063   | 3,152   | 3,525   | 3,525   | 2,394   | 2,394   | 2,223   | 2,643   | 2,612   | 2,612   |
| RWA operational risk (end of period) | 4,115   | 4,002   | 4,014   | 4,014   | 3,322   | 3,322   | 3,311   | 3,840   | 4,900   | 4,900   |
| RWA (end of period)                  | 40,036  | 42,220  | 40,181  | 40,181  | 33,513  | 33,513  | 35,802  | 37,787  | 38,653  | 38,653  |

# Commerzbank Group | Exceptional revenue items



| €m   | Q1<br>2022 | Q2<br>2022 | Q3<br>2022 | 9M<br>2022 | Q4<br>2022 | FY<br>2022 | Q1<br>2023 | Q2<br>2023 | Q3<br>2023 | 9M<br>2023 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Exceptional Revenue Items                          | 56         | 111        | -181       | -14        | -38        | -52        | 13         | 9          | 27         | 49         |
| o/w Net interest income                            | 39         | 37         | 4          | 80         | 89         | 169        | -7         | -6         | -5         | -18        |
| o/w Net fair value result                          | 17         | 48         | 84         | 149        | -118       | 31         | 9          | 17         | 33         | 58         |
| o/w Other income                                   | -          | 27         | -270       | -243       | -9         | -252       | 11         | -2         | -          | 9          |
| o/w FVA, CVA / DVA, AT1 FX effect (NII, NCI, NFVR) | 17         | 48         | 84         | 149        | -118       | 31         | 9          | 17         | 33         | 58         |
| PSBC Germany                                       | -6         | 22         | -5         | 11         | -4         | 7          | -7         | -6         | -5         | -18        |
| o/w Net interest income                            | -6         | -5         | -5         | -16        | -4         | -20        | -7         | -6         | -5         | -18        |
| o/w Net fair value result                          | -          | 1          | -          | 1          | -          | -          | -          | -          | -          | -          |
| o/w Other income                                   | -          | 27         | -          | 27         | -          | 27         | -          | -          | -          | -          |
| o/w FVA, CVA / DVA (NII, NFVR)                     | -          | 1          | -          | 1          | -          | -          | -          | -          | -          | -          |
| m Bank   | -1         | -1         | -271       | -272       | -7         | -279       | 14         | -1         | -1         | 12         |
| o/w Net fair value result                          | -1         | -1         | -1         | -3         | 2          | -1         | 3          | 1          | -1         | 3          |
| o/w Other income                                   | -          | -          | -270       | -270       | -9         | -278       | 11         | -2         | -          | 9          |
| o/w FVA, CVA / DVA (NII, NFVR)                     | -1         | -1         | -1         | -3         | 2          | -1         | 3          | 1          | -1         | 3          |
| cc   | 2          | -18        | 15         | -1         | -31        | -32        | 18         | 1          | 5          | 24         |
| o/w Net fair value result                          | 2          | -18        | 15         | -1         | -31        | -32        | 18         | 1          | 5          | 24         |
| o/w FVA, CVA / DVA (NII, NFVR)                     | 2          | -18        | 15         | -1         | -31        | -32        | 18         | 1          | 5          | 24         |
| O&C  | 61         | 108        | 80         | 249        | 4          | 253        | -13        | 15         | 29         | 32         |
| o/w Net interest income                            | 45         | 42         | 9          | 96         | 93         | 189        | -          | -          | -          | -          |
| o/w Net fair value result                          | 16         | 66         | 70         | 153        | -89        | 63         | -13        | 15         | 29         | 32         |
| o/w FVA, CVA / DVA, AT1 FX effect (NII, NCI, NFVR) | 16         | 66         | 70         | 153        | -89        | 63         | -13        | 15         | 29         | 32         |

#### Description of Exceptional Revenue Items

| 2022  | €m   | 2022                                | €m | 2023                                | €m |
|---|------|-------------------------------------|----|-------------------------------------|----|
| Q1 PPA Consumer Finance (PSBC)                      | -6   | Q4 TLTRO benefit (O&C)              | 93 | Q1 PPA Consumer Finance (PSBC)      | -7 |
| Q1 TLTRO benefit (O&C)                              | 45   | Q4 Credit holidays in Poland (PSBC) | -9 | Q1 Credit holidays in Poland (PSBC) | 11 |
| Q2 PPA Consumer Finance (PSBC)                      | -5   |                                     |    | Q2 PPA Consumer Finance (PSBC)      | -6 |
| Q2 TLTRO benefit (O&C)                              | 42   |                                     |    | Q2 Credit holidays in Poland (PSBC) | -2 |
| Q2 Prov. re judgement on pricing of accounts (PSBC) | 27   |                                     |    | Q3 PPA Consumer Finance (PSBC)      | -5 |
| Q3 PPA Consumer Finance (PSBC)                      | -5   |                                     |    |                                     |    |
| Q3 TLTRO benefit (O&C)                              | 9    |                                     |    |                                     |    |
| Q3 Credit holidays in Poland (PSBC)                 | -270 |                                     |    |                                     |    |
| Q4 PPA Consumer Finance (PSBC)                      | -4   |                                     |    |                                     |    |

# **Glossary – Key ratios**



54

| Key Ratio  | Abbreviation                             | Calculated for  | Numerator  | Denominator   |   |   |  |  |
|--|--|---|--|---|---|---|--|--|
|  |  |   |  | Group   | Private and Small Business<br>Customers and Corporate Clients   | Others & Consolidation  |  |  |
| Cost/income ratio (excl. compulsory contributions) (%) | CIR (excl. compulsory contributions) (%) | Group as well as segments PSBC and CC   | Operating expenses   | Total revenues  | Total revenues  | n/a   |  |  |
| Cost/income ratio (incl. compulsory contributions) (%) | CIR (incl. compulsory contributions) (%) | Group as well as segments<br>PSBC and CC  | Operating expenses and compulsory contributions  | Total revenues  | Total revenues  | n/a   |  |  |
| Operating return on CET1 (%)                           | Op. RoCET (%)                            | Group and segments (excl. O&C)  | Operating profit   | Average CET1 <sup>1</sup>   | 12.7% ² of the average RWAs<br>(YTD: PSBC Germany €32bn,<br>mBank €21.4bn, CC €82.5bn)  | n/a<br>(note: O&C contains the<br>reconciliation to Group CET1)               |  |  |
| Operating return on tangible equity (%)                | Op. RoTE (%)                             | Group and segments (excl. O&C)  | Operating profit   | Average IFRS capital after deduction of intangible assets <sup>1</sup>  | 12.7% <sup>2</sup> of the average RWAs plus average regulatory capital deductions (excluding intangible assets) (YTD: PSBC Germany €0.1bn, mBank €0.2bn, CC €0.9bn) | n/a<br>(note: O&C contains the<br>reconciliation to Group tangible<br>equity) |  |  |
| Return on equity of net result (%)                     | Net RoE (%)                              | Group   | Consolidated Result attributable to<br>Commerzbank shareholders and investors in<br>additional equity components after pay-out<br>accrual (if applicable) and after deduction of<br>potential (fully discretionary) AT1 coupon | Average IFRS capital without non-<br>controlling interests and without<br>additional equity components <sup>1</sup>   | n/a   | n/a   |  |  |
| Net return on tangible equity (%)                      | Net RoTE (%)                             | Group   | Consolidated Result attributable to<br>Commerzbank shareholders and investors in<br>additional equity components after pay-out<br>accrual (if applicable) and after deduction of<br>potential (fully discretionary) AT1 coupon | Average IFRS capital without non-<br>controlling interests and without<br>additional equity components after<br>deduction of intangible assets (net of<br>tax) <sup>1</sup> | n/a   | n/a   |  |  |
| Non-Performing Exposure ratio (%)                      | NPE ratio (%)                            | Group   | Non-performing exposures   | Total exposures according to EBA Risk Dashboard   | n/a   | n/a   |  |  |
| Cost of Risk (bps)                                     | CoR (bps)                                | Group   | Risk Result  | Exposure at Default   | n/a   | n/a   |  |  |
| Cost of Risk on Loans (bps)                            | CoRL (bps)                               | Group   | Risk Result  | Loans and Advances<br>[annual report note (25)]   | n/a   | n/a   |  |  |
| Key Parameter  | Calculated for                           | Calculation   |  |   |   |   |  |  |
| Total underlying revenues                              | Group and segments                       | Total revenues excluding exceptional revenue items                                |  |   |   |   |  |  |
| Underlying Operating Performance                       | Group and segments                       | Operating result excluding exceptional revenue items and compulsory contributions |  |   |   |   |  |  |

<sup>1)</sup> Reduced by potential pay-out accrual and potential (fully discretionary) AT1 coupon

<sup>2)</sup> Charge rate reflects current regulatory and market standard

### For more information, please contact our IR team



### Christoph Wortig Head of Investor Relations

- **+49 69 9353 47710**
- @ christoph.wortig@ commerzbank.com

### Ansgar Herkert Head of IR Communications

- **+49 69 9353 47706**
- @ ansgar.herkert@ commerzbank.com

### **Investors and Financial Analysts**

#### Michael H. Klein

- **+49 69 9353 47703**
- @ michael.klein@ commerzbank.com

#### **Jutta Madjlessi**

- **+49 69 9353 47707**
- @ jutta.madjlessi@ commerzbank.com

#### **Ute Sandner**

- **+49 69 9353 47708**
- @ ute.sandner@ commerzbank.com

### **Rating Agency Relations**

#### Patricia Novak

- **+49 69 9353 47704**
- @ patricia.novak@ commerzbank.com

mail: <u>ir@commerzbank.com</u> / internet: <u>Commerzbank AG – Investor Relations</u>



### **Disclaimer**



This presentation contains forward-looking statements. Forwardlooking 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 hold 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 <u>Quarterly Results – Commerzbank AG</u>