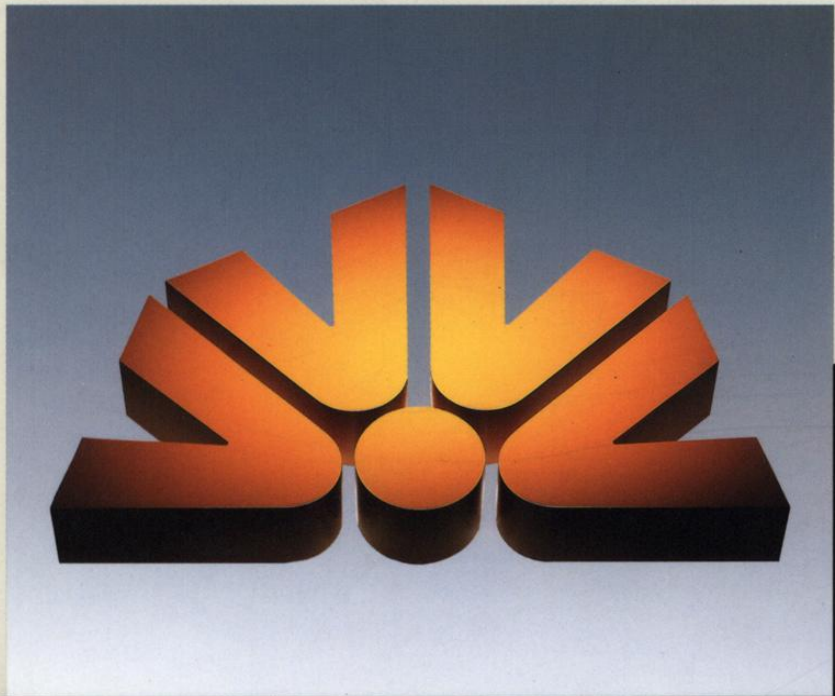


ANNUAL REPORT 1993



THE COMMERZBANK SHARE

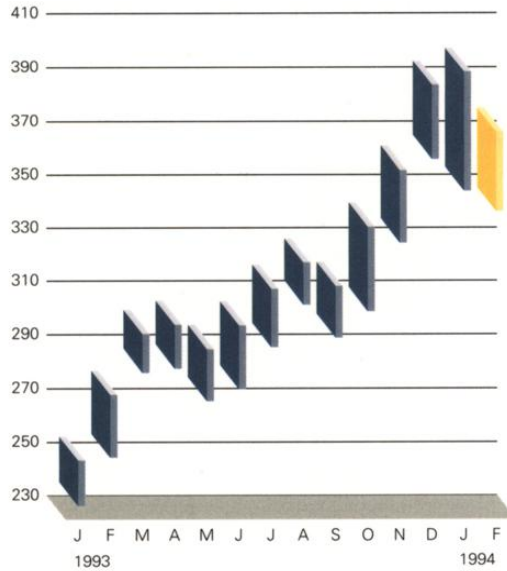
Our shares are officially quoted on all eight German and on the following foreign stock exchanges:

Austria	Vienna (since 1972)
Belgium	Antwerp, Brussels (since 1973)
France	Paris (since 1971)
Italy	Milan (since 1992)
Japan	Tokyo (since 1986)
Luxembourg	Luxembourg (since 1974)
Netherlands	Amsterdam (since 1974)
Spain	Barcelona, Madrid (since 1990)
Switzerland	Basle, Geneva, Zurich (since 1973)
United Kingdom	London (since 1962)

In addition, the Bank has had a sponsored ADR program in the USA since 1988.

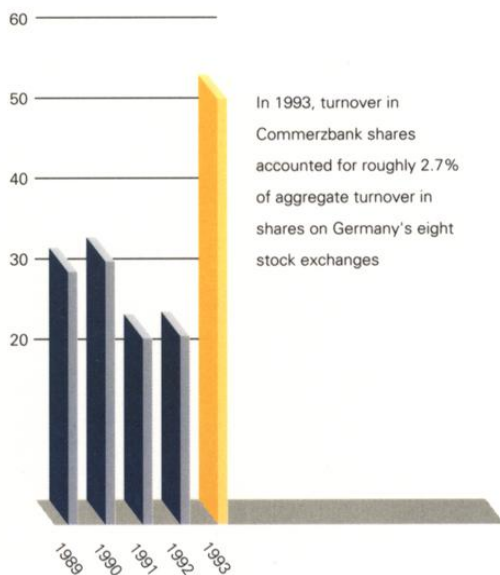
Performance of the Commerzbank share

monthly highs and lows, in DM;
Frankfurt Stock Exchange mid-session spot quotations



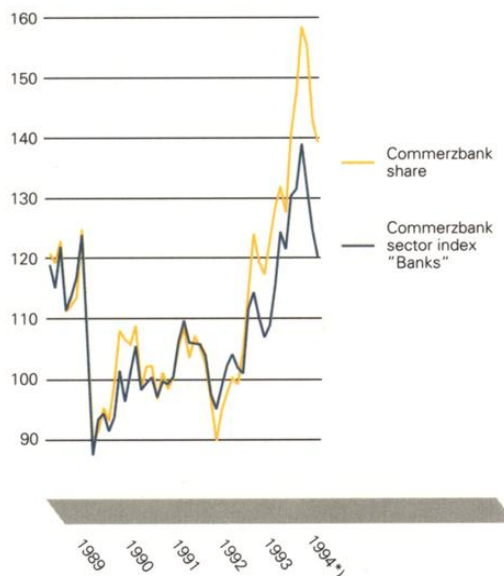
Turnover in Commerzbank shares

in DM m



Performance relative to sector index for banks

month-end figures, December 1991 = 100;
*) January and February



Highlights of Commerzbank Group

at year-end	1993	1992	Change
Balance-sheet total	DM285,378m	DM232,732m	22.6%
Business volume	DM287,848m	DM235,428m	22.3%
Total lending	DM181,320m	DM166,334m	9.0%
Capital and reserves ¹⁾	DM 11,576m	DM 9,408m	23.0%
Branches	1,006	998	
Customers	3,439,800	3,537,400	
Accounts	6,717,200	6,830,400	
Staff ²⁾	28,241	28,722	
Dividend paid per DM50 Commerzbank share	DM12.00	DM10.00	
Tax credit (in addition to cash dividend)	DM 5.14	DM 5.63	
Partial operating result per share	DM68.90	DM59.90	15.0%
Operating result per share	DM39.40	DM34.80	13.2%
Net income per share	DM20.40	DM26.20	-22.1%
Number of shares issued ³⁾ at year-end	28,812,622 ⁴⁾	26,204,845	
Share price at year-end ⁵⁾	DM386.00	DM244.00	58.2%
Market capitalization at year-end	DM11.1bn	DM6.4bn	73.4%

1) with amounts approved by AGMs, incl. profit-sharing certificates outstanding; 2) calculated on a full-time basis; 3) calculation based on DM50 nominal share; 4) as of March 18, 1994: 31,817,233; 5) based on spot quotation

Full operating result of Commerzbank Group

in DM million	1993	1992	Change
Net interest and dividend income	4,849	4,333	11.9%
Net commission income	1,960	1,613	21.5%
Income	6,809	5,946	14.5%
Personnel expenses	2,957	2,616	13.0%
Other operating expenses	1,867	1,760	6.1%
Expenses	4,824	4,376	10.2%
Partial operating result	1,985	1,570	26.4%
Operating result	1,134	911	24.5%
Gross pre-tax profit	1,194	1,241	-3.8%

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Headquarters

Neue Mainzer Strasse 32–36
Frankfurt am Main
Postal address:
60261 Frankfurt am Main
Telephone (069) 13620
Telex 4 152 530
Telefax (069) 285389

Highlights of Commerzbank's history

1870:
Founded as "Commerz- und
Disconto-Bank in Hamburg",
Hamburg

January 1, 1952:
Balance-sheet date for first
DM accounts to be published
by the Bank's regional post-war
successor institutions

July 1, 1958:
Post-war successor institutions
re-merged in Düsseldorf into
Commerzbank AG

Since 1970:
Centralization of all depart-
ments in Frankfurt am Main

1990:
Legal seat transferred from
Düsseldorf to Frankfurt am Main

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As in previous years, our Annual Report is available in German, English, French, and Spanish. In addition, we can supply our Report in all four languages in microfiche form. If you wish to receive it like this, please contact us under the address given opposite (att. Communication Dept.). ISSN 0414-0443

Note: throughout this Report, the term "billion" (bn) represents "1,000 million" (m).

This report has been printed on 100% chlorine-free paper.

BUSINESS PROGRESS

Business progress of Commerzbank Group 1968 – 1993

	Total assets	Total lending	Savings deposits, savings bonds	Taxes paid	Allocation to reserves from profit ¹⁾	Capital and reserves ¹⁾²⁾	Staff ³⁾	Offices
	DM bn	DM bn	DM m	DM m	DM m	DM m		
31-12-1968	16.5	10.6	3,838	64.9	31.5	676	14,689	691
31-12-1973	39.1	26.4	6,091	76.7	18.0	1,284	18,187	826
31-12-1978	88.0	57.6	11,097	247.3	99.5	2,370	20,982	875
31-12-1982	108.2	81.7	12,400	169.7	85.7	2,770	21,393	877
31-12-1983	113.2	84.6	12,984	237.3	121.8	2,917	22,047	884
31-12-1984	122.7	90.3	14,441	275.4	152.3	3,143	22,801	882
31-12-1985	137.2	94.4	15,279	321.6	175.0	3,860	24,154	882
31-12-1986	148.2	102.7	17,427	330.6	156.9	4,908	25,653	881
31-12-1987	161.7	109.0	18,567	328.5	175.6	5,078	26,640	882
31-12-1988	180.4	120.6	18,075	376.3	235.0	5,647	27,320	888
31-12-1989	191.6	126.5	18,484	493.7	281.0	6,572	27,631	897
31-12-1990	216.0	146.5	20,532	482.5	219.8	7,576	27,275	956
31-12-1991	226.7	157.9	22,359	541.0	234.9	8,393	28,226	973
31-12-1992	232.7	166.3	24,462	554.2	408.7	9,408	28,722	998
31-12-1993	285.4	181.3	27,538	607.9	276.8	11,576	28,241	1,006

Business progress of Parent Bank 1952 – 1993

	Total assets	Total lending	Savings deposits, savings bonds	Taxes paid	Annual dividend DM per share	Total amount of dividend paid DM m	Allocation to reserves from profit	Capital and reserves ²⁾	Staff ⁴⁾	Branches
	DM bn	DM bn	DM m	DM m		DM m	DM m	DM m		
1- 1-1952	1.6	1.3	75	-	-	-	-	55	4,812	108
31-12-1955	3.7	3.0	387	32.9	5.00	8.1	15.7	152	7,160	149
31-12-1960	6.9	4.5	930	62.1	8.00	28.8	22.0	360	9,465	266
31-12-1965	10.3	6.9	2,154	54.0	8.00	36.0	20.0	520	11,402	436
31-12-1970	19.7	13.8	4,182	47.1	8.50	59.5	10.0	850	15,441	719
31-12-1975	38.5	22.3	8,005	129.6	9.00	95.5	50.0	1,548	17,328	782
31-12-1980	64.7	45.5	11,793	38.3	-	-	-	2,478	19,023	805
31-12-1983	66.9	46.1	12,984	178.4	6.00	101.2	50.0	2,578	19,368	796
31-12-1984	72.8	48.8	13,139	207.1	6.00	101.2	60.0	2,711	20,016	794
31-12-1985	82.6	50.3	13,872	233.2	8.00	142.0	60.0	3,336	21,204	793
31-12-1986	90.8	55.1	15,885	243.8	9.00	186.8	60.0	4,297	22,539	792
31-12-1987	101.1	58.4	16,837	239.6	9.00	187.2	60.0	4,368	23,324	793
31-12-1988	115.3	67.9	16,282	301.3	9.00	203.5	100.0	4,796	23,793	795
31-12-1989	125.0	72.6	16,640	442.9	9.00	225.5	100.0	5,273	24,067	802
31-12-1990	145.4	84.2	18,370	395.0	10.00	257.3	130.1	6,213	24,362	849
31-12-1991	152.9	96.5	20,161	449.3	10.00	258.2	100.0	6,886	25,044	859
31-12-1992	173.8	111.5	24,254	405.7	10.00	262.0	350.0	7,939	27,017	946
31-12-1993	200.2	113.0	24,906	482.3	12.00	345.8	150.0	9,910	26,251	947

¹⁾ including amounts approved by AGMs; ²⁾ since 1985 incl. profit-sharing certificates outstanding, since 1993 incl. distributable profit; ³⁾ as from 1990, new definition and based on full-time staff; ⁴⁾ calculated as full-time staff; as from 1990, new definition.

Supervisory Board

Honorary Chairman
Paul Lichtenberg
Königstein

Dr. Walter Seipp
Frankfurt am Main
Chairman

Hans-Georg Jurkat
Cologne
Commerzbank AG
Deputy Chairman

Reinhold Borchert
Bonn
Commerzbank AG

Erhard Bouillon
Bad Soden
Chairman of the Supervisory Board
Hoechst AG

Dr. Carl H. Hahn
Wolfsburg
Member of the Supervisory Board
Volkswagen AG

Dr.-Ing. Otto Happel
Bochum
Chairman of the Supervisory Board
GEA AG
since May 7, 1993

Gerald Herrmann
Hamburg
Banks, Savings Banks and
Insurances Section
Sub-section: Banks
National Executive Committee of
Salaried Employees' Union (DAG)

Detlef Kayser
Berlin
Commerzbank AG
since May 7, 1993

Dieter Klinger
Hamburg
Commerzbank AG
since May 7, 1993

Dr. Hans-Jürgen Knauer
Mülheim (Ruhr)
Chairman of the Board of
Managing Directors
Stinnes AG,
Member of the Board of
Managing Directors
VEBA AG

Peter Kretschmer
Hamburg
Commerzbank AG

Dr. Heinz Kriwet
Düsseldorf
Chairman of the Board of
Managing Directors
Thyssen AG
vorm. August Thyssen-Hütte

Horst Sauer
Frankfurt am Main
Commerzbank AG

Wolfgang Schmelz
Frankfurt am Main
Commerzbank AG
since May 7, 1993

Dr. Raban Freiherr von Spiegel
Oberursel

Dr. Rolf Stoffel
Frankfurt am Main
Commerzbank AG
since May 7, 1993

Hermann Josef Strenger
Leverkusen
Chairman of the Supervisory Board
Bayer AG
since May 7, 1993

Hans-Georg Stritter
Düsseldorf

Heinrich Weiss
Hilchenbach and Düsseldorf
Chairman of the Board of
Managing Directors
SMS AG

Wolfgang Ziemann
Essen
Member of the Board of
Managing Directors
RWE AG

The following ceased to belong to the Board when their term of office came to an end on May 7, 1993:

Herbert Bayer
Frankfurt am Main
Secretary for Banking Section
Commercial, Banking and
Insurance Workers' Union (HBV)
Frankfurt am Main Regional
Administration

Hugo Eberhard
Hamburg

Professor Dr. Herbert Grünwald
Leverkusen
Honorary Chairman of the
Supervisory Board
Bayer AG

Götz Knappertsbusch
Düsseldorf

Dr. Torsten Locher
Hamburg
Commerzbank AG

Gabi Seum (née Locher)
Frankfurt am Main
Commerzbank AG

Advisory Board

- Kurt Alberts
Essen
- José Maria Amusátegui
Madrid
Presidente y Consejero Delegado
Banco Central
Hispanoamericano S. A.
- Dr.-Ing. Burckhard Bergmann
Essen
Member of the Board of
Managing Directors
Ruhrgas AG
- Manfred Broska
Wiesbaden
Chairman of the Boards
of Managing Directors
DBV Versicherungen
- Hans-Dieter Cleven
CH-Baar/Zug
Deputy Chairman of
the General Management
Metro Holding AG
- Dr. Michael E. Crüsemann
Hamburg
Deputy Member of the Board
of Managing Directors
Otto Versand
since March 1, 1994
- Peter J. B. Duncan
Hamburg
Chairman of the Board of
Managing Directors
Deutsche Shell AG
- Rainer Grohe
Bonn
Member of the Board of
Managing Directors
VIAG AG
- Dr.-Ing. Otto Happel
Bochum
Chairman of the Supervisory Board
GEA AG
until May 7, 1993
- Hans-Olaf Henkel
Paris La Défense
Chairman and Chief Executive Officer
IBM World Trade Europe/
Middle East/Africa Corporation
- Dr. Friedrich Hennemann
Bremen
Chairman of the Board of
Managing Directors
Bremer Vulkan Verbund AG
- Dr. Heinz Horn
Essen
Chairman of the Board of
Managing Directors
Ruhrkohle AG
- Dr.-Ing. Hans-Peter Keitel
Essen
Chairman of the Board of
Managing Directors
HOCHTIEF AG
vorm. Gebr. Helfmann,
Member of the Board of
Managing Directors
RWE AG
- Professor Dr. Carl Heinrich Krauch
Marl
until December 31, 1993
- Dr. Wolfgang Laaf
Wetzlar
- Dr. Gerhard Liener
Stuttgart
Member of the Board of
Managing Directors
Daimler-Benz AG
- Friedrich Lürssen
Bremen
Management Spokesman
Fr. Lürssen Werft (GmbH & Co.)
- Dr. Siegfried Luther
Gütersloh
Member of the Board of
Managing Directors
Bertelsmann AG
- Dr. Jörg Mittelsten Scheid
Wuppertal
General Partner
Vorwerk + Co.
- Rudolf August Oetker
Bielefeld
- Dr. Jürgen Strube
Ludwigshafen
Chairman of the Board of
Managing Directors
BASF AG
- Dr. Giuseppe Vita
Berlin
Chairman of the Board of
Managing Directors
Schering AG
- Wilhelm Werhahn
Neuss
Entrepreneur

Board of Managing Directors

Martin Kohlhaussen
Frankfurt am Main
Chairman

Erich Coenen
Düsseldorf

Dietrich-Kurt Frowein
Frankfurt am Main

Peter Gloystein
Düsseldorf

Kurt Hochheuser
Düsseldorf

Jürgen Lemmer
Frankfurt am Main

Klaus-Peter Müller
Frankfurt am Main

Klaus Müller-Gebel
Frankfurt am Main/Hamburg

Jürgen Reimnitz
Frankfurt am Main

Kurt Richolt
Frankfurt am Main
until June 30, 1993

Axel Freiherr von Ruedorffer
Frankfurt am Main

Jürgen Terrahe
Frankfurt am Main

Executive Vice Presidents and Chief Legal Adviser

Executive Vice Presidents

Jürgen Carlson
Frankfurt am Main

Rudolf Duttweiler
Frankfurt am Main

Wolfgang Hartmann
Frankfurt am Main

Wolfgang Hönig
Frankfurt am Main

Alfred Knör
Frankfurt am Main

Peter Kroll
Frankfurt am Main

Lutz R. Raettig
Frankfurt am Main

Ulrich Ramm
Frankfurt am Main

Peter M. Weigert
Frankfurt am Main

Heinz-Ludwig Wiedelmann
Frankfurt am Main

Manfred Wilsdorf
Frankfurt am Main

Chief Legal Adviser

Jochen Appell
Frankfurt am Main

To our shareholders

The choice of Frankfurt as the seat of the European Monetary Institute, the forerunner of the European Central Bank, is surely both confirmation for Germany's largest banking centre and a fresh challenge. At the same time, this decision is likely over the medium term to give the internationally active banks based in Frankfurt an extra boost.

By streamlining its organization and by making its business operations more market-oriented over the past few years, Commerzbank has prepared itself for the competition it faces in the global financial market. Its policy of earnings-oriented growth is now clearly bearing fruit. Our Bank has a secure market position. In view of the difficult overall economic situation, we are satisfied with the results that have been achieved. The most obvious indication of this development is our proposal to raise the dividend for 1993 by DM2 to DM12 per Commerzbank share.

Following the positive reception of our 1993 capital increase, the issue of new shares at the start of the current year was also absorbed smoothly by the market. With these new funds included, our core capital ratio now equals roughly 5% of risk-weighted assets – a level which, given the competitive environment in which the Bank operates, we consider to be the lower limit over the medium term.

So that we are able to make flexible use of any scope for further earnings-oriented growth that arises in the future, therefore, we are requesting shareholders' authorization for another increase in Commerzbank's share capital by a rights issue in an amount of up to DM400m. In addition, we

want to issue up to DM2bn in convertible bonds, bonds with warrants or profit-sharing certificates, which are also to be offered to shareholders for subscription. For this purpose, a conditional capital increase of DM200m is needed.

We are convinced that we can, in fact, realize the ambitious earnings targets projected by our medium-term planning. Commerzbank's positive development over the past decade fully justifies your trust.

We cordially invite you to this year's Annual General Meeting, which is being held at Jahrhunderthalle Hoechst in Frankfurt am Main on May 27. In 1995, our AGM will take place on May 17 in Hamburg, where Commerzbank was founded in 1870.

April 1994



Chairman of the Board
of Managing Directors



Chairman of the
Supervisory Board



Banks dominate the skyline of Frankfurt am Main

Baron Alexandre Lamfalussy, President of the European Monetary Institute (centre), the Lord Mayor of Frankfurt, Andreas von Schoeler (right), and Martin Kohlhaussen, Chairman of Commerzbank's Board of Managing Directors, exchange views at the annual Frankfurt European Banking Congress, which is organized by the City of Frankfurt and Germany's "Big Three" banks.

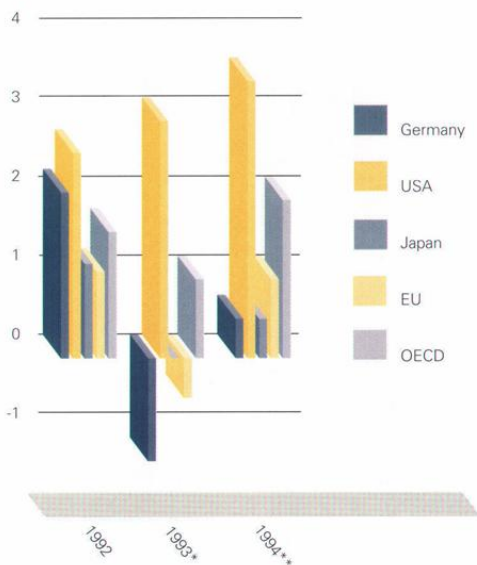
Economic and financial setting in 1993

Last year, only North America and the United Kingdom managed to shake off the sluggish economic activity which had beset the industrial nations since the start of the decade. Here the upswing that had begun in 1992 gained a firmer footing. In Continental Europe and Japan, however, the cyclical downturn was exacerbated by structural problems. After suffering a severe setback, Eastern Europe now seems to be finding a more stable basis; only in the successor states to the Soviet Union has output not yet ceased to decline.

By contrast, the Asia-Pacific region continues to register dynamic economic growth, and Latin America has also staged a recovery.

International economic growth

Gross Domestic Product, in per cent



EU excluding Greece; forecasts rounded to nearest half-percentage point
 *) Japan, EU, OECD: forecasts; **) forecasts

Germany: in the grip of recession

In Germany, the alarm signals triggered by recession have given rise to changes which will boost the country's status as a business location and make it more competitive. At long last, politi-

cians are responding to the pressure for deregulation and privatization; employers and unions have concluded moderate pay settlements and accepted the urgent need for a more flexible approach to work; through radical cutbacks in some cases, companies have taken steps to improve their condition.

If the structural crisis is to be successfully overcome, the efforts to adjust must be maintained even once the new upswing is under way. The bankruptcy statistics, which like the labour-market figures are a late economic indicator, will not peak until this year, following the sharp rise in company failures and composition proceedings in 1993.

With demand weak, Germany's price climb slackened in the course of last year, despite higher excise duties, and inflationary expectations remained subdued. Moreover, as the various levels of government tried more seriously than in the past to give sound finances priority over further expansion, the Bundesbank had scope for lowering its interest rates, which it used in a series of small steps.

Eastern Germany's upswing was retarded only to a small extent by recession in the west. Increasingly, its recovery is proving to be self-supporting.

Positive stock-exchange trend

Receding interest rates and high liquidity, enhanced by large-scale capital imports, provided an excellent basis for positive trends on both the bond and stock markets. It was also possible to encourage private investors to buy securities again; to a growing extent, though, they are opting for investment fund products rather than investing directly themselves. On the stock exchange as a whole, new turnover and price records were achieved in 1993; this was also true of the Commerzbank share, which moved up to eighth place in the list of most-traded German stocks; thanks to its 65% rise in price, it was also able to claim a leading position among DAX equities.

Survey of the Commerzbank Group

Once again, the Commerzbank Group managed to develop attractive areas of business further while holding costs in check. In view of the Bank's stronger earnings power, it proved possible both to make value adjustments as deemed necessary and to bolster provisions again. Commerzbank's shareholders are to participate in its success through an increase from DM10 to DM12 in the cash dividend.

Group business volume up 22.3%

The Commerzbank Group's business volume – balance-sheet total plus endorsement liabilities – expanded by 22.3% to DM287.8bn in 1993. However, the rise occurred mainly during the final quarter, during which we responded to the changed interest-rate situation by also expanding our interbank business and securities portfolio again. The balance-sheet growth is shown in the table below on the utilization of new funds.

Moderate expansion of total lending

The Commerzbank Group's total lending was increased by 9.0% to DM181.3bn, with the emphasis on longer-term loans. The most dynamic growth was achieved in the long-term credits of RHEINHYP Rheinische Hypothekenbank AG, which was DM7.8bn higher than the DM39.1bn registered in 1992. Mortgage loans contributed to this result by adding 15.7% to total DM25.3bn, while communal loans went up by 25.4% to DM21.5bn.

In the course of 1993, the claims on customers of the Group's commercial banks increased from DM113.5bn to DM120.4bn. As in the previous year, the focus was on long-term credits to customers due to the attractive interest rates. They went up by 17.4%, whereas short and medium-term claims declined by a marginal 4.0%. Bill discounts were also down by 15.1% to DM3.2bn, after expanding substantially though in 1992.

Consolidated balance sheet: changes on the year

Assets	in DM m	Liabilities	in DM m
Cash reserves	-233.6	Liabilities to banks	18,320.1
Public-sector debt securities and bills of exchange ^{*)}	-94.5	a) payable on demand	1,466.4
Claims on banks	21,625.9	b) with original periods or periods of notice	16,853.7
a) demand	4,957.0	Customers' deposits	12,966.7
b) time	16,668.9	a) payable on demand	3,211.2
Claims on customers	12,643.6	b) with original periods or periods of notice	6,180.8
a) less than four years	-2,407.0	c) savings deposits	3,574.7
b) four years or more	15,050.6	Securitized liabilities	17,338.8
Bonds, notes and other fixed-income securities	17,489.9	a) bonds and notes issued	8,999.8
a) money-market paper	4,642.8	b) others	8,339.0
b) bonds and notes	11,212.8	Provisions	333.5
c) bonds and notes issued by the Group	1,634.3	Subordinated liabilities	666.4
Shares and other variable-yield securities	638.0	Capital and reserves, profit-sharing certificates outstanding	1,884.5
Investments, investments in associated companies and holdings in affiliated companies	93.8	Minority interests	-33.0
Fixed assets	57.5	Consolidated profit	83.7
Sundries	425.7	Sundries	1,085.6
Total assets	52,646.3	Total liabilities	52,646.3

^{*)} rediscountable at central banks

MANAGEMENT REPORT

Changes in Group's lending

	Year-end, 1993		Year-end, 1992		Change	
	DM m	%	DM m	%	DM m	%
Loans to customers						
short and medium-term	57,511.3	31.7	59,918.3	36.0	-2,407.0	-4.0
long-term (four years or more)	62,912.7	34.7	53,580.0	32.2	9,332.7	17.4
long-term loans of mortgage bank subsidiary	40,270.1	22.2	34,552.2	20.8	5,717.9	16.5
Sub-total	160,694.1	88.6	148,050.5	89.0	12,643.6	8.5
Bills discounted	3,168.4	1.8	3,730.3	2.2	-561.9	-15.1
Claims on banks						
short and medium-term	5,663.0	3.1	4,652.6	2.8	1,010.4	21.7
long-term (four years or more)	4,251.0	2.3	4,663.5	2.8	-412.5	-8.8
long-term loans of mortgage bank subsidiary	6,615.5	3.7	4,583.5	2.8	2,032.0	44.3
Sub-total	16,529.5	9.1	13,899.6	8.4	2,629.9	18.9
Leased equipment	927.9	0.5	654.0	0.4	273.9	41.9
Total lending	181,319.9	100.0	166,334.4	100.0	14,985.5	9.0

Our interbank lending recorded especially strong expansion of 18.9% to total DM16.5bn. At the Group's commercial banks, such claims in the short and medium-term brackets advanced by 21.7% to DM5.7bn, while those at long term fell by 8.8% to DM4.3bn. After rising by 44.3%, long-term interbank mortgage lending stood at DM6.6bn. Leasing operations, which are part of credit business in the broader sense, expanded from DM654m to DM928m, as a larger number

of companies had to be included in the consolidation. The detailed structure of the Bank's total lending is shown in the above table.

Customers' deposits up DM13.0bn

In 1993, the emphasis in Commerzbank Group's deposits shifted towards interbank borrowing (up 41.4% to DM62.6bn) and securitized liabilities (up 35.0% to DM66.9bn). Customers'

Changes in Group's borrowing

	Year-end, 1993		Year-end, 1992		Change	
	DM m	%	DM m	%	DM m	%
Liabilities to banks						
demand deposits	7,679.7	2.9	6,213.2	2.9	1,466.5	23.6
time deposits	54,931.4	20.9	38,077.8	17.8	16,853.6	44.3
Sub-total	62,611.1	23.8	44,291.0	20.7	18,320.1	41.4
Customers' deposits						
demand deposits	31,653.0	12.0	28,441.8	13.3	3,211.2	11.3
time deposits	76,660.3	29.2	70,479.5	32.9	6,180.8	8.8
savings deposits	25,010.6	9.5	21,435.9	10.0	3,574.7	16.7
Sub-total	133,323.9	50.7	120,357.2	56.2	12,966.7	10.8
Securitized liabilities						
bonds issued						
by commercial banks within Group	15,466.6	5.9	13,392.3	6.3	2,074.3	15.5
by mortgage bank subsidiary	32,071.4	12.2	25,145.8	11.7	6,925.6	27.5
money-market paper	17,193.7	6.6	9,301.7	4.3	7,892.0	84.8
acceptances outstanding	2,174.4	0.8	1,727.4	0.8	447.0	25.9
Sub-total	66,906.1	25.5	49,567.2	23.1	17,338.9	35.0
Total deposits and borrowed funds	262,841.1	100.0	214,215.4	100.0	48,625.7	22.7

deposits now account for 50.7% of total borrowed funds, which advanced by 22.7% to DM262.8bn.

Among liabilities to customers, savings deposits registered the strongest percentage rise, adding 16.7% to reach DM25.0bn, partly due to the inclusion of Leonberger Bausparkasse in the consolidation. Demand deposits went up by 11.3% to DM31.7bn and time deposits by 8.8% to DM76.7bn; for the latter, we concentrated on short maturities of less than three months (+34.4%).

Securities portfolio almost doubled

In a year-on-year comparison, we increased "Bonds and other fixed-income securities" by a substantial 92.2% to DM36.5bn. To some extent, this reflects our intensified own-account trading activities; but it was also due to changes in the way in which the Bundesbank controls liquidity via securities repurchase agreements.

Equities and other variable-yield securities are shown 36.1% higher at DM2.4bn. We have extended our portfolio of industrial holdings by adding Turbon International AG, Wuppertal, Schweizer Electronic AG, Schramberg, Mineralbrunnen Überkingen-Teinach AG and Friedrich Grohe AG, Hemer.

In the Parent Bank's balance sheet, "Investments" and "Holdings in affiliated companies" expanded by 13.9% to DM5.7bn. Acquisitions relate to the purchase of Caisse Centrale de Réescompte, Paris, and the item also includes our DM30m interest in BNL-Beteiligungsgesellschaft Neue Länder GmbH & Co. KG, Berlin. In addition, we took over from Crédit Lyonnais the 35% equity investment which it had previously held in Commerz-Credit-Bank. As a result, we now hold 100% of the share capital of Commerz-Credit-Bank AG Europartner, Saarbrücken; as of January 1, 1994, it will be merged retroactively with the Parent Bank. Capital increases were effected at our subsidiaries in Amsterdam and Budapest.

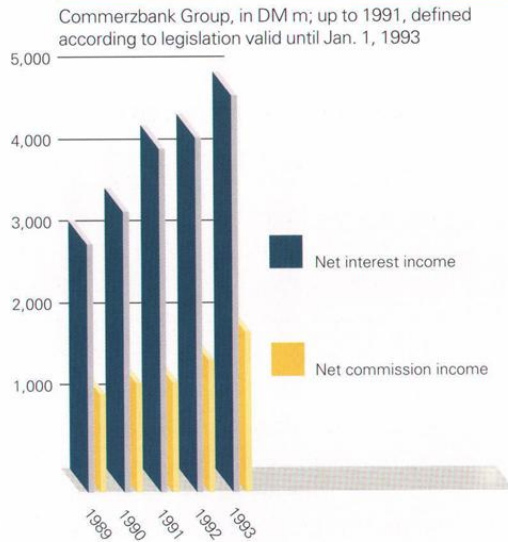
During the autumn of 1993, we concluded a binding agreement to sell a 15% interest in Karstadt AG, Essen. This transaction is related to Karstadt's takeover of the Hertie Group. We have retained a 10% interest in Karstadt AG.

Parent Bank's shareholdings in the non-financial sector

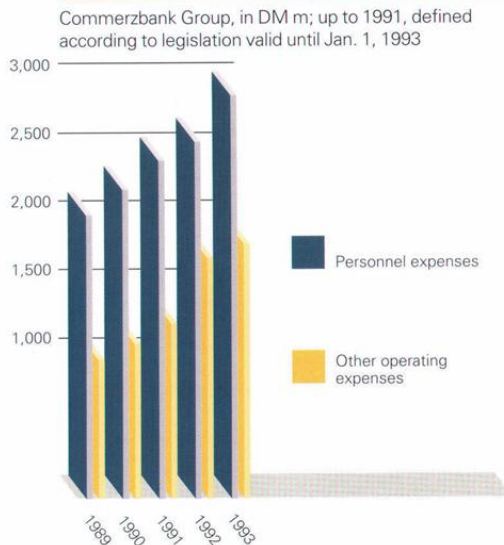
Aktiengesellschaft Kühnle, Kopp & Kausch Frankenthal 19.9%	Friedrich Grohe AG Hemer 10.0%	Heidelberger Druckmaschinen AG Heidelberg 13.8% ¹⁾	Hochtief AG Essen 2.5% ¹⁾	Karstadt AG Essen 25.0%
Linde AG Wiesbaden 10.4%	Linotype-Hell AG Eschborn 6.7% ¹⁾	MAN AG Munich 6.5% ¹⁾	Mercedes Aktiengesellschaft Holding Frankfurt am Main 6.3% ¹⁾	Mineralbrunnen Überkingen-Teinach AG Bad Überkingen 10.1%
Salamander AG Kornwestheim 10.9%	Schweizer Electronic AG Schramberg 10.0%	Thyssen AG Duisburg 5.0% ¹⁾	Turbon International AG Wuppertal 13.0%	

¹⁾ held indirectly

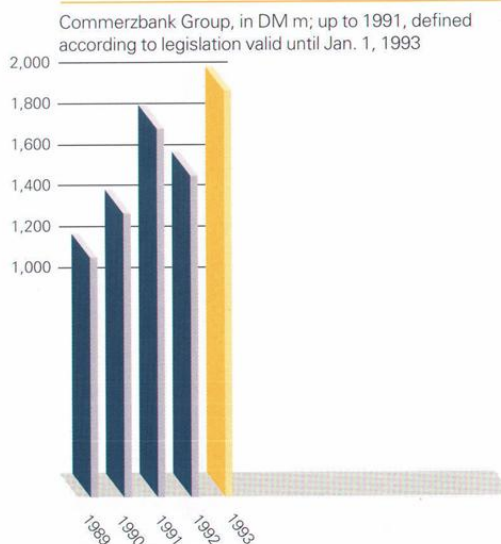
Net interest and commission income



Personnel and operating expenses



Partial operating result



We announced a further change in our portfolio of investments this January. Commerzbank is to incorporate its majority stake of 50% plus one share in DBV Holding AG, Wiesbaden, into a new holding company in which Commerzbank will initially have the majority. Provided that the cartel office gives its approval, Winterthur Versicherungs-Gesellschaft will raise its interest to 75% minus one share in the course of this year. Both transactions – Karstadt and DBV – will generate substantial extraordinary income for the Bank.

Further boost to earnings power

We managed to strengthen the main pillar of our earnings, net interest income, again last year, by 11.9% to over DM4.8bn. This increase did not quite keep abreast of the growth of average business volume. Despite stronger interbank activities, our average interest margin declined only slightly from 1.89% to 1.85%. Here the Bank's broader equity base proved to be just as positive as the policy, pursued in recent years, of adding to the Bank's internal strength by creating sizeable loan-loss reserves, and also the reduction of the Bundesbank's minimum reserve requirements as from early 1993. In calculating our interest income, we have not included in the accounts any unpaid interest on value-adjusted claims against heavily-indebted countries. For both CISAL in Luxembourg and the Parent Bank, such items represent high double-digit DM figures in the millions.

Brisk turnover in the German and international capital markets was the main source of the strong rise in our net commission income, which we managed to lift at Group level by 21.5% to practically DM2.0bn. At the Parent Bank, Commerzbank AG, which handles roughly 90% of the Group's commission-earning business, commissions from securities dealings went up by 34%, and in foreign commercial business by over 5.6%, despite lower German exports and imports. We achieved a 19% increase in other commissions and one of 4.3% for guarantees.

Below-average rise in costs despite extraordinary burdens

The Commerzbank Group's total operating expenditure advanced by 10.2% to just over DM4.8bn. With only a small change in the overall number of staff, wages and salaries climbed by 10.0% to DM2.3bn; in addition to a general increase in both negotiated and individually agreed salaries, this reflects one outcome of the Bank's structural reform, namely a much accelerated trend towards higher qualification among our employees. Social security contributions and expenses for pensions and other employee benefits went up 25.3% to DM649m, after declining in the preceding year due to a non-recurring lower allocation to pension provisions.

Other operating expenses were up to almost DM1.9bn. Their climb was held at 6.1% even though sizeable investments were realized (new branches in eastern Germany, preparations for the building of our new head-office tower in Frankfurt, and improved services and computer network). There was a drop of DM18m in the depreciation on land and buildings, office furniture and equipment, compared with 1992.

Partial operating result up by more than a quarter

The Group's partial operating result, representing the balance of the above-mentioned revenues and expenses, amounted to DM1,985m, which was 26.4% higher than the year-earlier figure.

Once again, we were able to lift substantially our net income from financial transactions, which reflects our successful own-account trading in foreign exchange, securities and financial derivatives. After the DM263m registered in 1992, net income is shown 109% higher, at DM550m, for the year under review. About a quarter of this is attributable to our foreign subsidiaries, especially CISAL.

The balance of all other operating income and expenses, which also includes the income from real-estate and leasing business, registered an amount of DM369m in 1993. A year previously, we had shown DM1,158m under this item, as we

had been able to realize sizeable revenues from the sale of land to prepare for the construction of our new head-office premises in Frankfurt.

High loan-loss reserves again

Applying strict standards and including any funds which had been released, we have used a net amount of DM1,770m to provide for credit risks – 14.9% less than in 1992; here earnings from the securities held for liquidity purposes were set off against the amount originally required. Roughly three-quarters of our still very high loan-loss reserves relates to lending in Germany and mainly to credits granted to the goods-producing sector, which has been hit particularly hard by recession. Yet in view of the more marked deterioration in the financial health of borrowers, we have increased provisions in the retail customer segment as well.

By contrast, no further additions to provisions were called for as regards country risks. To some extent, there has been a palpable improvement in the situation of the respective countries, above all in Latin America. In view of the recovery in secondary-market prices, therefore, we have sold some of the risks on our books. Although there has been an increase in the group of states whose ability to pay we consider to be impaired or endangered, our problem-loan portfolio has been reduced from DM5.9bn at end-1992 to a current DM4.5bn. We have retained the loan-loss reserves formed in the past on the scale permitted.

MANAGEMENT REPORT

Operating result raised by a quarter

After providing for possible risks, we show an operating result of DM1,134m for the Commerzbank Group, which is 24.5%, or DM223m, more than in 1992. Despite the high level of provisions, the overall structure of earnings gives us cause to be satisfied with this result.

On the Bank's extraordinary account, the balance of other items showed DM60m, 82% less than in 1992. Last year, we were able to report substantial income here from the merger with Berliner Commerzbank and the sale of equity investments. All told, we registered pre-tax profits of DM1,194m within the Commerzbank Group.

The Group's overall tax expenditure rose by 9.7%, from DM554m to DM608m. Nonetheless, our tax ratio – i.e. tax expenditure as a percentage

of pre-tax profits – fell to 51%; in 1992, it had been 57%, after adjustment for the tax-exempt earnings generated by the merger with Berliner Commerzbank.

The decline of six percentage points is due primarily to the fact that a higher proportion of our results was achieved abroad at lower tax rates, as well as the fact that a larger amount of equity funds is employed there. In addition, it also reflects the lowering of the corporate income-tax rate for distributed profits from 36% to 30%.

Consolidated profit and loss account

	1993	1992	Change	
	in DM m	in DM m	in DM m	%
Interest income	19,240	18,932	308	1.6
Current income	556	363	193	53.2
Interest expenses	14,947	14,962	- 15	- 0.1
Net interest and dividend income	4,849	4,333	516	11.9
Commission income	2,059	1,689	370	21.9
Commission expenses	99	76	23	30.3
Net commission income	1,960	1,613	347	21.5
Total income	6,809	5,946	863	14.5
Wages and salaries	2,308	2,098	210	10.0
Social security contributions	649	518	131	25.3
Personnel expenses	2,957	2,616	341	13.0
Other operating expenses	1,291	1,166	125	10.7
Write-downs on intangible and fixed assets	576	594	- 18	- 3.0
Total expenses	4,824	4,376	448	10.2
Partial operating result	1,985	1,570	415	26.4
Net income from financial transactions	550	263	287	109.1
Balance of other operating income/expenses	369	1,158	- 789	- 68.1
Provisions for possible loan losses	1,770	2,080	- 310	- 14.9
Operating result	1,134	911	223	24.5
Balance on financial investments and extraordinary account	184	331	- 147	- 44.4
Balance on allocation to/writing-back of special item with partial reserve character	- 124	- 1	- 123	-
Gross pre-tax profit	1,194	1,241	- 47	- 3.8
Taxes on income	545	471	74	15.7
Other taxes	63	83	- 20	- 24.1
Total tax expenditure	608	554	54	9.7
Net income for the year	586	687	- 101	- 14.7

Dividend raised to DM12 per share

From the Parent Bank's net income for the year, which totals DM496m, we have allocated DM150m to revenue reserves from funds deriving from foreign profits which are tax-exempt in Germany. We propose to the Annual General Meeting that from the remaining distributable profit the shareholders receive a cash dividend payment of DM12 per share, as against DM10 previously. Due to an increase in the Bank's dividend-bearing capital, the total amount to be distributed will rise by a hefty 32% to almost DM346m. With the DM5.14 tax credit for shareholders who have unlimited tax liability in Germany included, the gross amount they are to receive per DM50 share is DM17.14. The holders of Commerzbank profit-sharing certificates whose interest rate is linked to the size of the dividend payment will benefit accordingly from this resolution.

DM277m allocation to Group's reserves

Our Luxembourg subsidiary CISAL has transferred its distributable profit of DM382m to the Parent Bank. The other Group members used their improved operating results partly to raise their dividend payouts and partly for making larger allocations to revenue reserves. All in all, the Group's revenue reserves are being augmented

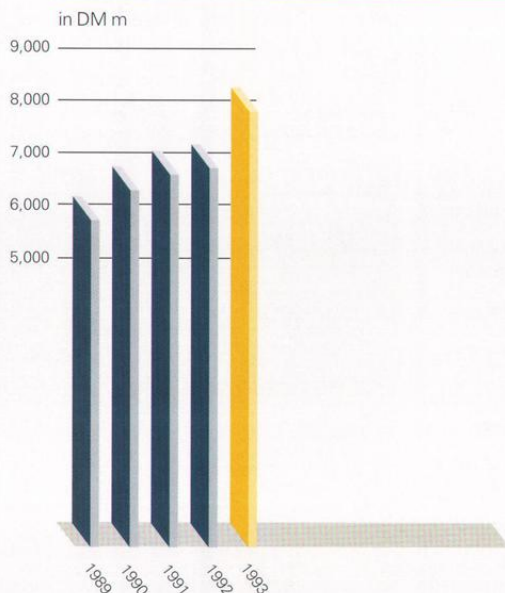
by DM277m. On account of the income generated by the merger with Berliner Commerzbank, this item amounted to DM409m in the previous year and DM235m in 1991. Last year, we allocated an extra DM124m to the reserve formed in accordance with Section 6b of the German Income Tax Act.

Large increase in equity capital

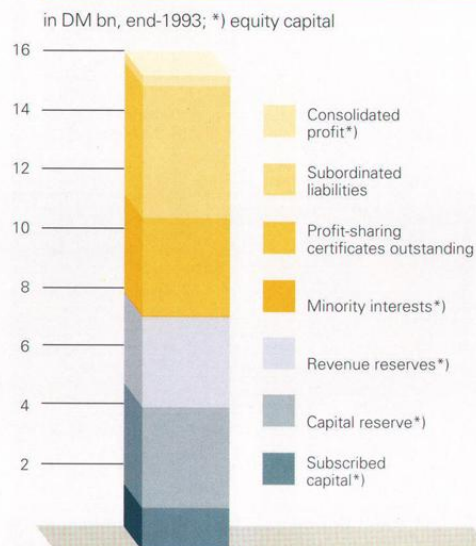
In February 1993, we effected a capital increase for cash in an actual amount of over DM500m; the market response was very positive. In addition, the Bank's equity capital was bolstered by DM167m through a fresh issue of shares at a preferential price to our staff in July and by the premiums achieved through the launch of both profit-sharing certificates and bonds with warrants attached. For end-1993, the Commerzbank Group's equity capital is shown at DM8.3bn; this is 15% more than a year previously.

With the Parent Bank's capital increase in an actual amount of about DM950m included, which was effected early in 1994, and after deduction of the distributable profit, its equity capital reaches a level of DM8.9bn. At approximately DM280 per share, the book value of the Commerzbank share, representing the ratio of subscribed capital to reserves, has achieved a new record high.

Commerzbank Group's equity capital



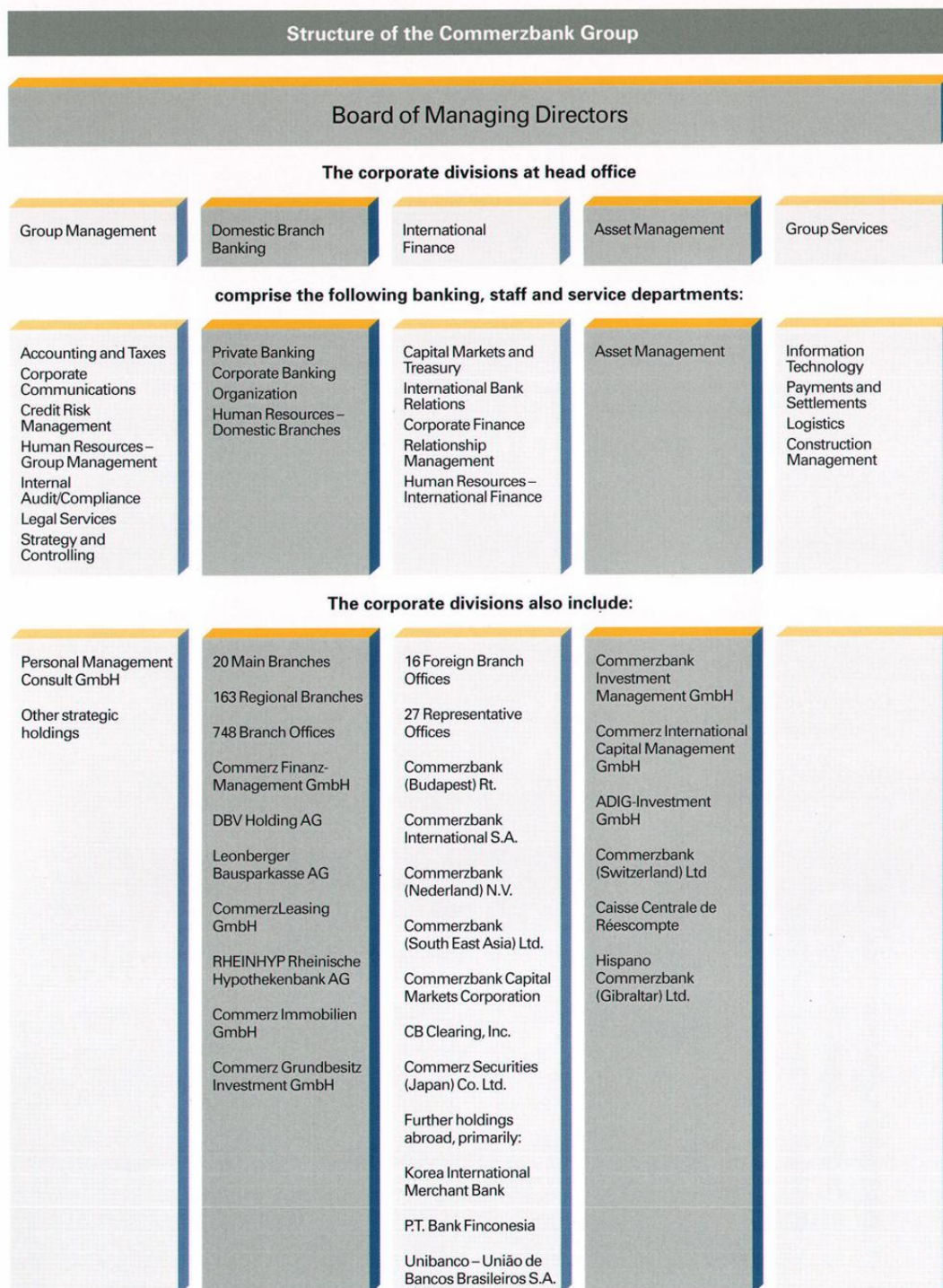
Commerzbank Group's liable funds



MANAGEMENT REPORT

Through the above-mentioned launch of profit-sharing certificates with warrants attached, and also the issues of subordinated bonds and the allocation to the 6b reserve, we have augmented the Group's liable equity capital. Profit-sharing certificates outstanding are shown 35.1% higher in the balance sheet, at DM3,303m; after a 17.6% rise, subordinated liabilities now stand at

DM4,461m. At end-1993, the overall capital ratio, which we calculated as in the previous year without taking the revaluation reserves into account, covered 8.3% of the Bank's risk-weighted assets and the core capital ratio 4.4%.



New head-office structure

In autumn 1993, the reorganization of the Bank's head office was completed; it was guided by the same corporate objectives as the structural reform of the branch network:

- concentration of resources;
- stronger focus on customers' needs;
- more efficient development of products;
- more successful personnel management.

Commerzbank's head office now comprises five corporate divisions, which according to size or significance are run individually or jointly by one or several members of the Board of Managing Directors and in which banking, staff and service departments have been brought together for cooperation purposes. As a result, the way in which Board members work with one another and with the various banking departments has been made more efficient, communication easier, and management more direct.

The corporate division Group Management provides management services and performs all the higher-level controlling functions; it prepares the ground for all the basic business-policy and strategic decisions for the Group as a whole. It comprises the staff departments Strategy and Controlling, Corporate Communications, Credit Risk Management, Human Resources, Accounting and Taxes, Legal Services and Internal Audit/Compliance.

The corporate division Domestic Branch Banking covers all the Bank's branch-related activities. It focuses on the German branches via its banking departments Private Banking and Corporate Banking, which are backed up by the relevant staff departments Organization and Human Resources-Domestic Branch Banking.

The corporate division International Finance is responsible for securing Commerzbank's prominent position in international business. It is made up of the banking departments Capital Markets and Treasury, Corporate Finance, Relationship Management and International Bank Relations,

but also encompasses the Bank's operative units abroad. The division has its own staff department Human Resources as well.

The Asset Management division brings together all Commerzbank's activities in this area. The intention is to tap the synergy potential which exists in what are in some cases legally independent units. The area includes the subsidiaries Commerzinvest and CICM, fund and asset management as well as securities research. It is responsible for Commerzbank (Switzerland) Ltd, the French investment-bank subsidiary Caisse Centrale de Réescompte, which we acquired last July, the Bank's interest in ADIG and the joint venture Hispano Commerzbank (Gibraltar).

Within the new organization, the market-oriented divisions bear full responsibility for the results which they achieve. However, significant cost and revenue factors are determined by the fifth corporate division. This takes care of all services that are used jointly by the other divisions, such as Information Technology, the central "back-office" functions (Payments and Settlements) and also Logistics and Construction Management.

By reorganizing our domestic branch system and head office, we have put ourselves in a position to reap the full benefits of the economic rebound in the form of earnings-oriented growth. We are ensuring that our Bank stays efficient and competitive and are thus creating the basis for its independent future as a major German credit institution with nationwide operations.

Risk controlling intensified and extended

In view of the great and possibly increasing risks in the financial markets, we have devoted special attention to risk controlling. Our approach, which we have developed with the cooperation of a prominent consulting firm and which is now being implemented, addresses the typical banking risks – loan loss, market-price and interest-rate changes – to which the Group is exposed. It complements the risk-management instruments that are available in the specialist departments and is designed to measure and evaluate the risks de-

tected within the Group according to uniform methods, and thus to describe the Group's overall risk exposure.

This position is monitored in connection with the Bank's risk-cover funds, the main steering factor being the yield achieved on its risk capital. It is this yield which determines how funds are allocated between the various banking departments and, within these units, to the various product groups, right down to the steering of individual transactions.

With the reorganization at head office, the system of decision-making was altered through the creation of a lending committee in order to improve credit management, and further elements of the Bank's computer-assisted credit risk management were realized.

A comprehensive structuring of Commerzbank's outstanding loans according to risks was introduced, coupled with a stronger focus on portfolio aspects in lending policy. Organizational changes and the switch to a graduated system of responsibility for granting loans have been designed to improve cooperation between those who take the decisions; they are intended to bring risks under tighter control.

In future, we aim to place strong emphasis within our Credit Risk Management department on the early detection of problems and their prevention. This also accords better with our philosophy of generally preferring to restructure rather than liquidate doubtful loans. We believe that in many cases critical phases can be overcome given responsible behaviour on the part of the banks.

Steps to prevent money laundering

The prevention of money laundering is a highly sensitive socio-political topic. The role of the banks in this respect is viewed especially critically. By means of organizational measures and staff appointments, as well as through extra training, we have complied with the regulations recently introduced by the government.

The legislation to counteract money laundering, which entered into force last November, requires that proof of identity be provided. The reporting procedures for financial transactions which arouse suspicion in this respect have been clearly laid down. We have made our employees aware of this topic by publishing a brochure presenting an overview of the statutory provisions.

Withholding tax causes extra costs

But, while we may readily acknowledge the reasons which prompted parliament to act, the money-laundering legislation has not been the only extra burden which the banks have had to bear without being able in return to charge a price that covers the costs. The introduction of a withholding tax on interest income, with its many complex variations and the large number of changes to computer programs and handling procedures, has confronted our service department Payments and Settlements with special challenges. The recently introduced taxation of interim profits similarly gives rise to more technological problems and an increased need for counselling, for which we receive no compensation. The web of regulations has become so closely-spun that large sections of our clientele no longer see the point of them.

Domestic branch business

The now implemented reform of Commerzbank's branch structure and the reorganization at head office were intended to improve customer orientation and consequently increase the Bank's profitability. In some areas, positive results were already evident in 1993.

All-inclusive services for retail customers

Our strategy in retail customer business is geared, for one thing, to providing an all-inclusive approach to the management of assets; and, for another, to improving the Bank's results through standardization. The market orientation of our branches has been placed on an even more systematic basis. For us, these are the most important steps which will enable us to meet the competitive challenges of the future. The focus of our sales efforts on the needs of our private customers will ensure that the latter are satisfied. The positive response of our customers to the changes has encouraged us to pursue systematically the course which we have adopted.

Telephone banking nationwide in 1994

Quick, easy and safe: that is the slogan of Commerzbank's telephone service whose trial period is now over. From May 1994 onwards, we are offering this modern service on a nationwide basis. Recourse to Comphone, as the service is called, will give customers the choice between a recorded-message system, which is steered with the aid of telephone keys, and direct contact with members of Commerzbank's special team for this purpose.

Twenty-four hours a day, seven days a week, customers can examine the state of their account, order cheques, receive information and alter their secret code number. Mondays to Saturdays, from 8.00 to 22.00, staff are available to transfer funds and arrange standing orders via telephone. Through Comphone, we can be sure that our service orientation remains strong, offering a high degree of flexibility as regards time and geographical location.

Broader Allfinanz activities

A gratifying amount of business was passed on to us by our *Allfinanz* partners, of which the home loan savings association Leonberger Bau-sparkasse accounted for DM780m and the DBV insurance company DM707m. Through the successful sale of home loan savings contracts (almost DM760m) and life insurances (practically DM1.1bn) via the Commerzbank branch network, we achieved sizeable commission income. The positive trend in the sales of *Allfinanz* products is unbroken. We believe that the impending merger of DBV and Winterthur (see page 14) will provide the strategic basis for expanding our *Allfinanz* business.

Strong demand for Commerzbank Eurocard

Last year, the number of Commerzbank Eurocard-holders increased by more than 30,000. At almost 37%, the share of Commerzbank Eurocard Gold is high, exceeding the market average. Since the introduction of the Eurocard with a telephone chip in mid-1993, many card-holders have availed themselves of this extra service.

Strategic asset planning

Commerzbank's subsidiary CFM Commerz Finanz-Management GmbH, established in 1990, devised more than 1,000 financial plans last year. Here the client's overall asset situation is analysed and, by means of an appraisal, a recommendation is made regarding the asset structure to opt for. The encouraging result confirms our strong market position in the field of strategic asset planning.

New systems in portfolio management

The portfolio investment system "COMPACT" for private customers with amounts ranging from DM100,000 to DM1m to invest has been extraordinarily successful since its launch at end-1992 because it is tailored to clients' needs. In the meantime, we are looking after just under 12,000 customers with total funds of almost DM2.0bn.

In order to round off the product range leading up to the successful COMPACT system, we intro-

duced a scheme at the start of the current year which allows customers to combine investment funds. The system, known as "CONCERT", offers market-oriented funds, which are index-like in structure and invest in entire markets and countries rather than individual companies. As it corresponds to customers' needs, we believe that this product will give us the chance to capture a larger market share.

Sizeable expansion in deposits

There was a marked increase in the total deposits of our retail customers in 1993, especially at year-end, due to the movement out of investment funds for tax reasons. Savings in particular advanced, with many domestic private investors giving preference to traditional forms of saving. Consequently, the Group's aggregate savings deposits reached DM25bn, time deposits DM19.3bn and demand deposits DM11.3bn.

Private credit demand strong

The buoyant trend for loans to domestic private customers lifted the Group's total lending by 9.1% to DM56.2bn, DM44.2bn of which were home loans. In view of the low interest rates and the imminent changes in tax legislation, building

finance accounted for a large share; new loan commitments at the Parent Bank were up by almost 50% in 1993.

This year as well, we see good opportunities for further growth. The necessary potential is provided by the attractive interest level and the demand for home loans, which is likely to persist. By further rationalizing our processing and decision-making procedures, we have created extra scope for offering high-quality advisory services.

Eastern Germany

By end-1993, more than 300,000 customers were being looked after by over 2,150 employees in 113 different locations throughout eastern Germany, excluding East Berlin. This year, 10 more branches are to be opened.

Lending to business customers subdued

In view of the decline in interest rates and their fairly low level in the meantime, our business customers for the most part wanted medium to longer-term loans whose interest rates were fixed for such periods. Although the market for short-term credits has contracted somewhat, we also achieved modest expansion here, enabling us to

Lending by Parent Bank^{*)}

in %	31-12-1993	31-12-1992
Energy and mining	1.2	0.8
Chemical and oil-refining industries	1.5	1.9
Plastics and rubber production, non-metallic minerals, fine ceramics and glass	2.5	3.0
Metal production and processing, steel construction, mechanical engineering, automotive industry, office equipment and computers	7.4	8.3
Electrical and precision engineering, optical products, metal manufacturing, musical instruments, sports equipment, jewellery	3.8	4.9
Wood, paper and printing	2.1	3.3
Textiles, clothing, shoe and leather industries	1.1	1.6
Food, drink and tobacco	2.0	2.3
Building and civil engineering	3.4	3.2
Industry, overall	25.0	29.3
Commerce	12.4	12.4
Transport and communications	2.2	2.6
Other services, including the professions	30.4	28.1
Individual customers other than self-employed	30.0	27.6
	100.0	100.0

*) to domestic and private customers

report a strengthening of our position in all maturity brackets. Among other things, we attribute this success to our improved sales capacity thanks to the reform of the branch structure.

The generally subdued growth of our lending to corporate customers has to be seen in connection with weak economic performance in Germany, which induced us to continue to monitor closely the creditworthiness of our clients.

Financial investments buoyant

Setting great store by profitability, our corporate customers reduced the level of their demand deposits somewhat. Another slight increase occurred in the time deposits held in Germany, although we also noted a tendency to switch to the Euromarkets as a result of the withholding tax on interest income. From 1994 onwards, public-sector entities are no longer obliged to deposit their liquid funds with the Bundesbank; we expect this change to provide a boost for our deposit-taking activities. While securities operations were positive in general, the impressive growth of investment-fund business was especially noteworthy.

Electronic banking still expanding

Our business customers were once again keen to avail themselves of the possibilities offered by electronic banking. By recourse to our products for the paperless handling of domestic and foreign payments and also to those designed to support an active financial management, firms managed to reap the benefits of rationalization. To a growing extent, the key product here is COTEL-BCS, our integrated software for direct online communication with the Bank, which is now used by over 1,000 clients.

At the same time, we offer retailers two options for cashless point-of-sale payment: "electronic cash", the guaranteed payment based on the eurocheque card in combination with the customer's personal secret code number, and "POZ", the alternative involving the customer's signature as authorization for a direct debit. Both variants are increasingly being employed in the retail trade.

In the field of information banking, we were able to reinforce our solid market position with a PC-based system for procuring bank information for our business clients.

Lower export and import volumes

Germany's external trade was influenced by the difficult economic situation in Western Europe in 1993. Both import turnover and exports were down considerably on their year-earlier levels. It is all the more encouraging, therefore, that as a bank with a traditional strength in external trade we managed once again to increase our market share slightly and achieve somewhat higher commission earnings. The guarantees and letters of credit, which largely relate to foreign commercial business, rose by altogether 20% to DM23.6bn.

Due in part to statistical distortions, trade with European Union countries was seriously impaired. The export business which we handled with the countries of Central and Eastern Europe that are restructuring their economies continued to develop at an above-average rate. In particular, we were successful in stepping up our transactions with the successor states of the Soviet Union. The Asia-Pacific region is a growth market as regards export business; alongside Hong Kong, Thailand, Taiwan and South Korea, China is becoming ever more important.

Import business with Central and Eastern Europe, the success of whose reform efforts is gradually becoming evident, developed in a very gratifying manner.

For 1994, we expect to see an improvement in German external trade, which may form the basis of a general economic recovery.

European network for payments transactions

As a strategic response to the great business opportunities afforded by the Single European Market, we concluded a far-reaching new agreement in mid-1993:

Through the creation of a fully automatic network for settling low-value payments transactions

and feeding them directly into the national clearing system, several major European banks are offering their customers from 1994 onwards a simple, quick and cheap service for handling payments within Europe. They are thus realizing the European Commission's expectations of greater transparency with regard to costs and calculable transaction times in cross-border payments.

Apart from Commerzbank, the core of the network is formed by National Westminster Bank of the UK, France's Société Générale, and Credito Italiano of Italy. The Spanish Banco Central Hispanoamericano, which has worked closely together with Commerzbank for many years, is also participating in the new payments system. In addition to the network operated by these core banks, we have concluded bilateral agreements with banks from 13 other EU and EFTA countries in order to secure their participation in the new cross-border payments service.

Modern electronic facilities enable the banks which are cooperating in this payments system to process all transfers between their respective countries, and later outside Europe as well, in no more than 2-3 days per country. The new agreement applies to transactions of up to DM5,000, for which a so-called Euro payment order has to be used – a recently produced form which is available from all Commerzbank branches.

Medium and long-term export finance

On the whole, foreign demand for capital goods also declined sharply in 1993. However, orders from the former Comecon countries of Eastern Europe, the OPEC states and many less developed countries with their regular need to finance purchases of durable goods remained fairly stable.

Once again, the financing of eastern German exports to the Commonwealth of Independent States called for a great deal of supporting advisory services. The market volume here was determined solely by the scale of the cover provided by the German government.

We continued to rely on general loan facility agreements with major importing countries and

worked very closely together with AKA, the German banks' joint export credit vehicle. Large-scale deals were handled in conjunction with other banks.

To an encouragingly high degree, we became involved in financing the deliveries abroad of other major exporting countries in which we maintain operative units; this allowed us to use the local financing and export credit insurance systems. In a fiercely competitive environment, we again managed to conclude a large number of transactions and asserted our market position. The profitability of the largely insured German and non-German export business was held at a reasonable level.

Expansion in commercial real estate

Commerz Immobilien GmbH (CIMO) can look back on a very successful business year. Cooperation with Müller International Immobilien, one of Germany's largest real-estate brokers, and GBB Gewerbebau Beratung, a prominent project management company, was extended considerably. CIMO holds stakes in either firm, indirectly in the case of Müller Immobilien via MIPA Müller Verwaltungs-GmbH. In view of the successful development to date, this cooperation is to become more intensive.

The main focus of business activities remained on eastern Germany, and predominantly on the cities of Berlin and Leipzig. CIMO is confident that it will be able to consolidate several potential sites in the course of 1994 which extend attractive opportunities for investment.

Haus-Invest successful

The capital investment company Commerz Grundbesitz Investmentgesellschaft mbH (CGI), Wiesbaden, founded in March 1992, took over the administration of the open-ended property fund Haus-Invest as planned on July 1, 1993. Last year, the fund, which was set up as long ago as 1972, almost doubled the assets it manages to DM3.2bn. A broad range of investors made this successful sales performance possible, with Haus-Invest now having reached a total of 60,000. The strong increase in the fund's volume created the necessary scope for an expansion in its property-acquisition activities. Since CGI has assumed management responsibility, therefore, 14 new pieces of real estate, worth around DM600m, have been bought.

CommerzLeasing well established

Since October 1992, all Commerzbank's leasing activities in the fields of moveable goods and property have been entrusted to CommerzLeasing GmbH, Düsseldorf. In its first full business year, our subsidiary concluded new deals amounting to DM4bn; all told, its contracts are worth DM14bn. This makes CommerzLeasing one of Germany's leading all-round leasing companies.

The leasing of moveable goods accounted for DM340m of the new business. In view of the economic downturn, this 11% advance is especially remarkable.

The encouraging expansion in the area of real-estate leasing was due not only to the broader range of products but also to the development of leasing-based funds, a combination of closed-end property funds and elements of the leasing contract.

Attaining an overall volume of DM130m, leasing operations with the public sector scored their first successes. Thanks to a more efficient handling of projects, communal leasing schemes offer local government authorities a more economical way of financing their investments; they ease a substantial strain on public-sector budgets. In order to meet the special demands of this sector with its great potential properly, CommerzKommunalbau was founded, a subsidiary of CommerzLeasing.

International finance

For our International Finance division, 1993 was an exceptional year. In all areas, we managed to achieve higher volumes and earnings, in some cases considerably higher. This success is due not only to excellent market conditions, with a steady decline in interest rates and a rise of over 40% in German share prices. Rather, it also reflects efforts to use our modern organizational structure in order to attain a prominent position in international finance.

Boom in foreign DM bonds

Traditional underwriting business benefitted in 1993 for one thing from a fresh increase in the government's need for credit, and for another from very brisk issuing activity in foreign DM bonds. The previous year's already very high volume of bonds newly launched by foreign borrowers was exceeded once again, by 70%, and reached DM90bn, enabling the D-mark to retain its second place internationally among the currencies used for bond offerings.

Commerzbank served as lead manager for 15 foreign DM bonds totalling DM6.9bn. It thus easily asserted its number three position among German issuing houses. Worthy of special mention are the mandates we received to manage jumbo offerings of DM1.5bn each for Portugal and Kreditanstalt für Wiederaufbau (Reconstruction Loan Corporation) as well as those of DM1bn each for Bank of Greece and the Hungarian National Bank.

Also noteworthy were the issues which we managed for Unibanco, the first Brazilian DM offering for 13 years, and for Venezuela, again the first after a lengthy interval.

Our intensified efforts in the Euroloan market culminated in five syndications which we lead-managed. Of particular importance were the credits raised for Korea Exchange Bank, Korea Long Term Credit Bank and the Hungarian National Bank.

New impulses for equities

Many companies took advantage of the market's at times euphoric mood in order to strengthen their equity base. All told, they placed new shares in an aggregate amount of roughly DM14bn. We were involved in a large number of capital increases; in the case of Hochtief, Kögel and Schiess, we acted as lead manager. In addition, we brought one newcomer to the stock exchange, Elektra Beckum AG of Meppen, which had an outstanding bourse debut. We also arranged for a private placement of over 25% of Holsten-Brauerei AG's share capital.

Successful advisory activities

Our corporate finance activities last year also involved the conclusion of a consultancy agreement with the European Union relating to the privatization of industrial enterprises in the Ukraine. In the project finance field, the emphasis fell on providing support for foreign companies in eastern Germany. For example, we helped a Finnish

Parent Bank's cooperation in underwriting syndicates

Year	Capital increases*)	Domestic bond issues	Foreign DM bond issues
1984	16 totalling DM 1.9bn	21 totalling DM 23.9bn	109 totalling DM 17.0bn
1985	18 totalling DM 4.7bn	29 totalling DM 32.5bn	126 totalling DM 24.7bn
1986	31 totalling DM 9.2bn	31 totalling DM 46.3bn	126 totalling DM 25.1bn
1987	19 totalling DM 5.7bn	29 totalling DM 50.2bn	98 totalling DM 19.7bn
1988	11 totalling DM 1.5bn	16 totalling DM 41.7bn	125 totalling DM 29.1bn
1989	50 totalling DM 10.2bn	14 totalling DM 37.5bn	96 totalling DM 22.4bn
1990	44 totalling DM 12.7bn	17 totalling DM 85.0bn	64 totalling DM 18.1bn
1991	39 totalling DM 4.4bn	13 totalling DM 63.0bn	104 totalling DM 19.8bn
1992	30 totalling DM 6.0bn	18 totalling DM 92.7bn	90 totalling DM 37.2bn
1993	29 totalling DM 6.3bn	15 totalling DM 121.0bn	90 totalling DM 65.8bn

*) through rights issues, cash proceeds

In addition, we helped place 3,245 foreign-currency bond issues between 1984 and 1993.

firm to establish a paper factory in Saxony and managed the syndicate that handled the financing. In connection with the privatization of Vereinigte Mitteldeutsche Braunkohlenwerke AG, we assisted an Anglo-American consortium in an advisory capacity with its investment in the Leipzig area.

Strong growth in share and bond trading

In share trading – both on the exchange floor and also via the IBIS system, which we used to an especially great extent – our transactions on behalf of clients practically doubled last year. Earnings rose accordingly, in our proprietary trading and also in our commission-based business. At the same time, we were able to secure our strong market position on Deutsche Terminbörse, where we are one of the leading houses for each type of product traded. In DAX futures and Bund options, we even registered the highest turnover of all in 1993.

One of our strategic goals is to extend the Bank's activities in financial derivatives further over the next few years, as we believe that the German market's potential has been tapped very little up to now in this respect. At end-1993, the gross volume of our off-balance-sheet operations according to the Bundesbank's definition equalled 171% of the Group's total assets; with currency-related risks excluded, it amounted to 84%. The counter-party risk attaching to derivative business is equal to about 1.5% of the gross volume. We laid the foundation for expansion in this area early in 1994 by setting up a company for financial derivatives: Commerz Financial Products GmbH, which is based in Frankfurt and is endowed with a share capital of DM45m.

Thanks to the sharp decline in the yields of fixed-income securities and the pressing need of domestic and foreign investors to commit their funds, there was a hefty surge in the bond turnover which we handled. In bond trading as well, a sustained improvement in results is to be achieved through organizational modifications. Among other things, we transferred all foreign-currency bond trading at the start of 1994 to London, where conditions are more favourable than in Germany.

Group's derivative business

Nominal amounts in DM m, as of end-1993	
Total	486,753
Currency-related risks	247,564
Interest-related risks	233,983
Other price risks	5,206
Trading	377,475
Currency-related risks	227,709
Interest-related risks	144,626
Other price risks	5,140
Hedging	109,278
Currency-related risks	19,855
Interest-related risks	89,357
Other price risks	66

Central books for foreign-exchange trading

We are pursuing a similar strategy in foreign-exchange trading, where we are systematically running "central books" in Germany. As a result, our spot and option-based proprietary trading has been moved entirely to Frankfurt, whereas forward transactions continue to be made available to all clients by our Düsseldorf team. From the earnings standpoint, trading in the US dollar was less attractive last year than that in either EMS or exotic currencies.

We have considerably stepped up our inter-bank money-market transactions, above all as regards foreign-currency positions: here London has been given greater weight as a centre. Our palette of funding products has been enlarged to include DM certificates of deposit, which we have been offering to institutional investors since last September. With their minimum contract volume of DM5m and a minimum maturity of 30 days, these short-term money-market paper can be tailored to suit the needs of the individual investor.

Last summer, the US central bank gave its approval for CB Clearing, Inc. to start operations. This company, in which we hold a 62.5% interest, serves as a clearing office for options and futures from its Chicago base. Its clients are banks, insurers and pension funds; CB Clearing is the first institution of this kind, therefore, to concentrate on institutional investors.

Commerz Securities (Japan) Co. Ltd., in which we hold a 50% interest, has further developed its business relations with institutional investors and registered substantial turnover in its underwriting transactions. Despite a difficult stock-exchange year, its operating result proved to be better than in 1992.

Stronger international presence

We have reinforced our network of outlets abroad, above all in Central and Eastern Europe; over the medium to long-term, we see good market opportunities there for German business. In the meantime, we maintain representative offices in all the CIS republics; since the summer we have been in Kiev (Ukraine), Alma-Ata (Kazakhstan) followed in October, and at the turn of the year, we opened our offices in Minsk (Belarus) – the first international bank to do so – and in St. Petersburg (Russia). Using Kiev as an example, we have devoted a special feature on pages 31-37 of this Report to a description of how such representative offices function and what range of products and services they offer.

In both the Czech Republic and Hungary, we have operative units. While we already had a branch in Prague, we opened a subsidiary, Commerzbank (Budapest) Rt., on May 3, 1993. As a commerce-oriented bank with a staff of around 40, it primarily looks after German companies which hold interests in Hungarian firms. In addition, it is increasingly becoming involved in Hungary's external trade with Germany and other countries. The bank helps Hungarian clients to develop and extend their activities by providing advice and interesting products. All in all, the short 1993 business year laid the basis for positive business performance.

We reinforced our Asian presence by setting up a representative office in Shanghai, which is to be converted into a branch once the requested approval has been received. After Beijing, this is Commerzbank's second representative office in the People's Republic of China; it reflects our traditionally prominent role in business with China and is a response to the country's dynamic economic development over the past few years.

Foreign branch network

Our foreign branches in the industrial countries, from New York to Tokyo, some of which have been operating for decades, continued to show a positive development. In a year-on-year comparison, their business volume expanded by 14.5% and thus amounted to 25% of the Parent Bank's business volume.

Successful holdings worldwide

The first nine months of the current business year (April 1, 1993 to March 31, 1994) were encouraging for Korea International Merchant Bank (KIMB), in which we are the largest foreign investor, with a 21% stake, and on whose management board we are represented. The bank's business volume rose by 10.3% to practically DM4.5bn; the net result was 17.7% higher than that for the preceding year as a whole. This was attributable in large measure to the healthy performance of the Korean stock market. At the same time, demand remains strong for KIMB's assistance in arranging investments by Korean firms in Vietnam and China and providing related consultancy services.

Last year, P.T. Finconesia Financial Corporation of Indonesia, Jakarta, received a full banking licence and is now called P.T. Bank Finconesia. We have raised our holding in this company from 7 to 20%, and since November 1, 1993, we have been represented on the management board of the bank, which is involved exclusively in corporate customer business. On account of the sound overall economic conditions, the 1993 business year was a positive one. The balance-sheet total expanded by 23.7% to the equivalent of DM186m, while net income was up by 28.6% to DM2.9m.

In a slightly more friendly economic environment, Unibanco – União de Bancos Brasileiros S.A., São Paulo, posted a good result. Unibanco, in which we hold a 10.2% interest, has over 446 branches, 237 paying offices and 13 bureaux de change. Its "German desk", run by Commerzbank, was able to procure new customers; by year-end, it was looking after 74 German subsidiaries in Brazil.

Commerzbank worldwide



Foreign branches

Antwerp
Atlanta (agency)
Barcelona
Brussels
Chicago
Grand Cayman
Hong Kong
London
Los Angeles
Madrid
New York
Osaka (office)
Paris
Prague
Singapore
Tokyo

Representative offices

Alma-Ata
Bahrain
Bangkok
Beijing
Bombay
Brussels (EU liaison office)
Buenos Aires
Cairo
Caracas
Copenhagen
Istanbul
Jakarta
Johannesburg
Kiev
Mexico City
Milan
Minsk
Moscow
Rio de Janeiro
St. Petersburg
São Paulo
Seoul
Shanghai
Sydney
Tehran
Toronto
Warsaw

Foreign holdings

Commerzbank (Budapest) Rt.,
Budapest
Commerzbank International S.A.,
Luxembourg
Commerzbank (Nederland) N.V.,
Amsterdam
Commerzbank (South East
Asia) Ltd., Singapore
Commerzbank (Switzerland) Ltd,
Zurich and Geneva
Commerzbank Capital Markets
Corporation, New York
Caisse Centrale de Réescmpte,
Paris
CB Clearing, Inc., Chicago
Commerz Securities (Japan)
Co. Ltd., Hong Kong/Tokyo
Hispano Commerzbank
(Gibraltar) Ltd., Gibraltar
Korea International
Merchant Bank, Seoul
P.T. Bank Finconesia,
Jakarta
Unibanco – União de Bancos
Brasileiros S.A., São Paulo

New structures in asset management

Our new corporate division Asset Management combines all the Commerzbank Group's professional asset management activities on behalf of customers with its securities-based research. After expanding by 27% in 1993, the total funds under management now stand at over DM70bn. This makes Commerzbank one of Europe's leading asset managers. In addition, the Bank holds substantial amounts of securities in safe custody for its customers.

At ADIG, the company run by the Bank jointly with other institutions, which manages publicly-offered investment funds, the previous year's brisk development continued up to the autumn. During the final quarter, however, investment-fund business as a whole was characterized by the reallocation and withdrawal of funds. At end-1993, ADIG, together with its Luxembourg outlet, was managing a total fund volume of roughly DM34bn. The market response to new combined funds, which enable investors to opt not only for index-oriented equity and bond-based funds but also for cash holdings, has been encouraging.

Commerzbank Investment Management GmbH increased the overall volume of funds under management by 28% to around DM15bn. New investments of practically DM800m flowed into 28 non-publicly-offered funds, whose overall number thus rose to 206. The special funds which are offered as an innovative product for institutional investors who do not have non-publicly-offered funds of their own proved to be particularly successful.

Commerz International Capital Management GmbH, which provides portfolio-management services for international institutional clients, also saw its positive development continue last year. The value of the funds administered grew by almost 50% to roughly DM6.6bn. Most of its new customers are from Europe and Asia. With the opening of an office in Hong Kong, the company is now directly represented in five foreign centres.

Our portfolio management for high net-worth individuals has an international dimension as well. In addition to the nationwide coverage in Germany, this service is also available from subsidiaries in Switzerland, Luxembourg, Singapore and New York (short reports appear on pages 41 and 42). The strong expansion of such business in Germany has drawn considerable support from COMPACT, a standardized asset-management service based on country baskets designed exclusively for this group of clients.

Caisse Centrale de Réescmpte, Paris

Alongside its banking activities, our subsidiary Caisse Centrale de Réescmpte (CCR), Paris, which we acquired last year from the French banking group Paribas, has extensive asset-management activities. Thanks to the good performance it attained and a product range geared to individual target groups, it was able to increase its market share. Cooperation with the Parent Bank is already reflected in the mutual use of products and will also broaden CCR's palette of services further. At end-1993, the bank had a staff of 45. The net income for the year of DM17.0m was used to augment its equity capital, which amounted to DM119.8m by year-end.

Hispano Commerzbank (Gibraltar) Ltd.

Hispano Commerzbank (Gibraltar) Ltd., which is run jointly with Banco Central Hispanoamericano, is similarly active in the fields of investment advice and asset management. Last year, its positive earnings trend was maintained; there was sizeable growth in both the number of clients and earnings. Given its special status as a British colony, Gibraltar, and consequently our bank, offer an interesting alternative to other financial centres.

Commerzbank in Kiev – a representative office in the making

What is the role of our outlets in the countries of Central and Eastern Europe, which are still in the progress of becoming functioning market economies? Can they do profitable business yet or are they purely investments in the future? The interview with Per Fischer, our representative in the Ukrainian capital of Kiev, provides answers to some of these questions and is a good illustration of the pioneering work of our dedicated employees in the East.



Per Fischer, 44, graduate in Slavonic studies and business administration, married with one son



Mr. Fischer, how did you manage to achieve this amazing career, from being a linguist to becoming Commerzbank representative in Kiev?

When I began to study Russian in 1975, people with a knowledge of the East were needed in business, politics and research. Apart from my personal interest in Russian, I also considered my job prospects to be good for this reason. Yet things turned out differently. When I finished my studies at the start of the eighties, the Cold War had reached its climax with the war in Afghanistan. Slavonic studies graduates had hardly any chance of getting on in business, journalism or other areas. So I decided to retrain.

You did a banking apprenticeship with Commerzbank?

Yes, and at the same time I took evening courses leading to a state diploma in business administration. After that, I joined a Commerzbank junior executive training scheme, which was followed by a period in the International Banking Department. It is there that I learnt the basics of doing business with Eastern Europe. Early in 1988, I began a four-year spell as the Bank's deputy representative in Moscow. On my return to Frankfurt, I helped build up the CIS section; and since 1993, I have been head of the Kiev Representative Office.

Why did Commerzbank set up shop in Kiev?

With its population of 52 million and an area of more than 600,000km², the Ukraine is one of Europe's largest countries and, after Russia, the second most important member of the Commonwealth of Independent States. For this reason alone, it seemed

How are business relationships built up in the Ukraine?

In Russia and the Ukraine, it is the personal aspect that counts, regardless of whether you are active in the business sector or elsewhere. Of course, a knowledge of the language is helpful. With Russian, I make contact more quickly and directly.

What concrete influence does that have on your everyday life?

The Russians, the Ukrainians and Slavic people in general are direct. They can bargain very well; sometimes, they are difficult, but they honour agreements. They dislike arrogant behaviour and appreciate frank, direct language. I have learnt that here the direct approach in business leads to success.

What types of business can the Bank offer in a country that is beset by severe economic problems?

Our main partners are the local banks. We arrange for them to han-

Does the CIS have any tradition of bank training at all?

As a rule, we are dealing with people who have not trained to be bankers. Local personnel frequently have a linguistic background, but only limited experience of banking. Outside Moscow, banks only carried on banking activities in our sense to a very modest extent. Consequently, it is now a major challenge for them if they are allowed, and even required, to work independently. For this reason, we also provide senior staff and board members with training in general banking matters. We advise them on how they can work efficiently as a commercial bank in a changed environment. We regularly hold seminars in the Ukraine, in which I take part as a lecturer.

But presumably it's not possible to earn money in this way?

No, we don't charge for these services. We train roughly 50-60 Ukrainian bankers a year in Germany. The

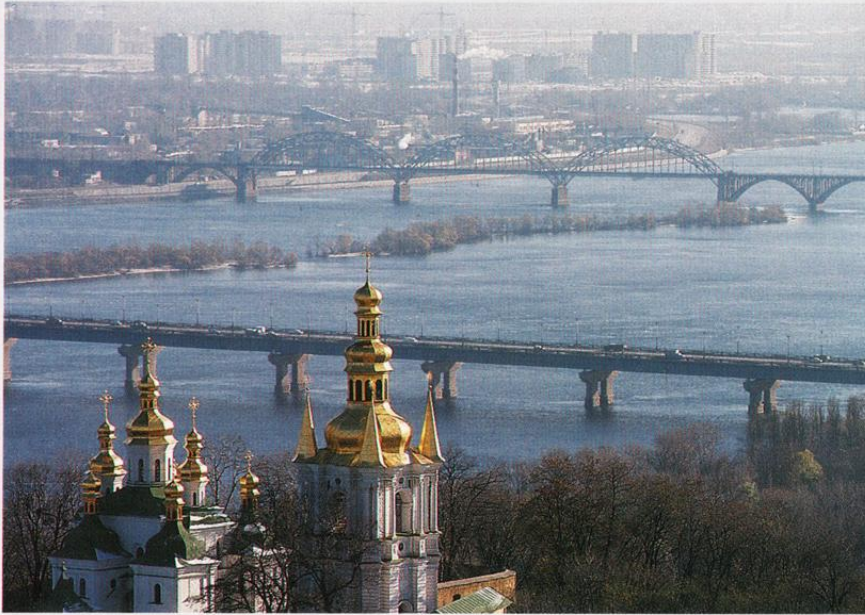


Visiting the Ukrsoc Bank in Kiev

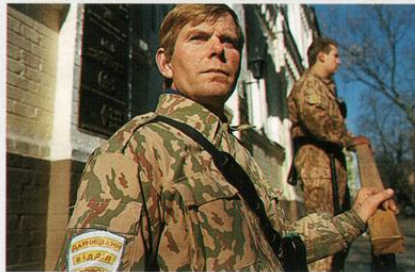
advisable to open a representative office. At the same time, we also help our exporters with their business abroad, and we arrange contacts for German importers. Through our outlet in Kiev, we are able to provide support for the business activities of our customers.

dle the business transactions of their clients via correspondent accounts at Commerzbank. By mid-1993, we had ten of these correspondent bank relationships; now there are forty. The setting-up and running of such accounts repeatedly give rise to questions about the financing of foreign trade. For example, we have to explain how the SWIFT system works, how a payment transaction is settled, or what rules apply in documentary L/C business.

programme is very elaborate and costs a lot of money. But we are aware of the fact that these training measures are decisive in helping to develop business relations and will prove to be sensible investments over the medium term.



View of the Monastery of the Caves and the Dnieper



The German Business Centre, in which Commerzbank's representative office is located, is guarded day and night

What business actually does generate earnings for your bank?

Mainly payments transactions; they produce commissions. And documentary business, for instance handling letters of credit, is also an important source of revenues. Last but not least, we are involved in the financing of German exports of capital goods via German-Ukrainian general loan facility agreements.

But foreign trade is not settled in the local currency?

No, payments transactions are handled in foreign hard currencies. Ukraine's currency, the karbovanets, is not convertible. It cannot be used outside the Ukraine.

When do you expect to be able to cover your costs?

That's hard to say. Covering our costs means that the earnings which Commerzbank achieves in the Ukraine cover the start-up and current costs of the representative office.

We won't be able to be more precise in this respect for a few months yet, but the prospects are not bad.

What is Commerzbank doing to build up market-economy structures, for instance?

Amongst other things, there is a project as part of the TACIS programme, whose implementation has been entrusted to us by the EU and which we regard as a great challenge for our Bank. It focuses on pilot privatization schemes in the Ukraine. We were awarded the mandate not least because Commerzbank has person-



One of Kiev's landmarks: the Victory Memorial near to the Monastery of the Caves

nel with considerable experience of privatization transactions in Central and Eastern Europe. The project manager on the spot, for example, worked for several years at Treuhandanstalt.

What mandates exist under the TACIS programme?

Our first project, a consultancy mandate, is "Pilot privatization schemes

The European Union's TACIS programme

Commerzbank has been awarded two mandates under the TACIS programme (Technical Assistance for the Commonwealth of Independent States):

- 1. Advising the Ukrainian government on pilot privatization projects in the confectionery and commercial vehicles industries**
- 2. Advising Ukrainian banks on core areas of banking**

in the confectionery and commercial vehicles industry". During the first phase of this 16-month project, the competitiveness of the two sectors in the Ukraine was examined. On the basis of this detailed analysis, seven firms were selected altogether which seem best suited for a pilot privatization. In the second phase of the project, the companies will be analysed according to Western standards and privatization and restructuring plans will be drawn up, which will be implemented during the third phase with the help of Western investors. We expect that such mandates will generate follow-up business. Recently, we received the go-ahead for another mandate under the TACIS programme, designated "Banking Support Unit". Here the focus is on advising Ukrainian commercial banks in core areas of banking. This project is highly important because the setting-up of a banking system in the Ukraine that is organized in line with Western standards is absolutely essential if the economy is to be successfully restructured and foreign investors attracted to the Ukraine.

Do regular meetings take place between top-ranking German and Ukrainian bankers?

Yes, of course; Klaus-Peter Müller, the Commerzbank board member with responsibility amongst other things for Central and Eastern Europe, comes at least once a year to Kiev. In Frankfurt, we regularly play host

to bankers and also politicians from the Ukraine. In addition, top German and Ukrainian bankers meet every year within the framework of a working group on banking to discuss questions relating to the financial and economic cooperation between their two countries. Mr. Müller is co-chairman of this working group.

How did you manage to build up the representative office in such a short time?

I came to Kiev in June 1993 and at first used a hotel as my base. Commerzbank had already decided that we would move into a German business complex in the city centre together with the German Industrial and Trade Association and the representatives of several other firms. We adopted a similar approach in the Czech Republic. In Prague, too, our branch is situated in a building for German business enterprises. The same holds true for our representative office in St. Petersburg. One of our Bank's architects organized the renovation, adapting the premises to reflect our corporate image in an optimal manner. Following that, the office had to be fitted out with modern technology, but above all we had to recruit good personnel.



Talks at the Prominvest Bank



The stately customer services area at the National Bank of the Ukraine

In conversation with the head of the international division



At the Vidrogenia Bank



Was your Moscow experience a help when you were recruiting personnel?

Definitely. I was assisted in my search by the local Kiev official administration for supporting foreign delegations. They passed several candidates on to me and on the basis of their references and my own personal impression, I selected four people. The choice of the chauffeur, who had served the city administration in this function, was the easiest of all, even

though he also has to bear great responsibility. Secretaries proved to be more difficult. They have positions of trust, have to speak good German, and must be able to get things done. I am teaching them on the job about banking business, all kinds of secretarial work and the use of a computer...

...and they are presumably being paid at an above-average rate?

By local standards, they do in fact earn very well. In return, they are expected to work as hard as staff in Western firms.

How about the security of your representative office? Were special measures necessary in this area as well?

Yes. Anyone who sees the name of a foreign bank by the entrance automatically thinks that great riches must be piled up inside. But in our case it is not so much the threat of burglary, for everyone can see that these premises are guarded right round the clock by well-equipped personnel. What is more problematic are the mafia who extort protection money and are to be found throughout the entire ex-Soviet Union. Fortunately, there is no basis for extorting protection money in our case. In the meantime, the police have a strong presence, especially in the centre of Kiev. These things are typical of a society in a state of upheaval. The greater the economic crisis, the worse the threats of this kind.

What are the main difficulties which you face as a German banker in Kiev?

The administrative chaos, the corruption combined with the lack of clarity as to who bears responsibility for what. This is, of course, typical of a country which is still searching for its identity.

Is the situation in the Ukraine much worse than in Moscow?

Without any doubt, the economic situation and living conditions here are worse at the moment than in Russia. Inflation is higher, the country lacks its own sources of energy and now has to start from scratch, as

The services offered by a Commerzbank representative office

- Consultation in all areas of external-trade finance (payments, letters of credit, financing);
- support for German companies that are currently active in the respective country or want to establish a presence there;
- assistance for local firms interested in setting up or developing activities in Germany;
- initiation of business contacts;
- advice as regards the setting-up of new businesses or privatizations;
- assistance with international loans and bond issues as well as any other financial projects worldwide
- technical support, e.g. premises for meetings, secretarial services.



The team of Commerzbank's Kiev Representative Office

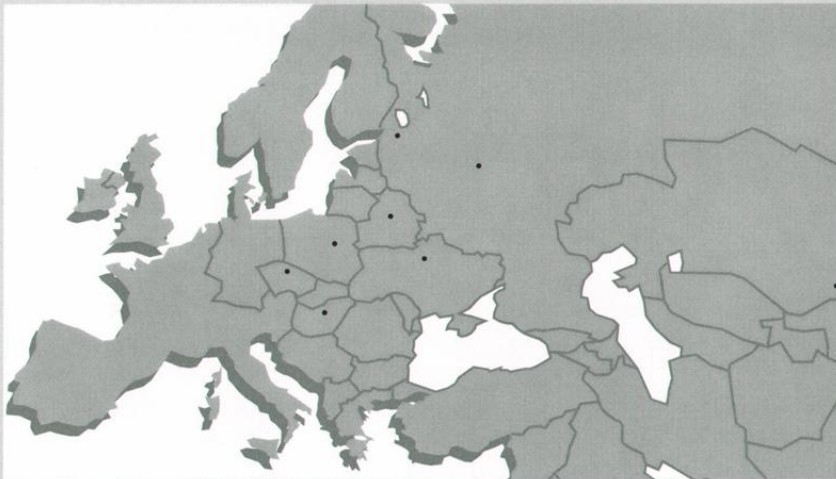
Address:

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Commerzbank in Central and Eastern Europe



- Prague¹⁾
- Budapest²⁾
- Warsaw³⁾
- Moscow³⁾
- Kiev³⁾
- Minsk³⁾
- St. Petersburg³⁾
- Alma-Ata³⁾

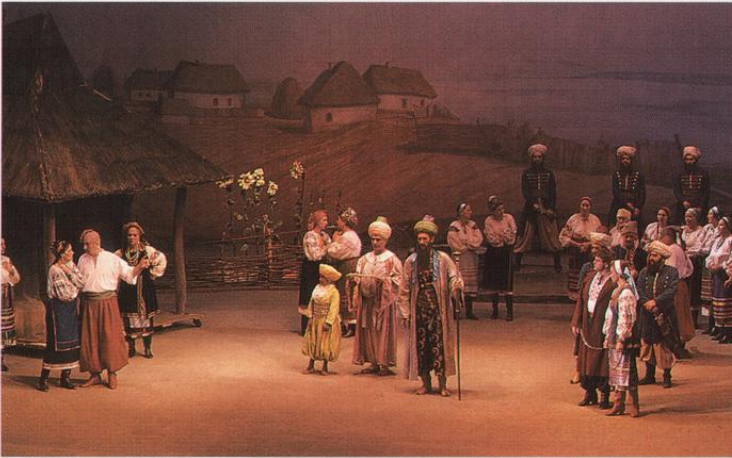
- ¹⁾ branch
- ²⁾ subsidiary
- ³⁾ representative office

Commerzbank in Kiev - a representative office in the making. Since 1974, Commerzbank has been active in Eastern Europe, with a representative office in Moscow. When the democratization process began at the end of the 1980s, plans were laid for further outlets in the region. In 1991, the representative office in Budapest opened its doors for business; since the start of last year, it has been fully operative as Commerzbank (Buda-

pest) Rt. In 1992, representative offices followed in Warsaw and Prague; in the same year, the latter unit was transformed into a branch. In the Commonwealth of Independent States (CIS), the Kiev Representative Office was established in mid-1993, followed by Alma-Ata and Minsk, and at the end of the year by St. Petersburg. Further outlets inside the Russian Federation are planned for 1994.



**St. Andrew's
Cathedral**



**Culturally as well, Kiev
has its attractions, such
as its National Opera**

it was previously dependent on Moscow. Russia is able to fall back upon the institutions of the Soviet Union.

What's life like in the Ukraine for someone used to a Western standard of living?

On the one hand, it is difficult to maintain existing living standards as there are only a few opportunities to buy Western goods. On the other, there is the crass difference between the growing poverty of the people of this country and one's own high living standard. The real danger exists that the increasing slide of the population into poverty will at some point give rise to social unrest. And

then there is the environmental pollution, not least in connection with Chernobyl. Water and foodstuffs are undoubtedly contaminated with radioactivity. We can take certain precautions, but the quality of life is definitely reduced.

What do you nonetheless like about Kiev and this region?

Kiev is a very sympathetic city, compact and attractively situated on the Dnieper. It has some fine buildings, especially those of the Art Nouveau period. Culturally, more is being offered now; the opera, for instance, has achieved quite a high level. The climate is pleasanter than in Russia; geographically, Kiev lies on roughly the same degree of latitude as Kassel, which means that its winter temperatures are much higher

than in Moscow or St. Petersburg. But not only Kiev is interesting. The country as a whole has a lot of sights to offer: trips to the Crimean, to Odessa, along the Black Sea coast or through the Carpathians are all worthwhile.

How long will you and your family be staying here?

As a rule, stays in such countries are arranged on a three-year basis, and this is planned in my case as well.

Staff and welfare report

The Commerzbank Group's total workforce decreased by 1.7% to 28,241 full-time staff last year. This change masks divergent and, in part, opposing trends in individual areas. In both our western German branches and at head office, for instance, staff numbers receded by almost 4% in the wake of the structural reform. By contrast, we had a staff of 2,131 in eastern Germany by end-1993, practically 7% more than twelve months earlier, as last year as well we opened new branches in the eastern part of the country. In addition, Caisse Centrale de Réescmpte and Commerzbank (Budapest) Rt. were included in the consolidation for the first time.

New survey after five years' interval

Now that the two major projects involving the reform of the Bank's branch structure and reorganization at head office are largely completed, and their appreciable consequences for the Bank's personnel have become generally evident, we have launched another staff survey as part of the permanent dialogue between management and employees. Last autumn, the project was initiated in the branches; the response was 51.2%, which was thus higher than for the last survey five years ago. In 1994, the survey is to be continued at head office, where the restructuring was not actually implemented until the end of last year.

Data on Commerzbank's personnel^{*)}

	1993	1992	
Total staff (Group)	28,241	28,722	- 1.7%
Total staff (Parent Bank ¹⁾)	26,251	27,017	- 2.8%
– incl.: based abroad	997	975	+2.3%
– incl.: apprentices	1,969	2,109	-6.6%
Permanent staff ²⁾	22,886	23,686	-3.4%
Ratio of apprentices to permanent staff ³⁾	8.6%	8.9%	–
Years of service			
– more than 10	43.3%	38.2%	–
– more than 20	19.9%	15.9%	–
Staff turnover ⁴⁾	5.8%	6.6%	–
Total pensioners and surviving dependents	7,387	6,814	+8.4%
– incl.: those retiring during the year	318	340	-6.5%
Total entering early retirement during the year	348	179	+94.4%

*) Full-time staff; 1) incl. cleaning and kitchen personnel, excluding staff on maternity leave and long-term sick; 2) employees excl. apprentices, junior executive staff, temporary staff, volunteers, cleaning and kitchen personnel, female staff on maternity leave, long-term sick; 3) incl. staff based abroad; 4) due to staff giving notice.

A working group comprised of managerial personnel is monitoring the survey. The broad topics of the questionnaire are basically the same as last time; they cover job satisfaction, the work climate, personnel management, communication/information, personnel development and sales and service orientation. In addition, there are sets of questions relating to branch reform, the situation in eastern Germany and the reorganization at head office.

Following the first survey in 1987/88, we introduced important changes and innovations in our personnel work, above all as regards assessment, equal opportunities for female staff, the quality of management and flexible working hours. We hope that the current survey will produce fresh insights and are prepared to take up suggestions that may help further improve interaction between employees within the Group.

Personnel work focused on qualifications

The further qualification of our employees remains a key aspect of our personnel work. Sophisticated customers and a range of services which reflects their demands mean that our advisory staff must always have the latest expert knowledge at their disposal and require a high level of social skills.

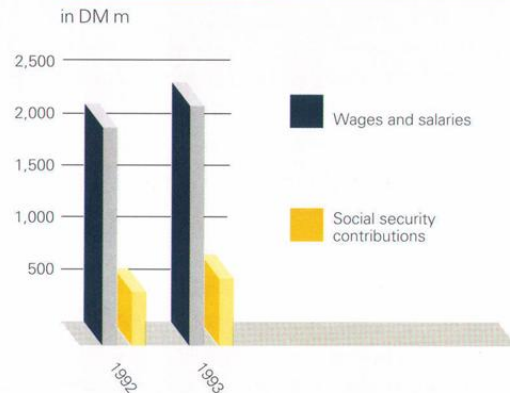
COMMIT programme introduced

Parallel to the qualifications offensive which followed the structural reform of the branch network, quite selectively preparing our staff for their new responsibilities, an integrated programme known as COMMIT has been developed to promote the careers of our junior executives. This Commerzbank scheme covers the basic vocational training, the internal qualification for specialist functions up to assumption of the first post with managerial responsibility, as well as all possible types of entry at a later stage. The programme provides the internal qualification process with a uniform structure and enables employees and newcomers to the Bank to form a clear picture of their opportunities for development. In this connection, the existing approach to maintaining contact with students has been revised; the new "Commerzbank Studienkreis" gives former apprentices – including those from other banks – and students without bank experience who meet the requirements the opportunity to integrate the junior executive training that has been usual up to now into their course of studies by means of practical work experience that is geared to their overall training. In this way, it will not take them so long to reach positions of responsibility.

New management circles

We intend to lend support to our long-established personnel-policy principle of filling most management positions from within the Bank by setting up circles for the various levels of management. During a limited period in which they belong to one of the Group's open management circles, selected members of staff, possessing the necessary management potential, are furthered in their careers, along the lines presented in the Bank's "Basic Principles". The support provided is selective and reflects overall demand. Members of such circles should, for instance, deal with topics of relevance to banking in project groups, take part in colloquia organized by the main branches or central banking departments, become active as speakers on various subjects within the Bank and attend internal or external seminars. During this phase, the development of those participating in such circles will be monitored by experienced management personnel.

Personnel expenses



In this way, we are able to offer prospects to employees with the potential for development and prepare them for their future responsibilities. Through this policy of support, we are creating a motivated team of executives for our Group, whose management style is geared to the company's published basic principles.

Cooperation with employee representatives

Cooperation with the economic committee, the Group staff council and the central staff council, the local staff councils and the senior staff spokesmen's committee was constructive and based on mutual trust; despite differences of opinion on various individual issues, in the final analysis, it continued to reflect the efforts of all sides to serve the interests of the Bank. One especially important topic here was the reorganization at head office and its consequences for Commerzbank's staff.

Strong commitment of employees

We should like to thank all our staff for their efforts over the past year. Their commitment, hard work and readiness to accept and actively shape the changes produced by restructuring contributed significantly to the success of our Bank.

Our thanks are also extended to all those employees who retired last year, most of them after long years of service. We shall always honour the memory of those employees who died during the past year.

Affiliated companies

Companies affiliated to Commerzbank AG are listed in the Notes on the Bank's Annual Accounts (p. 73 ff), where it is indicated which companies were included in the consolidation for the first time in 1993.

New to the consolidation are Leonberger Bausparkasse AG, Leonberg, which had a balance-sheet total of DM7,702m at end-1993, and Deutsche Schiffsbank AG, Bremen/Hamburg, with its balance-sheet total of DM6,266m; they were consolidated on a pro-rata basis to reflect the 40% share which Commerzbank AG holds in either company.

Roughly half of the increase in the Group's business volume is attributable to the Parent Bank, whose balance-sheet total expanded by 15.2% to DM200.2bn; this represents about 64% of the Group's balance-sheet total before the elimination of intra-Group balances. The business performance and capital resources of our most important subsidiaries, as well as their various business objectives, are briefly outlined in the following:

RHEINHYP Rheinische Hypothekenbank AG, Frankfurt am Main

Last year was a very successful one for RHEINHYP. With new business totalling DM15.0bn, it registered twice as many fresh loan commitments as in 1992. Spurred by a substantial fall in interest rates, new mortgage lending expanded by DM3.6bn to DM6.3bn. Commitments in the commercial segment rose by DM2.3bn, or 145%, and by DM1.3bn, or 112%, in the case of loans to

finance residential construction. This success was partially due to the DM1.9bn in loan commitments for construction projects in eastern Germany and Berlin. At DM8.7bn, compared with DM4.6bn in 1992, the bank achieved a strong result in its new credits to public authorities as well. With loans included which were prolonged after renegotiation of their interest charges, the bank's new lending reached DM17.4bn, as against DM8.9bn a year earlier; its total lending advanced by DM8.1bn to DM50.6bn. It is evenly divided between mortgage and communal loans.

In order to fund its lending activities, the bank issued DM3.5bn of mortgage bonds, DM8.9bn of public-sector mortgage bonds, and DM2.1bn of bonds not requiring cover.

All told, net interest and commission earnings rose by DM29m, or 8.4%, to DM374.5m. The bank's operating result expanded by 2.5% to DM201.9m. Due to the abolition of the special tax preferences for Berlin and the higher taxable result, taxes on earnings are DM20.2m higher at DM90.1m, after refunds of DM11m from previous years have been offset. Net income for the year amounted to DM99.1m, compared with DM114.5m in 1992.

At the Annual General Meeting on May 16, 1994, shareholders will be asked to approve the payment of a DM17 dividend (DM14 plus a DM1 bonus in 1993) per DM50 share on the bank's share capital of DM115m. At the same time, it is proposed to allocate DM60m (DM80m in 1993) to reserves, after which the bank will have an equity capital of DM1.5bn.

Balance-sheet totals of main subsidiaries

in DM m	1993	1992	Change
RHEINHYP Rheinische Hypothekenbank AG, Frankfurt am Main	53,974	44,566	21.1%
Commerzbank International S.A., Luxembourg	21,317	19,448	9.6%
Commerzbank (Nederland) N.V., Amsterdam	2,045	1,842	11.0%
Commerzbank (South East Asia) Ltd., Singapore	1,314	1,658	-20.8%
Commerzbank (Switzerland) Ltd, Zurich	745	641	16.2%
Commerzbank Capital Markets Corporation, New York	364	330	10.3%
Caisse Centrale de Réescompte, Paris*)	5,354	5,231	2.4%

*) see page 30 of this report

**Commerzbank International S.A.,
Luxembourg**

Within the overall strategy of the Commerzbank Group, Commerzbank International S.A. – CISAL – is involved in all the normal Euromarket trading and credit business. At the same time, it looks after private customers from all over the world.

In the 1993 business year, which proved to be a successful one, total lending climbed to DM10.7bn. The bank continued to rely for the most part on interbank borrowing as a source of funds. At year-end, CISAL had a staff of 179, compared with 155 a year earlier.

The earnings generated by the various business segments remained steady on a high plane. Value adjustments were made on an appropriate scale; the bank is to transfer its distributable profit of DM381.7m to the Parent Bank. CISAL's equity capital remains unchanged at DM1,028m.

**Commerzbank (Nederland) N.V.,
Amsterdam**

Commerzbank (Nederland) N.V. offers Dutch and multinational firms a broad range of products, which in addition to lending, money-market and foreign-exchange transactions primarily focuses on the financing and handling of foreign trade business.

Claims on customers went up by 16.9% to Dfl1,148m. At year-end, the bank had a staff of 96, as against 101 in 1992. The bank has successfully taken over the business activities of its Rotterdam branch, which was closed on January 31, 1993, and has fully integrated the latter's staff.

Despite the economic recession, earnings performance proved to be satisfactory during the past business year. In view of the further growth in the bank's lending, a total of Dfl12.0m was allocated to the global loan-loss reserves and Dfl1.0m was carried forward to new account. Its equity capital now stands at Dfl134.7m.

**Commerzbank (South East Asia) Ltd.,
Singapore**

With its extensive range of products, Commerzbank (South East Asia) Ltd. – COSEA – in Singapore exploits the many business opportunities which exist in the high-growth region of South-East Asia.

COSEA has been able to reinforce its position as an arranger of capital-market deals for institutional investors and major companies operating in the region. Another key feature of its business activities is to advise and provide financial services for private clients from Asia. At the same time, particular emphasis is placed on the bank's trading activities, which have been expanded further.

The Parent Bank's Singapore Branch is also operating successfully in the region's syndicated loan business; it has managed to become more strongly involved in the profitable area of short-term trade finance.

Due to the transfer of some financing and treasury activities to the Singapore Branch, COSEA's balance-sheet total contracted on a Singapore dollar basis by 16.2%. In line with this, claims on customers declined from S\$959m to S\$807m in a year-on-year comparison. The overall volume of private customers' investment portfolios exceeded S\$1.5bn in 1993.

Owing to an improvement in its average interest margin and higher commission revenues, the bank's net income for the year was S\$23.8m, compared with S\$7.6m in 1992. Its equity capital stands at S\$108m.

**Commerzbank (Switzerland) Ltd,
Zurich**

Based in Zurich with a branch in Geneva, Commerzbank (Switzerland) Ltd is a specialized institution which concentrates primarily on portfolio management and investment advice for international private investors. It is also involved in lending and underwriting business as well as trading in money-market instruments, foreign exchange, securities and precious metals.

Last year, the bank's private-customer activities expanded strongly; it was able to acquire a large number of new clients, which caused a marked increase in the volume of assets managed.

At year-end, the bank had a staff of 91 compared with 82 in 1992.

The positive trend was reflected above all in commission earnings, which advanced by 83%. Net interest income and the bank's own-account profits – especially from securities transactions – also registered sizeable gains. With net income of Sfr15.3m (Sfr7.9m in 1992), which is being used exclusively to strengthen existing reserves, the bank is posting its best result since it was set up in 1985.

After Sfr15.2m has been allocated to the legal reserve, Sfr401,748 remains – with 1992's profit brought forward included – to be carried forward to new account. This will raise the bank's equity capital to Sfr86.4m.

**Commerzbank Capital Markets
Corporation, New York**

The past business year was a successful one for our New York investment-bank subsidiary Commerzbank Capital Markets Corporation (CCMC). At end-1993, the bank had a staff of 57.

Given its broad range of services and the favourable conditions in the equity markets, the bank achieved encouraging growth in the earnings from both its commission business and its own-account trading activities, especially in bonds and in the placement of foreign securities with institutional investors. At the same time, CCMC was successful in the underwriting of securities issues by US companies.

Endowed with an equity capital of US\$20.2m, the bank registered a pre-tax operating result of US\$6.4m, an increase of 40% on the previous year. Net income for the year after tax amounted to US\$3m and is being allocated to revenue reserves. The bank's equity capital will then stand at US\$23.2m.

Satisfactory outlook for 1994

The proposed increase in the dividend payment for 1993 from DM10 to DM12 per Commerzbank share is also an indication of our confidence as regards the current year, at the end of which – in February 1995 – we will be able to look back on 125 years of Commerzbank history. However, the overcoming of the recession in Continental Europe, the restructuring and take-off of the economies in Eastern Europe and the persistently changing mood in the international financial markets all continue to call for close critical attention.

Now that the restructuring of our Bank has been successfully completed and the related burdens are becoming lighter, we expect that the stronger focus on customers and the increase in efficiency will generate higher earnings in the individual business segments. As the number of insolvencies in Germany still seems to be rising, any slackening of our efforts to build up the Bank's loan-loss reserves is ruled out for the time being. Nonetheless, we expect the Group to achieve further earnings-oriented growth, using its broader equity base created by the capital increase of early 1994.

In our medium-term planning, we have set ourselves the target of raising the Group's operating result (before provision for credit risks) to 1.3% of average business volume by 1996; in 1993, we managed to reach 1.1% here. Another profitability target focuses on raising the ratio of the Bank's net income for the year to the equity capital employed on average during the year from 7.6% in 1993 to 9.2% in 1996.

As regards productivity, our plans envisage an increase from a current 60% to 68% by 1996 in the ratio of the operating result to operating expenditure. These three key ratios, which also play a central role in an international market comparison, form the focal point of our quantitative medium-term planning.

Consolidated balance sheet as at December 31, 1993

Consolidated profit and loss account

Assets	DM	DM	DM	DM1,000
Liquid funds				
a) cash on hand		1,269,937,031.46		1,154,826
b) balances with central banks		7,427,697,052.68		7,705,243
including: with Deutsche Bundesbank	DM 7,375,533,612.18			
c) balances on postal giro accounts		17,494,907.30		88,680
			8,715,128,991.44	8,948,749
Debt issued by public-sector borrowers and bills of exchange rediscountable at central banks				
a) treasury bills and discountable treasury notes, as well as similar debt issues by public-sector borrowers		477,760,569.12		236,601
including: rediscountable at Deutsche Bundesbank	DM 88,081,706.73			
b) bills of exchange		698,533,682.70		1,034,194
including: rediscountable at Deutsche Bundesbank	DM 632,548,850.01		1,176,294,251.82	1,270,795
Claims on banks				
a) payable on demand		6,876,469,510.62		1,919,484
b) other claims		58,198,013,309.82		41,529,069
			65,074,482,820.44	43,448,553
Claims on customers			160,694,142,859.29	148,050,513
including: secured by mortgages on real estate communal loans	DM 36,375,972,026.05 DM 23,445,229,509.66			
Bonds and other fixed-income securities				
a) money-market paper				
aa) issued by public-sector borrowers		606,730,321.64		
ab) issued by other borrowers		5,576,697,858.21	6,183,428,179.85	1,540,625
b) bonds and notes				
ba) issued by public-sector borrowers		14,790,923,169.24		
bb) issued by other borrowers		12,884,847,122.18	27,675,770,291.42	16,463,004
including: eligible as collateral for Deutsche Bundesbank advances	DM 14,045,918,557.73			
c) bonds and notes issued by Commerzbank			2,614,841,322.33	980,494
nominal amount	DM 2,535,803,291.09		36,474,039,793.60	18,984,123
Shares and other variable-yield securities			2,407,602,146.97	1,769,573
Investments			3,437,625,998.18	3,753,454
including: in banks	DM 418,052,323.89			
Investments in associated companies			203,532,208.51	-
Holdings in affiliated companies			254,976,770.95	48,893
including: in banks	DM 419.65			
Assets held on a trust basis			714,089,780.48	623,169
including: loans at third-party risk	DM 713,452,276.38			
Recovery claims on federal and Länder authorities under post-war currency reform acts including bonds in exchange for the former			239,807,042.98	17,960
Intangible assets			36,379,924.85	4,054
Fixed assets			2,377,420,674.81	2,319,931
Other assets			2,490,549,377.38	2,727,753
Deferred items				
a) unamortized debt discount (difference in accordance with Section 250 (3) of the German Commercial Code – HGB)		728,635,921.32		616,201
b) other		353,458,255.50		148,116
			1,082,094,176.82	764,317
Total Assets			285,378,166,818.52	232,731,837

Liabilities and Shareholders' Equity	DM	DM	DM	DM1,000
Liabilities to banks				
a) payable on demand		7,679,680,724.95		6,213,221
b) with original periods or periods of notice		<u>54,931,389,136.04</u>		<u>38,077,732</u>
			62,611,069,860.99	44,290,953
Liabilities to customers				
a) savings deposits				
aa) with agreed period of notice of three months	19,767,484,279.52			
ab) with agreed period of notice of more than three months	<u>5,243,080,081.59</u>	25,010,564,361.11		21,435,881
b) other liabilities				
ba) payable on demand	31,652,975,760.85			
bb) with original periods or periods of notice	<u>76,660,310,182.58</u>	108,313,285,943.43		<u>98,921,318</u>
			133,323,850,304.54	120,357,199
Securitized liabilities				
a) bonds and notes issued		47,537,944,084.41		38,538,122
b) other securitized liabilities		<u>19,368,122,572.69</u>		<u>11,029,115</u>
including: money-market paper	DM 17,193,681,206.64		66,906,066,657.10	49,567,237
own acceptances and promissory notes				
outstanding	DM 2,174,441,366.05			
Liabilities on a trust basis				
including: loans at third-party risk	DM 713,452,276.38		714,089,780.48	623,169
Other liabilities				
			1,535,316,703.61	821,028
Deferred items				
a) difference arising from consolidation in accordance with Section 340e (2), of the German Commercial Code – HGB		383,193,914.30		355,159
b) other		<u>355,992,708.13</u>		<u>227,225</u>
			739,186,622.43	582,384
Provisions				
a) provisions for pensions and similar commitments		1 665,550,034.27		1,507,350
b) provisions for taxation		442,574,381.08		492,919
c) other provisions		<u>1 265,425,235.51</u>		<u>1,039,782</u>
			3,373,549,650.86	3,040,051
Special item with partial reserve character				
a) in accordance with Section 52 (8), German Income Tax Act – EStG		—,—		109
b) in accordance with Section 6b, German Income Tax Act – EStG		<u>124,852,880.28</u>		<u>1,199</u>
			124,852,880.28	1,308
Foundations				
			13,149,654.27	12,902
Subordinated liabilities				
			4,460,900,002.24	3,794,459
Profit-sharing certificates outstanding				
including: maturing in less than two years	DM	—,—	3,302,731,600.—	2,444,019
Capital and reserves				
a) subscribed capital		1,440,631,100.—		1,310,242
b) capital reserve		3,407,220,904.86		2,860,984
c) revenue reserves				
ca) legal reserve	6,000,000.—			6,000
cd) other revenue reserves	<u>3,037,802,335.03</u>			<u>2,688,640</u>
		3,043,802,335.03		
d) minority interests		35,997,297.83		69,214
e) consolidated profit		<u>345,751,464.—</u>		<u>262,048</u>
			8,273,403,101.72	7,197,128
Total Liabilities and Shareholders' Equity			285,378,166,818.52	232,731,837
Contingent liabilities				
a) contingent liabilities from rediscounted bills of exchange credited to borrowers			2,469,850,079.01	2,696,181
b) contingent liabilities from guarantees and indemnity agreements			23,550,229,418.68	19,586,849
Other commitments				
b) placing and underwriting commitments			582,076,464.98	485,933
c) irrevocable lending commitments			50,008,916,021.05	

Consolidated Profit and Loss Account for 1993

1992

Expenses	DM	DM	DM	DM1,000
Interest paid			14,946,786,466.28	14,962,357
Commissions paid			99,376,561.20	76,398
General operating expenses				
a) personnel expenses				
aa) wages and salaries	2,308,436,214.89			
ab) compulsory social security contributions, expenses for pensions and other employee benefits	648,923,780.96	2,957,359,995.85		2,615,598
including: for pensions	DM 300,378,245.53			
b) other administrative expenses		1,291,489,966.49		1,165,600
			4,248,849,962.34	3,781,198
Depreciation on and adjustments to intangible and fixed assets			575,646,862.81	594,096
Other operating expenses			133,472,461.73	73,795
Write-downs of and adjustments to claims and certain securities, and additions to provisions for possible loan losses			1,769,983,734.89	2,080,461
Allocations to special item with partial reserve character			123,640,032.88	1,199
Taxes on income			545,283,105.95	471,178
Other taxes unless already shown under "Other operating expenses"			62,568,435.68	83,002
Net income for the year			586,360,540.12	687,297
		Total Expenses	23,091,968,163.88	22,810,981
Net income for the year			586,360,540.12	687,297
Loss brought forward from the previous year			4,653,823.67	11,857
Withdrawals from revenue reserves				
b) from reserve for the Bank's own shares			—	247
Allocations to revenue reserves				
d) to other revenue reserves			276,820,985.83	408,905
Profit attributable to minority interests			3,191,736.76	6,539
Loss attributable to minority interests			44,057,470.14	1,805
Consolidated profit			345,751,464.—	262,048

Income	DM	DM	DM	DM1,000
Interest income				
a) from lending and money-market transactions		17,297,259,365.03		17,370,571
b) from fixed-income securities and Government-inscribed debt		<u>1,943,079,208.48</u>		<u>1,561,993</u>
			19,240,338,573.51	18,932,564
Current income				
a) from shares and other variable-yield securities		181,363,008.25		116,352
b) from investments (subsidiaries, associated companies, and trade investments)		329,466,708.88		244,554
c) from holdings in affiliated companies		23,601,229.87		2,306
d) from investments in associated companies		<u>21,560,703.32</u>		<u>—</u>
			555,991,650.32	363,212
Income from profit-pooling and from partial or full profit-transfer agreements			114,572.31	—
Commissions received			2,059,379,210.85	1,689,227
Net income from financial transactions			549,718,766.32	263,131
Income generated by additions to investments, holdings in affiliated companies and securities treated as fixed assets			184,316,890.67	58,807
Other operating income			501,998,964.30	1,232,156
Income from the writing-back of special item with partial reserve character			109,535.60	108
Extraordinary income			—	271,776
		Total Income	23,091,968,163.88	22,810,981

**Balance sheet
(Parent Bank)
as at December 31, 1993**

**Profit and loss account
(Parent Bank)**

Assets	DM	DM	DM	DM1,000
Liquid funds				
a) cash on hand		1,257,746,030.61		1,144,686
b) balances with central banks		7,320,215,073.44		7,627,821
including: with Deutsche Bundesbank	DM 7,303,517,018.81			
c) balances on postal giro accounts		16,406,334.98		87,292
			8,594,367,439.03	8,859,799
Debt issued by public-sector borrowers and bills of exchange rediscountable at central banks				
a) treasury bills and discountable treasury notes, as well as similar debt issues by public-sector borrowers		394,338,174.64		147,795
including: rediscountable at Deutsche Bundesbank	DM 21,928,558.15			
b) bills of exchange		645,220,974.76		1,020,136
including: rediscountable at Deutsche Bundesbank	DM 623,916,142.07		1,039,559,149.40	1,167,931
Claims on banks				
a) payable on demand		8,957,731,363.49		3,802,330
b) other claims		39,196,721,084.—		30,356,196
			48,154,452,447.49	34,158,526
Claims on customers			105,858,840,352.74	103,833,400
including: secured by mortgages on real estate communal loans	DM 15,021,874,860.63 DM 4,894,682,463.29			
Bonds and other fixed-income securities				
a) money-market paper				
aa) issued by public-sector borrowers		575,801,130.68		
ab) issued by other borrowers		1,847,200,147.89	2,423,001,278.57	1,291,336
b) bonds and notes				
ba) issued by public-sector borrowers		12,399,919,970.46		
bb) issued by other borrowers		9,658,771,566.77	22,058,691,537.23	13,000,315
including: eligible as collateral for Deutsche Bundesbank advances	DM 11,656,687,263.42			
c) bonds and notes issued by Commerzbank		105,038,560.18		157,305
nominal amount	DM 101,698,571.50		24,586,731,375.98	14,448,956
Shares and other variable-yield securities			2,016,686,286.04	1,708,265
Subsidiaries, associated companies, and trade investments (investments)			2,817,654,000.—	2,662,519
including: investments in banks	DM 355,347,000.—			
Holdings in affiliated companies			2,901,011,000.—	2,359,049
including: in banks	DM 1,647,657,000.—			
Assets held on a trust basis			138,761,051.71	189,048
including: loans at third-party risk	DM 138,761,051.71			
Recovery claims on federal and Länder authorities under post-war currency reform acts including bonds in exchange for the former			238,826,139.02	16,180
Fixed assets			2,055,497,000.—	1,902,771
Other assets			1,155,856,775.79	1,891,457
Deferred items				
a) unamortized debt discount (difference in accordance with Section 250 (3) of the German Commercial Code – HGB)		414,646,327.18		527,451
b) other		258,629,806.06		65,672
			673,276,133.24	593,123
Total Assets			200,231,519,150.44	173,791,024

Parent Bank's Profit and Loss Account for 1993

1992

Expenses	DM	DM	DM	in DM1,000
Interest paid			9,607,398,496.88	9,978,869
Commissions paid			53,138,111.12	45,240
General operating expenses				
a) personnel expenses				
aa) wages and salaries	2,078,512,975.55			
ab) compulsory social security contributions, expenses for pensions and other employee benefits including: for pensions	592,752,770.87	2,671,265,746.42		2,324,441
DM 277,416,821.34				
b) other administrative expenses		1,186,846,537.79		1,049,978
			3,858,112,284.21	3,374,419
Depreciation on and adjustments to intangible and fixed assets			279,932,419.46	255,766
Other operating expenses			54,658,213.76	44,307
Write-downs of and adjustments to claims and certain securities, and additions to provisions for possible loan losses			1,725,303,367.—	1,680,630
Charges for losses assumed under profit-and-loss-transfer agreements			10,225,413.26	1,919
Allocations to special item with partial reserve character			120,000,000.—	—
Taxes on income			439,785,564.82	350,396
Other taxes unless already shown under "Other operating expenses"			42,528,055.72	55,257
Net income for the year			495,751,464.—	612,048
		Total Expenses	16,686,833,390.23	16,398,851
Net income for the year			495,751,464.—	612,048
Allocations to revenue reserves				
a) to other revenue reserves			150,000,000.—	350,000
Distributable profit			345,751,464.—	262,048

Notes on the Bank's Annual Accounts

Accounting and valuation methods

The annual accounts and financial statement for both the Commerzbank Group and the Parent Bank are drawn up in accordance with the provisions of the German Commercial Code (HGB) and the German Stock Corporation Act (AktG) and also in accordance with the regulation for the presentation of the annual accounts of German banks.

Fixed assets are capitalized at cost and depreciated to reflect their probable useful economic lives. In this connection, we consult the depreciation-rate tables published by the fiscal authorities. Extraordinary depreciation and write-offs are effected in the case of permanent declines in the economic usefulness of fixed assets. Minor-value items are written off immediately in the year of purchase. Special depreciation allowances and higher depreciations permissible under tax legislation are included in the legally prescribed financial statements; their influence on the overall result is insignificant.

The lower-of-cost-or-market principle is applied strictly in valuing claims and securities classified as current assets. We fully provide for the particular risks associated with banking business by making both individual and global value adjustments and by forming loan-loss reserves pursuant to Section 340f of the German Commercial Code.

Liabilities are shown in the balance sheet at the respective amounts to be repaid. The difference between the nominal value and the issue price of liabilities is shown under Deferred items. For uncertain liabilities, provisions are made to cover the expected amount. Provisions for pensions are formed on the scale permitted under Section 6a of the German Income Tax Act (EStG) and comparable regulations abroad.

As a matter of principle, financial derivatives (swaps, forward rate agreements, financial futures and options) are valued individually at their market price, in accordance with both the realization and the imparity principle. To the extent permitted, separate groups of valuation items are formed in order to cover balance-sheet items and expenses and income, as well as in the Bank's own-account trading activities.

The net result for financial investments also includes the realized gains or losses deriving from the disposal of financial investments. In the case of this item and also in presenting our provisions for possible loan losses, we set off the respective expense and income items against one another.

Items in the balance sheet and the profit and loss account which are denominated in foreign currencies, as well as pending spot foreign-exchange transactions, are translated at the spot rate; pending forward foreign-exchange transactions are translated at the forward rate on the balance-sheet date into the respective currency used for accounting purposes. Currency translations for investments and holdings denominated in foreign currencies and holdings in affiliated companies are effected at the rate prevailing on the date of purchase. Insofar as the annual accounts of our units abroad are drawn up in foreign currencies, they are translated into D-marks at the spot rate of the balance-sheet date.

Differences arising from currency translation appear in the profit and loss account, with both the lower-of-cost-or-market principle and the imparity principle being applied. This has the following consequences:

The gains and losses deriving from the translation of balance-sheet items are shown in the profit and loss account. The differences in interest rates between currencies resulting from the hedging of balance-sheet items is recognized on a pro-rata basis under net interest income. Hedged expense and income items are translated at the contractual forward rate.

Income and expenses from swap arbitrage are recognized on a pro-rata basis, residual amounts being valued for each foreign currency. Provisions are formed for any net expenses which emerge, while net income items are not taken into account. Spot-rate differences as well as swap-related accruals and deferrals from forward transactions for swap arbitrage purposes are recognized and shown as a net item under Other assets or Other liabilities.

Valuations in connection with pending spot transactions are treated in the same way as the residual amounts deriving from swap arbitrage transactions.

Fully consolidated subsidiaries and those consolidated on a pro-rata basis are included in the Group's annual accounts in accordance with the book-value method, pursuant to Section 301 (1), 1 of the German Commercial Code. For companies already consolidated in the 1992 business year, the transitional provision of Article 27 (1) of the Introductory Act to the German Commercial Code (EGHGB) found application. Generally speaking, consolidation always begins on the acquisition date.

Investments in associated companies are included in the Group's annual accounts at the book value in accordance with Section 312 (1), 1 of the German Commercial Code. The valuation of investments and the differences arising from consolidation or goodwill were calculated on the basis of the first consolidation of the companies in question.

Insofar as differences or goodwill cannot be assigned to the value of the assets and debts of consolidated and associated companies, they are charged to Other revenue reserves in the Group's balance sheet or, insofar as they been classified as retained profits from former years, they are allocated to these reserves.

The assets and debts of the companies included in the consolidation are computed in accordance with the accounting and valuation methods which are valid for the Parent Bank. With regard to associated companies, we have adopted their accounting and valuation procedures in order to calculate the pro-rata share of their equity capital held by Commerzbank.

For items from the balance sheet and profit and loss account, as well as for the figures alternatively included in the Notes on the Bank's Annual Accounts, we have voluntarily presented the comparable figures for 1992. For comparison purposes, these figures have been adjusted to reflect the accounting regulations valid from 1993 onwards.

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Notes on the balance sheet and profit and loss account

Maturity pattern of selected balance-sheet items

in DM m	Group	Parent Bank
Other claims on banks	58,198.0	39,196.7
of which: with original periods of notice		
of less than three months	20,667.3	16,286.4
at least three months, but		
less than four years	26,664.2	20,769.3
four years or more	10,866.5	2,141.0
Claims on customers	160,694.1	105,858.8
of which: with original periods		
or periods of notice of		
less than four years	57,511.3	52,535.7
four years or more	103,182.8	53,323.1
Bonds and notes issued by		
public-sector borrowers	14,790.9	12,399.9
of which: with original periods of		
less than four years	5,334.6	4,600.9
four years or more	9,456.3	7,799.0
Bonds and notes issued by		
other borrowers	12,884.8	9,658.8
of which: with original periods of		
less than four years	4,092.3	2,222.6
four years or more	8,792.5	7,436.2
Liabilities to banks with original periods		
or periods of notice	54,931.4	40,186.5
of which: with original periods or periods of notice of		
less than three months	19,632.7	11,479.2
at least three months, but less than four years	20,518.7	16,000.5
four years or more	14,780.0	12,706.8
including: due in less than four years	5,102.3	4,709.1
Other liabilities to customers with original periods		
or periods of notice	76,660.3	64,958.6
of which: with original periods or periods of notice of		
less than three months	47,513.8	42,578.6
at least three months, but less than four years	9,502.1	9,579.8
four years or more	19,644.4	12,800.2
including: due in less than four years	10,908.2	6,451.6
Securitized liabilities	66,906.1	17,923.9
of which: with original periods of		
less than four years	34,604.0	15,846.3
four years or more	32,302.1	2,077.6
including: due in less than four years	14,760.4	1,210.9

The Bank's foreign-currency position

in DM m	Group	Parent Bank
Assets	65,322.9	53,755.2
Liabilities	73,060.4	59,537.2

Subordinated assets

in DM m	Group	Parent Bank
Other claims on banks including: subordinated items	58,198.0 51.2	39,196.7 –
Claims on customers including: subordinated items	160,694.1 137.4	105,858.8 111.4
Bonds and notes issued by other borrowers including: subordinated items	12,884.8 431.6	9,658.8 353.1
Shares and other variable-yield securities including: subordinated items	2,407.6 143.4	2,016.7 143.4

Financial relations with affiliated companies and other equity investments

in DM m	Group				Parent Bank			
	Affiliated companies	Previous year	Equity invest- ments	Previous year	Affiliated companies	Previous year	Equity invest- ments	Previous year
Claims on banks	–	–	–	3.9	4,300.7	7,284.5	–	3.9
Claims on customers	24.6	105.1	264.4	192.7	951.7	790.2	264.4	175.1
Bonds, notes and other fixed-income securities	–	–	–	–	458.7	379.1	–	–
Liabilities to banks	–	–	–	40.7	1,364.9	1,280.5	–	40.7
Liabilities to customers	0.7	45.5	304.1	280.9	7,298.4	9,401.8	304.1	265.1
Subordinated liabilities	–	–	–	–	730.2	120.1	–	–

Breakdown by balance-sheet item of trust transactions at third-party risk

in DM m	Group	Parent Bank
Claims on banks	12.5	12.5
Claims on customers	698.1	126.3
Bonds, notes and other fixed-income securities	3.1	–
Investments	0.4	–
Assets on a trust basis at third-party risk	714.1	138.8
Liabilities to banks	139.5	53.1
Liabilities to customers	574.6	85.7
Liabilities on a trust basis at third-party risk	714.1	138.8

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Leasing business (Group)

as reflected in individual items	
Balance sheet	in DM m
Other assets	927.9
Liabilities to banks	168.7
Liabilities to customers	27.3
Profit and loss account	in DM1,000
Write-downs of and adjustments to intangible and fixed assets	258,448
Other operating income	256,200

Last year, income and expenses relating to leasing business were shown as separate items.

Changes in book value of fixed assets and investments (Group)

– Part 1 –

in DM m				
	Purchase price/production cost	Additions 1993 business year	Disposals 1993 business year	Write-ups 1993 business year
	1	2	3	4
Securities held as fixed assets	3,224.4	–	–	–
Investments	3,772.7	–	–	–
Holdings in associated companies	0.0	–	–	–
Investments in affiliated companies	48.9	–	–	–
Intangible assets	4.1	35.6	0.3	–
Fixed assets	2,319.9	594.2	248.6	4.0
including:				
land and buildings				
for the Bank's own use	–	–	–	–
office furniture and equipment	–	–	–	–

Changes in book value of fixed assets and investments (Parent Bank)

– Part 1 –

in DM m				
	Purchase price/production cost	Additions 1993 business year	Disposals 1993 business year	Write-ups 1993 business year
	1	2	3	4
Securities held as fixed assets	3,181.4	–	–	–
Investments	2,681.7	–	–	–
Investments in affiliated companies	2,359.0	–	–	–
Fixed assets	1,902.8	500.6	91.2	4.0
including:				
land and buildings				
for the Bank's own use	–	–	–	–
office furniture and equipment	–	–	–	–

Securities and financial assets

in DM m	Group			Parent Bank		
	total	marketable on a stock exchange	listed on a stock exchange	total	marketable on a stock exchange	listed on a stock exchange
Bonds, notes and other fixed-income securities	36,474.0	36,474.0	26,515.2	24,586.7	24,586.7	21,316.3
Shares and other variable-yield securities	2,407.6	1,704.5	1,701.0	2,016.7	1,333.1	1,329.6
Investments	3,437.6	1,833.2	1,768.4	2,817.7	1,830.8	1,766.0
Investments in associated companies	203.5	47.8	47.8	-	-	-
Holdings in affiliated companies	255.0	204.8	-	2,901.0	1,547.6	364.5

On the balance-sheet date, Group assets with a book value of DM3,574.8m (Parent Bank: DM2,925.3m) were pledged as collateral under repurchase agreements which related exclusively to open-market transactions conducted by the Bundesbank.

Changes in book value of fixed assets and investments (Group)

- Part 2 -

Total write-downs	Net changes	Net book value Dec. 31, 1993	Net book value previous year	Write-downs 1993 business year	Write-downs previous year
5	6	7	8	9	10
-	-3,224.4	0.0	3,224.4	-	-
-	- 335.1	3,437.6	3,753.5	-	-
-	+ 203.5	203.5	0.0	-	-
-	+ 206.1	255.0	48.9	-	-
3.0	+ 32.3	36.4	4.1	3.0	1.3
292.1	+ 57.5	2,377.4	2,319.9	314.2	286.9
-	-	1,046.2	1,179.3	-	-
-	-	1,275.7	1,077.4	-	-

Changes in book value of fixed assets and investments (Parent Bank)

- Part 2 -

Total write-downs	Net changes	Net book value Dec. 31, 1993	Net book value previous year	Write-downs 1993 business year	Write-downs previous year
5	6	7	8	9	10
-	- 3,181.4	-	3,181.4	-	-
-	+ 136.0	2,817.7	2,662.5	-	-
-	+ 542.0	2,901.0	2,359.0	-	-
260.7	+ 152.7	2,055.5	1,902.8	279.9	255.8
-	-	799.6	807.9	-	-
-	-	1,203.0	1,035.2	-	-

NOTES ON THE BANK'S ANNUAL ACCOUNTS

If the purchase price or production cost of an asset could not be determined without undue expense or delay, the book value of such an asset in the 1992 annual accounts was taken as the purchase price or production cost and used as a basis.

In respect of companies included in the consolidated annual accounts in which we have a majority shareholding, Commerzbank AG, in proportion to its equity share, ensures that – except with regard to political risks – they are able to meet their liabilities.

Commerzbank shares held by the Group

	Number of shares	Nominal amount in DM1,000	Percentage of share capital
Total number of own shares held at year-end	–	–	–
Highest number of own shares bought during business year	100,593	5,029	0.35%
Commerzbank shares pledged to the Bank by customers, at year-end	184,210	9,210	0.64%
Commerzbank shares bought during business year	4,470,144	223,507	
Commerzbank shares sold during business year	4,470,144	223,507	

Purchases and sales, effected at current prices throughout the year, served to ensure orderly market conditions for trading in Commerzbank shares. In order to offer shares for subscription to our staff, we also bought a fractional amount. The average buying price was DM301.34, the average resale price DM301.79. The proceeds from these transactions were re-allocated to working funds.

Subordinated liabilities

In the year under review, the Group's interest expenditure totalled DM295,933,000 (Parent Bank: DM260,884,000), and included the following major item (exceeding 10% of the Parent Bank's total interest expenditure):

Year of issue	Amount	Issuer	Interest rate	Maturity date
1992	US\$250m	Commerzbank AG	5.00%	2002

The issuers cannot be obliged to make premature repayment. In the event of bankruptcy or winding-up, subordinated liabilities may only be repaid after the claims of all senior creditors have been met. Such liabilities serve to reinforce the Bank's liable equity capital, in accordance with the provisions of the German Banking Act – KWG.

Convertible profit-sharing certificates and similar securities outstanding

Year of issue	Nominal amount	Issuer	Interest payment	Expiry date	Special terms of issue
1989	DM60.0m	Commerzbank Overseas Finance N.V.	7 ⁵ / ₈ %	1994	with option rights attached for subscription to Commerzbank AG shares
1993	DM200.0m	Commerzbank Overseas Finance N.V.	6 ³ / ₄ %	1998	with option rights attached for subscription to Commerzbank AG shares

Profit-sharing certificates outstanding

Year of issue	Nominal amount	Issuer	Interest payment	Expiry date	Special terms of issue
1985	DM425.0m	Commerzbank AG	8.25%	1995	Additional interest payment linked to dividend
1989	DM80.0m	former Berliner Commerzbank AG	8.00%	1999	
1989	DM200.0m	RHEINHYP Rheinische Hypothekbank AG, Frankfurt	8.00%	1999	RHEINHYP has the right to call by Dec. 31, 1994 at the earliest, giving at least 2 years' notice
1990	DM500.0m – DM891,600 (converted 1991) – DM89,400 (converted 1992) – DM1,287,400 (converted 1993) DM497.7m	Commerzbank AG	6.00%	2000	Additional interest payment linked to dividend, right of conversion into Commerzbank AG shares
1991	DM500.0m	Commerzbank AG	9.50%	2003	With option rights attached for subscription to Commerzbank shares
1992	DM30.0m	former Berliner Commerzbank AG	9.25%	2001	
1992	DM500.0m	Commerzbank AG	9.15%	2004	
1992	DM210.0m	RHEINHYP Rheinische Hypothekbank AG, Frankfurt	9.00%	2004	RHEINHYP has the right to call by Dec. 31, 1997 at the earliest, giving at least 2 years' notice
1992	DM30.0m	Deutsche Schiffsbank AG, Bremen/Hamburg	10.00%	2004	
1993	DM800.0m	Commerzbank AG	7.25%	2005	With option rights attached for subscription to Commerzbank shares
1993	DM30.0m	Deutsche Schiffsbank AG, Bremen/Hamburg	6.75%	2006	

Profit-sharing certificates serve to strengthen the Bank's liable equity capital in accordance with the provisions of the German Banking Act – KWG. They are affected directly by current losses. Interest payments are made solely within the scope of the existing distributable profit. The claims of holders of profit-sharing certificates to a redemption payment are subordinate to the claims of other creditors.

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Subscribed capital

in DM m	
As of Dec. 31, 1992	1,310.2
From 1990's authorized capital increase in an original amount of DM30.0m (shares for issue to the Bank's staff) 100,550 shares at a price of DM174.50 per DM50 nominal share	5.0
From 1992's authorized capital increase in an original amount of DM400.0m 2,500,000 shares at a price of DM200 per DM50 nominal share	125.0
From 1988's conditionally authorized capital increase in an amount of 125.0m (1990 convertible profit-sharing certificates) 6,437 DM50 nominal shares	0.3
From 1991's conditionally authorized capital increase in an amount of DM75.0m (1991 profit-sharing certificates with warrants) 770 DM50 nominal shares	0.1
From 1990's conditionally authorized capital increase in an amount of DM100.0m (bond issue with warrants attached by Commerzbank Overseas Finance, Curaçao) 20 DM50 nominal shares	0.0
As of Dec. 31, 1993 issued as follows:	1,440.6
193,000 shares of nominal DM 1,000	
320,000 shares of nominal DM 100	
24,312,622 shares of nominal DM 50	

Authorized capital

in DM m					
Year of AGM resolution	Original amount	Remaining amount	Authoriza- tion expires:	Conditions of issue	
1990	125.0	125.0	1995	The Board may, with the approval of the Supervisory Board, exclude shareholders' subscription rights.	
1990	30.0	12.7	1995	For issue of shares to the Bank's staff; subscription rights of other shareholders to be excluded.	
1992	400.0	275.0	1997	Shareholders' subscription rights may be excluded only for fractional amounts and to offer subscription rights to holders of conversion or option rights.	

Changes in the Group's reserves

in DM m					
	Carried forward on Jan. 1, 1993	Allocation from net income	Allocation during business year	Other changes	As of Dec.31, 1993
Capital reserve	2,861.0		546.2		3,407.2
Revenue reserves	2,694.6	276.8		72.4	3,043.8
Legal reserve	6.0				6.0
Other revenue reserves	2,688.6	276.8		72.4	3,037.8

In the case of Other revenue reserves, the amount carried forward includes DM952.3m representing the 1992 difference arising from consolidation. Other changes reflect goodwill totalling DM66.4m, which was set off against Revenue reserves. The inclusion in the

consolidation for the first time of certain subsidiaries gave rise to a difference in amount of DM86.2m on the liabilities side. Investments valued at equity contain a net difference on the liabilities side of DM50.6m. These differences in amount on the liabilities side were allocated to Revenue reserves. Translation of subsidiaries' equity capital that is denominated in foreign currencies led to an allocation of DM14.3m. Through a DM8.7m withdrawal, the consolidated profit was made compatible with the Parent Bank's distributable profit. Due to the removal of certain companies from the consolidation, DM3.6m was withdrawn from the reserve arising from consolidation.

Changes in the Parent Bank's reserves

in DM m				
	Carried forward on Jan. 1, 1993	Allocation from net income for the year	Allocation during the business year	As of Dec. 31, 1993
Capital reserve	2,861.0		546.2	3,407.2
Revenue reserves	1,734.0	150.0		1,884.0
Legal reserve	6.0			6.0
Other revenue reserves	1,728.0	150.0		1,878.0
				5,291.2

Contingent liabilities and other commitments

in DM m		Group	Parent Bank
Contingent liabilities on rediscounted bills of exchange		2,469.9	2,443.3
Liabilities from guarantees and indemnity agreements		23,550.2	20,574.9
Credit guarantees		4,127.4	2,749.9
Other guarantees		9,662.4	9,132.0
Letters of credit		3,952.0	3,930.0
Other		5,808.4	4,763.0
Placement and underwriting commitments		582.1	429.3
Revolving underwriting facilities		512.5	429.3
Note issuance facilities		33.1	0.0
Other items		36.5	0.0
(Memo item: contingent liabilities actually drawn upon)		85.2	7.3)
Irrevocable credit commitments		50,008.9	42,871.5
Book credits to customers		40,069.2	33,036.0
Book credits to banks		2,240.3	2,240.3
Credits by way of guarantee		6,127.6	6,023.4
Letters of credit		1,571.8	1,571.8

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Assets pledged as security for the Bank's own liabilities

in DM m	Group	Parent Bank
Liabilities to banks	7,799.9	7,677.0
Liabilities to customers	2,748.2	2,696.6
Securitized liabilities	1,003.7	53.7
Other liabilities	1.2	–
Total assets pledged as security	11,553.0	10,427.3

Geographical breakdown of Group's revenues

in DM1,000	Germany	Europe (excluding Germany)	North America	Asia
Interest income	13,014,026.4	4,806,209.1	910,156.1	509,947.0
Current income from shares and other variable-yield securities, investments in affiliated companies, profit-pooling and full or partial profit-and-loss transfer agreements	439,956.6	104,798.5	11,340.0	8.0
Commission income	1,857,777.1	152,934.6	22,519.2	26,148.3
Net income from financial transactions	345,208.4	163,030.5	29,329.0	12,150.9
Other operating income	474,839.4	9,927.9	15,353.6	1,878.1

Geographical breakdown of Parent Bank's revenues

in DM1,000	Germany	Europa (excluding Germany)	North America	Asia
Interest income	9,644,517.9	2,229,299.0	773,115.0	434,996.0
Current income from shares and other variable-yield securities, investments in affiliated companies	894,194.0	–	–	–
Income from profit-pooling and full or partial profit-and-loss transfer agreements	80,432.3	–	–	–
Commission income	1,728,524.5	28,274.0	5,407.0	13,781.0
Net income from financial transactions	345,583.5	37,105.0	29,329.0	9,688.0
Other operating income	223,044.2	663.0	15,161.0	1,279.0

Administrative and brokerage services

The principal administrative and brokerage services supplied to third parties are: safe custody and administration of securities, asset management, brokerage services for insurance and home loan savings contracts.

Important individual items from the profit and loss account

Other operating income relates in large measure to income from leasing business, and, in addition, to income from the sale of property to investment fund companies.

Taxes on income

All taxes on income relate to the results deriving from normal business operations.

Other details

Pending forward transactions

On the balance-sheet date, the following immatured foreign-exchange, interest-related and other forward transactions were outstanding, which entail either a counter-party risk alone or currency, interest and other market-price risks:

Forward transactions in foreign currencies:

- Foreign-exchange spot transactions
- Foreign-exchange forward transactions
- Foreign-currency options
- Forward transactions in metals
- Metal options
- Currency swaps

Interest-related futures transactions:

- Forward-rate agreements
- Interest-rate futures
- Securities futures
- Interest-rate swaps
- Forward-rate swaps
- Forward forward deposits
- Options on interest-rate futures
- Options on securities
- Swap options
- Caps, collars, floors
- Options on loans against borrowers' notes
- Options on claims

Forward transactions involving other price risks:

- Equity options
- Index-based options
- Index-based futures

A substantial number of the transactions in the three specified categories are made in order to hedge the effects of fluctuations in interest rates, exchange rates and market prices. In addition, a substantial part is effected for trading purposes.

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Average number of staff employed by the Bank during the year

	total	male	female
Group	26,726 (27,915)	13,864 (13,926)	12,862 (13,989)
in Germany	25,182 (26,363)	13,078 (13,140)	12,104 (13,223)
abroad	1,544 (1,552)	786 (786)	758 (766)
Parent Bank	23,653 (24,694)	12,327 (12,387)	11,326 (12,307)
At companies included in the consolidation on a pro-rata basis, pursuant to Section 310 of the German Commercial Code (HGB)	1,213 (1,324)	610 (611)	603 (713)

The above figures include part-time workers with the time they actually worked. The time worked by this group is 61% of the standard working time. The figures in parentheses take the part-time staff fully into account.

Not included in the full-time figures are the average number of apprentices undergoing training:

	total	male	female
Apprentices	1,847	842	1,005

The boards of the Parent Bank

Supervisory Board

Dr. Walter Seipp Chairman	Götz Knappertsbusch (until May 7, 1993)
Hans-Georg Jurkat Deputy Chairman	Dr. Hans-Jürgen Knauer Peter Kretschmer
Herbert Bayer (until May 7, 1993)	Dr. Heinz Kriwet
Reinhold Borchert	Dr. Torsten Locher (until May 7, 1993)
Erhard Bouillon	Gabi Seum (née Locher) (until May 7, 1993)
Hugo Eberhard (until May 7, 1993)	Horst Sauer
Professor	Wolfgang Schmelz (since May 7, 1993)
Dr. Herbert Grünewald (until May 7, 1993)	Dr. Raban Freiherr von Spiegel
Dr. Carl Hahn	Dr. Rolf Stoffel (since May 7, 1993)
Dr. Ing. Otto Happel (since May 7, 1993)	Hermann Josef Strenger (since May 7, 1993)
Gerald Herrmann	Hans-Georg Stritter
Detlef Kayser (since May 7, 1993)	Heinrich Weiss
Dieter Klinger (since May 7, 1993)	Wolfgang Ziemann

Board of Managing Directors

Martin Kohlhaussen (Chairman)	Klaus-Peter Müller
Erich Coenen	Klaus Müller-Gebel
Dietrich-Kurt Frowein	Jürgen Reimnitz
Peter Gloystein	Kurt Richolt (until June 30, 1993)
Kurt Hochheuser	Axel Freiherr von Ruedorffer
Jürgen Lemmer	Jürgen Terrahe

Remuneration of Board members

in DM1,000	Group	Parent
Board of Managing Directors	13,365.0	12,424.5
Supervisory Boards	1,787.1	1,787.1
Retired Managing Directors and their dependents	10,771.6	10,771.6

At end-1993, provisions for pensions for retired Managing Directors and their surviving dependents totalled DM65,772,400; this amount fully covers our pension commitments towards this group.

Loans to Board members

At end-1993, the aggregate amount of advances and loans as well as contingent liabilities was as follows:

in DM1,000	Group	Parent Bank
Board of Managing Directors	7,314.2	6,840.8
Supervisory Boards	1,189.6	1,189.6

The mortgage banks included in the consolidation are reflected in the following items:

in DM m	end-1993	end-1992
Claims on banks		
mortgage loans	70.4	48.0
communal loans	8,697.0	5,922.8
Claims on customers		
mortgage loans	26,730.7	21,860.4
Deferred items (assets side)		
from issuing and lending business	314.0	88.8
other	9.3	7.8
Liabilities to banks		
registered mortgage bonds issued	295.4	198.1
registered public-sector mortgage bonds issued	531.7	181.2
including: given to lender as security		
for loans taken up:		
registered mortgage bonds	32.6	16.5
registered public-sector mortgage bonds	284.9	238.5
Liabilities to customers		
registered mortgage bonds issued	5,504.3	5,808.2
registered public-sector mortgage bonds issued	5,971.8	5,715.4
including: given to lender as security		
for loans taken up:		
registered mortgage bonds	386.4	439.7
registered public-sector mortgage bonds	682.2	841.1
Securitized liabilities		
mortgage bonds	12,185.5	10,280.4
public-sector mortgage bonds	18,130.1	12,737.1
Deferred items (liabilities side)		
from issuing and lending business	383.2	355.2
other	83.1	48.5

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Leonberger Bausparkasse AG*), which is included in the consolidation, is reflected in the following items on a pro-rata basis:

in DM m	
	end-1993
Claims on banks	
Loans disbursed on building savings contracts	1.4
Claims on customers	
Allotted home loans (from building savings contracts)	1,404.9
for interim and bridging loans	1,199.1
Liabilities to banks	
Building loan savings deposits	0.9
Liabilities to customers	
Building loan savings deposits	2,394.3
including: on terminated contracts	5.6
on allotted contracts	25.0
Provisions	
Fund for covering disbursement commitments	42.6

in DM1,000	
	end-1993
Interest income from lending and money-market transactions	
Loans disbursed on building savings contracts	88,720.3
Interim and bridging loans	97,785.0
Other home loans	1,306.7
Interest expenditure on building loan savings deposits	66,430.6
Commissions received	
from contracts concluded and business passed on	31,829.5
from arranging loans after allotment	7,190.5
from provision and processing of interim and bridging finance	2,968.7
Commissions paid	
for conclusion of contracts and business passed on	40,681.1

*) For last year's report, Leonberger Bausparkasse had not been included in the consolidation.

Information pursuant to Section 28 of the German Mortgage Bank Act – HBG relating to RHEINHYP Rheinische Hypothekenbank AG, Frankfurt am Main, which is included in the consolidation

Mortgages used as cover for mortgage bonds

classified according to size	number	in DM m
up to DM 100,000	40,599	2,248.1
up to DM1,000,000	41,803	8,216.5
more than DM1,000,000	1,708	6,320.7
	84,110	16,785.3

Mortgages used as cover for mortgage bonds

Breakdown by state	number	in DM m
Baden-Württemberg	6,617	1,251.1
Bavaria	3,687	937.7
Berlin	2,018	1,433.5
Brandenburg	53	15.6
Bremen	1,149	226.5
Hamburg	3,116	785.0
Hesse	8,221	2,083.1
Lower Saxony	9,958	1,467.4
Mecklenburg-Western Pomerania	51	29.2
North Rhineland-Westphalia	39,189	6,858.1
Rhineland-Palatinate	3,259	585.3
Saarland	1,051	120.3
Saxony	172	56.5
Saxony-Anhalt	131	49.4
Schleswig-Holstein	5,259	659.6
Thuringia	63	42.2
Domestic	83,994	16,600.5
Denmark	1	30.2
France	19	4.1
Luxembourg	29	5.2
Netherlands	14	56.0
Spain	49	87.6
United Kingdom	4	1.7
States of the European Union	116	184.8
Total	84,110	16,785.3

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Types of cover used by mortgage banks included in the consolidation

in DM m	
Mortgage bonds	
Ordinary cover	
Claims on customers	
Mortgage loans	17,788.1
Fixed assets	
Land charges on own land and buildings	30.5
4.50% recovery claims on federal and Länder authorities	0.1
	17,818.7
Supplementary cover	
3.00% recovery claims on federal and Länder authorities	0.6
Total cover	17,819.3
Total mortgage bonds requiring cover	16,845.6
Surplus cover	973.7
Public-sector mortgage bonds	
Ordinary cover	
Claims on banks	
Communal loans	8,264.5
Claims on customers	
Mortgage loans	950.7
Communal loans	15,967.9
	25,183.1
Supplementary cover	
Other claims on banks	110.0
Total cover	25,293.1
Total of public-sector mortgage bonds requiring cover	24,310.8
Surplus cover	982.3

The mortgages entered into the cover register for mortgage bonds relate to:

in DM m	
Land used for commercial purposes	4,396.4
Land used for residential purposes	12,346.5
Building plots	20.5
Unfinished new buildings, not yet generating earnings	21.9
	16,785.3

Compulsory sales/sequestrations:

As of Dec. 31, 1993			
	Commercial premises	Residential premises	Total
Properties subject to enforcement proceedings	28	337	365
of which: compulsory sales	7	192	199
sequestrations of property	2	19	21
compulsory sales and sequestrations	19	126	145
Compulsory sales effected in 1993	3	167	170

In the 1993 business year, the mortgage banks within the Commerzbank Group did not take possession of any property in order to avoid losses stemming from their lending.

Interest arrears:

Interest arrears on mortgage business totalled DM13,166,800, of which DM5,850,800 relates to residential premises and DM7,316,000 to commercial premises.

in DM m	
Repayments of mortgages	1,964.2
of which: scheduled repayments	1,252.3
extraordinary repayments	711.9

Details pursuant to Section 26 of the German Ship Bank Act for Deutsche Schiffsbank AG, which has been included in the consolidation (all DM figures on a pro-rata basis)

On the balance-sheet date, loans amounting to DM1,017.6m were entered into the cover register. They break down as follows:

	total loans		foreign loans	
	number	DM m	number	DM m
				classified by size
up to DM100,000	137	2.1	1	
DM100,000 to DM1,000,000	241	46.0	21	4.6
more than DM1,000,000	550	969.5	176	443.6
	928	1,017.6	198	448.2
of which: secured by				
vessels for inland waterways	197	17.3	–	–
coastal vessels	315	251.2	20	18.1
sea-going vessels	415	748.7	178	430.1
sea-going vessels under construction	1	0.4	–	–
	928	1,017.6	198	448.2

NOTES ON THE BANK'S ANNUAL ACCOUNTS

In the year under review, the bank was involved in one compulsory sale proceeding:

	inland navigation (of which, at the bank's instigation)	sea and coastal navigation	total
Completed proceedings	–	1	1
Pending proceedings	–	–	–

No vessels, either finished or under construction, were taken possession of in order to prevent losses. At end-1993, the ship communal loans outstanding, which totalled DM502.3m (each of them over DM1m), had all been entered into the cover register.

After precautionary write-downs of DM357,300, interest arrears are shown at DM208,000 as of end-1993. The amounts involved here were squared in January 1994. Those deriving from the 1993 business year relate to credits for sea-going and coastal vessels.

in DM m	
Repayments of ship mortgage loans	361.0
of which: scheduled repayments	228.9
extraordinary repayments	132.1

Effects of including more companies in the consolidation

Due in particular to the application for the first time of the provisions of the Accounting Directives Act to the consolidated annual accounts, there has been a substantial increase in the number of companies included in the consolidation. Without this increase, the most important items in the consolidated balance sheet and the consolidated profit and loss account would register the following changes on the previous year:

Consolidated balance sheet

in DM m	
Claims on banks	64,299.5
Claims on customers	156,200.3
Bonds and other fixed-income securities	30,883.3
Liabilities to banks	58,770.7
Liabilities to customers	130,516.3
Securitized liabilities	63,299.2

Consolidated profit and loss account

in DM1,000	
Interest paid	14,015,896
General operating expenses	4,156,181
Interest income (incl. current income)	18,686,123
Commissions received	1,988,131

Holdings in affiliated and other companies

Affiliated companies included in the consolidation						
Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %		Equity capital in 1,000 of stated currency	Result in 1,000 of stated currency
Atlas-Vermögensverwaltungs-Gesellschaft mbH	Düsseldorf	100.0		DM	580,184	0 ²⁾
Berliner Commerz Beteiligungsgesellschaft mbH	Berlin	100.0		DM	31,000	0 ²⁾
Berliner Commerz Grundstücks- und Verwaltungsgesellschaft mbH	Berlin	100.0		DM	3,300	0 ²⁾
Blue Jay Investments Ltd.	Dublin	100.0		DM	111,438	13,295
Caisse Centrale de Réécompte	Paris	100.0		Ffr	407,086	57,611 ¹⁾
CB Clearing, Inc.	Wilmington/Delaware	62.5		US\$	-2,462	-1,430
CB Finance Company B.V.	Amsterdam	100.0		Dfl	22,273	14,260
Commerzbank Overseas Finance N.V.	Curaçao	100.0	100.0	DM	12,939	10,916
Commerz Beteiligungsgesellschaft mbH	Bad Homburg v.d.H.	100.0		DM	1,001	0 ²⁾
Commerz Finanz-Management GmbH	Frankfurt am Main	100.0		DM	606	0 ²⁾
Commerz Grundbesitz-Investmentgesellschaft mbH	Wiesbaden	75.0		DM	16,511	2,991
Commerz Immobilien GmbH (Sub-Group)	Frankfurt am Main	100.0		DM	6,313	0 ²⁾
Immobilien-Gesellschaft Alpha Niesslein KG	Frankfurt am Main	100.0	100.0			
Immobilien-Gesellschaft Beta Niesslein KG	Frankfurt am Main	100.0	100.0			
Immobilien-Gesellschaft Gamma Niesslein KG	Frankfurt am Main	100.0	100.0			
Immobilien-Gesellschaft Delta Niesslein KG	Frankfurt am Main	100.0	100.0			
Immobilien-Gesellschaft Niesslein Objekt Eins KG	Frankfurt am Main	100.0	100.0			
Immobilien-Gesellschaft Niesslein Objekt Zwei KG	Frankfurt am Main	100.0	100.0			
Immobilien-Gesellschaft Niesslein Objekt Drei KG	Frankfurt am Main	100.0	100.0			
Erste CIMO Grundstücks- und Vermögensverwaltungsgesellschaft mbH	Frankfurt am Main	100.0	100.0			
Zweite CIMO Grundstücks- und Vermögensverwaltungsgesellschaft mbH	Frankfurt am Main	100.0	100.0			
Dr. Tripathi/Dr. Niesslein KG	Frankfurt am Main	55.0	55.0			
beta Alterum GmbH	Frankfurt am Main	75.0	75.0			
Commerz International Capital Management GmbH	Frankfurt am Main	100.0		DM	16,838	4,483
CICM Fund Management Ltd.	Dublin	100.0	100.0	DM	481	121
CICM (Ireland) Ltd.	Dublin	75.0	75.0	DM	4,119	3,331
Commerz International Capital Management (Japan) Ltd.	Tokyo	100.0	100.0	¥	173,570	-38,449
Commerzbank Capital Markets Corporation	New York	100.0		US\$	24,246	2,980
Commerzbank International S.A.	Luxembourg	100.0		DM	1,410,092	381,692
CB German Index Fund Management Company S.A.	Luxembourg	100.0	100.0	Lfr	7,294	586
Commerzbank Investment Management GmbH	Frankfurt am Main	100.0		DM	8,100	1,500
Commerzbank U.S. Finance, Inc.	Wilmington/Delaware	100.0		US\$	156	55
Commerzbank (Budapest) Rt.	Budapest	100.0		Ft	2,104,940	-61,781 ¹⁾
Commerzbank (Nederland) N.V.	Amsterdam	100.0		Dfl	135,688	1,011
Commerzbank (Switzerland) Ltd	Zurich	100.0		Sfr	86,802	15,327
CB Fondsleitung AG	Zurich	100.0	100.0	Sfr	507	31
Commerzbank (South East Asia) Ltd.	Singapore	100.0		S\$	107,417	23,812
Commerz-Credit-Bank Aktiengesellschaft Europartner	Saarbrücken	100.0		DM	66,247	5,747
Colymbus Investments	Dublin	100.0	100.0	DM	27,360	2,421

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Affiliated companies included in the consolidation						
Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %		Equity capital in 1,000 of stated currency	Result in 1,000 of stated currency
CommerzLeasing GmbH (Sub-Group)	Düsseldorf	100.0		DM	93,292	0 ²⁾
Altinum Leasobjekt Gesellschaft mbH	Düsseldorf	100.0	100.0			
CIL Mietkaufgesellschaft mbH	Düsseldorf	100.0	100.0			
Coba Vermögensverwaltungsgesellschaft mbH	Düsseldorf	100.0	100.0			
CommerzBaucontract GmbH	Düsseldorf	100.0	100.0			
CommerzBaumanagement GmbH	Düsseldorf	100.0	100.0			
Commerz Immobilien Vermietungsgesellschaft mbH	Düsseldorf	100.0	100.0			
Commerz- und Industrie-Leasing GmbH	Düsseldorf	100.0	100.0			
Commerz- und Industrie-Leasing Berlin GmbH	Berlin	100.0	100.0			
edding AG & Co. Grundstücksverwaltung OHG	Leipzig	0.0	0.0			⁵⁾
NESTOR GVG mbH	Düsseldorf	100.0	100.0			
NESTOR GVG mbH & Co. Objekt Hamme KG	Düsseldorf	100.0	100.0			
NESTOR GVG mbH & Co. Objekt Wiemelhausen KG	Düsseldorf	100.0	100.0			
NESTOR GVG mbH & Co. Objekt Wuppertal-Barmen KG	Düsseldorf	0.0	0.0			⁵⁾
NIDUS GVG mbH & Co. Objekt Berlin KG	Düsseldorf	0.0	0.0			⁵⁾
NOLICA GVG mbH	Düsseldorf	100.0	100.0			
NORA GVG mbH	Düsseldorf	100.0	100.0			
NORA GVG mbH & Co. Objekt Koblenz KG	Düsseldorf	100.0	100.0			
NORA GVG mbH & Co. Objekt Fürth KG	Düsseldorf	5.0	5.0			⁵⁾
NORA GVG mbH & Co. Weishaupt OHG	Düsseldorf	0.0	0.0			⁵⁾
NORA GVG mbH & Co. Lampertheim KG	Düsseldorf	100.0	100.0			
NORA GVG mbH & Co. Objekt Troisdorf KG	Düsseldorf	100.0	100.0			
NORA GVG mbH & Co. Objekt Ettlingen KG	Düsseldorf	0.0	0.0			⁵⁾
NOSCO GVG mbH	Mainz	100.0	100.0			
NOSCO GVG mbH & Co. Objekt Alzey KG	Mainz	100.0	100.0			
NOTARIA GVG mbH	Düsseldorf	100.0	100.0			
NUMERIA GVG mbH	Düsseldorf	100.0	100.0			
NUMERIA GVG mbH & Co. Objekt Waldkraiburg KG	Düsseldorf	100.0	100.0			
NUMERIA GVG mbH & Co. Objekt Hückelhoven KG	Düsseldorf	100.0	100.0			
PLAVIS Vermietungs-Gesellschaft mbH	Düsseldorf	100.0	100.0			
PRIMO CIL-Vermietungsgesellschaft mbH	Düsseldorf	100.0	100.0			
SECUNDO GVG mbH	Düsseldorf	100.0	100.0			
C. Portmann	Frankfurt am Main	100.0		DM	1,500	116
GERAP Grundbesitz- und Verwaltungsgesellschaft mbH	Frankfurt am Main	95.0		DM	95	45
Hildegund Ltd.	London	100.0		£	-674	-767
Ice Diver Investments	Dublin	100.0		DM	96,351	8,485
Immobilien-gesellschaft Ost Hägle & Co. KG	Frankfurt am Main	100.0		DM	100	4
Hägle Immobilien-Ost Ingatlanforgalmi Kft.	Budapest	100.0	100.0	Ft	-103,534	-102,656
Immobilien-gesellschaft Ost Hägle spol. s r.o.	Prague	100.0	100.0	Kčs	-645	-732
Ivory Gull Investments	Dublin	100.0		DM	280,514	514 ¹⁾

Affiliated companies included in the consolidation

Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %		Equity capital in 1,000 of stated currency	Result in 1,000 of stated currency
L.I.A. Leasinggesellschaft für Immobilien und Anlagegüter mbH (Sub-Group)	Düsseldorf	100.0		DM	1,510	0 ²⁾
Actium Leasobjektgesellschaft mbH	Frankfurt am Main	100.0	100.0			
Actium Leasobjekt GmbH u. Co. Grund-Verwaltungsgesellschaft Weil KG	Düsseldorf	100.0	100.0			
Albus Leasobjekt Gesellschaft GmbH	Düsseldorf	100.0	100.0			
Collis Leasobjekt Gesellschaft mbH	Düsseldorf	100.0	100.0			
Emesia Leasobjekt Gesellschaft mbH	Düsseldorf	100.0	100.0			
Mons Leasobjekt Gesellschaft	Düsseldorf	100.0	100.0			
Elimo Verwaltungsgesellschaft mbH	Düsseldorf	100.0	100.0			
Rivus Leasobjektgesellschaft mbH	Düsseldorf	100.0	100.0			
Tellus Leasobjektgesellschaft mbH	Düsseldorf	95.0	95.0			
PMC Personal Management Consult GmbH	Frankfurt am Main	100.0		DM	500	0 ²⁾
RHEINHYP Rheinische Hypothekenbank Aktiengesellschaft	Frankfurt am Main	97.4		DM	1,151,107	99,083
CASIA Grundstücks-Vermietungs- und Verwaltungsgesellschaft mbH	Düsseldorf	100.0	100.0	DM	54	1
Strix Investments Ltd.	Dublin	100.0	100.0	DM	101,056	8,233
WESTBODEN-Bau- und Verwaltungsgesellschaft mbH	Frankfurt am Main	100.0	100.0	DM	202	0 ²⁾
Sigurd EBS Ltd.	London	100.0		US\$	97	-3 ¹⁾
Stampen S.A.	Brussels	99.4		Bfr	365,904	-7,376 ¹⁾
von der Heydt-Kersten & Söhne	Wuppertal-Elberfeld	100.0		DM	10,000	1,811

Companies included in the consolidation on a pro-rata basis

Deutsche Schiffsbank Aktiengesellschaft	Bremen/Hamburg	40.0		DM	196,800	21,800 ¹⁾³⁾
Leonberger Bausparkasse Aktiengesellschaft	Leonberg	40.0		DM	384,827	69,157 ¹⁾³⁾

Associated companies included in the consolidation at equity

Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %		Equity capital in 1,000 of stated currency	Result in 1,000 of stated currency	Difference arising from consolidation
ADIG Allgemeine Deutsche Investment-Gesellschaft mbH	Munich/ Frankfurt am Main	39.6	2.1	DM	105,497	13,395	30,737 L
ADIG-Investment Luxemburg S.A.	Luxembourg	37.5		DM	118,105	26,255	22,870 L
Commerz Securities (Japan) Company Ltd.	Hong Kong/Tokyo	50.0		DM	25,475	-12,472	6,503 A
Commerz Unternehmensbeteiligungs-Aktiengesellschaft	Frankfurt am Main	50.0		DM	63,440	1,820	1,720 L
C+D Leasingsservice GmbH	Düsseldorf	50.0		DM	1,500	600	-
Deutsche Grundbesitz-Anlagegesellschaft mbH	Frankfurt am Main	30.0		DM	3,294	50	928 L
Europartners Holding S.A.	Luxembourg	33.3	1.3	Lfr	59,241	7,817	10,098 L
FABA Vermietungsgesellschaft mbH	Düsseldorf	40.0	40.0	DM	50	0	37 A ²⁾
GBB Gewerbebau-Beratung GmbH	Frankfurt am Main	45.0	45.0	DM	-397	-447	206 A
Hispano Commerzbank (Gibraltar) Ltd.	Gibraltar	49.9		Gib£	5,294	294	193 A
ILV Immobilien-Leasing Verwaltungsgesellschaft Düsseldorf mbH	Düsseldorf	50.0		DM	55,002	0	60 A ²⁾
Internationale Leasing-Gesellschaft S.A.	Luxembourg	50.0	50.0	Lfr	16,136	152	2,140 L
Karl Baumgartner + Partner Consulting KG	Sindelfingen	50.0		DM	-489	-3,166	16,214 L

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Associated companies included in the consolidation at equity

Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %		Equity capital in 1,000 of stated currency	Result in 1,000 of stated currency	Difference arising from consolidation
Korea International Merchant Bank	Seoul	20.9		Won	94,995,491	13,600,631	7,728,410 L
Liegenschaft Hainstrasse GbR	Frankfurt am Main	50.0	50.0	DM	344	0	1 A
MIPA Müller Verwaltungs-GmbH	Düsseldorf	31.3	31.3	DM	4,838	2,187	18,518 A
Partner Immobiliendienst GmbH	Wiesbaden	24.0	24.0	DM	6,124	182	1,230 L

A = assets-side difference; L = liabilities-side difference

Other prominent companies not included in the consolidation

Aktiengesellschaft Kühnle, Kopp & Kausch	Frankenthal	19.9		DM	57,430	-3,190	
Almöco Vermögensverwaltungsgesellschaft mbH	Munich	25.0		DM	172,170	22,922	
DBV Holding Aktiengesellschaft	Wiesbaden	50.0		DM	767,120	32,633 ⁴⁾	
Frega Vermögensverwaltungsgesellschaft mbH	Frankfurt am Main	40.0		DM	198,867	115	
Friedrich Grohe AG	Hemer	10.0		DM	339,600	40,600	
Karstadt Aktiengesellschaft	Essen	25.0		DM	2,239,957	153,400	
Linde Aktiengesellschaft	Wiesbaden	10.4		DM	2,654,133	193,566	
Mineralbrunnen Überkingen-Teinach AG	Bad Überkingen	10.1		DM	233,969	14,558	
Regina Verwaltungsgesellschaft mbH	Munich	25.0		DM	676,198	47,312	
Salamander Aktiengesellschaft	Kornwestheim	10.9		DM	310,052	14,925	
Schweizer Electronic AG	Schramberg	10.0		DM	45,474	-2,586	
Turbon International AG	Wuppertal	13.0		DM	58,500	4,379	

Less important affiliated companies not included in the consolidation

Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %			
Aussenhandel-Förderungsgesellschaft mbH	Düsseldorf	100.0				
Beta Vermögensverwaltungsgesellschaft mbH	Frankfurt am Main	100.0	2.0			
Blue Crane Investments Ltd.	Dublin	100.0	100.0			
C C R Gestion	Paris	99.0	99.0			
C C R Titrisation	Paris	66.6	66.6			
Centrale E	Paris	99.0	99.0			
CGY Reifenhandel GmbH	Cologne	66.7	66.7			
Commerz Argeus Fonds N.V.	Amsterdam	14.7	14.7			5)
Commerz Benacus Fonds N.V.	Amsterdam	17.8	17.8			5)
Commerz Cea Fonds N.V.	Amsterdam	0.3	0.3			5)
Commerz Delos Fonds N.V.	Amsterdam	30.1	30.1			5)
Commerz Elea Fonds N.V.	Amsterdam	43.2	43.2			5)
Commerz Florero Fonds N.V.	Amsterdam	44.7	44.7			5)
Commerz Service Gesellschaft für Kundenbetreuung GmbH	Frankfurt am Main	100.0				
Commerzbank Properties South Africa Pty. Ltd.	Johannesburg	100.0				
Commerzbank Rio de Janeiro Serviços Ltda.	Rio de Janeiro	100.0				
Commerzbank São Paulo Serviços Ltda.	São Paulo	100.0				
Daub Backofenbau GmbH	Hamburg	75.2	75.2			
Delta Vermögensverwaltungsgesellschaft mbH	Frankfurt am Main	100.0	2.0			
Fides Trust Company Ltd.	Luxembourg	100.0	10.0			
Franz Daub u. Söhne (GmbH u. Co.)	Hamburg	75.1	75.1			

Less important associated companies not valued at equity in the Group balance sheet

Company name	Domicile	Share of capital held by Commerzbank, in %	of which held indirectly, %
Hamburgische Grundstücks Gesellschaft m.b.H.	Hamburg	100.0	
Handelsgest S.A.R.L.	Luxembourg	100.0	25.0
Hotel am Stadtpark GmbH	Wilhelmshaven	88.0	88.0
Hotel am Stadtpark GmbH & Co. KG	Wilhelmshaven	100.0	100.0
Icterus Investments Ltd.	Dublin	100.0	100.0
Indigest S.A.R.L.	Luxembourg	100.0	25.0
Leonberger Bausparkasse Immobilien-Leasing Verwaltungs GmbH	Leonberg	100.0	100.0
Leonberger Immobilien GmbH	Leonberg	100.0	100.0
NEB Shipping Co.	Monrovia	100.0	100.0
Neuma Vermögensverwaltungsgesellschaft mbH	Frankfurt am Main	69.0	
Norddeutsche Immobilien- und Verwaltungs-GmbH	Hamburg	100.0	
Productos R, S.A.	Madrid	100.0	100.0
Schiffbetriebsgesellschaft Bremen mbH	Bremen	50.0	50.0
Schunk GmbH	Heuchelheim	51.0	51.0
Société Centrale de Gestion	Paris	99.0	99.0
Trave Cruise I Schiffahrtsgesellschaft mbH	Hamburg	69.0	
Wijkertunnel Beheer III B.V.	Amsterdam	100.0	

Less important associated companies not valued at equity in the Group balance sheet

Alster Beteiligungsgesellschaft mbH & Co. KG	Frankfurt am Main	20.0	
AV America Grundbesitzverwaltungs-gesellschaft mbH	Frankfurt am Main	25.0	
CGT Canada Grundbesitz Treuhand GmbH	Frankfurt am Main	20.0	
Commerzbank Aktiengesellschaft von 1870 i.L.	Hamburg	37.9	
Deutsche Canada-Grundbesitz-Verwaltungsgesellschaft mbH	Frankfurt am Main	20.0	
Deutsche Gesellschaft für Immobilien-anlagen „America“ mbH	Bad Homburg v. d. H.	25.0	
DSD Dillinger Stahlbau GmbH	Saarlouis	30.0	30.0
Eisen-Rieg Aktiengesellschaft	Darmstadt	23.8	23.8
Filmkredittreuhand GmbH	Berlin	20.0	
Gesellschaft für Kreditsicherung mbH	Cologne	26.7	
GKN Deutschland GmbH	Siegburg	24.9	24.9
Hans Wiebe Textil Aktiengesellschaft	Berlin	20.9	20.9
Hostra Beteiligungsgesellschaft mbH	Düsseldorf	33.3	
INTEROC Vertriebsgesellschaft für Bau- und Bergbaumaschinen mbH	Essen	33.3	33.3
Kaufhof Tourism Holdings B.V.	Amsterdam	37.5	37.5
Kautex Werke Reinold Hagen AG	Bonn	40.0	40.0
KVH Kreditverwaltungsgesellschaft Hamburg mbH	Halstenbek	40.0	
Lincas Electro Vertriebs-Gesellschaft mbH	Hamburg	25.0	
P.T. Bank Finconesia	Jakarta	20.0	
The World Markets Company GmbH	Frankfurt am Main	25.2	

NOTES ON THE BANK'S ANNUAL ACCOUNTS

Less important associated companies not valued at equity in the Group balance sheet

Company name	Domicile	Share of capital held by Commerz- bank, in %	of which held indi- rectly, %
Willi Vogel Beteiligungsgesellschaft mbH	Berlin	24.8	24.8
Wirtschaftspartner Beteiligungsgesellschaft mbH	Berlin	20.9	
Wohnstättengesellschaft Mark GmbH	Lüdenscheid	21.2	21.2

¹⁾ First included in the Group's annual accounts in 1993;

²⁾ Profit-and-loss transfer agreement;

³⁾ Jointly managed with another company holding identical stake;

⁴⁾ 37.5% of which is held exclusively for disposal at a later date;

⁵⁾ Affiliated company due to majority of voting rights and sole management.

Frankfurt am Main, March 14, 1994

The Board of Managing Directors

The image shows three rows of handwritten signatures in blue ink. The first row has four signatures, the second row has four signatures, and the third row has three signatures. The signatures are cursive and difficult to read.

Auditors' Certificate

The accounting and the annual financial statements of boths the Parent Bank and the Commerzbank Group, which we have audited in accordance with professional standards, comply with the German legal provisions. With due regard to the generally accepted accounting principles, the annual financial statements of the Parent Bank and the Commerzbank Group give a true and fair view of the company's assets, liabilities, financial position and profit or loss. The report on the current situation of Commerzbank Aktiengesellschaft and the Commerzbank Group is consistent with both the Parent Bank's and the consolidated annual financial statements.

Frankfurt am Main, March 18, 1994

C & L TREUARBEIT
 DEUTSCHE REVISION
 Aktiengesellschaft
 Wirtschaftsprüfungsgesellschaft
 Steuerberatungsgesellschaft

Windmüller	Rönning
Wirtschaftsprüfer	Wirtschaftsprüfer
(German public accountant)	(German public accountant)

Report of the Supervisory Board

In 1993, the Supervisory Board carried out its duties under the law and the Bank's statutes, supervising the conduct of the Bank's affairs. The Chairman and other members of the Supervisory Board assisted the Board of Managing Directors in an advisory capacity.

The Supervisory Board fulfilled its duties both in plenary sessions and through its committees. Plenary sessions were mainly used to deal with basic questions of business policy, including the restructuring of the branch network and the reorganization at the Bank's head office; at the same time, the development of the Bank's balance sheet and its earnings performance were closely monitored. The Presiding Committee of the Supervisory Board received regular reports on the progress of the Bank's business and discussed items of significance with the Board of Managing Directors. The Loans Committee dealt with those lending commitments which it is required to review by law and by the Bank's statutes, as well as with larger-scale credits involving an enhanced degree of risk. Insofar as is required by law and by the Bank's statutes, the Loans Committee also approved such transactions. The Social Welfare Committee focused on basic issues concerning the employees.

The Bank's Annual Accounts, Financial Statement and the Report on both the Parent Bank's and the Group's Performance, together with the books of account for the period from January 1 to December 31, 1993, have been examined by the auditors, C & L Treuarbeit Deutsche Revision Aktiengesellschaft, Wirtschaftsprüfungsgesellschaft, Steuerberatungsgesellschaft, Berlin/Frankfurt am Main, and certified without qualification. The accountants were available to answer questions while the Supervisory Board was dealing with the accounts. The Supervisory Board has signified its agreement with the results of the audit. Within the scope of the legal provisions, it has examined the Bank's Annual Accounts, Financial Statement and

Management Report, and the proposal of the Board of Managing Directors as to the appropriation of the distributable profit, and has found no cause for objection.

The Supervisory Board has approved the Annual Accounts and the Financial Statement presented by the Board of Managing Directors, which accordingly may be regarded as adopted. It concurs with the latter's proposal as to the profit appropriation.

As stipulated in the Bank's statutes, a new Supervisory Board was elected in the year under review. The new members took office as from the end of the Annual General Meeting on May 7, 1993. At the same time, the shareholder representatives, Prof. Dr. Herbert Grünewald and Mr. Götz Knappertsbusch retired from the Supervisory Board, as did the staff representatives, Mr. Herbert Bayer, Mr. Hugo Eberhard, Mrs. Gabi Locher-Töpel and Dr. Torsten Locher.

Newly elected were Dr. Otto Happel and Mr. Hermann Josef Strenger as shareholder representatives, and Messrs. Detlef Kayser, Dieter Klinger, Wolfgang Schmelz and Dr. Rolf Stoffel to represent the employees. The Supervisory Board elected Dr. Walter Seipp as its Chairman, and Hans-Georg Jurkat as Deputy Chairman.

Frankfurt am Main, April 11, 1994

The Supervisory Board

Chairman

Board of Trustees of Commerzbank Foundation

Dr. Walter Seipp
Frankfurt am Main
Chairman

Martin Kohlhaussen
Frankfurt am Main

Klaus Müller-Gebel
Frankfurt am Main/Hamburg

Professor Dr. Hermann Simon
Mainz

Hermann Josef Strenger
Leverkusen

Regional Advisory Committees

● Baden-Württemberg

- Dr. Wolfgang Bannmüller
Member of the Executive Board
Theodor Groz & Söhne &
Ernst Beckert Nadelfabrik
Commandit-Gesellschaft
Albstadt-Ebingen
- Dr. Reinhard Bauer
Chairman of the Board of
Managing Directors
Paul Hartmann AG
Heidenheim (Brenz)
- Karl Heinz Danzer
General Partner
Danzer KG
Reutlingen
- Dipl.-Ing. (FH) Klaus Fischer
Managing Partner
fischer Group
Waldachtal
- Klaus Francke
Member of the Board of
Managing Directors
Salamander AG
Kornwestheim
- Karl-Heinz Gorgas
Member of the Board of
Managing Directors
ZF Friedrichshafen AG
Friedrichshafen
- Dipl.-Ing. Jörg Menno Harms
Chairman of the Executive Board
Hewlett-Packard GmbH
Böblingen
- Dieter Hebel
General Manager
Schwäbisch Gmünder Ersatzkasse
GEK
Schwäbisch Gmünd
- Dipl.-Wirtsch.-Ing. Dr. Ulrich Heidemann
Member of the Board of
Managing Directors
E. Holtzmann & Cie. AG
Weisenbachfabrik
- Herfried Heisler
Lawyer
Chief Manager
Verband der Metallindustrie
Baden-Württemberg e.V. and
Landesvereinigung
Baden-Württembergischer
Arbeitgeberverbände e.V.
Stuttgart
- Reinhold Hendricks
Member of the Board of
Managing Directors
Allianz Lebensversicherungs-AG
Stuttgart
- Professor Dr. Brun-Hagen Hennerkes
Lawyer
Stuttgart
- Dipl.-Ing. Dr. Rolf H. Hönninger
General Manager
Steff Beteiligungsgesellschaft mbH
Giengen (Brenz)
- Dr. Heinrich Holtmann
Member of the Group Management
Alusuisse-Lonza Holding AG
Zurich

- Michael Huggle
Deputy Chairman of the Board of
Managing Directors
Schiesser AG
Radolfzell
- Dr. Rudolf Köberle
Chairman of the Executive Board
Hukla-Werke GmbH,
Matratzen- und Polstermöbelfabriken
Gengenbach
- Dr. Hermut Kormann
General Manager
J. M. Voith GmbH
Heidenheim
- Dipl.-Volkswirt Peter B. Martini
Member of the Board of
Managing Directors
WMF Württembergische
Metallwarenfabrik AG
Geislingen/Steige
- Dipl.-Wirtsch.-Ing. Ulrich Mauser
Member of the Board of
Managing Directors
Heidelberger Druckmaschinen AG
Heidelberg
- Dr. h.c. Adolf Merckle
Lawyer
Managing Partner
Merckle GmbH
Blaubeuren
- Arthur Nothdurft
Managing Partner
ALNO Möbelwerke GmbH & Co. KG
Pfullendorf
- Hanns A. Pielenz
Managing Partner
Amann & Söhne GmbH & Co.
Bönnigheim
- Dipl.-Kaufmann Helmut Press
Member of the Board of
Managing Directors
Kodak AG
Stuttgart
- Professor Dr. Friedrich Reutner
Managing Director
FRIATEC AG
Mannheim
- Werner Schoenicke
Member of the Supervisory Board
Verlagsgruppe
Georg von Holtzbrinck GmbH
Stuttgart
- Dr.-Ing. Manfred Simon
former Member of the Board of
Managing Directors
Asea Brown Boveri AG
Mannheim
- Dipl.-Kaufmann Dr. Thorlef Spickschen
Member of the Board
of Managing Directors
Knoll AG
Ludwigshafen
- Dr.-Ing. Herbert Weber
Chairman of the Supervisory Board
ANT Nachrichtentechnik GmbH
Gerlingen
- Dr.-Ing. Wendelin Wiedeking
Chairman of the Board of
Managing Directors
Dr. Ing. h.c. F. Porsche AG
Stuttgart

- Dr. Hans-Peter Wild
Managing Partner
Rudolf-Wild-Werke
Eppelheim
- Kurt Wontorra
Managing Partner
UHU-Holding GmbH
Bühl (Baden)

● Bavaria

- Frank Bergner, MBA
Managing Partner
Richard Bergner GmbH + Co.
Schwabach
- Dr. Werner Bos
Executive Director
Landesversicherungsanstalt
Schwaben
Augsburg
- Klaus Conrad
Principal Partner
Conrad Electronic GmbH
Hirschau
- Carl Friedrich Eckart
Managing Partner
Eckart-Werke
Standard-Bronzepulverwerke
Carl Eckart GmbH & Co.
Fürth (Bavaria)
- Dr. Robert Eckert
Chairman of the Board
of Managing Directors
Dr. Robert Eckert Schulen AG
Regenstauf
- Dipl.-Kaufmann Hans Fluri
Vice President
Philip Morris EEC Region
Philip Morris Europe S.A.
Lausanne
- Dipl.-Kaufmann Dieter Friess
Managing General Partner
Dachser GmbH & Co.
Kempten
- Joachim Gehrt
Chairman of the Board of
Managing Directors
Sachtler AG
Unterschleißheim
- Wilhelm Goebel
Managing General Partner
W. Goebel Porzellanfabrik
Rödental
- Dipl.-Kaufmann Burkhard Hellbach
Proprietor
NKD-Firmengruppe
Bindlach
- Professor Dipl.-Betriebswirt
Anton Kathrein
Managing General Partner
Kathrein-Werke KG
Rosenheim
- Dr. Harold Kluge
Chairman of the Boards of
Managing Directors
Deutscher Lloyd Lebens-
versicherung AG and Deutscher
Lloyd Versicherungs AG
Munich

REGIONAL ADVISORY COMMITTEES

- Dr. F. Johannes Kohl
Management Spokesman
Wacker-Chemie GmbH
Munich
- Dr.-Ing. E. h. Hermann Kronseder
Chairman of the Board of
Managing Directors
Krones AG Hermann Kronseder
Maschinenfabrik
Neutraubling
- Dr. Norbert Lorentz
Fürth (Bavaria)
- Dr. Jochen Mackenrodt
Departmental Head
(Associated Companies)
Siemens AG
Munich
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General Manager
SKF GmbH
Schweinfurt
- Dr.-Ing. Roland Mecklinger
Chairman of the Board of
Managing Directors
Fichtel & Sachs AG
Schweinfurt
- Dipl.-Ing. Thomas Netzsch
Managing Partner
Erich Netzsch GmbH & Co.
Holding KG
Selb
- Dipl.-Kaufmann Dipl.-Volkswirt
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Herzogenaurach
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Wiesbaden
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Nuremberg
- Franz Josef Schwarz
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Managing Directors
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WWK Allgemeine Versicherung AG
Munich
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Managing Directors
Südwolle AG
Nuremberg
- Gerd Toepfer
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Munich
- Christian Wedell
Director Central Europe
Microsoft GmbH
Unterschleissheim
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Eduard Winter Group
Berlin
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Leiser Fabrikations-
und Handels-Gesellschaft
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- Eberhard Bauer
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Landesamt für
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Regional Manager
Deutsches Rotes Kreuz
Landesverband Berlin
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Germania Fluggesellschaft mbH
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Oberstufenzentrum
Banken und Versicherungen
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- Joachim Klein
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GmbH & Co.
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Berlin
- Klaus Oberwelland
General Partner
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Berlin
- Klaus Osterhof
General Partner
"WAM" Osterhof KG
Berlin
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Tax Consultant
Bergen
- Dipl.-Ing. Jürgen Reuning, MBA
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Berlin
- Manfred Freiherr von Richthofen
President
Landessportbund Berlin
Berlin
- Karlheinz Rieser
General Manager
Berliner Instant Kaffeewerk
GmbH & Co.
Berlin

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Oberkonsistorialrat
Protestant Church of
Berlin-Brandenburg
Berlin

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Managing Directors
Willy Vogel AG
Berlin

Dr. Jörg Schmitz
Chairman of Administrative Board
Versorgungswerk
der Zahnärztekammer Berlin
Berlin

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Pharmaceutical Division
Schering AG
Berlin

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Managing Directors
VEAG Vereinigte Energiewerke AG
Berlin

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Bank Director, retired
Berlin

Prälat Dr. Johannes Tobei
Canon
Episcopal Diocese Authorities Berlin
Berlin

Volker Ullrich
Managing Partner
Zuckerhandelsunion GmbH
Berlin

Bernd Voigtländer
Managing Partner
Trumpf Group
Berlin

Reinhard Warkocz
Director
Finance Department
Siemens AG
Munich

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Managing Directors
Hans Wiebe Textil AG
Berlin

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Member of the Supervisory Board
Schering AG
Berlin

Jochen Wolf
Member of Brandenburg
State Parliament
Managing Partner
Projektmanagementgesellschaft mbH
Wolf & Partner
Potsdam

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Chairman of the Executive Board
Kellogg (Deutschland) GmbH
Bremen

Konsul Rita Dubbers-Albrecht
Managing Partner
J. H. Bachmann (GmbH & Co.)
Bremen

Alfred Düring
General Manager
Flamingo-Fisch GmbH & Co. KG
Bremerhaven

Carl Otto Merkel
Managing Partner
Louis Delius GmbH & Co.
Bremen

Dipl.-Kaufmann Ulrich Mosel
Head of Finance
Eduscho GmbH & Co. KG
Bremen

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Member of the Board of
Managing Directors
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Hamburg

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Managing Directors
Holsten-Brauerei AG
Hamburg

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Member of the Supervisory Board
Jungheinrich AG
Hamburg

Horst H. Brunnenkamp
General Manager
Hans Schwarzkopf GmbH
Hamburg

Peter Cremer
Partner
Peter Cremer GmbH & Co.
Hamburg

Helmut Danner
Member of the Advisory Board
Arnold Otto Meyer
Hamburg

Dr. Dieter Dräger
Member of the Board of
Managing Directors
RWE-DEA AG für
Mineralöl und Chemie
Hamburg

Dipl.-Kaufmann Roland Farnung
Chairman of the Board of
Managing Directors
Hamburgische Electricitäts-
Werke AG
Hamburg

Dr. Karin Fischer
Partner
DKV Deutscher Kraftverkehr
Ernst Grimmke GmbH & Co. KG,
Düsseldorf
Hamburg

Jobst-Heinrich Floto
President
Industrieverband Hamburg e.V.
Hamburg

Thomas Ganske
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Jahreszeiten-Verlag
Hoffmann und Campe Verlag
Hamburg

Horst Hansen
Member of the Supervisory Board
Otto Versand
Hamburg

Dipl.-Kaufmann Dipl.-Volkswirt
Dr. Ludwig Horatz
Chairman of the Board of
Managing Directors
Phoenix AG
Hamburg-Harburg

Dr. Uwe Jönck
Member of the Board of
Managing Directors
ESSO AG
Hamburg

Dr. Thomas Klischan
Chief Manager
NORDMETALL Verband der Metall-
und Elektro-Industrie
Hamburg, Schleswig-Holstein und
Mecklenburg-Vorpommern
Hamburg

Karin Martin
Member of the Board of
Managing Directors
Jungheinrich AG
Hamburg

Walter Meier-Bruck
Hamburg

Dipl.-Kaufmann Harald Merkel
Chairman of the Executive Board
Martin Merkel GmbH & Co. KG
Hamburg

Martin Müller
Deputy Chairman of the
Supervisory Board
J. F. Müller & Sohn A.-G.
Hamburg

Burkhard Pieper-von Aderkas
Member of the Boards of
Managing Directors
Volksfürsorge Deutsche Lebens-
versicherung AG, Volksfürsorge
Deutsche Sachversicherung AG
Hamburg

Wolfgang Poggel
General Manager
Deutsche Angestellten-Krankenkasse
Hamburg

Dr. Walter Richtberg
Chairman of the Executive Board
dpa Deutsche Presse-Agentur GmbH
Hamburg

Hans Schilling
Executive Manager
Van Ommeren Deutschland GmbH
German Country Coordinator
Van Ommeren Group
Hamburg

Albert C. Schmidt
Member of the Board of
Managing Directors
Helm AG
Hamburg

Martin Schröder
Member of the Boards of
Managing Directors
IDUNA/NOVA Versicherungen
Hamburg

Dipl.-Volkswirt Peter Stockfisch
Director
Deutsche BP Holding AG
Hamburg

REGIONAL ADVISORY COMMITTEES

Dipl.-Volkswirt Wolfram Strecker,
Director
Chairman of the Executive Board
Berufsgenossenschaft der Banken,
Versicherungen, Verwaltungen,
freien Berufe und besonderer
Unternehmen
Hamburg
Dr. Gerd G. Weiland
Lawyer
Hamburg

● Hesse

Ludwig Aumüller
Chairman of the Executive Board
NUKEM GmbH
Alzenau
Wolfgang Bannas
Chairman of the Executive Board
Deutsches Reisebüro GmbH
Frankfurt am Main
Dr. Peter Blom
Member of the Board of
Managing Directors
Wella AG
Darmstadt
Gustav Dierssen
Chairman of the Supervisory Board
Deutsche ICI GmbH
Frankfurt am Main
Dr. Harald Dombrowski
General Manager
EKF Einkaufskontor Frankfurt GmbH
Hofheim-Wallau
Dipl.-Kaufmann Wolfgang Gutberlet
Chairman of the Board of
Managing Directors
TEGUT (Stiftung & Co.)
Fulda
Alain Hagelauer
Directeur Général Adjoint
Directeur Financier
Thomson S.A.
Paris
François Heriard Dubreuil
Directeur Général
Rémy Cointreau S.A.
Paris
Kai Friedrich Hiemstra
Chairman of the Executive Board
HMS Media Service GmbH
Wiesbaden
Wolf Hoppe
Managing Director
Hoppe AG
Stadthallendorf
Dr. Siegfried Hummitzsch
Vice President–Europe
Chairman of the Executive Board
Du Pont de Nemours (Deutschland)
GmbH
Bad Homburg v. d. H.
Professor Dr.-Ing. Norbert Jeschke
Chairman of the Board of
Managing Directors
Samson AG
Frankfurt am Main
Heiner Junge
Manager
Head of Finance and
Accounting Department
Heraeus Holding GmbH
Hanau

Albert Keck
Honorary Senator
Fachhochschule Furtwangen,
Deputy Chairman
of the Supervisory Board
VDO Adolf Schindling AG
Schwalbach/Ts.
Bernd Köhler
General Manager
Expert Maschinenbau GmbH
Lorsch
Dr.-Ing. Klaus G. Lederer
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ITT Automotive Europe GmbH
Frankfurt am Main
Henrik Lotz
Member of the Supervisory Board
Dunlop GmbH
Hanau
Dr. Joachim Manke
Member of the Board of
Managing Directors
Leybold AG
Hanau
Konsul Dr. Hans Messer
Honorary President
Frankfurt am Main Chamber of
Industry and Commerce
Frankfurt am Main
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Behringwerke AG,
General Manager
Behring-Institut GmbH
Marburg (Lahn)
Dipl.-Wirtsch.-Ing. Dirk Pietzcker
Managing Partner
Autokühler-Gesellschaft
m.b.H. & Co. KG,
AKG-Thermotechnik GmbH & Co. KG
Hofgeismar
Werner Piotrowski
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Managing Directors
Neckermann Versand AG
Frankfurt am Main
Dipl.-Volkswirt Helmut Ritter
Honorary Senator
Justus-Liebig-Universität Giessen,
Chairman of the Board of
Managing Directors
Ludwig-Schunk-Stiftung
Giessen
Dietrich Ruh
Manager
Head of Finance Department
E. Merck, Darmstadt,
General Manager
Merck AG
Zug/Switzerland
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Chairman of the Executive Board
SP Reifenwerke GmbH
Hanau
Gerhard Schmidt
Vice President AMP Inc.,
General Manager AMP Europe
Langen and Steinach/Switzerland
Dipl.-Volkswirt Helmut Schnabel
Departmental Head
Finance and Accounting/
Group Finance
Hoechst AG
Frankfurt am Main

Hans-Udo Steffen
General Manager
Johnson Controls
Wermelskirchen
Eric Swenden
Voorzitter
N.V. Vandemoortele International
Kortrijk
Reinhold Wagner
Chairman of the Executive Board
Alcan Deutschland GmbH,
Executive Vice President
Alcan Aluminium Limited
Sheet and Foil Europe
Eschborn
Reinhold Wild
Lawyer
Seeheim
Ernst-Jörg Zehelein
Chairman of the Board of
Managing Directors
Milupa AG
Friedrichsdorf

● Lower Saxony

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General Manager
Prakla-Seismos GmbH,
General Manager
Schlumberger Holding GmbH
Hanover
Dipl.-Kaufmann Dr. Reinhard Berger
Wardenburg-Hundsmühlen
Heinrich Besserer
Partner
Holding Besserer + Ernst
GmbH & Co. KG
Goslar
Dipl.-rer. pol. Jochen Beyes
Member of the Board of
Managing Directors
KWS Kleinwanzlebener Saatzucht AG
Einbeck
Dipl.-Kaufmann Heinrich Breitenfelder
General Manager
Atlas Weyhausen GmbH
Delmenhorst
Claas E. Daun
Chairman of the Board of
Managing Directors
Daun & Cie. AG
Rastede
Dr. Hermann Dumstorf
Executive Member of the
Management Board
MZO Molkereizentrale Oldenburg-
Osnabrück-Ostfriesland eG
Oldenburg
Dr. Werner Eckhardt
Chairman of the Administrative Board
Ärzteversorgung Niedersachsen
Hanover,
Springe
Member of the Board of
Managing Directors
Kassenärztliche Vereinigung
Niedersachsen
Hanover

Dr. Jürgen Fischer
Member of the Board of
Managing Directors
Touristik Union International
GmbH & Co. KG
Hanover

Dr. Karl Heinz Geisel
Spokesman of the Executive Board
BEB Erdgas und Erdöl GmbH
Hanover

Dr. Hans-Peter Geyer
Member of the Executive Board
Blaupunkt-Werke GmbH
Hildesheim

Alfred Hartmann
Captain and Shipowner
General Manager
Reederei-Gruppe Hartmann
Leer

Hans Hartmann
Chairman of the Executive Board
Haarmann & Reimer GmbH
Holzminden

Rainer Heubach
Heubach Group
Langelsheim

Dipl.-Kaufmann Axel Höbermann
Member of the Board of
Managing Directors
Lucia Strickwarenfabrik AG
Lüneburg

Dr. Steffen Lorenz
President
Hanover/Hildesheim
Chamber of Industry and Commerce
Hanover

Peter Maurmann
Lawyer
General Manager
Fa. Unland GmbH & Co. KG
Saterland/Sedelsberg

Dr. Erwin Möller
Member of the Board of
Managing Directors
HDI Haftpflichtverband der Deutschen
Industrie Versicherungsverein a. G.
Hanover

Dr. Günter Mordhorst
Deputy Chairman of the
Supervisory Boards
VARTA AG and VARTA Batterie AG,
Chairman of the Supervisory Board
VB Autobatterie GmbH
Hanover

Dipl.-Ing. Adolf Morsbach
Mining Specialist
Wedemark

Hans-Georg Näder
Managing Partner
Otto Bock Group
Duderstadt

Dipl.-Ing. Franz Neudeck
Chairman of the Board of
Managing Directors
Hannoversche Papierfabriken
Alfeld-Gronau AG
Alfeld (Leine)

Dipl.-Ing. Herbert von Nitzsch
Chairman of the Executive Board
Thyssen Nordseewerke GmbH
Emden

Dr. Volker von Petersdorff
Chairman
Executive Committee
Altersversorgungswerk der
Zahnärztekammer Niedersachsen
Hanover

Dr.-Ing. Wolfgang G. Plinke
Chairman of the Executive Board
kabelmetal electro GmbH,
Chairman of the Board of
Managing Directors
Alcatel Kabel Beteiligungs A.G.
Hanover

Dipl.-Volkswirt Ernst H. Räddecke
Managing Partner
C. Hasse & Sohn,
Proprietor
E. Räddecke GmbH & Co.
Uelzen

Joachim Reinhart
Member of the Executive Board
MB Video GmbH
Peine

Dr. Rutbert D. Reisch
Director
Departmental Head
Group Treasury
Volkswagen AG
Wolfsburg

Dr. Helmut Roland
Member of the Board of
Managing Directors
Touristik Union International
GmbH & Co. KG
Hanover

Dipl.-Kaufmann Manfred Ruschmeier
Member of the Board of
Managing Directors
Schmalbach-Lubeca AG
Brunswick

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Deputy Chairman
of the Supervisory Board
Sartorius AG
Göttingen

Dipl.-Wirtsch.-Ing. Jürgen Schaefer
General Manager
FHP Motors GmbH
Oldenburg (Oldenb.)

Dipl.-Ing. Karl-Heinz Schmidt
General Partner
Paul Troester Maschinenfabrik
Hanover

Bruno Steinhoff
Proprietor
Steinhoff Group
Westerstede

Reinhold Stöver
Proprietor
Stöver Group
Wildeshausen

Klaus Thimm
General Partner
Thimm KG Verpackungswerke
Northeim

Dipl.-Kaufmann Klaus Treiber
Member of the Board of
Managing Directors
Brauergilde Hannover AG and
Gilde Brauerei AG
Hanover

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Chairman of the Executive Board
H. W. Urban GmbH & Co.
Management KG
Berlin

Peter Graf Wolff Metternich zur Gracht
Schloss Adelebsen

● Mecklenburg-Western Pomerania

Harry Wenzel
Rostock

● North Rhine-Westphalia

Jan A. Ahlers
Chairman of the Board of
Managing Directors
Adolf Ahlers AG
Herford

Dipl.-Kaufmann Günter Albrecht
Chairman of the Executive Board
Fritz Homann Lebensmittelwerke
GmbH & Co. KG
Dissen a.T.W.

Theo Albrecht
Managing Partner
Albrecht KG
Essen

Ernst A. L. André
Chairman of the Supervisory Board
Arnold André GmbH & Co. KG
Bünde (Westphalia)

Jacques Aschenbroich
Chairman of the Executive Board
VEGLA Vereinigte Glaswerke GmbH
Aachen

Peter Bagel
General Partner
A. Bagel, Düsseldorf,
BAKA Druck GmbH & Co. KG
Ratingen,
Karl Rauch Verlag KG
Düsseldorf

Dr. Ferdinand Graf von Ballestrem
Member of the Board of
Managing Directors
Ferrostaal AG
Essen

Hans-Joachim Becker
Member of the Board of
Managing Directors
Barmag AG
Remscheid

Josef Albert Beckmann
Managing Partner
IBENA Textilwerke
Beckmann GmbH & Co.
Bocholt

Dipl.-Ing. Hubertus Benteler
Chairman of the Board of
Managing Directors
Benteler AG
Paderborn

Christian Fürst zu Bentheim und Steinfurt
Privat-Forstmeister
Steinfurt

REGIONAL ADVISORY COMMITTEES

- Dipl.-Betriebswirt
Dipl. rer. oec. Klaus Biermann
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Managing Directors
Signal Krankenversicherung a.G.,
Unfallversicherung a.G.,
Lebensversicherung AG,
PVAG Polizei Versicherung AG
Dortmund
- Dipl.-Kaufmann Dr. Wolfgang Böllhoff
Managing Partner
Wilhelm Böllhoff Beteiligungsge-
sellschaft GmbH & Co. KG
Bielefeld
- Dieter Bongert
Chairman of the Board
of Managing Directors
Ruhrverband
Oberstadtdirektor (retired)
Essen
- Dipl.-Ing. Wilhelm Bonse-Geuking
Member of the Board of
Managing Directors
VEBA OEL AG
Gelsenkirchen-Buer
- Dr. Hubert Brandts
Ministerialrat (retired)
Executive Manager
Bergbau-Berufsgenossenschaft
Bochum
- Dipl.-Kaufmann Bernd Jobst Breloer
Member of the Board of
Managing Directors
Rheinbraun AG
Cologne
- Harald Breme
Chairman of the Board of
Managing Directors
Schumag AG
Aachen
- Dipl.-Kaufmann Dr. Hermann Cobet
Member of the Board of
Managing Directors
Hochtief AG vorm. Gebr. Helfmann
Essen
- Christian C. R. Dahms
General Partner
Jauch & Hübener KG a.A.
Mülheim (Ruhr)
- Dr. Hansjörg Döpp
Executive Manager
Verband der Metall-
und Elektro-Industrie
Nordrhein-Westfalen e.V. and
Landesvereinigung der Arbeitgeber-
verbände Nordrhein-Westfalen e.V.
Düsseldorf
- Karl Dowidat
Managing Partner
GEDORE Werkzeugfabrik
Otto Dowidat
Remscheid
- Dipl.-Kaufmann Dr. Joachim Dreier
Sole General Manager and Partner
GELCO Bekleidungswerk
GmbH & Co. KG
Gelsenkirchen
- Adolf Flöring
Wermelskirchen
- Dr. Dietrich Fritz
Member of the Board
of Managing Directors
Flachglas AG
Gelsenkirchen
- Heinz Frömbling
Partner and Member of the
Executive Boards
Frömbling Group Osnabrück
Osnabrück
- Dr. Hans-Ulrich Günther
Member of the Executive Board
Deilmann-Montan GmbH
Bad Bentheim
- Rudolf Halstrick
General Manager and Partner
Papierwerke Halstrick KGaA
Raubach
- Erivan Karl Haub
Sole General Manager and Partner
Wilh. Schmitz-Scholl
and Tengemann Waren-
handels-gesellschaft
Mülheim (Ruhr)-Speldorf
- Friedrich-Wilhelm Hempel
Managing Partner
F. W. Hempel & Co.
Erze und Metalle (GmbH & Co.)
Düsseldorf
- Reinhard Herrfeld
General Manager
a b z – Zentraleinkaufsgesellschaft
für Bekleidung GmbH
Essen
- Dr. Ewald Hilger
Lawyer
Higher Regional Court Düsseldorf
Düsseldorf
- Dipl.-Kaufmann Dr. Ernst Höffken
Member of the Board of
Managing Directors
Thyssen Industrie AG
Essen
- Bruno P. Höner
Proprietor
Musterring International
Josef Höner GmbH & Co. KG
Rheda-Wiedenbrück
- Dipl.-Wirtsch.-Ing. Hans-Dieter Honsel
Chairman of the Board of
Managing Directors
Honsel-Werke AG
Meschede
- Dr. Klaus-Christian Hübner
Chief Financial Officer
Fried. Krupp AG Hoesch-Krupp
Essen
- Hans-Diether Imhoff
Deputy Chairman of the Board of
Managing Directors
VEW Vereinigte Elektrizitätswerke
Westfalen AG
Dortmund
- Professor Dr.-Ing. Lothar Jaeschke
Chairman of the Executive Board
Uhde GmbH
Dortmund
- Dipl.-Kaufmann Arnold Jörger
Member of the Board of
Managing Directors
Deutsche Renault AG
Brühl
- Dr. Volkmar Kayser
Cologne
- Dipl.-Ing. Horst Kerlen
General Manager
European Gas Turbines GmbH
Essen
- Heinz Kerpen
Managing Partner
Kerpen-Verwaltungsgesellschaft mbH
Stolberg
- Dr. Gerhard Kinast
General Manager
DEMINEX-Deutsche
Erdölversorgungsgesellschaft mbH
Essen
- Dipl.-Wirtsch.-Ing. Rainer Klee
Member of the Board of
Managing Directors
Deutsche Babcock AG
Oberhausen
- Götz Knappertsbusch
Düsseldorf
- Dr. Günther Köhler
Member of the Boards of
Managing Directors
Victoria Versicherungs-
Gesellschaften
Düsseldorf
- Dipl.-Kaufmann Helmut Kostal
General Manager
Leopold Kostal GmbH & Co. KG
Lüdenscheid
- Christian Peter Kotz
Managing General Partner
Bergische Achsenfabrik
Fr. Kotz & Söhne
Wiehl
- Dr. Jürgen Kuchenwald
Member of the Board of
Managing Directors
Strabag Bau-AG
Cologne
- Norbert Kühne
Member of the Board of
Managing Directors
Ford-Werke AG
Cologne
- Gustav-Adolf Kumpers
General Manager and Partner
F. A. Kumpers GmbH & Co.,
Kumpers GmbH & Co.
Rheine
- Hans-Joachim Kupper
Principal Partner and Manager
Kupper Group
Velbert/Heiligenhaus
- Kurt Küppers
Managing Partner
Hülskens GmbH & Co.
Wesel
- Richard Kulot
Remscheid
- Ass. Georg Kunze
Executive Manager and Director
Maschinenbau- und Metall-
Berufsgenossenschaft, Düsseldorf,
Hütten- und Walzwerks-
Berufsgenossenschaft
Essen
- Christian Leichsenring
Executive Manager
Berufsgenossenschaft der
Feinmechanik
und Elektrotechnik
Cologne
- Rolf Leisten
Member of the Board of
Managing Directors
Kaufhof Holding AG
Cologne

- Klaus J. Maack
General Manager
ERCO Leuchten GmbH
Lüdenscheid
- Dr. Andreas Madaus
Member of the Board of
Managing Directors
Madaus AG
Cologne
- Udo van Meeteren
Düsseldorf
- Dipl.-Kaufmann Paul-Josef Meyer
Chairman of the Executive Board
Deutsche Kornbranntwein-
Verwertungsstelle GmbH
Münster
- Dr. Jan G. Müller
Chairman of the Executive Board
Deutsche FIBRIT Gesellschaft
Ebers & Dr. Müller mbH
Krefeld
- Dipl.-Kaufmann Heinz Niederste-Ostholt
Düsseldorf
- Ulrich Nölke
Principal Partner
Nölke Group
Vermold
- Ulrich Otto
General Partner
Gebr. Otto KG and
General Manager
Otto Beteiligungs- und
Verwaltungsgesellschaft mbH
Kreuztal
- Dr. Carl Ullrich Peddinghaus
General Partner
Paul Ferd. Peddinghaus
Gevelsberg
- Dipl.-Ing. Volkmar Peters
Wellkisten- und Papierfabriken
Fritz Peters & Co. KG
Moers
- Dipl.-Kaufmann Eberhard Pothmann
Member of the Executive Board
Vorwerk & Co.
Wuppertal
- Dipl.-Kaufmann Thomas Rademacher
Member of the Board of
Managing Directors
VERSEIDAG AG
Krefeld
- Dipl.-Kaufmann Ulrich Reifenhäuser
Member of the Executive Board
Reifenhäuser GmbH & Co.
Maschinenfabrik
Troisdorf
- Dipl.-Kaufmann Johannes Ricken
Chairman of the Board of
Managing Directors
Kautex-Werke Reinold Hagen AG
Bonn
- Robert Röseler
Chairman of the Board of
Managing Directors
ara Schuhfabriken AG
Langenfeld (Rhineland)
- Dr. Carl-Friedrich Schade
General Partner
Schade KG, Plettenberg,
Kunststoffwerk Voerde KG
Ennepetal-Voerde
- Theo Schäfer
Managing Partner
Schäfer Werke KG
Neunkirchen/Siegerland
- Hans Schafstall
Managing Partner
Schafstall Holding GmbH & Co. KG
Mülheim/Ruhr
- Georg Scheeder
Chairman of the Board of
Managing Directors
KM-kabelmetal AG
Osnabrück
- Peter-Nikolaus Schmetz
Managing Partner
Ferd. Schmetz GmbH Spezialfabrik
für Nähmaschinennadeln
Herzogenrath
- Heinz G. Schmidt
Member of the Board of
Managing Directors
Douglas Holding AG
Hagen
- Dr. Manfred Schoeller
General Manager
Ewald Schoeller & Co GmbH & Cie KG
Langerwehe
- Dr. Ernst F. Schröder
General Partner
Dr. August Oetker
Bielefeld
- Michael Schröer
Chairman of the Supervisory Board
Langbein-Pfanhauser Werke AG
Düsseldorf
- Dipl.-Betriebswirt Horst Schübel
Member of the Executive Board
Miele & Cie. GmbH & Co.
Gütersloh
- Heinz Schürmann
Executive Manager
VME Vereinigte Möbeleinkaufs-GmbH
& Co. KG
Bielefeld
- Dipl.-Ing. Dr.-Ing. Franz Schulenberg
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GEA AG
Bochum
- Dipl.-Kaufmann Peter Seeger
General Manager
W. & O. Bergmann GmbH & Co. KG
Düsseldorf
- Dipl.-Ing. Walter Siepmann
Managing Partner
Siepmann-Werke GmbH & Co. KG
Warstein
- Dipl.-Kaufmann Karl Sinkovic
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Managing Directors
Klöckner-Werke AG
Duisburg
- Dipl.-Kaufmann Hendrik Snoek
Managing Partner
Ratio Handel GmbH & Co. KG
Münster
- Dr. Ron Sommer
President and Chief Operating Officer
Sony Europa GmbH
Cologne
- Heinz Stickling
Managing Partner
Nobilia-Werke J. Stickling GmbH & Co.
Verl
- Dipl.-Kaufmann Walter Stuhlmann
Member of the Board of
Managing Directors
GKN Automotive AG
Siegburg
- Hermann Wilh. Thywissen
Lawyer
General Partner
C. Thywissen
Neuss
- Professor Dr. Helmut Völcker
Member of the Supervisory Board
STEAG Industrie AG
Essen
- Gunther Vowinckel
Senior Banker
European Bank for Reconstruction
and Development
London
- Dr. Michael von Waldthausen
General Manager
Sundwiger Eisenhütte
Maschinenfabrik GmbH & Co.
Hemer-Sundwig
- Stuart R. Walker
Member of the Board of
Managing Directors
Readymix AG
für Beteiligungen
Ratingen
- Dipl.-Kaufmann Heinz Wiezorek
Chairman of the Executive Board
Coca-Cola GmbH
Essen
- Dipl.-Kaufmann Michael Wirtz
Managing Partner
Grünenthal GmbH and Partner
Dalli-Werke Mäurer & Wirtz
GmbH & Co. KG
Stolberg (Rhineland)
- Horst Wortmann
Managing Partner
Wortmann GmbH & Co.
Detmold
- Dipl.-Kaufmann Hans-Werner Zapp
General Partner
Robert Zapp
Düsseldorf

● Rhineland-Palatinate – Saar

- Dipl.-Kaufmann Manfred Berroth
Member of the Board of
Managing Directors
Pfalzwerke AG
Ludwigshafen
- Dipl.-Kaufmann Wendelin von Boch-Galhau
Member of the Board of
Managing Directors
Villeroy & Boch AG
Mettlach
- Dipl.-Kaufmann Thomas Bruch
General Manager
Globus Holding GmbH & Co. KG
St. Wendel
- Helmut Fahlbusch
Management Spokesman
Schott Glaswerke
Mainz

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Chairman of the Executive Board
VESTA AG, Luxembourg, and
VESTA AG & Co. oHG
Idar-Oberstein

Dipl.-Ing. Peter Friedrich
Chairman of the Board of
Managing Directors
Eckes AG
Nieder-Olm

Dipl.-Kaufmann Harald Grunert
Chief Financial Officer
BASF AG
Ludwigshafen

Sanitätsrat Professor Dr. Franz Carl Loch
President
Ärztammer des Saarlandes
Saarbrücken

Karlheinz Röthemeier
General Manager
Verlagsgruppe Rhein Main
GmbH & Co. KG
Mainz

Dr. Claus Dieter Rohleder
Managing Partner
C. H. Boehringer Sohn
Ingelheim

Dr. Wolfgang Schuppli
Lawyer
Wiesbaden

Dipl.-Volkswirt Rudi Sölch
Administrative Director
ZDF
Mainz

Kilian von der Tann
Management Spokesman
KSB AG
Frankenthal (Palatinate)

Dipl.-Kaufmann Erhard Uder
Chairman of the Executive Board
DSD Dillinger Stahlbau GmbH
Saarlouis

Dipl.-Volkswirt Dr. Richard Weber
Managing Partner
Karlsberg Brauerei KG Weber
Homburg (Saar)

Georg Weisweiler
Lawyer
General Manager
Gerlach-Werke GmbH
Homburg (Saar)

Dipl.-Kaufmann Michael G. Ziesler
Member of the Board of
Managing Directors
Saarbergwerke AG
Saarbrücken

● Saxony

Dipl.-Kaufmann Volker Bernstorff
Member of the Board of
Managing Directors
Regionale Energie-
Geschäftsbesorgung
Leipzig AG
Markkleeberg

Dipl.-Ing. Albrecht Bolza-Schünemann
Chairman of the Board of
Managing Directors
KBA-PLANETA AG
Radebeul

Gerd G. Heuss
General Manager
Volkswagen Sachsen GmbH,
Management Spokesman
Sächsische Automobilbau GmbH
Mosel

Dr.-Ing. Klaus-Ewald Holst
Chairman of the Board of
Managing Directors
Verbundnetz Gas AG
Leipzig

● Saxony-Anhalt

Dr. Jürgen Dassler
Spokesman of the Executive Board
Leuna-Werke GmbH
Leuna

Dipl.-Ing. Werner Nedon
General Manager
MIDEWA GmbH
Halle

Dr. Klaus Vogt
Member of the Board of
Managing Directors
SKET Maschinen- und Anlagenbau AG,
General Manager
SKET Schwermaschinenbau GmbH
Magdeburg

● Schleswig-Holstein

Heinz Annuß
General Partner
Annuß Fleisch KG
Niebüll

Dr. Gerd Balke
General Manager
Lego GmbH
Hohenwestedt

Dr. Hans Heinrich Driftmann
General Partner
Peter Kölln, Köllnflockenwerke
Elmshorn

Dr. Rudolf Hartmann
General Manager
Grace GmbH
Norderstedt

Dr. Klaus Murmann
Chairman of the Board of
Managing Directors
Sauer Getriebe AG
Neumünster

Henning Oldendorff
Managing Partner
Egon Oldendorff
Lübeck

Dr. Lutz Peters
Managing Partner
Schwartauer Werke GmbH & Co.
Bad Schwartau

Hans Schur
Member of the Board of
Managing Directors
Schur International a/s
Horsens/Denmark

● Thuringia

Klaus Lantzsch
Managing Partner
FER Fahrzeugelektrik GmbH
Eisenach

Dipl.-Ing. Walter Menges
Chairman of the Executive Board
Umformtechnik GmbH
Erfurt

Eugen Theunis
Managing Partner
Garant Türen- und Zargen Produktions-
und Handels GmbH
Ichtershausen/Thörey

Abroad

Commerzbank (Budapest) Rt. Budapest Capital: Ft2.1bn 100.0%	Commerzbank International S.A. Luxembourg Capital: DM1.4bn 100.0%	Commerzbank (Nederland) N.V. Amsterdam Capital: Dfl135.7m 100.0%	Commerzbank (South East Asia) Ltd. Singapore Capital: S\$107.4m 100.0%
Commerzbank (Switzerland) Ltd. Zurich Capital: Sfr86.8m 100.0%	Commerzbank Capital Markets Corporation New York Capital: US\$24.3m 100.0%	Caisse Centrale de Réécompte Paris Capital: Fr407.1m 100.0%	Commerz Securities (Japan) Company Ltd. Hong Kong/Tokyo Capital: DM25.5m 50.0%
Banco Central Hispanoamericano S.A. Madrid Capital: ptas620.7bn 4.7% ²⁾	Korea International Merchant Bank Seoul Capital: won95.0bn 20.9%	P.T. Bank Finconesia Jakarta Capital: Rp17.6bn 20.0%	Unibanco – União de Bancos Brasileiros S.A. São Paulo Capital: CR\$208.4bn 10.2%
Hispano Commerzbank (Gibraltar) Ltd. Gibraltar Capital: Gib£5.3m 49.9%			

Asset management companies

Commerz International Capital Management GmbH Frankfurt am Main Capital: DM16.8m 100.0%	CICM (Ireland) Ltd. Dublin Capital: DM4.1m 75.0%	CICM Fund Management Ltd. Dublin Capital: DM0.5m 100.0%	Commerz International Capital Management (Japan) Ltd., Tokyo Capital: ¥173.6m 100.0%
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Financing and other specialized companies

CB Finance Company B.V. Amsterdam Capital: Dfl22.3m 100.0%	Commerzbank Overseas Finance N.V. Curaçao Capital: DM12.9m 100.0%	Commerzbank U.S. Finance, Inc. Wilmington/Delaware ³⁾ Capital: US\$0.2m 100.0%	CB Clearing, Inc. Wilmington/Delaware ⁴⁾ Capital: US\$-2.5m 62.5%
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Major financial holdings of Commerzbank AG

At home

<p>RHEINHYP Rheinische Hypothekenbank AG Frankfurt am Main</p> <p>Capital: DM1.2bn 97.4%</p>	<p>Commerz-Credit-Bank AG Europartner Saarbrücken</p> <p>Capital: DM66.3m 100.0%</p>	<p>Deutsche Schiffsbank AG Bremen/Hamburg</p> <p>Capital: DM196.8m 40.0%</p>	<p>Leonberger Bausparkasse AG Leonberg</p> <p>Capital: DM384.8m 40.0%</p>
<p>DBV Holding AG Wiesbaden</p> <p>Capital: DM767.1m 50.0%</p>			

Asset management companies

<p>ADIG Allgemeine Deutsche Investment-Gesellschaft mbH Munich/Frankfurt am Main</p> <p>Capital: DM105.5m 39.6%¹⁾</p>	<p>Commerzbank Investment Management GmbH Frankfurt am Main</p> <p>Capital: DM8.1m 100.0%</p>	<p>Commerz Grundbesitz- Investmentgesellschaft mbH Wiesbaden</p> <p>Capital: DM16.5m 75.0%</p>
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Leasing and holding companies

<p>CommerzLeasing GmbH Düsseldorf</p> <p>Capital: DM92.4m 100.0%</p>	<p>Commerz Beteiligungsgesellschaft mbH Bad Homburg v.d.H.</p> <p>Capital: DM1.0m 100.0%</p>	<p>Commerz Unternehmensbeteiligungsgesellschaft mbH Frankfurt am Main</p> <p>Capital: DM63.4m 50.0%</p>	<p>Wirtschaftspartner Beteiligungsgesellschaft mbH, Berlin</p> <p>Capital: DM39.9m 20.9%</p>
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Consulting and brokerage companies

<p>Commerz Finanz- Management GmbH Frankfurt am Main</p> <p>Capital: DM0.6m 100.0%</p>	<p>PMC Personal Management Consult GmbH Frankfurt am Main</p> <p>Capital: DM0.5m 100.0%</p>	<p>Karl Baumgartner + Partner Consulting KG Sindelfingen</p> <p>Capital: DM-0.5m 50.0%</p>	<p>Commerz Immobilien GmbH Frankfurt am Main</p> <p>Capital: DM6.3m 100.0%</p>
<p>MIPA Müller Verwaltungs-GmbH Düsseldorf</p> <p>Capital: DM4.8m 31.3%²⁾</p>			

