



# On track to reach targets – H1 net result of €1.1bn

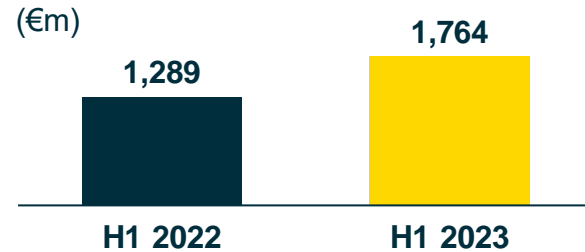
---

Fixed Income Presentation – Q2 2023

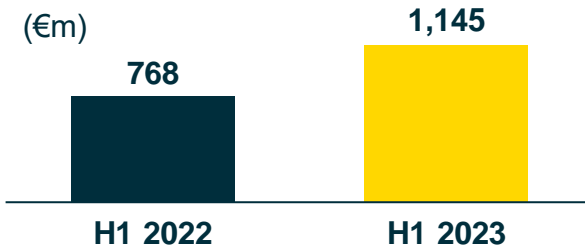
# On track to reach our 2023 and 2024 targets



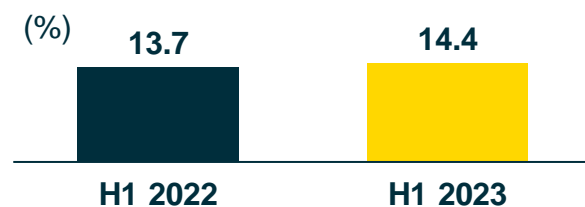
## Operating Result



## Net Result



## CET1 ratio



Strong revenues from customer business

CHF mortgages in Poland well provisioned but not fully resolved

Costs on track – CIR of 61% in H1

Strong RoTE of 8.1% in H1 – full year return expected to be lower

Committed to capital return – will apply for second share buyback<sup>1</sup>

1) Subject to approval of ECB and German Finance Agency

# Customer business developing well



## Selected highlights



### **Mittelstand**

Cash and deposit management benefiting from good customer relationships



### **FX**

Top 10 globally based on state-of-the-art eFX platform for corporate clients



### **Asset Management**

€10bn AuM “Yellowfin” carve-out to drive growth with clients with AuM > €30m



### **Mortgages**

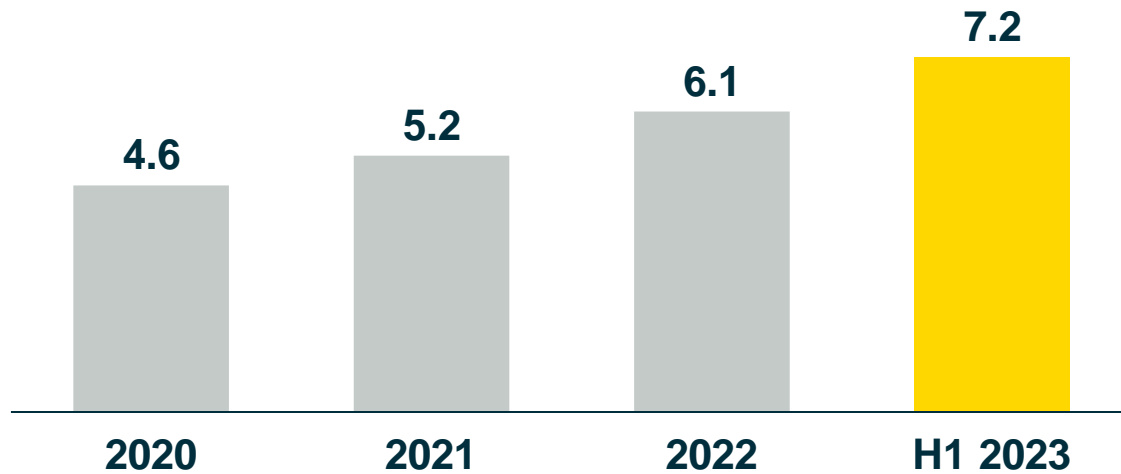
German new mortgage business recovering from lows

# Corporate Clients clearly improved capital deployment



## RWA efficiency

(% 12-month revenue-return on credit RWA excl. NBFIs and Others)



Share of credit RWA with revenue-return on total customer relationship <3%



## Measures



Cross-selling via data-supported sales model



Tailwind from higher rates environment



Review of client relationships with low profitability

# PSBC: new business model gains traction



Average waiting time of

**~1min**

in our remote advisory centre



**84%**

of new credit card applications are digital



**Increased usage of  
our remote and  
digital channels**

**> 200.000 chats**

since go-live end of March of chatbot for simple and quick support



**6.1m**

of our customers use our digital postbox

# Key take-aways



## P&L

Strong financial performance → on track to reach targets

## Strategy

Continued focus on Strategy 2024 → Strategy Update Nov. 8

## Capital Return

Applying for 2<sup>nd</sup> share buyback<sup>1</sup> → part of planned 50% pay-out for FY 2023

1) Subject to approval of ECB and German Finance Agency

# Financial Results

## Q2 2023



# Maintaining very good profitability in Q2



## Result

Strong operating result  
of €888m

Net result of €565m

RoTE of 7.9%

## Revenues

High revenues even  
though burdened by  
€347m increase of  
provisions for CHF  
loans

9% NII growth QoQ  
(44% YoY)

NCI 6% lower YoY due  
to securities business in  
PSBC

## Costs

Costs of €1,533m still in  
line with target

CIR of 58% in Q2

## Risk

Risk result of  
-€208m within  
expectations

Total remaining TLA of  
€456m

NPE ratio at 1.1%

## Capital

CET1 ratio improved to  
14.4% with comfortable  
buffer to MDA

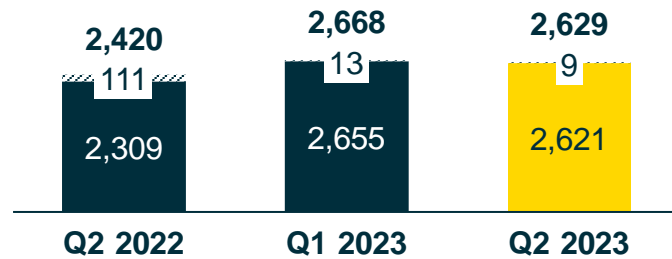


# Further improvement from already strong Q2 last year



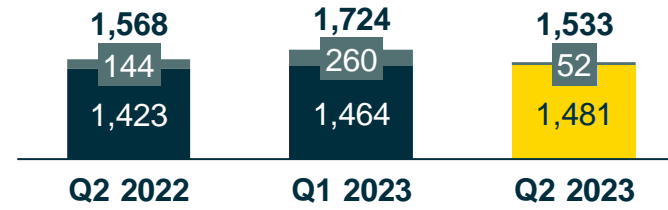
**Revenues**  
(€m)

▨ Exceptional revenue items

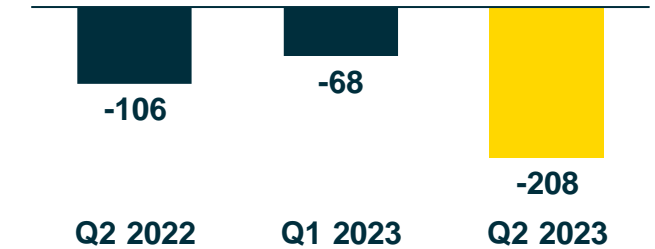


**Costs**  
(€m)

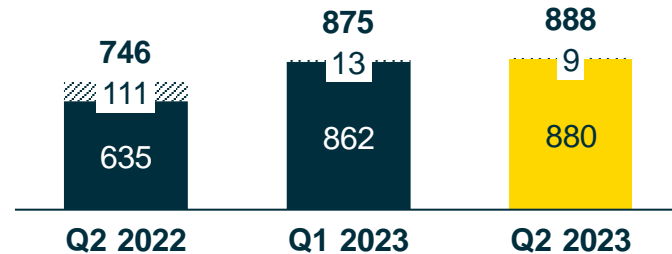
■ Compulsory contribution  
■ Operating expenses



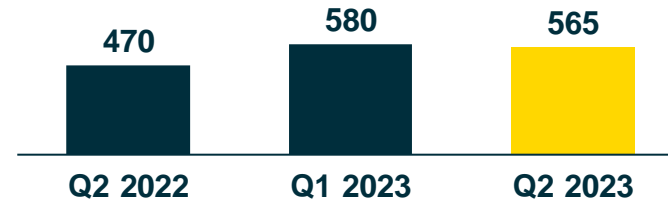
**Risk result**  
(€m)



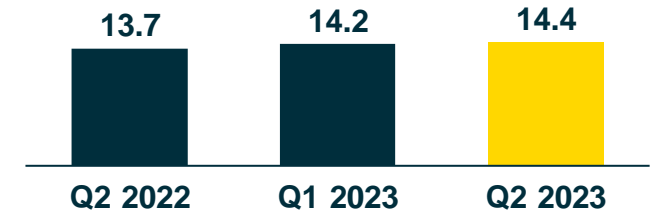
**Operating result**  
(€m)



**Net result<sup>1</sup>**  
(€m)



**CET1 ratio<sup>2</sup>**  
(%)



1) Consolidated result attributable to Commerzbank shareholders and investors in additional equity components  
2) Includes net result reduced by pay-out accrual and potential (fully discretionary) AT1 coupons

# Only minor exceptional items in Q2

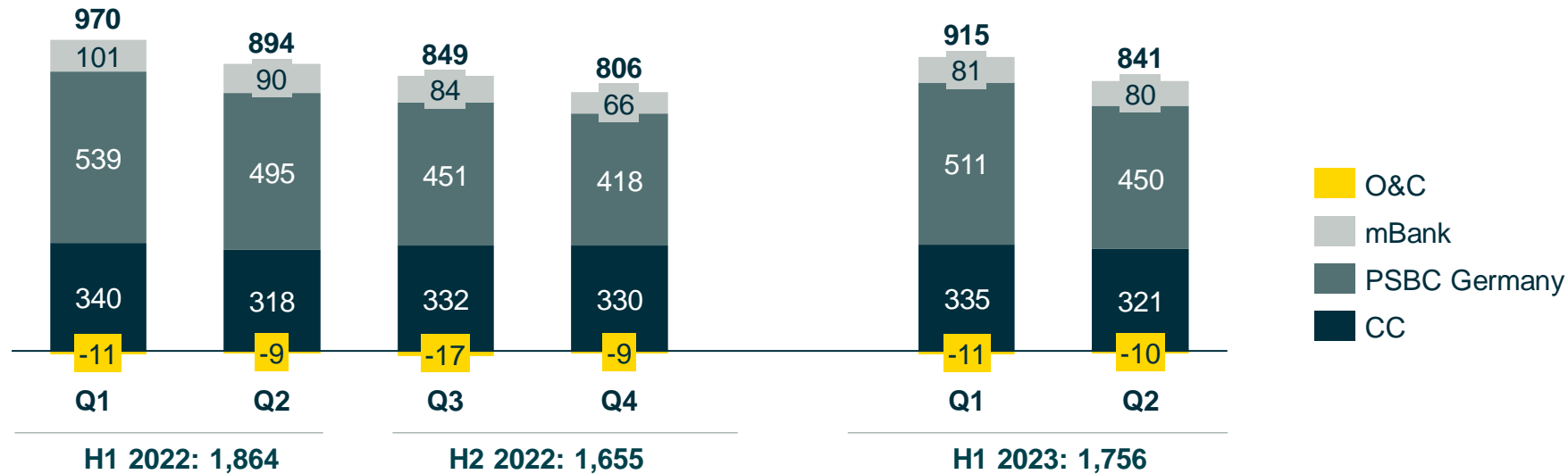


2022 (€m)		Revenues	2023 (€m)		Revenues		
<b>Q1</b>	Hedging & valuation adjustments	17	<b>56</b>	<b>Q1</b>	Hedging & valuation adjustments	9	<b>13</b>
	PPA Consumer Finance (PSBC)	-6			PPA Consumer Finance (PSBC)	-7	
	TLTRO benefit (O&C)	45			Credit holidays in Poland (PSBC)	11	
<b>Q2</b>	Hedging & valuation adjustments	48	<b>111</b>	<b>Q2</b>	Hedging & valuation adjustments	17	<b>9</b>
	PPA Consumer Finance (PSBC)	-5			PPA Consumer Finance (PSBC)	-6	
	TLTRO benefit (O&C)	42			Credit holidays in Poland (PSBC)	-2	
	Prov. re judgement on pricing of accounts (PSBC)	27					
<b>Q3</b>	Hedging & valuation adjustments	84	<b>-181</b>				
	PPA Consumer Finance (PSBC)	-5					
	TLTRO benefit (O&C)	9					
	Credit holidays in Poland (PSBC)	-270					
<b>Q4</b>	Hedging & valuation adjustments	-118	<b>-38</b>				
	PPA Consumer Finance (PSBC)	-4					
	TLTRO benefit (O&C)	93					
	Credit holidays in Poland (PSBC)	-9					
<b>FY</b>		<b>-52</b>		<b>H1</b>		<b>21</b>	

# Fees from securities business remain below last year



## Underlying net commission income (€m)



### Highlights Q2

Stable NCI in CC reflects sustained strong business in capital markets, especially bond issuances

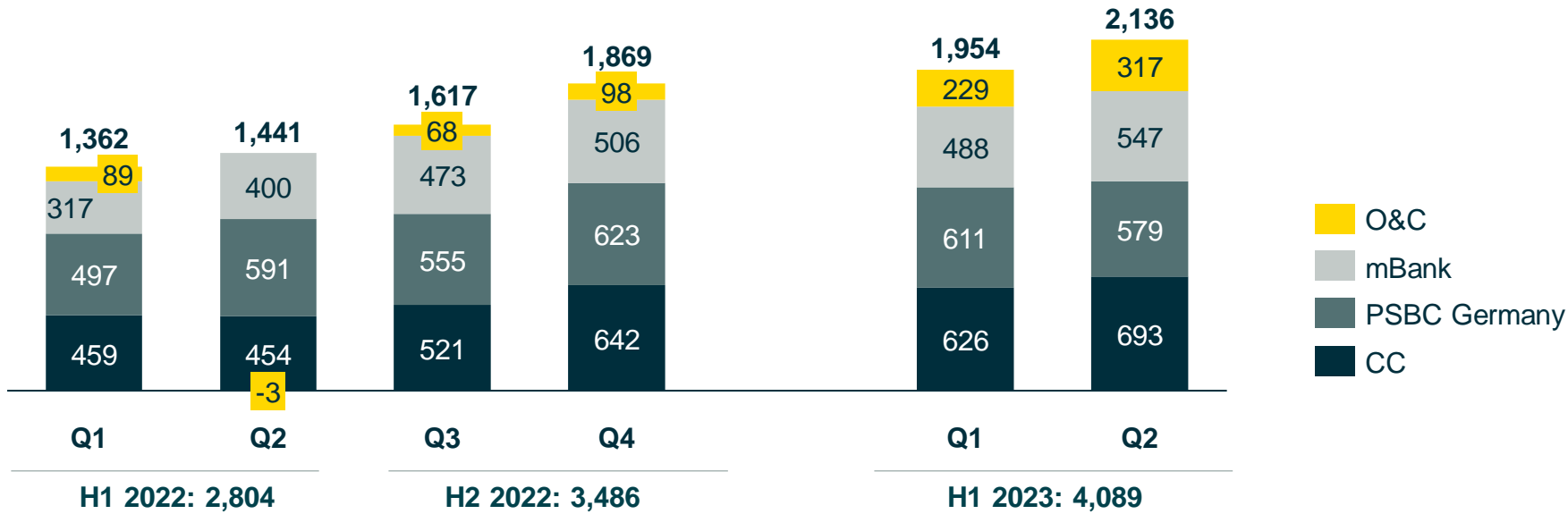
NCI in PSBC Germany below last year due to lower fees at Commerz Real as well as decrease of securities transactions in a less volatile market and restraint in investment due to increased deposit rates

FY 2023 NCI expected to be slightly below last year

# Q2 with record NII



## Underlying net interest income (€m)



### Highlights Q2

QoQ higher NII at CC mainly from higher rates and benign deposit beta development

QoQ lower NII at PSBC Germany mainly from ~-€30m burden due to fewer mortgages prepayments – offsetting effect in O&C

QoQ higher NII at mBank mainly due to effective margin management  
Improved NII at O&C additionally reflects benefits from higher short term rates – partially offset in NFV

# NII outlook increased to $\geq$ €7.8bn – partial offset in NFV



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

### EUR

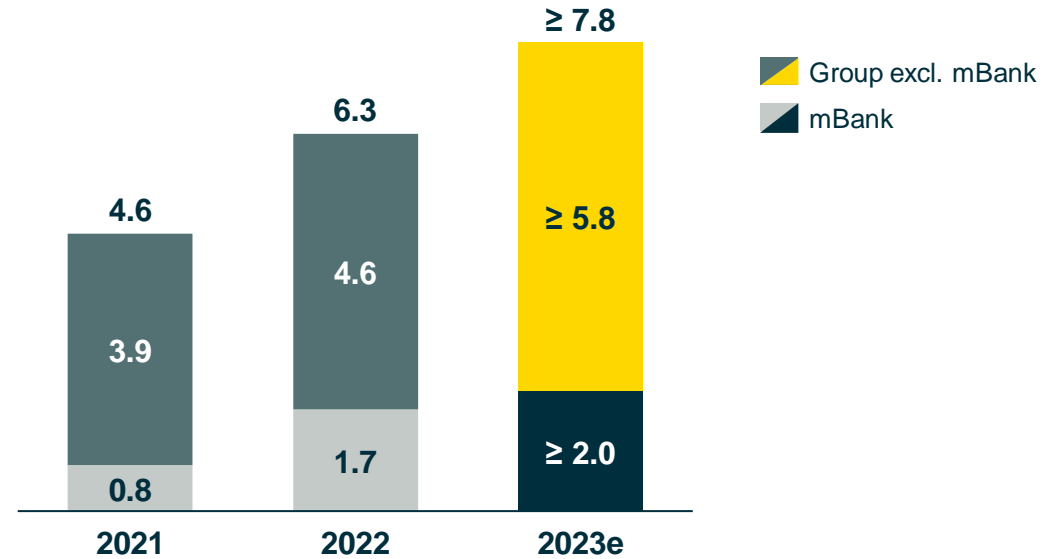
Average ECB deposit rate (Q3-Q4): ~3.75%  
Average 5y swap rate (Q3-Q4): ~3.3%

Deposit beta<sup>1</sup> in Germany rising from ~20% in Q2 to average ~35% in Q3-Q4 (→ FY average ~25%)

### PLN

Slightly declining rates towards end of 2023

## Development in underlying NII (€bn)



## Comments

Average deposit volume at level of Q2 assumed  
Stable loan volumes assumed

Sensitivity to deposit beta<sup>1</sup>: change of +/- 1 percentage point of deposit beta in Q3-Q4 leads to ~ +/- €45m change in NII

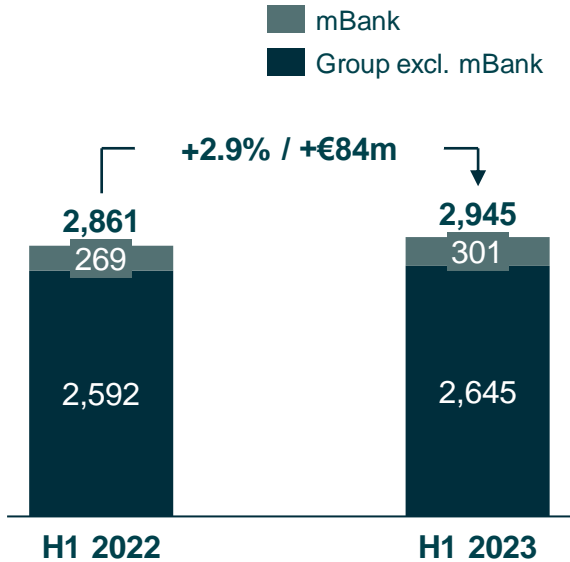
NII increase in O&C partially offset in NFV

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

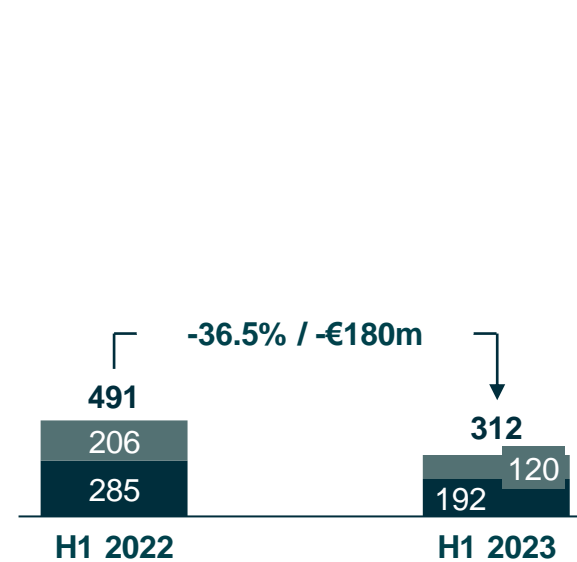
# Total expenses below previous year



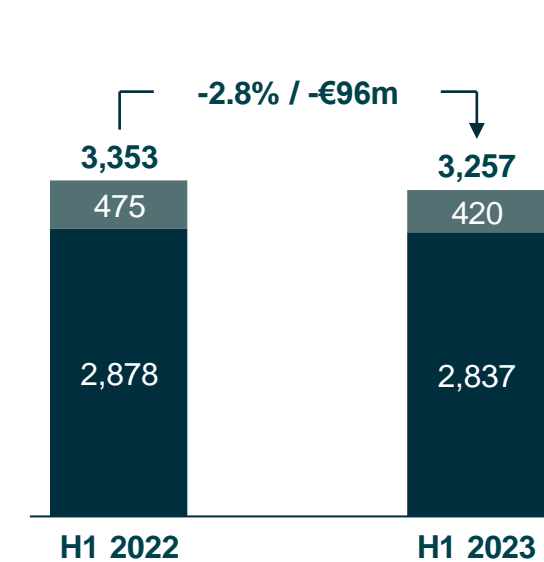
## Operating expenses (€m)



## Compulsory contribution (€m)



## Total expenses (€m)



### Highlights H1

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

Decreasing European bank levy due to lower target volume for 2023 in Q1 driven by reduced growth for European covered deposits and increase of payment commitments in Q2

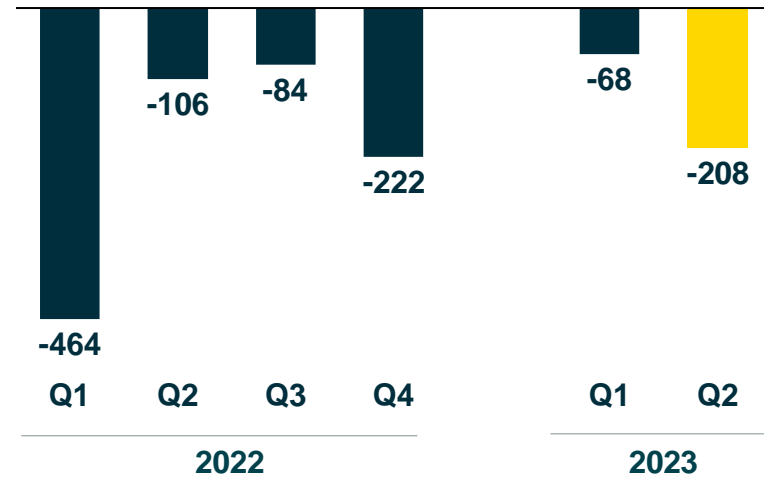
Less Deposit Guarantee Scheme because of introduction of Institutional Protection Scheme in Poland in 2022 (~€83m)

Lower compulsory contribution and cost management led to decreasing total expenses more than offsetting increases due to inflation and earlier variable compensation accruals

# High credit quality maintained



## Risk result (€m)



### Highlights Q2

Low risk result in PSBC Germany driven by TLA releases

CC risk result driven by single cases and a -€65m one-off due to adjustment of internal credit risk models

NPE ratio remains on low level of 1.1%

CoRL of 21 bps in H1 in line with expectations

## Risk result divisional split

Risk Result (€m)	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Private and Small-Business Customers Germany	-46	-91	-9	-63	-100
mBank	-41	-37	-39	-97	-76
Corporate Clients	-52	54	-169	-338	-115
Others & Consolidation	34	6	9	-72	15
<b>Group</b>	<b>-106</b>	<b>-68</b>	<b>-208</b>	<b>-570</b>	<b>-276</b>

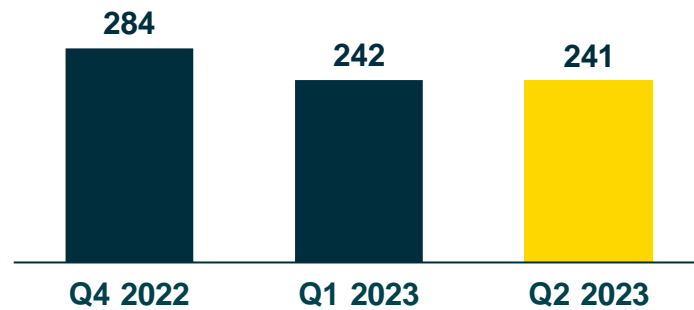
NPE (€bn)	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Private and Small-Business Customers Germany	0.7	0.7	0.8	0.7	0.8
mBank	1.2	1.2	1.2	1.2	1.2
Private and Small-Business Customers	1.8	1.9	2.0	1.8	2.0
Corporate Clients	2.4	2.7	2.7	2.4	2.7
Others & Consolidation	0.7	0.8	0.9	0.7	0.9
<b>Group</b>	<b>4.8</b>	<b>5.5</b>	<b>5.6</b>	<b>4.8</b>	<b>5.6</b>
Group NPE ratio (in %)	0.9	1.1	1.1	0.9	1.1
Group CoR (bps) (year-to-date)	24	5	10	24	10
Group CoR on Loans (CoRL) (bps) (year-to-date)	42	10	21	42	21

# €456m top level adjustment remains available

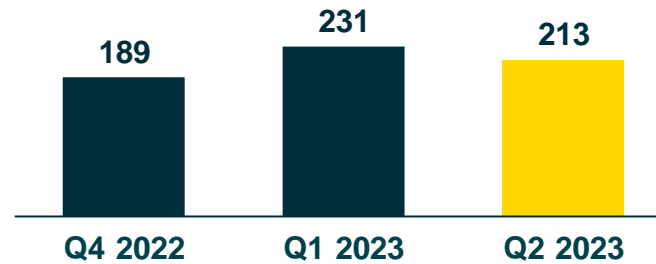


## Top level adjustment (TLA) (€m)

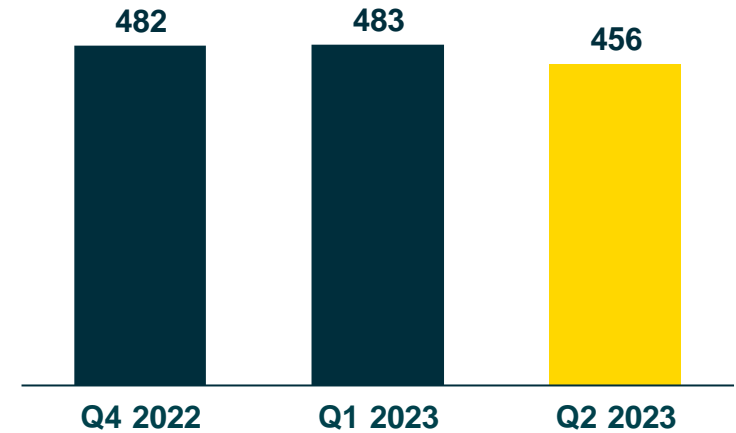
CC



PSBC



Group



### Highlights Q2

The TLA was reviewed based on an adjusted macroeconomic scenario

Re-calculation based on the current portfolio and changed underlying assumptions lead to a reduction of TLA

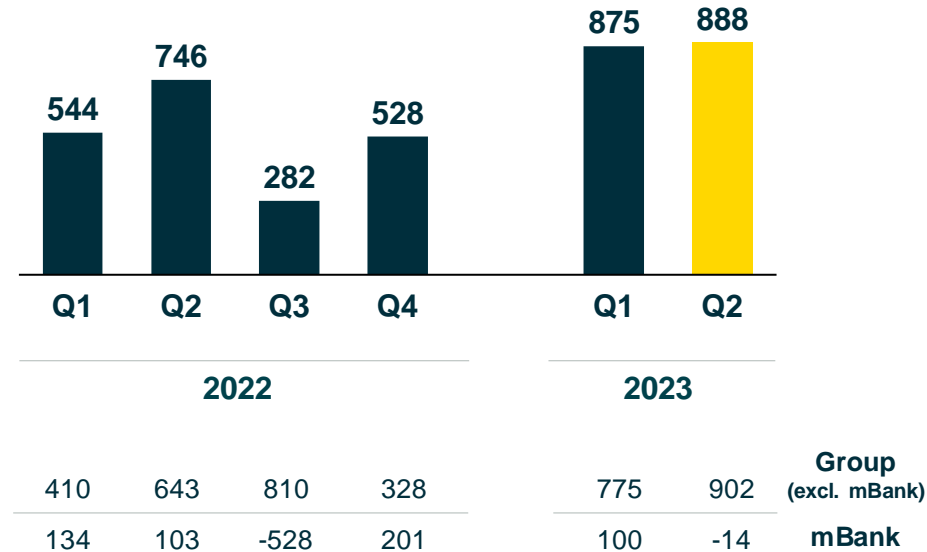
TLA of O&C reduced by €6m to €3m  
Remaining €456m TLA available to cover expected secondary effects from supply chains, inflation and higher interest rates in the next quarters



# Strong operating performance – H1 net result +49% YoY



## Group operating result (€m)



### Highlights Q2

Increase of underlying revenues excluding burdens from CHF mortgages in other income (€619m higher YoY and €140m QoQ)

Strong underlying NII growth of 48% YoY and 9% QoQ

H1 tax rate of 35% – provisions for legal risk of CHF mortgages in Poland not tax-deductible

## Group P&L

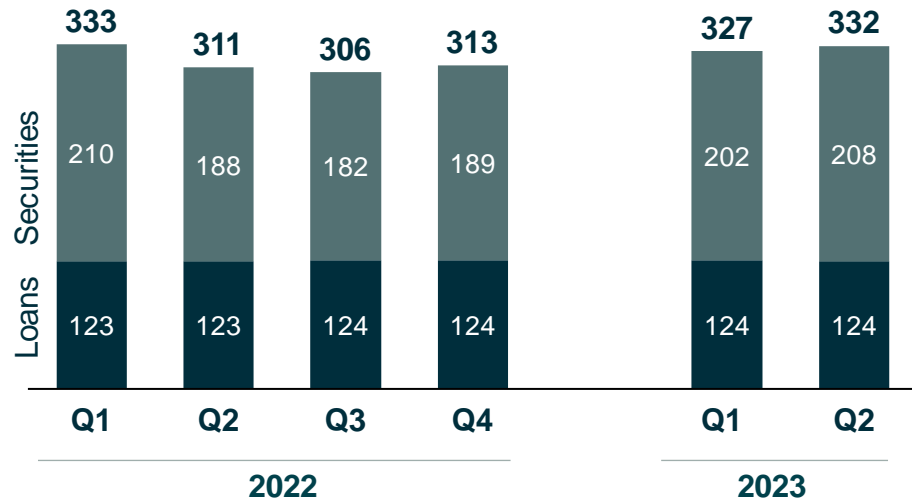
€m	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Revenues	2,420	2,668	2,629	5,213	5,297
Exceptional items	111	13	9	167	21
<b>Revenues excl. exceptional items</b>	<b>2,309</b>	<b>2,655</b>	<b>2,621</b>	<b>5,046</b>	<b>5,276</b>
o/w Net interest income	1,441	1,954	2,136	2,804	4,089
o/w Net commission income	894	915	841	1,864	1,756
o/w Net fair value result	21	-81	-34	357	-115
o/w Other income	-48	-133	-321	21	-455
Risk result	-106	-68	-208	-570	-276
Personnel expenses	825	899	869	1,684	1,767
Administrative expenses	598	566	612	1,177	1,178
Operating expenses	1,423	1,464	1,481	2,861	2,945
Compulsory contributions	144	260	52	491	312
<b>Operating result</b>	<b>746</b>	<b>875</b>	<b>888</b>	<b>1,289</b>	<b>1,764</b>
Restructuring expenses	25	4	4	39	8
<b>Pre-tax profit Commerzbank Group</b>	<b>721</b>	<b>871</b>	<b>885</b>	<b>1,250</b>	<b>1,756</b>
Taxes on income	226	279	338	425	617
Minority interests	25	12	-19	57	-6
<b>Net result</b>	<b>470</b>	<b>580</b>	<b>565</b>	<b>768</b>	<b>1,145</b>
CiR (excl. compulsory contributions) (%)	58.8	54.9	56.3	54.9	55.6
CiR (incl. compulsory contributions) (%)	64.8	64.6	58.3	64.3	61.5
Net RoTE (%)	6.7	8.3	7.9	5.4	8.1
Operating RoCET (%)	12.4	14.6	14.4	10.8	14.5

# PSBC: ongoing shift in deposit mix visible



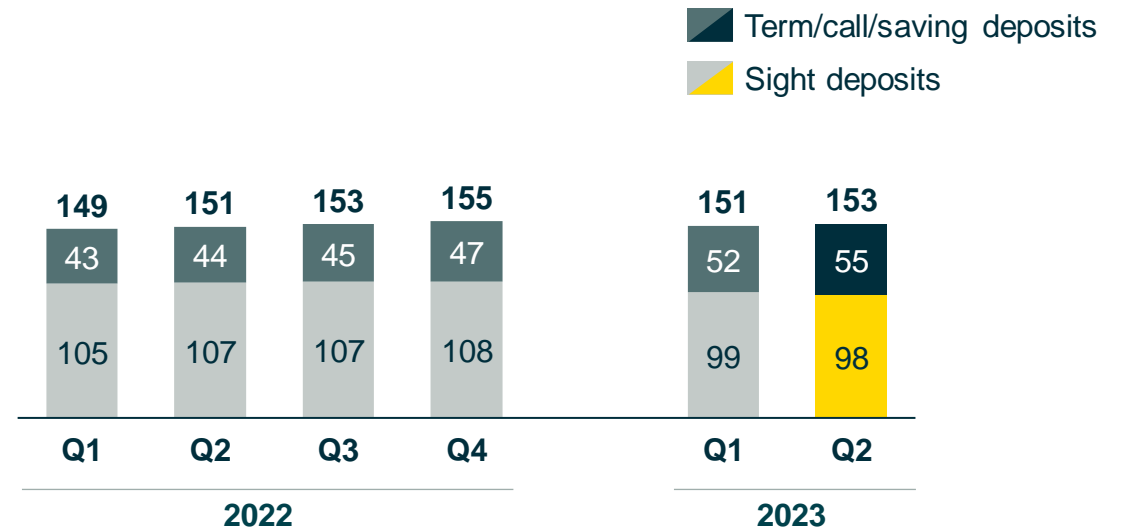
## Loan and securities volumes (Germany)

(€bn | eop)



## Deposits (Germany)

(€bn | eop)



### Highlights Q2

Increase in securities volume by €6bn QoQ – thereof ~€4.2bn due to market moves and ~€1.4bn net new money

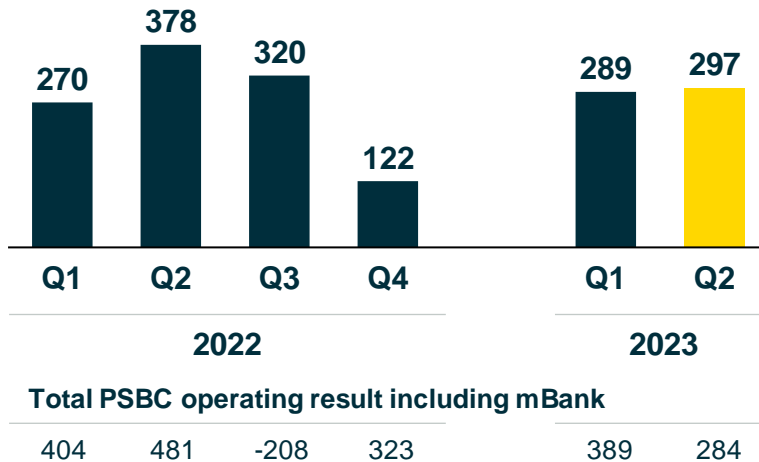
German mortgage business stable at €95bn – increase in new business QoQ  
Consumer finance book slightly decreased to €3.3bn

QoQ higher deposit volume as customers increasingly shift funds to call deposits

# Stable customer business in PSBC Germany



## Operating result PSBC Germany (€m)



## Segmental P&L PSBC Germany

€m	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Revenues	1,139	1,147	1,051	2,198	2,198
Exceptional items	22	-7	-6	16	-13
<b>Revenues excl. exceptional items<sup>1</sup></b>	<b>1,117</b>	<b>1,154</b>	<b>1,057</b>	<b>2,182</b>	<b>2,211</b>
o/w Private Customers	823	845	780	1,618	1,624
o/w Small-Business Customers	218	226	218	422	444
o/w Commerz Real	76	83	59	142	142
Risk result	-46	-91	-9	-63	-100
Operating expenses	691	703	726	1,380	1,429
Compulsory contributions	23	64	18	108	82
<b>Operating result</b>	<b>378</b>	<b>289</b>	<b>297</b>	<b>648</b>	<b>587</b>
RWA (end of period in €bn)	32.1	32.4	31.8	32.1	31.8
CIR (excl. compulsory contributions) (%)	60.7	61.3	69.1	62.8	65.0
CIR (incl. compulsory contributions) (%)	62.7	66.8	70.8	67.7	68.7
Operating return on equity (%)	37.3	28.1	29.1	32.8	28.6

### Highlights Q2

6% increase in underlying revenues when excluding the effects from mortgage prepayments (~+€90m in Q2 2022 vs. ~-€30m in Q2 2023)

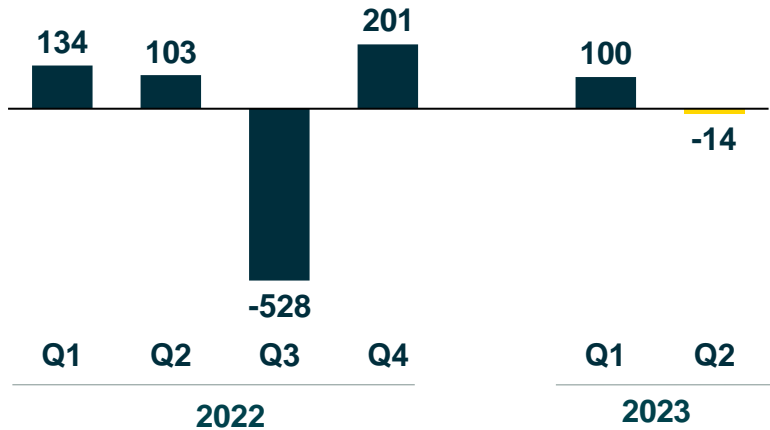
NCI -€45m YoY (-9%) due to lower fees at Commerz Real as well as decrease of securities transactions in a less volatile market and restraint in investment due to increased deposit rates

Net decrease of customer base in Germany by 28k in Q2 largely due to termination of credit card cooperations with low revenue contributions

# mBank: strong underlying business



## Operating result mBank (€m)



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

2022	175	143	219	301
2023	262	335		

## Highlights Q2

Operating result excluding additional provisions for CHF loans and credit holidays increased 134% YoY and 28% QoQ

Underlying NII up 37% YoY due to higher rates and effective margin management (+12% QoQ)

Volume of CHF loans before deductions at €2.2bn; provisions for legal risk of €1.7bn (thereof €0.2bn liabilities for repaid loans as well as for legal fees) – net volume €0.8bn and coverage ratio of 75.4%

## Segmental P&L mBank

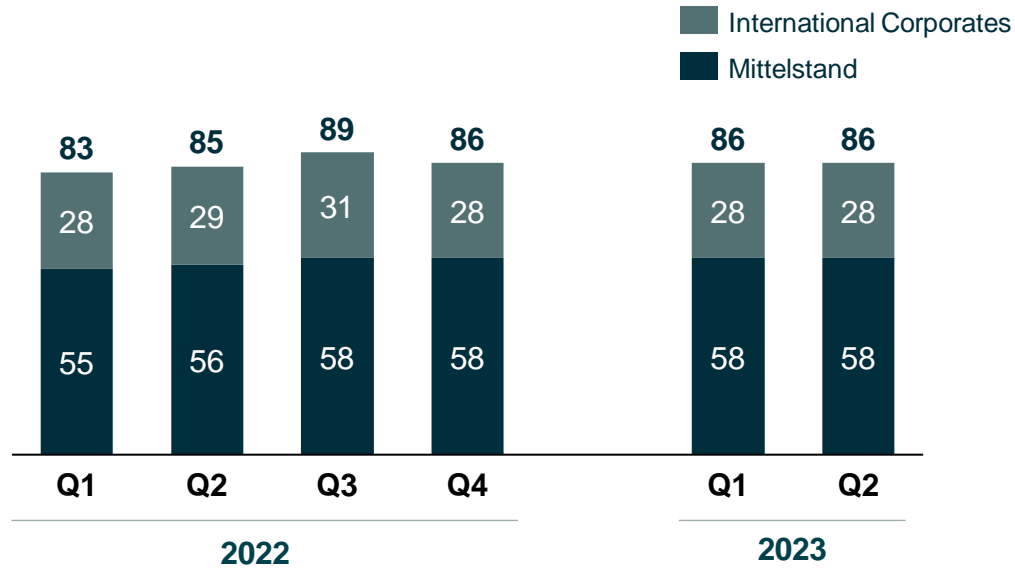
€m	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Revenues	402	356	226	809	582
Exceptional items	-1	14	-1	-2	13
<b>Revenues excl. exceptional items</b>	<b>402</b>	<b>342</b>	<b>228</b>	<b>811</b>	<b>570</b>
Risk result	-41	-37	-39	-97	-76
Operating expenses	138	143	157	269	301
Compulsory contributions	119	76	44	206	120
<b>Operating result</b>	<b>103</b>	<b>100</b>	<b>-14</b>	<b>237</b>	<b>86</b>
RWA (end of period in €bn)	22.0	21.3	21.7	22.0	21.7
CIR (excl. compulsory contributions) (%)	34.3	40.3	69.4	33.3	51.6
CIR (incl. compulsory contributions) (%)	64.0	61.6	88.7	58.7	72.1
Operating return on equity (%)	14.8	14.9	-2.0	17.0	6.3
Provisions for legal risks of CHF loans of mBank	-40	-173	-347	-81	-520
Credit holidays in Poland	-	11	-2	-	9
<b>Op. result ex prov. for CHF loans &amp; credit holidays</b>	<b>143</b>	<b>262</b>	<b>335</b>	<b>318</b>	<b>597</b>

# CC: stable deposit and loan businesses



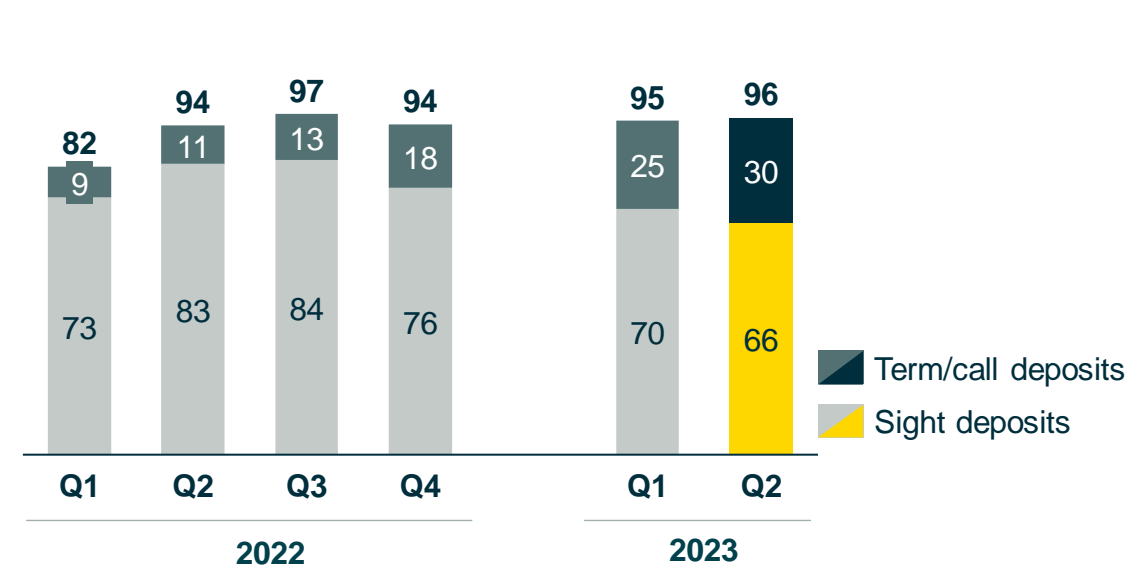
## Loan volume corporates

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



## Deposits

(€bn | quarterly avg.)



### Highlights Q2

Loan volumes stable QoQ across client groups

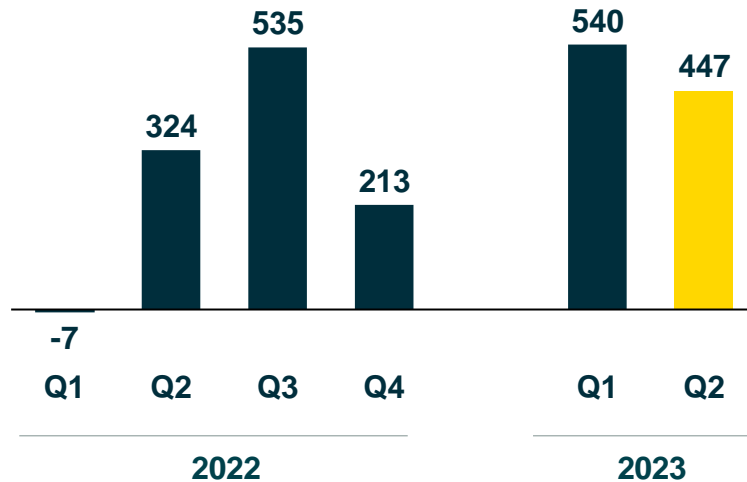
Slightly increased total deposit volume with clear move from sight to term/call deposits

Average RWA efficiency of corporates portfolio further improved to 7.2% (6.7% in Q1)

# CC: Strong revenue development in all client groups



## Operating result (€m)



## Segmental P&L CC

€m	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Revenues	882	1,078	1,124	1,808	2,202
Exceptional items	-18	18	1	-16	19
<b>Revenues excl. exceptional items</b>	<b>900</b>	<b>1,060</b>	<b>1,123</b>	<b>1,824</b>	<b>2,183</b>
o/w Mittelstand	471	606	654	959	1,260
o/w International Corporates	234	247	268	463	515
o/w Institutionals	142	192	203	279	395
o/w others	52	16	-2	123	14
Risk result	-52	54	-169	-338	-115
Operating expenses	504	514	514	1,036	1,029
Compulsory contributions	1	78	-6	116	72
<b>Operating result</b>	<b>324</b>	<b>540</b>	<b>447</b>	<b>317</b>	<b>986</b>
RWA (end of period in €bn)	78.8	82.0	82.7	78.8	82.7
CIR (excl. compulsory contributions) (%)	57.2	47.7	45.8	57.3	46.7
CIR (incl. compulsory contributions) (%)	57.3	54.9	45.2	63.7	50.0
Operating return on equity (%)	13.0	20.8	17.0	6.4	18.9

## Highlights Q2

YoY and QoQ increased revenues in all customer segments driven by higher NII from deposits – Operating result lower QoQ due to risk result

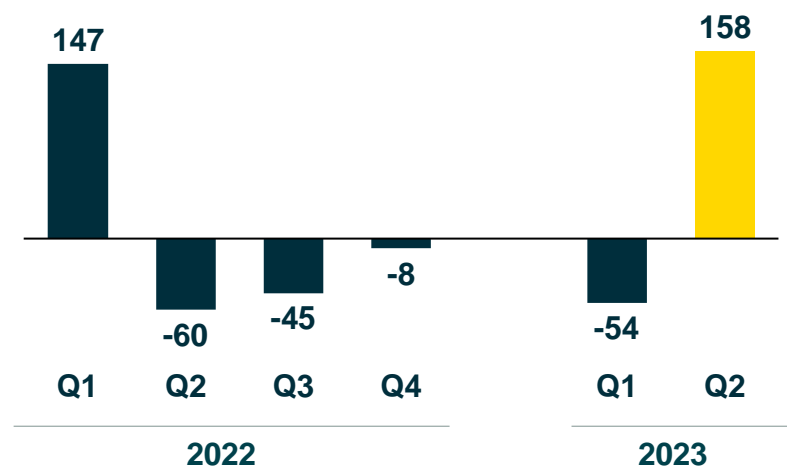
Underlying NII up 53% YoY and 11% QoQ

Pre-provision result up 63% YoY and 27% QoQ based on higher underlying revenues and stable operating expenses

# O&C: NII drives good operating performance



## Operating result (€m)



## Segmental P&L O&C

€m	Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Revenues	-2	86	229	398	315
Exceptional items	108	-13	15	169	2
<b>Revenues excl. exceptional items</b>	<b>-110</b>	<b>99</b>	<b>214</b>	<b>228</b>	<b>313</b>
<i>o/w Net interest income</i>	-3	229	317	86	546
<i>o/w Net commission income</i>	-9	-11	-10	-20	-21
<i>o/w Net fair value result</i>	-54	-158	-115	113	-273
<i>o/w Other income</i>	-44	39	22	49	61
Risk result	34	6	9	-72	15
Operating expenses	91	104	84	176	188
Compulsory contribution	1	42	-4	62	39
<b>Operating result</b>	<b>-60</b>	<b>-54</b>	<b>158</b>	<b>87</b>	<b>104</b>
RWA (end of period in €bn)	42.2	35.8	37.8	42.2	37.8

## Highlights Q2

QoQ increased underlying NII includes effects from low volume of mortgage prepayments

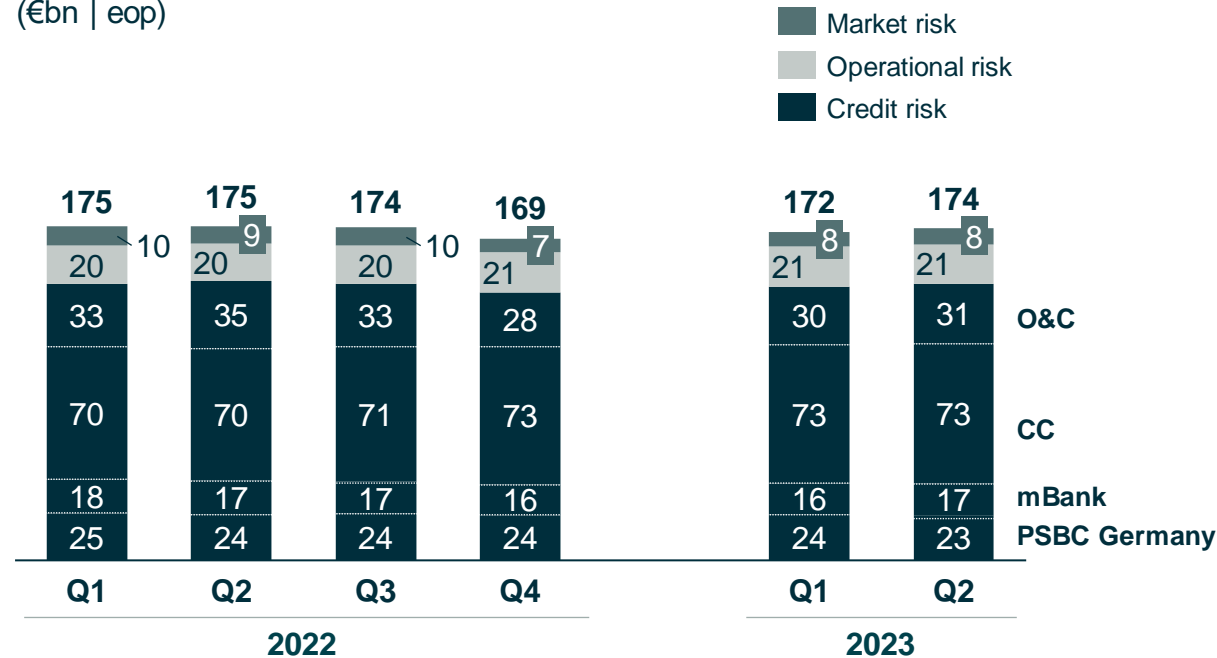
Valuation effects of -€17m from CommerzVentures

QoQ increased RWA reflect anticipated effects of internal credit risk model adjustments

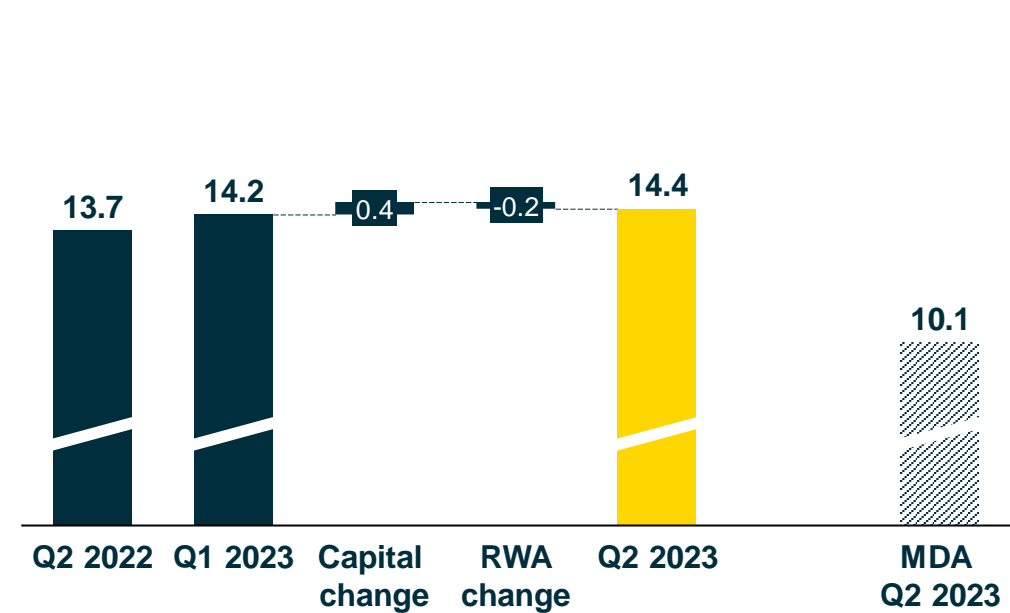
# CET1 ratio of 14.4% and buffer to MDA of 436bps



**RWA development by risk types**  
(€bn | eop)



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



## Highlights Q2

Credit risk RWA increase of €2bn mainly reflect volume effects in the corporates portfolio and anticipated effects of model adjustments in the context of IRB Repair (“Future of the IRB”)

Capital increase based on positive net result and other comprehensive income (mainly currency translation reserve) as well as lower regulatory adjustments

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



# Improved targets and expectations for 2023



## Revenues

We anticipate NCI slightly below last year's level and NII  $\geq$  €7.8bn with some countereffects in NFV

## Costs

We expect total expenses of €6.4bn with a better net result leading to higher variable compensation

However, CIR is key steering metric with a target of 60% for 2024

## Risk

We expect a risk result  $<$  €800m – final amount subject to usage of TLA

## Capital

We target a CET1 ratio  $\geq$  14%

## Return

We aim for a net result well above previous year

We intend to increase the pay-out ratio to 50%<sup>1</sup> and will apply for a buyback<sup>2</sup> based on the H1 results and our expectations for H2

Expectations are based on assumption of a mild recession in 2023 and subject to future development of CHF burdens in mBank

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

2) Subject to approval of ECB and German Finance Agency



# Funding

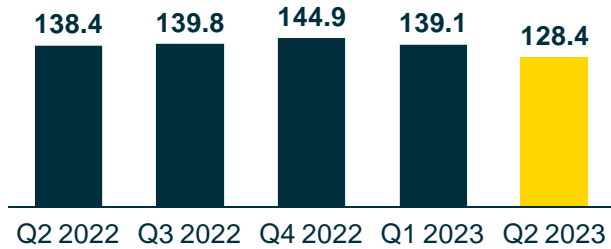


# Comfortable liquidity position

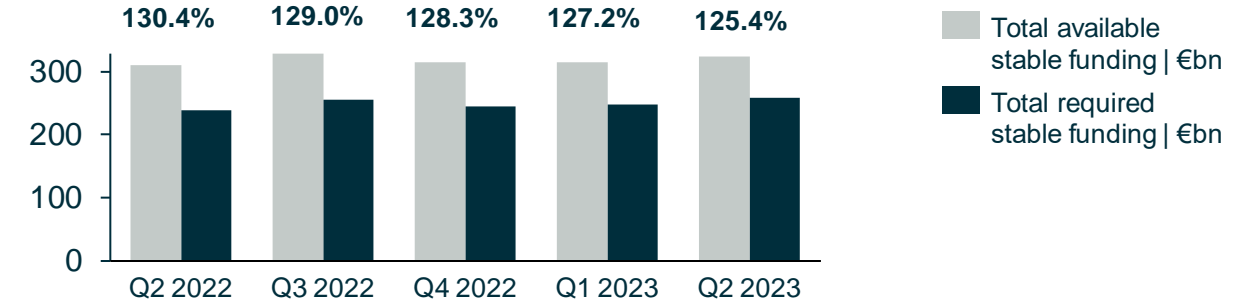


## LCR

(% | eop)

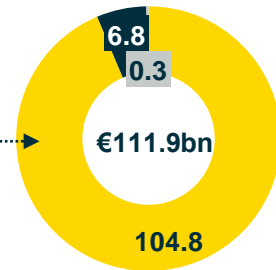
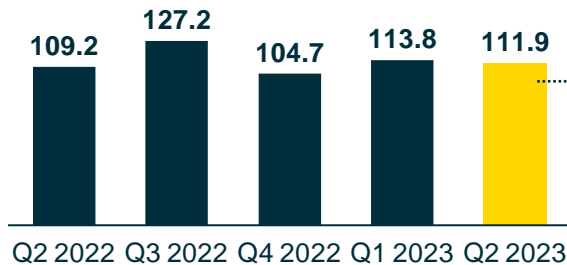


## Net stable funding ratio (NSFR)



## Highly liquid assets

(€bn)



- Level 1
- Level 2A
- Level 2B

## Liquidity risk management

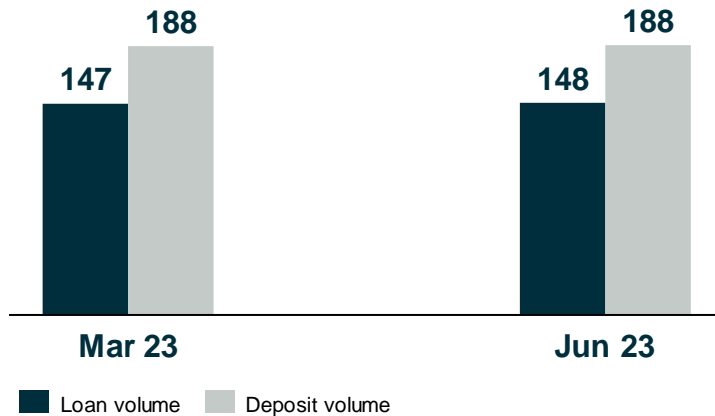
- Daily calculation of the liquidity gap profile
- Liquidity reserves are ring-fenced in separate portfolios on the balance sheet (assets and funding respectively)
- Intraday liquidity reserve portfolio (central bank eligible collateral) serves as cushion for a possible intraday stress
- Stress liquidity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

# Loan and deposit development



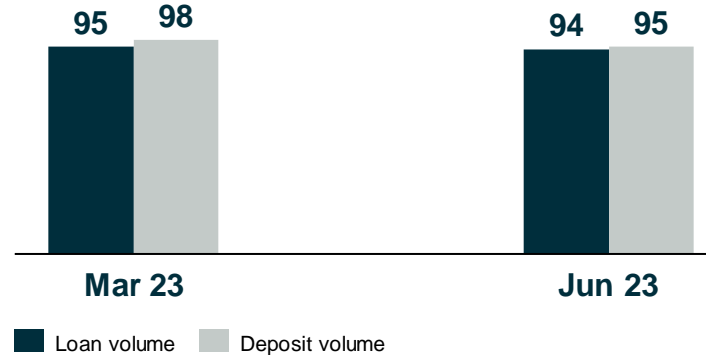
## PSBC

(€bn | monthly average)



## Corporate Clients

(€bn | monthly average)



### Highlights

Loan volume up in mBank while stable in PSBC Germany

Increase in deposit volume in mBank compensating slight decrease in PSBC Germany

In CC, loan volumes were largely stable in all customer groups

Deposit volumes mainly reduced in Mittelstand and Institutionals

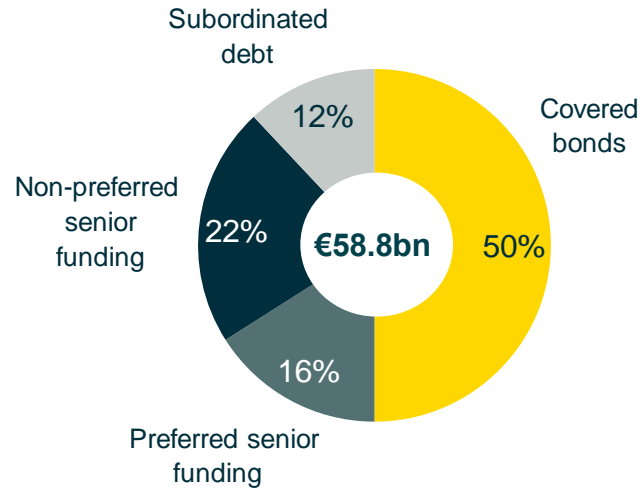
In PSBC Germany >90% of deposits are insured (>65% statutory and >25% private insurance)

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

# Capital markets funding plan execution well on track – €6.1bn issued in H1 2023



## Funding structure<sup>1</sup> (as of 30 June 2023)



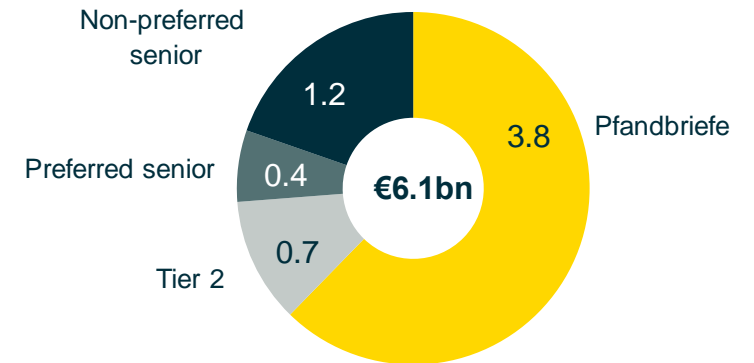
## Highlights

- Pfandbriefe:  
€3bn Mortgage-Pfandbriefe with maturities 3.25, 6 and 10 years  
€750m 2.5 year Public sector Pfandbrief
- Non-preferred senior:  
€750m 7NC6 year benchmark and CHF325m 4 and 5 tenor
- Tier 2:  
SGD300m 10.25NC5.25 and €500m 10.25NC5.25 transactions
- Private placements:  
€0.5bn Pfandbriefe and unsecured bonds

**Expected funding volume of €8-10bn in 2023**

**Further strengthen Commerzbank's liquidity position through additional Pfandbrief issuance**

## Group issuance activities H1 2023 (€bn | nominal values)

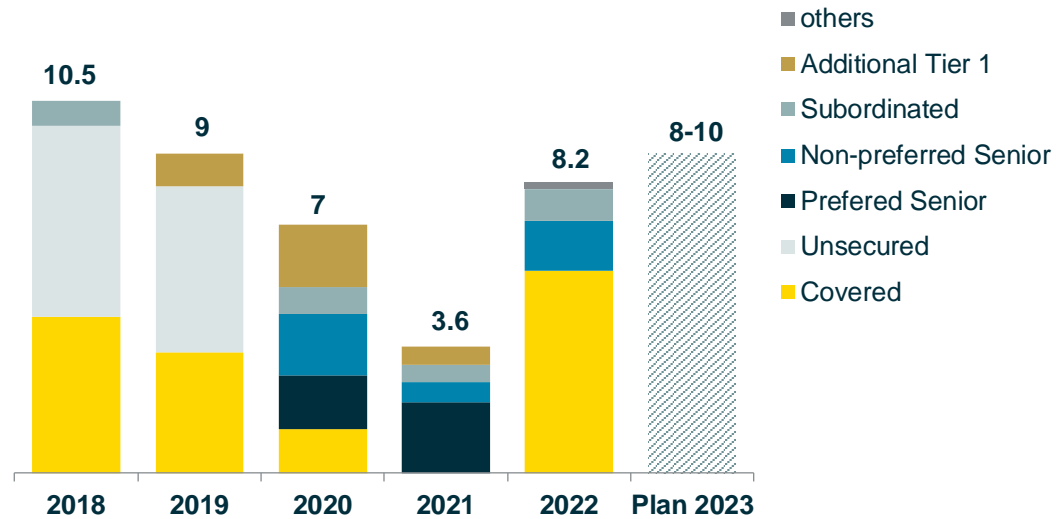


1) Based on balance sheet figures

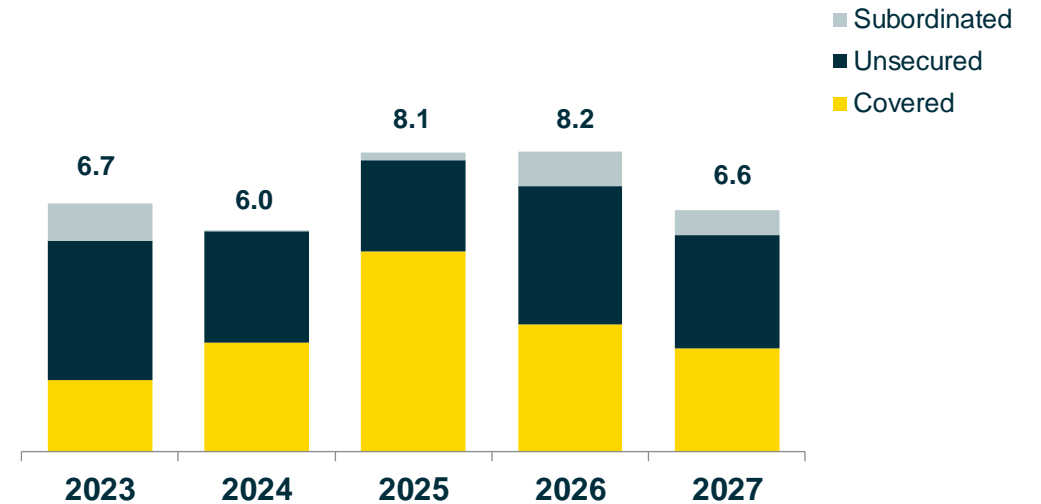
# Expected funding plan of €8-10bn in 2023



## Funding activities<sup>1</sup> (€bn)



## Maturities until 2027<sup>2</sup>: (€bn)



### Details

- Continued focus on diversification of funding
- Well balanced maturity profile

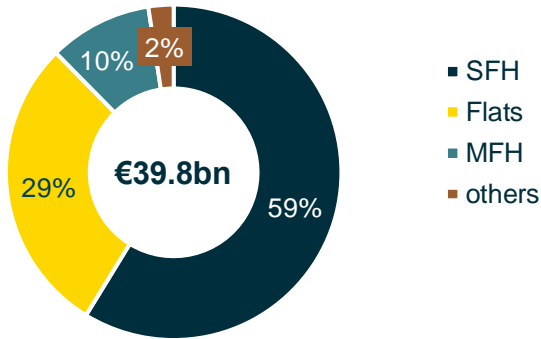
1) Nominal value

2) Based on balance sheet figures, senior unsecured bonds includes preferred and non-preferred senior bonds

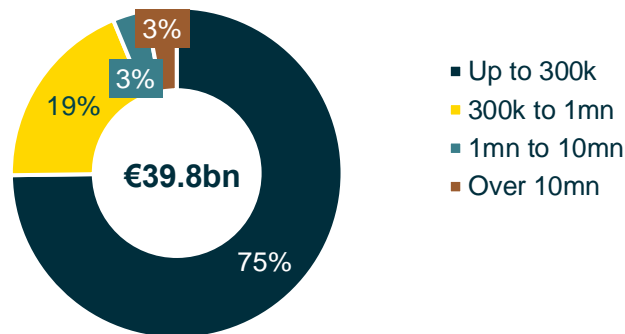
# Mortgage Pfandbrief Cover Pool



## Overview by property type



## Overview by size



## Cover pool details<sup>1</sup>

- Total assets: €41.3bn
- Cover loans: €39.8bn
- Further assets: €1.2bn
- Fixed rated assets: 98.1%
- Weighted avg. LTV ratio: 51.3%
- Outstanding Pfandbriefe: €29.6bn
- Fixed rated Pfandbriefe: 76.3%
- Cover surplus: €11.7bn (39.7% nom.)
- Moody's Rating: Aaa

## Highlights

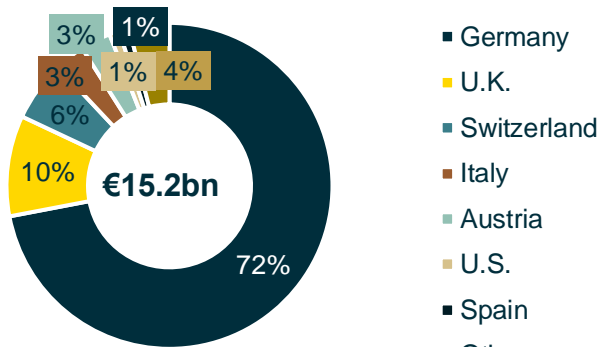
- By geography: only German mortgages
- Mortgages by property type: residential 98% commercial 2%
- Over 69% of the mortgages are "owner occupied"
- Highly granular cover pool: 75% of the loans are €300k or smaller

1) Commerzbank Disclosures according to §28 Pfandbriefgesetz 30 June 2023

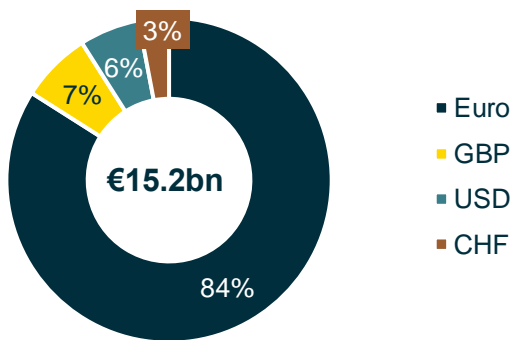
# Public Sector Pfandbrief Pool Details



## Borrower / Guarantor & Country Breakdown



## Currency Breakdown



## Cover pool details<sup>1</sup>

- Total assets: €15.2bn
  - which of export finance loans: €2.2bn
  - which of municipal lending: €6.3bn
- Fixed rated assets: 78%
- Outstanding Pfandbriefe: €9.2bn
- Fixed rated Pfandbriefe: 52%
- Cover surplus: €6.0bn (64.4% nom.)
- Moody's Rating: Aaa

## Notable

- Commerzbank utilizes the pool for municipal lending and guaranteed export finance loans
- > 70% are assets from Germany
- > 80% of the assets are EUR denominated
- Part of the pool are public sector assets from predecessor institutions

1) Commerzbank Disclosures according to §28 Pfandbriefgesetz 30 June 2023

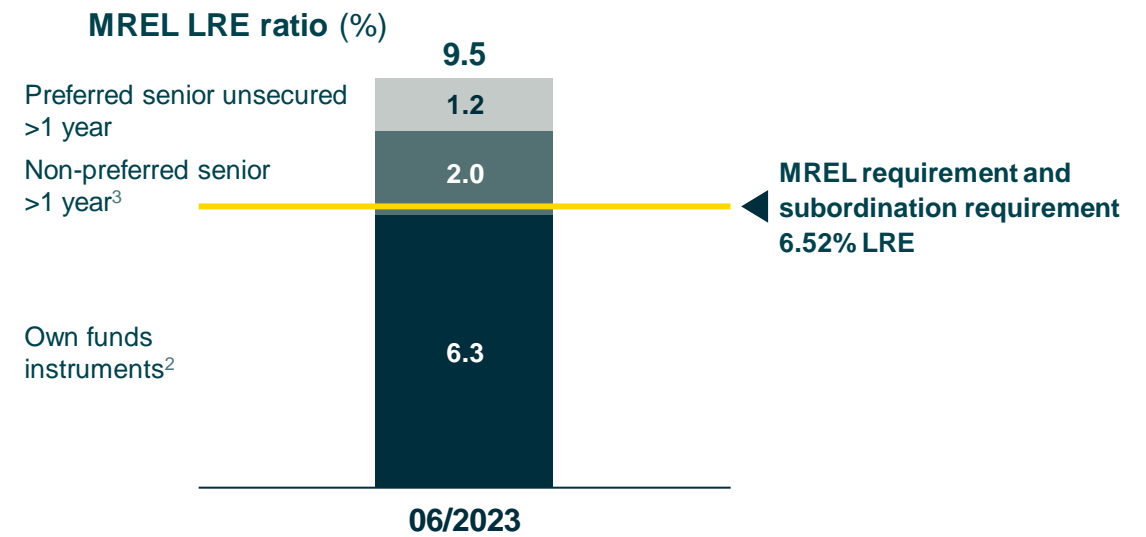
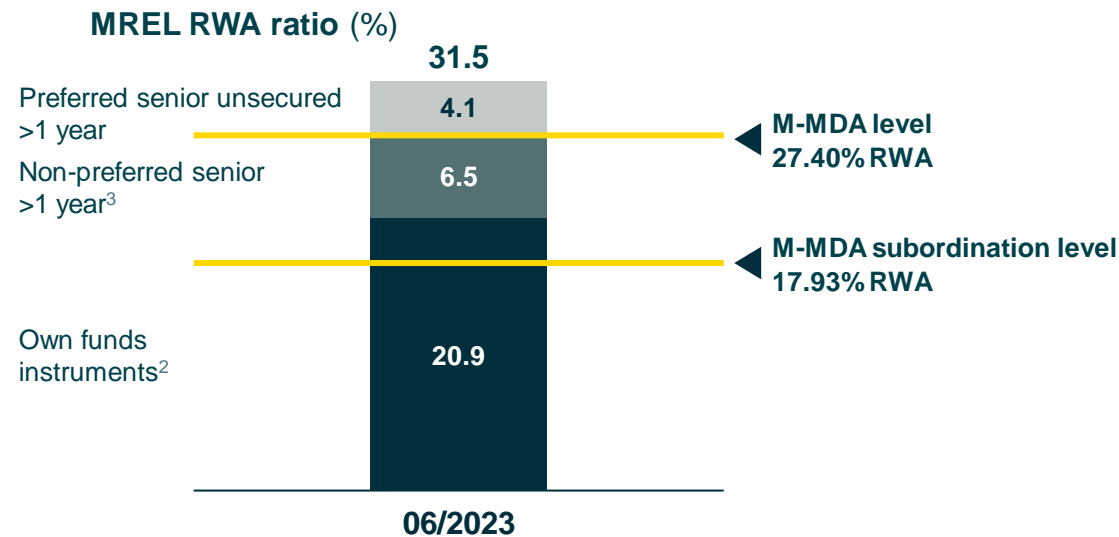


# Comfortable fulfilment of RWA and LRE MREL requirements



## MREL Requirements and M-MDA

- Based on data as of 30 June 2023, Commerzbank fulfils its current MREL RWA requirement<sup>1</sup> of 22.97% plus the combined buffer requirement (CBR) of 4.43% with an MREL ratio of 31.5% and the MREL subordination requirement of 13.50% plus CBR of 4.43% with a ratio of 27.5% of RWA
- Both, the MREL LRE ratio of 9.5% and MREL subordination LRE ratio of 8.3% comfortably meet the unchanged requirement of 6.52%, each as of 30 June 2023
- The issuance strategy is consistent with both, the RWA and the LRE based MPE MREL requirements



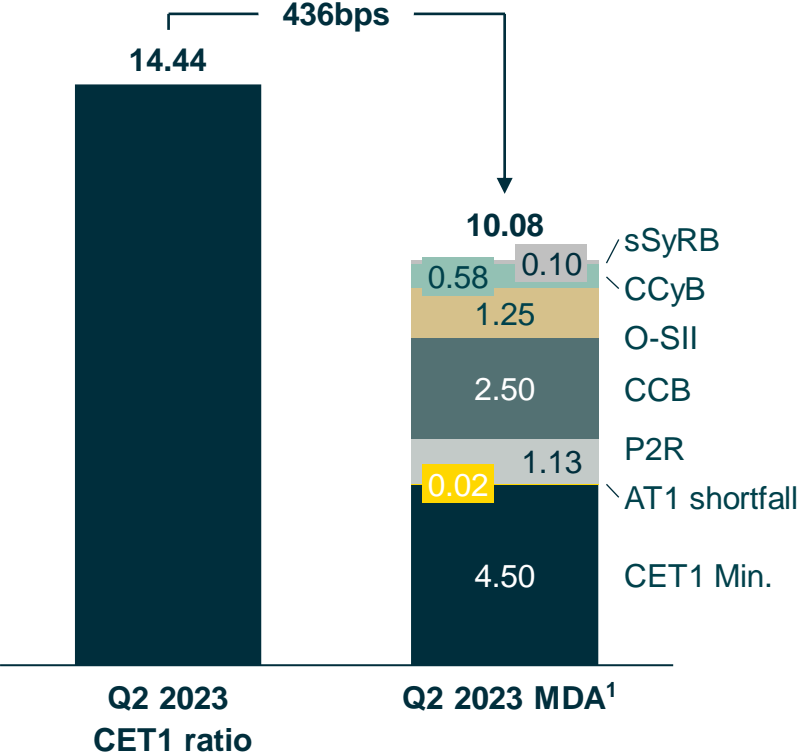
1) In May 2023, Commerzbank AG received its current MREL requirement calibrated based on data as of 31 December 2021. The resolution approach is a multiple point of entry (MPE) with two separate resolution groups (resolution group A: Commerzbank Group without mBank subgroup; resolution group B: mBank subgroup). The legally binding MREL (subordination) requirement is defined as a percentage of risk-weighted assets (RWA) and leverage ratio exposure (LRE)  
 2) Includes amortized amount (regulatory) of Tier 2 instruments with maturity > 1 year  
 3) According to §46f KWG or non-preferred senior by contract

# Commerzbank's current MDA



## Distance to MDA based on SREP requirement for Q2 2023

(%)



## Highlights

436bps distance to MDA based on Q2 2023 CET1 ratio of 14.44% and SREP requirement for 2022

Further regulatory comments:

- MDA increased by 7bps compared to Q1 2023
- Currently small AT1 shortfall of 2bps
- Tier 2 with moderate maturities and issuance needs in 2023
- Well prepared for remainder MDA increase in 2023: CCyB in UK (Jul 2023: impact on institution-specific CCyB ~6bps)

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

1) Based on RWAs of €174.0bn as of Q2 2023. AT1 requirement of 1.875% and Tier 2 requirement of 2.5%

# Rating overview Commerzbank



As of 4 August 2023

	<b>S&amp;P Global</b>	<b>MOODY'S</b> INVESTORS SERVICE
<b>Bank ratings</b>	<b>S&amp;P</b>	<b>Moody's</b>
Counterparty rating/assessment <sup>1</sup>	A	A1/ A1 (cr)
Deposit rating <sup>2</sup>	A- stable	A1 stable
Issuer credit rating (long-term debt)	A- stable	A2 stable
Stand-alone rating (financial strength)	bbb	baa2
Short-term debt	A-2	P-1
<b>Product ratings (unsecured issuances)</b>		
Preferred senior unsecured debt	A- stable	A2 stable
Non-preferred senior unsecured debt	BBB-	Baa2
Subordinated debt (Tier 2)	BB+	Baa3
Additional Tier 1 (AT1)	BB-	Ba2
<b>Sustainability assessments</b>		
Environment, Social, Governance <sup>3</sup>	2, 2, 2	3, 4, 3
Credit impact score <sup>3</sup>	-	3

## Recent rating events

- No rating events in the past quarter

1) Includes parts of client business (i.e. counterparty for derivatives)

2) Includes corporate and institutional deposits

3) Scale of 1-5



# ESG



# Ongoing progress in ESG according to plan



## Main achievements 2022/ H1 2023

**€171bn**

sustainable finance  
volume mobilised  
as per H1 2023



ESG-  
Framework  
published



SBTi targets set  
and validated

Driving forward our  
net zero- strategy  
e.g. impact solutions  
platform for corporate  
clients



Appointment Chief  
Environmental Risk Officer  
„CERO“ incl. department

Employee training:  
sustainability basics  
launched



... besides others:



initiative  
joined!

ESG Committee  
in Supervisory  
Board implemented



External  
Sustainability  
Advisory Board  
established

## Targets 2023

Sustainable finance  
volume of

**€257bn**



Development and  
launch of new  
ESG products

Screening und steering of  
additional ESG-related  
topics such as biodiversity  
and social sustainability



Employee training:  
develop advanced  
sustainability trainings



**We continue to work diligently and drive our sustainability strategy forward**

# Visibility of sustainable strategic progress through three key KPIs<sup>1</sup>

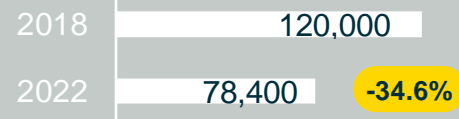


Strategic KPI 1:  
**Net zero in own banking operations by 2040**



Interim target 2025: -30%

CO<sub>2</sub> in tons



- Residual CO<sub>2</sub> generation of ~30,000t CO<sub>2</sub>
- Compensation by own CO<sub>2</sub> - negative measure, e.g. afforestation

Strategic KPI 2:  
**Net zero portfolio by 2050 at the latest**



- ✓ **ESG Framework** updated
- ✓ **Reduction targets 2030 set** for 7 CO<sub>2</sub>-intensive portfolios<sup>2</sup>

- Paris Climate Agreement: Greenhouse gas emissions have to fall to net-zero by 2050 to limit global warming to 1.5°C
- Commitment to SBTi in September 2020, targets validated in March 2023

Strategic KPI 3:  
**€300bn sustainable business volume by 2025**



12/2022: €246bn

Target 2022: €207bn

Target 2023: €257bn

- Volume target for sustainable products in 2025 expresses our commitment
- Supporting the sustainable transformation of our customers

1) For more KPIs: [Non-financial Report](#)

2) According to SBTi (Science Based Target initiative) approach

# Our ESG Framework offers a structured overview of our sustainability approach and activities



## ESG Framework by Commerzbank



### Transformation: our three performance indicators

<b>Customer transformation</b> We empower our customers in their sustainable transformation	1	0 kg	Customer CO <sub>2</sub> emissions from financing in the investment portfolio by 2025
<b>Bank transformation</b> We are leading by example	2	€300bn	Volume of sustainable products by 2025
<b>Bank transformation</b> We are leading by example	3	0 kg	Our own CO <sub>2</sub> emissions from banking operations by 2025

### 1.4 Our portfolio approach

To achieve our net-zero targets, we will be guided by the following questions in mind:

- Which companies/investments do we not fund?
- Which companies/investments do we support most because we believe in their future value?
- And which companies/financing arrangements for sustainable business today?

The answer to the first question is provided by our **NA**, such as those set out in our guidelines for our support companies or financing arrangements (→ chapter 2).

All companies/investments not affected by our **NA** from the **Transformation Finance** portfolio. We are those that wish to position themselves for the future in a sustainable transformation and therefore have a high level. We actively support them in this process and our SBTi CO<sub>2</sub> reduction targets, amongst others (→ chapter 2).

## Our Motivation

Foreword by the Chairman of the Board of Managing Directors

We want to leave our children and grandchildren a better world than we have today. We as a bank have a particular responsibility. As a reliable partner at the side of our customers, we actively drive the sustainable transformation of our customers and the real economy. Our responsibility is not only to our customers, but also to our employees, our shareholders, and society.

We are aware that the transition to a sustainable economy is a long and complex process. We are committed to this process and will support our customers in their transformation. We are also committed to our own transformation. We are actively driving the sustainable transformation of our own business. We are committed to our customers, our employees, our shareholders, and society.

### 2.2.1 Sector delineation

To ensure the most specific stewardship possible in CO<sub>2</sub> intensive sectors, the SBTi is the most suitable approach. The focus is on those parts of the sector's value chain that generate high CO<sub>2</sub> emissions or that cause high CO<sub>2</sub> emissions downstream, as highlighted in the figure below. These delineated portfolios are assigned sector-specific CO<sub>2</sub> reduction pathways.

Segments of the value chain considered when setting SBTi targets	Power generation	Distribution	Electricity off-takers
Power	✓	✓	✓
Fixed Fuel: Oil and Gas	✓	✓	✓
Fixed Fuel: Coal	✓	✓	✓
Commercial Real Estate	✓	✓	✓
Residential Mortgages	✓	✓	✓
Construction	✓	✓	✓
Automotive	✓	✓	✓
Airline	✓	✓	✓

Commerzbank/ESG Framework 3

## Contents

ESG as a governance framework

Transformation Finance

Sustainable Finance

Sustainable Operations

Stakeholder Management

# Sustainable portfolio management is based on SBTi-reduction paths for CO<sub>2</sub>-intensive sectors



2030 reduction targets for seven CO<sub>2</sub>-intensive sectors incl. CO<sub>2</sub> rundown paths for 2 sectors

Power generation - 74%

Iron & steel - 37%

Cement - 20%

Automotive production - 32%

Aviation - 22%

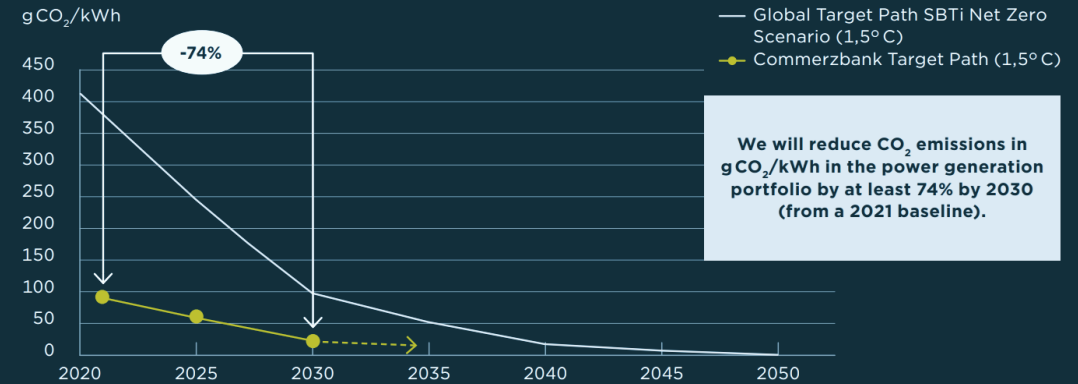
Residential mortgages - 57%

Commercial real estate

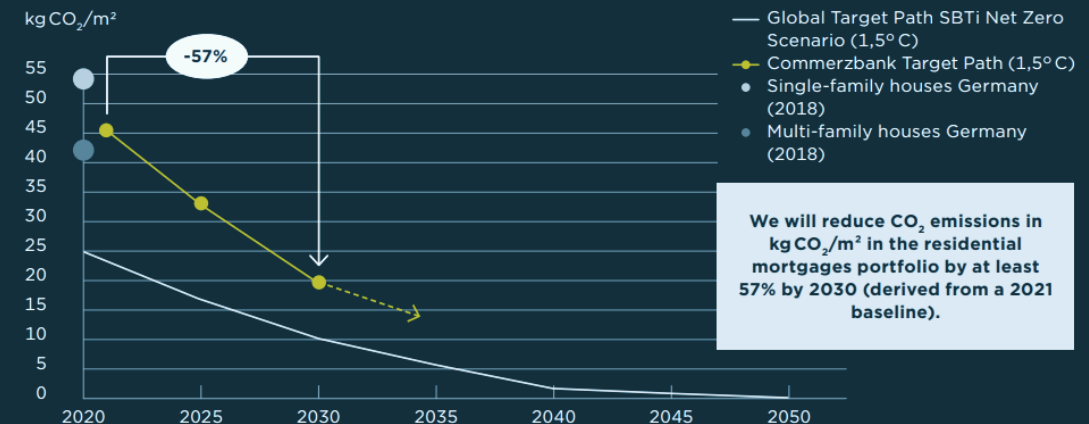
- Commercial use - 68%
- Residential use - 57%



## Power generation: emission intensity and target



## Residential mortgage: emission intensity and target





# Good development of sustainable products in Q2 2023

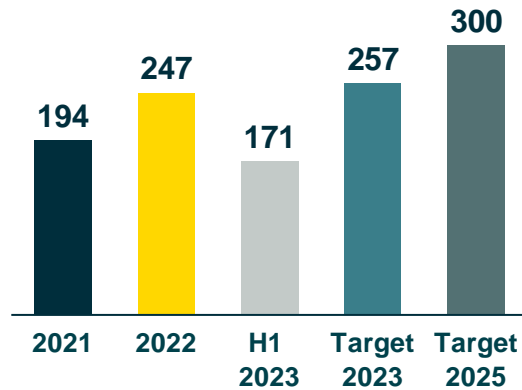


**Advisory products**  
(no balance sheet impact, €bn)



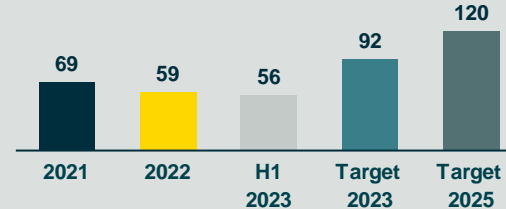
**Loan products**  
(with balance sheet impact, €bn)

## Sustainable products (€bn)

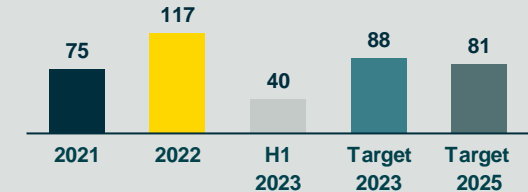


### Corporate Clients

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

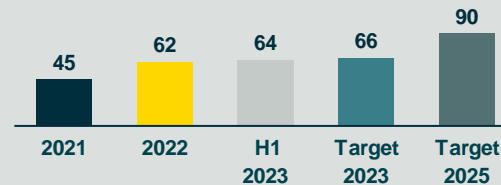


- Renewable energy loan portfolio\*\*
- Sustainability linked loans\*
- KfW sustainability linked programmes\*

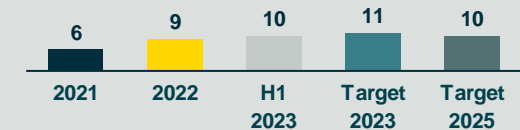


### Private & Small-Business Customers<sup>1</sup>

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



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

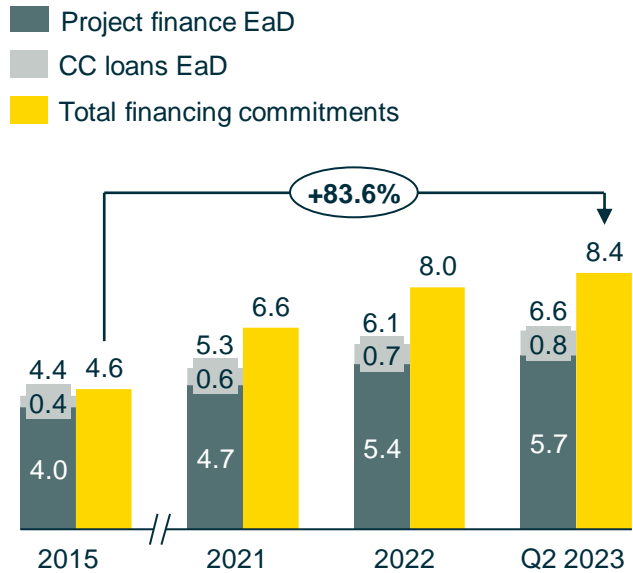


1) 2021 and 2022 numbers based on different method of calculation due to broader scope of included advisory products. \* Flow value / \*\* Stock value

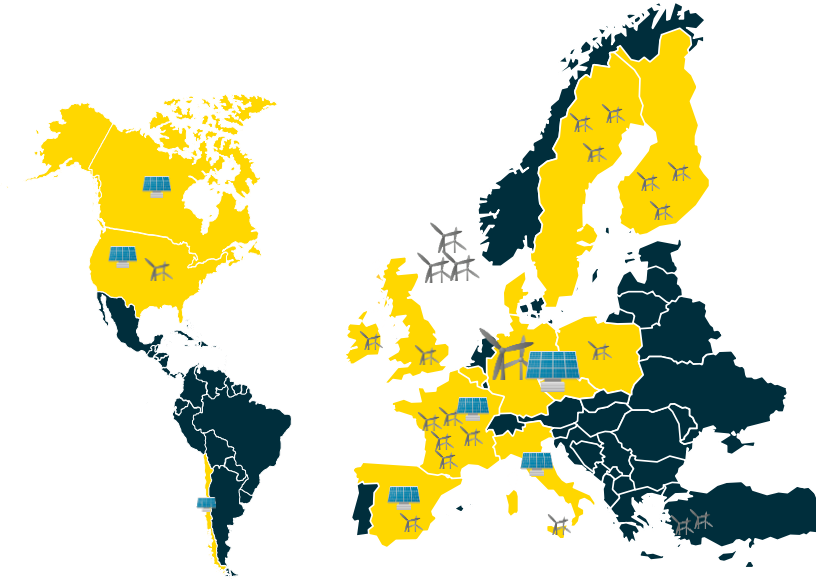
# Development of renewable energy portfolio



## Renewable energy portfolio (€bn | eop)



## Global footprint of renewable energy financing



### Offshore:

Commerzbank active globally as MLA<sup>1</sup> and lender with offshore projects in Germany, France, Belgium, UK and Taiwan

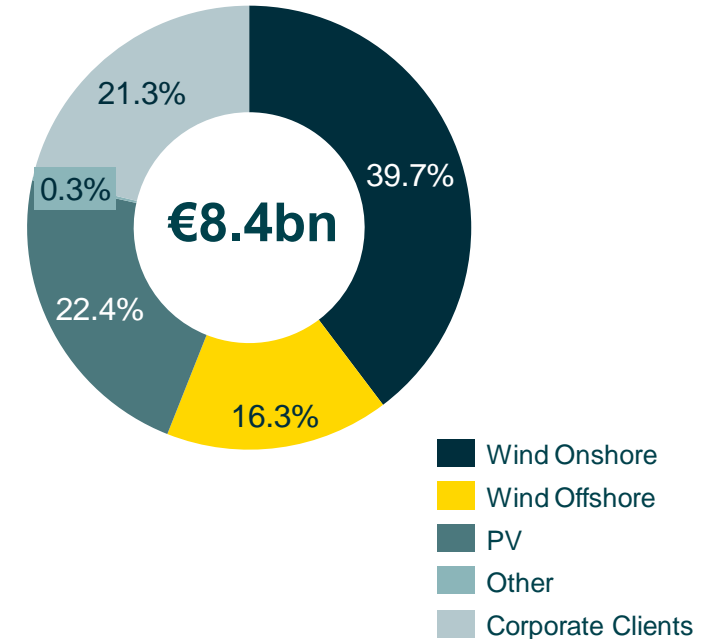
### International RE project finance:

amongst others US, UK, France, Netherlands and Spain

### Core market Germany:

approx. 44% of portfolio in Germany

## Renewable energy portfolio (€bn | financing commitments eop)



**44%**  
invested in Germany



**56%**  
invested globally

1) MLA = Mandated Lead Arranger

# Commerzbank issued €1.5bn in Green Bonds



## Commerzbank Green Bond Framework

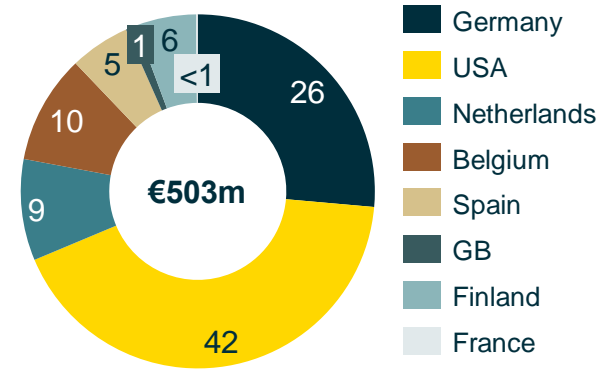


We are a member of the ICMA “Green Bond Principles” since mid-2014. The assigned green assets are subject to an annual review by the second party opinion provider Sustainalytics.

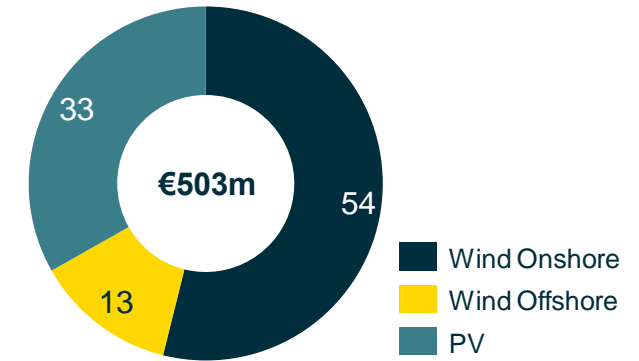


## Green Bond II: Overview of assigned assets<sup>1</sup> [in percent]

### Allocation by country

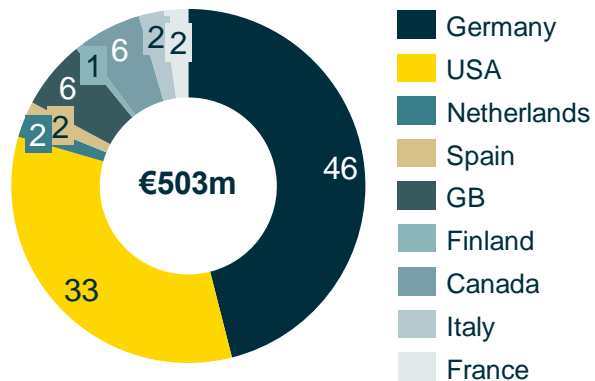


### Allocation by technology

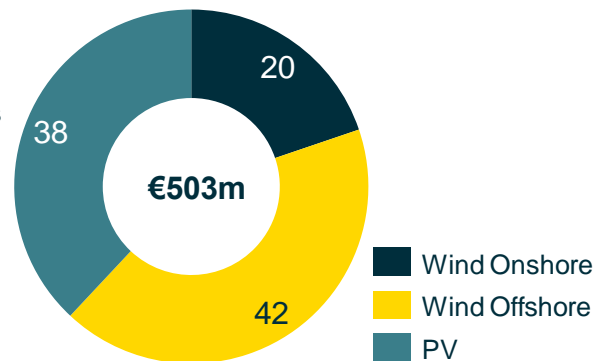


## Green Bond I: Overview of assigned assets<sup>1</sup> [in percent]

### Allocation by country

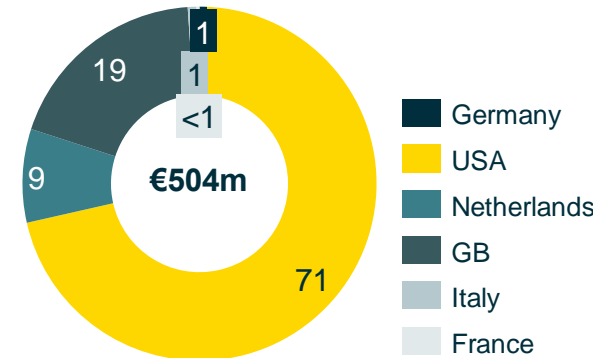


### Allocation by technology

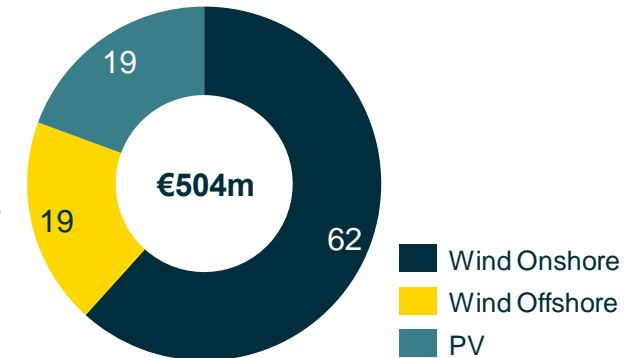


## Green Bond III: Overview of assigned assets<sup>1</sup> [in percent]

### Allocation by country

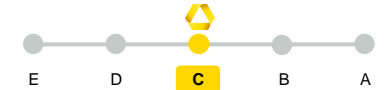


### Allocation by technology



1) Based on [allocation\\_reporting\\_as](#) of 09/2022  
August 2023

# ESG ratings prove that we are on the right track



## ESG Rating

- Double A rated in the upper part of the MSCI ESG rating scale
- Above industry average positions in terms of privacy & data security, human capital development and financing environmental impact



## ESG Risk Rating

- Commerzbank is at medium risk of experiencing material financial impacts from ESG factors (score of 21.1 / 100 with 0 being the best)
- Very well positioned above industry average on the 1<sup>st</sup> quantile



## ESG Corporate Rating

- Rated in the ISS ESG prime segment – top 10% of industry group
- Excellent ratings especially in the categories staff & suppliers, environmental management, corporate governance and business ethics



## ESG QualityScores

- Commerzbank assigned with low ESG risks by ISS ESG QualityScores
- Social QualityScore 1, Environmental QualityScore 2, Governance QualityScore 4



## Climate Change Rating

- Until 11 / 22: rated B (above-average in financial sector). Positioned as “Sector Leader Financials” in DACH region (ranked top 15% of financials in Germany, Austria and Switzerland)
- 12 / 22: rated C, global average (all industries)
- Supplier Engagement Rating: rated A-

# Appendix



## 2023 strategy KPIs

### German economy

45	<b>Commerzbank Group</b>
46	Russia net exposure
	Risk provisions
	Vulnerable sectors
	Residential mortgage business
	IAS 19: Pension obligations
	FX impact on CET1 ratio

## P&L tables

Commerzbank financials at a glance	53
Commerzbank Group	54

## Glossary

## Contacts & financial calendar

## Disclaimer

55
56
57

# 2023 strategy KPIs

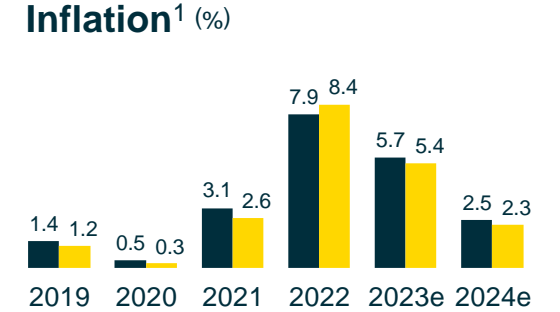
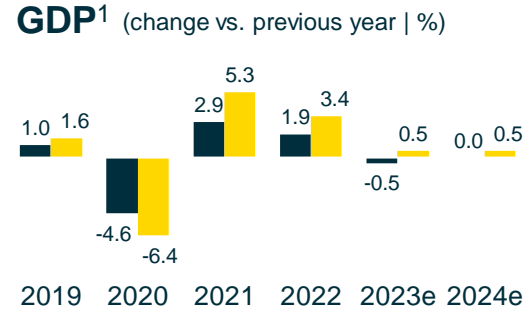
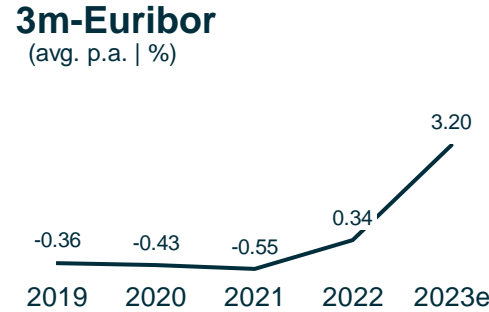
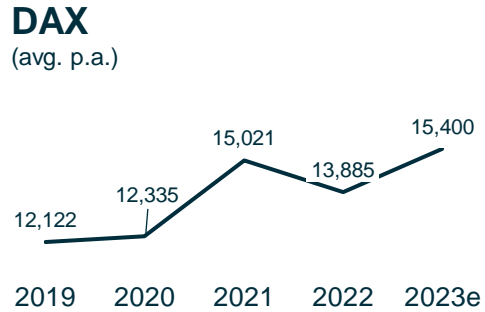


	KPI	YE 2020	YE 2021	YE 2022	H1 2023	Target 2023
PSBC	Domestic locations (#)	~800	~550	~450	~400	400
	Active digital banking users (%)	66	70	72	73	72
	Loan and securities volumes (GER   €bn)	290	340	313	332	345
CC	International locations exited (#)	-	6	10	11	13
	Digital banking users activated (%)	-	24	52	64	70
	Portfolio with RWA efficiency < 3% (%)	34	29	26	20	26
Operations & Head Office	IT capacity in nearshoring locations (%)	14	20	24	27,5	26
	Apps on cloud <sup>1</sup> (%)	32	41	61	Target reached YE 2022	
	Reduction of external staff (#)	Reduction starts 2023			To be reported on annual basis	400
Group	Contracted gross FTE reduction (#)	-	>6,000	8,850	9,400	10,000 <sup>2</sup>

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

2) Planned gross reduction as part of Strategy 2024

# German economy expected to stay weak



## Latest development

In the spring, the German economy stabilized, after having previously contracted slightly for two consecutive quarters and thus being in recession according to the usual definition.

The decisive factor in each case was probably private consumption, which fell sharply in the winter half-year and presumably did not fall further in the second quarter. This can probably be explained by the gradual decline in inflation, which had significantly depressed households' real disposable incomes before. Most recently, this pressure has eased in view of falling energy prices and slowing inflation.

Due to the weak economy, the number of unemployed has risen slightly in recent months. To be sure, this is partly due to the fact that more refugees from Ukraine are officially counted as unemployed. But even without this effect, the trend is upward. However, unemployment remains significantly lower than it has been for most of the past 40 years.

Since its high of just under 9% last fall, the inflation rate has fallen to 6.2% in July. Energy prices, for example, have recently not risen nearly as much as a year earlier; in some cases they have even fallen somewhat. The same applies to food prices. The core inflation rate - excluding energy and food - has also fallen recently, but at 5.5% in July it was still very clearly above the ECB's target of 2%.

## Outlook for 2023/2024

Falling leading indicators and clear downward trends in new orders for the industry and the construction sector argue against the stabilization in the second quarter to already mark the end of the recession.

The general economic conditions have deteriorated noticeably. The ECB and most other Western central banks have massively increased interest rates, which will slow the economy with the usual delay. Real GDP is therefore likely to contract again in the second half of the year. As a consequence, real GDP is also likely to decline slightly on average for the year.

The inflation rate is likely to fall further in the coming months to around 4% at the end of the year. This is because energy prices are likely to be lower than a year earlier, and food inflation is expected to continue to fall. Finally, price pressure from increased material costs is also easing. However, underlying inflation will remain well above the ECB's target of 2%, as the next wave of costs will hit companies as wages rise noticeably faster. Consequently, the ECB is unlikely to lower its key rate in the coming year. This is an important argument why we expect at best a very moderate recovery of the German economy in the coming year. On average for the year, it is likely to merely stagnate.

1) ■ Germany ■ Eurozone

# Russia net exposure reduced by 69% since 18 Feb 2022



## Russia exposure

Net exposure (€m)	2022					2023	
	18 Feb	29 Apr	15 Jul	30 Sep	31 Dec	31 Mar	30 Jun
Corporates	621	580	398	322	261	217	184
– thereof at Eurasija	392	374	182	98	61	46	37
Banks	528	78	75	61	46	44	15
Sovereign (at Eurasija)	127	137	182	161	87	66	57
Pre-export finance	590	396	362	369	350	318	320
<b>Total</b>	<b>1,866</b>	<b>1,191</b>	<b>1,017</b>	<b>913</b>	<b>744</b>	<b>645</b>	<b>576</b>

Group exposure net of ECA and cash held at Commerzbank reduced to €576m

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

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

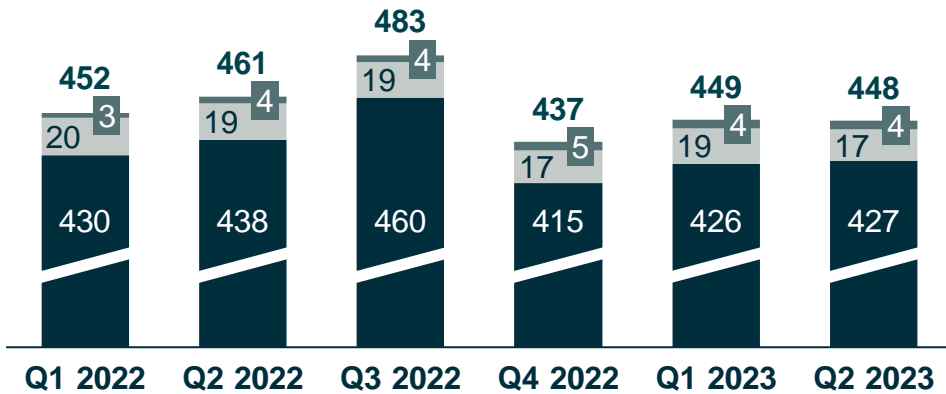


# Stable exposure with higher risk provisions



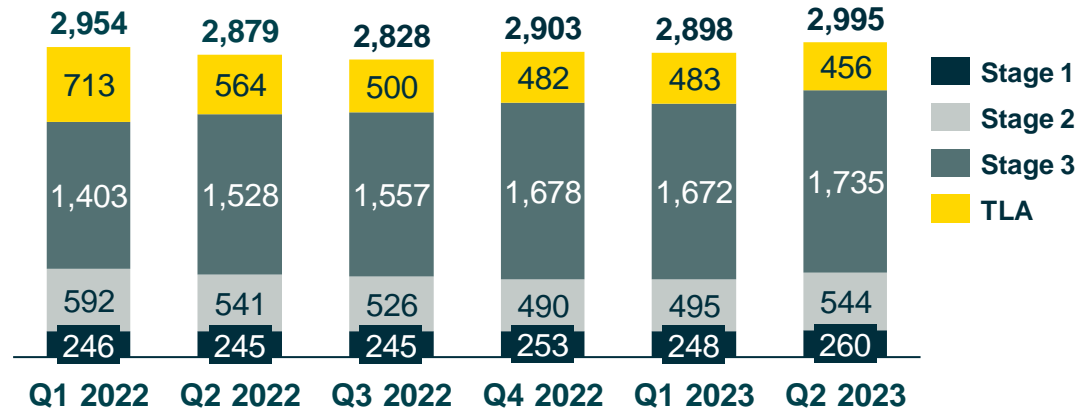
## Exposure<sup>1</sup>

(€bn | excluding mBank)



## Risk provisions

(€m | excluding mBank)



## Coverage<sup>2</sup>

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
Stage 3	50.3%	38.4%	34.9%	37.1%	38.8%	39.4%
Stage 2	3.0%	2.8%	2.8%	2.8%	2.8%	3.2%
Stage 1	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%

## Highlights Q2

Exposure broadly unchanged in all stages

Increase of provisions and coverage especially in stages 2 and 3

Overall level of TLA reduced to €456m

TLA increases the effective coverage of our credit portfolio mainly in stage 2

1) Exposure at Default relevant for IFRS 9 accounting (on- and off-balance exposures in the accounting categories AC and FVOCI), changes in stage distribution in previous quarters due to model adjustment

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

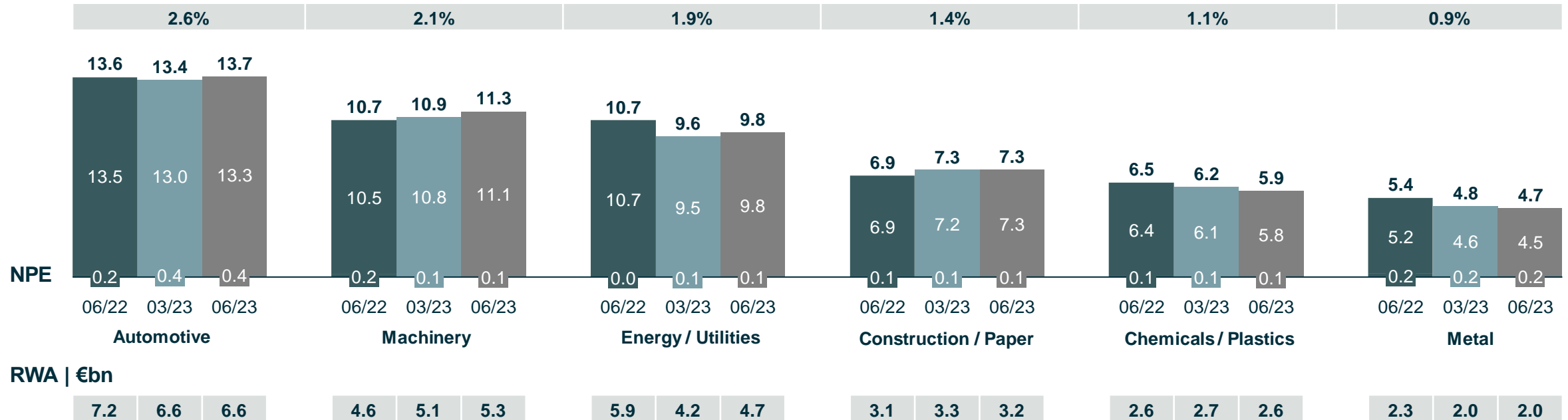
# Vulnerable sectors



## Corporates' sectors

(€bn | EaD)

### Share within Commerzbank's portfolio 06/2023

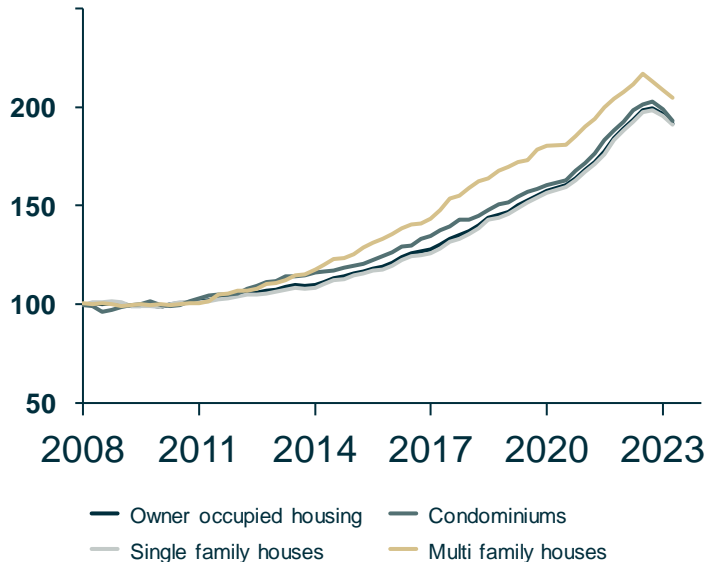


# Residential mortgage business and property prices



## German residential properties

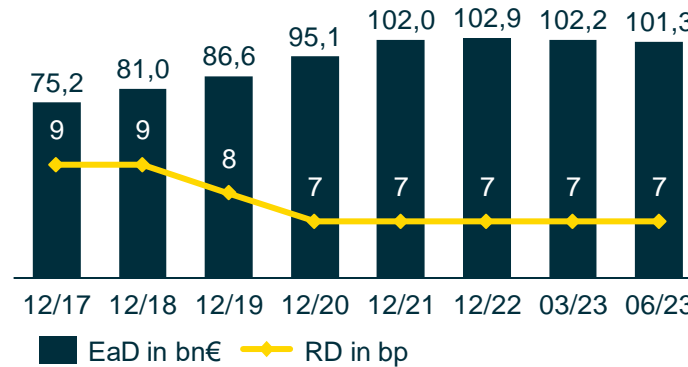
(index values)



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

## Overall mortgage portfolio

- In Q2 mortgage volume went slightly down – risk quality remained stable so far:



- Rating profile with a share of 92.7% in investment grade ratings; poor rating classes 4.x/5.x with 1.4% share only
- Vintages of recent years developed more favorably so far; NPE-ratio remains at a low level of less than 0.3% (coverage 88%)

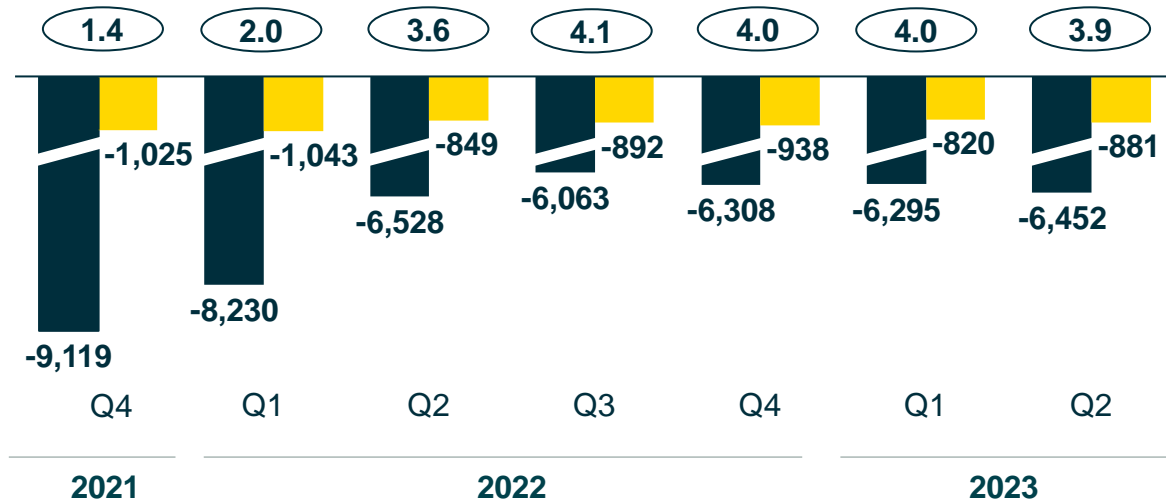
- New business in Q2 2023 with €2.1bn around 39% higher than in previous quarter but still on much lower level than in previous years
- PD in new business slightly deteriorated to 0.50%, repayment rates slightly down from 2.59% to 2.54%
- Portfolio guidelines and observations for PD, LtCV and repayment rates are continuously monitored
- Average “Beleihungsauslauf” (BLA) in new business of 81.1% in Q2 2023. German BLA is more conservative than the internationally used LtV definition due to the application of the strict German Pfandbrief law
- Increased costs of living are adequately taken into account in the application process

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

# IAS 19: Development of pension obligations



## Cumulated actuarial gains and losses (€m)



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

### Explanation

The EUR IAS19 discount rate went slightly down YtD at Q2 2023, due to both a lower IR component and CS component. The present-valued pension obligations (DBO) therefore increased slightly, which produced a modest valuation loss in OCI. The actual inflation adjustment of running pensions, being higher than the long-term inflation expectation used in the actuarial DBO calculation, induced an additional one-off valuation loss in OCI

As market yields similarly went down YtD at Q2 2023, the market value of pension assets modestly increased, producing a valuation gain in OCI which over-compensated the valuation loss from the DBO side

In total the liability loss and the higher asset gain led to a YtD OCI effect of +€57m (after tax) on Group level

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

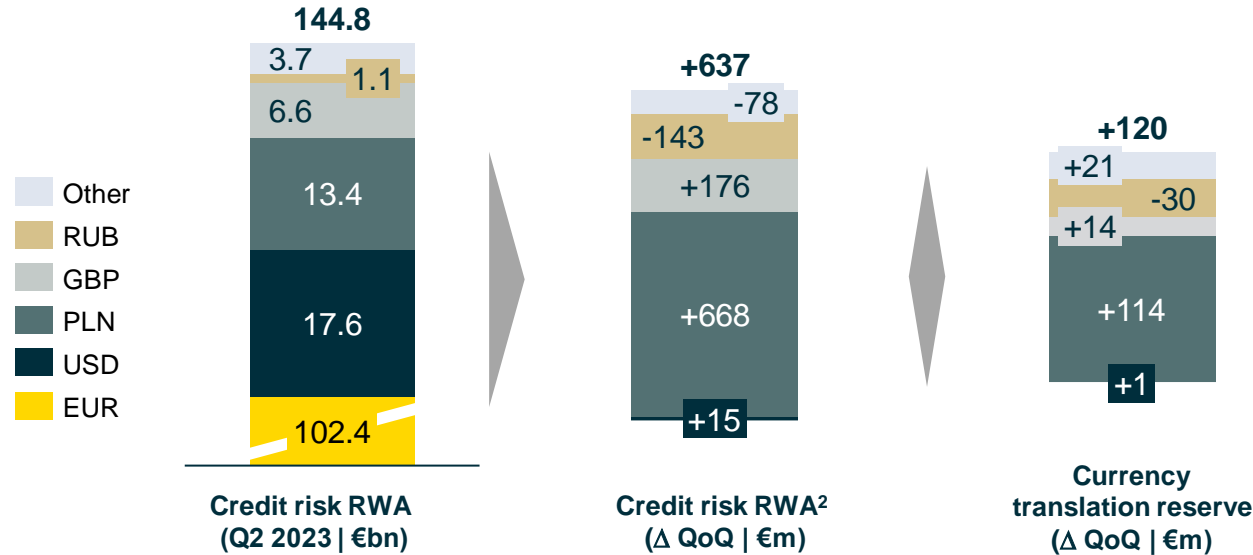
Funding ratio (plan assets vs. pension obligations) is 108% across all Group plans

1) OCI effect driven by development of plan assets versus pension obligations, after tax, without minorities; cumulated since 1/1/2013 (new IAS19 standard) including possible restatements  
 2) Discount rate for pension plans in Germany (represents 96% of total pension obligations)

# FX impact on CET1 ratio



## QoQ change in FX capital position



## Explanation

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

Increase in credit risk RWA from FX effects mainly due to stronger PLN (+€668m), GBP (+€176m) and USD (+€15m), partly offset by RUB (-€143m)

Higher currency translation reserve mainly due to increase from PLN (+€114m), GBP (+€14m) and USD (+€1m), slightly compensated by RUB (-€30m)

FX rates <sup>3</sup>	03/23	06/23
EUR / GBP	0.879	0.858
EUR / PLN	4.670	4.439
EUR / USD	1.088	1.087
EUR / RUB	84.815	97.685

1) Based on current CET1 ratio

2) Change in credit risk RWA solely based on FX not on possible volume effects since 03/23

3) FX rates of main currencies only

# Commerzbank financials at a glance



Group		Q2 2022	Q1 2023	Q2 2023	H1 2022	H1 2023
Total revenues	€m	2,420	2,668	2,629	5,213	5,297
Risk result	€m	-106	-68	-208	-570	-276
Personnel expenses	€m	825	899	869	1,684	1,767
Administrative expenses (excl. depreciation)	€m	393	381	409	767	790
Depreciation	€m	206	185	203	410	388
Compulsory contributions	€m	144	260	52	491	312
<b>Operating result</b>	<b>€m</b>	<b>746</b>	<b>875</b>	<b>888</b>	<b>1,289</b>	<b>1,764</b>
Net result	€m	470	580	565	768	1,145
Cost/income ratio (excl. compulsory contributions)	%	58.8	54.9	56.3	54.9	55.6
Cost/income ratio (incl. compulsory contributions)	%	64.8	64.6	58.3	64.3	61.5
Accrual for potential AT1 coupon distribution current year	€m	-50	-48	-48	-98	-97
Net RoE	%	6.5	8.0	7.6	5.2	7.8
Net RoTE	%	6.7	8.3	7.9	5.4	8.1
Total assets	€bn	529	497	502	529	502
Loans and advances (amortised cost)	€bn	273	269	271	273	271
RWA	€bn	175	172	174	175	174
CET1 ratio <sup>1</sup>	%	13.7	14.2	14.4	13.7	14.4
Total capital ratio (with transitional provisions) <sup>1</sup>	%	18.1	18.9	19.0	18.1	19.0
Leverage ratio <sup>1</sup>	%	4.6	4.8	4.9	4.6	4.9
Liquidity coverage ratio (LCR)	%	138.4	139.1	128.4	138.4	128.4
Net stable funding ratio (NSFR)	%	130.4	127.2	125.4	130.4	125.4
NPE ratio	%	0.9	1.1	1.1	0.9	1.1
Group CoR (year-to-date)	bps	24	5	10	24	10
Group CoR on Loans (CoRL) (year-to-date)	bps	42	10	21	42	21
Full-time equivalents excl. junior staff (end of period)		36,773	35,971	35,935	36,773	35,935

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

# Commerzbank Group



€m	Q1 2022	Q2 2022	H1 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	H1 2023
Total underlying revenues	2,737	2,309	5,046	2,066	2,401	9,513	2,655	2,621	5,276
Exceptional items	56	111	167	-181	-38	-52	13	9	21
<b>Total revenues</b>	<b>2,793</b>	<b>2,420</b>	<b>5,213</b>	<b>1,886</b>	<b>2,363</b>	<b>9,461</b>	<b>2,668</b>	<b>2,629</b>	<b>5,297</b>
o/w Net interest income	1,401	1,478	2,879	1,621	1,958	6,459	1,947	2,130	4,076
o/w Net commission income	970	894	1,864	849	806	3,519	915	841	1,756
o/w Net fair value result	353	69	422	172	-143	451	-72	-17	-90
o/w Other income	69	-22	47	-757	-258	-967	-122	-324	-446
o/w Dividend income	-	8	7	13	11	32	-	4	3
o/w Net income from hedge accounting	13	-55	-41	-39	-33	-113	-3	10	7
o/w Other financial result	26	-24	2	-284	-11	-292	3	15	18
o/w At equity result	-	4	4	5	4	13	1	3	3
o/w Other net income	30	45	75	-452	-229	-606	-123	-355	-477
Risk result	-464	-106	-570	-84	-222	-876	-68	-208	-276
Operating expenses	1,438	1,423	2,861	1,429	1,553	5,844	1,464	1,481	2,945
Compulsory contributions	347	144	491	91	59	642	260	52	312
<b>Operating result</b>	<b>544</b>	<b>746</b>	<b>1,289</b>	<b>282</b>	<b>528</b>	<b>2,099</b>	<b>875</b>	<b>888</b>	<b>1,764</b>
Restructuring expenses	15	25	39	14	40	94	4	4	8
<b>Pre-tax result Commerzbank Group</b>	<b>529</b>	<b>721</b>	<b>1,250</b>	<b>267</b>	<b>488</b>	<b>2,005</b>	<b>871</b>	<b>885</b>	<b>1,756</b>
Taxes on income	199	226	425	228	-41	612	279	338	617
Minority Interests	32	25	57	-155	57	-42	12	-19	-6
<b>Consolidated Result attributable to Commerzbank shareholders and investors in additional equity components</b>	<b>298</b>	<b>470</b>	<b>768</b>	<b>195</b>	<b>472</b>	<b>1,435</b>	<b>580</b>	<b>565</b>	<b>1,145</b>
Total Assets	519,322	528,903	528,903	535,645	477,428	477,428	497,357	501,603	501,603
Average capital employed	23,755	23,988	23,894	24,102	24,112	24,003	24,048	24,729	24,391
RWA credit risk (end of period)	144,783	146,222	146,222	144,789	140,473	140,473	142,866	144,802	144,802
RWA market risk (end of period)	10,432	8,934	8,934	9,784	7,060	7,060	7,588	8,326	8,326
RWA operational risk (end of period)	19,891	19,891	19,891	19,891	21,199	21,199	21,074	20,849	20,849
<b>RWA (end of period)</b>	<b>175,106</b>	<b>175,047</b>	<b>175,047</b>	<b>174,464</b>	<b>168,731</b>	<b>168,731</b>	<b>171,528</b>	<b>173,977</b>	<b>173,977</b>
Cost/income ratio (excl. compulsory contributions) (%)	51.5%	58.8%	54.9%	75.8%	65.7%	61.8%	54.9%	56.3%	55.6%
Cost/income ratio (incl. compulsory contributions) (%)	63.9%	64.8%	64.3%	80.6%	68.2%	68.6%	64.6%	58.3%	61.5%
Operating return on CET1 (RoCET) (%)	9.2%	12.4%	10.8%	4.7%	8.8%	8.7%	14.6%	14.4%	14.5%
Operating return on tangible equity (%)	7.6%	10.3%	8.9%	3.8%	7.2%	7.2%	11.8%	11.8%	11.8%
Return on equity of net result (%)	3.9%	6.5%	5.2%	2.2%	6.5%	4.7%	8.0%	7.6%	7.8%
Net return on tangible equity (%)	4.0%	6.7%	5.4%	2.2%	6.7%	4.9%	8.3%	7.9%	8.1%

# Glossary – Key ratios



Key Ratio	Abbreviation	Calculated for	Numerator	Denominator		
				Group	Private and Small Business Customers and Corporate Clients	Others & Consolidation
Cost/income ratio (excl. compulsory contributions) (%)	CIR (excl. compulsory contributions) (%)	Group as well as segments PSBC and CC	Operating expenses	Total revenues	Total revenues	n/a
Cost/income ratio (incl. compulsory contributions) (%)	CIR (incl. compulsory contributions) (%)	Group as well as segments PSBC and CC	Operating expenses and compulsory contributions	Total revenues	Total revenues	n/a
Operating return on CET1 (%)	Op. RoCET (%)	Group and segments (excl. O&C)	Operating profit	Average CET1 <sup>1</sup>	12.7% <sup>2</sup> of the average RWAs (YTD: PSBC Germany €32.3bn, mBank €21.3bn, CC €82.3bn)	n/a (note: O&C contains the reconciliation to Group CET1)
Operating return on tangible equity (%)	Op. RoTE (%)	Group and segments (excl. O&C)	Operating profit	Average IFRS capital after deduction of intangible assets <sup>1</sup>	12.7% <sup>2</sup> of the average RWAs plus average regulatory capital deductions (excluding intangible assets) (YTD: PSBC Germany €0.1bn, mBank €0.2bn, CC €0.9bn)	n/a (note: O&C contains the reconciliation to Group tangible equity)
Return on equity of net result (%)	Net RoE (%)	Group	Consolidated Result attributable to Commerzbank shareholders and investors in additional equity components after pay-out accrual (if applicable) and after deduction of potential (fully discretionary) AT1 coupon	Average IFRS capital without non-controlling interests and without additional equity components <sup>1</sup>	n/a	n/a
Net return on tangible equity (%)	Net RoTE (%)	Group	Consolidated Result attributable to Commerzbank shareholders and investors in additional equity components after pay-out accrual (if applicable) and after deduction of potential (fully discretionary) AT1 coupon	Average IFRS capital without non-controlling interests and without additional equity components after deduction of intangible assets (net of tax) <sup>1</sup>	n/a	n/a
Non-Performing Exposure ratio (%)	NPE ratio (%)	Group	Non-performing exposures	Total exposures according to EBA Risk Dashboard	n/a	n/a
Cost of Risk (bps)	CoR (bps)	Group	Risk Result	Exposure at Default	n/a	n/a
Cost of Risk on Loans (bps)	CoRL (bps)	Group	Risk Result	Loans and Advances [annual report note (25)]	n/a	n/a

Key Parameter	Calculated for	Calculation
Total underlying revenues	Group and segments	Total revenues excluding exceptional revenue items
Underlying Operating Performance	Group and segments	Operating result excluding exceptional revenue items and compulsory contributions

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

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



# For more information, please contact our IR team



## Christoph Wortig

Head of Investor Relations

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

## Ansgar Herkert

Head of IR Communications

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

## Investors and Financial Analysts

### Michael H. Klein

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

### Jutta Madjlessi

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

### Ute Sandner

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

## Rating Agency Relations

### Patricia Novak

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

mail: [ir@commerzbank.com](mailto:ir@commerzbank.com) / internet: [Commerzbank AG – Investor Relations](#)

## Financial calendar 2023 / 2024

8 November 2023

Q3 2023 results  
Strategy update

15 February 2024

Q4 2023 results

15 May 2024

Q1 2024 results

7 August 2024

Q2 2024 results

# Disclaimer



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

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

Copies of this document are available upon request or can be downloaded from [Fixed Income Presentations – Commerzbank AG](#)