

# Good progress in transformation – operating result of €570m in H1

Analyst conference - Q2 2021

Commerzbank, Manfred Knof, CEO, Bettina Orlopp, CFO, Frankfurt

# Manfred Knof CEO

# Good progress in transformation – operating result of €570m in H1



H1 €570m and Q2 €32m operating result

Q2 burdened by one-off items

**Sustained strong CET1** capital ratio of 13.4%

Good progress on strategy implementation

# Full year targets largely confirmed

# Key topics tackled and key decisions taken



**Key transformation milestones reached** 



- Management team complete with appointment of 300 L2 managers
- > 15 of 32 negotiations of detailed agreements with workers' representatives concluded
- > Voluntary redundancy program started with good response from employees

Federal Court of Justice ruling on fee changes managed



- > Pricing measures initiated in 2021 continue to be rolled out with adjustments in processes
- > Active consent to previous fees will be solicited from customers starting in Q3
- > Temporary future revenue impact will be compensated

Outsourcing project for securities settlement stopped



- > High technical implementation risks; continued in-house settlement profitable
- > Reduction of complexity and concentration on implementation of Strategy 2024
- > One-time write-off of €200m necessary

# **Good progress in transformation**



# **Customer-centric**

Maintained very high customer satisfaction with German corporate clients and with the private customers banking apps

# Sustainable

In H1 significant progress towards €300bn target for sustainable products to be reached latest by 2025



# **Digital**

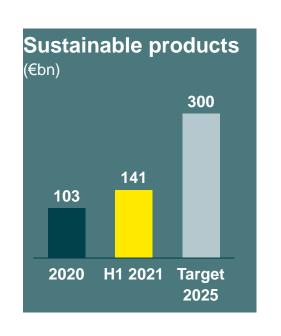
Developed 10 new client features in quarter – e.g. sale of securities savings plans with mobile app

# **Profitable**

Accelerated implementation of branch closures and setup of remote advisory centers

# Sustainable products already ~35% above FY 2020 level







# **Advisory products**

(no balance sheet impact, €bn)



### Loan products

(with balance sheet impact, €bn)





H1 2021 Target 2025

- Accompanied ESG bond transactions (e.g. Green and Social Bonds)
- Sustainable investment solutions for Corporate Clients
- Renewable energy loan portfolio
- Accompanied sustainability linked loans
- KfW sustainability linked programs

We support our Corporate Clients in their transformation process towards a sustainable economy

### **PSBC**



H1 2021 Target 2025

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

- Green mortgages
- Instalment loans
- KfW programs

We offer our PSBC clients suitable products according to society's increasing sustainability awareness

# Transformation progress visible in operational KPIs





Percentage of portfolio with RWA efficiency <3% improved from 33% to 31%

CC

In Q2 reduction of ~€2.2bn RWA and 65 client groups in low efficiency portfolio



### **PSBC**

Accelerated closure of ~240 branches in 2021 & establishment of 3 remote advisory centres in 2021

Strong development in loan & securities volumes – already above 2021 target

Successful churn-management – customer & revenue-churn below expectation



# **Operations & Head Office**

~3.400 FTE from planned ~10.000 FTE reduction already off payroll or contracted

Steady increase of nearshore capacities & utilization – center in Sofia live

KPIs for Strategy implementation agenda 2021 well on track

# Bettina Orlopp CFO

# Good underlying result burdened by one offs



Q2 operating result of €32m burdened by one offs

Net result of -€527m reflecting €511m restructuring charge

Good revenues from underlying customer businesses

Flat underlying NII QoQ as expected

Strong increase in underlying NCI by 7% YoY

Underlying costs of €1,543m in line with target

€200m one-time writeoff for a stopped outsourcing project leads to total costs of €1,743m Low risk result of €87m underpinned by high asset quality

€495m TLA untouched

NPE ratio improved to 0.8%

Strong CET1 ratio at 13.4%

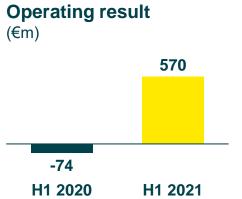
Buffer to MDA further improved to ~400bp following AT1 issuance

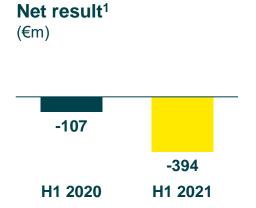
Underlying business and ratios developing in line with strategy

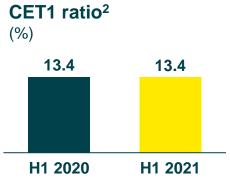
# Strong operating result and CET1 ratio









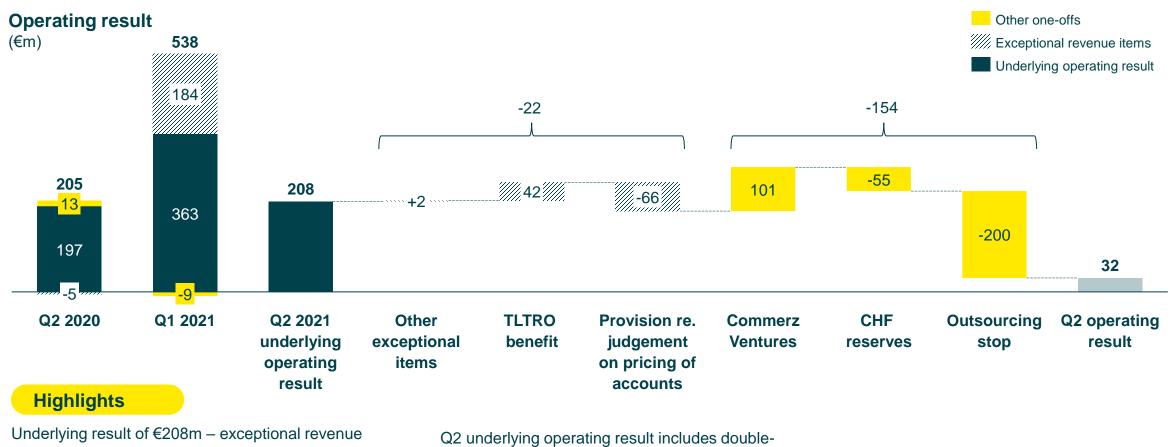


<sup>1)</sup> Consolidated result attributable to Commerzbank shareholders and investors in additional equity components

<sup>2)</sup> Capital reduced by potential (fully discretionary) AT1 coupons

# Good performance excluding one-off items





Underlying result of €208m – exceptional revenue items and other one-offs reduce operating result by €176m to €32m

Q2 underlying operating result includes doubledigit million provision for stop of outsourcing project

# **Exceptional revenue items**

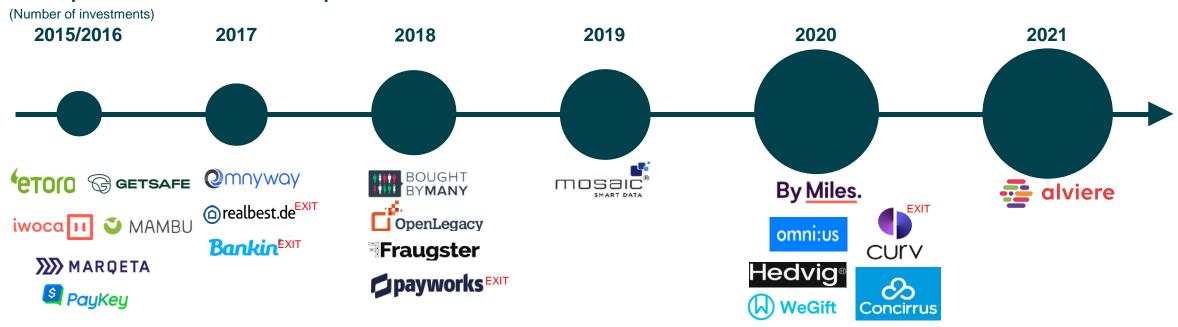


2020 (	(€m)	F	Revenues	<b>2021</b> (	<b>€</b> m)	R	evenues
Q1	Hedging & valuation adjustments PPA Consumer Finance (PSBC)	-160 -13	-173	Q1	Hedging & valuation adjustments PPA Consumer Finance (PSBC) TLTRO benefit (O&C)	67 -9 126	184
Q2	Hedging & valuation adjustments PPA Consumer Finance (PSBC) Fine UK Financial Conduct Auth. (CC)	49 -12 -41	-5	Q2	Hedging & valuation adjustments PPA Consumer Finance (PSBC) TLTRO benefit (O&C) Prov. re judgement on pricing of acc. (PSBC)	10 -8 42 -66	-22
Q3	Hedging & valuation adjustments PPA Consumer Finance (PSBC)	-51 -11	-63				
Q4	Hedging & valuation adjustments PPA Consumer Finance (PSBC)	-9 -10	-19				
FY			-260	H1			162

# CommerzVentures continues good track record



### **Development of CommerzVentures portfolio**



### **Highlights**

CommerzVentures (CV) acts as an early-/growth-stage investor in the financial services and insurance sectors

First CV fund with up to €100m investment volume started in 2016; second CV fund founded in 2019 with up to €150m

€101m contribution to revenues (net fair value) from Marqeta and Bought By Many in Q2 2021

3rd CommerzVentures fund is currently in planning phase

# Restructuring charges almost completely booked



### **Restructuring charges**



### **Highlights**

Remaining charges (mainly occupancy related, as well as FTE reduction outside Germany) will be booked when formal requirements are met

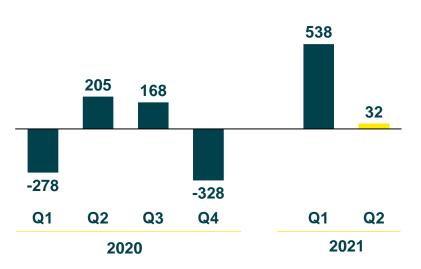
Expected booking of ~€130m in H2 2021 and ~€40m in 2022

# Q2 with strong NCI and risk result – burden from one-offs 4



# **Group operating result**

(€m)



### **Highlights Q2**

YoY decrease in operating result driven by stop of outsourcing project

Net result reflects €511m restructuring charges

### **Group P&L**

in €m	Q2 2020	Q1 2021	Q2 2021	H1 2020	H1 2021
Revenues	2,273	2,492	1,862	4,125	4,353
Exceptional items	-5	184	-22	-178	162
Revenues excl. exceptional items	2,278	2,308	1,884	4,303	4,192
o/wNet interest income	1,294	1,137	1,139	2,616	2,276
o/wNet commission income	792	951	852	1,670	1,803
o/wNet fair value result	173	293	115	29	408
o/w Other income	19	-73	-222	-12	-296
Risk result	-469	-149	-87	-795	-235
Operating expenses	1,526	1,469	1,704	3,030	3,173
Compulsory contributions	73	336	39	374	375
Operating result	205	538	32	-74	570
Restructuring expenses	-	465	511	-	976
Pre-tax profit discontinued operations	6	-	-	50	-
Pre-tax profit Commerzbank Group	211	73	-478	-24	-406
Taxes on income	14	-83	40	62	-43
Minority interests	13	23	8	21	31
Net result	183	133	-527	-107	-394
CIR (excl. compulsory contributions) (%)	67.1	59.0	91.5	73.5	72.9
CIR (incl. compulsory contributions) (%)	70.4	72.5	93.6	82.5	81.5
Net RoTE (%)	2.6	1.5	-9.3	-1.1	-3.9
Operating RoCET (%)	3.3	9.1	0.5	-0.6	4.8

Revenues from customer business on track QoQ stable underlying NII YoY strong increase in underlying NCI (+7%) NFV reflects partial reversals of positive Q1 valuation effects

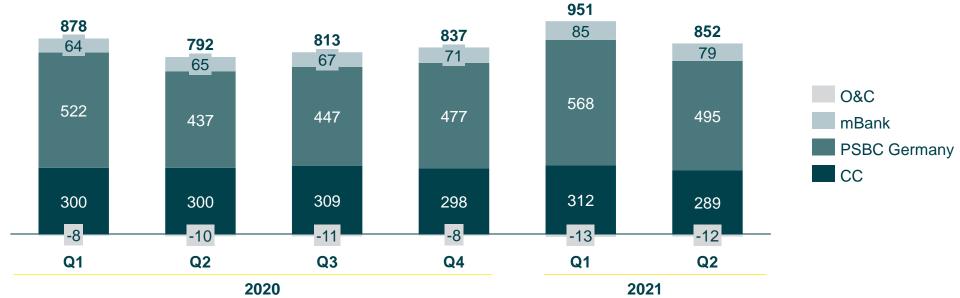
One-offs burden operating expenses and other income

# NCI driven by strong securities business in PSBC



### Underlying net commission income





### **Highlights Q2**

NCI in PSBC (+14% YoY) reflects strong securities business continuing to benefit from increased securities volume in custody

Good trading volume but below exceptional Q1

Negative interest rate environment and increased charging of deposit fees have increased Germans' propensity to invest in securities

Commission income in CC slightly lower due to slower bond and syndication businesses

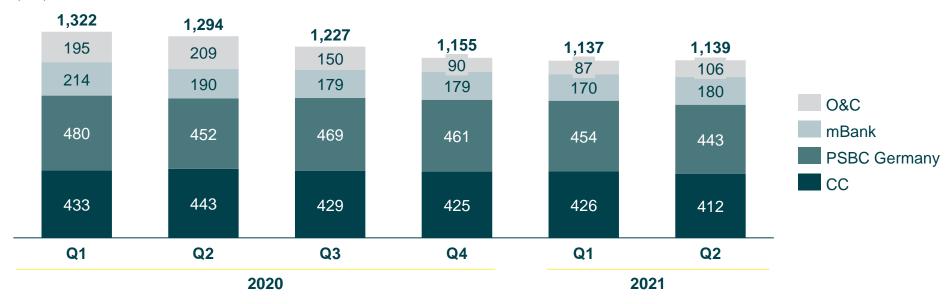
Payments business still affected by Corona pandemic

# Stable underlying net interest income in Q2



### Underlying net interest income

(€m)



## **Highlights Q2**

In PSBC increased NII in mBank compensates ongoing drag from deposits in Germany QoQ

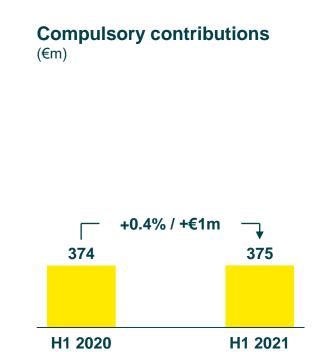
NII in CC reflecting lower volumes in line with strategy while margins remained stable

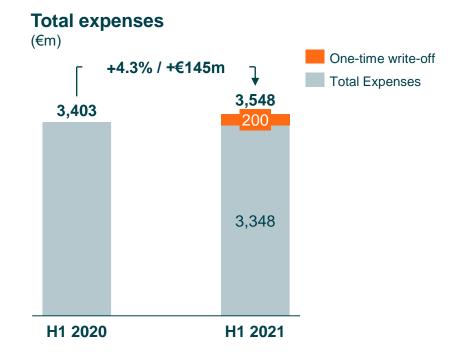
TLTRO benefits (€126m in Q1, €42m in Q2) reported as exceptional revenue items

# Operating expenses excluding one-off on track









### **Highlights**

Personnel expenses benefit from a ~1,050 net FTE reduction YoY to 38,671; partly offset by wage adjustments

Decrease in administrative expenses for advertising, regular depreciation and travel In H1 ~€270m investment spending on digitalisation, IT infrastructure and regulatory topics

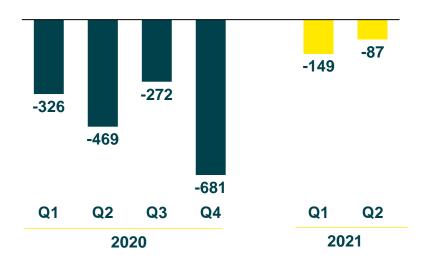
Q2 burdened by one-time write-off

# Resilient Ioan portfolio



### Risk result

(€m)



### Risk result divisional split

Q2 2020	Q1 2021	Q2 2021	H1 2020	H1 2021
-152	-64	-62	-313	-126
-290	-52	13	-455	-39
-27	-32	-37	-27	-70
-469	-149	-87	-795	-235
	-152 -290 -27	-152 -64 -290 -52 -27 -32	-152     -64     -62       -290     -52     13       -27     -32     -37	-152     -64     -62     -313       -290     -52     13     -455       -27     -32     -37     -27

NPE in €bn					
Private and Small Business Customers	2.0	2.0	2.0	2.0	2.0
Corporate Clients	2.2	2.3	2.2	2.2	2.2
Others & Consolidation	0.2	0.2	0.2	0.2	0.2
Group	4.5	4.6	4.5	4.5	4.5
Group NPE ratio (in %)	0.8	0.9	0.8	0.8	0.8
Group CoR (bps)	32	12	10	32	10
Group CoR on Loans (CoRL) (bps)	58	22	18	58	18

# **Highlights Q2**

Risk result on a low level – one large single case in O&C

€495m TLA unchanged – close monitoring of further Corona development

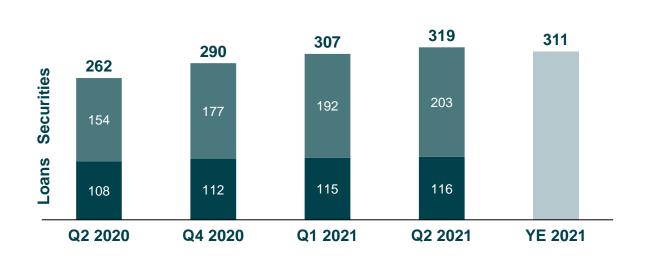
Low number of defaults – NPE ratio improved to 0.8%

# PSBC: continued growth & expansion of deposit pricing



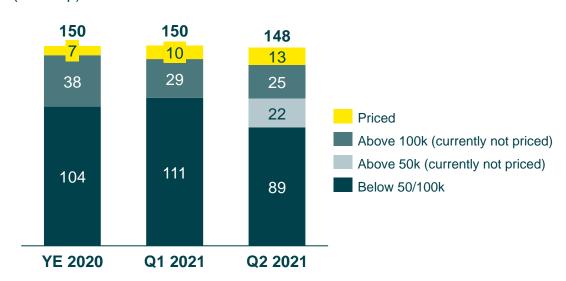
# Loan and securities volumes (Germany)

(€bn eop)



### **Deposits (Germany)**

(€bn eop)



### **Highlights Q2**

€11bn increase in securities volume includes €3bn net new money

German mortgage business up 7% YoY to €89.4bn Consumer finance book stable at €3.9bn In August allowance for deposit pricing will be reduced from €100k to €50k for new customers – existing customers are systematically addressed on an individual basis

# Good underlying revenues in PSBC



# Operating result





145

264

193

### Segmental P&L PSBC

in €m	Q2 2020	Q1 2021	Q2 2021	H1 2020	H1 2021
Revenues	1,183	1,329	1,129	2,492	2,458
Exceptional items	-8	-9	-71	-28	-80
Revenues excl. exceptional items	1,190	1,338	1,200	2,520	2,538
o/w Private Customers	681	769	693	1,430	1,463
o/w Small Business Customers	198	206	203	409	409
o/w mBank	273	309	254	578	563
o/w Commerz Real	39	53	50	103	103
Risk result	-152	-64	-62	-313	-126
Operating expenses	859	851	866	1,723	1,717
Compulsory contributions	64	163	63	201	227
Operating result	108	250	138	254	388
RWA (end of period in €bn)	47.2	50.8	53.2	47.2	53.2
CIR (excl. compulsory contributions) (%)	72.6	64.1	76.7	69.2	69.9
CIR (incl. compulsory contributions) (%)	78.0	76.4	82.3	77.2	79.1
Operating return on equity (%)	7.6	17.1	8.9	9.0	12.9
Provisions re the CHF loans of mBank	-42	-14	-55	-45	-69
Operating result ex provisions re CHF loans	150	264	193	299	457

### **Highlights Q2**

150

YoY stable underlying revenues with strong securities business and loan growth compensating lower contribution from deposits

YoY improvement in operating result driven by risk result

Net reduction of customer base by 100k – customer and revenue churn below expectation

mBank YoY on same level despite low Polish interest rates when excluding burden from CHF loans (addition of €55m in Q2 2021 vs. €42m in Q2 2020)

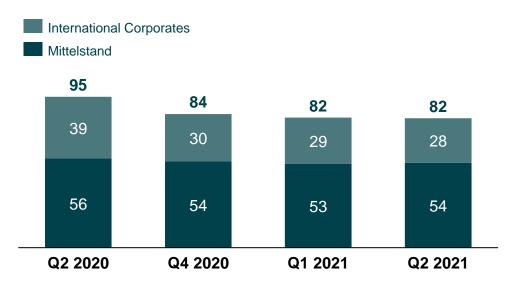
149

# CC: further increase in priced deposits



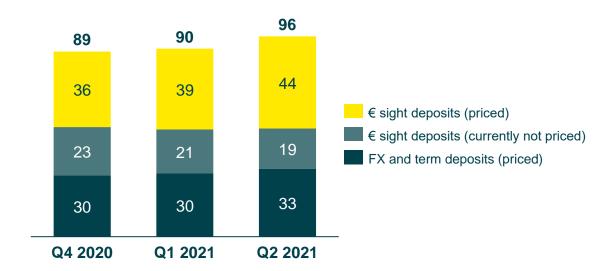
### **Loan volume Corporates**

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



# **Deposits**

(quart. avg. €bn)



### **Highlights Q2**

Quarterly average loan volume in International Corporates reduced by active profitability management

Increase in deposits driven by high liquidity and less investment activity – increase in deposits fully subject to pricing

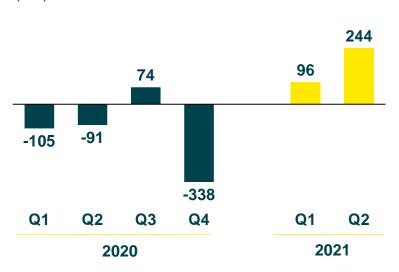
Average RWA efficiency of corporates portfolio improved from 4.7% to 5.0%

# Positive CC result benefits from good risk result



# **Operating result**

(€m)



### Segmental P&L CC

in €m	Q2 2020	Q1 2021	Q2 2021	H1 2020	H1 2021
Revenues	781	826	769	1,524	1,596
Exceptional items	-12	17	11	-92	28
Revenues excl. exceptional items	<b>793</b>	810	<i>7</i> 58	1,616	1,568
o/w Mittelstand	418	442	431	874	873
o/w International Corporates	267	227	187	475	413
o/w Institutionals	140	135	115	284	249
o/w others	-33	6	25	-16	32
Risk result	-290	-52	13	-455	-39
Operating expenses	575	564	557	1,158	1,121
Compulsory contributions	7	114	-19	106	95
Operating result	-91	96	244	-196	340
RWA (end of period in €bn)	97.7	84.3	83.1	97.7	83.1
CIR (excl. compulsory contributions) (%)	73.6	68.3	72.4	76.0	70.3
CIR (incl. compulsory contributions) (%)	74.5	82.1	69.9	83.0	76.2
Operating return on equity (%)	-3.1	3.7	9.9	-3.4	6.7

### **Highlights Q2**

Underlying revenues lower YoY driven by international business in line with strategy

Mittelstand with stable revenue contribution across all products

International Corporates and Institutionals reflect less capital markets business and lower volumes

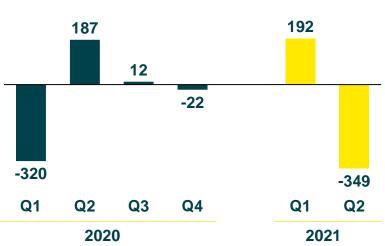
Sound risk profile and active portfolio management Credit RWA reduced due to lower volumes partly offset by regulatory model adjustments

# **O&C** result driven by exceptional items



### **Operating result**

(€m)



### Segmental P&L O&C

in €m	Q2 2020	Q1 2021	Q2 2021	H1 2020	H1 2021
Revenues	309	337	-37	109	300
Exceptional items	14	176	38	-58	214
Revenues excl. exceptional items	295	161	-74	167	86
o/wNet interest income	209	87	106	404	192
o/wNet commission income	-10	-13	-12	-18	-25
o/wNet fair value result	71	147	-13	-159	134
o/w Other income	24	-60	-155	-61	-215
Risk result	-27	-32	-37	-27	-70
Operating expenses	93	54	281	148	335
Compulsory contribution	2	59	-6	67	53
Operating result	187	192	-349	-132	-158
RWA (end of period in €bn)	42.1	43.4	41.3	42.1	41.3

### **Highlights Q2**

Operating result driven by stop of outsourcing project

€42m TLTRO benefit reported as exceptional item

Valuation gains of Commerz Ventures support NFV – discount taken to market price due to lock-in rules

Gains offset by valuation effects from changes in basis spreads in less favorable market environment

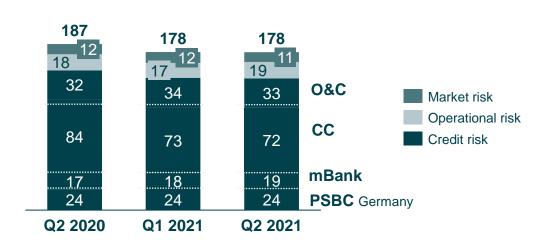
Operating expenses reflect one-time write-off due to stop of outsourcing project

Other income reflects provisions including stop of outsourcing project and potential tax claims

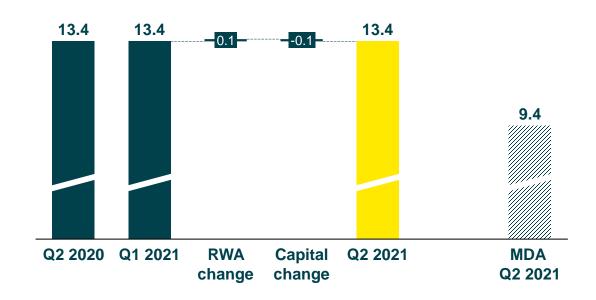
# CET1 ratio of 13.4% and buffer to MDA of ~400bp



# RWA development by risk types (€bn eop)



# Transition of CET1 ratio (%)



### **Highlights Q2**

Credit RWA €1bn lower driven by reduced volumes with corporate clients – partially offset by increases at mBank, CRR 2 implementation and regulatory model adjustments

Increase in operational risk RWA due to changes in external loss database

Slight decrease in capital due to Q2 loss, partly offset by lower capital deductions and actuarial gains

Improved MDA – decrease of ~20bp due to AT1 issuance in Q2

# **Objectives and expectations for 2021**



25

Given the strong H1 results, revenues should slightly exceed previous year

With further progressing transformation we target operational costs of around €6.5bn – additional €200m one-time write-off

While uncertainty of the further development of the pandemic remains, based on current observations a risk result < €1bn is expected

We expect a positive operating result

Based on H1 result a CET1 ratio ~13% is likely

2021 with measurable results from transformation

Note: Expectations are based on the assumption that there is no fundamental change affecting the CHF loan portfolio at mBank



# **Appendix**



2021 Strategy KPI	28	Commerzbank Group		P&L tables	
German economy	29	Commerzbank financials at a glance	38	Commerzbank Group	49
German economy	29	Key figures Commerzbank share	39	Private and Small Business Customers	50
Corona and risk related informat	ion	Loan and deposit volumes	40	mBank	51
KfW loan demand	30	Scenario: NII sensitivity	41	Corporate Clients	52
Commerzbank's risk provisions		Funding & rating		Others & Consolidation	53
related to stages	31			Exceptional revenue items by segment	54
Retail, Travel related industries and		Commerzbank's MREL requirements	42	,	
Automotive & mechanical engineering	32-34	Distance to MDA	43	Glossary	55
Residential mortgage business	35	Capital markets funding	44	•	00
		Rating overview	45	Contacts & Financial calendar	56
				Disclaimer	57
Corporate responsibility		Capital management			
Renewable energy portfolio	36	IAS 19: Pension obligations	46		
ESG ratings	37	FX impact on CET1 ratio	47		
		Group equity composition	48		

# **2021 Strategy KPI**



	KPI	YE 2020	Q1 2021	H1 2021	Target 2021
	Domestic locations (#)	~800 (thereof ~600 open to customers)	~800 (thereof ~600 open to customers)	~800 (thereof ~600 open to customers)	600
PSBC	Active digital banking users (%)	66	68	68	67
	Loan and securities volumes (GER) (€bn)	290	307	319	310
	Net FTE reduction vs. YE 2020 (#)	-	257	414	1,100
	International locations exited (#)	-	in preparation	in preparation	3
	Digital banking users activated (%)	-	launch in preparation	launch in preparation	10
CC	Portfolio with RWA efficiency < 3% (%)	34	33	31	32
	Net FTE reduction vs. YE 2020 (#)	-	105	145	300
	IT capacity in nearshoring locations (%)	14	15	17	20
Operations &	Apps on cloud (%)	32	33	34	50
Head Office	Reduction of external staff (#)		Reduction starts in	n 2022	
	Net FTE reduction vs. YE 2020 (#)	-	276	232	100

# German economy 2021 – Recovery has started





-4.6

2018 2019

-7.3

2020 2021e 2022e

### **Current development**

Following the easing of many Corona restrictions, a strong economic recovery has begun in Germany. In Q2 real GDP increased 1.5% compared to Q1, and we expect an even higher growth rate for Q3.

Economic activity is increasing especially in the service sectors, where business was previously very limited or not possible at all due to Corona restrictions. In contrast, despite strong demand, production in the manufacturing sector has actually fallen since the beginning of the year. This is not due to the infections that have risen in the meantime, but to increasing supply bottlenecks for intermediate products, which will probably not be resolved for some time.

The situation on the labor market has improved until recently, with many companies hiring more workers again. However, despite a decline in recent months, the number of unemployed is still a good 300 thousand higher than before the crisis. In addition, about 1.5 million people are probably still on short-time work.

### **Our expectation for 2021**

The upswing triggered by the easing of the Corona restrictions is likely to continue over the rest of the year and into the coming year:

- The situation in the sectors particularly affected by the restrictions should increasingly normalize. The main impetus will come from stronger demand from private households, which have saved considerably more since the beginning of the pandemic than in normal times probably mostly involuntarily.
- Monetary and fiscal policy remain expansionary for the time being and should give the economy an additional boost.

Consequently, the German economy is likely to grow by 3.3%. Next year the growth rate will probably be even higher.

An important risk factor for this forecast remains the further course of the pandemic. Infection figures have increased already, and by autumn at the latest, they might reach alarming levels again. Even without another comprehensive lockdown, this would weigh on the economy at least temporarily.

In addition, demand from China could weaken in view of a tighter monetary policy and thus slow down manufacturing activity worldwide.

Germany

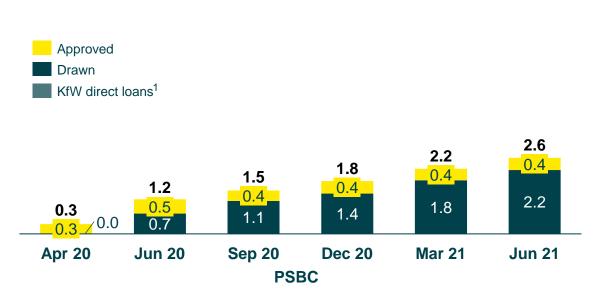
Eurozone

# Continued moderate demand for KfW loans by customers



### **Government guaranteed loans**

(€bn Germany)





### **Highlights Q2**

In Q2 continued moderate drawings of customers for KfW loans

Large part of initial requests in CC still not drawn and not expected to be drawn

New KfW loans can currently be requested by customers until 31 Dec. 2021

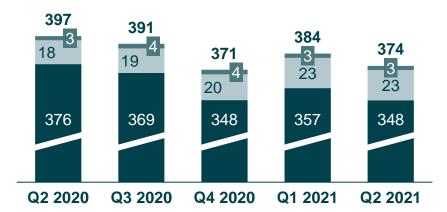
<sup>1)</sup> CBK share of KfW direct syndicated loans without CBK risk

# Risk coverage nearly stable in all stages



### Exposure<sup>1</sup>

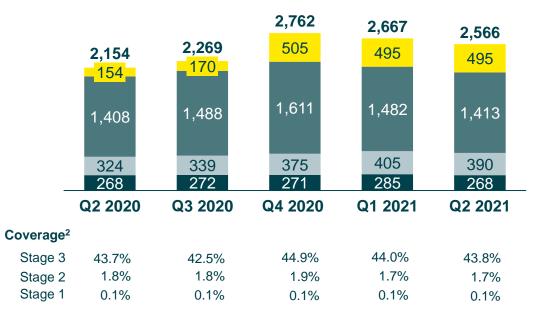
(€bn, excluding mBank)





### **Risk provisions**

(€m, excluding mBank)



### **Highlights Q2**

Decrease of exposure and stage 3 risk provisions in Q2 2021

Risk provisions in stage 1 and 2 slightly decreased in Q2 2021

Top level adjustment (TLA) after review unchanged compared to Q1 2021

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

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

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

# **Retail industry**

Share of 1.4% of overall portfolio

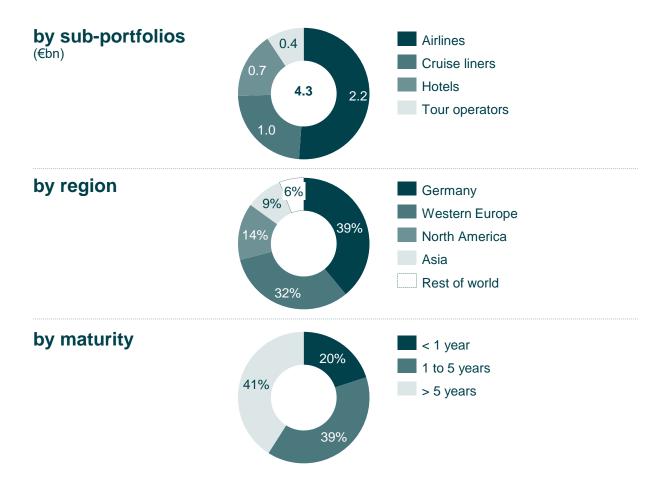


- Overall stable sector due to high proportion of food retailing and drugstores (food retailing with 10-15% non food revenues). Top 10 borrower units represent 59% of sector EaD
- Retail industry: fierce predatory competition in all segments by price and investments in shop modernisation. Online is gaining market share at the expense of the stationary retailers
- In crisis: food retailing winner due to stay-at-home effect and lockdown of competitors in non food. Fashion: most severely affected. The failure of the Christmas, winter and Easter business hits this sub-segment hard. Home improvement/DIY/Consumer electronics/Sports benefit from "cocooning impact", shift in consumer preferences and working from home
- Promising restart in all segments after German lockdown
- Liquidity exceeds most forecasts
- Our consistent strategy of customer selection and support of sustainable business models over the past years pays off during the current crisis

# Travel related industries



Share of only 0.9% of overall portfolio



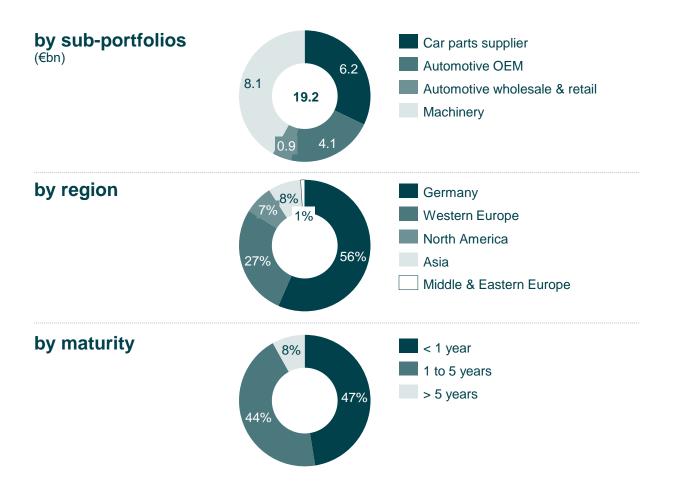
- Airlines: Portfolio consists of €1.8bn secured aircraft financing and €0.4bn corporate exposure. Corona has hit the airline industry in an unprecedented extent. The crisis has a sustainable impact, but the general global trend for travel and mobility should be intact once the situation has improved. Full recovery is uncertain, but currently expected to take until 2024
- Cruise liners (€0.9bn): Financing mostly ECA covered. ECA have provided loan deferral options to protect liquidity. Currently we see softly starting business. Achievement of pre-Corona level will take time. A possible new lockdown in autumn has the potential to badly damage this sector
- Hotels: Currently we see re-opening of hotels. Achievement of pre-Corona level is furthermore uncertain. Especially a possible new lockdown in autumn has the potential to badly damage this sector
- Tour operators (€0.4bn): Mix of state support and use of KfW programs. Currently we see softly starting business. Achievement of pre-Corona level will take time. A possible new lockdown in autumn has the potential to badly damage this sector

# **Automotive & mechanical engineering**



34

Share of 4.0% of overall portfolio



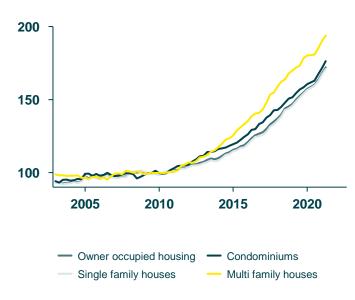
- Automotive: Dominating sub-sectors in portfolio are car parts suppliers (56% EAD) and OEM (37% EAD). Major share of complete automotive EaD rated investment grade (>85%)
- Market environment recovered from Q3/2020 onwards.
   However, shortage of semiconductors and other materials (e.g. plastics) are having a negative impact on the overall sector and threaten recovery
- Transformation risk, risk of (forced) production shutdown due to Corona and other external effects remain. Recovery of demand to pre-crisis level not expected before 2023
- Mechanical engineering: Overall stable sector due to highly diversified portfolio with different impact of Corona induced crisis on portfolio subgroups. Biggest subgroup machine tools representing less than 10% of all client groups and top 10 clients approx. 20% of EaD
- Difficult market even before Corona in subsectors with high exposure to automotive sector but for sector as a whole no severe impact expected due to well-filled order books, improving order income in recent months and sufficient liquidity
- Market environment recovered from Q4/2020 onwards.
   However, shortage of raw materials are having a negative impact on the overall sector and threaten recovery

# 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

- Growing mortgage volume with unchanged risk quality:
  - 12/16: EaD €66.8bn RD 10bp
  - 12/17: EaD €75.2bn RD 9bp
  - 12/18: EaD €81.0bn RD 9bp
  - 12/19: EaD €86.6bn RD 8bp
  - 12/20: EaD €95.1bn RD 7bp
  - 03/21: EaD €98.4bn RD 7bp
  - 06/21: EaD €99.1bn RD 7bp
- Rating profile with a share of 92% in investment grade ratings
- Vintages of recent years developed more favorably so far and NPEs remain at a low level

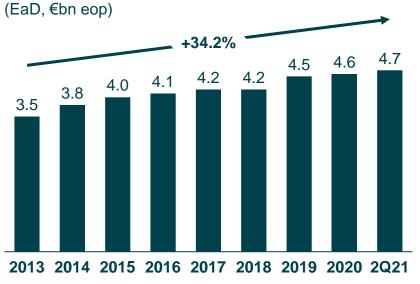
- Due to risk-oriented selection very low RD
- As a consequence of low interest rates, repayment rates remain on a very high level
- Average "Beleihungsauslauf" (BLA) in new business of 81% in Q2 2021.
   German BLA is more conservative than the internationally used LtV definition due to the application of the strict German Pfandbrief law

Risk parameters unchanged, impact of pandemic so far negligible

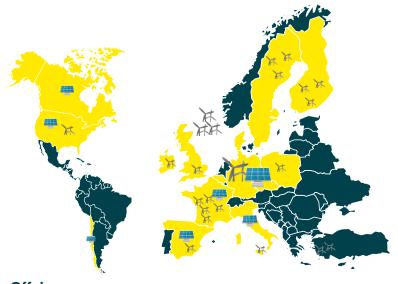
### Development of renewable energy portfolio







# Global footprint of Renewable Energy financing



#### Offshore:

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

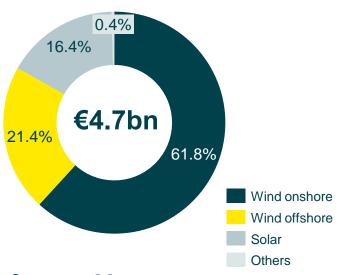
#### **International RE project finance:**

amongst others UK, France, Spain, US, Italy and Chile

#### **Core market Germany:**

approx. 55% of portfolio in Germany

## Renewable Energy portfolio





**56%** invested in Germany



**44%** invested globally

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

## **Above-average ESG ratings**















#### **ESG** Rating

- Double A rated in the upper part of the MSCI ESG rating scale
- Above-average positions in terms of private & data security, financial product safety, human capital and financing environmental impact



#### **ESG Risk Rating**

- Commerzbank is at medium risk of experiencing material financial impacts from ESG factors (score of 23.3 / 100 with 0 being the best)
- Very well positioned above industry average on the 15th percentile



#### **ESG Corporate Rating**

- Rated in the ISS ESG
   Prime Segment top
   10% of industry group
- Excellent ratings
   especially in the
   categories
   environmental
   management,
   corporate governance
   and business ethics





#### **ESG QualityScores**

- Commerzbank
   assigned with low
   ESG risks by ISS ESG
   QualityScores
- Environment and Social QualityScore 1, Governance QualityScore 3







#### **Climate Change Rating**

- Commerzbank's rating is above-average of the financial sector (C)
- Positioned as "Sector Leader Financials" in DACH region (ranked top 15% of financials in Germany, Austria and Switzerland)

## Commerzbank financials at a glance



Group		Q2 2020	Q1 2021	Q2 2021	H1 2020	H1 2021
Total revenues	€m	2,273	2,492	1,862	4,125	4,353
Risk result	€m	-469	-149	-87	-795	-235
Personnel expenses	€m	869	855	862	1,720	1,716
Administrative expenses (excl. depreciation)	€m	417	392	422	837	814
Depreciation	€m	240	222	421	473	643
Compulsory contributions	€m	73	336	39	374	375
Operating result	€m	205	538	32	-74	570
Net result	€m	183	133	-527	-107	-394
Cost/income ratio (excl. compulsory contributions)	%	67.1	59.0	91.5	73.5	72.9
Cost/income ratio (incl. compulsory contributions)	%	70.4	72.5	93.6	82.5	81.5
Net RoE	%	2.3	1.5	-8.9	-1.0	-3.8
Net RoTE	%	2.6	1.5	-9.3	-1.1	-3.9
Total assets	€bn	550	538	544	550	544
Loans and advances (amortised cost)	€bn	275	269	265	275	265
RWA	€bn	187	178	178	187	178
CET1 ratio <sup>1</sup>	%	13.4	13.4	13.4	13.4	13.4
Total capital ratio <sup>1</sup>	%	17.6	17.7	17.9	17.6	17.9
Leverage ratio <sup>1</sup>	%	4.8	4.7	4.6	4.8	4.6
NPE ratio	%	0.8	0.9	0.8	0.8	0.8
Group CoR	bps	32	12	10	32	10
Group CoR on Loans (CoRL)	bps	58	22	18	58	18
Full-time equivalents excl. junior staff (end of period)		39,720	38,823	38,671	39,720	38,671

<sup>1)</sup> Capital reduced by potential (fully discretionary) AT1 coupons

## **Key figures Commerzbank share**



### Figures per share

(€)



	FY 2019	FY 2020	H1 2021
Number of shares issued (m)	1,252.40	1,252.40	1,252.40
Market capitalisation (€bn)	6.9	6.6	6.5
Net asset value per share (€)	21.38 <sup>1</sup>	19.80 <sup>1</sup>	19.96
Low/high Xetra intraday prices (€)	4.66/8.26	2.80/6.83	5.00/5.96

Operating result per share

\_\_\_\_ Li 0

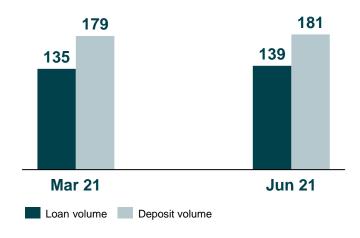
<sup>1)</sup> Adjustments due to restatements

## Loan and deposit development



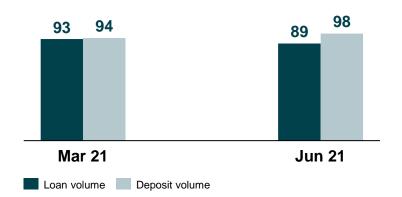
PSBC

(monthly average €bn)



### **Corporate Clients**

(monthly average €bn)



### **Highlights**

Loan growth in PSBC driven by residential mortgage business and investment loans in Germany and mBank

mBank with deposit growth – stable deposit base in Germany

Decreased loan volumes in CC reflect active portfolio optimization, mainly in International Corporates

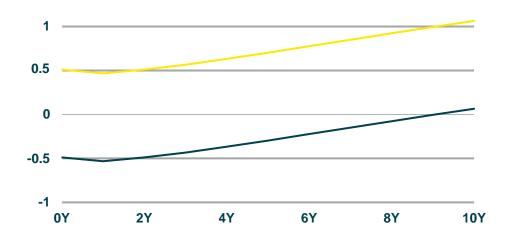
High liquidity in Mittelstand led to increase in deposit volume

## Significant NII potential in rising interest rate scenario

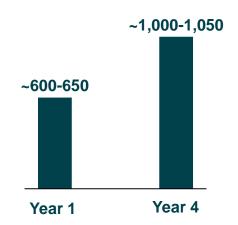


### 100 bps parallel up-shift in rates yield curve

(as of 30 June 2021, %)



## Scenario impact on NII (€m)



### **Highlights**

Year 1 effect of ~€600-650m driven by shortend rates due to large stock of overnight (excess) deposits

Thereof ~1/2 stem from leaving the negative interest rate territory

Year 4 effect of ~€1,000 – 1,050m driven by higher reinvestment yield of modelled deposits used to refinance longer term loans

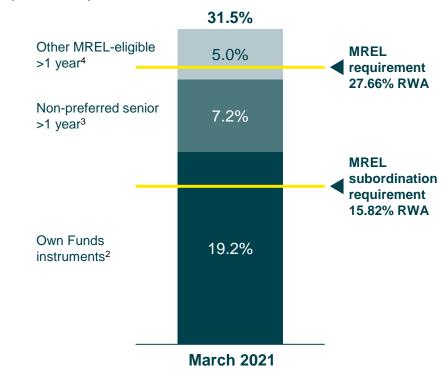
## Comfortable fulfilment of RWA-based MREL requirement



### **MREL** requirement

- Based on data as of 31 March 2021, Commerzbank fulfils the MREL RWA requirement<sup>1</sup> of 27.66% with a MREL ratio of 31.5% and the MREL subordination requirement of 15.82% with a ratio of 26.5% of RWA
- At 11.5% the MREL TLOF ratio is below the requirement of 12.01%. In 12/2020 the ratio stood at 12.6%
- The MREL subordination TLOF ratio of 9.7% is well above the requirement of 6.87% as of 31 March 2021
- The MREL requirements will in the near future be defined in RWA and leverage exposure terms under the BRRD II and SRMR II framework; currently they are derived from TLOF based requirements
- MREL requirement expected to be rebased on RWA in Q3 2021

### MREL ratio (% of RWA)



<sup>1)</sup> In February 2020, Commerzbank AG received its current MREL requirement calibrated based on data as of 31 Dec 2017. 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 requirement is currently defined as a percentage of total liabilities and own funds (TLOF) based on data as of 31 Dec 2017.

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

<sup>3)</sup> According to §46f KWG or non-preferred senior by contract

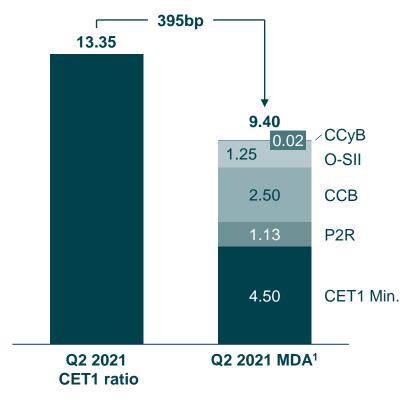
<sup>4)</sup> Non-covered / non-preferred deposits; preferred senior unsecured

### Commerzbank's current MDA



## Distance to MDA based on SREP requirement (transitional) for Q2 2021

(%)



### **Highlights**

395bp distance to MDA based on Q2 2021 CET1 ratio of 13.4% and SREP requirement for 2021

MDA decreased to 9.4% mainly due to EUR 500m AT1 issuance in Q2 2021-AT1 layer<sup>2</sup> is currently completely filled and formerly shown shortfall is fully covered.

Further regulatory expirations throughout 2021:

- Regulatory phase-out of €226m grandfathered AT1 (0.13%¹) at the beginning of 2022
- Tier 2 expiration of ~€0.4bn (~0.2%¹)

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%

<sup>1)</sup> Based on RWAs of €177.6bn as of Q2 2021

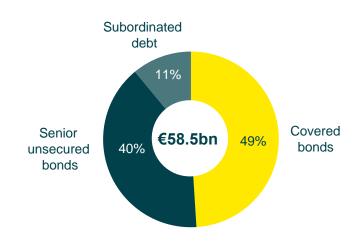
<sup>2)</sup> AT1 requirement of 1.875% and Tier 2 requirement of 2.5%

## Capital markets funding plan on track



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

(as of 30 June 2021)



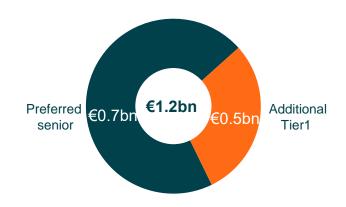
### **Highlights**

#### €1.2bn issued in H1:

- €500m Additional Tier 1 capital perp NC April 2028 (call period starts October 2027) with 4.25% p.a. coupon
- €500m preferred senior benchmark transaction with maturity September 2025
- ~€200m private placements senior unsecured debt
- Reduced funding requirements in 2021 due to participation in ECB's TLTRO III and RWA optimisation under new strategy

Funding plan 2021 revised to below €3bn

### Group issuance activities H1 2021 (nominal values)



<sup>1)</sup> Based on balance sheet figures; senior unsecured bonds includes preferred and non-preferred senior bonds

# Rating overview Commerzbank



As of 4 August 2021	S&P Global
---------------------	------------

Bank Ratings	S&P	Moody's
Counterparty Rating/Assessment <sup>1</sup>	A-	A1/ A1 (cr)
Deposit Rating <sup>2</sup>	BBB+ negative	A1 stable
Issuer Credit Rating (long-term debt)	BBB+ negative	A1 negative
Stand-alone Rating (financial strength)	bbb	baa2
Short-term debt	A-2	P-1

MOODY'S INVESTORS SERVICE

Product Ratings (unsecured issuances)			
Preferred senior unsecured debt	BBB+ negative	A1 negative	
Non-preferred senior unsecured debt	BBB-	Baa2	
Subordinated debt (Tier 2)	BB+	Baa3	
Additional Tier 1 (AT1)	BB-	Ba2	

### Highlights 2021

So far no rating changes in 2021

S&P Global: Ratings have been confirmed in June 2021

Moody's: Ratings have been confirmed in July 2021

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

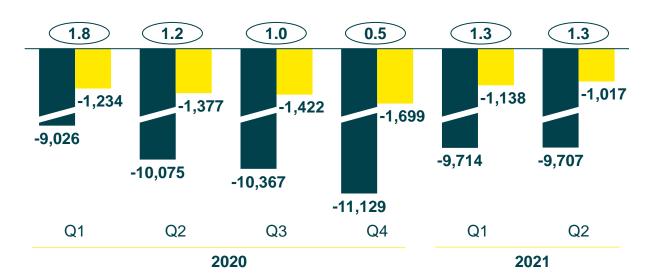
<sup>2)</sup> Includes corporate and institutional deposits

## IAS 19: Development of pension obligations



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

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



### **Explanation**

Discount rate increased significantly versus start of the year (partly due to rising market yields, partly due to model change for discount rate), producing a YtD valuation gain in pension obligations. On the asset side, the LDI hedges experienced under proportional losses due to rising market yields. In total positive net effect (after tax) of +€682m in YtD OCI

The discount rate is derived from an AA rated government bond basket, re-calibrated on corporate bond level, with average duration of 18 years

Funding ratio (plan assets vs. pension obligations) is around 100% across all Group plans

<sup>1)</sup> OCI effect driven by development of plan assets versus pension obligations, after tax, without minorities; cumulated since 1.1.2013 (new IAS19 standard)

Discount rate for pension plans in Germany (represent 87% of total pension obligations); model change for discount rate in Q1 2021

## **FX** impact on CET1 ratio



### **QoQ Change in FX capital position**



### **Explanation**

Net positive impact on CET1 ratio<sup>1</sup> due to increasing currency translation reserve which overcompensates the nearly unchanged FX driven credit risk RWA

- Hardly any change in credit risk RWA from FX effects, mainly due to opposing effects of stronger PLN and weaker USD and GBP
- Higher currency translation reserve due to stronger PLN, partly offset by USD and GBP (PLN +€71m, USD -€28m, GBP -€3m)

FX rates	03/21	06/21
EUR / GBP	0.852	0.858
EUR / PLN	4.651	4.520
EUR / USD	1.173	1.188

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

<sup>2)</sup> Change in Credit Risk RWA solely based on FX not on possible volume effects since 03/21

# **Group equity composition**



	Capital	Capital	Capital		P&L	P&L		
	Q1 2021	Q2 2021	Q2 2021					
	EoP €bn	EoP €bn	Average €bn		Q1 2021 €m	Q2 2021 €m		
ommon equity tier 1 capital	24.0	23.7	23.8	Operating Result	538	32 →	Op. RoCET	
DTA	0.5	0.5						
Minority interests	0.5	0.4						
Prudent Valuation	0.2	0.2						
IRB shortfall	0.1	0.2						
Instruments that are given recognition in AT1 Capital	2.6	3.1						
Other regulatory adjustments	0.2	0.1						
ingible equity	28.1	28.3	28.3	Operating Result	538	32 →	Op. RoTE	
Goodwill and other intangible assets (net of tax)	1.1	1.0	1.1			_		
RS capital	29.1	29.2	<b>29.4</b> <sup>1</sup>					
Subscribed capital	1.3	1.3						
Capital reserve	11.5	11.5						
Retained earnings	13.1	12.7						
thereof consolidated P&L	0.1	-0.4						
thereof cumulated accrual for potential AT1 coupon distribution	-0.1	-0.0						
Currency translation reserve	-0.5	-0.5						
Revaluation reserve	0.1	0.0		Consolidated P&L	133	-527		
Cash flow hedges	0.0	0.0		./. accrual for potential AT1 coupon distribution current year	-42	-42		
IFRS capital attributable to Commerzbank shareholders	25.4	25.0	25.5 <sup>1</sup>	Consolidated P&L adjusted for RoE/RoTE	91	-569 →	Net RoE	
Tangible equity attributable to Commerzbank shareholders	24.3	24.0	24.5 <sup>1</sup>			$\rightarrow$	Net RoTE	
Additional equity components	2.6	3.1	2.4					
Non-controlling interests	1.1	1.1	1.1					

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

# **Commerzbank Group**



€m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	H1 2021
Total underlying revenues	2,024	2,278	4,303	2,096	2,048	8,447	2,308	1,884	4,192
Exceptional items	-173	-5	-178	-63	-19	-260	184	-22	162
Total revenues	1,851	2,273	4,125	2,033	2,029	8,186	2,492	1,862	4,353
o/w Net interest income	1,320	1,277	2,597	1,226	1,151	4,975	1,254	1,173	2,427
o/w Net commission income	877	791	1,668	812	837	3,317	951	852	1,803
o/w Net fair value result	-304	163	-141	25	182	66	360	125	485
o/w Other income	-42	42	-	-30	-142	-172	-73	-288	-361
o/w Dividend income	2	12	13	14	10	37	1	6	7
o/w Net income from hedge accounting	-70	135	64	88	55	207	-48	-4	-52
o/w Other financial result	13	2	15	-39	-41	-65	19	-2	17
o/w At equity result	2	3	5	-	2	6	-	2	2
o/w Other net income	12	-109	-97	-94	-167	-357	-45	-290	-335
Risk result	-326	-469	-795	-272	-681	-1,748	-149	-87	-235
Operating expenses	1,503	1,526	3,030	1,521	1,609	6,160	1,469	1,704	3,173
Compulsory contributions	301	73	374	72	67	512	336	39	375
Operating result	-278	205	-74	168	-328	-233	538	32	570
Impairments on goodwill and other intangible assets	-	-	-	-	1,578	1,578	-	-	-
Restructuring expenses	-	-	-	201	614	814	465	511	976
Pre-tax result discontinued operations	44	6	50	-11	-10	30	-	-	-
Pre-tax result Commerzbank Group	-234	211	-24	-43	-2,530	-2,597	73	-478	-406
Taxes on income	48	14	62	3	199	264	-83	40	-43
Minority Interests	8	13	21	15	-26	9	23	8	31
Consolidated Result attributable to Commerzbank shareholders and investors in additional equity components	-291	183	-107	-60	-2,702	-2,870	133	-527	-394
Total Assets	516,958	550,366	550,366	544,030	506,613	506,613	537,778	543,643	543,643
o/w Discontinued operations	4,752	2,179	2,179	2,167	2,040	2,040	2,143	1,809	1,809
Average capital employed	24,269	24,577	24,453	24,974	24,318	24,499	23,684	23,800	23,710
RWA credit risk (end of period)	153,812	157,215	157,215	153,082	147,849	147,849	149,314	148,183	148,183
RWA market risk (end of period)	11,113	11,208	11,208	11,260	12,191	12,191	12,467	10,850	10,850
RWA operational risk (end of period)	18,178	18,056	18,056	18,732	18,287	18,287	16,690	18,555	18,555
RWA (end of period) continued operations	183,102	186,478	186,478	183,073	178,327	178,327	178,471	177,588	177,588
RWA (end of period) discontinued operations	690	574	574	263	253	253	-	-	-
RWA (end of period)	183,792	187,051	187,051	183,337	178,581	178,581	178,471	177,588	177,588
Cost/income ratio (excl. compulsory contributions) (%)	81.2%	67.1%	73.5%	74.8%	79.3%	75.2%	59.0%	91.5%	72.9%
Cost/income ratio (incl. compulsory contributions) (%)	97.4%	70.4%	82.5%	78.3%	82.6%	81.5%	72.5%	93.6%	81.5%
Operating return on CET1 (RoCET) (%)	-4.6%	3.3%	-0.6%	2.7%	-5.4%	-1.0%	9.1%	0.5%	4.8%
Operating return on tangible equity (%)	-4.1%	2.9%	-0.5%	2.3%	-4.6%	-0.8%	7.8%	0.5%	4.1%
Return on equity of net result (%)	-4.4%	2.3%	-1.0%	-1.3%	-40.5%	-10.7%	1.5%	-8.9%	-3.8%
Net return on tangible equity (%)	-4.8%	2.6%	-1.1%	-1.5%	-44.0%	-11.8%	1.5%	-9.3%	-3.9%

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



€m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	H1 2021
Total underlying revenues	1,329	1,190	2,520	1,164	1,142	4,826	1,338	1,200	2,538
Exceptional items	-21	-8	-28	-11	-10	-49	-9	-71	-80
Total revenues	1,309	1,183	2,492	1,153	1,133	4,777	1,329	1,129	2,458
o/w Net interest income	681	630	1,310	637	630	2,577	615	614	1,229
o/w Net commission income	586	502	1,088	515	548	2,151	653	575	1,228
o/w Net fair value result	32	66	98	58	75	232	58	69	128
o/w Other income	10	-15	-5	-57	-120	-182	2	-129	-126
o/w Dividend income	1	11	12	12	2	26	1	4	5
o/w Net income from hedge accounting	1	-	1	1	-2	-	-2	-	-1
o/w Other financial result	6	5	11	-	19	30	19	-	20
o/w At equity result	-	-	-	-1	-1	-1	-	-	-
o/w Other net income	2	-32	-30	-69	-138	-237	-17	-133	-150
Risk result	-161	-152	-313	-130	-118	-562	-64	-62	-126
Operating expenses	864	859	1,723	872	920	3,515	851	866	1,717
Compulsory contributions	137	64	201	67	63	331	163	63	227
Operating result	146	108	254	83	32	369	250	138	388
Impairments on goodwill and other intangible assets	-	-	-	-	1,578	1,578	-	-	-
Pre-tax result	146	108	254	83	-1,547	-1,210	250	138	388
Total Assets	155,201	158,780	158,780	158,667	153,547	153,547	158,318	161,641	161,641
Liabilities	186,485	194,287	194,287	195,332	198,372	198,372	200,420	202,069	202,069
Average capital employed	5,641	5,674	5,661	5,697	5,717	5,680	5,828	6,185	5,994
RWA credit risk (end of period)	40,476	40,754	40,754	40,959	40,019	40,019	41,759	42,687	42,687
RWA market risk (end of period)	964	1,075	1,075	1,029	1,072	1,072	1,180	1,116	1,116
RWA operational risk (end of period)	5,517	5,394	5,394	6,138	6,079	6,079	7,852	9,348	9,348
RWA (end of period)	46,958	47,223	47,223	48,126	47,170	47,170	50,791	53,151	53,151
Cost/income ratio (excl. compulsory contributions) (%)	66.0%	72.6%	69.2%	75.7%	81.2%	73.6%	64.1%	76.7%	69.9%
Cost/income ratio (incl. compulsory contributions) (%)	76.5%	78.0%	77.2%	81.5%	86.8%	80.5%	76.4%	82.3%	79.1%
Operating return on CET1 (RoCET) (%)	10.4%	7.6%	9.0%	5.8%	2.2%	6.5%	17.1%	8.9%	12.9%
Operating return on tangible equity (%)	10.3%	7.6%	8.9%	5.8%	2.2%	6.5%	17.1%	8.8%	12.8%

## mBank Part of Segment Private and Small Business Customers



€m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	H1 2021
Total underlying revenues	305	273	578	227	220	1,025	309	254	563
Exceptional items	-7	5	-2	_	1	-1	_	3	3
Total revenues	299	278	577	227	221	1,024	309	257	566
o/w Net interest income	214	190	404	179	179	762	170	180	350
o/w Net commission income	64	65	129	67	71	268	85	79	164
o/w Net fair value result	27	57	84	52	67	203	55	58	113
o/w Other income	-6	-34	-41	-72	-96	-208	-1	-60	-61
o/w Dividend income	_	1	1	_	_	1	_	1	1
o/w Net income from hedge accounting	1	_	1	1	-2	_	-2	_	-1
o/w Other financial result	-2	1	_	-1	20	19	19	_	19
o/w At equity result	-	-	-	-	-	-	-	-	-
o/w Other net income	-5	-37	-42	-72	-114	-228	-19	-61	-80
Risk result	-83	-77	-160	-57	-57	-274	-33	-50	-83
Operating expenses	126	124	250	123	114	486	116	130	246
Compulsory contributions	75	38	114	38	36	187	64	38	102
Operating result	15	38	53	9	14	77	95	40	135
Total Assets	37,740	40,682	40,682	39,824	38,935	38,935	41,398	43,203	43,203
Liabilities	36,260	39,148	39,148	38,105	36,908	36,908	39,731	41,979	41,979
Average capital employed	2,303	2,292	2,301	2,319	2,291	2,302	2,361	2,620	2,484
RWA credit risk (end of period)	17,144	17,207	17,207	17,181	16,680	16,680	18,054	18,936	18,936
RWA market risk (end of period)	426	412	412	394	329	329	428	508	508
RWA operational risk (end of period)	1,384	1,562	1,562	1,753	1,805	1,805	2,652	3,544	3,544
RWA (end of period)	18,954	19,181	19,181	19,327	18,814	18,814	21,134	22,988	22,988
Cost/income ratio (excl. compulsory contributions) (%)	42.1%	44.7%	43.3%	54.1%	51.6%	47.5%	37.6%	50.5%	43.4%
Cost/income ratio (incl. compulsory contributions) (%)	67.3%	58.4%	63.0%	70.7%	67.8%	65.7%	58.4%	65.3%	61.5%
Operating return on CET1 (RoCET) (%)	2.6%	6.7%	4.6%	1.6%	2.5%	3.3%	16.1%	6.0%	10.8%
Operating return on tangible equity (%)	2.6%	6.8%	4.7%	1.7%	2.6%	3.4%	16.3%	6.0%	10.9%

# **Corporate Clients**



€m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	H1 2021
Total underlying revenues	823	793	1,616	795	747	3,158	810	758	1,568
Exceptional items	-81	-12	-92	-21	12	-101	17	11	28
Total revenues	743	781	1,524	774	759	3,057	826	769	1,596
o/w Net interest income	433	441	874	427	424	1,725	426	412	838
o/w Net commission income	300	300	599	309	298	1,206	312	289	601
o/w Net fair value result	-33	71	38	67	49	154	104	73	178
o/w Other income	43	-31	12	-29	-12	-29	-15	-5	-20
o/w Dividend income	-	3	3	-	2	5	-	3	3
o/w Net income from hedge accounting	6	4	9	1	1	12	-5	-	-5
o/w Other financial result	-3	-	-3	-23	-13	-39	-6	1	-5
o/w At equity result	2	2	5	1	2	8	-	2	2
o/w Other net income	39	-40	-1	-8	-4	-14	-5	-10	-16
Risk result	-165	-290	-455	-120	-505	-1,081	-52	13	-39
Operating expenses	584	575	1,158	576	589	2,323	564	557	1,121
Compulsory contributions	99	7	106	4	2	113	114	-19	95
Operating result	-105	-91	-196	74	-338	-460	96	244	340
Impairments on goodwill and other intangible assets	-	-	-	-	-	-	-	-	-
Pre-tax result discontinued operations	44	6	50	-11	-10	30	-	-	-
Pre-tax result (total)	-61	-85	-146	63	-348	-430	96	244	340
Total Assets	186,617	179,681	179,681	172,080	159,001	159,001	161,850	152,251	152,251
o/w Discontinued operations	4,752	2,179	2,179	2,167	2,040	2,040	2,143	1,809	1,809
Liabilities	187,411	185,377	185,377	186,891	171,086	171,086	181,178	179,527	179,527
o/w Discontinued operations	5,364	3,878	3,878	3,066	2,051	2,051	2,162	1,847	1,847
Average capital employed	11,330	11,611	11,488	11,355	10,904	11,280	10,400	9,850	10,126
RWA credit risk (end of period)	82,315	84,102	84,102	79,500	74,261	74,261	73,190	72,386	72,386
RWA market risk (end of period)	4,693	5,314	5,314	5,793	6,748	6,748	6,599	6,685	6,685
RWA operational risk (end of period)	7,575	7,700	7,700	7,668	7,242	7,242	4,535	4,077	4,077
RWA (end of period) continued operations	94,583	97,115	97,115	92,961	88,252	88,252	84,323	83,147	83,147
RWA (end of period) discontinued operations	690	574	574	263	253	253	-	-	-
Cost/income ratio (excl. compulsory contributions) (%)	78.6%	73.6%	76.0%	74.4%	77.6%	76.0%	68.3%	72.4%	70.3%
Cost/income ratio (incl. compulsory contributions) (%)	91.9%	74.5%	83.0%	75.0%	77.9%	79.7%	82.1%	69.9%	76.2%
Operating return on CET1 (RoCET) (%)	-3.7%	-3.1%	-3.4%	2.6%	-12.4%	-4.1%	3.7%	9.9%	6.7%
Operating return on tangible equity (%)	-3.5%	-3.0%	-3.3%	2.5%	-12.0%	-3.9%	3.5%	9.2%	6.3%

## **Others & Consolidation**



€m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	H1 2021
Total underlying revenues	-128	295	167	137	158	463	161	-74	86
Exceptional items	-72	14	-58	-31	-22	-110	176	38	214
Total revenues	-200	309	109	107	137	353	337	-37	300
o/w Net interest income	206	206	413	162	97	672	213	147	360
o/w Net commission income	-9	-11	-19	-12	-9	-40	-13	-12	-25
o/w Net fair value result	-302	25	-277	-100	58	-319	197	-18	180
o/w Other income	-96	89	-7	56	-10	39	-60	-155	-215
o/w Dividend income	-	-2	-2	2	6	7	_	=	-1
o/w Net income from hedge accounting	-77	131	54	85	56	195	-42	-5	-46
o/w Other financial result	10	-4	7	-15	-48	-56	5	-3	2
o/w At equity result	-	_	_	_	_	=	-	_	_
o/w Other net income	-29	-37	-66	-17	-24	-107	-23	-147	-170
Risk result	-	-27	-27	-22	-57	-106	-32	-37	-70
Operating expenses	55	93	148	73	100	321	54	281	335
Compulsory contributions	65	2	67	_	1	68	59	-6	53
Operating result	-320	187	-132	12	-22	-142	192	-349	-158
Restructuring expenses	-	-	-	201	614	814	465	511	976
Pre-tax profit continued operations	-320	187	-132	-189	-636	-957	-273	-860	-1,133
Total Assets	175,139	211,904	211,904	213,283	194,064	194,064	217,610	229,751	229,751
Liabilities	143,062	170,702	170,702	161,807	137,155	137,155	156,180	162,047	162,047
Average capital employed	7,298	7,293	7,305	7,922	7,697	7,539	7,457	7,765	7,590
RWA credit risk (end of period)	31,021	32,359	32,359	32,622	33,569	33,569	34,365	33,110	33,110
RWA market risk (end of period)	5,455	4,819	4,819	4,437	4,370	4,370	4,688	3,049	3,049
RWA operational risk (end of period)	5,086	4,962	4,962	4,926	4,966	4,966	4,303	5,131	5,131
RWA (end of period)	41,562	42,140	42,140	41,986	42,905	42,905	43,356	41,290	41,290

## Commerzbank Group | Exceptional Revenue Items



€m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	H1 2021
Exceptional Revenue Items	-173	-5	-178	-63	-19	-260	184	-22	162
o/w Net interest income	-2	-17	-19	-1	-4	-23	117	34	151
o/w Net fair value result	-160	-10	-170	-92	-14	-276	67	10	77
o/w Other income	-11	22	11	30	-2	39	-	-66	-66
o/w FVA, CVA / DVA, AT1 FX effect, Other former ACR valuations¹ (NII, NFVR)	-160	49	-111	-51	-9	-172	67	10	77
PSBC	-21	-8	-28	-11	-10	-49	-9	-71	-80
o/w Net interest income	-13	-12	-26	-11	-10	-47	-9	-8	-17
o/w Net fair value result	-7	5	-2	-	1	-2	-	3	3
o/w Other income	_	-	-	_	_	_	-	-66	-66
o/w FVA, CVA / DVA (NII, NFVR)	-7	5	-2	-	1	-2	-	3	3
CC	-81	-12	-92	-21	12	-101	17	11	28
o/w Net interest income	-	-2	-2	-2	-1	-4	-	-	-
o/w Net fair value result	-81	31	-49	-18	13	-55	17	11	28
o/w Other income	_	-41	-41	_	-	-41	-	_	-
o/w FVA, CVA / DVA (NII, NFVR)	-81	30	-51	-21	12	-59	17	11	28
ACR	-	-	-	-	-	-	-	-	-
o/w Net interest income	-	-	-	-	-	-	-	-	-
o/w Net fair value result	-	-	-	-	-	-	-	-	-
o/w Other income	_	_	_	-	=	_	=	-	_
o/w FVA, CVA / DVA, Other former ACR valuations (NII, NFVR)	-	-	-	-	-	-	-	-	-
O&C	-72	14	-58	-31	-22	-110	176	38	214
o/w Net interest income	11	-3	8	13	7	28	126	42	168
o/w Net fair value result	-72	-46	-118	-73	-27	-219	50	-4	46
o/w Other income	-11	64	53	30	-2	81	-	-	-
o/w FVA, CVA / DVA, AT1 FX effect, Other former ACR valuations¹ (NII, NFVR)	-72	14	-58	-31	-22	-110	50	-4	46

#### **Description of Exceptional Revenue Items**

besorption of Exocontinua Revenue tions						
2020	€m	2021	€m			
Q1 PPA Consumer Finance (PSBC)	-13	Q1 PPA Consumer Finance (PSBC)	-9			
Q2 PPA Consumer Finance (PSBC)	-12	Q1 TLTRO benefit (O&C)	126			
Q2 Fine UK Financial Conduct Authority (CC)	-41	Q2 PPA Consumer Finance (PSBC)	-8			
Q3 PPA Consumer Finance (PSBC)	-11	Q2 TLTRO benefit (O&C)	42			
Q4 PPA Consumer Finance (PSBC)	-10	Q2 Prov. re judgement on pricing of accounts (PSBC)	-66			

<sup>1)</sup> From Q1 2021 onwards no longer reported as exceptional revenue items

# **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% ² of the average RWAs (YTD: PSBC €49.9bn, CC €84.4bn)	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 goodwill and other intangible assets <sup>1</sup>	12% ² of the average RWAs plus average regulatory capital deductions (excluding goodwill and other intangible assets) (YTD: PSBC €0bn, CC €0.6bn)	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 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 deduction of potential (fully discretionary) AT1 coupon	Average IFRS capital without non- controlling interests and without additional equity components after deduction of goodwill and other 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 clean 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 dividend 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

P: +49 69 136 52668 M: christoph.wortig@ commerzbank.com

### **Ansgar Herkert**

Head of IR Communications

P: +49 69 136 44083 M: ansgar.herkert@ commerzbank.com

## Investors and Financial Analysts

#### Michael H. Klein

P: +49 69 136 24522 M: michael.klein@

commerzbank.com

### **Jutta Madjlessi**

P: +49 69 136 28696 M: jutta.madjlessi@ commerzbank.com

#### **Dirk Bartsch**

Head of Strategic IR / Rating Agency Relations / ESG

P: +49 69 136 22799

M: dirk.bartsch@ commerzbank.com

Mail: <u>ir@commerzbank.com</u> / www.ir.commerzbank.com



### **Disclaimer**



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

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

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