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COMMERZBANK

The bank at your side



Performance and strategy implementation on track

Credit Update for Fixed Income Investors – Q1 2018 results

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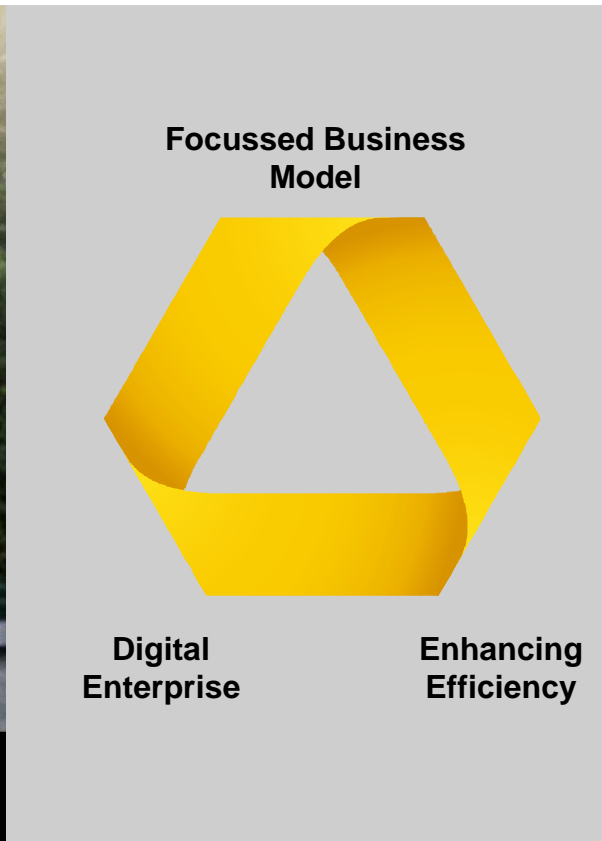
Agenda

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1 Commerzbank at a glance

Facts and Figures: An Overview of Commerzbank

Commerzbank is a leading international commercial bank with a client-focussed portfolio of financial services in two segments



Facts and Figures: Commerzbank's Global Presence



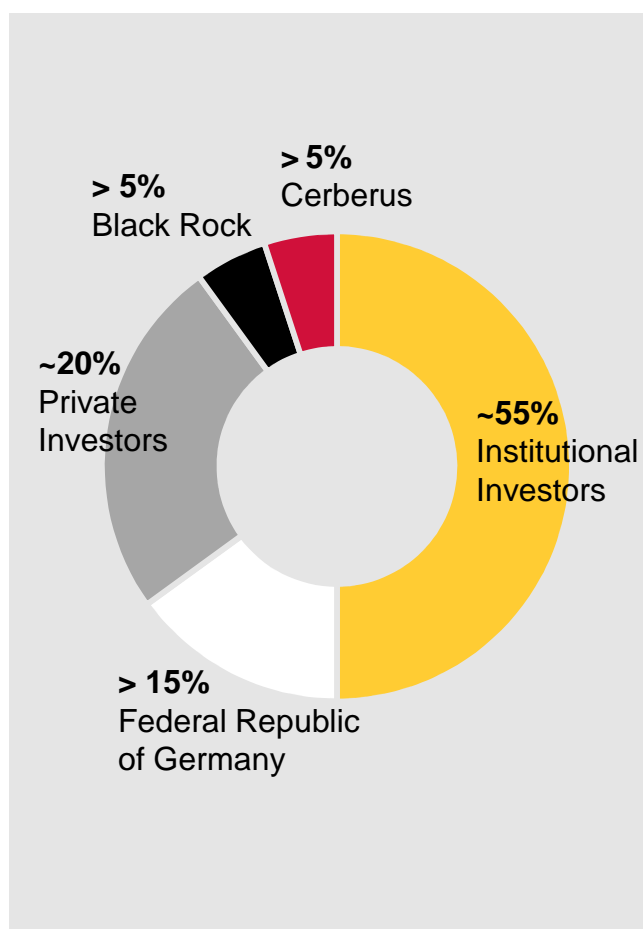
5 subsidiaries, 22 branches, and 34 representative offices internationally

Approximately 1,000 branches in Germany

Facts and Figures: Selected Group Financial Figures

Figures	Q1 2017	FY 2017	Q1 2018
Total revenues (in €m)	2,390	9,154	2,302
Op. result (in €m)	330	1,294	289
Consolidated profit (in €m) ¹	229	150	250
Cost income ratio op. business (%)	78.0	77.3	84.1
CET 1 ratio (%) ²	12.5	14.1	13.3
Op. RoTE (%)	4.9	4.8	4.5
	31.3.2017	31.12.2017	31.3.2018
Employees	49,998	49,417	48,743

Shareholder structure as of March 2018



Strategic Positioning: “Commerzbank 4.0”



Our goal: higher profitability and enhanced competitiveness

We continue building on our **strengths in the core business** and advance **digitalisation**, whilst remaining focussed on **increasing revenues** together with **reducing costs**

By 2020, **80 per cent of all relevant processes** will be **digital**

Private and Small Business Customers

Flexible **multi-channel bank** with traditional values

Corporate Clients

Long-term business partner in Germany and abroad with an **intelligent mix of credit and capital market products**

2020: Commerzbank 4.0 - a Strategy with three major Cornerstones

Focussed business model

- › We will focus on business in two operating segments: Private and Small Business Clients and Corporate Clients
- › We will continue to reduce our non-core activities consequently

Digital enterprise

- › We will transform the bank into a digital enterprise
- › Until 2020, we will digitise 80 % of all relevant processes of the whole bank

Enhancing efficiency

- › We will simplify the bank to enhance our efficiency
- › We will generate additional competitive advantages due to the simplification of our processes

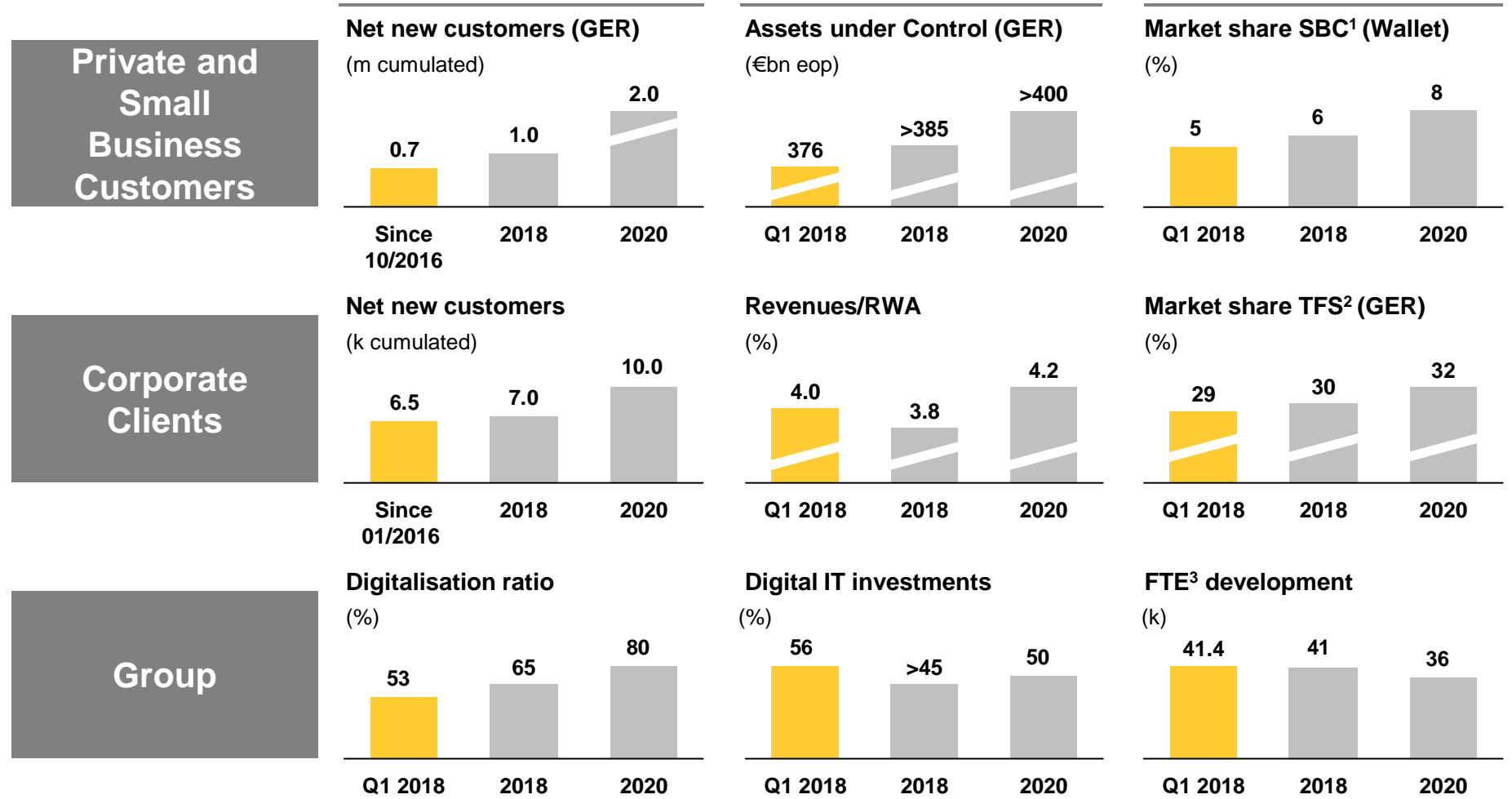


Commerzbank 4.0: Our strategic Targets for 2020



Figures	Current rates	Rising rates
Net new customers (PSBC)	2 million	2 million
Assets under Control (Germany)	> €400bn	> €400bn
Digitalisation ratio	80 %	80 %
Revenues	€9.8-10.3bn	€11.3bn
Costs	€6.5bn	€6.5bn
Cost income ratio op. business	< 66 %	~60 %
CET 1¹	> 13 %	> 13 %
Net RoTE²	> 6 %	> 8 %

Progress of key execution indicators in line with plan



2 Commerzbank Q1 2018 results

Performance and strategy implementation on track

Highlights Q1 2018

Commerzbank 4.0 strategy implementation

- › Continued net new customer in PSBC (+73k) and CC (+1k) in Q1 on track to reach 2018 targets
- › Strong new asset acquisition in PSBC and loan growth in Mittelstand along committed growth path
- › Digitalisation journeys in SME lending and account opening for corporates successfully completed

Q1 operating result of €289m and net result of €250m

- › Stable revenues of €2.3bn
- › Risk Result of €-77m reflecting eliminated drag from ship finance
- › Expenses of €1.9bn reflecting full booking of European bank levy and continued investments

Strong balance sheet and healthy risk profile

- › CET1 ratio at 13.3% and leverage ratio of 4.6% under fully implemented IFRS 9 regime
- › Further improved risk profile with NPL ratio of 1.0%
- › Dividend accrual of €5ct per share in Q1

Strategy execution on track

Group

- › Continued strong investments in Q1 building on successful ramp-up in 2017, resulting in 56% of IT investments used for digitalisation
- › Reduction of ~400 FTE within the first quarter

Private and Small Business Customers

- › Continued net new customer growth in Germany with 73k added in Q1, 712k since 10/2016 – on track to reach 1m by year-end
- › AuC (GER) with strong loan (+€3bn), deposit (+€3bn) and net new securities (+€3bn) growth – offset by reduced securities values due to lower equity markets

Corporate Clients

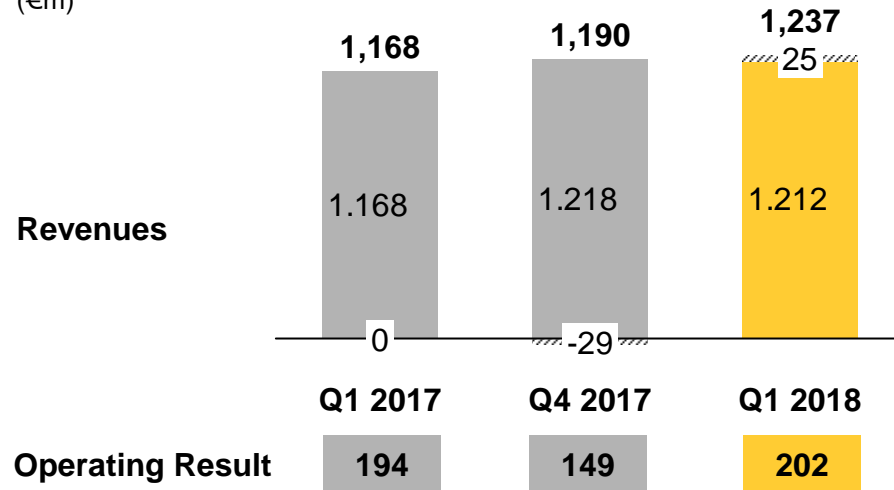
- › Continued net new customer growth with 1k net new customers in Q1 and 6.5k overall – well ahead of plan to reach 7k by year-end
- › RWA efficiency well advanced – complemented by growth focused key execution indicator Loan Volume Corporates with 2020 target > €85bn

Commerzbank financials at a glance

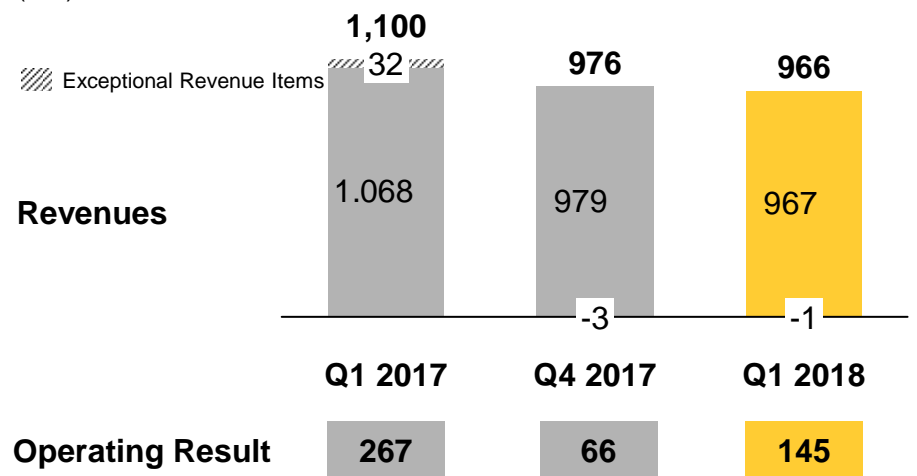
Group	Q1 2017	Q4 2017	Q1 2018
Operating result (€m)	330	157	289
Net result (€m)	229	89	250
CET1 ratio Basel 3 fully phased-in (%)	12.5	14.1	13.3
Total assets (€bn)	490	453	470
RWA (€bn)	186	171	170
Leverage ratio (fully phased-in) (%)	4.6	5.1	4.6
Cost/income ratio (%)	78.0	81.4	84.1
Net RoE (%)	3.2	1.2	3.6
Net RoTE (%)	3.5	1.4	4.0
Total capital ratio fully phased-in (%)	15.9	17.5	16.5
NPL ratio (in %)	1.5	1.3	1.0
CoR (bps)	17	18	7

Revenues and operating results of Commerzbank divisions

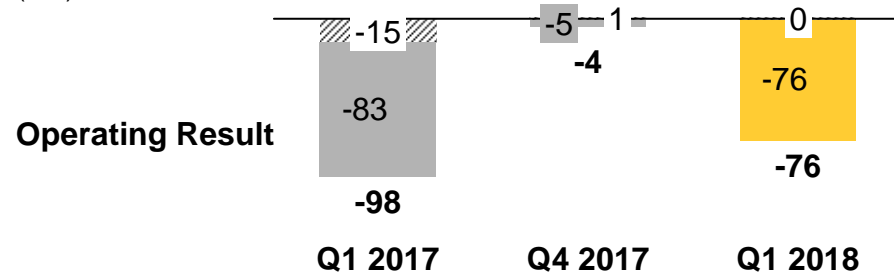
Private and Small Business Customers (€m)



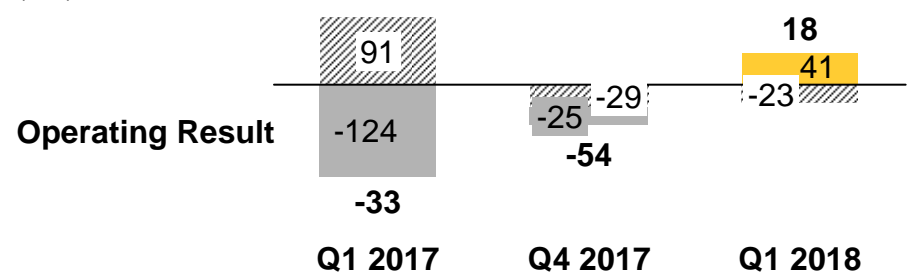
Corporate Clients (€m)



Others & Consolidation (€m)

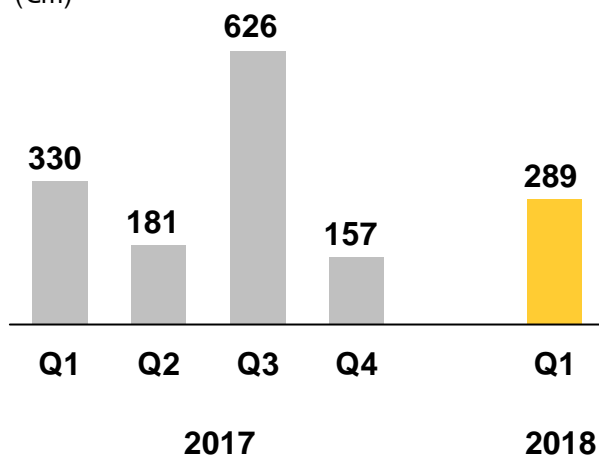


Asset & Capital Recovery (€m)



Steady operating performance

Group operating result (€m)



Group P&L

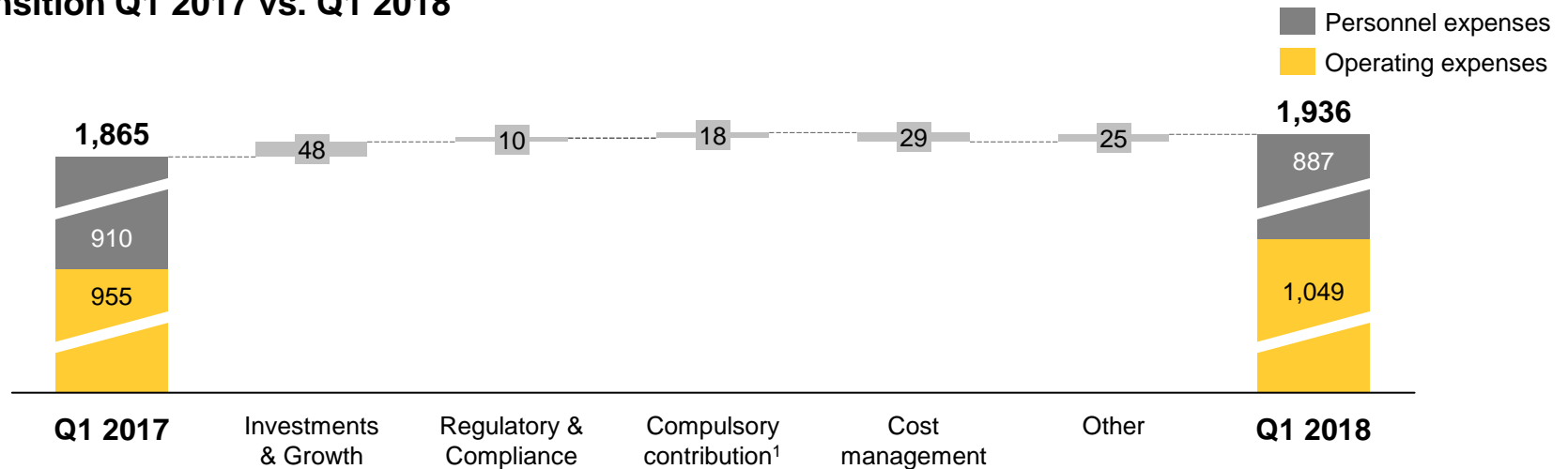
in €m	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
Revenues	2,390	2,066	2,508	2,191	2,302
Exceptional items	108	8	502	-60	1
Revenues excl. exceptional items	2,282	2,058	2,006	2,251	2,301
<i>o/w Net interest income</i>	1,058	1,009	1,061	1,138	1,071
<i>o/w Net commission income</i>	887	779	738	774	797
<i>o/w Net fair value result</i>	286	283	190	193	370
<i>o/w Other income</i>	51	-13	17	146	62
Risk result (2017: LLP)	-195	-167	-168	-251	-77
Operating expenses	1,865	1,718	1,714	1,782	1,936
Operating result	330	181	626	157	289
Impairments on goodwill and other intangible assets	-	-	-	-	-
Restructuring expenses	-	807	-	-	-
Taxes on income	81	-13	134	41	5
Minority interests	20	25	21	27	34
Net result ¹	229	-639	471	89	250
CIR (%)	78.0	83.2	68.3	81.4	84.1
Net RoTE (%)	3.5	-9.8	7.3	1.4	4.0
Operating return on CET1 (%)	5.6	3.1	10.7	2.6	5.2

Highlights

- › Q1 with stable underlying revenues of €2.3bn
- › Risk result of €-77m significantly improved – drag from ship financing eliminated
- › Costs of €1.9bn reflecting ongoing investments and full booking of increased 2018 European bank levy in Q1
- › Net result of €250m benefitting from non-recurring tax refunds

Strong investments in digitalisation and higher compulsory contributions

Cost transition Q1 2017 vs. Q1 2018 (€m)



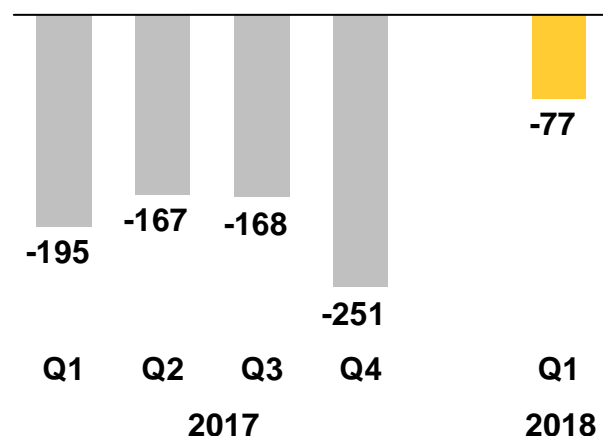
Highlights

- › Strong increase of investments due to digitalisation initiatives continuing at high pace of Q4 2017 – including project costs for the separation of EMC
- › Cost Management driven by FTE reduction in Commerzbank AG – more than offsetting temporary increases from sourcing
- › Overall compulsory contributions of €244m in Q1 include €15m increased EU bank levy of €186m, fully booked in Q1
- › Higher costs for regulatory requirements (mainly running costs MiFIR / MiFID II and IFRS 9)

Low risk result (IFRS 9) reflecting benign credit environment

Risk Result (Provisions for loan losses in 2017)

(€m)



Risk Result divisional split

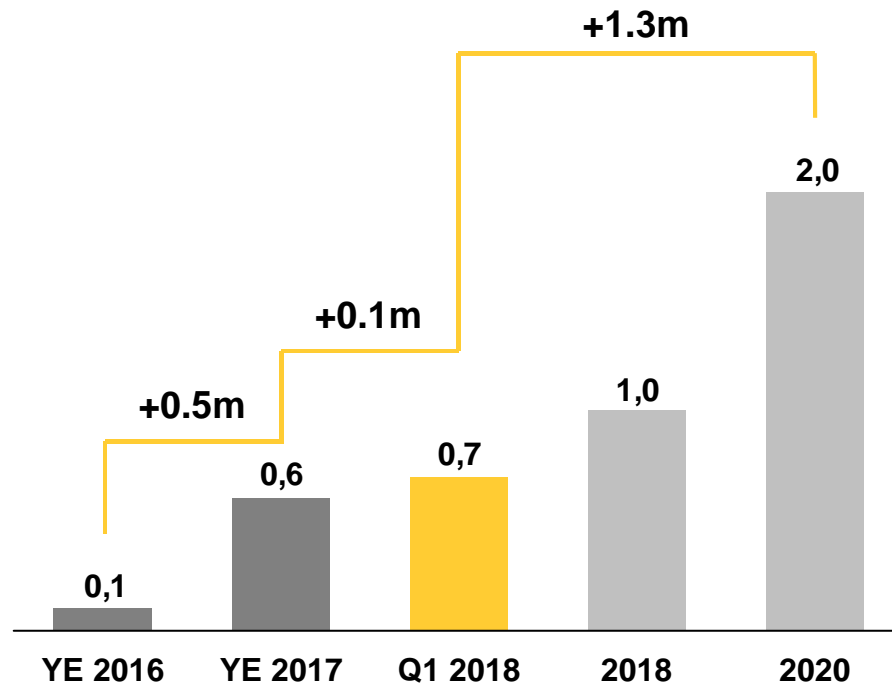
	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
Risk Result in €m					
Private and Small Business Customers	-33	-43	-55	-24	-52
Corporate Clients	-43	-33	-47	-172	-23
Asset & Capital Recovery	-119	-92	-65	-59	-
Others & Consolidation	-	-	-	4	-2
Group	-195	-167	-168	-251	-77
NPL in €bn					
Private and Small Business Customers	1.7	1.7	1.8	1.9	1.8
Corporate Clients	3.2	2.8	2.8	2.6	2.1
Asset & Capital Recovery	2.0	2.0	1.9	1.1	0.3
Others & Consolidation	-	-	-	-	-
Group	6.9	6.5	6.5	5.6	4.2
Group NPL ratio (in %) ¹	1.5	1.5	1.5	1.3	1.0
Group CoR (bps) ²	17	16	16	18	7

Highlights

- › PSBC and CC continue to benefit from the stable German economy and quality of our loan book
- › CC benefiting from releases for a single case, PSBC includes consumer finance (~€20m)
- › ACR benefiting from the revalued ship financing portfolio no longer contributing to risk result
- › Further reduction of NPL ratio to 1.0% after reclassification of ACR assets to fair value

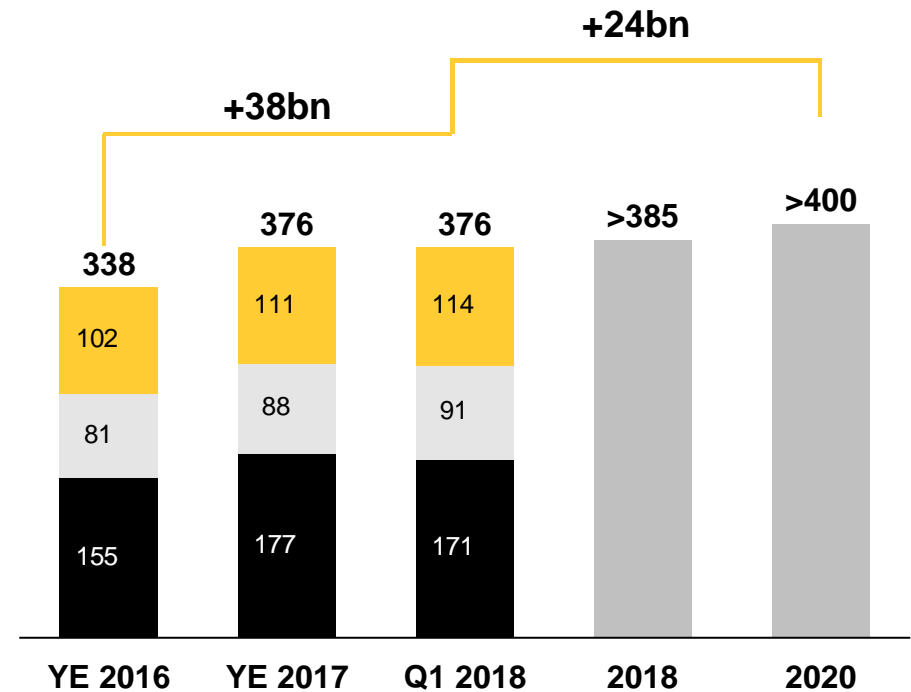
Private and Small Business Customers: continued growth

Net new customers (GER)
(m cumulative)



Assets under Control (GER)
(€bn eop)

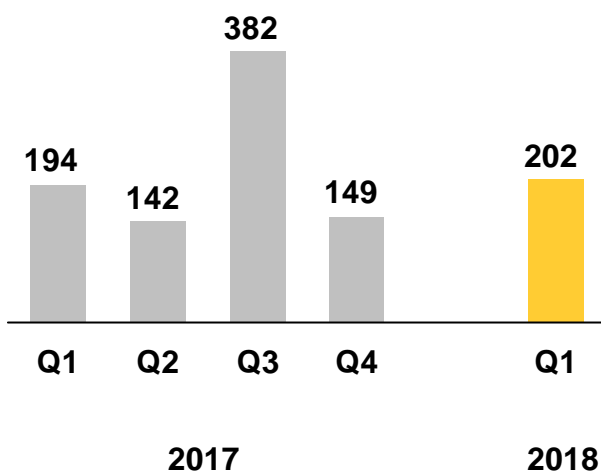
■ Targets ■ Loans
■ Deposits ■ Securities



Net new securities growth (€3bn) – Decline in overall securities due to lower equity markets

Private and Small Business Customers: continued growth drives revenues

Operating result (€m)



Segmental P&L

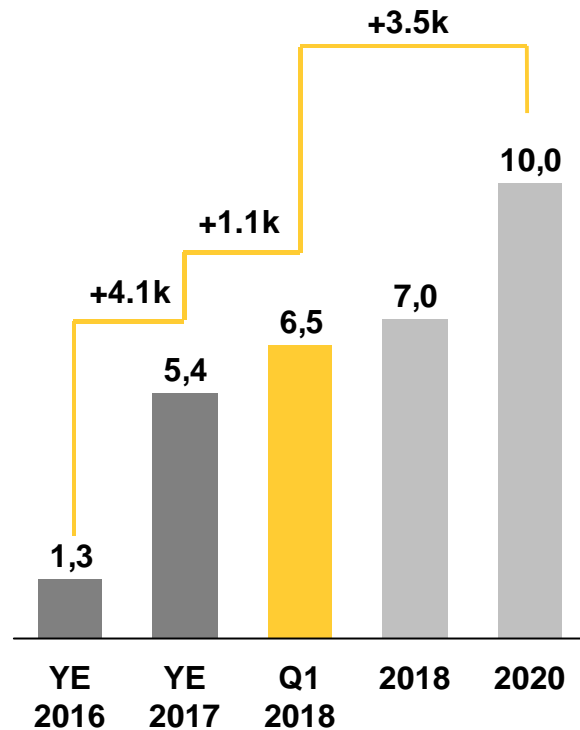
in €m	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
Revenues	1,168	1,112	1,362	1,190	1,237
o/w Private Customers	590	521	533	598	599
o/w Small Business Customers	199	187	196	201	201
o/w mBank	241	243	254	260	253
o/w comdirect	90	94	91	103	105
o/w Commerz Real	47	65	52	56	54
o/w exceptional revenue items	-	1	237	-29	25
<i>Revenues excl. exceptional items</i>	<i>1,168</i>	<i>1,110</i>	<i>1,125</i>	<i>1,218</i>	<i>1,212</i>
Risk result (2017: LLP)	-33	-43	-55	-24	-52
Operating expenses	941	927	926	1,016	984
Operating result	194	142	382	149	202
RWA (end of period in €bn)	35.9	37.7	39.2	38.5	38.8
CIR (%)	80.6	83.4	67.9	85.4	79.5
Operating return on equity (%)	17.9	12.9	33.0	12.7	17.4

Highlights

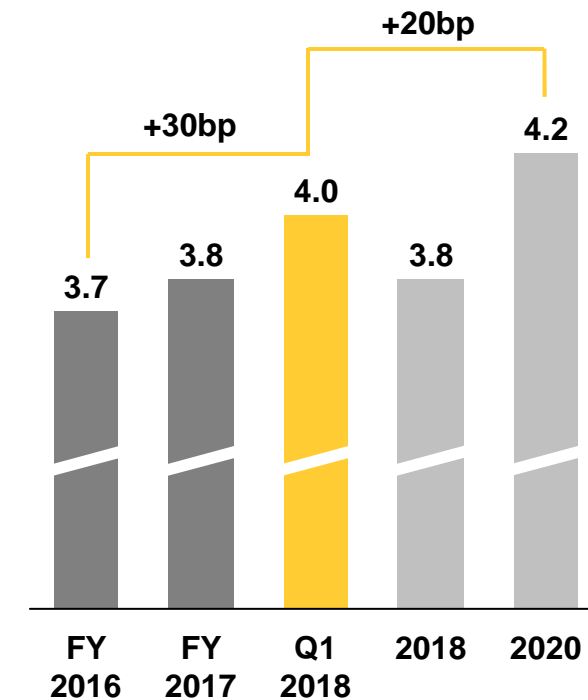
- › Y-o-Y underlying revenues increased €44m driven by growth, more than compensating drag from negative interest rates
- › Q-o-Q stable revenues reflect loan growth – pricing competition remains and securities business affected by lower equity markets and introduction of MiFID II
- › Subsidiaries are continuing their growth paths – comdirect profiting from customer growth and increased trading activities from customers in more volatile markets, mBank with margin expansion and volume growth in loans and deposits y-o-y
- › Overall costs reflect increased bank levy as well as investments in growth and digitalisation but also MiFID II implementation

Corporate Clients: Corporate loan volume to complement RWA efficiency

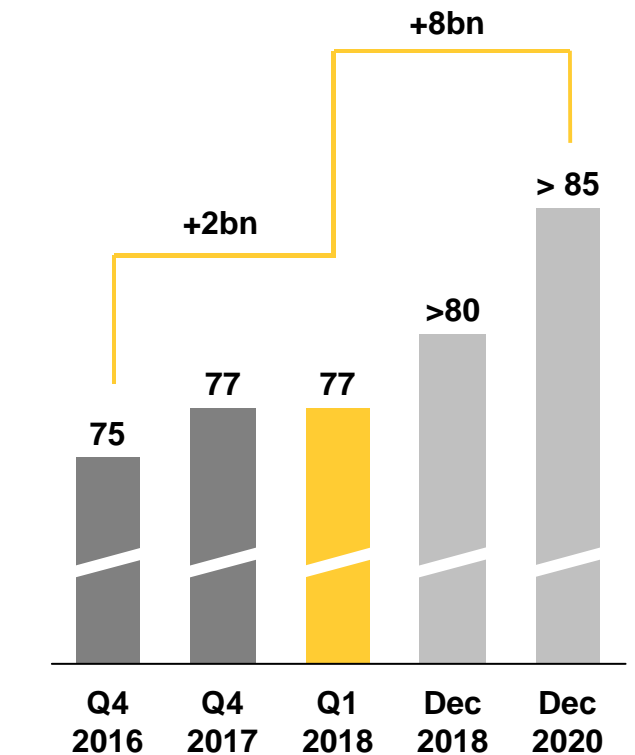
Net new customers
(k cumulative)



Revenues/RWA¹
(%)

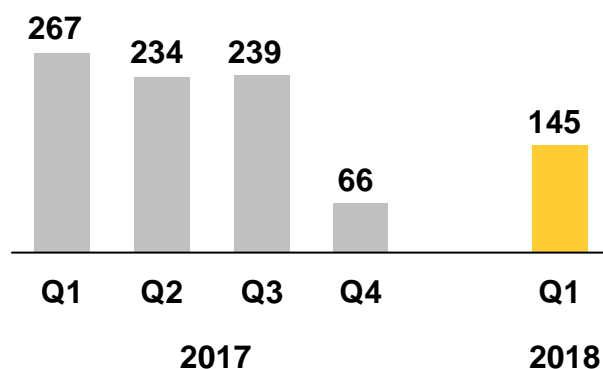


Loan Volume Corporates²
(€bn)



Corporate Clients: loan growth in Mittelstand – pricing headwinds from competition in attractive German market

Operating result (€m)



Segmental P&L

in €m	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
Revenues	1,100	943	969	976	966
o/w Mittelstand	473	440	437	467	421
o/w International Corporates	228	232	236	234	219
o/w Financial Institutions	134	107	103	101	122
o/w EMC	118	100	80	82	97
o/w others	115	71	104	95	108
o/w exceptional revenue items	32	-8	9	-3	-1
<i>Revenues excl. exceptional items</i>	<i>1,068</i>	<i>951</i>	<i>960</i>	<i>979</i>	<i>967</i>
Risk result (2017: LLP)	-43	-33	-47	-172	-23
Operating expenses	790	676	682	737	799
Operating result	267	234	239	66	145
RWA (end of period in €bn)	97.9	93.0	92.1	88.1	89.2
CIR (%)	71.8	71.7	70.4	75.6	82.6
Operating return on equity (%)	8.7	8.2	8.6	2.4	5.5

Highlights

- › Loan growth in Mittelstand (q-o-q €0.7bn, y-o-y €2.3bn)
- › Mittelstand and International Corporates reflect pricing competition as well as muted client demand for capital markets products
- › Q-o-Q increased revenues in Financial Institutions – following risk and compliance framework tightening in 2017
- › Stable costs with FTE reduction from strategic realignment offsetting increased investments

German economy 2018 – ongoing upswing

Current development

- › The German economy has grown significantly in recent quarters.
- › The main drivers of growth are still private consumption and investment in buildings. In the course of 2017 even the investment in machinery and equipment has picked up.
- › However, in Q1 2018 the German economy lost some momentum, and the recent drop in sentiment indicators point to an ongoing soft patch in the coming quarters. The main reason is probably the stronger Euro, which is weighting on exports.

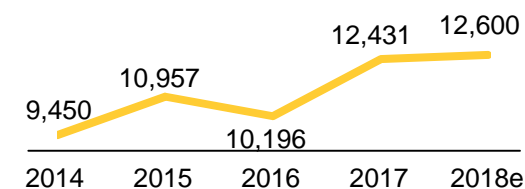
Our expectation for 2018

- › The recovery is set to continue as there is limited scope for negative shocks ahead – monetary policy will stay expansionary.
- › However, less dynamic growth in some parts of the world economy (especially in Asia) and the stronger Euro argues for ongoing moderate q-o-q growth rates in the course of 2018, which would be in line with the recent fall of sentiment indicators.
- › Nevertheless, on average the economy will expand only a little bit less in 2018 than in 2017. We expect a growth rate of 2.0% vs. 2.2% in 2017.

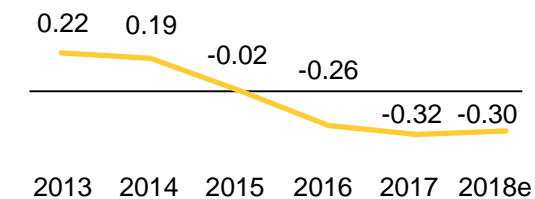
Risks in the long-run

- › The export oriented German economy could suffer especially from a trade conflict initiated by the US government.
- › In the medium term EMs – a very important market for German exports – could grow more slowly than in the past.
- › Germany's price competitiveness inside the Euro area has eroded since 2009.
- › Economic policy has been geared more towards redistribution of wealth than support for growth, and this will not change with the new government.

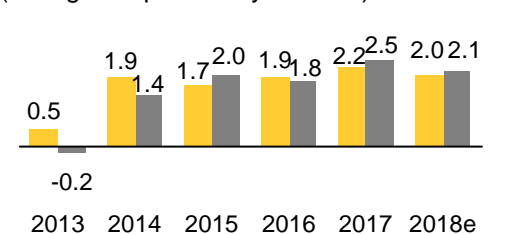
DAX (avg. p.a.)



Euribor (avg. p.a. in %)

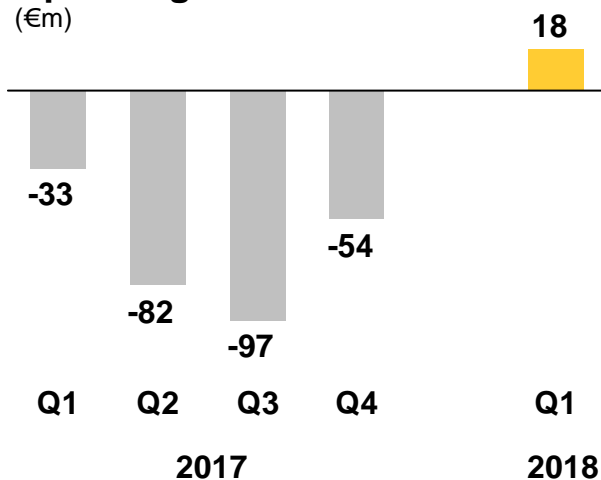


GDP (change vs. previous year in %)



Asset & Capital Recovery: operating result driven by lower risk result

Operating result (€m)



Segmental P&L

in €m	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
Revenues	115	39	-11	24	45
Revenues excl. exceptional items	24	22	-28	54	68
Risk result (2017: LLP)	-119	-92	-65	-59	-
Operating expenses	29	28	22	19	27
Operating result	-33	-82	-97	-54	18
RWA (end of period in €bn)	22.8	20.1	19.1	18.0	15.9
CRE (EaD in €bn)	2.2	1.9	1.7	1.5	1.3
Ship Finance (EaD in €bn)	4.5	3.9	3.3	2.6	1.3
Public Finance (EaD in €bn)	9.4	9.5	9.3	10.0	8.2
Group Ship Finance (EaD in €bn)	5.8	5.0	4.2	3.4	1.8

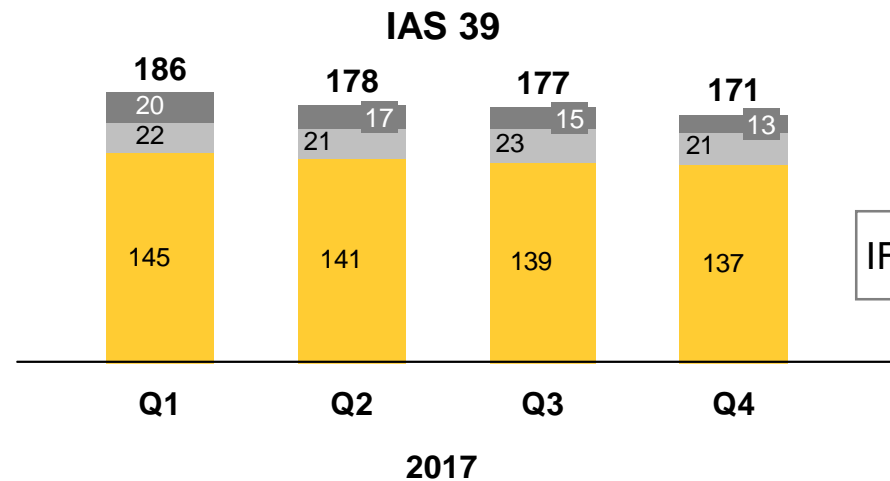
Highlights

- › Risk result reflecting elimination of drag from LLPs following revaluation of ship financing to fair value
- › Underlying revenues benefitting from valuations of positions now held at fair value
- › EaD reduction reflecting effect of IFRS 9 and continued portfolio run-down

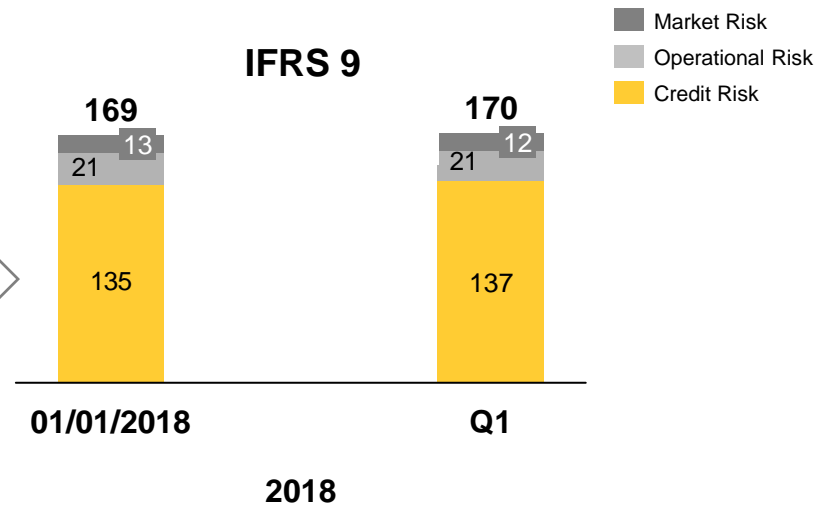
RWA with increase of €1bn in Q1 2018 – following introduction of IFRS 9

RWA development by RWA classification in 2017

(€bn eop)



RWA development after introduction of IFRS 9



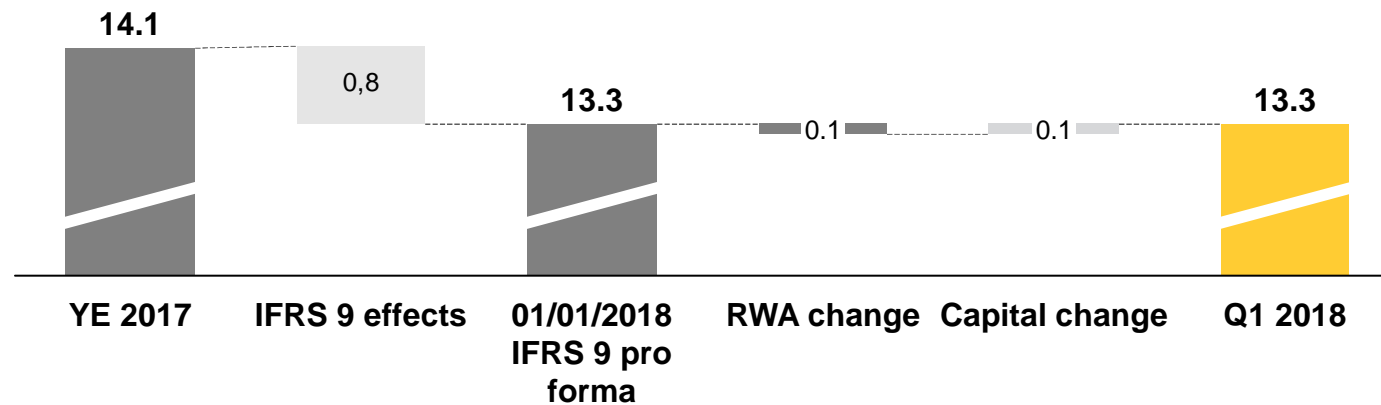
Highlights q-o-q

- › Stable development in Market and OpRisk RWA
- › Reduction of Credit RWA with introduction of IFRS 9 – mainly due to revaluation of ship financing portfolio at fair value
- › In Q1 RWA growth from increased lending in core segments

CET1 ratio at 13.3% under new IFRS 9 regime

Transition of CET1 ratio fully phased-in

(%)



Highlights

- › Initial pro forma CET1 ratio of 13.3% with the introduction of IFRS 9 as of 01/01/2018
- › Q1 CET1 ratio of 13.3% reflects growth underpinned by increased capital from net profits – incorporating €5ct per share dividend accrual

Objectives and expectations for 2018

FY 2018

- We focus on further growth and the execution of our strategy Commerzbank 4.0
- We expect higher underlying revenues in PSBC and Corporate Clients
- We will manage our cost base at ~€7.0bn
- We expect a Risk Result under the IFRS 9 regime of less than €600m
- We aim to resume dividend payments for the financial year 2018

Rating overview Commerzbank

As of 15 May 2018	S&P Global	MOODY'S INVESTORS SERVICE	FitchRatings	SCOPE Scope Ratings
Bank Ratings	S&P	Moody's	Fitch	Scope
Counterparty Rating ¹	A- negative	A2 (cr)	A- (dcr)	-
Deposit Rating ²	A- negative	A2 positive	A-	-
Issuer Credit Rating (long-term debt)	A- negative	Baa1 stable	BBB+ stable	A stable
Stand-alone Rating (financial strength)	bbb+	baa3	bbb+	-
Short-term debt	A-2	P-1	F2	S-1
Product Ratings (unsecured issuances)				
"Preferred" senior unsecured debt	A- negative	A2 positive	A-	A stable
"Non-preferred" senior unsecured debt	BBB	Baa1 stable	BBB+ stable	A- stable
Subordinated debt (Tier 2)	BBB-	Ba1	BBB	BBB stable

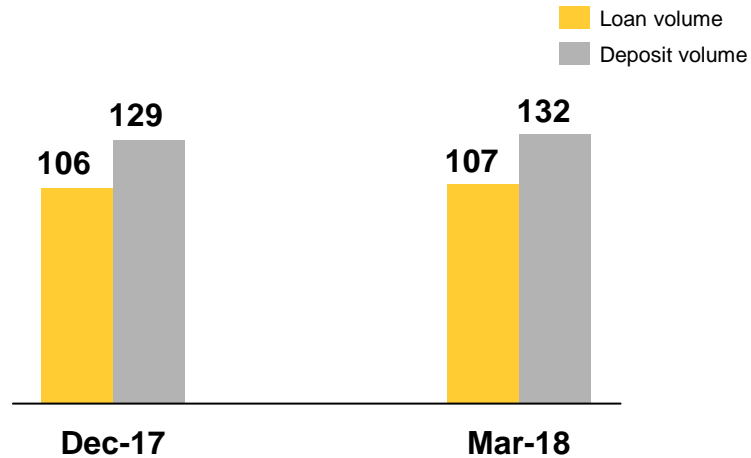
Rating events in Q1 2018

- › **S&P Global (S&P)** confirmed ratings of Commerzbank in March 2018 within a regular rating review
- › **Fitch** also confirmed Commerzbank's ratings in February 2018 within a regular rating review

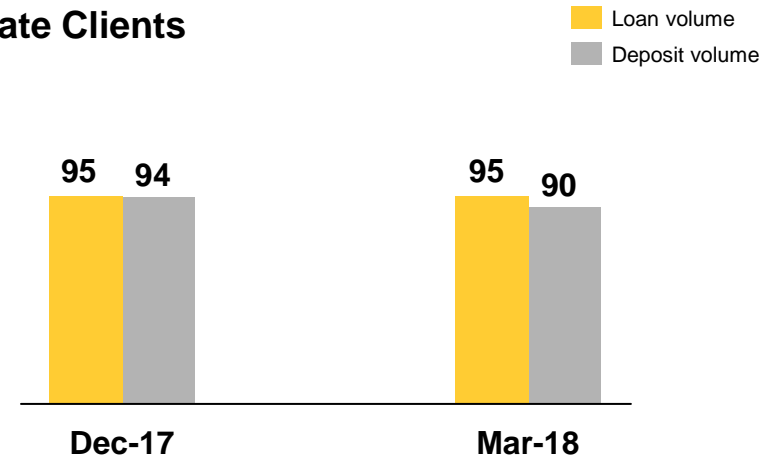
3 Commerzbank capital management and funding

Loan growth with target customers and optimisation of deposits

PSBC (€bn)



Corporate Clients (€bn)



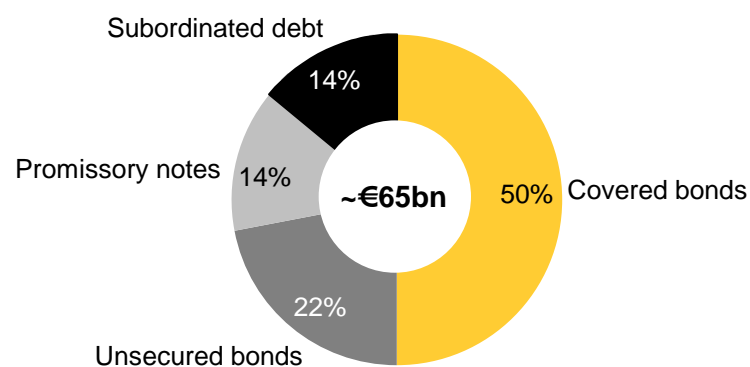
Highlights

- › Loan growth in Private and Small Business Customers (+1.8%) mainly driven by strong mortgage business in Germany
- › Corporate Clients with loan growth in Mittelstand (€0.7bn)
- › Ongoing reduction in legacy portfolios
- › Further successful optimisation of deposits in Corporate Clients – loan-to-deposit ratio of 105%

Capital markets funding activities Q1 2018

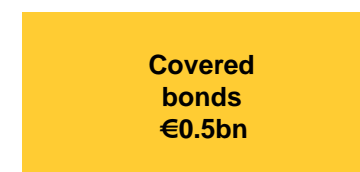
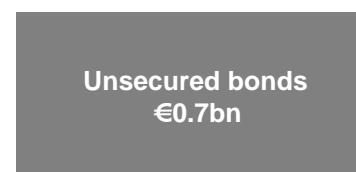
Funding structure¹

(as of 31 March 2018)



Group Funding activities²

Q1 2018 – Notional €1.2bn



	Benchmark	PP ³
Unsecured bonds	€0.5bn	€0.2bn

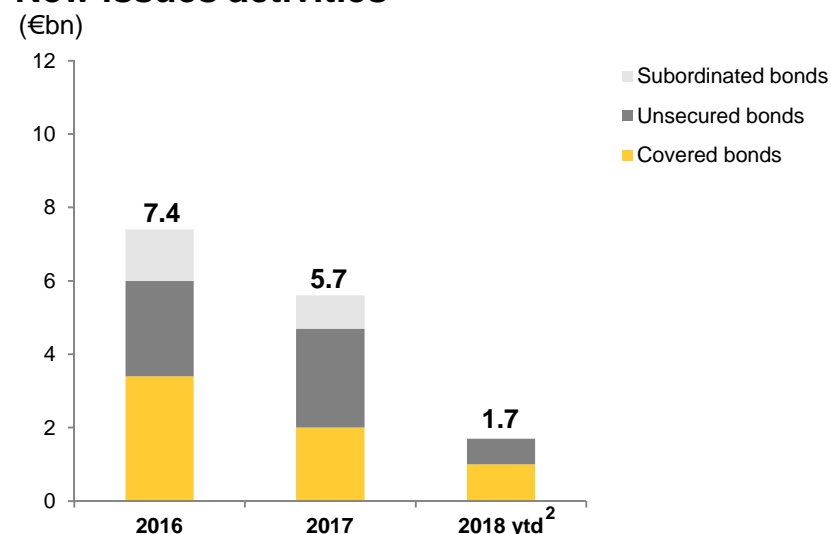
	Benchmark	PP ³
Covered bonds	€0.5bn	€0 bn

Highlights

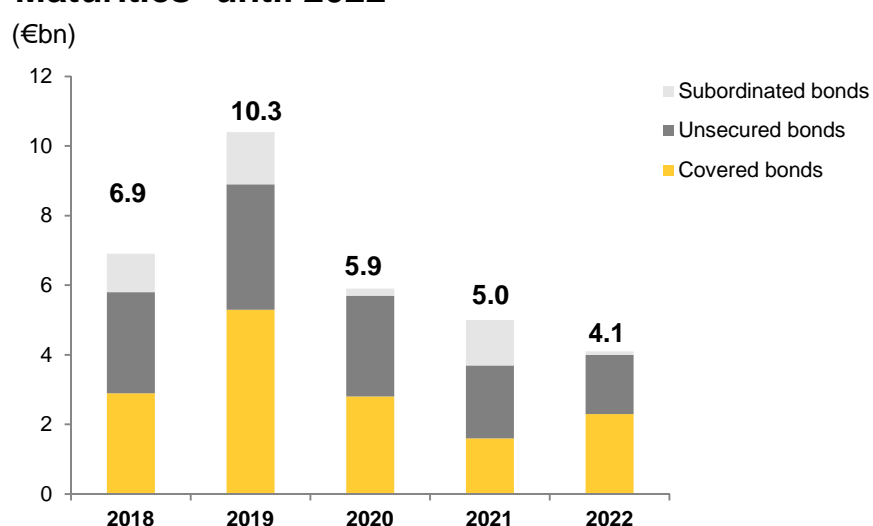
- › €1.2bn issued in Q1 2018 (average term over nine years)
- › €0.5bn 10 years Non-Preferred Senior benchmark
- › Two Mortgage Pfandbrief benchmarks each €0.5bn issued year-to-date, in March 7-years and in April 10-years maturity⁴
- › Focus on longer tenors

Funding plan and strategy – Diversification of funding sources

New issues activities



Maturities¹ until 2022

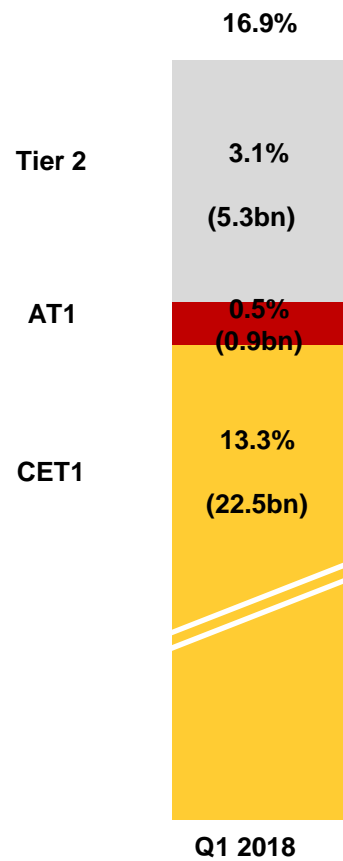


Strategy

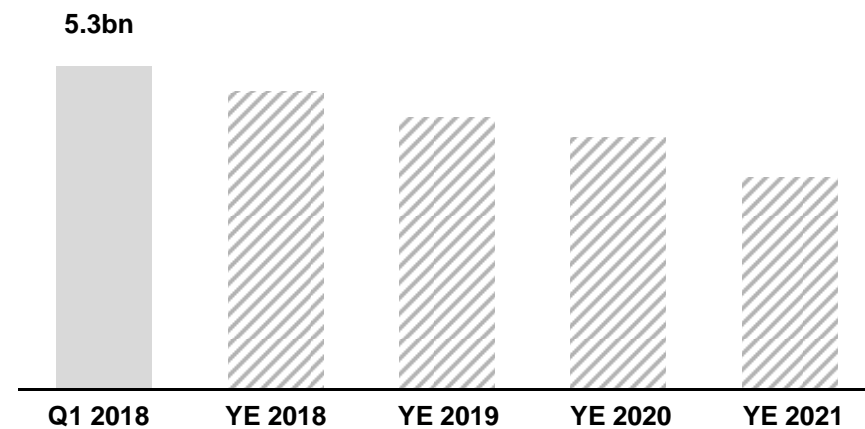
- › Issuance requirements 2018 and following years expected below €10bn
- › New issuances in line with maturities while meeting as well regulatory requirements
- › Focus on diversification regarding to foreign markets and to new investors
- › Covered bonds (e.g. Pfandbriefe), unsecured bonds and Tier 2
- › Well balanced profile of funding products, manageable maturity profile

Total Capital – Tier 2

Total Capital (%)

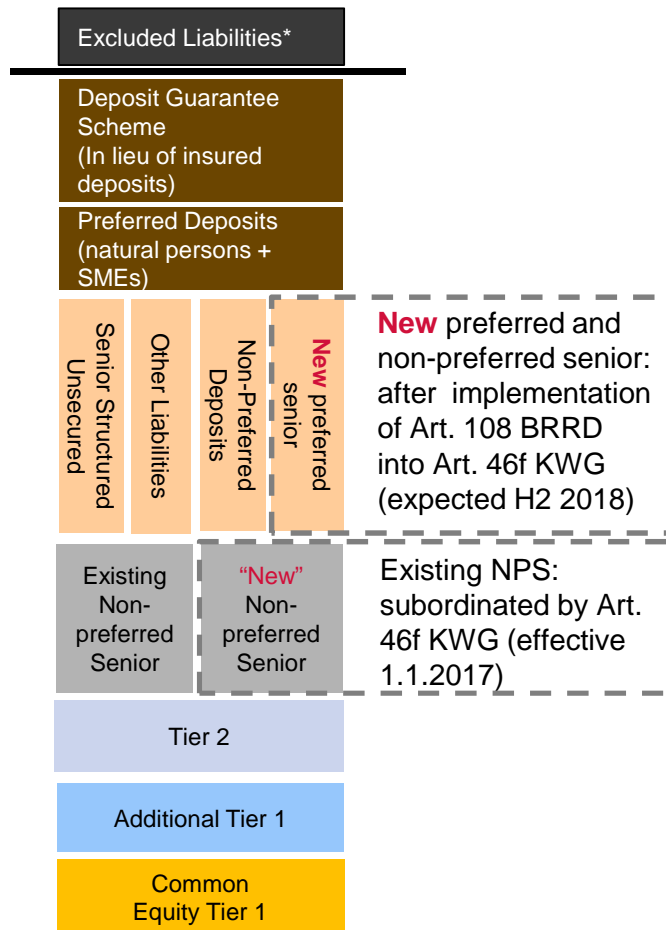


Tier 2 roll-off profile¹ € bn



- › Increase of capital efficiency via replacement of amortizing Tier 2 instruments.
- › New supply will be limited and manageable aiming to maintain Tier 2 layer
- › Broader market access which includes US market and potentially niche markets provides flexibility

German bail-in waterfall



Commerzbank Ratings (15 May 2018)

S&P Global	MOODY'S INVESTORS SERVICE	FitchRatings
A-	A2	A-
BBB	Baa1	BBB+
BBB-	Ba1	BBB
Only legacy instruments outstanding		

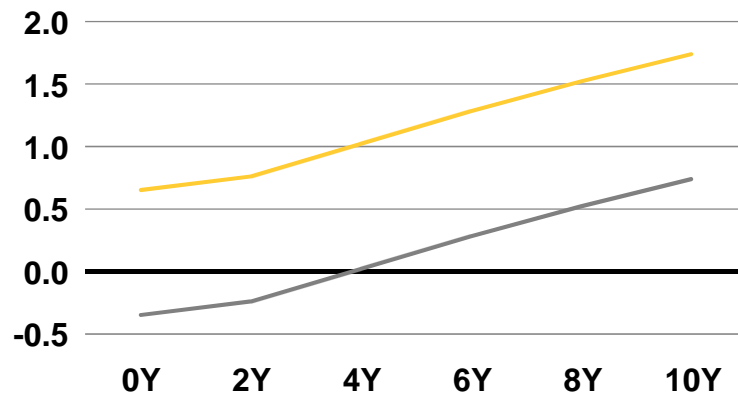
Source: Commerzbank *Secured obligations as well as Retail & SME Deposits <€100k under DGS

Appendix

Significant NII potential in scenario of rising interest rates

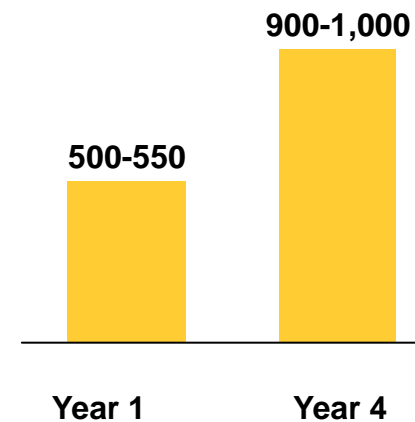
100 bps parallel up-shift in rates yield curve

(as of 31 December 2017, in %)



Scenario impact on NII

(€m)

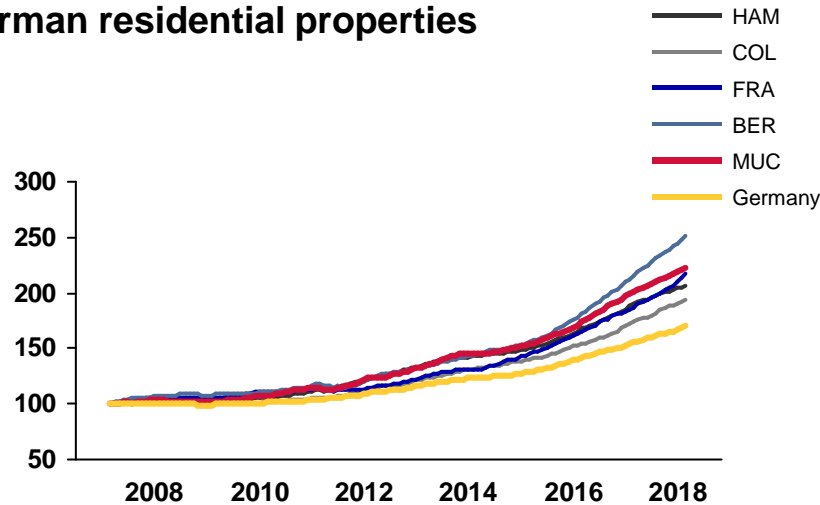


Highlights

- › Year 1 effect of €500-550m driven by short-end rates due to large stock of overnight (excess) deposits
- › Thereof ~1/3 stem from leaving the negative interest rate territory
- › Year 4 effect of €900-1,000m driven by higher reinvestment yield of modelled deposits used to refinance longer term loans

Residential mortgage business vs. property prices

German residential properties



Source: Immobilienscout24, Commerzbank Research

- › Prices of houses and flats, existing stock and newly constructed dwellings, averages, index: March 2007 = 100; Munich (MUC), Berlin (BER), Hamburg (HAM), Frankfurt (FFM), Cologne (COL)

Overall mortgage portfolio

- › Growing mortgage volume with a very good risk quality:
 - 12/15: EaD €62.6bn – RD 12bp
 - 12/16: EaD €66.8bn – RD 10bp
 - 12/17: EaD €75.2bn – RD 9bp
 - 03/18: EaD €77.3bn – RD 9bp
- › Rating profile with a share of 89% in investment grade ratings
- › Vintages of recent years developed more favourably so far and NPLs remain at a low level
- › Due to risk-oriented selection, RD still very low
- › As a consequence of low interest rates, repayment rates remain on a very high level
- › Average “Beleihungsauslauf” (BLA) in new business of 83% with stable development in 2018. German BLA is more conservative than the internationally used LtV definition due to the application of the strict German Pfandbrief law

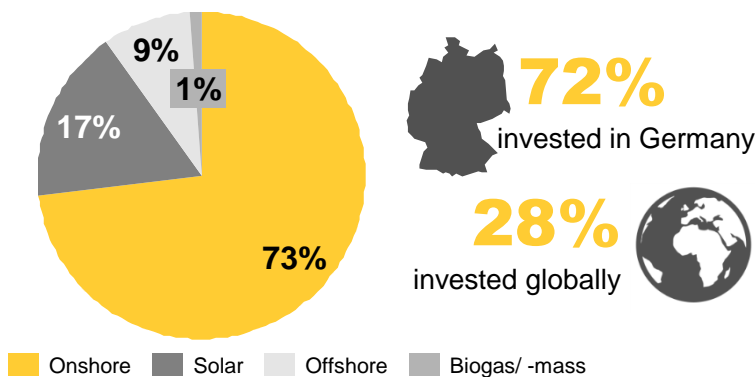
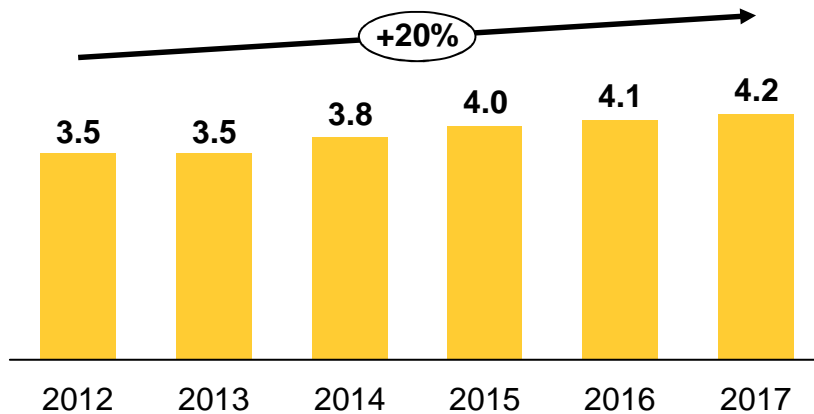


Risk parameters still on very good level, loan decisions remain conservative

We are a leading German provider of Renewable Energy Project Finance funding and will become Germany's most sustainable commercial bank

Renewable Energy Project Finance Portfolio

(Exposure at Default, €bn end of period)



Our evidences of success

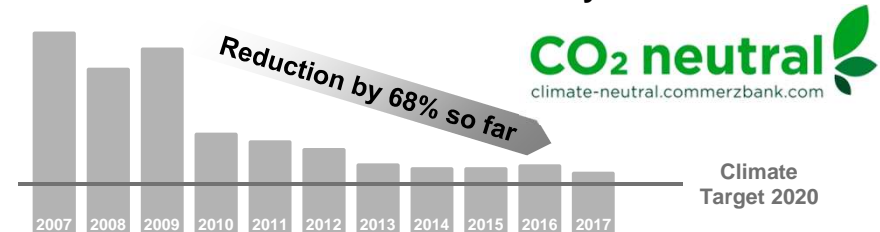
- › In the view of various NGOs, we are already today Germany's most sustainable commercial bank¹
- › Energy plants² financed by Commerzbank avoid CO₂ emissions in the amount of 14m tons annually
- › Commerzbank has financed 15% of the total German on-shore wind power³
- › Inclusion in various sustainability indices, e.g. STOXX® Global ESG Leaders
- › Our sustainability ratings are above the sector average of other European banks



Outperformer
(73 out of 100 points)



- › Reduction of own CO₂ emissions by 68% since 2007



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Financial calendar

2018

07 Aug



Q2 2018 results

08 Nov



Q3 2018 results