



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

Analyst conference – Q3 2023

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



## Result

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

Net result of €1,829m  
(9M 22: €963m)

9M net RoTE of 8.6%

## Revenues

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

NII up 39% YoY

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

## Costs

CIR of 60%

Costs of €4,806m in line with target

## Risk

Risk result of -€367m well within expectations

Total remaining TLA of €435m

NPE ratio at 1.0%

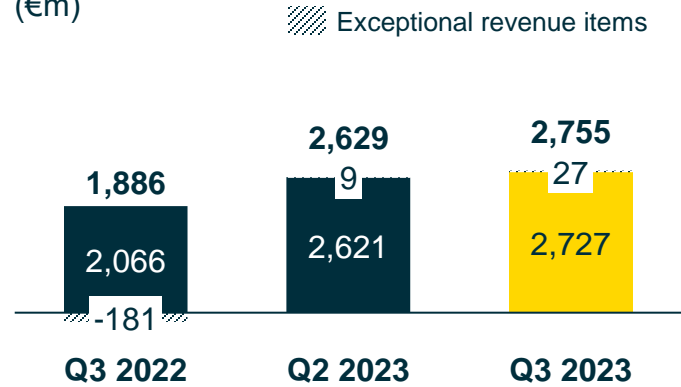
## Capital

CET1 ratio increased to 14.6% with comfortable buffer to MDA

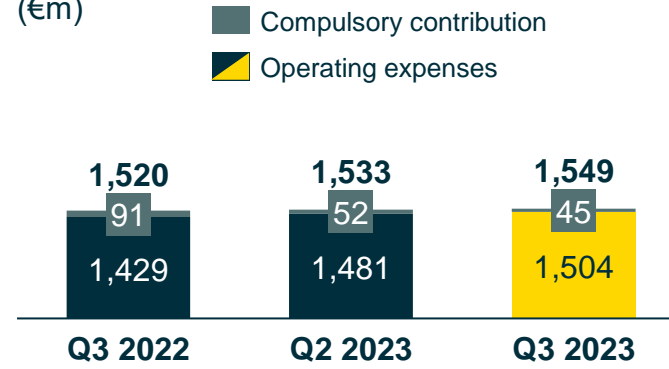
# Q3 with further improvement from already strong Q2



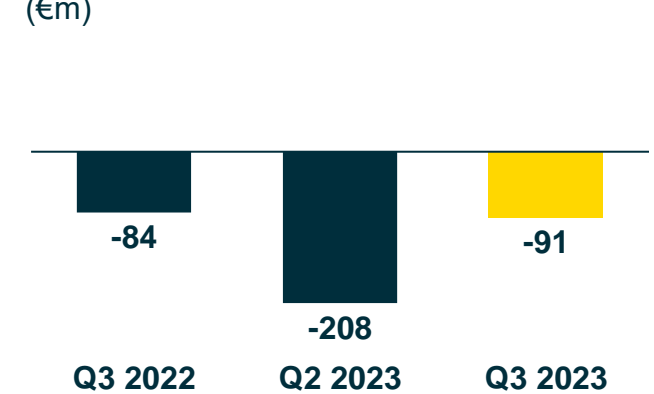
## Revenues (€m)



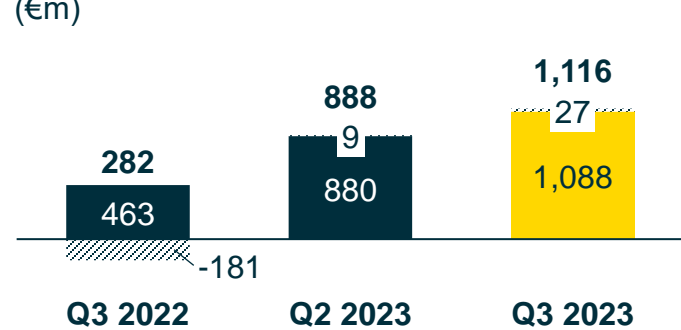
## Costs (€m)



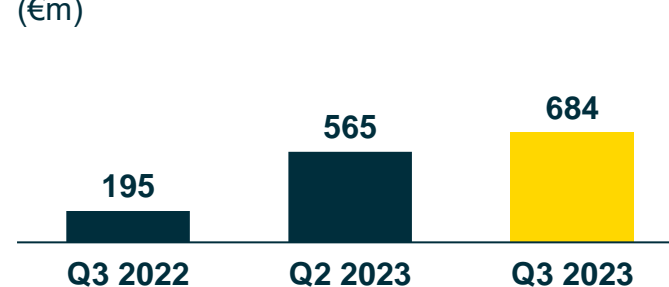
## Risk result (€m)



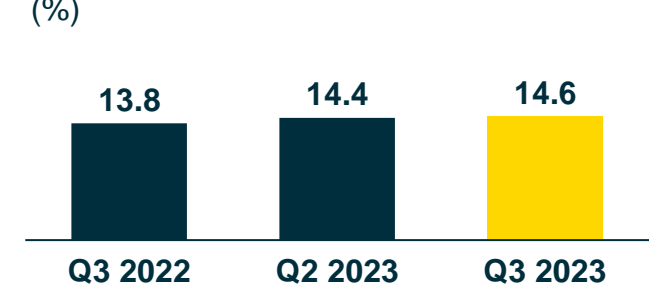
## Operating result (€m)



## Net result<sup>1</sup> (€m)



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



1) Consolidated result attributable to Commerzbank shareholders and investors in additional equity components

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

# Only minor exceptional items in Q3



## 2022 (€m) Revenues

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

**FY** **-52**

## 2023 (€m) Revenues

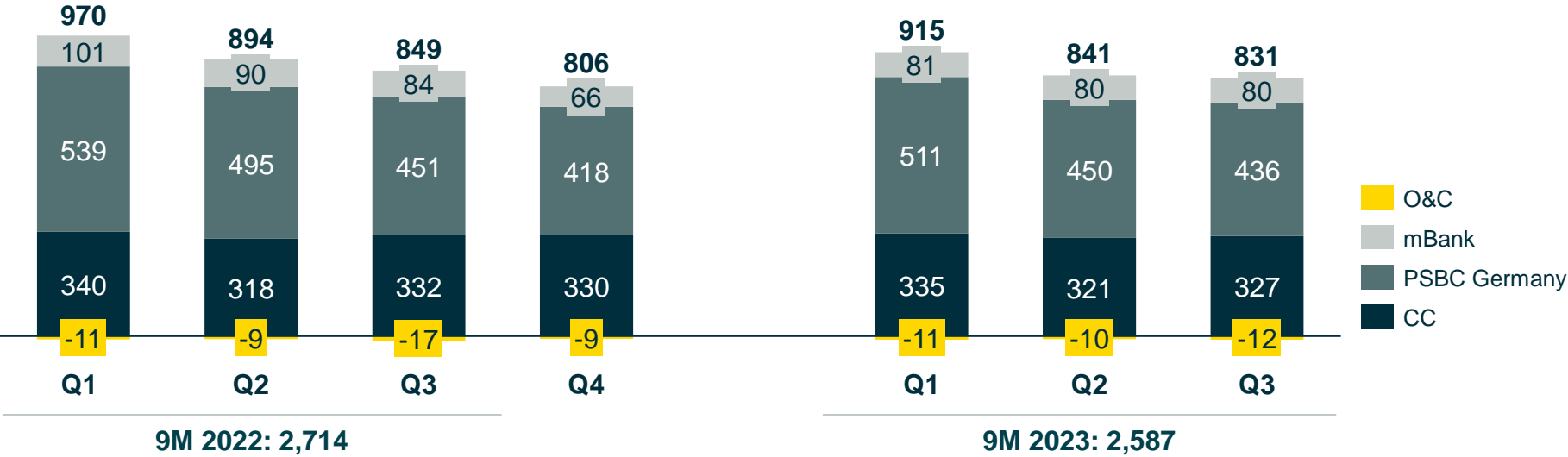
<b>Q1</b>	Hedging & valuation adjustments	9	<b>13</b>
	PPA Consumer Finance (PSBC)	-7	
	Credit holidays in Poland (PSBC)	11	
<b>Q2</b>	Hedging & valuation adjustments	17	<b>9</b>
	PPA Consumer Finance (PSBC)	-6	
	Credit holidays in Poland (PSBC)	-2	
<b>Q3</b>	Hedging & valuation adjustments	33	<b>27</b>
	PPA Consumer Finance (PSBC)	-5	

**9M** **49**

# Net commission income stabilising in Q3



## Underlying net commission income (€m)



### Highlights Q3

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

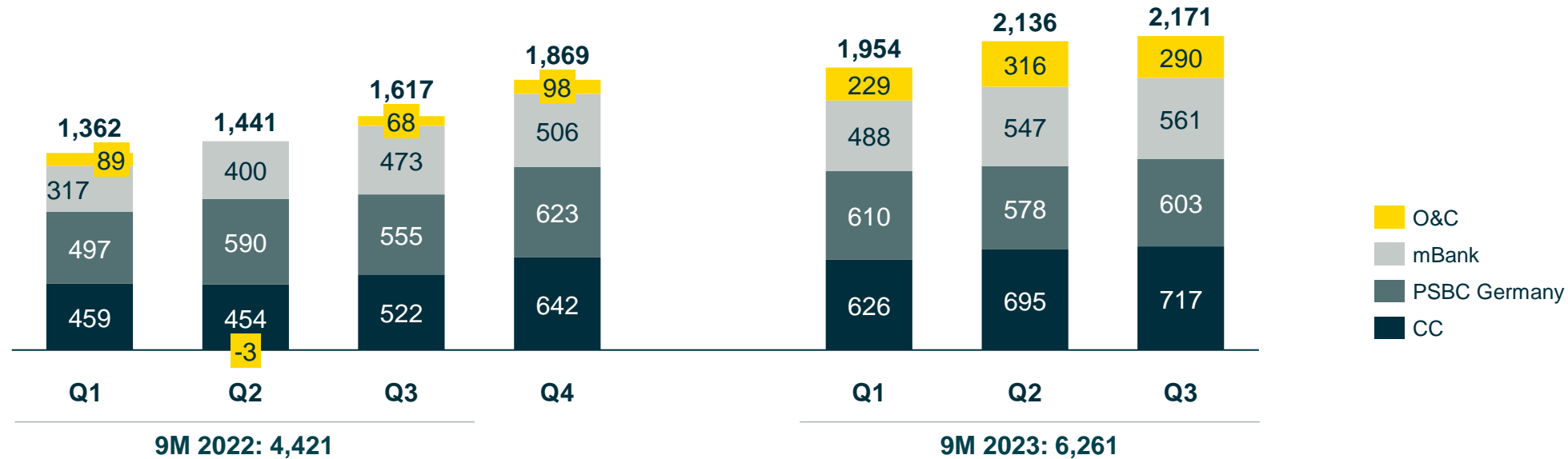
NCI in PSBC Germany below previous quarter due to decrease of securities transactions in a slightly less volatile market

We anticipate FY 2023 NCI slightly below last year's level

# NII in Q3 benefiting from further ECB rate increase



## Underlying net interest income (€m)



### Highlights Q3

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

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

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

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

# NII outlook increased to > €8.1bn



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

### EUR

ECB deposit rate Q4: 4%

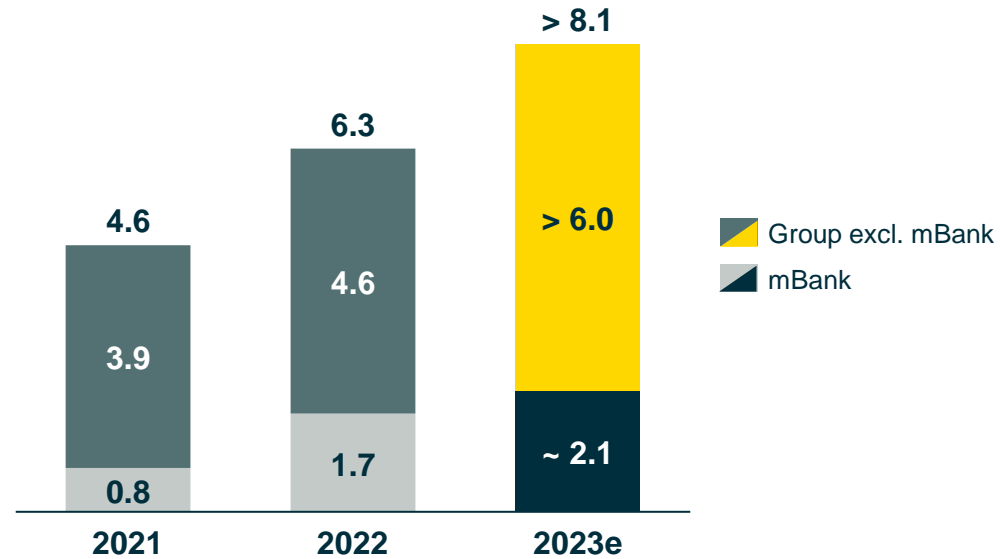
Average 5y swap rate Q4: ~3.37%

Deposit beta<sup>1</sup> in Germany rising from ~25% in Q3 to average ~30% in Q4 (→ FY average ~25%)

### PLN

In Q4 unchanged rates following 4 Oct rates decrease

## Development in underlying NII (€bn)



## Comments

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

Sensitivity to deposit beta<sup>1</sup>: change of +/- 1 percentage point of deposit beta in Q4 leads to ~ +/- €25m change in NII

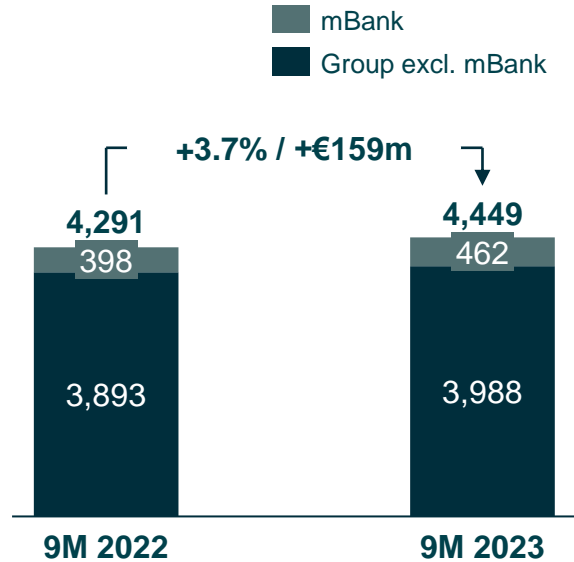
NII increase in O&C partially offset in NFV

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

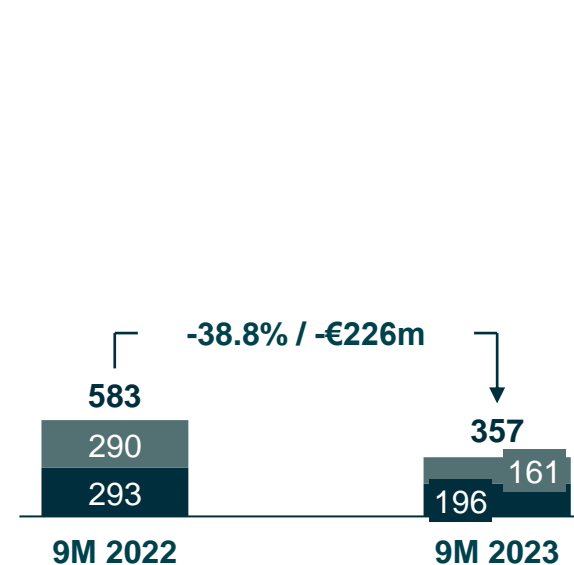
# Total expenses below previous year



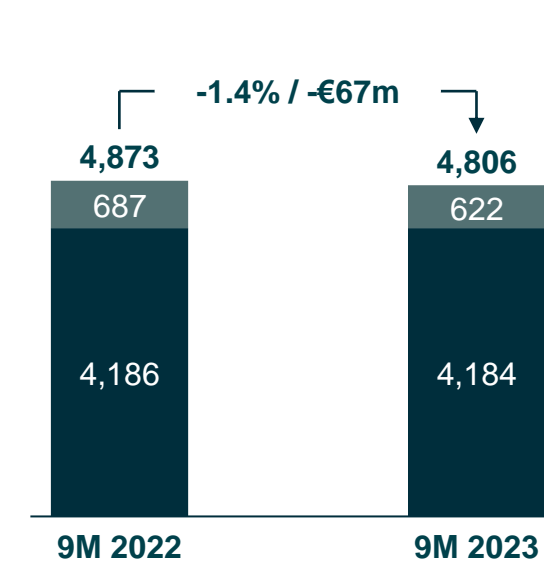
## Operating expenses (€m)



## Compulsory contribution (€m)



## Total expenses (€m)



### Highlights 9M

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

Decreasing European bank levy (-€91m) mainly due to lower target volume for 2023 in Q1 driven by reduced growth for European covered deposits and increase of payment commitments in Q2

Less Deposit Guarantee Scheme because of introduction of Institutional Protection Scheme in Poland in 2022 (-€91m)

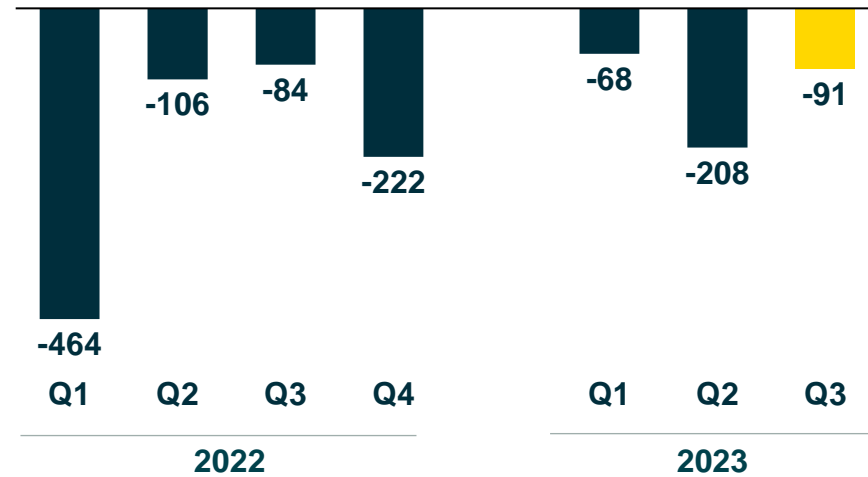
Total expenses of €6.4bn with a CIR of ~61% expected for FY 2023 reflecting further inflation compensation payments for employees and higher IT investments in Q4



# High credit quality maintained



## Risk result (€m)



## Risk result divisional split

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

NPE (€bn)	Q3 2022	Q2 2023	Q3 2023	9M 2022	9M 2023
Private and Small-Business Customers Germany	0.7	0.8	0.8	0.7	0.8
mBank	1.2	1.2	1.2	1.2	1.2
Private and Small-Business Customers	1.8	2.0	2.0	1.8	2.0
Corporate Clients	2.4	2.7	2.5	2.4	2.5
Others & Consolidation	1.4	0.9	0.7	1.4	0.7
<b>Group</b>	<b>5.6</b>	<b>5.6</b>	<b>5.2</b>	<b>5.6</b>	<b>5.2</b>
Group NPE ratio (in %)	0.9	1.1	1.0	0.9	1.0
Group CoR (bps) (year-to-date)	15	10	9	15	9
Group CoR on Loans (CoRL) (bps) (year-to-date)	32	21	18	32	18

### Highlights Q3

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

Repayments of larger single cases almost compensates new LLPs in CC

NPE ratio remains on low level of 1.0%

CoRL of 18 bps on the lower end of expectations

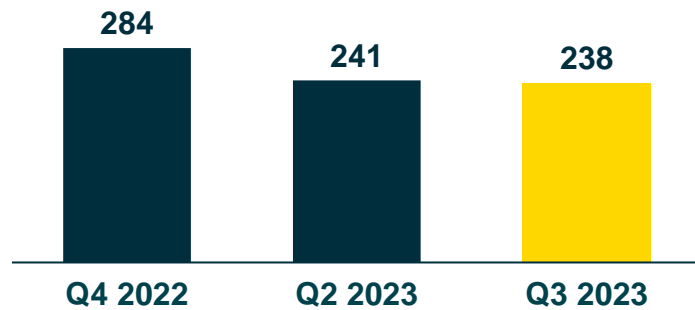
For the FY 2023 we now anticipate a risk result of <€700m before potential TLA usage

# €435m top level adjustment remains available

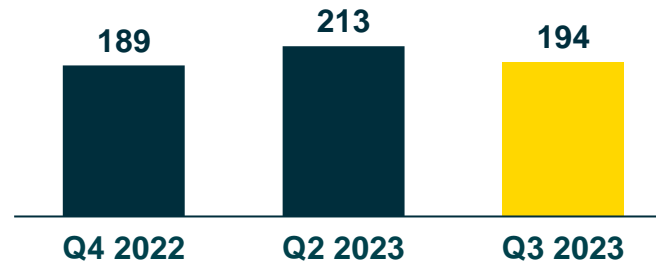


## Top level adjustment (TLA) (€m)

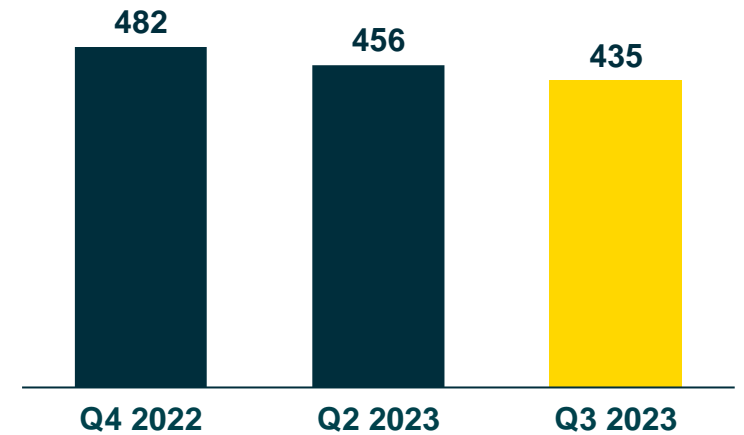
CC



PSBC



Group



### Highlights Q3

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

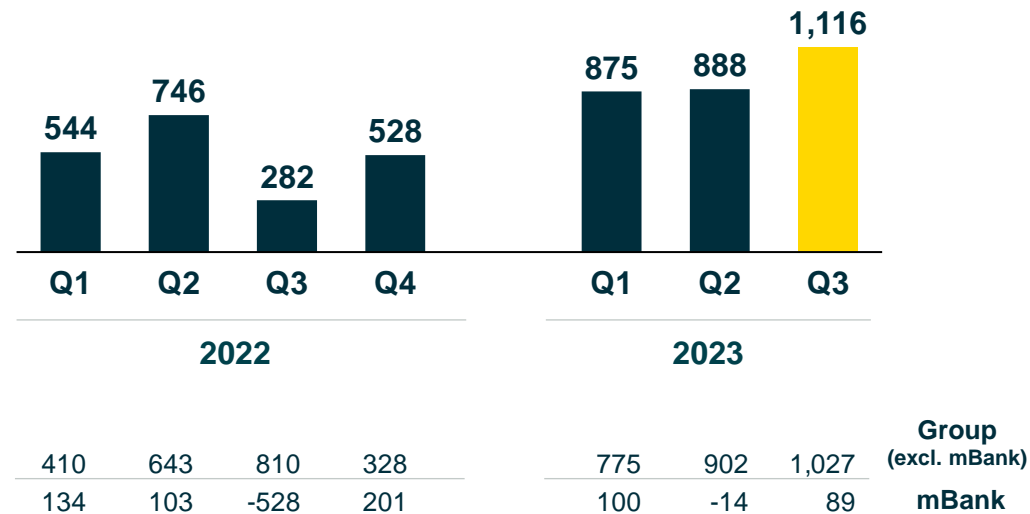
TLA of O&C unchanged at €3m

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

# Further increased profitability in Q3



## Group operating result (€m)



### Highlights Q3

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

Other income mainly reflects burden from CHF mortgages at mBank

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

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

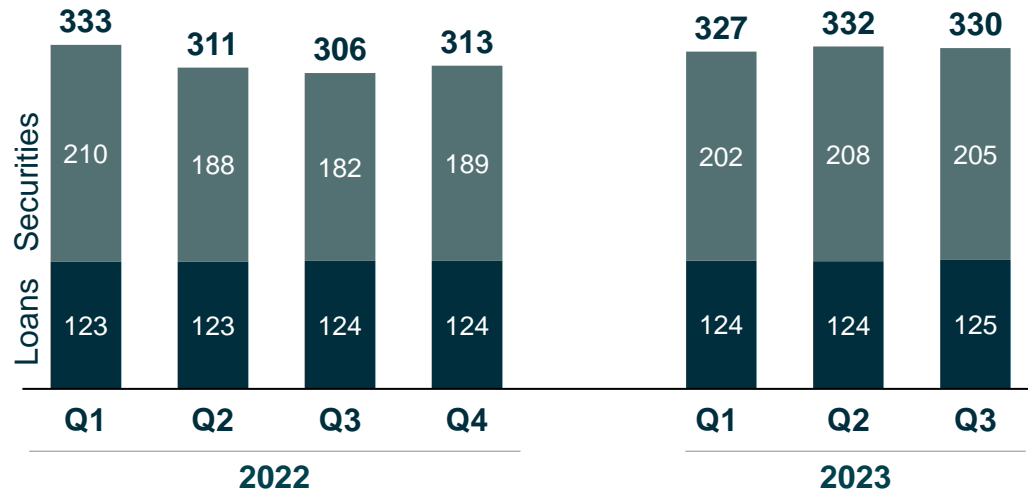
## Group P&L

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

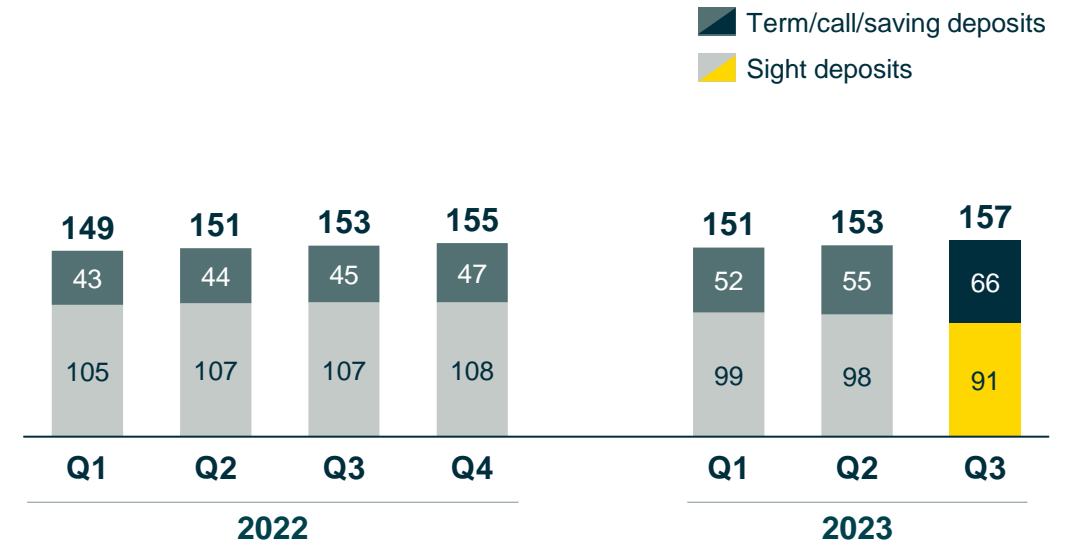
# PSBC: increasing deposits with further shift in mix visible



**Loan and securities volumes (Germany)**  
(€bn | eop)



**Deposits (Germany)**  
(€bn | eop)



## Highlights Q3

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

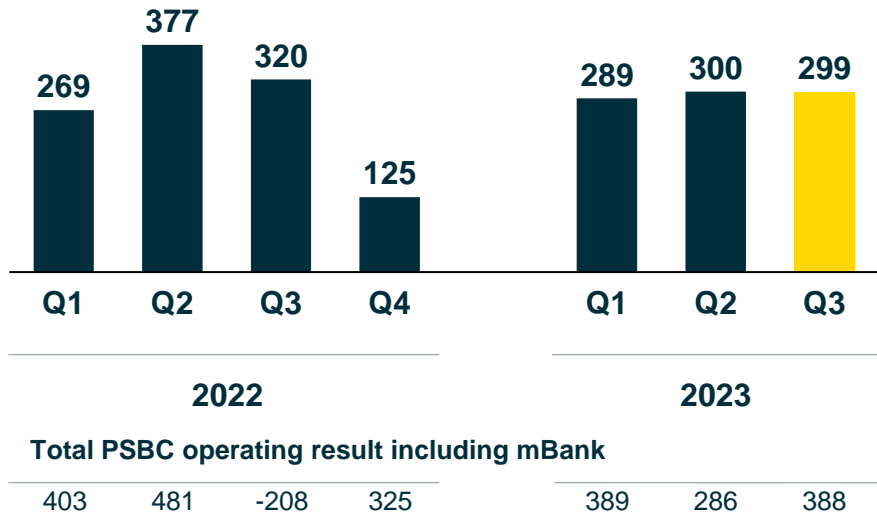
German mortgage business stable at €95bn  
Consumer finance book stable at €3.3bn

QoQ higher deposit volume as customers shift funds to call deposits

# Stable customer business in PSBC Germany



## Operating result PSBC Germany (€m)



## Segmental P&L PSBC Germany

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

### Highlights Q3

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

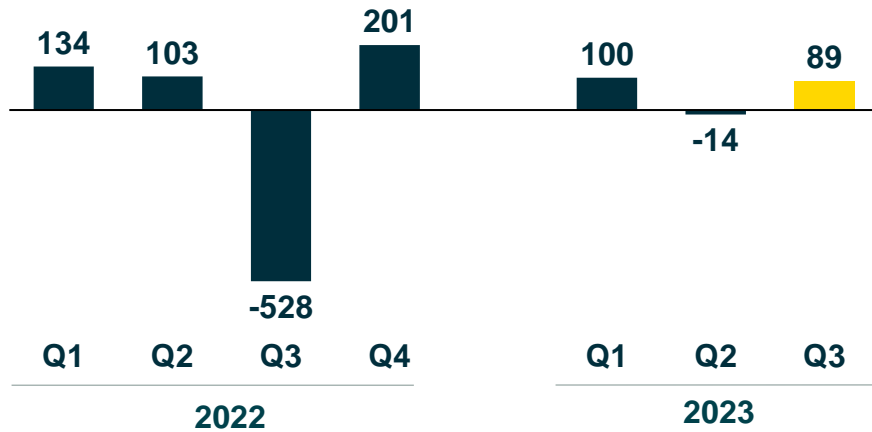
NCI -3% lower QoQ due to lower volumes of securities transactions in a less volatile market  
Commerz Real other income lower QoQ and YoY due to positive valuation effects in previous quarters

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

# mBank: strong underlying business



## Operating result mBank (€m)



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

175	143	219	301	262	335	323
-----	-----	-----	-----	-----	-----	-----

## Highlights Q3

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

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

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

## Segmental P&L mBank

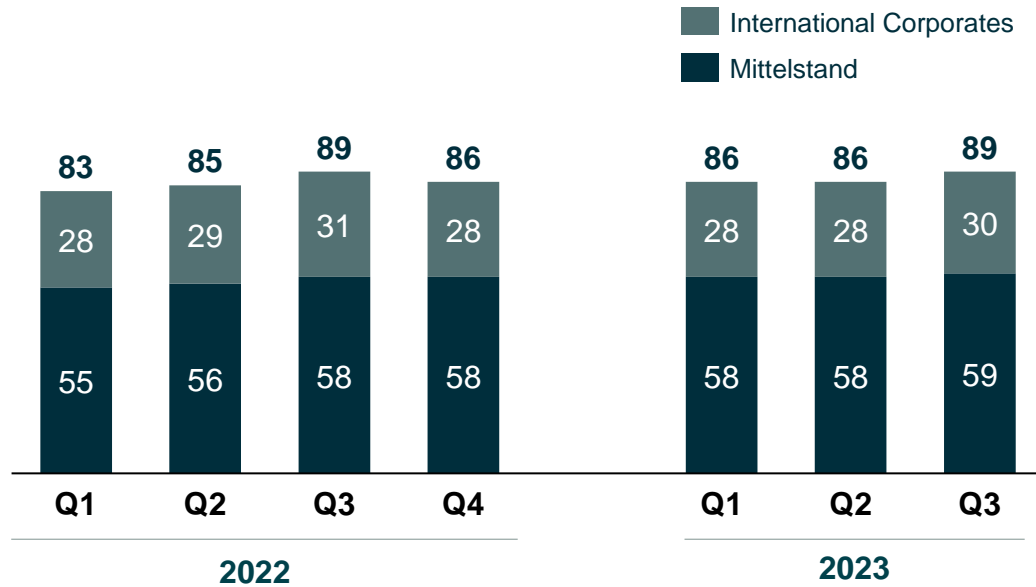
€m	Q3 2022	Q2 2023	Q3 2023	9M 2022	9M 2023
Revenues	-278	226	346	532	929
Exceptional items	-271	-1	-1	-272	12
<b>Revenues excl. exceptional items</b>	<b>-7</b>	<b>228</b>	<b>347</b>	<b>804</b>	<b>917</b>
Risk result	-38	-39	-55	-135	-132
Operating expenses	129	157	161	398	462
Compulsory contributions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

# CC: stable deposits and growing loan business



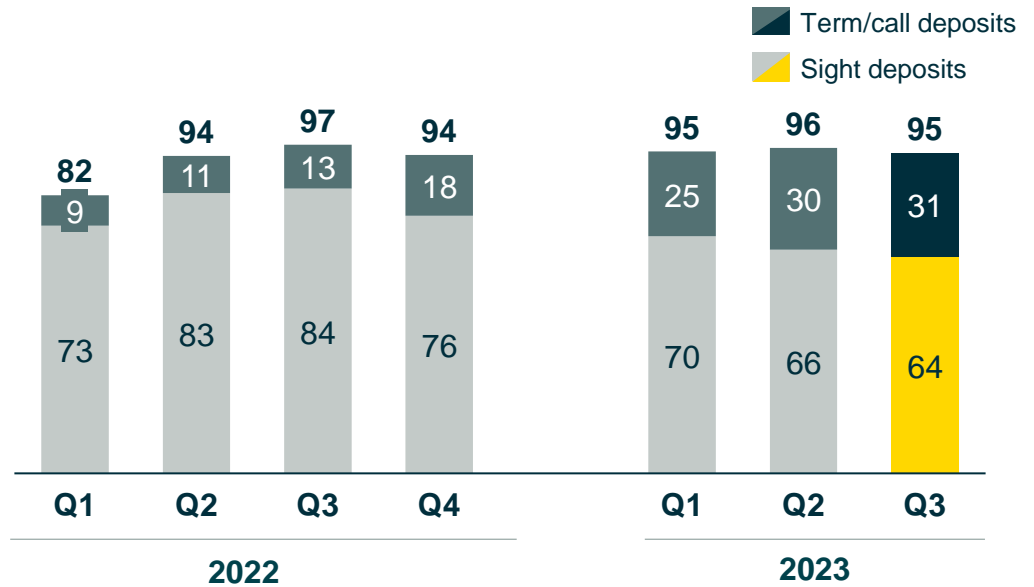
## Loan volume corporates

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



## Deposits

(€bn | quarterly avg.)



### Highlights Q3

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

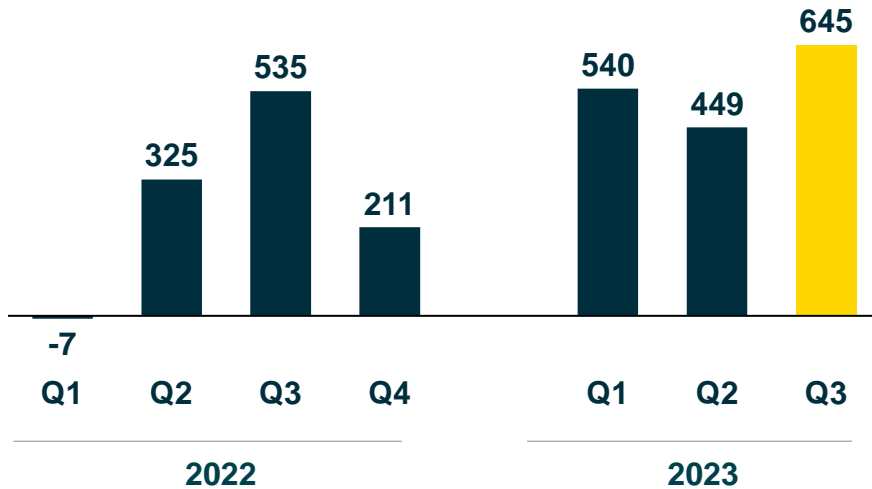
Slightly decreased total deposit volume with further move from sight to term/call deposits

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

# CC: good revenue development in all client groups



## Operating result (€m)



## Segmental P&L CC

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

### Highlights Q3

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

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

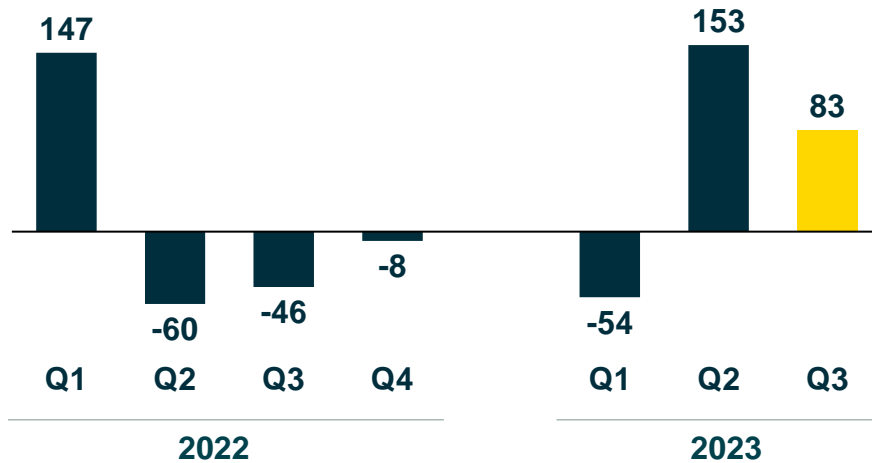
RWA increased 1% QoQ with higher credit risk RWA due to slightly increased loan volume and FX effects in USD as well as increase in market risk RWA



# O&C: good operating performance based on NII



## Operating result (€m)



## Segmental P&L O&C

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

## Highlights Q3

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

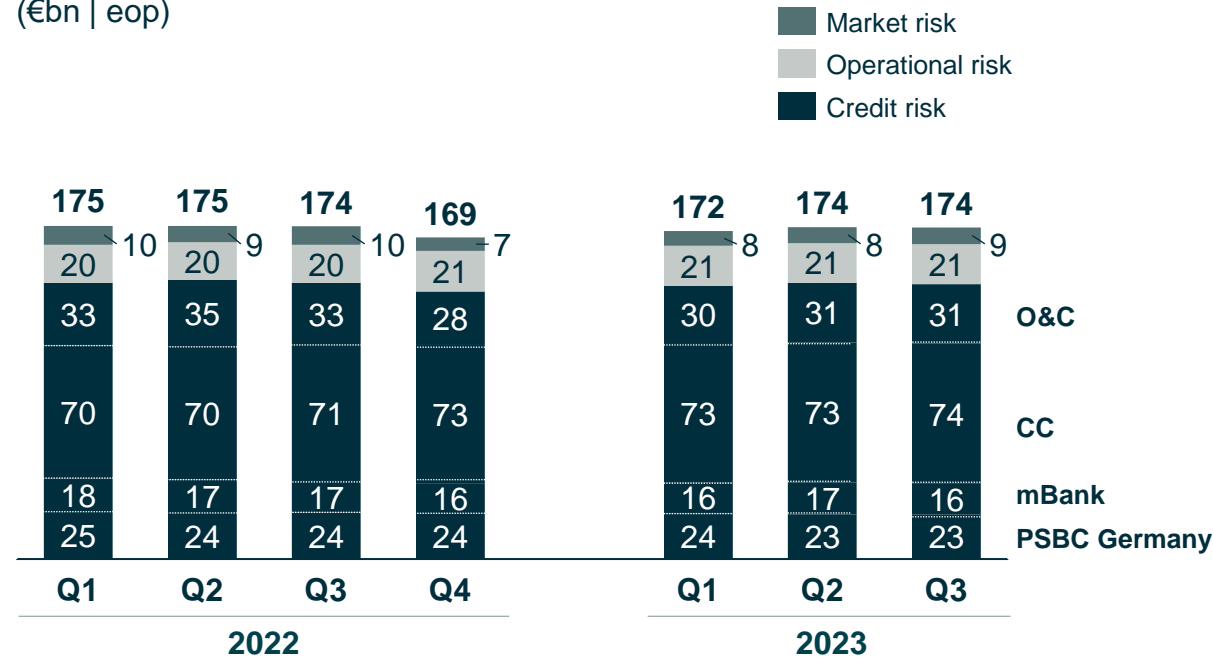
Valuation effects of -€15m from CommerzVentures

Operating expenses reflect higher accruals for variable compensation

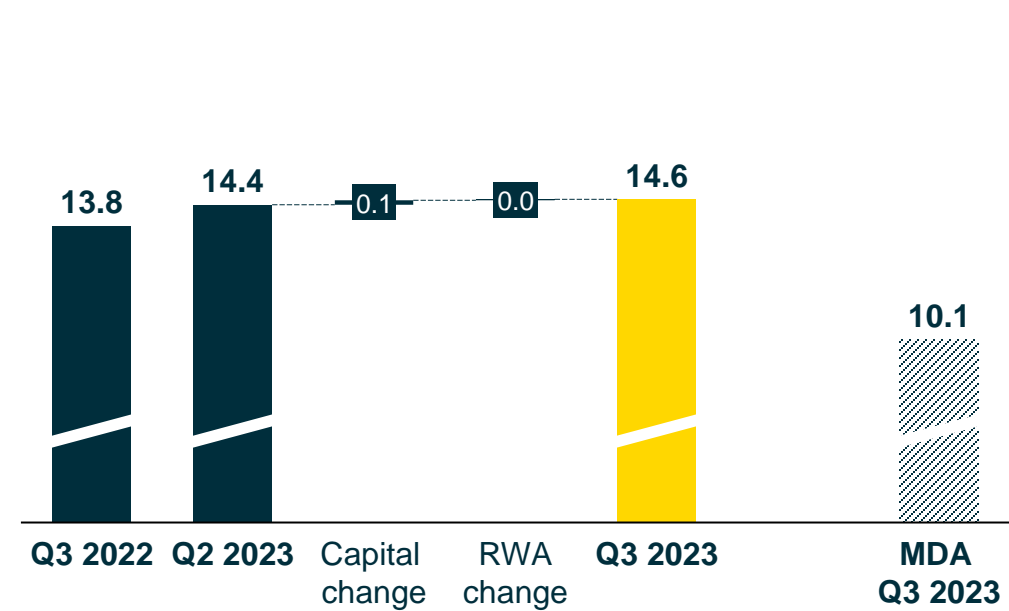
# CET1 ratio of 14.6% and buffer to MDA of 448bps



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



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



## Highlights Q3

Total RWA nearly stable

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

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

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

# Increased targets and expectations for 2023



## Revenues

We expect revenues  
~€10.6bn

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

## Costs

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

## Risk

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

## Capital

We expect  
a CET1 ratio of  
~14.7%

## Return

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

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

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

# Appendix



<b>2023 strategy KPIs</b>	20	<b>Commerzbank Group</b>		<b>P&amp;L tables</b>	
<b>German economy</b>	21	Commerzbank financials at a glance	36	Commerzbank Group	47
<b>Russia and risk related information</b>		Key figures Commerzbank share	37	Private and Small-Business Customers	48
Russia net exposure	22	Loan and deposit volumes	38	PSBC Germany	49
Commerzbank's risk provisions related to stages	23	<b>Funding &amp; rating</b>		mBank	50
Focus sectors: automotive, machinery, energy/utilities, construction/paper, chemicals/plastics, metals	24-30	Commerzbank's MREL requirements	39	Corporate Clients	51
Commercial real estate	31	Distance to MDA	40	Others & Consolidation	52
Residential mortgage business	32	Capital markets funding	41	Exceptional revenue items by segment	53
<b>Corporate responsibility</b>		Liquidity position / ratios	42	<b>Glossary</b>	54
Renewable energy portfolio	33	Rating overview	43	<b>Contacts &amp; financial calendar</b>	55
Sustainable products target	34	<b>Capital management</b>		<b>Disclaimer</b>	56
ESG ratings	35	IAS 19: Pension obligations	44		
		FX impact on CET1 ratio	45		
		Group equity composition	46		

# 2023 strategy KPIs



	KPI	YE 2020	YE 2021	YE 2022	9M 2023	Target 2023
<b>PSBC</b>	Domestic locations (#)	~800	~550	~450	~400	400
	Active digital banking users (%)	66	70	72	74	72
	Loan and securities volumes (GER   €bn)	290	340	313	330	345
<b>CC</b>	International locations exited (#)	-	6	10	11	13
	Digital banking users activated (%)	-	24	52	75	70
	Portfolio with RWA efficiency < 3% (%)	34	29	26	18	26
<b>Operations &amp; Head Office</b>	IT capacity in nearshoring locations (%)	14	20	24	29	26
	Apps on cloud <sup>1</sup> (%)	32	41	61	Target reached YE 2022	
	Reduction of external staff (#)	Reduction started in 2023			To be reported on annual basis	400
<b>Group</b>	Contracted gross FTE reduction (#)	-	>6,000	8,850	9,500	10,000 <sup>2</sup>

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

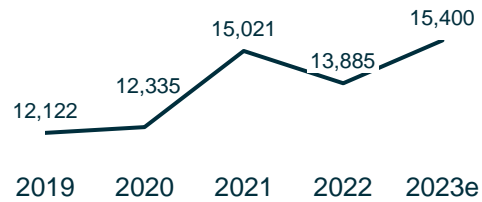
2) Planned gross reduction as part of Strategy 2024

# German economy expected to stay weak



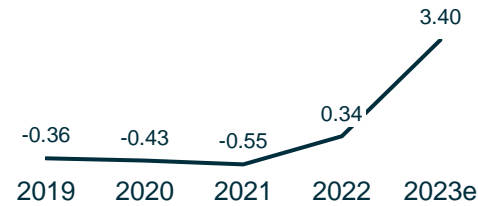
## DAX

(avg. p.a.)

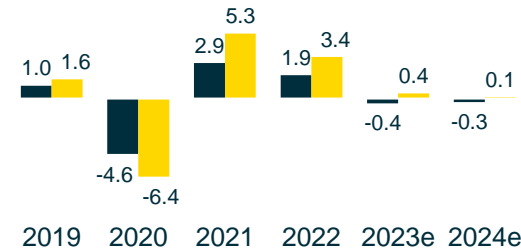


## 3m-Euribor

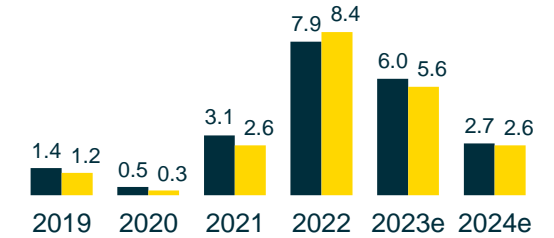
(avg. p.a. | %)



## GDP<sup>1</sup> (change vs. previous year | %)



## Inflation<sup>1</sup> (%)



### Latest development

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

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

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

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

### Outlook for 2023/2024

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

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

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

# Russia net exposure reduced by €150m in Q3



## Russia exposure

Net exposure (€m)	2022					2023		
	18 Feb	29 Apr	15 Jul	30 Sep	31 Dec	31 Mar	30 Jun	30 Sep
Corporates	621	580	398	322	261	217	184	161
– thereof at Eurasija	392	374	182	98	61	46	37	31
Banks	528	78	75	61	46	44	15	15
Sovereign (at Eurasija)	127	137	182	161	87	66	57	45
Pre-export finance	590	396	362	369	350	318	320	190
<b>Total</b>	<b>1,866</b>	<b>1,191</b>	<b>1,017</b>	<b>913</b>	<b>744</b>	<b>645</b>	<b>576</b>	<b>411</b>

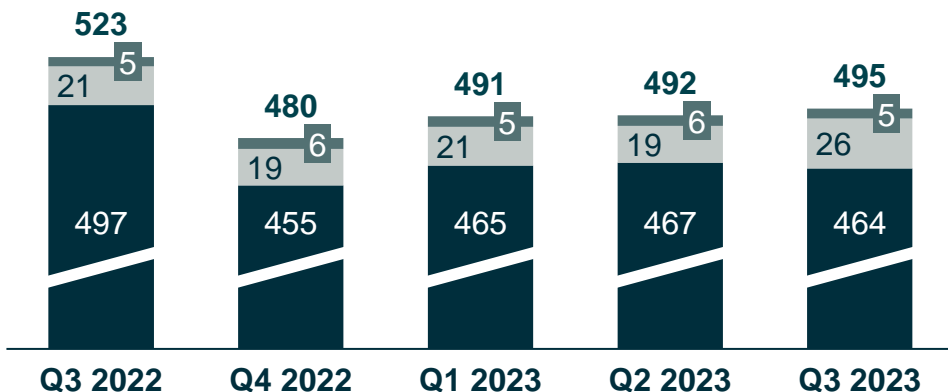
Group exposure net of ECA and cash held at Commerzbank reduced to €411m

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

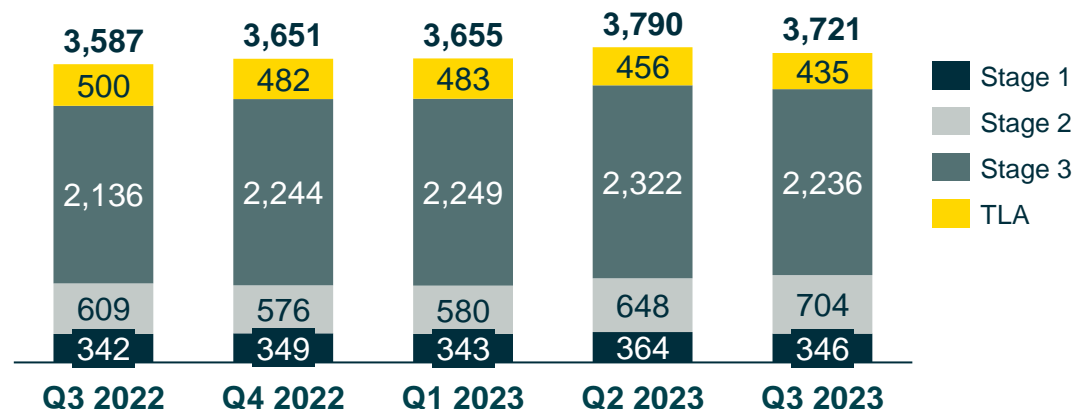
We continue to reduce exposures while supporting existing clients in compliance with all sanctions regulations

# Stable exposure with adequate risk provisions including TLA

**Exposure<sup>1</sup>**  
(€bn)



**Risk provisions**  
(€m)



**Coverage<sup>2</sup>**

	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Stage 3	43.8%	39.5%	41.1%	41.5%	42.5%
Stage 2	3.0%	3.0%	2.8%	3.3%	2.7%
Stage 1	0.1%	0.1%	0.1%	0.1%	0.1%

## Highlights Q3

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

Reduced exposure with increased coverage in stage 3

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

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

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



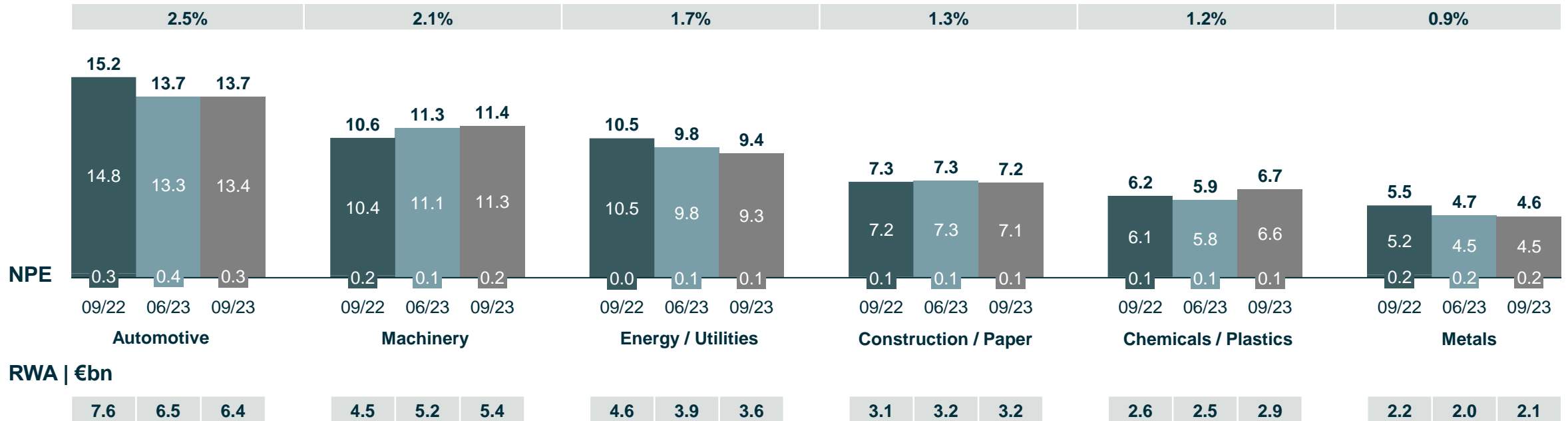
# Focus sectors



## Corporates' sectors

(€bn | EaD)

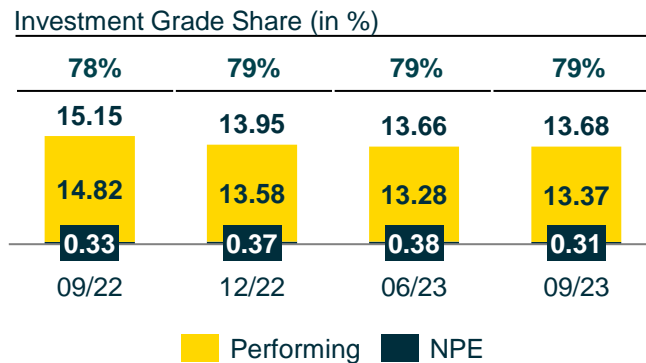
### Share within Commerzbank's portfolio 09/2023





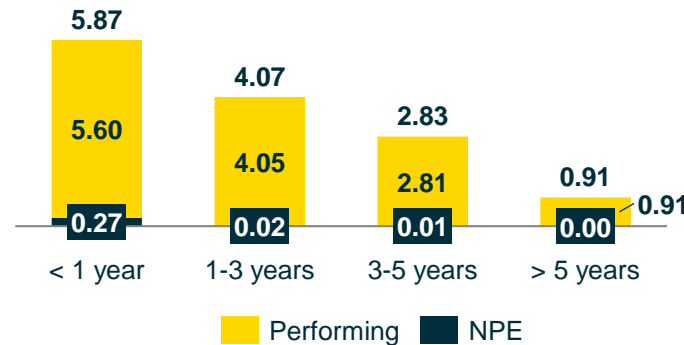
## Portfolio development

(€bn | EaD)



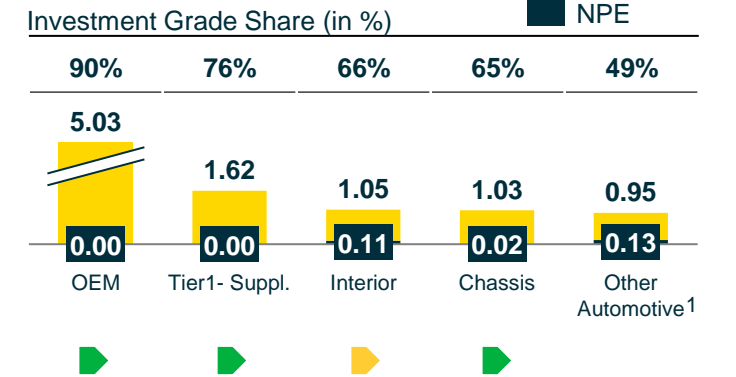
## Maturities

(€bn | EaD)



## Top 5 sub-portfolios 09/23

(€bn | EaD)



## Portfolio comments / sector outlook

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

Sector portfolio based on BSS (Industry Control Key)

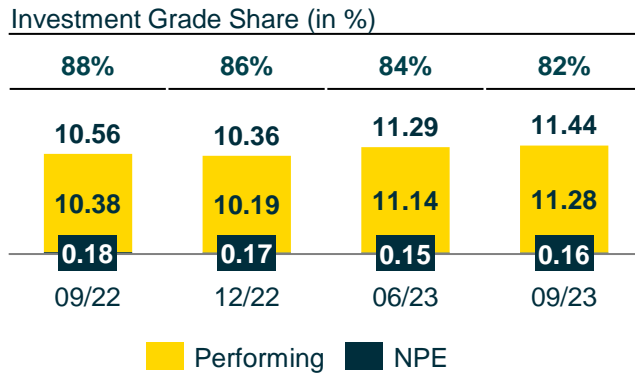
▶
▶
▶
 Sector Outlook

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



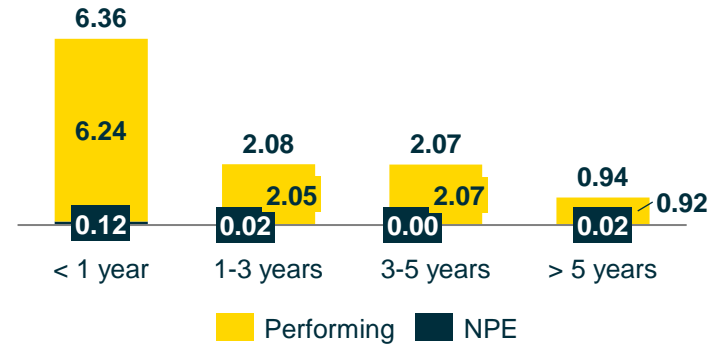
## Portfolio development

(€bn | EaD)



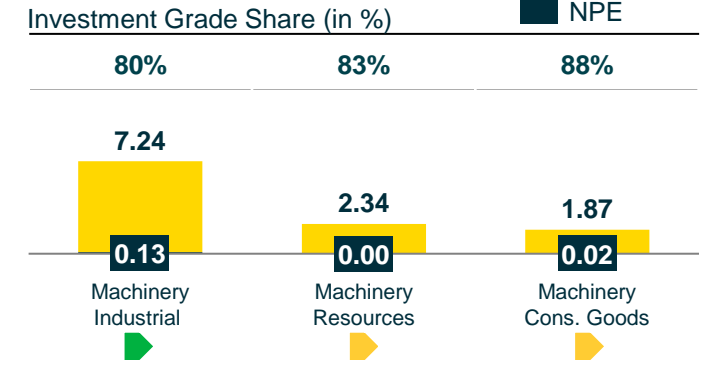
## Maturities

(€bn | EaD)



## Sub-portfolios 09/23

(€bn | EaD)



## Portfolio comments / sector outlook

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

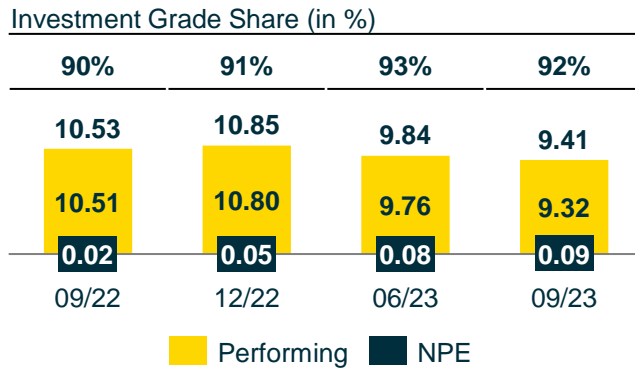
Sector portfolio based on BSS (Industry Control Key)

Sector Outlook



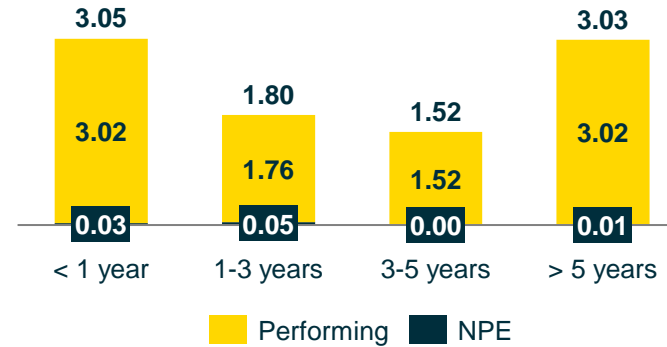
## Portfolio development

(€bn | EaD)



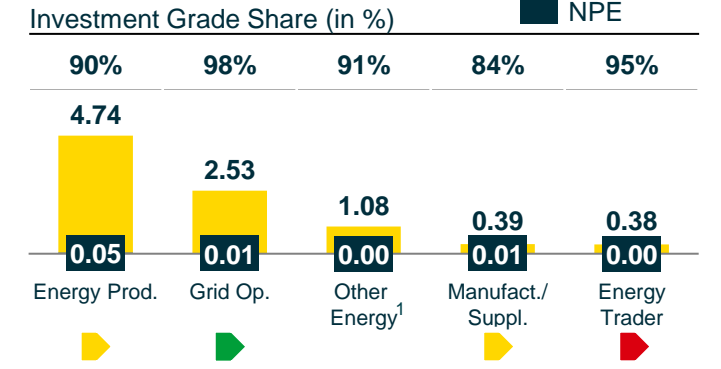
## Maturities

(€bn | EaD)



## Top 5 sub-portfolios 09/23

(€bn | EaD)



## Portfolio comments / sector outlook

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

Sector portfolio based on BSS (Industry Control Key)



Sector Outlook

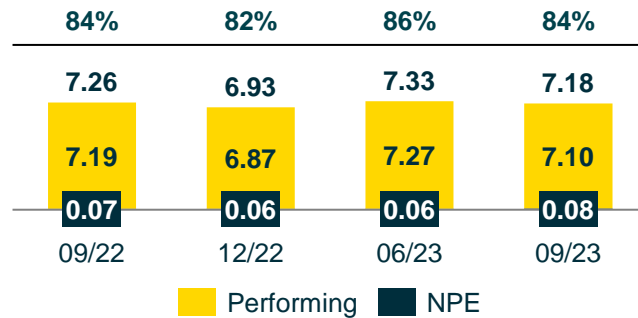
1) "Other" sub-portfolio generally includes individual major exposures that carry out business activities in various subsectors and are not allocated to a sub-portfolio. Due to the diversification of these clients, no uniform sector outlook can be given  
 2) BMWK: Bundesministerium für Wirtschaft und Klimaschutz / Federal Ministry for Economic Affairs and Climate Action



## Portfolio development

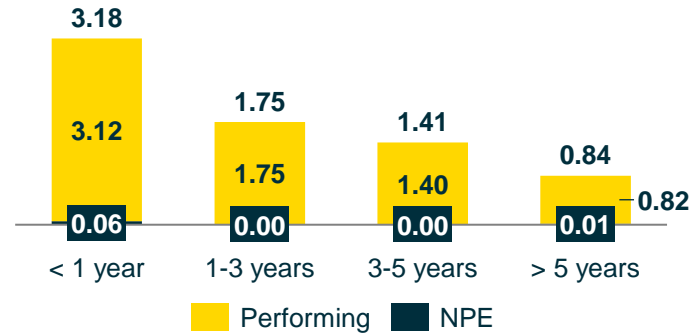
(€bn | EaD)

Investment Grade Share (in %)



## Maturities

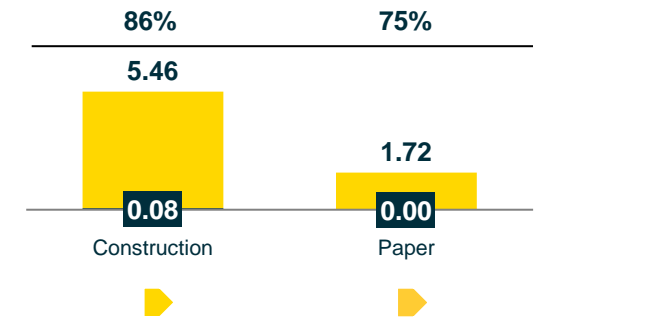
(€bn | EaD)



## Sub-portfolios 09/23

(€bn | EaD)

Investment Grade Share (in %)



## Portfolio comments / sector outlook

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

Sector portfolio based on BSS (Industry Control Key)

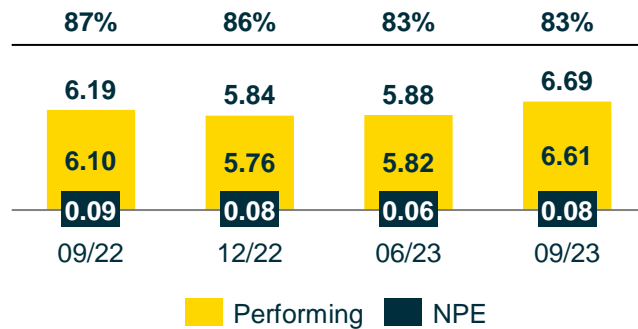
▶
▶
▶
 Sector Outlook



## Portfolio development

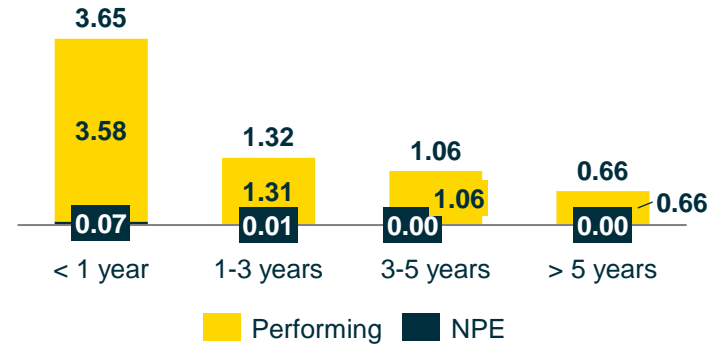
(€bn | EaD)

Investment Grade Share (in %)



## Maturities

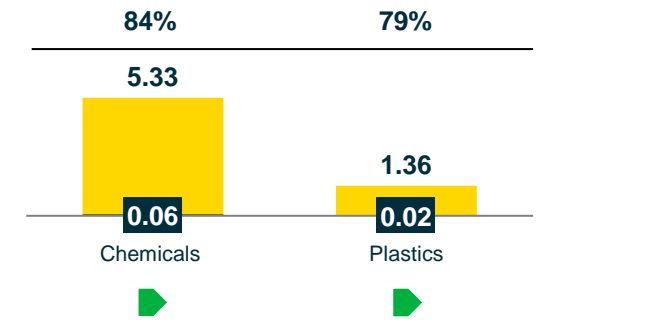
(€bn | EaD)



## Sub-portfolios 09/23

(€bn | EaD)

Investment Grade Share (in %)



## Portfolio comments / sector outlook

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

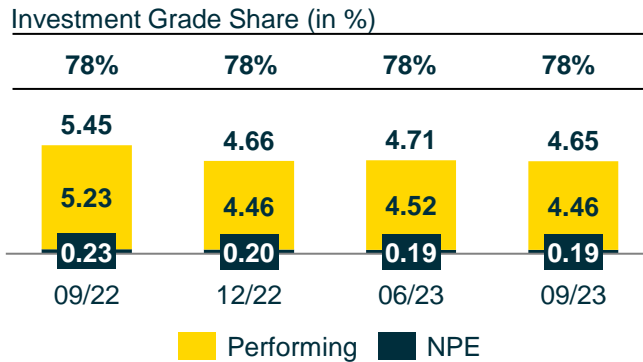
Sector portfolio based on BSS (Industry Control Key)

Sector Outlook



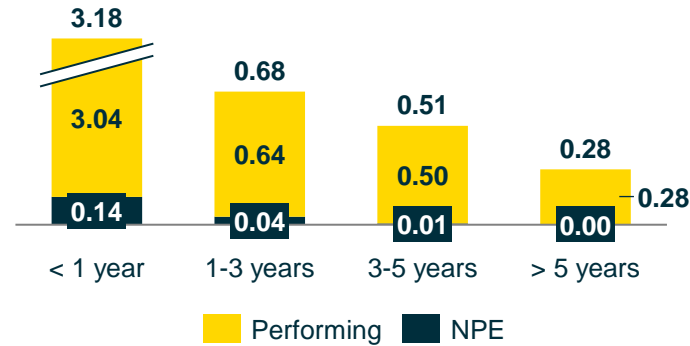
## Portfolio development

(€bn | EaD)



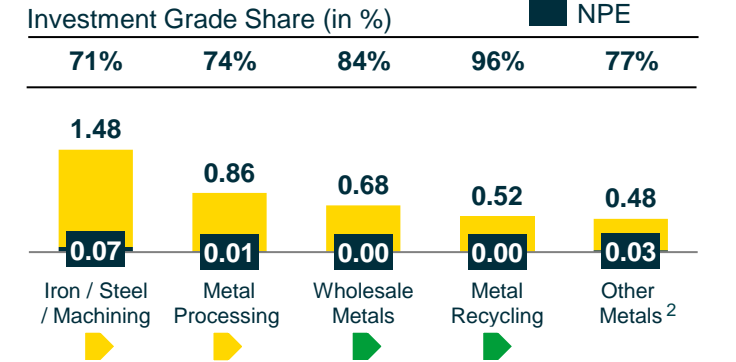
## Maturities

(€bn | EaD)



## Top 5 sub-portfolios 09/23<sup>1</sup>

(€bn | EaD)



## Portfolio comments / sector outlook

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

Sector portfolio based on BSS (Industry Control Key)

▶
▶
▶
 Sector Outlook

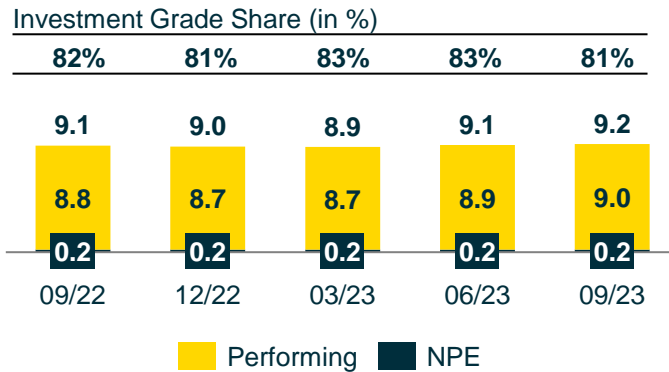
1) Foundries with yellow sector outlook are not part of top 5 sub-portfolios

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

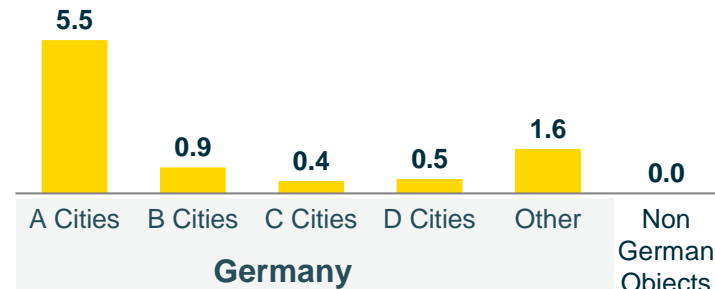
# Commercial Real Estate (asset-based)



## Portfolio development (€bn | EaD)



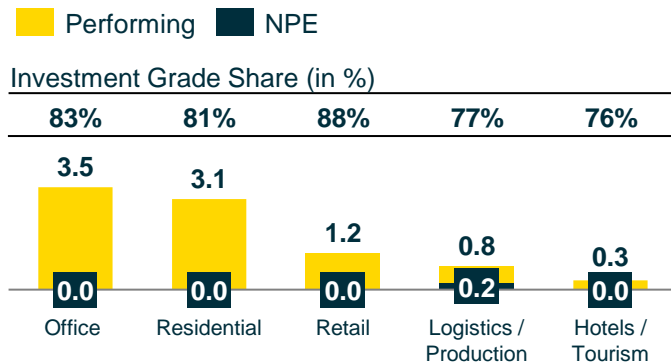
## Location 09/23<sup>1</sup> (€bn | EaD Performing)



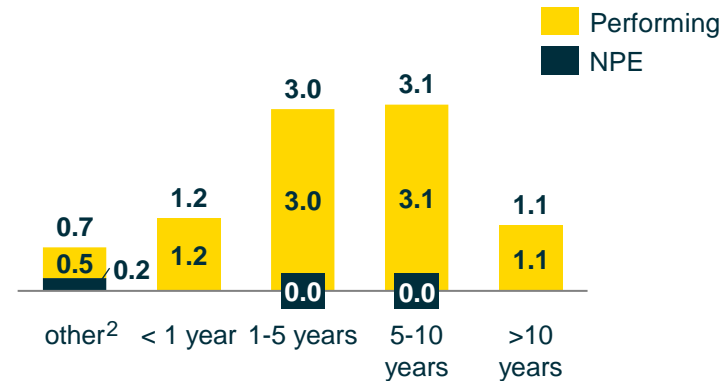
## Portfolio

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

## Top 5 asset classes 09/23 (€bn | EaD)



## Fixed interest period 09/23 (€bn | EaD)



## Strategy

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

1) City categories according to Bulwiengesa. Category A represents the seven most attractive and liquid real estate cities in Germany

2) Until further notice or variable interest rate

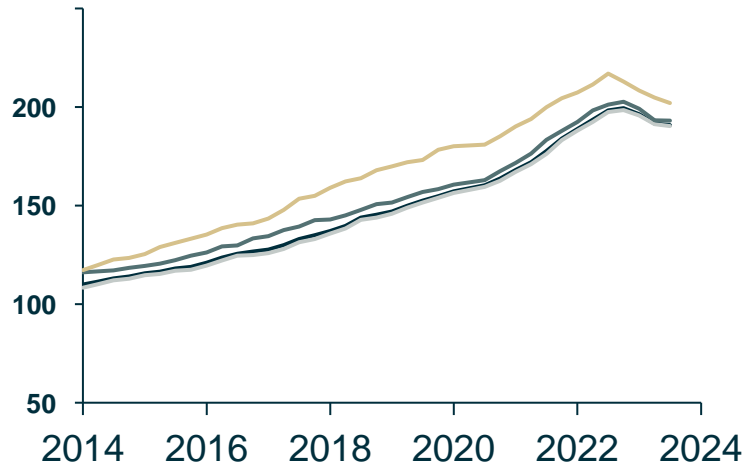


# Residential mortgage business and property prices



## German residential properties

(index values)

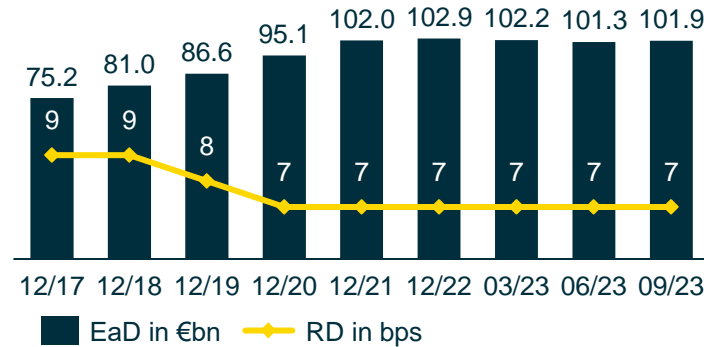


— Owner occupied housing — Condominiums  
— Single family houses — Multi family houses

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

## Overall mortgage portfolio

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



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

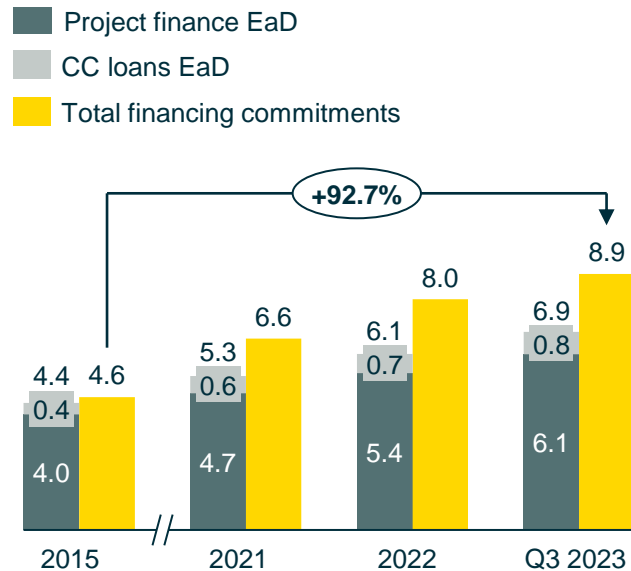
- New business in Q3 2023 with €2.2bn around 6% higher than in previous quarter but still on much lower level than in previous years
- PD in new business slightly deteriorated to 0.50%, repayment rates slightly down from 2.54% to 2.39%
- Portfolio guidelines and observations for PD, LtCV and repayment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

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

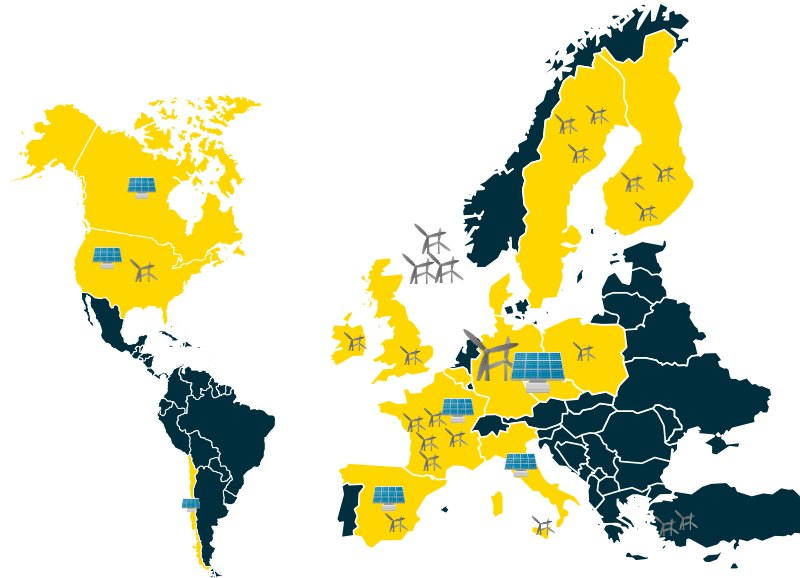
# Development of renewable energy portfolio



## Renewable energy portfolio (€bn | eop)



## Global footprint of renewable energy financing



### Offshore:

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

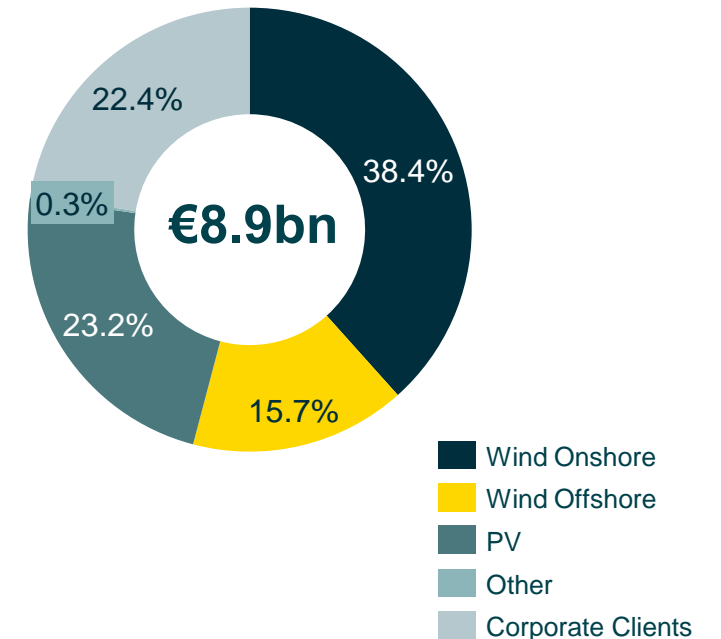
### International RE project finance:

amongst others US, UK, France, Netherlands and Spain

### Core market Germany:

approx. 43% of portfolio in Germany

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



**43%**  
invested in Germany



**57%**  
invested globally

1) MLA = Mandated Lead Arranger

# Good development of sustainable products in Q3 2023

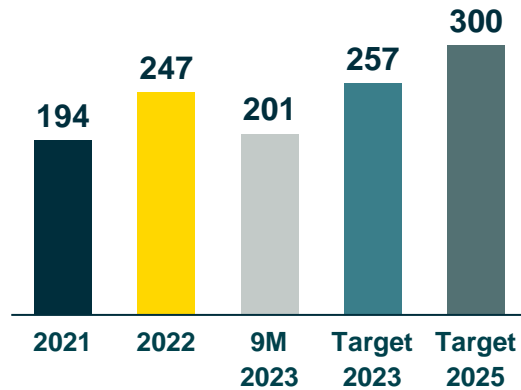


**Advisory products**  
(no balance sheet impact, €bn)



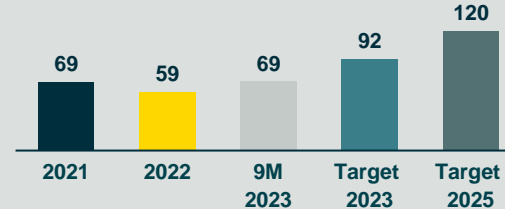
**Loan products**  
(with balance sheet impact, €bn)

## Sustainable products (€bn)

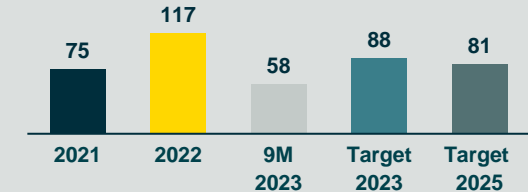


### Corporate Clients

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

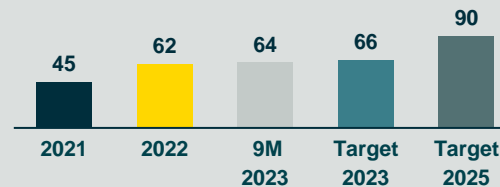


- Renewable energy loan portfolio\*\*
- Sustainability linked loans\*
- KfW sustainability linked programmes\*

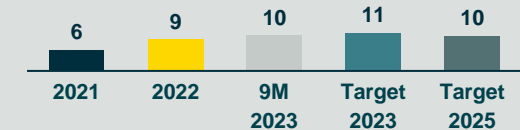


### Private & Small-Business Customers<sup>1</sup>

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

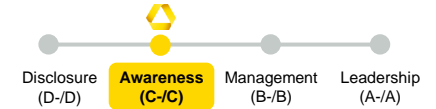
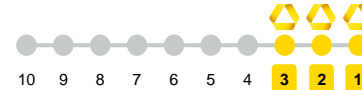


- Green mortgages\*\*
- KfW programmes\*\*



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

# ESG ratings prove that we are on the right track



## ESG Rating

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

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



## ESG Risk Rating

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

Very well positioned above industry average on the 1<sup>st</sup> quantile



## ESG Corporate Rating

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

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



## ESG QualityScores

Commerzbank assigned with low ESG risks by ISS ESG QualityScores

Social QualityScore 1, Environmental QualityScore 2, Governance QualityScore 3



## Climate Change Rating

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

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

Supplier Engagement Rating: rated A-

# Commerzbank financials at a glance



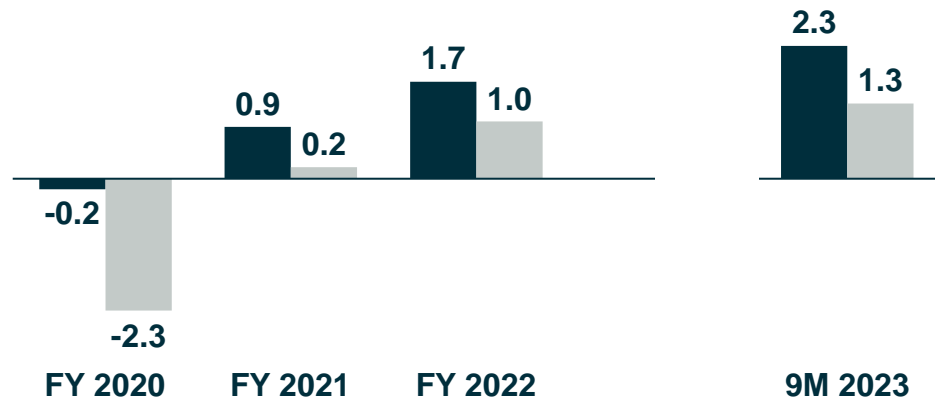
Group		Q3 2022	Q2 2023	Q3 2023	9M 2022	9M 2023
Total revenues	€m	1,886	2,629	2,755	7,098	8,052
Risk result	€m	-84	-208	-91	-654	-367
Personnel expenses	€m	851	869	917	2,535	2,684
Administrative expenses (excl. depreciation)	€m	377	409	395	1,144	1,185
Depreciation	€m	202	203	193	612	581
Compulsory contributions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

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

# Key figures Commerzbank share



## Figures per share (€)



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

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

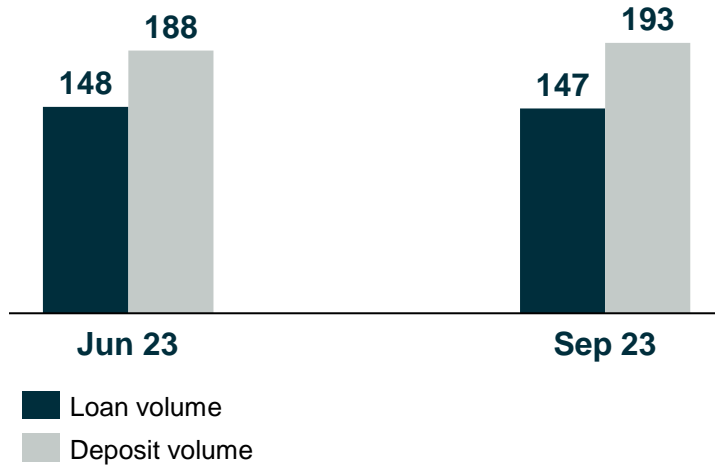
1) Based on average number of outstanding shares in the period  
 2) Restatement  
 3) Based on number of outstanding shares

# Loan and deposit development



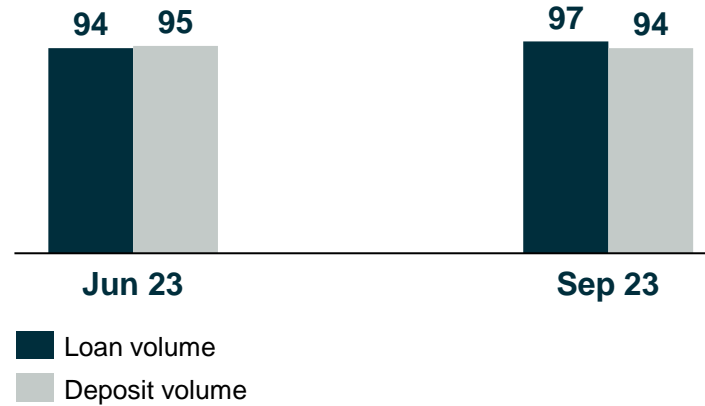
## PSBC

(€bn | monthly average)



## Corporate Clients

(€bn | monthly average)



### Highlights

Loan volume down in mBank while almost stable in PSBC Germany

Increase in deposit volume in PSBC Germany Private Customers while mostly stable in mBank

In CC, loan volumes mainly increased in International Corporates

Deposit volumes slightly lower in Mittelstand and International Corporates

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

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

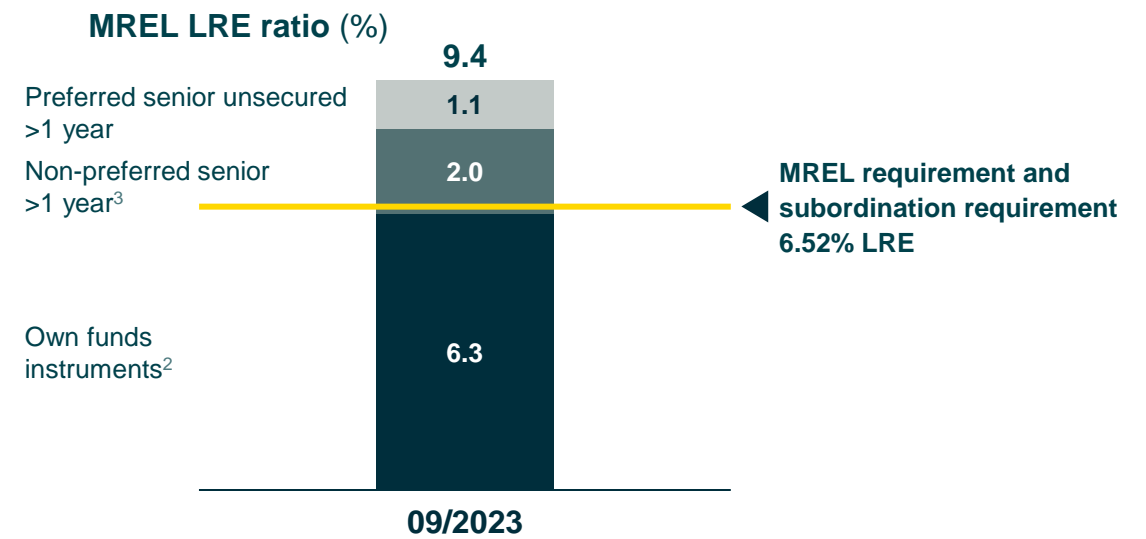
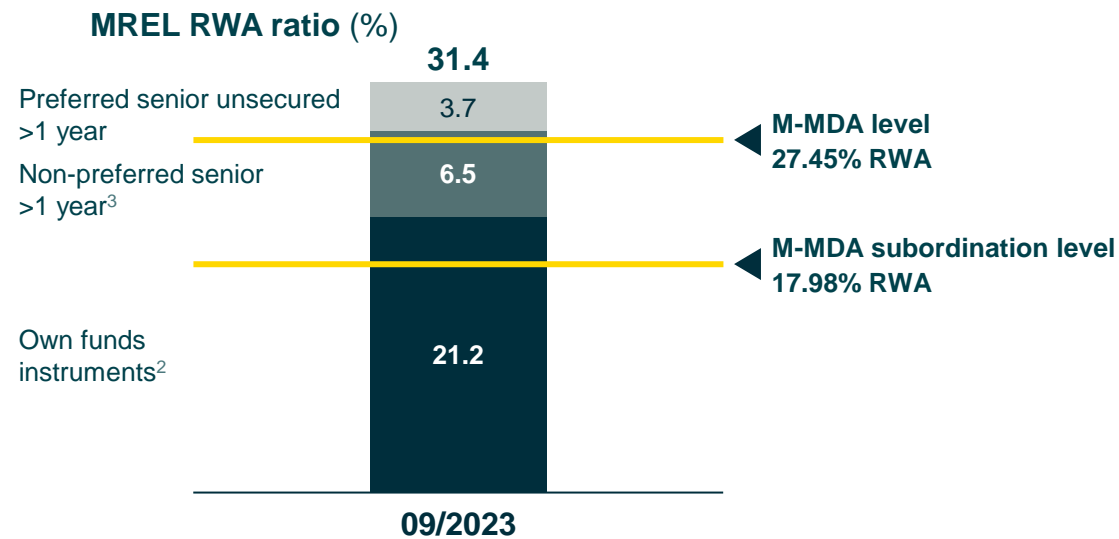
# Comfortable fulfilment of RWA and LRE MREL requirements

## MREL Requirements and M-MDA

Based on data as of 30 September 2023, Commerzbank fulfils its current MREL RWA requirement<sup>1</sup> of 22.97% plus the combined buffer requirement (CBR) of 4.48% with an MREL ratio of 31.4% and the MREL subordination requirement of 13.50% plus CBR of 4.48% with a ratio of 27.7% of RWA

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

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



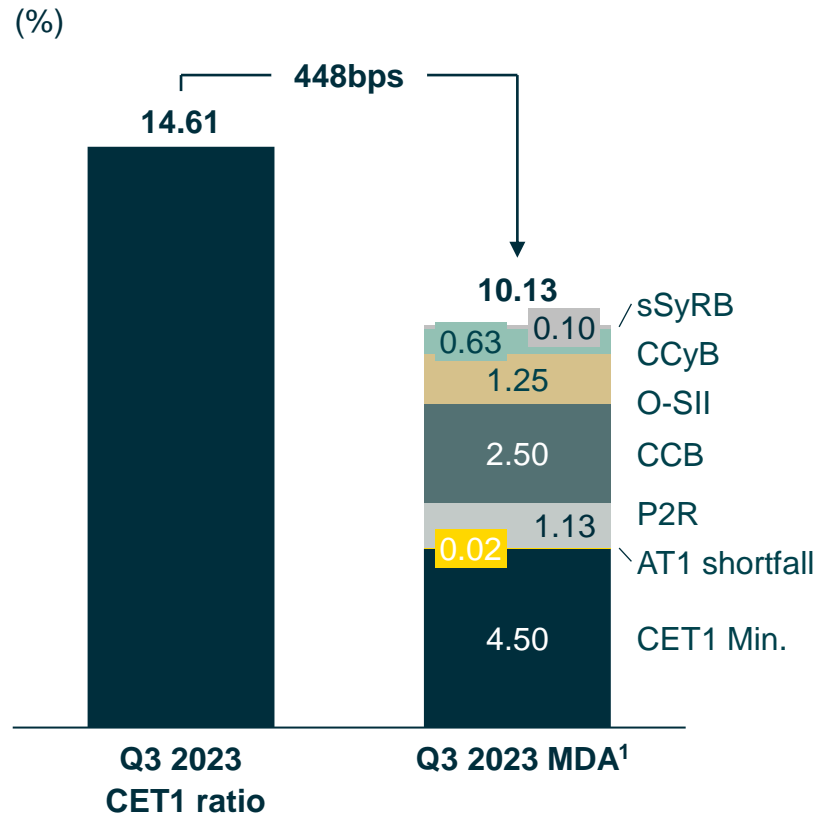
- 1) In May 2023, Commerzbank AG received its current MREL requirement calibrated based on data as of 31 December 2021. The resolution approach is a multiple point of entry (MPE) with two separate resolution groups (resolution group A: Commerzbank Group without mBank subgroup; resolution group B: mBank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



# Commerzbank's current MDA



## Distance to MDA based on SREP requirement for Q3 2023 (%)



## Highlights

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

Further regulatory comments:

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

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

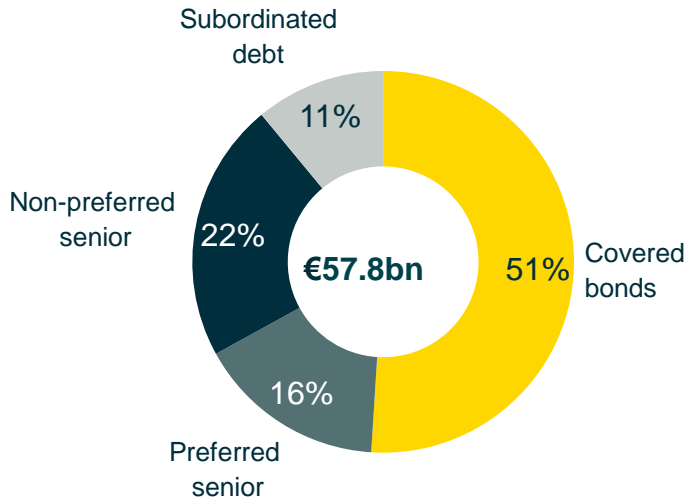
1) Based on RWAs of €173.6bn as of Q3 2023. AT1 requirement of 1.875% and Tier 2 requirement of 2.5%

# Capital markets funding plan almost completely fulfilled

## – €9.4bn issued in 9M 2023



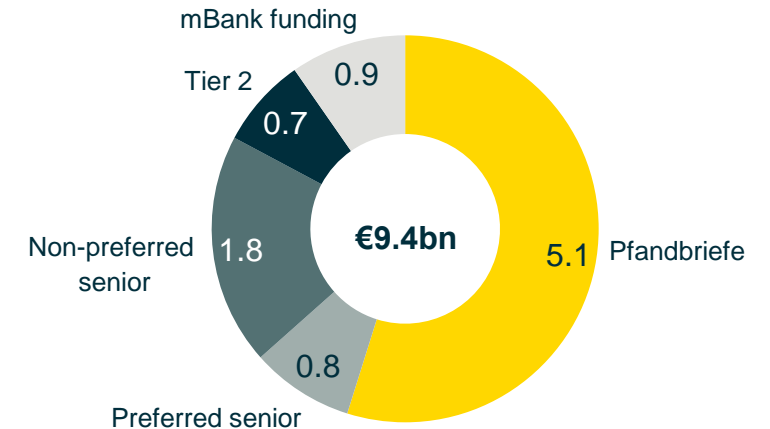
### Funding structure<sup>1</sup> (as of 30 September 2023)



### Highlights

- Pfandbriefe:**  
 €4.25bn Mortgage-Pfandbriefe with maturities between 3 and 10 years  
 €750m 2.5 year Public sector Pfandbrief
- Non-preferred senior:**  
 €750m 7NC6 year benchmark and CHF325m 4 and 5 tenor  
 €600m Green bond 5.5NC4.5 issuance
- Tier 2:**  
 SGD300m 10.25NC5.25 and €500m 10.25NC5.25 transactions  
 In October<sup>2</sup> another SGD300m 10.5NC5.5
- Private placements:**  
 €1bn Pfandbriefe and unsecured bonds
- mBank Funding:**  
 Green non-preferred senior €750m 4NC3 bond

### Group issuance activities 9M 2023 (€bn | nominal values)



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

1) Based on balance sheet figures

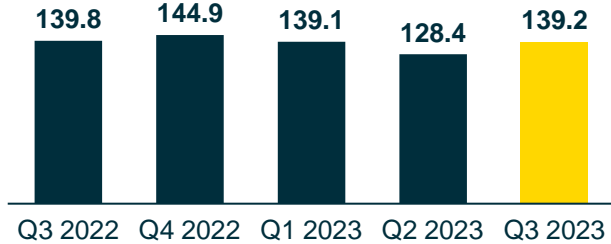
2) Not included in figures

# Comfortable liquidity position

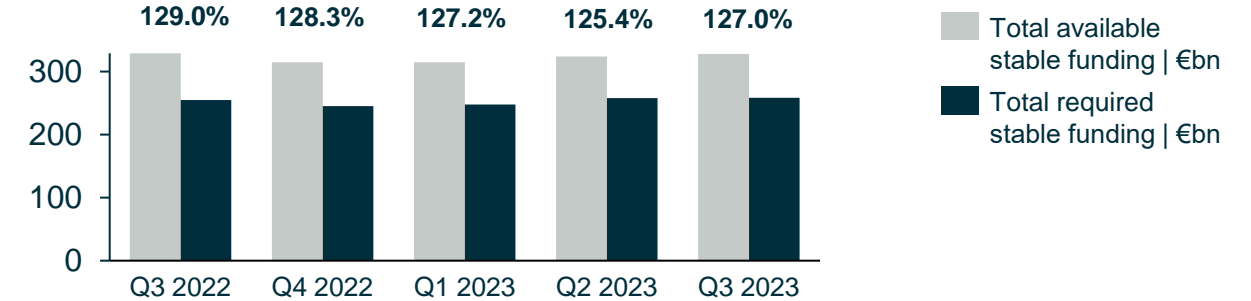


## LCR

(% | eop)

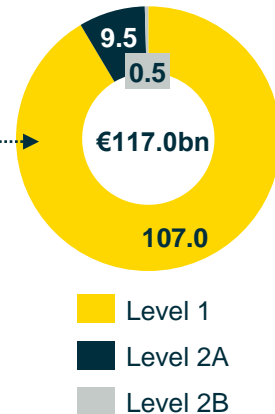
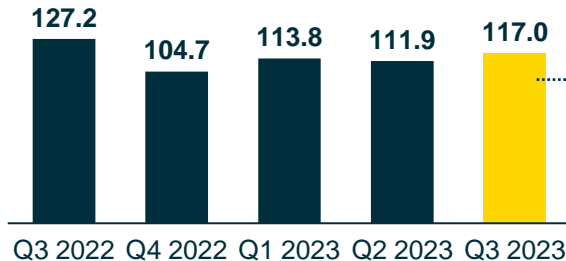


## Net stable funding ratio (NSFR)



## Highly liquid assets

(€bn)



## Liquidity risk management

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

# Rating overview Commerzbank



As of 8 November 2023

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

## Recent rating events

No rating events in the past quarter

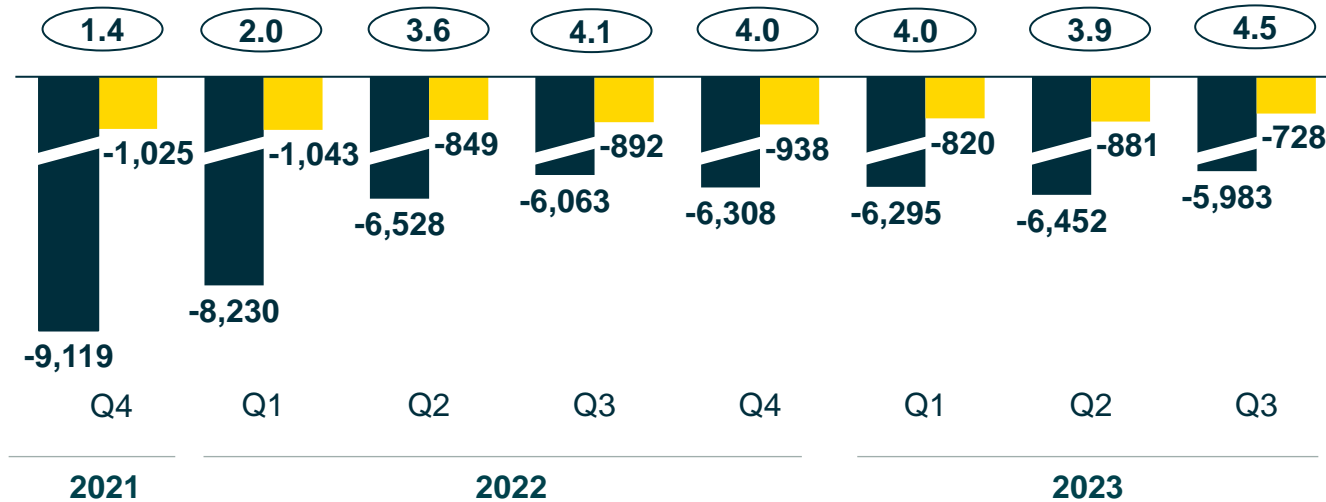
1) Includes parts of client business (i.e. counterparty for derivatives)

2) Includes corporate and institutional deposits

# IAS 19: Development of pension obligations



## Cumulated actuarial gains and losses (€m)



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

## Explanation

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

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

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

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

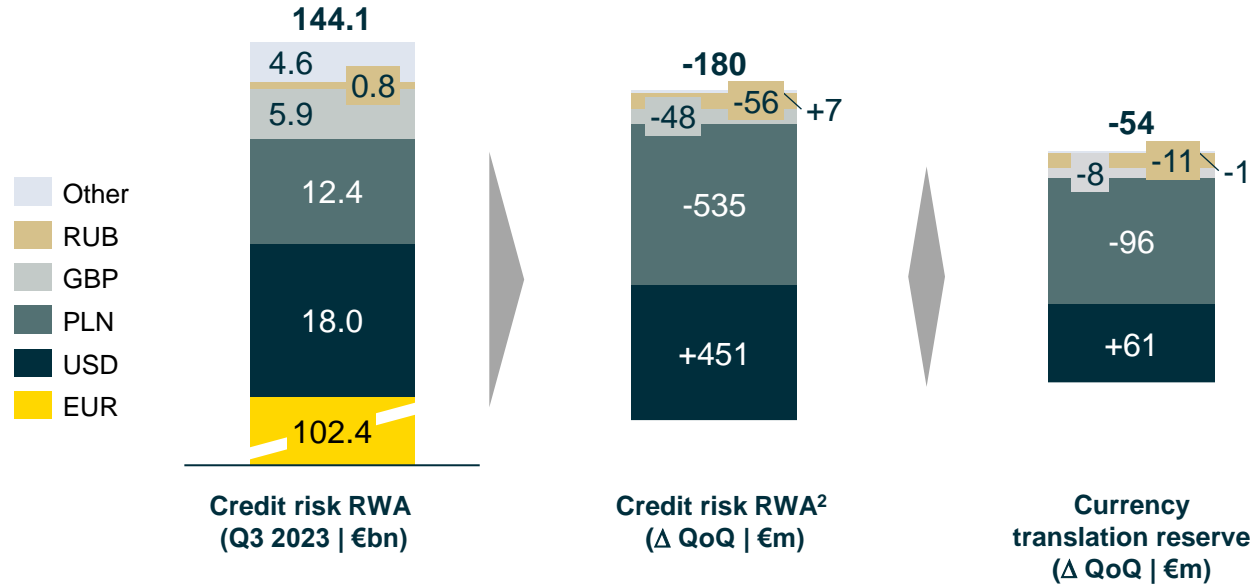
Funding ratio (plan assets vs. pension obligations) is 114% across all Group plans

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

# FX impact on CET1 ratio



## QoQ change in FX capital position



## Explanation

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

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

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

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

1) Based on current CET1 ratio

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

3) FX rates of main currencies only

# Group equity composition



	Capital Q2 2023 EoP €bn	Capital Q3 2023 EoP €bn	Capital Q3 2023 Average €bn
<b>Common equity tier 1 capital</b>	25.1	25.4	25.4
DTA	0.3	0.2	
Minority interests	0.4	0.4	
Prudent Valuation	0.4	0.4	
Defined Benefit pension fund assets	0.5	0.8	
Instruments that are given recognition in AT1 Capital	3.1	3.1	
Other regulatory adjustments	0.4	0.4	
<b>Tangible equity</b>	30.3	30.7	30.6
Goodwill and other intangible assets (net of tax)	1.1	1.1	1.1
<b>IFRS capital</b>	31.4	31.7	31.7
Subscribed capital	1.2	1.2	
Capital reserve	10.1	10.1	
Retained earnings	16.6	17.0	
t/o consolidated P&L	1.1	1.8	
t/o cumulated accrual for pay-out and potential AT1 coupons	-0.6	-0.9	
Currency translation reserve	-0.3	-0.3	
Revaluation reserve	-0.3	-0.3	
Cash flow hedges	-0.1	-0.1	
<b>IFRS capital attributable to Commerzbank shareholders</b>	27.3	27.7	27.5
<b>Tangible equity attributable to Commerzbank shareholders</b>	26.2	26.6	26.6
<b>Additional equity components</b>	3.1	3.1	3.1
<b>Non-controlling interests</b>	1.0	1.0	1.0

	P&L Q2 2023 €m	P&L Q3 2023 €m		Ratios Q3 2023 %
<b>Operating Result</b>	888	1,116	→	<b>Op. RoCET</b> 17.6%
<b>Operating Result</b>	888	1,116	→	<b>Op. RoTE</b> 14.6%
<b>Consolidated P&amp;L</b>	565	684		
./. accrual for potential AT1 coupon distribution current year	-48	-50		
<b>Consolidated P&amp;L adjusted for RoE/RoTE</b>	517	635	→	<b>Net RoE</b> 9.2%
			→	<b>Net RoTE</b> 9.6%

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

# Commerzbank Group



€m	Q1 2022	Q2 2022	Q3 2022	9M 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023	9M 2023
Total underlying revenues	2,737	2,309	2,066	7,112	2,401	9,513	2,655	2,621	2,727	8,003
Exceptional items	56	111	-181	-14	-38	-52	13	9	27	49
<b>Total revenues</b>	<b>2,793</b>	<b>2,420</b>	<b>1,886</b>	<b>7,098</b>	<b>2,363</b>	<b>9,461</b>	<b>2,668</b>	<b>2,629</b>	<b>2,755</b>	<b>8,052</b>
o/w Net interest income	1,401	1,478	1,621	4,500	1,958	6,459	1,947	2,130	2,166	6,242
o/w Net commission income	970	894	849	2,714	806	3,519	915	841	831	2,587
o/w Net fair value result	353	69	172	594	-143	451	-72	-17	-67	-157
o/w Other income	69	-22	-757	-709	-258	-967	-122	-324	-175	-621
o/w Dividend income	-	8	13	21	11	32	-	4	9	12
o/w Net income from hedge accounting	13	-55	-39	-80	-33	-113	-3	10	-8	-1
o/w Other financial result	26	-24	-284	-282	-11	-292	3	15	60	77
o/w At equity result	-	4	5	9	4	13	1	3	-	3
o/w Other net income	30	45	-452	-377	-229	-606	-123	-355	-235	-712
Risk result	-464	-106	-84	-654	-222	-876	-68	-208	-91	-367
Operating expenses	1,438	1,423	1,429	4,291	1,553	5,844	1,464	1,481	1,504	4,449
Compulsory contributions	347	144	91	583	59	642	260	52	45	357
<b>Operating result</b>	<b>544</b>	<b>746</b>	<b>282</b>	<b>1,571</b>	<b>528</b>	<b>2,099</b>	<b>875</b>	<b>888</b>	<b>1,116</b>	<b>2,879</b>
Restructuring expenses	15	25	14	54	40	94	4	4	6	14
<b>Pre-tax result Commerzbank Group</b>	<b>529</b>	<b>721</b>	<b>267</b>	<b>1,517</b>	<b>488</b>	<b>2,005</b>	<b>871</b>	<b>885</b>	<b>1,109</b>	<b>2,865</b>
Taxes on income	199	226	228	653	-41	612	279	338	405	1,022
Minority Interests	32	25	-155	-98	57	-42	12	-19	20	14
<b>Consolidated Result attributable to Commerzbank shareholders and investors in additional equity components</b>	<b>298</b>	<b>470</b>	<b>195</b>	<b>963</b>	<b>472</b>	<b>1,435</b>	<b>580</b>	<b>565</b>	<b>684</b>	<b>1,829</b>
Total Assets	519,322	528,903	535,645	535,645	477,428	477,428	497,357	501,603	509,885	509,885
Average capital employed	23,755	23,988	24,102	23,965	24,112	24,003	24,048	24,729	25,365	24,708
RWA credit risk (end of period)	144,783	146,222	144,789	144,789	140,473	140,473	142,866	144,802	144,128	144,128
RWA market risk (end of period)	10,432	8,934	9,784	9,784	7,060	7,060	7,588	8,326	8,701	8,701
RWA operational risk (end of period)	19,891	19,891	19,891	19,891	21,199	21,199	21,074	20,849	20,797	20,797
<b>RWA (end of period)</b>	<b>175,106</b>	<b>175,047</b>	<b>174,464</b>	<b>174,464</b>	<b>168,731</b>	<b>168,731</b>	<b>171,528</b>	<b>173,977</b>	<b>173,626</b>	<b>173,626</b>
Cost/income ratio (excl. compulsory contributions) (%)	51.5%	58.8%	75.8%	60.4%	65.7%	61.8%	54.9%	56.3%	54.6%	55.3%
Cost/income ratio (incl. compulsory contributions) (%)	63.9%	64.8%	80.6%	68.7%	68.2%	68.6%	64.6%	58.3%	56.2%	59.7%
Operating return on CET1 (RoCET) (%)	9.2%	12.4%	4.7%	8.7%	8.8%	8.7%	14.6%	14.4%	17.6%	15.5%
Operating return on tangible equity (%)	7.6%	10.3%	3.8%	7.2%	7.2%	7.2%	11.8%	11.8%	14.6%	12.7%
Return on equity of net result (%)	3.9%	6.5%	2.2%	4.2%	6.5%	4.7%	8.0%	7.6%	9.2%	8.3%
Net return on tangible equity (%)	4.0%	6.7%	2.2%	4.3%	6.7%	4.9%	8.3%	7.9%	9.6%	8.6%



# Private and Small-Business Customers



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

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



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



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

# Corporate Clients



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

# Others & Consolidation



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

# Commerzbank Group | Exceptional revenue items



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

## Description of Exceptional Revenue Items

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

# Glossary – Key ratios



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

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

1) Reduced by potential pay-out accrual and potential (fully discretionary) AT1 coupon

2) Charge rate reflects current regulatory and market standard

# For more information, please contact our IR team



**Christoph Wortig**  
Head of Investor Relations

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

**Ansgar Herkert**  
Head of IR Communications

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

## Investors and Financial Analysts

**Michael H. Klein**

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

**Jutta Madjlessi**

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

**Ute Sandner**

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

## Rating Agency Relations

**Patricia Novak**

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

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

## Financial calendar 2024

15 February 2024

Q4 2023 results

30 April 2024

AGM

15 May 2024

Q1 2024 results

7 August 2024

Q2 2024 results

6 November 2024

Q3 2024 results



# Disclaimer



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

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

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