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**COMMERZBANK**

The bank at your side



**Strategy progressing  
– Q2 operating result €389m**

Credit Update for Fixed Income Investors  
at Barclays Yankee Bank Credit Forum

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# Agenda

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1	Commerzbank Q2 2018 results	Slide 3
2	Commerzbank capital management and funding	Slide 19
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## 1 Commerzbank Q2 2018 results

## Strategy progressing – Q2 operating result €389m

### Highlights H1 2018

#### **Commerzbank 4.0 strategy achievements**

- › Net new customer growth and increased loan volumes in PSBC and CC
- › Significant simplification milestone reached with agreement on sale of EMC
- › Digitalisation ratio at 56% with 3 journeys already finished

#### **H1 operating result of €689m vs. €505m in H1 2017**

- › Underlying revenues increased 4% to €4.5bn driven by €160m increase in PSBC
- › Risk Result of €-161m benefits from strong risk profile and benign credit environment
- › Expenses of €3.7bn reflect ongoing investments and €187m bank levy booked in H1

#### **Strong balance sheet and healthy risk profile**

- › CET1 ratio of 13.0% reflecting targeted loan growth – leverage ratio at 4.5%
- › Strong risk profile with improved NPL ratio of 0.9% maintained
- › €10ct per share accrued for dividend

## Metrics of EMC sale confirm Capital Markets Day targets for reduction of trading activities

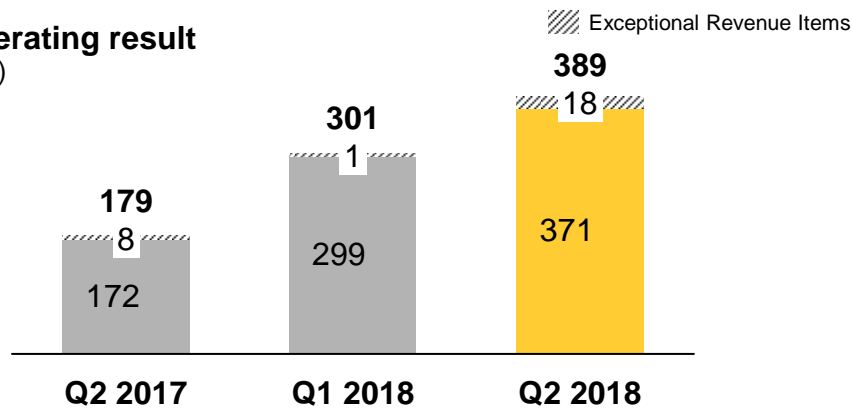
### Financial impact

<b>Revenue fade-out</b>	€300 - 400m	✓	<ul style="list-style-type: none"><li>› Gradual trading book transfer fully finalized by 2020</li><li>› Revenues (€381 in FY 2017, €329m in FY 2016) will largely fade out in 2019</li></ul>
<b>Cost reduction</b>	€200 - 300m	✓	<ul style="list-style-type: none"><li>› Cost base reduction due to decrease of expenses associated to Commerzbank's EMC business of at least €200m by year end 2020</li><li>› Deal will contribute to cost reduction target as part of CBK 4.0 strategy</li></ul>
<b>RWA release</b>	>€6bn	✓	<ul style="list-style-type: none"><li>› &gt;€3bn of RWA have already been released due to run-down of exotic products and right-sizing of credit trading activities within FICC</li><li>› ~€3bn of RWA release from EMC sale<sup>1</sup> will be achieved step by step by 2022 due to stickiness of OpRisk RWA, release of market risk RWA and run-down of guarantees for outstanding issuances</li></ul>
<b>Net capital release</b>	>€500m	✓	<ul style="list-style-type: none"><li>› Net capital relief of &gt;€500m due to reduction of trading activities and EMC sale</li></ul>

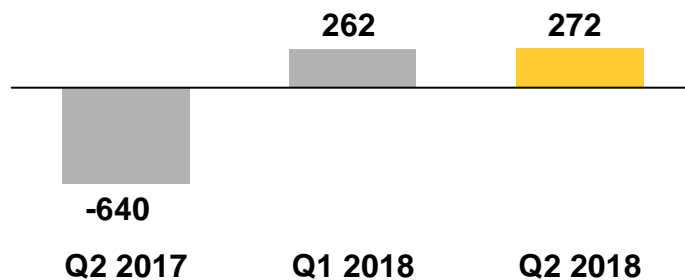
## Key financial figures at a glance

### Group Financial Results

#### Operating result (€m)

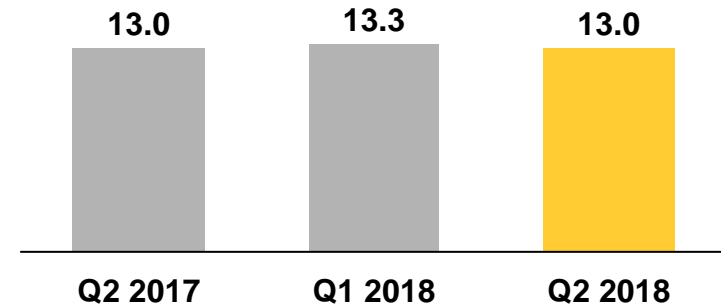


#### Net result<sup>1</sup> (€m)

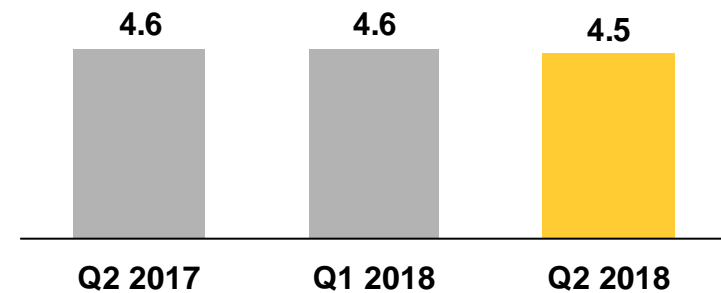


### Group Capital

#### B3 CET1 ratio fully phased-in<sup>2</sup> (% end of period)



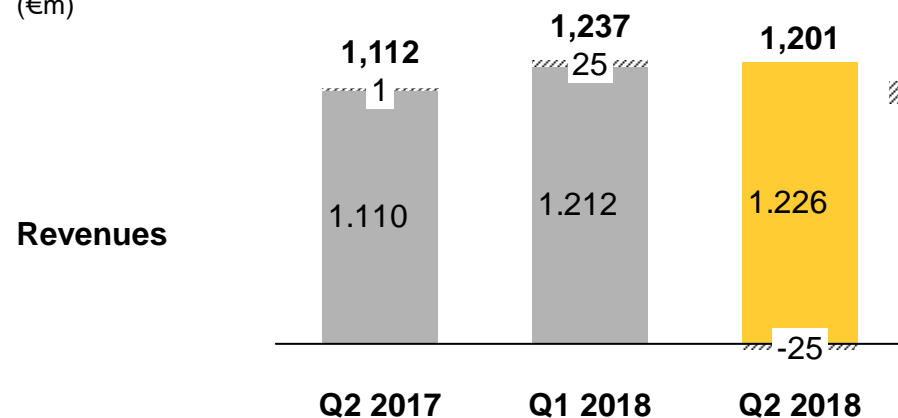
#### Leverage ratio fully phased-in (% end of period)



## Revenues and operating results of Commerzbank divisions

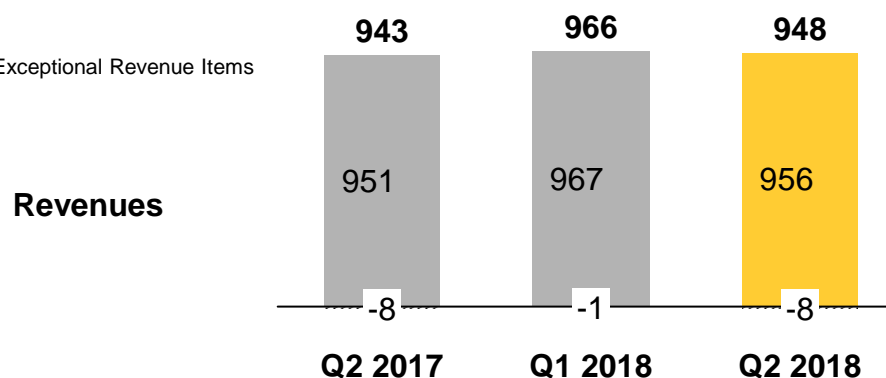
### Private and Small Business Customers

(€m)



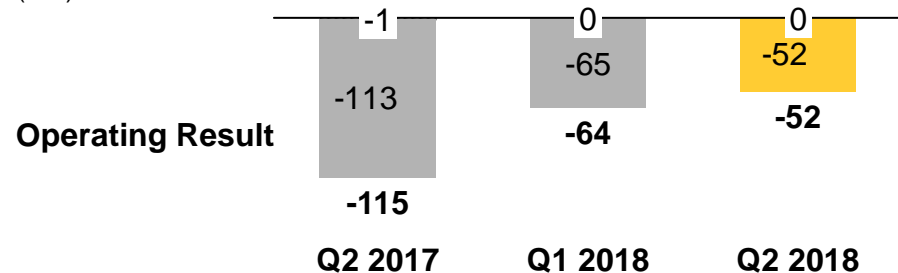
### Corporate Clients

(€m)



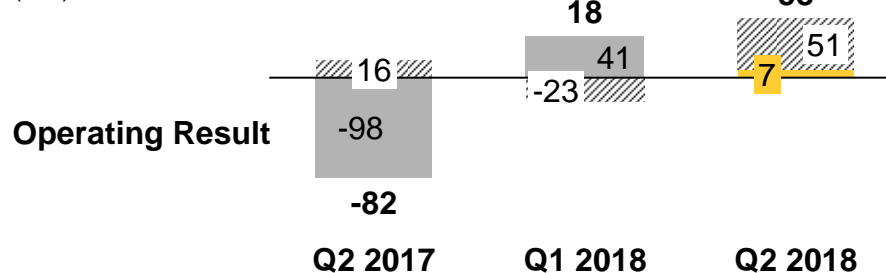
### Others & Consolidation

(€m)



### Asset & Capital Recovery

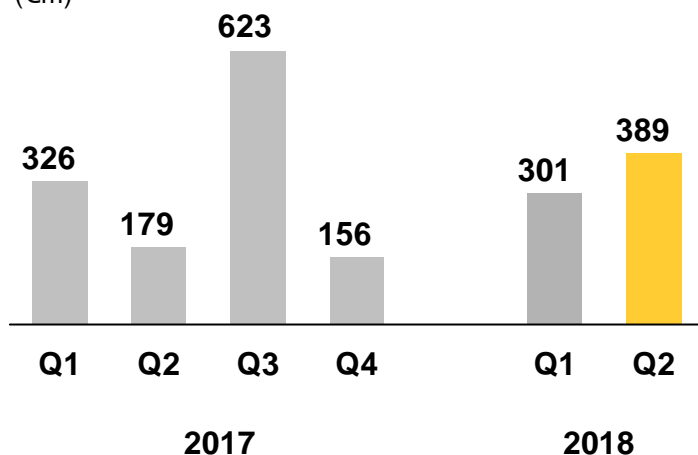
(€m)





## Improved operating result thanks to revenue growth and benign risk result

### Group operating result (€m)



### Group P&L

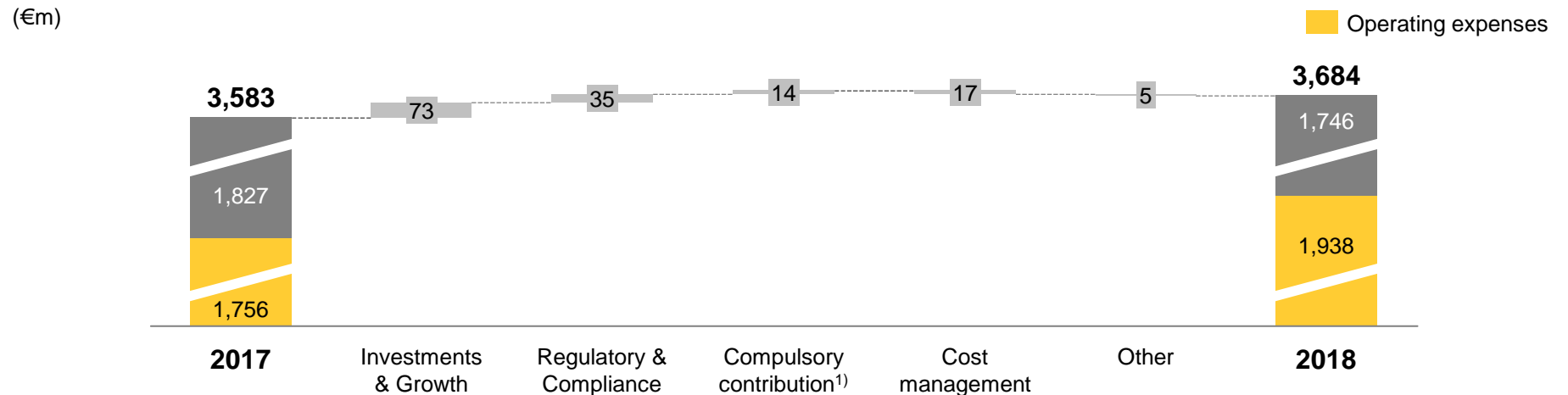
in €m	Q2 2017	Q1 2018	Q2 2018	H1 2017	H1 2018
Revenues	2,064	2,314	2,221	4,450	4,534
Exceptional items	8	1	18	115	19
<b>Revenues excl. exceptional items</b>	<b>2,056</b>	<b>2,312</b>	<b>2,203</b>	<b>4,335</b>	<b>4,515</b>
o/w Net interest income	1,009	1,071	1,186	2,068	2,258
o/w Net commission income	779	797	765	1,666	1,562
o/w Net fair value result	281	382	226	563	607
o/w Other income	-13	62	26	39	89
Risk result (2017: LLP)	-167	-77	-84	-362	-161
Operating expenses	1,718	1,936	1,748	3,583	3,684
<b>Operating result</b>	<b>179</b>	<b>301</b>	<b>389</b>	<b>505</b>	<b>689</b>
Impairments on goodwill and other intangible assets	-	-	-	-	-
Restructuring expenses	807	-	-	807	-
Taxes on income	-13	5	94	67	99
Minority interests	25	34	23	45	57
<b>Net result <sup>1</sup></b>	<b>-640</b>	<b>262</b>	<b>272</b>	<b>-414</b>	<b>533</b>
CIR (%)	83.2	83.7	78.7	80.5	81.3
Net RoTE (%)	-9.8	4.2	4.3	-3.2	4.3
Operating return on CET1 (%)	3.1	5.3	6.9	4.3	6.1

### Highlights

- › Underlying revenues €180m higher vs. H1 2017 thereof €146m contribution of Q2 2018 vs. Q2 2017
- › Q2 2018 vs. Q2 2017 increase driven by NII (+€177m) with consumer finance contributing €124m
- › H1 net result of €533m benefiting from a low tax rate of 14%

## Further investments in digitalization and higher regulatory costs

### Transition costs H1 2017 vs. H1 2018



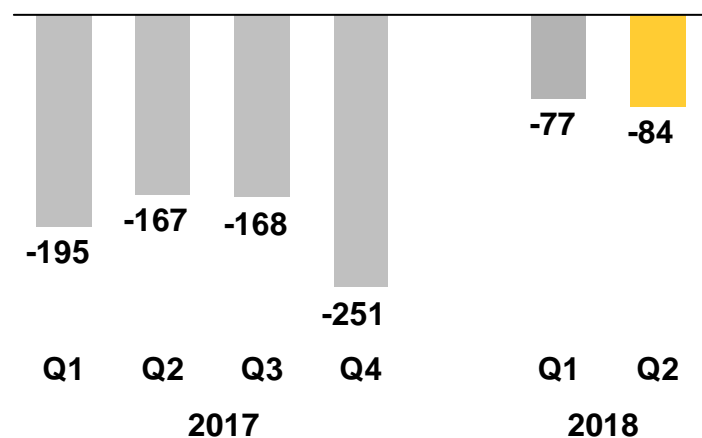
### Highlights

- › Higher investments in digitalization and technology, and for the separation of EMC
- › Increased costs for regulatory requirements (mainly running costs as well as depreciation for regulatory projects such as MiFIR / MiFID II and IFRS 9)
- › Cost Management driven by FTE reduction in Commerzbank AG – temporarily affected by intensified sourcing
- › Other includes €27m increased depreciation resulting from higher investments in digitalization and technology

## Low risk result (IFRS 9) reflecting portfolio quality and credit environment

### Risk Result (Provisions for loan losses in 2017)

(€m)



### Risk Result divisional split

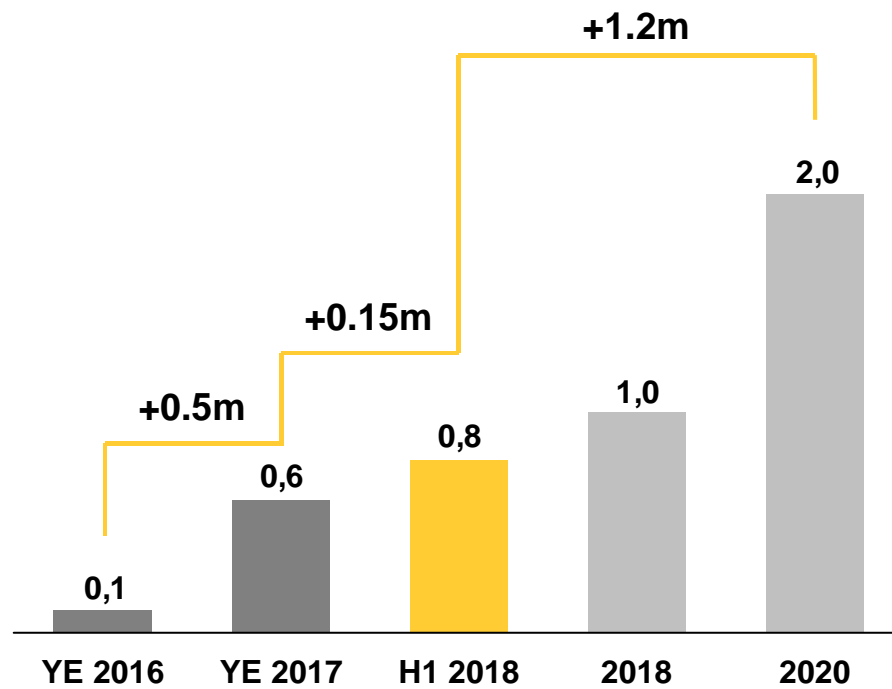
Risk Result in €m	Q2 2017	Q1 2018	Q2 2018	H1 2017	H1 2018
Private and Small Business Customers	-43	-52	-70	-75	-121
Corporate Clients	-33	-23	-33	-76	-56
Asset & Capital Recovery	-92	-	14	-211	13
Others & Consolidation	-	-2	5	-	3
<b>Group</b>	<b>-167</b>	<b>-77</b>	<b>-84</b>	<b>-362</b>	<b>-161</b>
NPL in €bn	Q2 2017	Q1 2018	Q2 2018	H1 2017	H1 2018
Private and Small Business Customers	1.7	1.8	1.8	1.7	1.8
Corporate Clients	2.8	2.1	1.9	2.8	1.9
Asset & Capital Recovery	2.0	0.3	0.2	2.0	0.2
Others & Consolidation	-	-	-	-	-
<b>Group</b>	<b>6.5</b>	<b>4.2</b>	<b>4.0</b>	<b>6.5</b>	<b>4.0</b>
Group NPL ratio (in %) <sup>1</sup>	1.5	1.0	0.9	1.5	0.9
Group CoR (bps) <sup>2</sup>	16	7	7	16	7

### Highlights

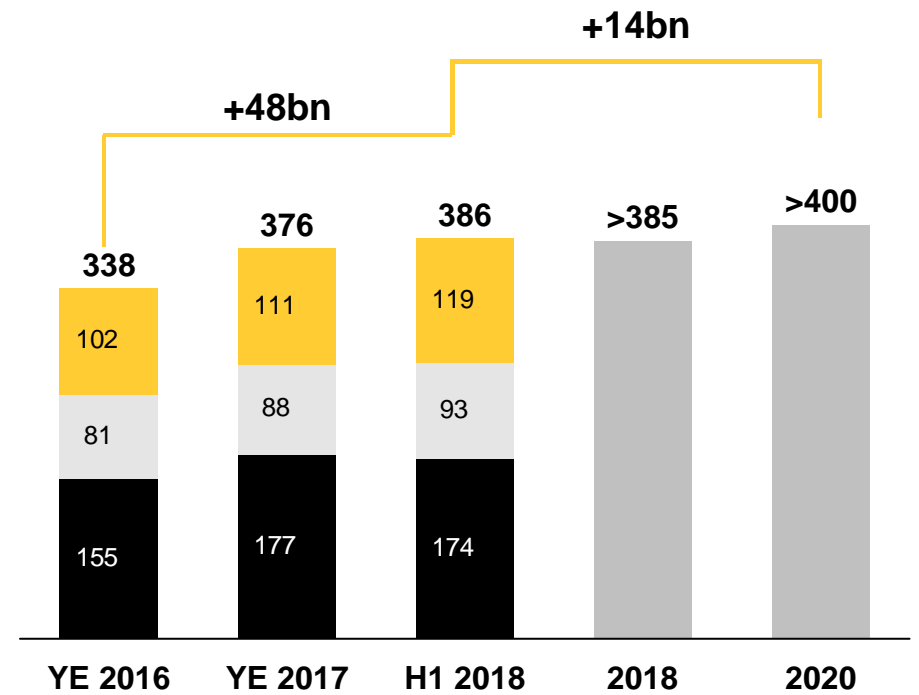
- › PSBC and CC continue to benefit from the stable German economy and quality of our loan book
- › CC and ACR profit from write backs of €69m in H1
- › PSBC reflects transfer of consumer finance portfolio on own balance sheet in Q3 2017 and corporate business in mBank

# Private and Small Business Customers: 2018 AuC target already achieved

**Net new customers (GER)**  
(m cumulative)

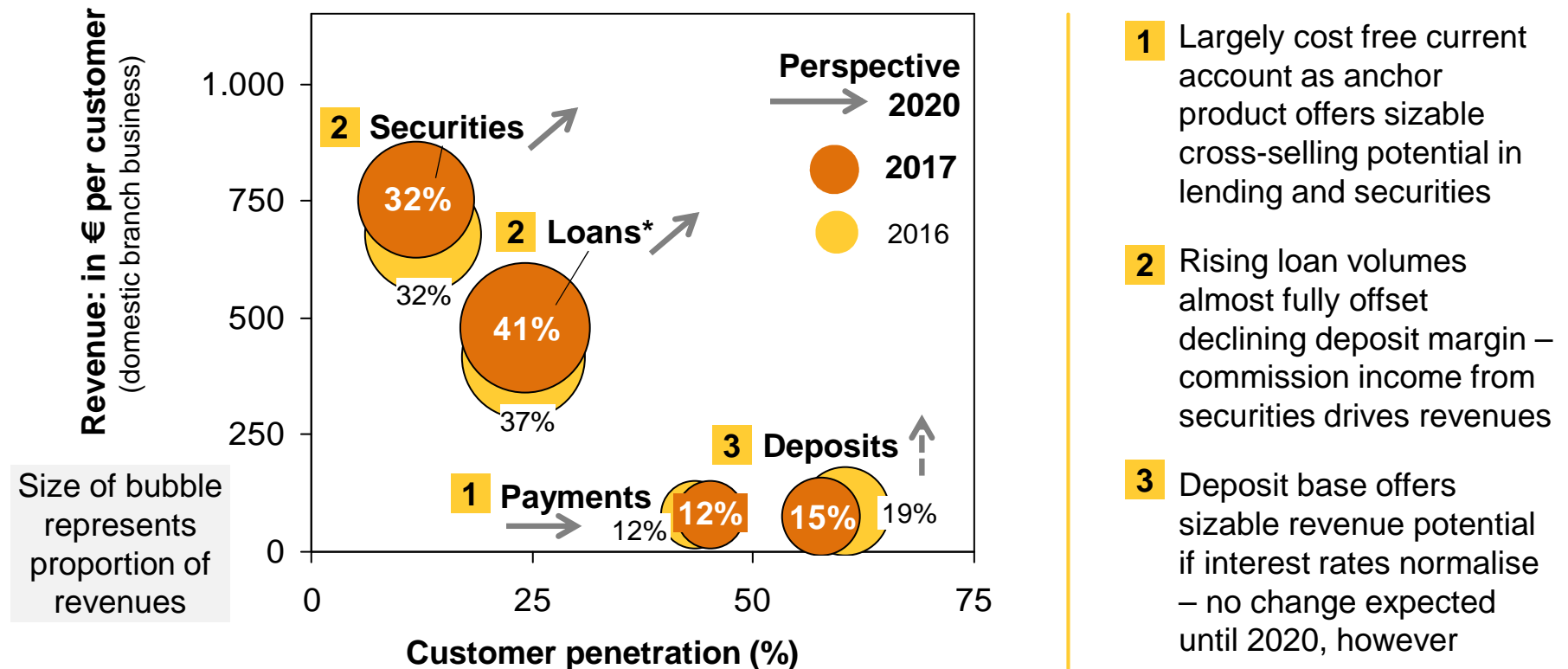


**Assets under Control (GER)**  
(€bn eop)



 **Asset Growth ahead of target – customer growth slowed**

## Private and Small Business Customers: Growth potential from both new as well as existing customers

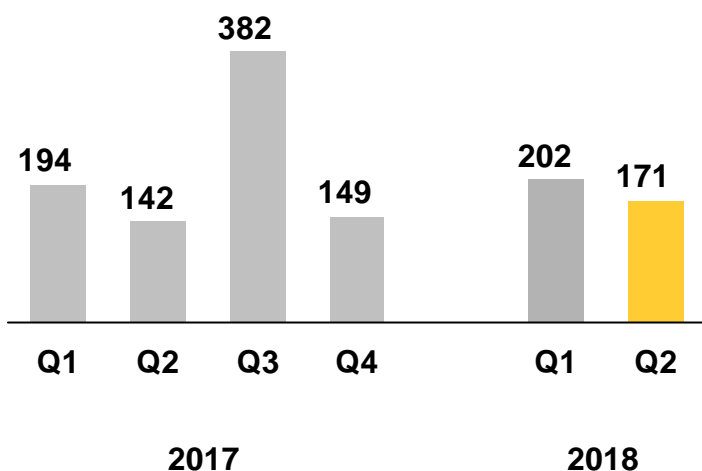


- 1** Largely cost free current account as anchor product offers sizable cross-selling potential in lending and securities
- 2** Rising loan volumes almost fully offset declining deposit margin – commission income from securities drives revenues
- 3** Deposit base offers sizable revenue potential if interest rates normalise – no change expected until 2020, however

→ Current account opens full potential of primary banking relationship

## Private and Small Business Customers: continued growth in competitive market environment

### Operating result (€m)



### Segmental P&L

in €m	Q2 2017	Q1 2018	Q2 2018	H1 2017	H1 2018
Revenues	1,112	1,237	1,201	2,280	2,439
o/w Private Customers	521	599	602	1,111	1,201
o/w Small Business Customers	187	201	200	387	401
o/w mBank	243	253	265	484	518
o/w comdirect	94	105	94	184	199
o/w Commerz Real	65	54	65	112	119
o/w exceptional revenue items	1	25	-25	1	-
<i>Revenues excl. exceptional items</i>	<i>1,110</i>	<i>1,212</i>	<i>1,226</i>	<i>2,278</i>	<i>2,438</i>
Risk result (2017: LLP)	-43	-52	-70	-75	-121
Operating expenses	927	984	961	1,868	1,945
<b>Operating result</b>	<b>142</b>	<b>202</b>	<b>171</b>	<b>336</b>	<b>373</b>
RWA (end of period in €bn)	37.7	38.8	39.3	37.7	39.3
CIR (%)	83.4	79.5	80.0	82.0	79.7
Operating return on equity (%)	12.9	17.4	14.6	15.4	16.0

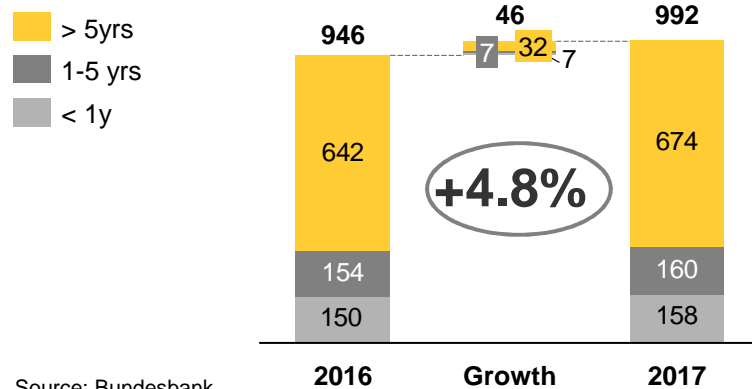
### Highlights

- › Continued growth with underlying H1 revenues increasing by €160m in competitive market environment
- › Consumer finance increased contribution by net €65m in H1 with higher NII more than compensating lower NCI following the termination of CFG joint venture in Q3 2017
- › Loan growth driven by mortgage business in Germany reaching €72.4bn and consumer finance book at €3.5bn

# Corporate Clients: The German corporate banking market is highly attractive but highly competitive

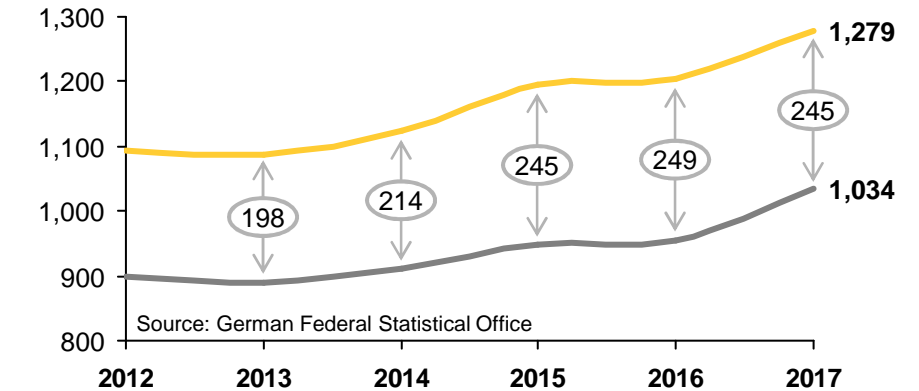
## 1) Growth in loans including CRE

Loans to all domestic corporations by all domestic banks (€bn)



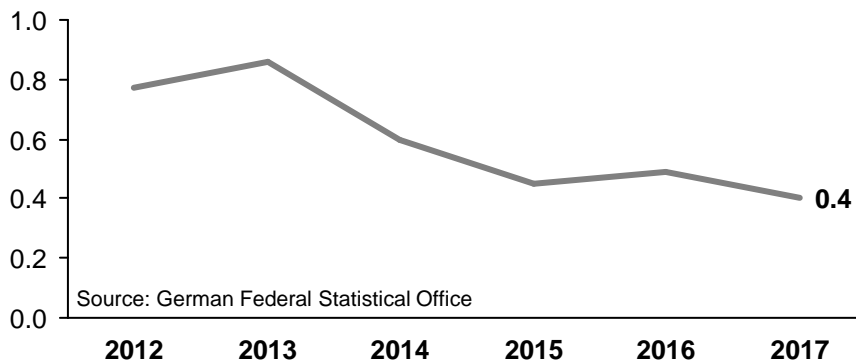
## 2) National champion in exports

Exports (€bn) Imports (€bn) Surplus (€bn)



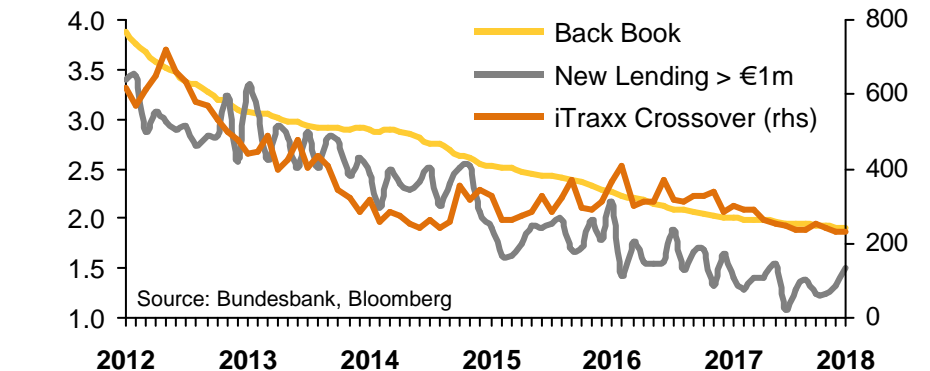
## 3) Very attractive risk profile

Default rates of German corporates with revenue > €20m (%)



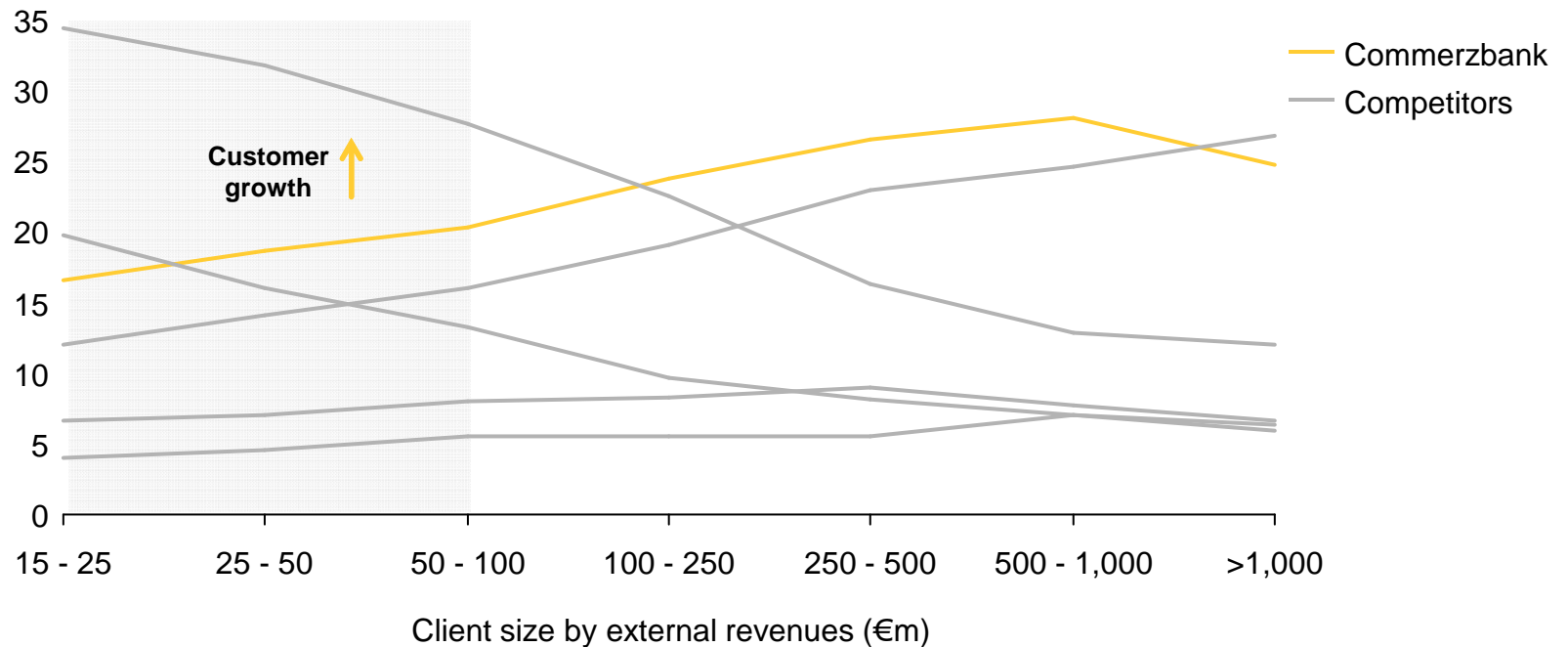
## 4) Rates and spreads weigh on margins

Avg. rates on 1-5 yrs corporate loans (%) & iTraxx Crossover 5y (bps)



## Corporate Clients: Strong market position creates significant growth opportunities with smaller corporates

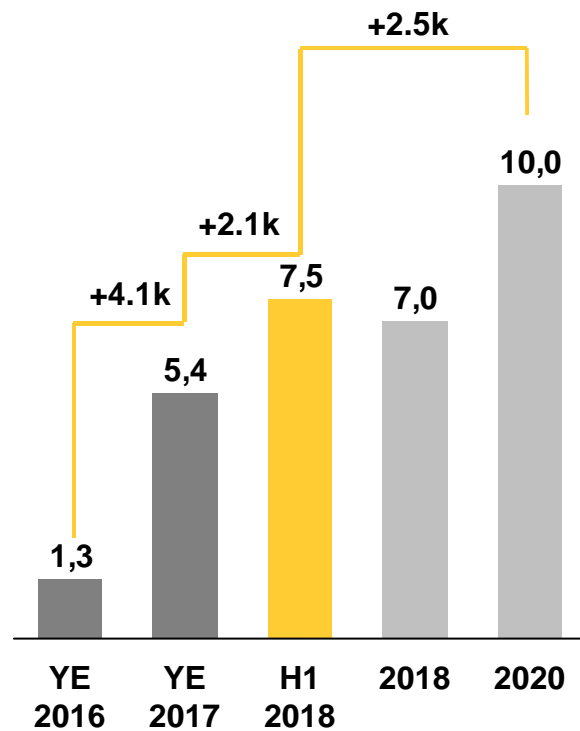
Share of corporate clients in Germany<sup>1)</sup> (%)



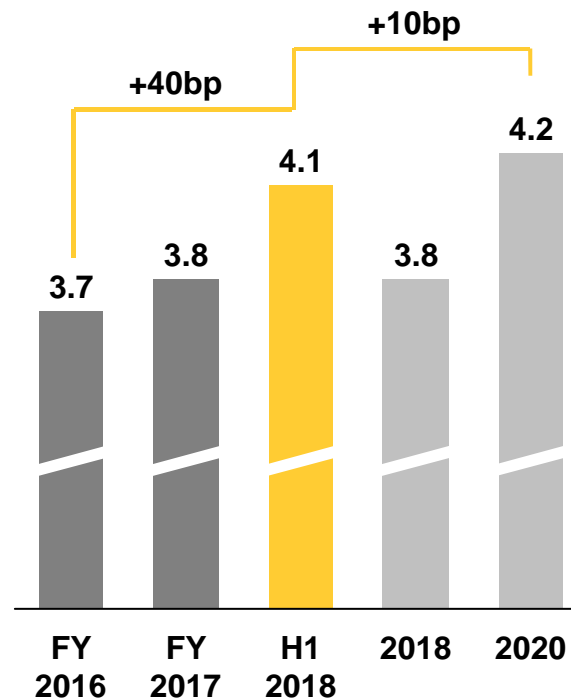


## Corporate Clients: Further customer and loan growth

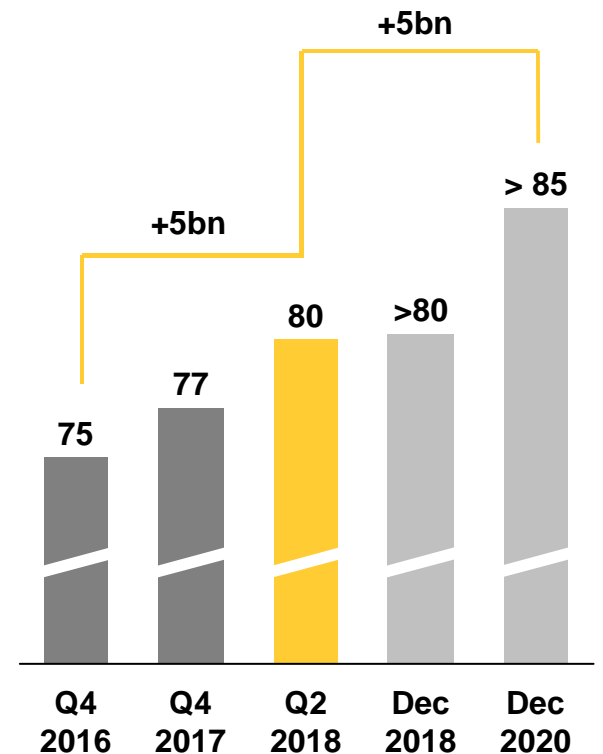
**Net new customers**  
(k cumulative)



**Revenues/RWA<sup>1</sup>**  
(%)



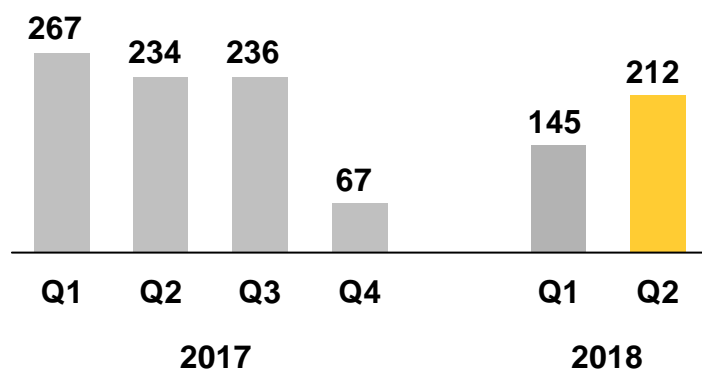
**Loan Volume Corporates<sup>2</sup>**  
(€bn)



Loan Volume Corporates includes larger short-term acquisition finance transactions

## Corporate Clients: strong margin competition persists – mitigated by growth initiatives

### Operating result (€m)



### Segmental P&L

in €m	Q2 2017	Q1 2018	Q2 2018	H1 2017	H1 2018
Revenues	943	966	948	2,043	1,914
o/w Mittelstand	448	429	428	929	857
o/w International Corporates	221	205	228	438	433
o/w Financial Institutions	110	127	111	248	238
o/w EMC	100	97	41	219	138
o/w others	71	109	149	186	258
o/w exceptional revenue items	-8	-1	-8	24	-9
<i>Revenues excl. exceptional items</i>	<i>951</i>	<i>967</i>	<i>956</i>	<i>2,019</i>	<i>1,924</i>
Risk result (2017: LLP)	-33	-23	-33	-76	-56
Operating expenses	676	799	703	1,466	1,502
<b>Operating result</b>	<b>234</b>	<b>145</b>	<b>212</b>	<b>501</b>	<b>357</b>
RWA (end of period in €bn)	93.0	89.2	93.4	93.0	93.4
CIR (%)	71.7	82.6	74.2	71.7	78.4
Operating return on equity (%)	8.2	5.5	7.8	8.5	6.6

### Highlights

- › Stable revenues in Mittelstand vs. Q1 2018 with growth mitigating margin pressure – in International Corporates increased revenues benefiting from larger acquisition financing transactions
- › Lower revenues vs. H1 2017 due to margin pressure, lower demand for capital markets products (esp. EMC) and legacy run-down
- › Q2 revenues supported by a large transaction in credit portfolio management (in sub-segment others)

## Objectives and expectations for 2018

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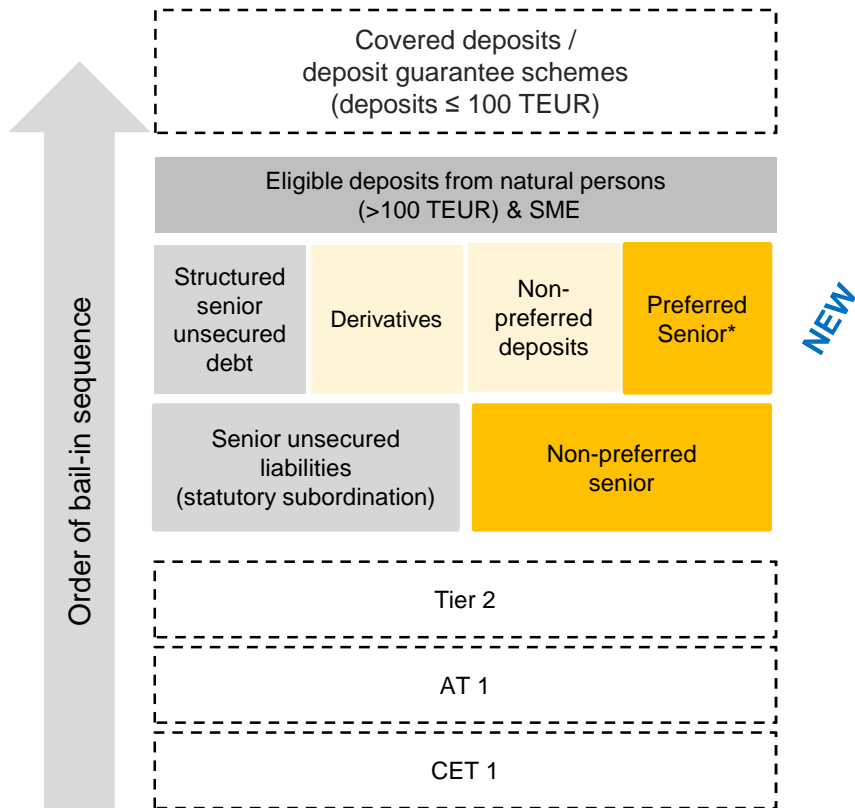
### FY 2018 – Outlook

- We focus on further growth and the execution of our strategy Commerzbank 4.0
- We expect higher underlying revenues on Group level with PSBC exceeding and CC below 2017
- We will manage our cost base at ~€7.1bn
- We expect a Risk Result under the IFRS 9 regime of less than €500m
- We aim to pay a dividend of €20ct per share for the financial year 2018

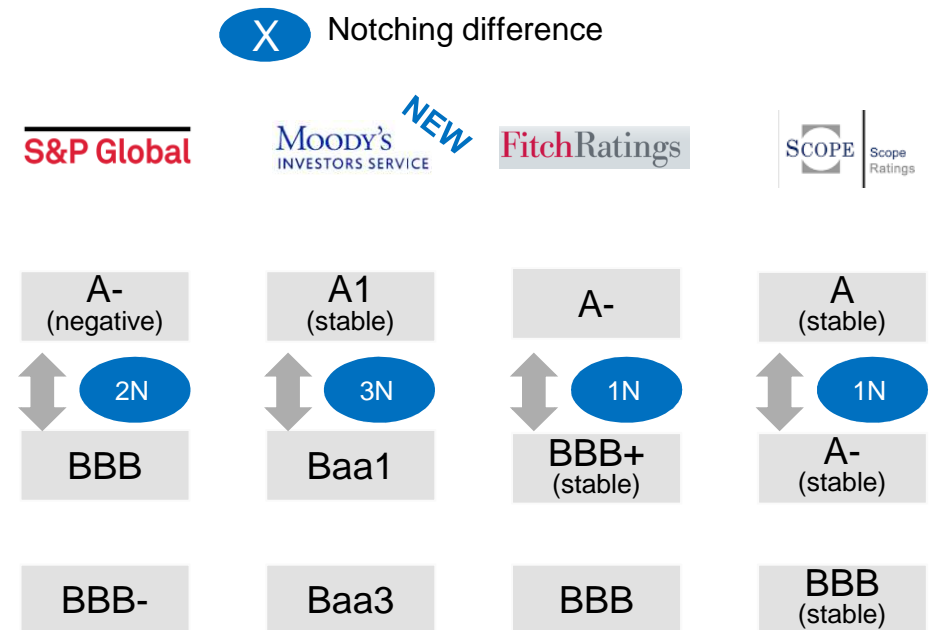
## 2 Commerzbank capital management and funding

# German creditor hierarchy – Commerzbank Ratings

## German creditor hierarchy



## Different rating categories

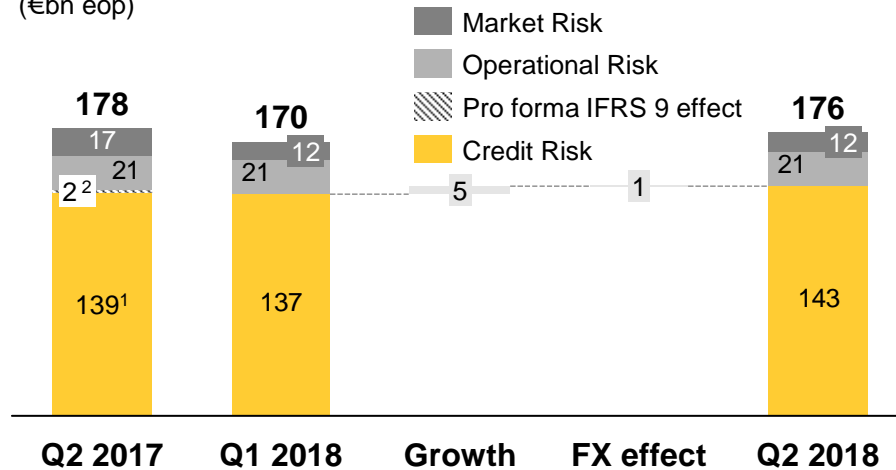


\*New preferred and non-preferred senior: after implementation of BRRD Article 108 into §46f KWG

## Capital ratio of 13.0% reflects increase of RWA largely due to loan growth

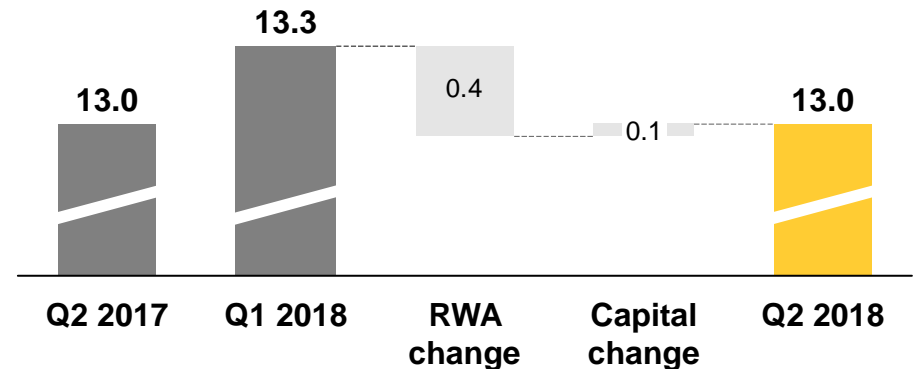
### RWA<sup>1</sup> development by RWA classification

(€bn eop)



### Transition of CET1 ratio fully phased-in

(%)

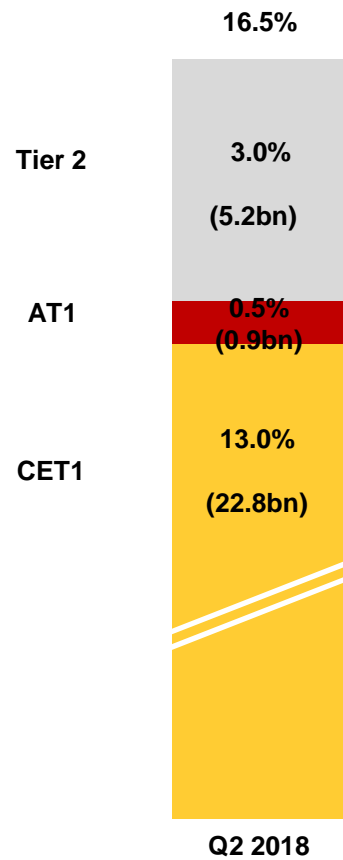


### Highlights Q-o-Q

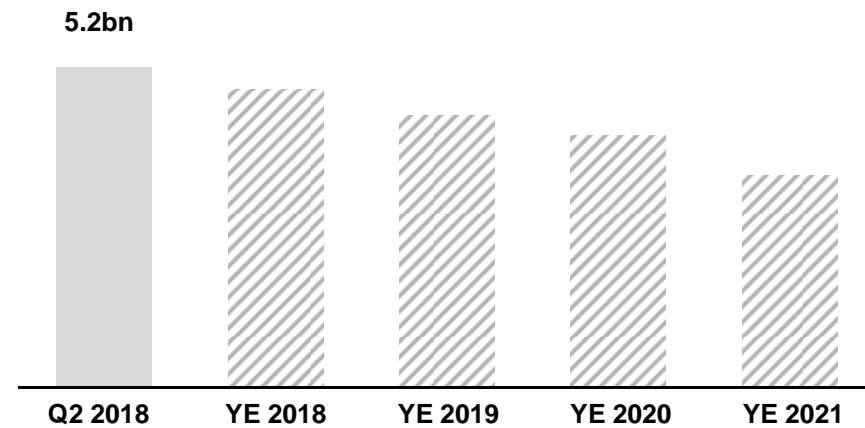
- › Q2 CET1 ratio of 13% reflects credit RWA growth
- › Increase of Credit Risk RWA driven by increased lending in core segments – including larger short-term acquisition finance transactions
- › Slight increase of capital including net result of Q2 2018 – incorporating €10ct per share for dividends YTD

## Total Capital – Development of Tier 2

**Total Capital**  
(%)



**Tier 2 roll-off profile<sup>1</sup>**  
(€bn)



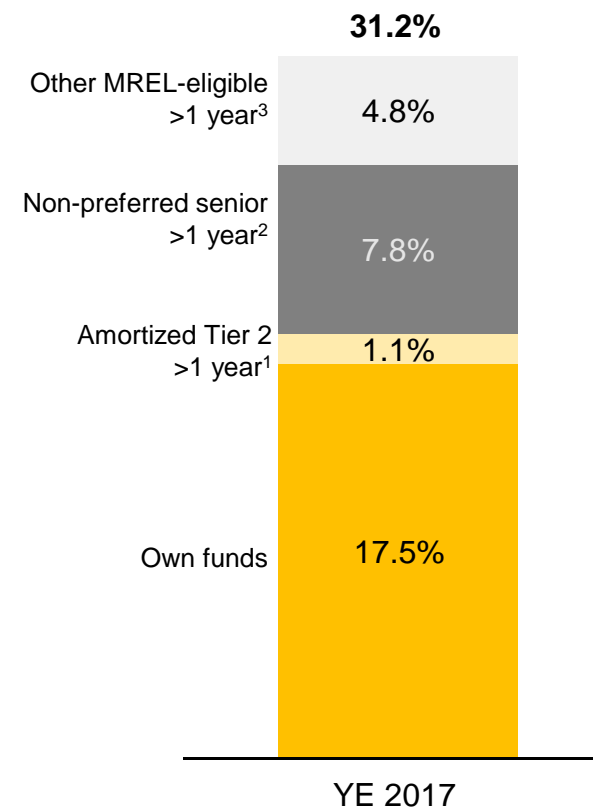
- › Increase of capital efficiency via replacement of amortizing Tier 2 instruments.
- › New supply will be limited and manageable aiming to maintain Tier 2 layer
- › Broader market access which includes US market and potentially niche markets provides flexibility

# Commerzbank’s issuance strategy consistent with MREL requirement

## MREL requirement

- › In June 2018, Commerzbank has received the formal MREL requirement on a consolidated basis calibrated based on data as of 31 December 2016
- › The minimum requirement in terms of RWA is 27.27%. This is in line with SRB policy.
- › The MREL requirement contains a transitional period and is to be complied with after 30 June 2020
- › As of 31 December 2017 Commerzbank fulfils the future MREL requirement with a MREL ratio of 31.2% of RWA (including IFRS-9 effects)
- › Current issuance strategy consistent with the requirement

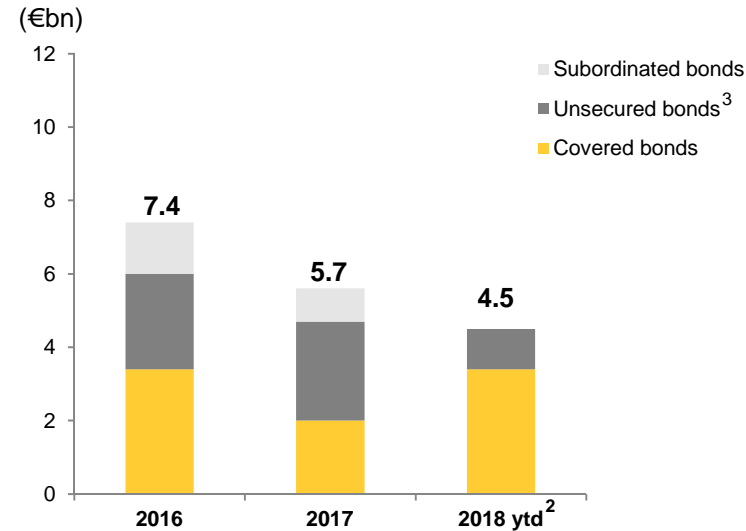
## MREL ratio (including IFRS-9 effects) (% of RWA)



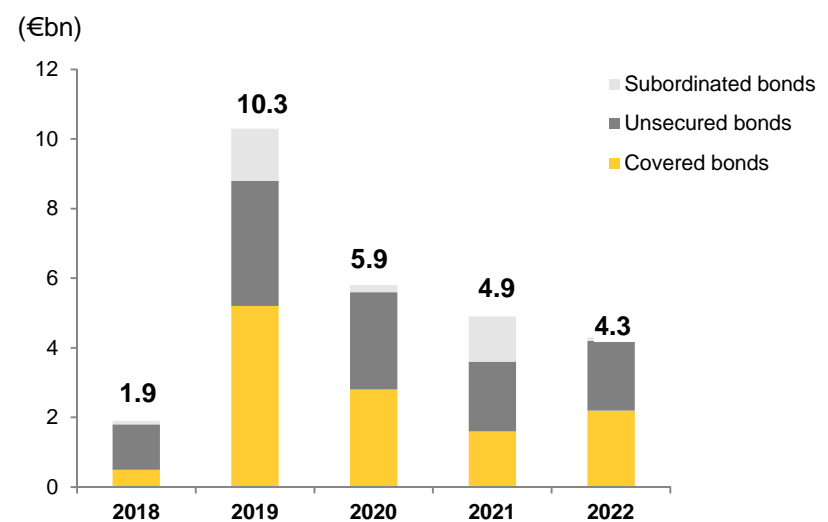


## Diversification of funding sources

### New issues activities



### Maturities<sup>1</sup> until 2022



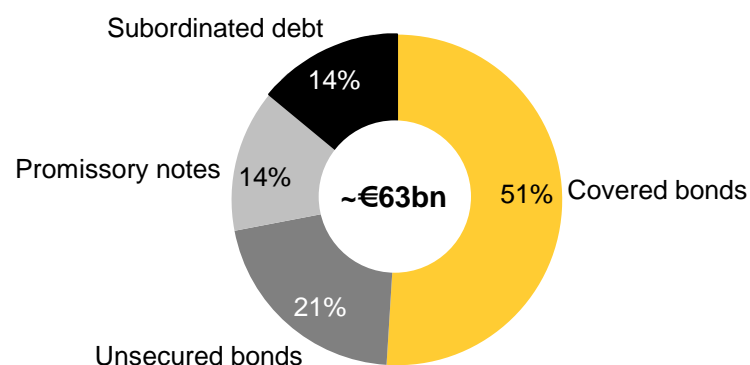
- › Issuance requirements 2018 below €10bn
- › Over €3bn covered bonds issued to support funding

- › Well balanced profile, manageable maturity profile
- › Moderate roll-off due to long durations

# Capital markets funding activities H1 2018

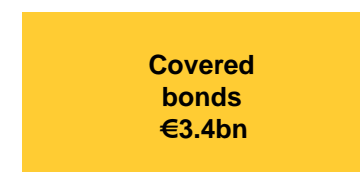
## Funding structure<sup>1</sup>

(as of 30 June 2018)



## Group Funding activities<sup>2</sup>

H1 2018 – Notional €4.5bn



Benchmark	PP <sup>3</sup>
€0.7bn	€0.4bn

Benchmark	PP <sup>3</sup>
€3.3bn	€0.1bn

## Highlights

- › €4.5bn issued in H1 2018 (average term approx. 8 years), with focus on longer tenors, thereof:
  - Pfandbrief benchmark bonds with maturities 5, 7 and 10 years with an aggregated volume of €3.0bn
  - Non-Preferred Senior transactions €0.5bn 10 years and CHF 100m 7 years
  - mBank with CHF 180m 4 years Senior Unsecured and mBank Hipoteczny with € 300m 7 years covered bond
- › Total funding volume for 2018 expected to be below €10bn

# Commerzbank's Dual-Tranche EUR 1.25bn 5y and EUR 500mn 10y Preferred Senior Notes

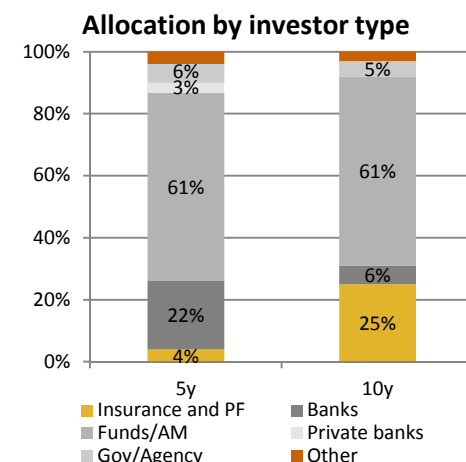
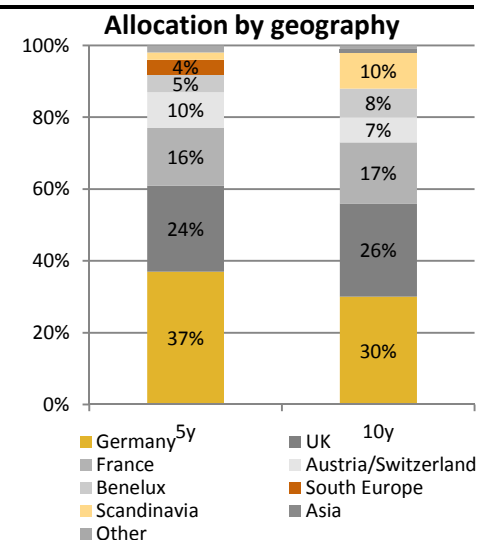


## Transaction Highlights:

- On Tuesday 21st August Commerzbank successfully issued a dual-tranche debut transaction composed of a new 5-year EUR 1.25bn and a new 10-year EUR 500mn. Finally, the dual-tranche was priced at ms +35bps and ms +65bps for the 5- and the 10-year tranche, respectively.
- The dual-tranche marks the first Preferred Senior issue in syndicated benchmark format after the amendment of the German Banking Act, which came into force on 21 July 2018.
- The transaction was announced Monday morning, and a global investor call was offered at 11:00 CET to introduce the format and to provide an update on the credit.
- The joint lead managers opened books at 09:05 CET with an IPT of +50bps area for the 5-year and with +80bps area for the 10-year notes.
- With the first book update at 10:17 CET, the order book for the 5-year notes was in excess of EUR 1.2bn and the one for the 10-year notes was well above EUR 800mn (> EUR 2bn combined).
- The order books continued to show excellent momentum before spread guidance was revised down to ms + 40bps area (+/- 5bps) WPIR for the 5-year and ms + 70bps area (+/- 5bps) WPIR for the 10-year notes at 11:17 CET.
- Order books closed at 11:45 CET with a very impressive combined volume – pre-reconciliation - of over EUR 5.3bn (excluding JLM interest), split into EUR 2.9bn for the 5-year and EUR 2.4bn for the 10-year notes.
- The non-German investor participation was significant across both tranches (63%/70%) with strong demand from accounts located in the UK, France, Austria/Switzerland, Benelux and Scandinavia. Real money investors dominated both tranches with approximately 2/3 of the allocations.

## Termsheet

<b>Instrument</b>	Preferred Senior
<b>Launch date</b>	21 August 2018
<b>Bookrunners</b>	Barclays / BNP Paribas / Commerzbank / Deutsche Bank / UBS
<b>Issue Ratings</b> (Moody's/S&P/Fitch/Scope)	A1/A-/A- (stable/negative/-/stable)
<b>1.25bn 5y</b>	
<b>Size</b>	EUR 1.25bn
<b>Maturity date</b>	28 August 2023
<b>Re-offer Spread</b>	M/S +35bps
<b>Coupon</b>	0.50%
<b>Re-offer price/ Yield</b>	99.435%/0.615%
<b>ISIN</b>	DE000CZ40M21
<b>500mn 10y</b>	
<b>Size</b>	EUR 500mn
<b>Maturity Date</b>	28 August 2028
<b>Re-offer Spread</b>	M/S + 65bps
<b>Coupon</b>	1.50%
<b>Re-offer price/ Yield</b>	99.825%/1.519%
<b>ISIN</b>	DE000CZ40M39
<b>Final combined Books</b>	>5.3 bn
<b>Final allocated Books</b>	>4.8bn
<b># of investors</b>	>120 and >100



## Rating overview Commerzbank

As of 7 August 2018	S&P Global	MOODY'S INVESTORS SERVICE	FitchRatings	SCOPE Scope Ratings
Bank Ratings	S&P	Moody's	Fitch	Scope
Counterparty Rating/ Assessment <sup>1</sup>	A	A1/ A1 (cr)	A- (dcr)	-
Deposit Rating <sup>2</sup>	A- negative	A1 stable	A-	-
Issuer Credit Rating (long-term debt)	A- negative	A1 stable	BBB+ stable	A stable
Stand-alone Rating (financial strength)	bbb+	baa2	bbb+	-
Short-term debt	A-2	P-1	F2	S-1
Product Ratings (unsecured issuances)				
"Preferred" senior unsecured debt	A- negative	A1 stable	A-	A stable
"Non-preferred" senior unsecured debt	BBB	Baa1	BBB+ stable	A- stable
Subordinated debt (Tier 2)	BBB-	Baa3	BBB	BBB stable

### Rating events in Q2 2018

- › **Moody's** assigned the new Counterparty Risk Rating of "A2" in June 2018
- › **S&P Global** assigned the new Resolution Counterparty Rating of "A" in June 2018

### Update in August 2018

- › **Moody's** upgraded counterparty risk rating, deposit rating and "preferred" senior unsecured debt rating to "A1" and subordinated debt rating to "Baa3" triggered by an uplift of the stand-alone Rating by 1 Notch to "baa2".
- › Methodical change: issuer credit rating positioned at "preferred" senior unsecured rating level and increased therefore by 3 notches to "A1"

## Key elements of our capital management and funding

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- Covered Bonds in the form of mortgage-backed Pfandbriefe are our most cost-efficient strategic funding instrument in line with PSBC business strategy.
- Preferred senior will be used as unsecured instrument for refinancing of our strategic growth and to the extent we are allowed for MREL purpose.
- Non-preferred senior is expected to be rolled-over at current volume to support the A-rating of our preferred senior instruments and client products.
- Tier 2 is managed at a layer comfortably above the amount of 2% recognised in regulatory Total Capital.

## Appendix

## German economy 2018 – ongoing upswing

### Current development

- › The German economy is still in an upswing.
- › The main drivers of growth are private consumption and investment in buildings as well as investment in machinery and equipment.
- › However, in H1 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 reasons are probably the stronger Euro, which is a burden on exports, as well as risks emanating from the US trade policy.

### Our expectation for 2018

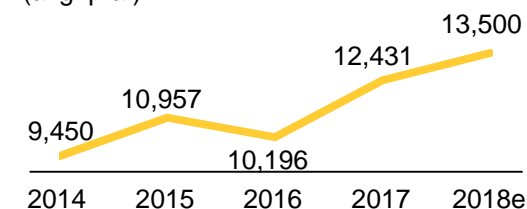
- › As long as risks do not materialise, e.g. no escalated global trade conflicts, the recovery is set to continue as monetary policy will stay expansionary.
- › However, less dynamic growth in some parts of the world economy (especially in Asia) and the stronger Euro argue for ongoing moderate q-o-q growth rates in the course of 2018, which would be in line with the recent fall of sentiment indicators.
- › Nevertheless, on average the German economy will expand by 1.8% in 2018 which is significantly above the long-term growth potential of around 1%.

### 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 and non-price competitiveness within 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 current government.

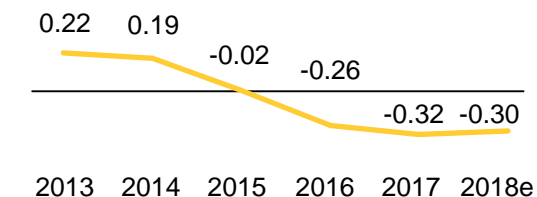
### DAX

(avg. p.a.)



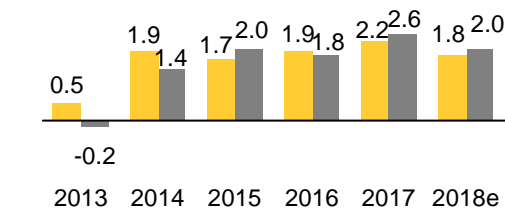
### Euribor

(avg. p.a. in %)



### GDP

(change vs. previous year in %) ■ Germany ■ Eurozone

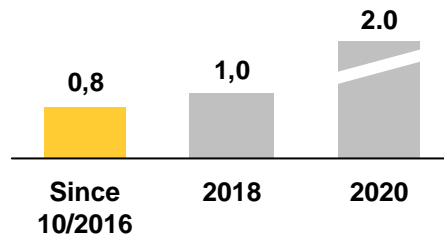


## Progress of key execution indicators in line with plan

### Private and Small Business Customers

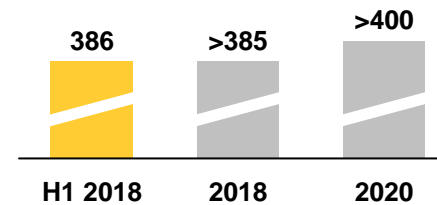
Net new customers (GER)

(m cumulated)



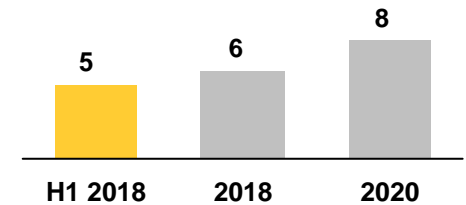
Assets under Control (GER)

(€bn eop)



Market share SBC<sup>1</sup> (Wallet)

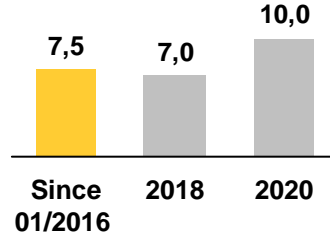
(%)



### Corporate Clients

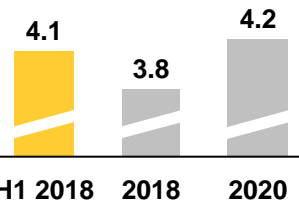
Net new customers

(k cumulated)



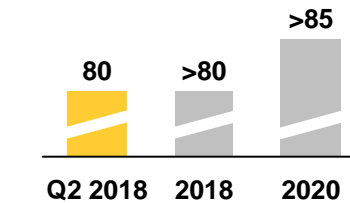
Revenues/RWA

(%)



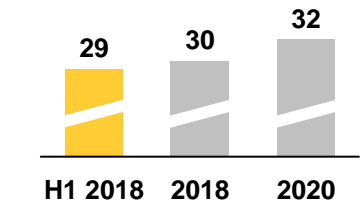
Loan Volume Corporates

(€bn)



Market share TFS<sup>2</sup> (GER)

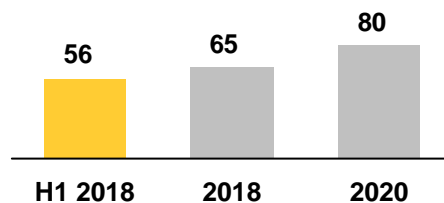
(%)



### Group

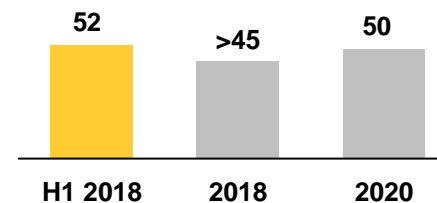
Digitalisation ratio

(%)



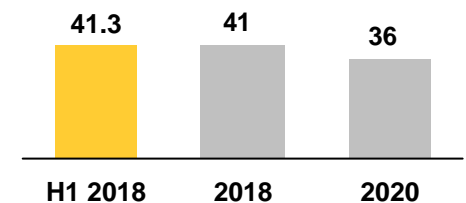
Digital IT investments

(%)



FTE<sup>3</sup> development

(k eop)

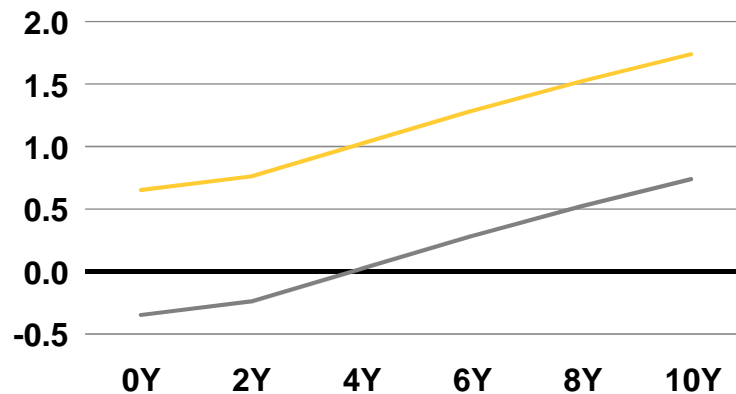




## Significant NII potential in scenario of rising interest rates

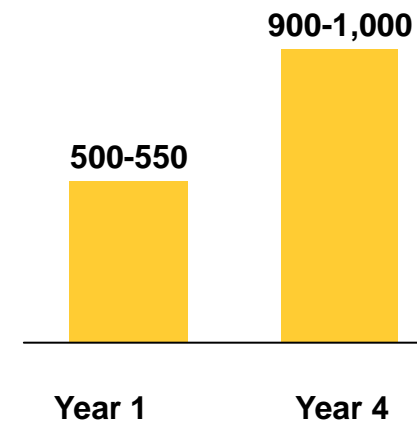
### 100 bps parallel up-shift in rates yield curve

(as of 31 December 2017, in %)



### Scenario impact on NII

(€m)

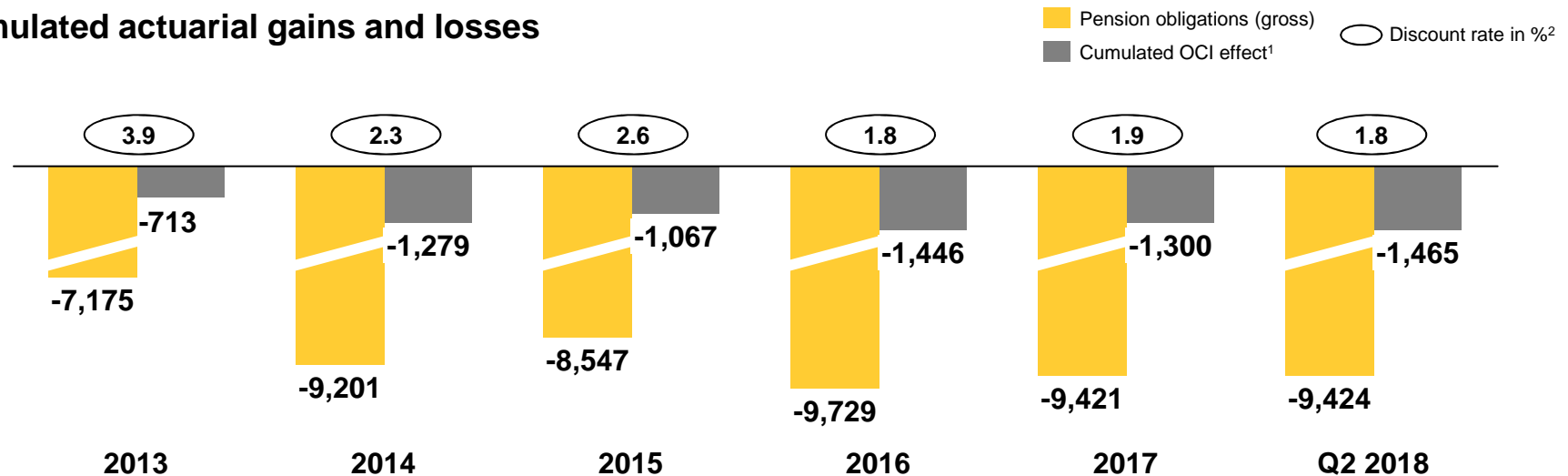


### Highlights

- › 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

## IAS 19: Development of pension obligations

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

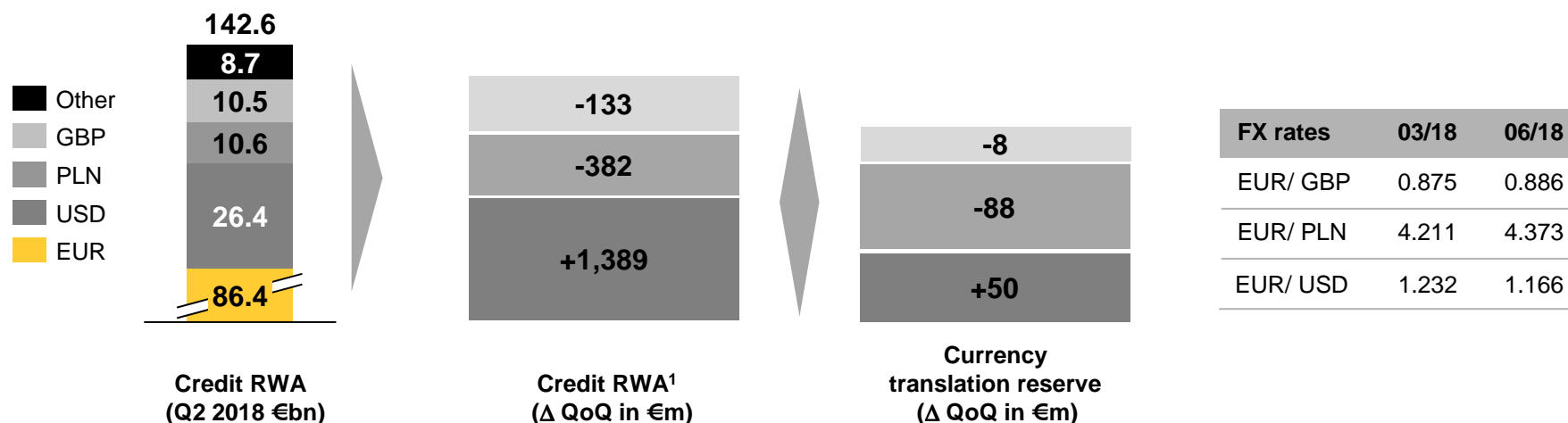


### Additional information

- › Pension obligations increased only slightly YTD (increase due to lower discount rate, decrease due to regular benefits paid)
- › The discount rate is derived from a AA rated corporate bond basket yield with average duration of 18 years
- › The average funding ratio (plan assets vs. pension obligations) of all plans is 94%
- › Negative YTD OCI capital effect of €-165m after tax mainly due to slightly lower market value of plan assets
- › Since 2013, hedge via plan assets dampened the obligation increase of €2,249m to a cumulated OCI capital effect of €-752m

## Strengthening of USD with net negative impact on capital ratio

### Q-o-Q Change in FX capital position

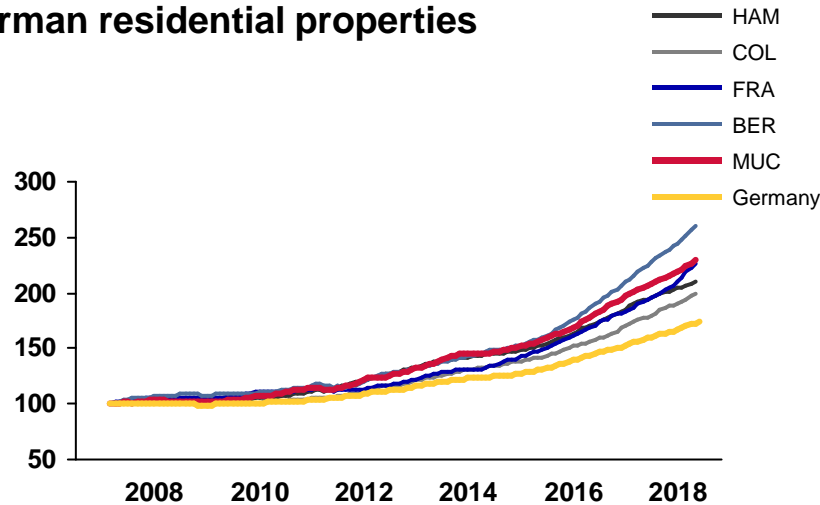


### Explanation

- › Quarter to quarter the EUR weakened by -5.4% against the USD resulting in €1.4bn higher credit RWA. This is partly offset by a weaker GBP and PLN resulting in total FX effects on credit RWA of €+0.9bn
- › Due to these currency movements, the currency translation reserve decreased by €-47m with other currencies contributing a further €-15m, impacting the CET1 ratio

## 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
  - 06/18: EaD €78.4bn – 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 86% as of June 2018. German BLA is more conservative than the internationally used LtV definition due to the application of the strict German Pfandbrief law

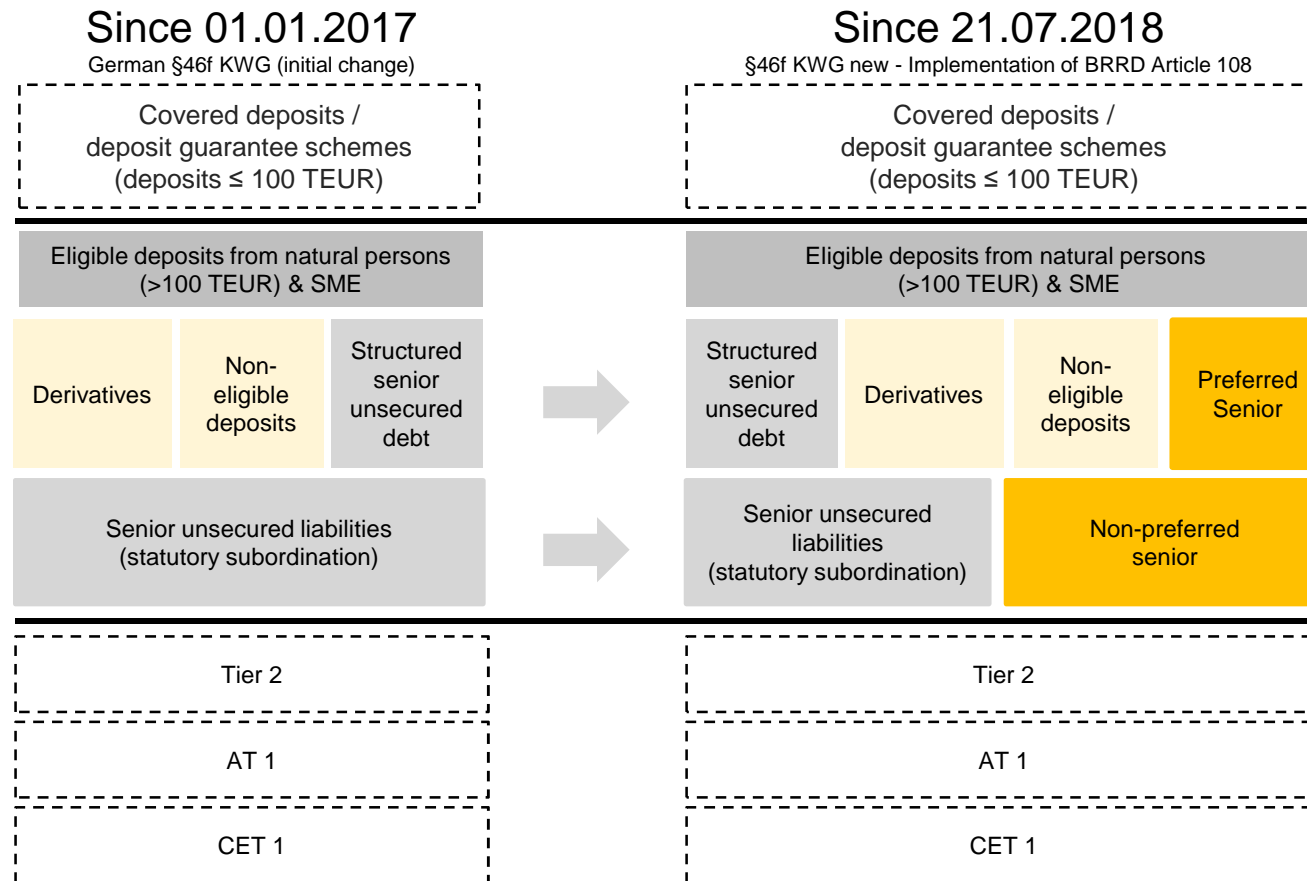


**Risk parameters still on very good level, loan decisions remain conservative**

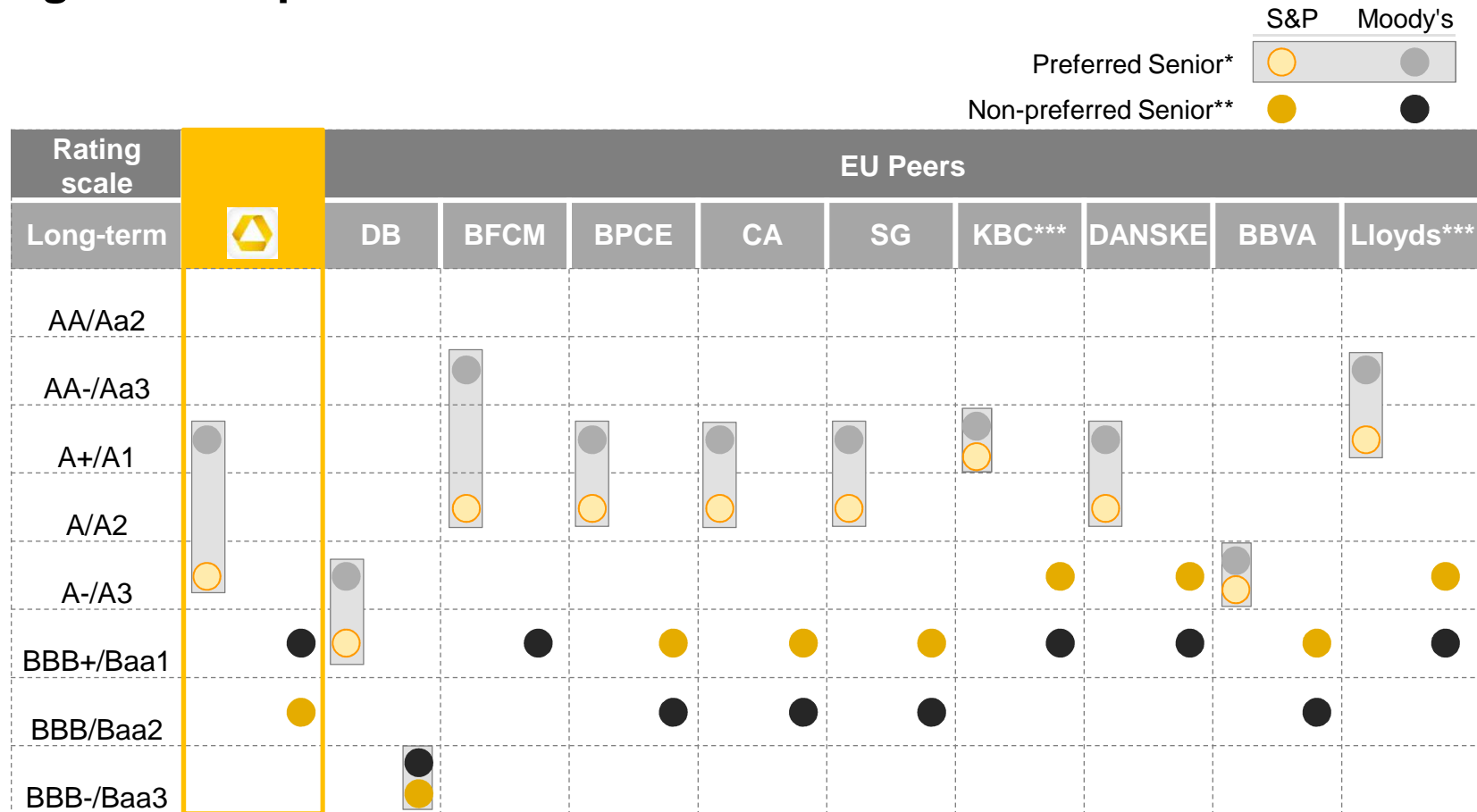
## Commerzbank financials at a glance

Group	Q2 2017	Q1 2018	Q2 2018	H1 2017	H1 2018
Operating result (€m)	179	301	389	505	689
Net result (€m)	-640	262	272	-414	533
CET1 ratio Basel 3 fully phased-in (%) <sup>1</sup>	13.0	13.3	13.0	13.0	13.0
Total assets (€bn)	487	470	488	487	488
RWA B3 fully phased-in (€bn)	178	170	176	178	176
Leverage ratio (fully phased-in) (%)	4.6	4.6	4.5	4.6	4.5
Cost/income ratio (%)	83.2	83.7	78.7	80.5	81.3
Net RoE (%)	-8.9	3.8	3.9	-2.9	3.8
Net RoTE (%)	-9.8	4.2	4.3	-3.2	4.3
Total capital ratio fully phased-in (%) <sup>1</sup>	16.3	16.5	16.1	16.3	16.1
NPL ratio (in %)	1.5	1.0	0.9	1.5	0.9
CoR (bps)	16	7	7	16	7

## German creditor hierarchy – Implementation of BRRD Article 108



## Rating Landscape – Preferred Senior & Non-Preferred Senior



Note: Data from company information / rating agency as of 3 August 2018.

\* Senior unsecured instruments that are either issued out of the Operating Company (e.g. UK bank) or statutorily rank pari passu with other senior bank claims like deposits or money market instruments (senior unsecured debt classification from Moody's, senior unsecured from S&P)

\*\* Senior unsecured instruments that are either issued out of the Holding Company (e.g. UK bank) or statutorily junior to other senior claims against the bank like deposits or money market instruments

\*\*\* Preferred senior = Operating Company, non-preferred senior = Holding Company.

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