



COMMERZBANK

# This is Commerzbank



An Overview

# Agenda



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# Facts and Figures: an Overview

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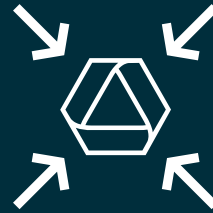
# Facts and Figures: an Overview



## Private and Small-Business Customers



## Focussed Business Model



Personal Advisory Offering  
Consistent Customer Orientation  
Comprehensive Digitalisation  
Profitability before Growth  
Sustainability

## Corporate Clients



**Commerzbank is the leading bank for the German Mittelstand and a strong partner for almost 11 million private and small-business customers in Germany with a client-centric portfolio of financial services in two segments**

# Facts and Figures: Commerzbank's Global Presence



## Operative foreign branches

Amsterdam, Beijing, Brno (office), London, Luxembourg, Madrid, Milan, New York, Paris, Prague, Shanghai, Singapore, Tokyo, Vienna, Zurich

## Significant Group companies

- Commerzbank (Eurasija) AO, Moscow
- Commerzbank Finance & Covered Bond S. A., Luxembourg
- Commerz Markets LLC, New York
- Commerz Real AG, Wiesbaden
- mBank S. A., Warsaw

## Representative Offices and Financial Institutions Desks (FID)

Abidjan, Addis Abeba, Almaty, Ashgabat, Bangkok, Beijing (FID), Beirut, Brussels (Liaison Office to the EU), Buenos Aires, Cairo, Caracas, Dhaka, Dubai, Ho Chi Min City, Istanbul, Johannesburg, Kiev, Lagos, Luanda, Melbourne, Moscow (FID), Mumbai, New York (FID), Panama City, São Paulo, Seoul, Shanghai (FID), Singapore (FID), Taipei, Tashkent, Tokyo (FID), Zagreb

# Facts and Figures: Highlights



## Germany



Almost 11 million private and small-business customers

In the Private and Small-Business Customers segment, the Bank is at the side of its customers with its brands Commerzbank and comdirect: online and mobile, in the advisory centre, and personally in its branches.

Important contact for wealth management, private banking, and small-business customers

Market leader for the Mittelstand in Germany

With approximately 30% market share the leading bank in processing German foreign trade

Sector know-how due to penetration of German key industrial sectors

## Europe

One of the leading providers of trade services within the eurozone

Top rankings in the bond market

mBank: innovative digital bank serving around 5.7 million private and corporate customers, predominantly in Poland, but also in the Czech Republic and Slovakia; preferred business partner for German corporates in Poland



## Digital



Mobile payment with giro pay, Apple Pay, and Google Pay as well as Garmin Pay, SwatchPAY!, and Fitbit Pay

Banking App with multibanking, brokerage, and financial analysis

Safety guarantee for online and mobile banking services

“Focus Money” award for safest online bank in Germany

# Facts and Figures: Selected Group Financial Figures

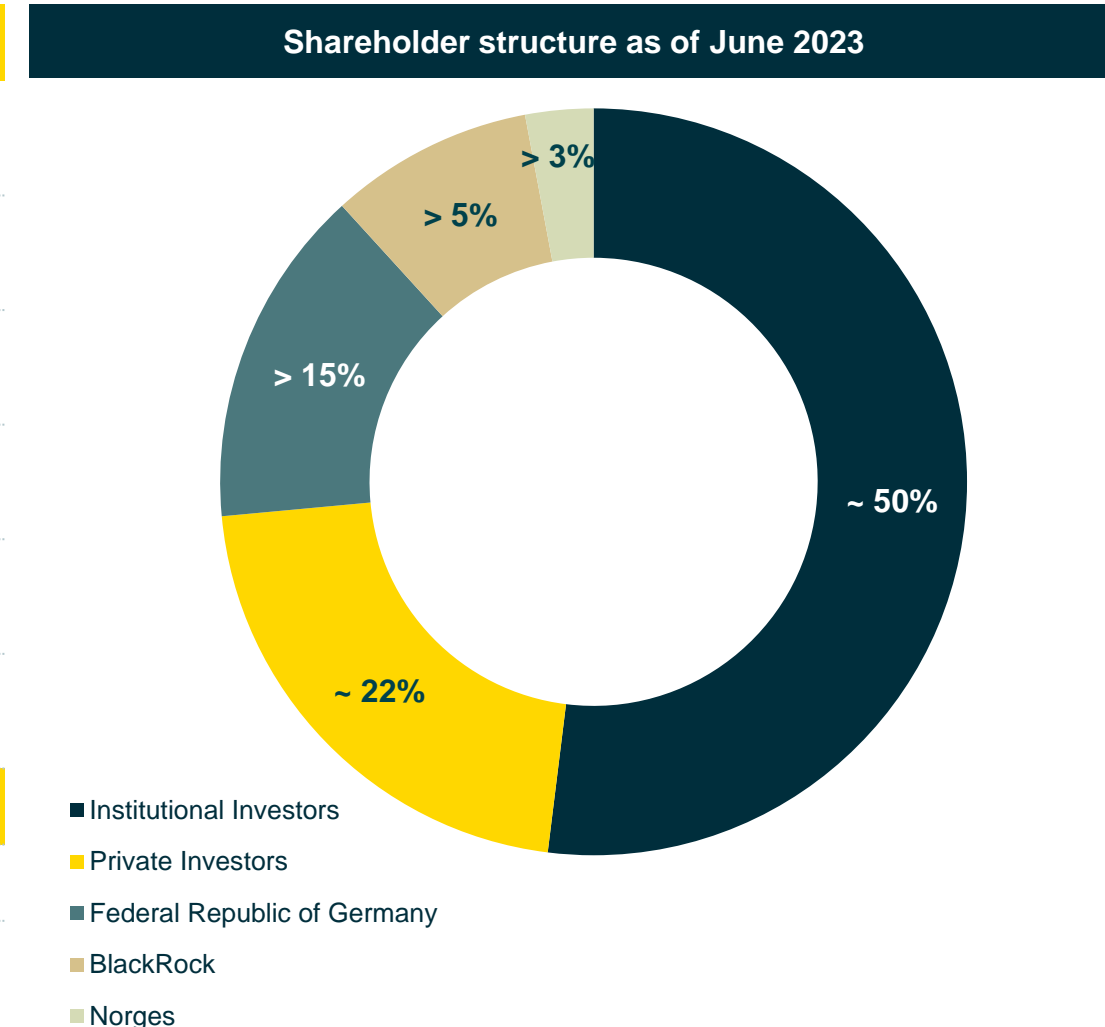


Figures	Q2 2022	FY 2022	Q2 2023
Total revenues (in €m)	2,420	9,461	2,629
Operating result (in €m)	746	2,099	888
Consolidated profit/loss (in €m) <sup>1</sup>	470	1,435	565
Cost-income ratio op. business (in %) <sup>2</sup>	64.8	68.6	58.3
CET 1 ratio (in %) <sup>3</sup>	13.7	14.1	14.4
Op. RoTE (in %)	10.3	7.2	11.8
	<b>30 June 2022</b>	<b>31 Dec 2022</b>	<b>30 June 2023</b>
Employees	44,046	41,909	41,360

<sup>1</sup> Attributable to Commerzbank shareholders and investors in additional equity components.

<sup>2</sup> Includes compulsory contributions.

<sup>3</sup> Reduced by pay-out accrual and potential (fully discretionary) AT 1 coupons.





# Board of Managing Directors










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# Board of Managing Directors



Group Management				Private and Small-Business Customers Segment	Corporate Clients Segment	Group Services
<b>Manfred Knof</b>  Chairman  	<b>Bettina Orlopp</b>  Deputy Chairwoman Chief Financial Officer  	<b>Marcus Chromik</b>  Chief Risk Officer  	<b>Sabine Mlnarsky</b>  Chief Human Resources Officer  	<b>Thomas Schaufler</b>    	<b>Michael Kotzbauer</b>    	<b>Jörg Oliveri del Castillo-Schulz</b>  Chief Operating Officer  



# Strategic Positioning

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# Strategic Positioning: “Strategy 2024”

## Customer-oriented, digital, sustainable, profitable

We want to become **the digital advisory bank for Germany**. We aim at being sustainably profitable and taking our future into our own hands as an independent and vital factor in the German banking market. Our “Strategy 2024” stands for **customer orientation, digitalisation, sustainability, and profitability**.

The Bank is planning a total of €1.7 billion in direct costs for IT investments under “Strategy 2024”.

### Private and Small-Business Customers

- Attractive combination of a high-performance direct bank and first-class advisory services



### Corporate Clients

- Leading bank for the German Mittelstand
- Accompanying corporates internationally and on capital markets
- Regional, individual service combined with innovative digital offering





# Segments



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# Segments of Commerzbank: Private and Small-Business Customers



€m	Q2 2022	FY 2022	Q2 2023
Revenues	1,540	5,268	1,277
Operating result	481	1,000	284

- With almost **11 million customers** one of the leading banks for private and small-business customers in Germany
- In the Private and Small-Business Customers segment, the Bank is at the side of its customers with its brands **Commerzbank** and **comdirect**: **online** and **mobile**, in the **advisory centre**, and **personally in its branches**
- An attractive combination of a **highly efficient direct bank** and **first-class advisory offering**
- A simple, secure, and convenient way to carry out **everyday banking transactions 24/7**
- Comprehensive personal support and **individual solutions** on all issues related to investing and financing



# Segments of Commerzbank: Corporate Clients



€m	Q2 2022	FY 2022	Q2 2023
Revenues	882	3,791	1,124
Operating result	324	1,065	447

- **No 1** in financing the **Mittelstand** in Germany
- Strong regional franchise in **Germany**, active internationally in almost 40 countries **worldwide**
- **Strong linkage** of our **expertise** in **corporate banking** and **capital markets**
- **Approximately 30% market share**: Commerzbank is the **leading bank** in processing German foreign trade
- With a **loan volume** of approximately **€70 billion** in **Germany** one of the **largest financiers** of **German corporates**
- **Top rankings** in the European bond market and a **top 5 position** in EMEA<sup>1</sup> for syndicated corporate loans



<sup>1</sup> Europe, Middle East, Africa.



# Purpose and Brand



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# Purpose and Brand



Purpose

**We create prospects for ambitious people and companies**



Brand Positioning

**Creating prospects, shaping the future together**

We, Commerzbank, take on the responsibility of providing people and companies with security, even in difficult times, and opening up prospects for them. That's why we are: the bank for Germany – at the side of our customers to shape the future together.



Brand Promise

**The bank at your side**



Brand Character

**Future-oriented, focussed on results and performance, interaction in the spirit of partnership**





# Sustainability



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Make banking sustainable – for our customers, for us, for everybody



Our commitment: To become a net-zero bank



## Transformation Customers

Enable our customers to pursue their transformation to sustainability

- Accompanying the process of transformation, e.g. by offering innovative, sustainable products like “klimaVest” or through applying our ESG<sup>1</sup> know-how
- Commitment to mobilise **€300bn for a sustainable transformation by 2025**
- Reduce the **CO<sub>2</sub> emissions of the entire lending and investment portfolio to net zero by no later than 2050**



## Transformation Commerzbank

Commerzbank is leading by example

- Reduce own carbon footprint and use of resources: **Net-zero emissions in bank operations** as well as **climate neutral supplier portfolio by no later than 2040**
- Meet social responsibilities internally as well as externally
- Govern responsibly and act with integrity



Sustainability as an integral part of Commerzbank – we opt for a strategic, holistic, and long-term approach

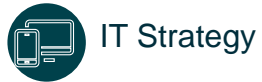


# Digitalisation

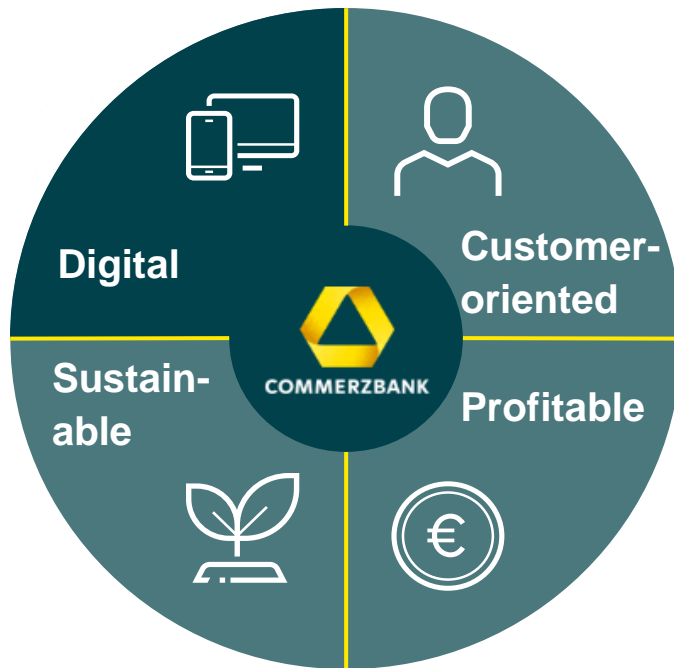


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# Targets of IT Strategy Support “Strategy 2024” and Focus on IT Performance



## Targets of “Strategy 2024”



“Strategy 2024” sets the framework for the targets of the IT Strategy ...

## Targets of our IT Strategy



... which in the medium term focus on improving the performance of the IT/DO<sup>1</sup> utilising central factors (such as capabilities and IT architecture).

<sup>1</sup> Delivery Organisation.



# Diversity and Inclusion

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# Diversity and Inclusion: Living Diversity and Shaping Fair Cooperation



We take on social responsibility – which our employees, clients, and business partners benefit from



## Identifying and fostering potential

35.5% women in management positions

Employees from 120 nations

6.3% employees with disabilities



## Facilitating work-life balance

Child care offers

Flexible working time models

Mobile working



## Supporting commitment

Support for employees caring for relatives

1,500 employees in 7 networks

## We are committed beyond Commerzbank:

- ✓ Signee and member of the **Diversity Charta**
- ✓ Co-founder and council of the foundation **Prout@Work**
- ✓ Signee of the United Nations' **Women's Empowerment Principles**
- ✓ Member of "**UnternehmensForum e. V.**" for the inclusion of individuals with disabilities

**Our corporate culture includes everyone – irrespective of age, gender, provenance, disabilities, religion, or sexual orientation**



# History



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# International Bank with more than 150 Years of Tradition

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- **2023** Return to the leading German stock index Dax
  - **2021** Manfred Knof new Chairman of the Board of Managing Directors
  - **2020** Merger of comdirect completed  
150 years of Commerzbank  
50 years of Commerzbank Foundation
  - **2013** Final redemption of the silent participation of the Financial Market Stabilisation Fund (Finanzmarktstabilisierungsfonds, Soffin)
  - **2009** Financial market crisis
  - **2008** Announcement of merger with Dresdner Bank
  - **1995** Foundation of comdirect: launch of Commerzbank's direct banking business
  - **1940** New name: Commerzbank
  - **1870** Foundation of Commerz- und Disconto-Bank in Hamburg, Germany





# Disclaimer



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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.

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