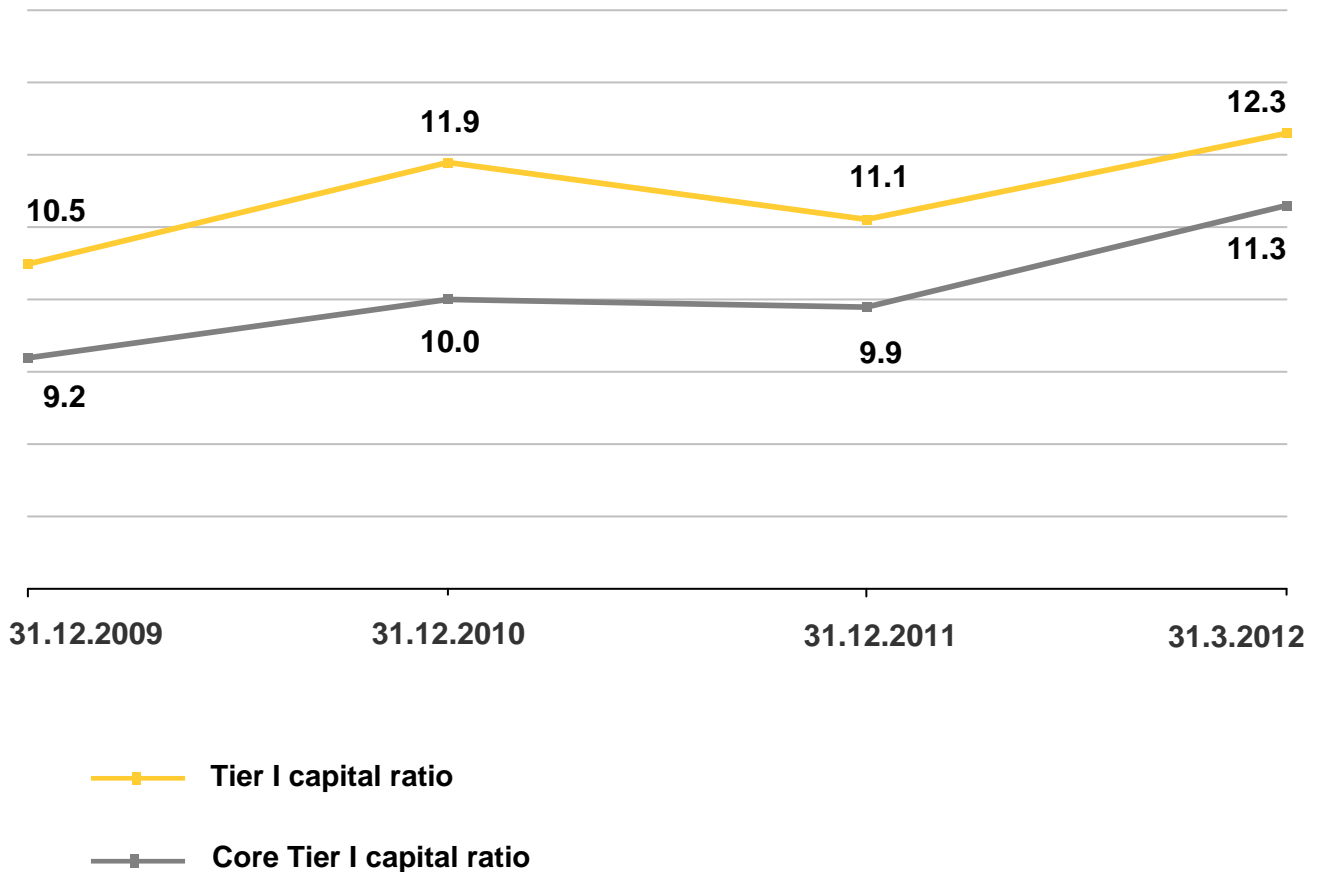


Commerzbank with strong capital ratios

Commerzbank Group, in %



Commerzbank – Figures, Facts, Targets

Investor Relations

1st Quarter 2012

Authorised by ‚Bundesanstalt für Finanzdienstleistungsaufsicht‘ and by the Financial Services Authority; regulated by the Financial Services Authority for the conduct of UK business.

This publication appears four times a year to accompany the quarterly results and the annual financial statements.

This presentation can also be found on Commerzbank’s website, in German and English.

German: www.commerzbank.de
Investor Relations
Analysten Handouts

English: www.commerzbank.com
Investor Relations
Analyst Handouts

Completed on May 8, 2012

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Solid start with €584m Group operating profit despite challenging market environment

in €m	Group			Core Bank*		
	Q1 2011	Q4 2011	Q1 2012	Q1 2011	Q4 2011	Q1 2012
Revenues before LLP	3,616	2,316	2,585	3,275	3,375	2,510
LLP	-318	-381	-212	-78	-176	-17
Operating expenses	2,154	1,772	1,789	1,978	1,632	1,648
Operating profit	1,144	163	584	1,219	1,567	845
Net profit*	985	316	369			

- › Revenues compared to Q1 2011 influenced by:
 - › Positive one-off effect from liability management in Q1 2011 of €358m
 - › Negative OCS effect in Q1 2012 of €158m
 - › Volume reduction due to ongoing de-leveraging, low interest rates and muted client activity
- › LLP benefitting from robust German economy and restructurings in ABF
- › Costs decreased by 17% y-o-y, benefitting from cost synergies and additional cost measures

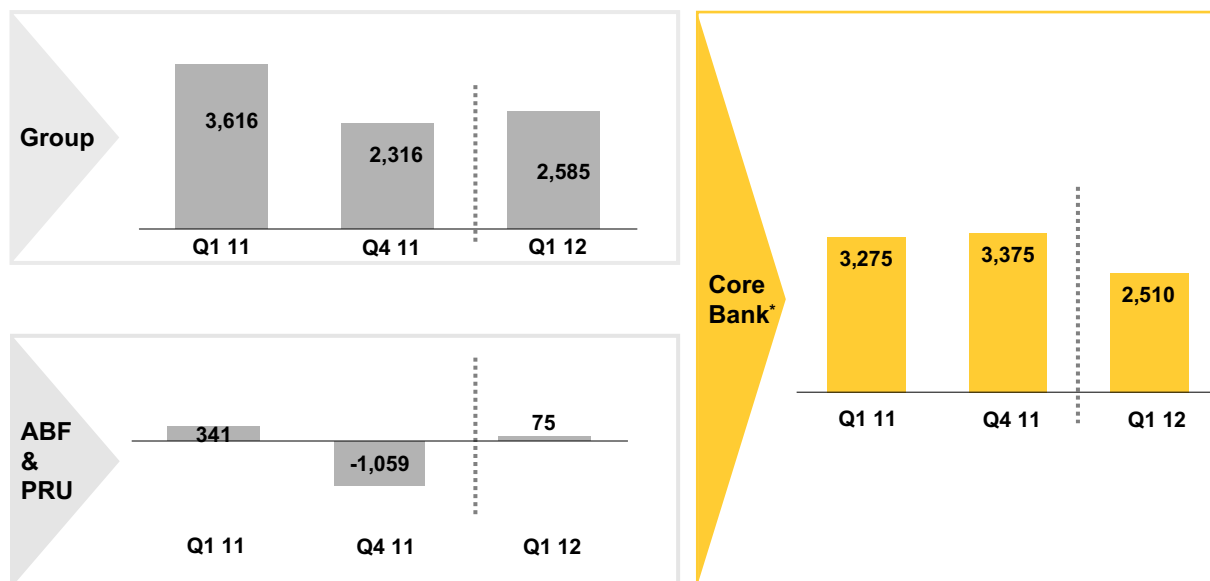
* consolidated result attributable to Commerzbank shareholders ** incl. Others & Consolidation

EBA capital target fulfilled ahead of plan – solid start in 2012

- EBA capital target fulfilled ahead of plan
- Solid group operating profit of €584m and €845m in Core bank, both including negative valuation effect from own credit spread (OCS) of €158m
- Successful de-risking and disposal of non-core assets during the quarter – PRU net-assets cut to single-digit billions and Greek PSI bonds sold
- RWA further reduced by €14bn to €223bn – Core Tier I ratio of 11.3% per end of Q1
- No further funding need in 2012 – strong deposit growth and ongoing non-core asset reduction

Revenue development driven by non-recurring items and de-risking of balance sheet

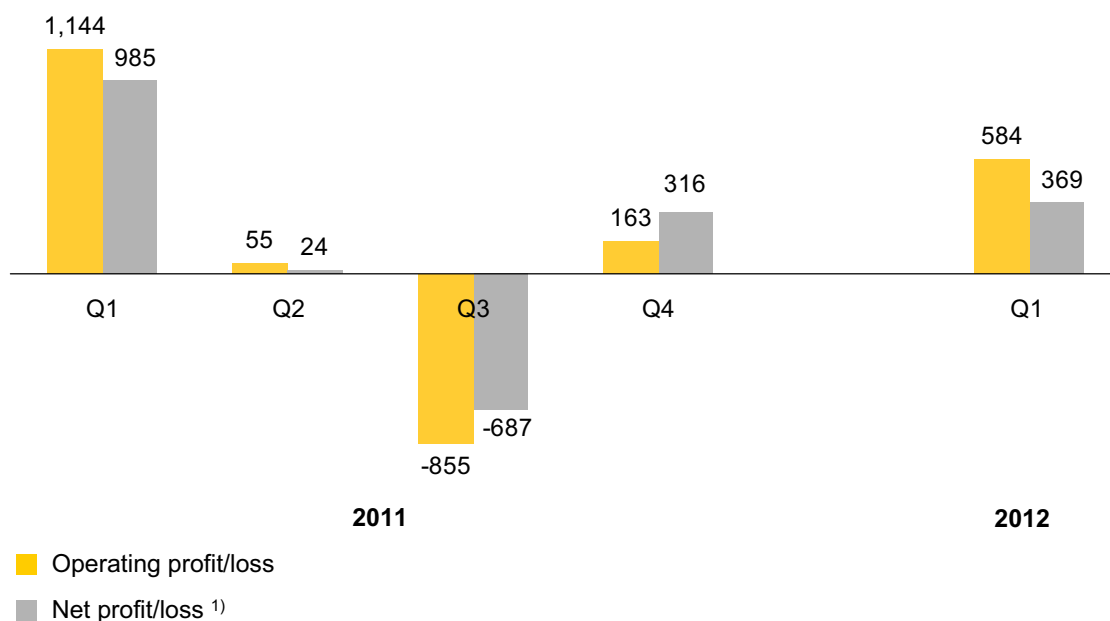
Revenues before LLP
in € m



* incl. Others & Consolidations

Profit per quarter

Commerzbank Group, in € m



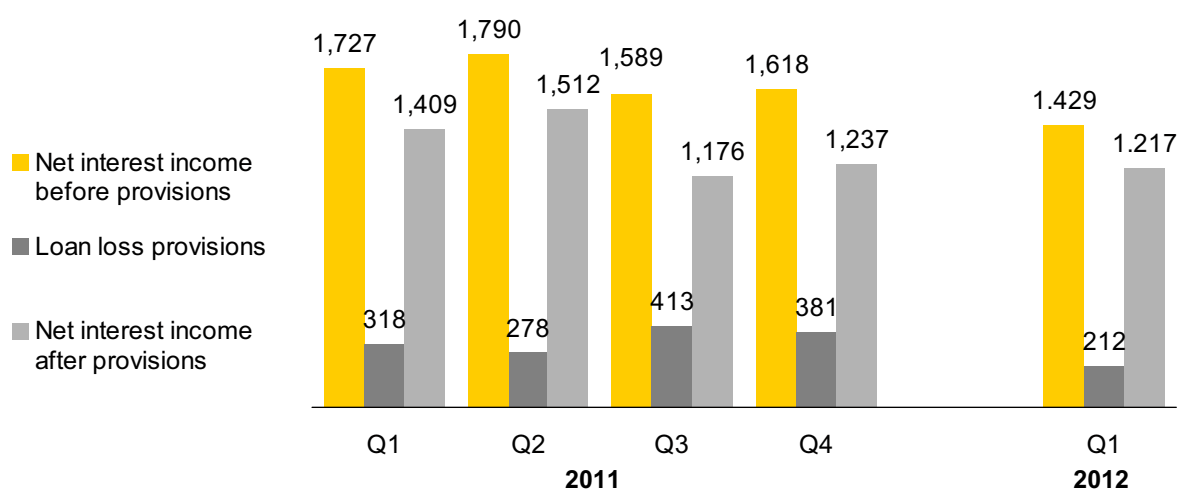
¹⁾ attributable to CBK's shareholders

Commerzbank Group's income statement

	1.1.-31.3.2012	1.1.-31.3.2011	Change	
	in € m	in € m	in € m	in %
Net interest income	1,429	1,727	-298	-17.3
Loan loss provisions	-212	-318	106	-33.3
Net interest income after provisions	1,217	1,409	-192	-13.6
Net commission income	843	1,020	-177	-17.4
Net trading income+net income on hedge accounting	457	519	-62	-11.9
Net investment income	-176	12	-188	.
Current income on companies accounted for using the equity method	11	-	11	.
Other income	21	338	-317	-93.8
<i>Income before provisions</i>	<i>2,585</i>	<i>3,616</i>	<i>-1,031</i>	<i>-28.5</i>
Operating expenses	1,789	2,154	-365	-16.9
Operating profit/loss	584	1,144	-560	-49.0
Impairments of goodwill and brand names	-	-	-	.
Restructuring expenses	34	-	34	.
Pre-tax profit/loss	550	1,144	-594	-51.9
Taxes on income	153	135	18	13.3
Consolidated profit/loss	397	1,009	-612	-60.7
- attributable to non-controlling interests	28	24	4	16.7
- attributable to CBK shareholders	369	985	-616	-62.5

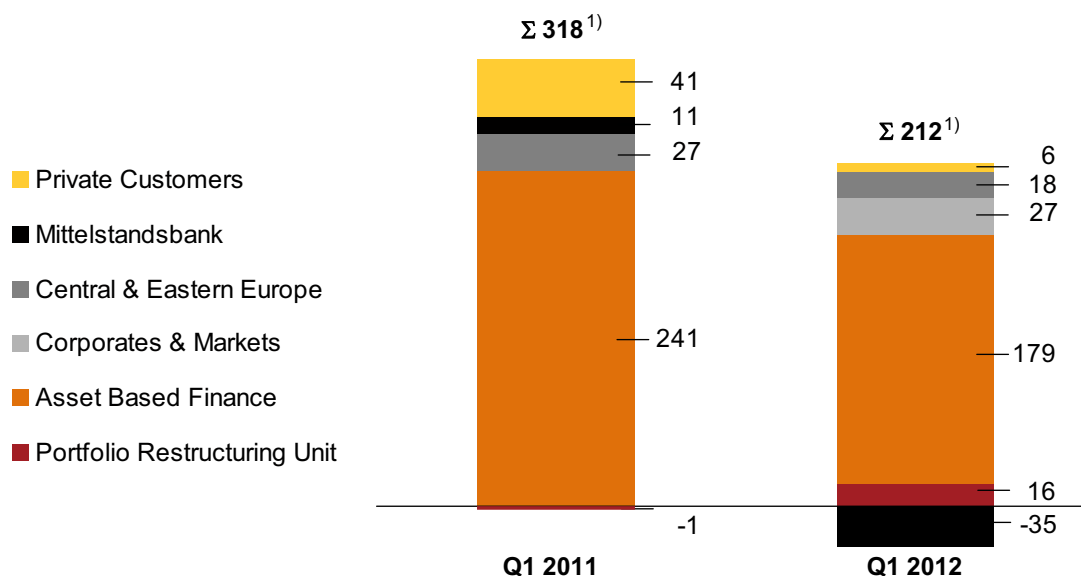
Net interest income

Commerzbank Group, in € m



Loan loss provisions by segment

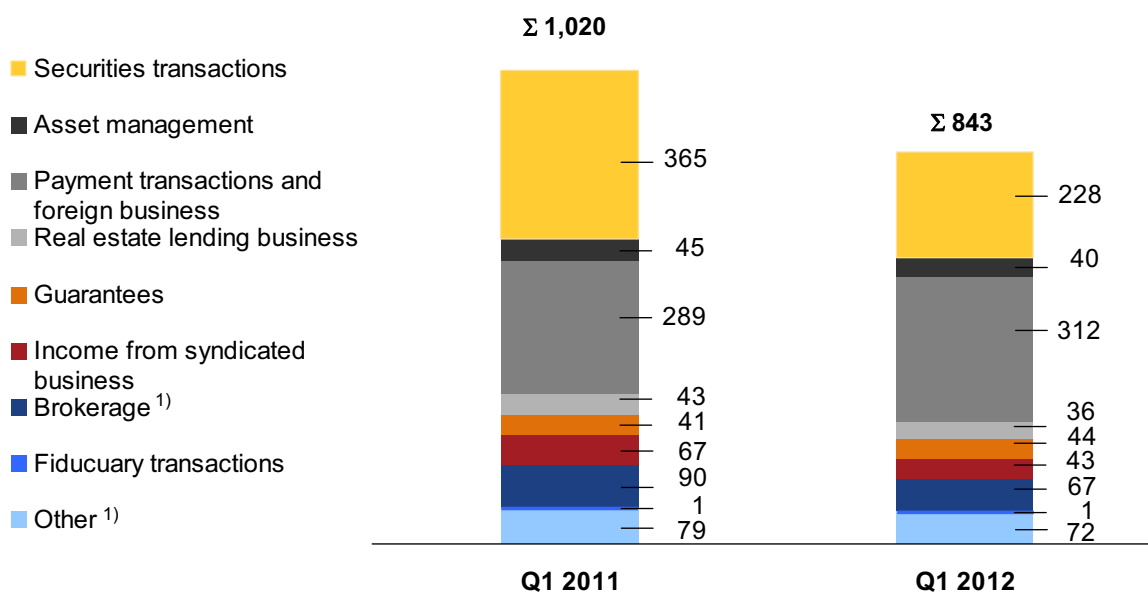
Commerzbank Group, in € m



1) Q1 2011: €-1m included in Others & Consolidation; Q1 2012: €1m included in Others & Consolidation

Breakdown of net commission income

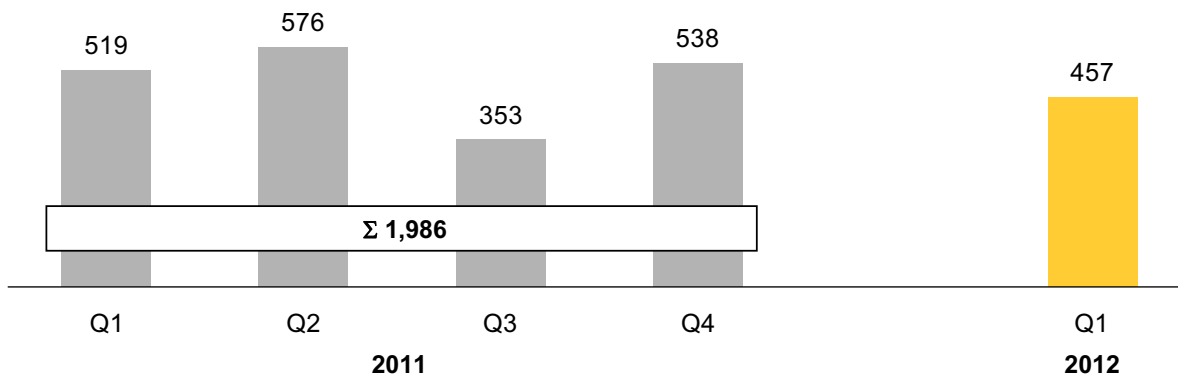
Commerzbank Group, in € m



1) Q1 2011 adjusted

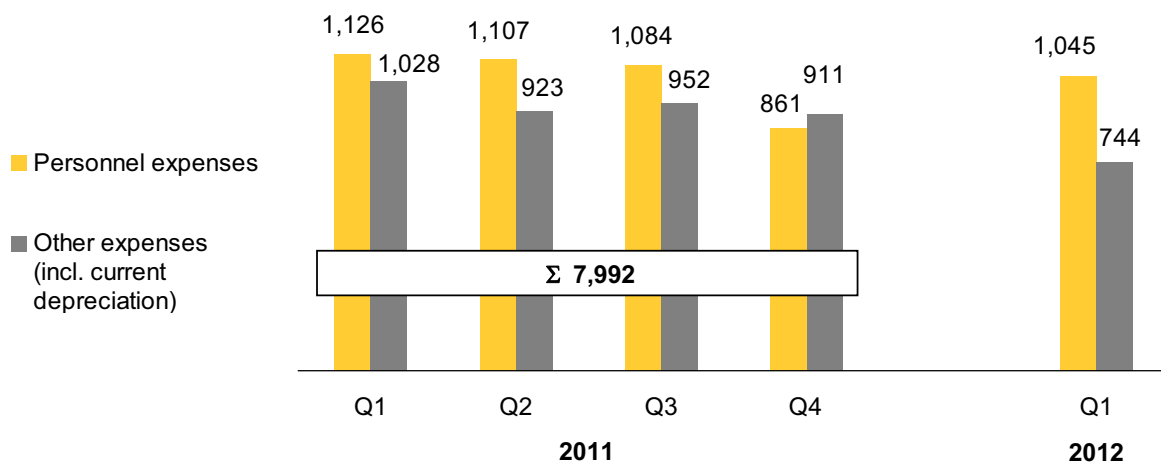
Net trading income and net income from hedge accounting

Commerzbank Group, in € m



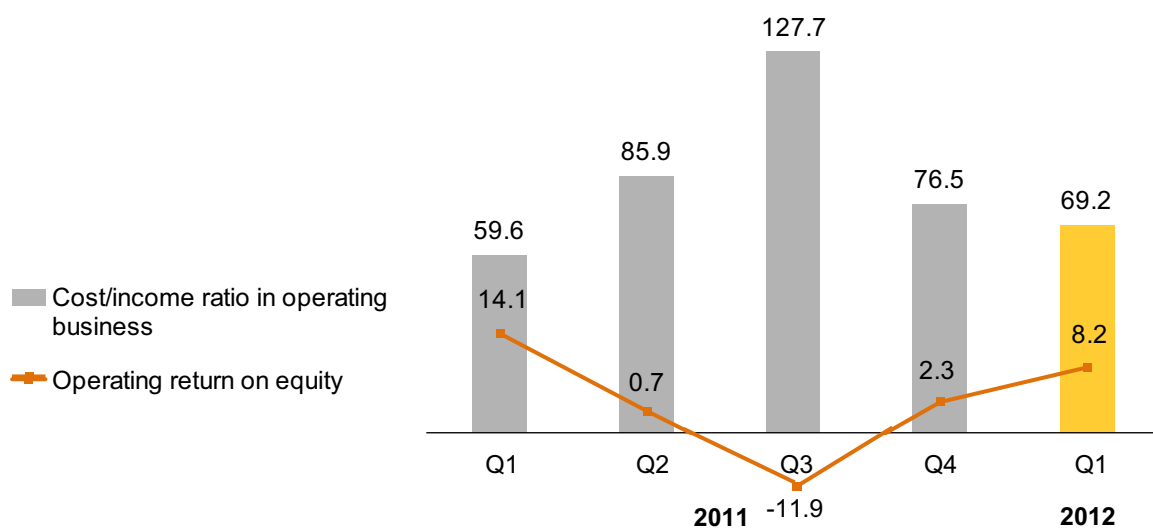
Operating expenses

Commerzbank Group, in € m



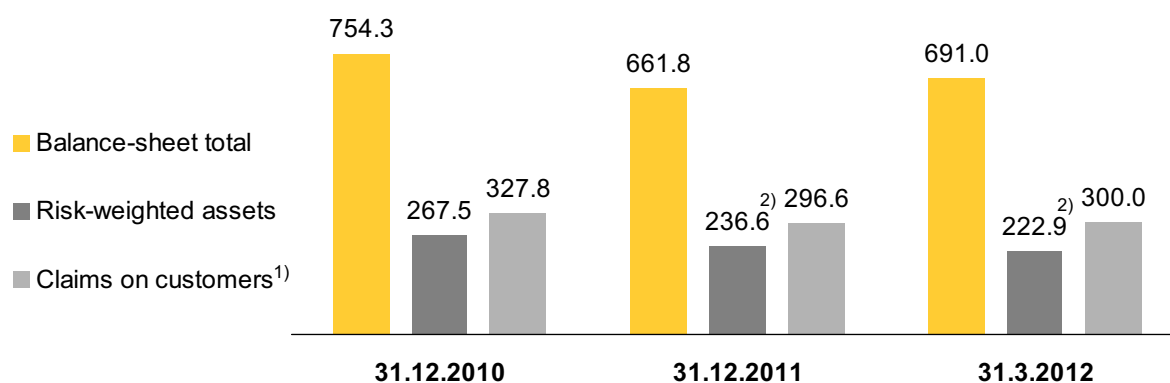
Profitability ratios

in %



Development of business volumes

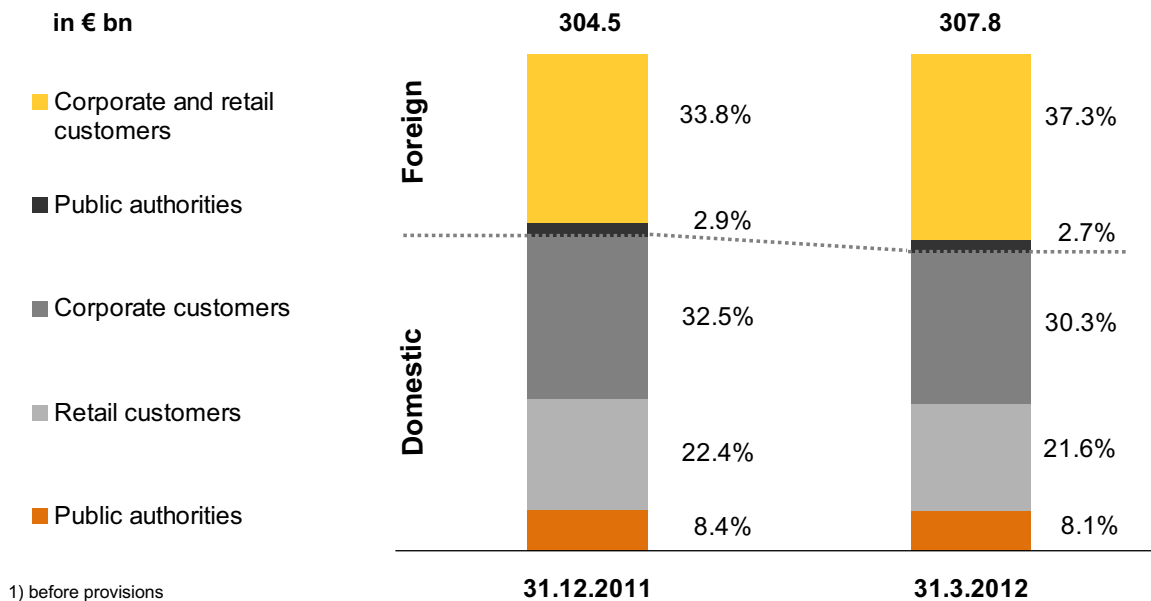
Commerzbank Group, in € bn



1) after provisions; 2) including effects of Basel 2.5

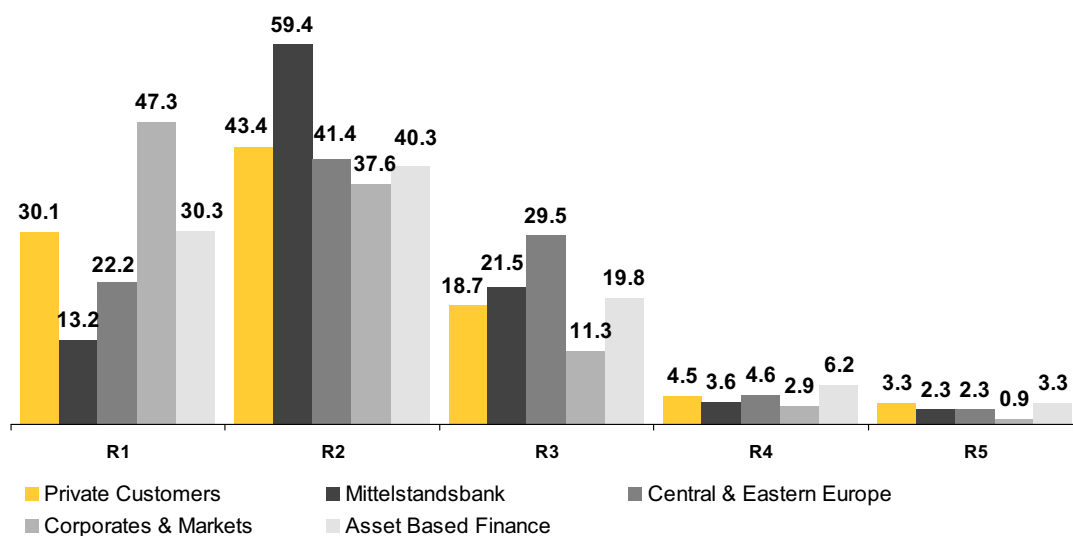
Claims on customers¹⁾

Commerzbank Group



Probability of Default-Rating of Commerzbank

as of 31.3.2012, in %

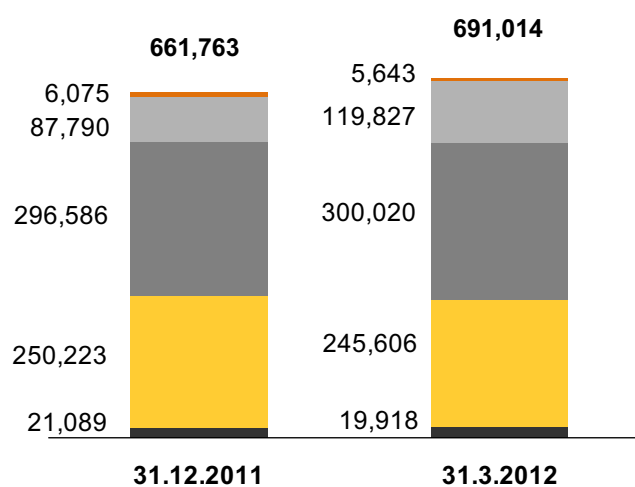


Breakdown of assets

Commerzbank Group, in € m

Balance-sheet total

- Liquid funds
- Claims on banks¹⁾
- Claims on customers¹⁾
- Trading assets/financial investments
- Other assets



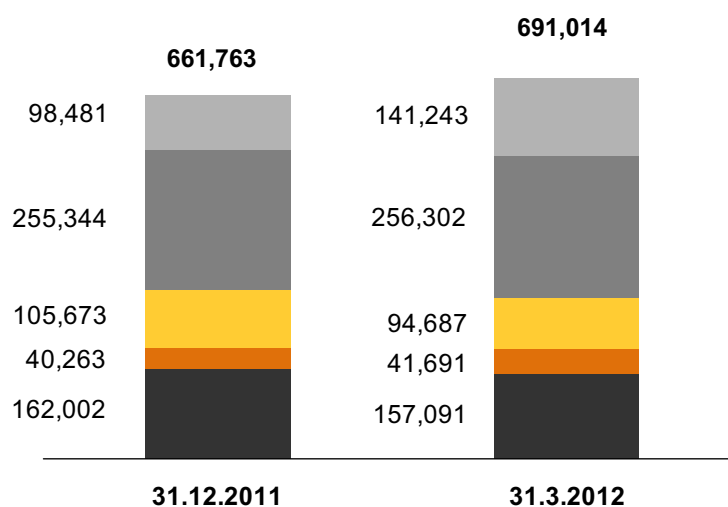
1) after provisions

Breakdown of liabilities

Commerzbank Group, in € m

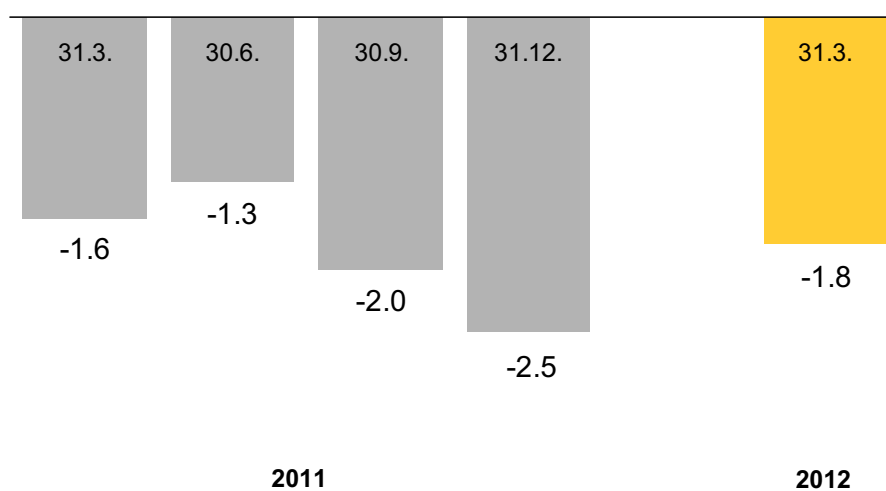
Balance-sheet total

- Liabilities to banks
- Liabilities to customers
- Securitized liabilities
- Own funds
- Other liabilities

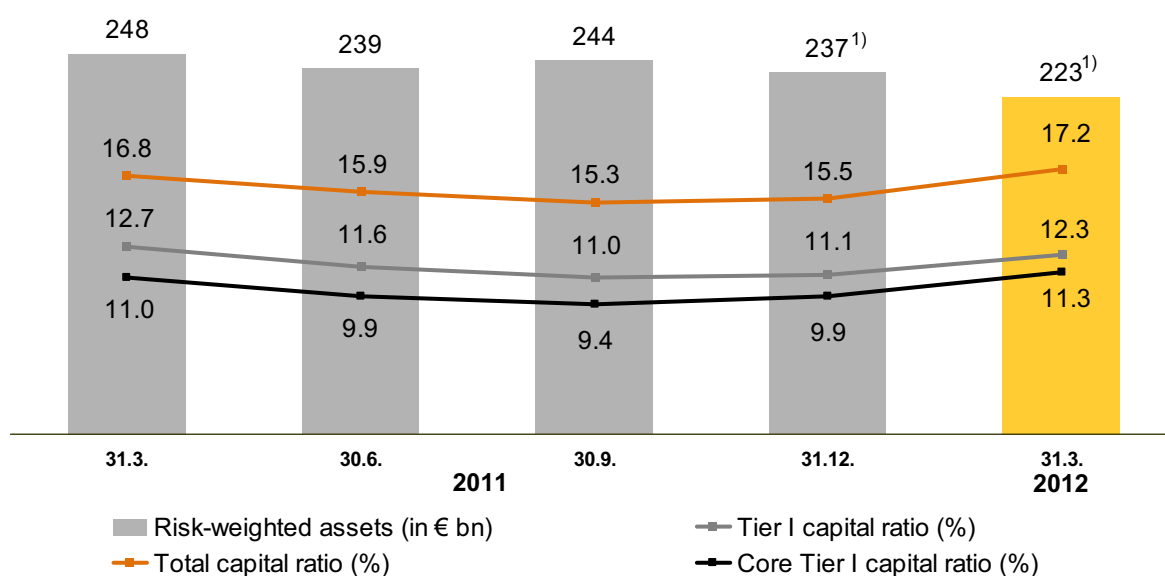


Revaluation reserve

in € bn



RWA, Tier I capital ratio, total capital ratio and core Tier I capital ratio



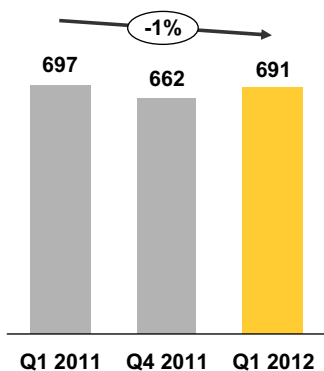
1) including effects of Basel 2.5

Strong capital position with 11.3% Core Tier I ratio – further improvement amid €14bn RWA reduction during Q1 to €223bn

Total Assets

in € bn

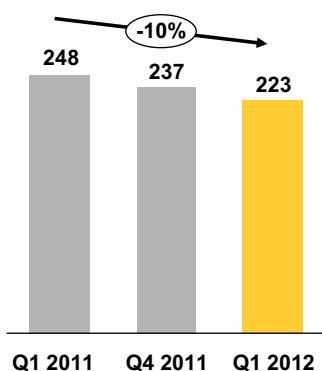
- › Further reduction in non-core assets compensated by increase in liquid assets due to conservative liquidity management strategy



RWA

in € bn

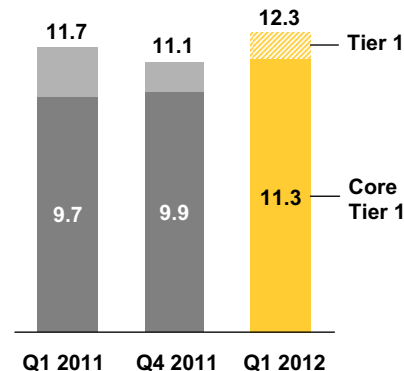
- › RWA development in Q1 mainly driven by intended asset reduction, securitizations and collateral management



Core Tier 1 and Tier 1 ratio

in %

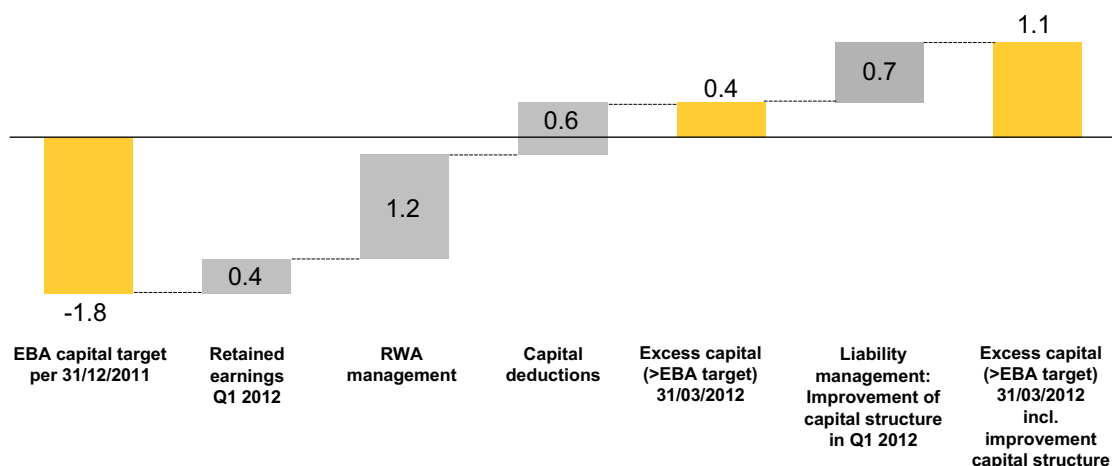
- › Strengthening of capital ratios due to retained earnings, lower capital deduction positions and liability management



EBA capital target of originally €5.3bn fulfilled – Liability Management in Q1 improved capital structure further

Development of capital target in Q1 2012

in € bn



Segment reporting

Commerzbank Group, 1.1.-31.3.2012, in € m

	Private Customers	Mittelstands-bank	Central & Eastern Europe	Corporates & Markets	Asset Based Finance	Portfolio Restructuring Unit	Others & Consolidation	Total
Net interest income	453	542	120	119	206	5	-16	1,429
Loan loss provisions	-6	35	-18	-27	-179	-16	-1	-212
Net interest income after provisions	447	577	102	92	27	-11	-17	1,217
Net commission income	383	270	50	83	63	-	-6	843
Net trading income + net income on hedge account.	1	-13	38	195	-215	169	282	457
Net investment income	2	-1	1	3	-203	17	5	-176
Current income on companies accounted for using the equity method	7	-	-	6	-1	-	-1	11
Other income	-1	-8	11	-9	33	1	-6	21
<i>Income before provisions</i>	<i>845</i>	<i>790</i>	<i>220</i>	<i>397</i>	<i>-117</i>	<i>192</i>	<i>258</i>	<i>2,585</i>
Operating expenses	727	338	115	340	129	12	128	1,789
Operating profit/loss	112	487	87	30	-425	164	129	584
Impairments of goodwill and brand names	-	-	-	-	-	-	-	-
Restructuring expenses	-	-	-	-	34	-	-	34
Pre-tax profit/loss	112	487	87	30	-459	164	129	550

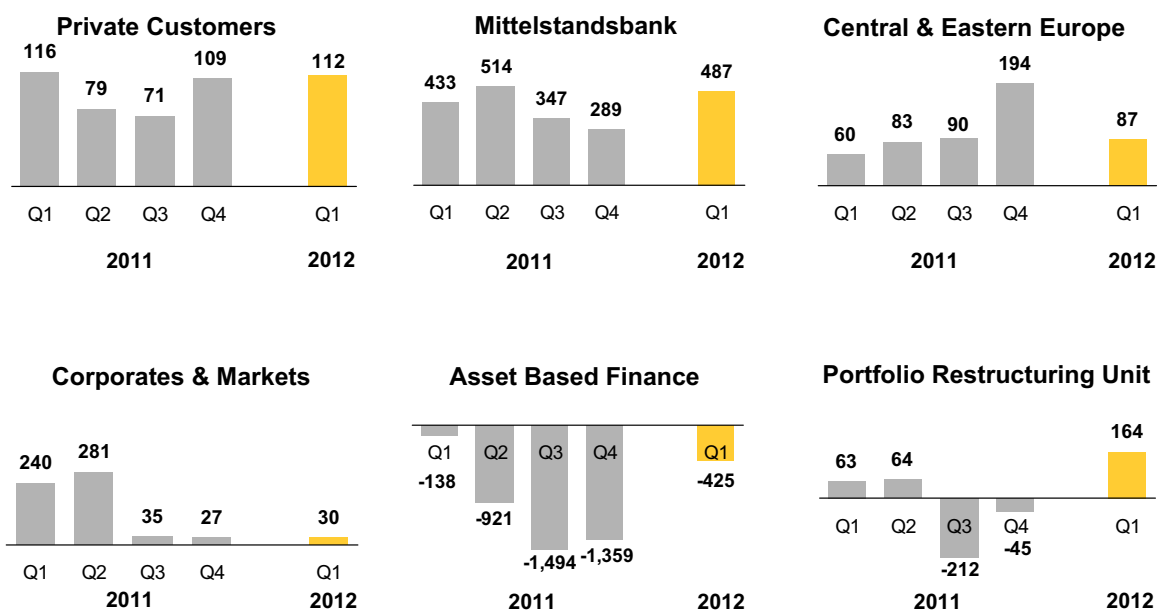
Value drivers

Commerzbank Group, 1.1.-31.3.2012, in € m

	Private Customers	Mittelstands-bank	Central & Eastern Europe	Corporates & Markets	Asset Based Finance	Portfolio Restructuring Unit	Others & Consolidation	Total
Average capital employed (€ m)	3,783	5,977	1,893	3,244	6,450	1,704	5,515	28,566
RWA (end of period)	26,151	54,002	16,711	32,310	68,542	9,504	15,721	222,941
Cost/income ratio in operating business (%)	86.0	42.8	52.3	85.6	.			69.2
Operating return on equity (%)	11.8	32.6	18.4	3.7	-26.4			8.2
Average headcount	18,222	5,555	9,100	1,859	1,564	24	17,361	53,685

Solid operating profit in Core bank

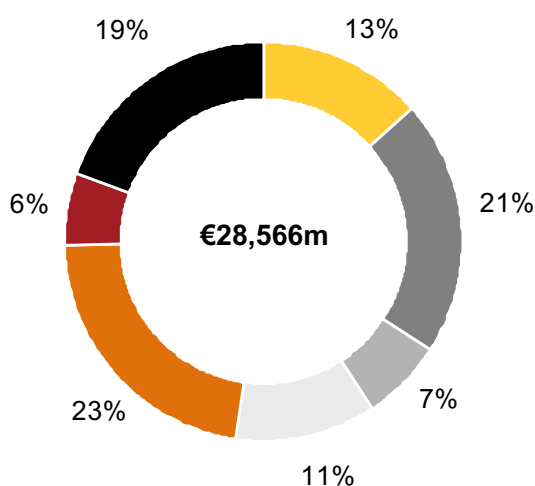
Operating profit, in € m



Average capital employed within Commerzbank Group

Average, 1.1.-31.3.2012

- Private Customers
€3,783m
- Mittelstandsbank
€5,977m
- Central & Eastern Europe
€1,893m
- Corporates & Markets
€3,244m
- Asset Based Finance
€6,450m
- Portfolio Restructuring Unit
€1,704m
- Others & Consolidation
€5,515m



Private Customers

Commerzbank's Strategic Position ¹⁾

- › Second largest private customer bank in Germany with a stable customer base of about 11 million private customers:
 - › One of the largest private customer brands in Germany with high nationwide coverage (target: 1,200 branches)
 - › comdirect: Nr. 1 Online Broker
 - › One of the leading Wealth Managers in Germany with a large nationwide coverage
 - › High attractiveness for private banking customers
 - › Top 3 provider for business customers

Profitability Drivers

- › Sustainable segment profitability with growth potential by means of leverage of strong market position and synergy effects:
 - › Lower revenues nearly compensated by cost measures and low LLP in Q1 2012
 - › Consistent anchoring of customer orientation in business model through program of KUNDENfokus (customer focus)
 - › Cooperation with leading partners such as Allianz, Wüstenrot and BNP Paribas
 - › Reduction in RWAs while at the same time expanding lending business
 - › Realising the cost synergies planned

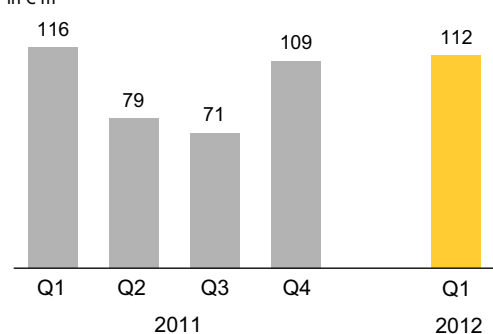
Strategic Goals

- › To be Germany's No. 1 bank for sophisticated private customers by quality, growth and profitability: The Customer Bank
- › Above-average participation in long-term growth trends

1) according to own estimates

Private Customers: lower revenues nearly compensated by cost measures and low LLP

Operating profit in € m



P&L at a glance

in € m	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Revenues before LLP	1,045	959	959	857	845
LLP	-41	-35	-34	53	-6
Operating expenses	888	845	854	801	727
Operating profit	116	79	71	109	112

	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Ø equity (€ m)	4,003	3,886	3,868	4,009	3,783
Op. RoE (%)	11.6	8.1	7.3	10.9	11.8
CIR (%)	85.0	88.1	89.1	93.5	86.0

- › Revenues before LLP affected by ongoing low client activity in securities business and low interest rates
- › Customer business focused on deposits – growth of ~€7bn in first quarter
- › Costs decreased by 18% y-o-y, about half of the reduction from realisation of cost synergies and lower integration costs and the remainder from additional cost measures realised in Q1

Mittelstandsbank

Commerzbank's Strategic Position ¹⁾

- › Leading German "Mittelstandsbank" focused on the core region of Germany and cross-border business with German connectivity
- › Differentiation from competitors through long-term business partnership, international profile and capital market expertise
- › One of the top 3 banks in foreign trade services in the Euro zone as well as in Euro payment transactions worldwide

Profitability Drivers

- › Profitable business model with high market penetration and strong proximity to our customers
- › Customer focused, innovative solutions based on our wide range of products and our integrated relationship approach
- › Professional guidance and processing of the worldwide exposures and international trade flows of our customers

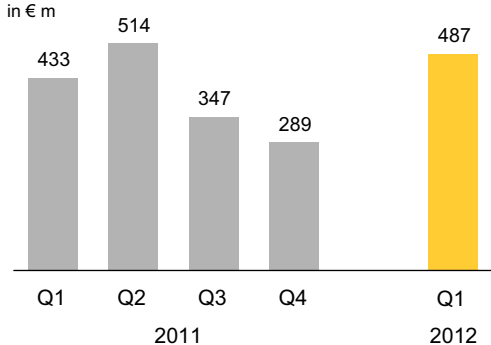
Strategic Goals

- › Strengthening our leading position as best "Mittelstandsbank" by:
- › Growth - Increasing our share of wallet in the mid/large cap client segment & gaining new small cap clients
- › Efficiency & excellence – Increasing quality in customer processes and cost efficiency as well as further deepening product and industry expertise in our sales forces

1) according to own estimates

Mittelstandsbank: continues to generate strong results thanks to excellent franchise with German corporates

Operating profit in € m



P&L at a glance

in € m	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Revenues before LLP	837	863	806	781	790
LLP	-11	28	-58	-149	35
Operating expenses	393	377	401	343	338
Operating profit	433	514	347	289	487

	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Ø equity (€ m)	7,238	6,753	6,928	6,925	5,977
Op. RoE (%)	23.9	30.4	20.0	16.7	32.6
CIR (%)	47.0	43.7	49.8	43.9	42.8

- › Revenues before LLP 6% lower y-o-y but 1% higher q-o-q
- › €1.7bn loan growth in Germany y-o-y
- › LLP benefited from releases
- › Lower equity allocation driven by reduced exposure to financial institutions, successful securitizations and collateral management

Central & Eastern Europe

Commerzbank's Strategic Position¹⁾

- › Leading German bank in Central & Eastern Europe with almost 4.5m customers particularly through the Polish BRE Bank
- › Focusing on Commerzbank's key competencies in full service banking and direct banking
- › Concentration of operations on most attractive markets in the region

Profitability Drivers

- › Focusing on profitable core business
- › Optimization and restructuring of product portfolio as well as development of new business and revenue sources
- › Risk reduction and portfolio optimization
- › Ongoing efficiency measures for all business units

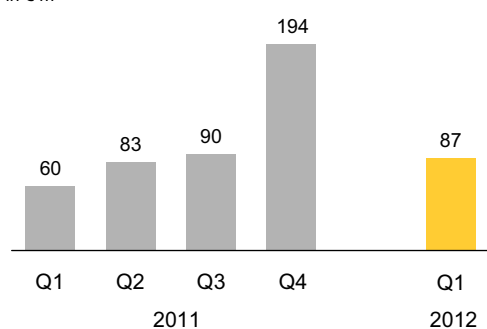
Strategic Goals

- › Increasing profitability in corporate banking, focused growth in retail banking
- › Reducing risk costs, strict cost management and development of new revenue streams
- › Further development of business models, e.g. business mix and operational excellence
- › Focusing on core markets in which Commerzbank already has competitive advantages or where it sees potential for medium to long-term above average growth

1) according to own estimates

Central & Eastern Europe with strong BRE-Bank result

Operating profit in € m



P&L at a glance

in € m	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Revenues before LLP	218	225	246	355	220
LLP	-27	-9	-26	-24	-18
Operating expenses	131	133	130	137	115
Operating profit	60	83	90	194	87

	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Ø equity (€ m)	1,745	1,810	1,839	1,853	1,893
Op. RoE (%)	13.8	18.3	19.6	41.9	18.4
CIR (%)	60.1	59.1	52.8	38.6	52.3

- › Revenues before LLP include non-recurring effect related to PSB of €15m in Q1 2012 and €154m in Q4 2011
- › Even excluding one-off effect revenues stable in local currency compared to Q1 2011

Corporates & Markets

Commerzbank's Strategic Position

- › Investment Banking partner with strong commitment to home market and the wider European region, backed up by a strategic global presence:
 - › Client-centric business model built on long-term relationships as well as product and industry sector expertise
 - › Prudent risk management – no dedicated proprietary trading desks
 - › Diversified business model with three strong product units: Corporate Finance, Equity Markets & Commodities and Fixed Income & Currencies

Profitability Drivers

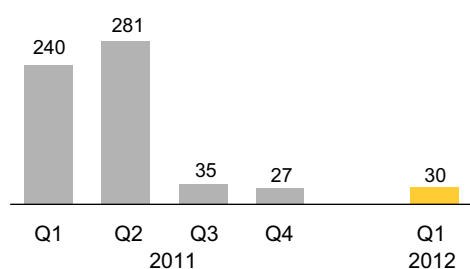
- › Cross-selling to the Group's extensive client franchise
- › Acknowledged product expertise:
 - › Numerous No. 1 positions across the Scope Awards in 2012 and Euromoney Retail Structured Product Awards, Euromoney Fixed Income Research Survey, Deutsches Risk Derivatives Poll, Thomson Extel Research Survey as well as the Euroweek Syndicated Loans Awards in 2011
 - › Innovation of the Year, The Banker Investment Banking Awards 2011
 - › No. 1 for German Loans at the Euroweek Syndicated Loans Awards for the last four consecutive years
 - › Numerous accolades for our involvement in Capital Markets transactions
- › Strong commitment to optimise capital and balance sheet usage as well as our cost structure

Strategic Goals

- › Enhance German positioning in Credit, IR and FX risk management solutions & further develop positioning of electronic platforms
- › Strengthen European market leadership in equity derivatives
- › Further reinforce strong corporate finance franchise

Corporates & Markets: recovery in client activity compared to H2 2011 offset by own credit spread effect

Operating profit in € m



P&L at a glance

in € m	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Revenues before LLP	679	710	448	397	397
LLP	0	-31	-59	-56	-27
Operating expenses	439	398	354	314	340
Operating profit	240	281	35	27	30
Operating profit ex. OCS	233	259	-144	-48	188

	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Ø equity (€ m)	4,204	3,777	3,495	3,751	3,244
Op. RoE (%)	22.8	29.8	4.0	2.9	3.7
CIR (%)	64.7	56.1	79.0	79.1	85.6

- › Operating result of €188m excluding €-158m OCS effect
- › Operating expenses down 23% y-o-y, nearly half from continued realisation of synergies
- › Lower equity allocation driven by €8bn RWA reduction y-o-y despite Basel 2.5 effect through exit from non-core portfolios and reduction of counterparty exposure

Asset Based Finance ¹⁾

Commerzbank's Strategic Position ²⁾

- › Commerzbank is one of the key players in Asset Based Finance:
 - › one of the leading commercial real estate banks in 4 European countries
 - › one of the top real estate asset managers with approximately € 37 bn assets under management
 - › one of the leading ship finance banks worldwide

Profitability Drivers

- › Concentration on ongoing portfolio optimisation and de-risking – according to the EU-requirements to wind down Eurohypo and the Non-Core business of Commercial Real Estate and Public Finance
- › Further cost improvements through streamlining of organization during the winding down of Eurohypo
- › Integration of all core commercial real estate activities within the core bank
- › Focus on German Pfandbrief as important source of funding
- › Ongoing integration of all shipping activities within Commerzbank AG; successful penetration of multi-product approach

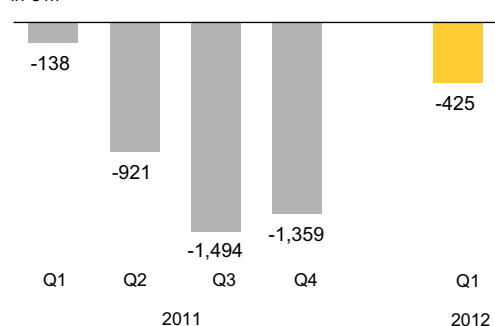
Strategic Goals ²⁾

- › To be a premium partner for:
 - › the bank's commercial real estate partners in 4 selected markets
 - › maritime industry: offering a wide range of products
 - › private and institutional investors searching for medium to long-term investments
- › Winding down of Eurohypo Non-Core business under a new brand beginning in Q3 2012

1) including Public Finance; 2) according to own estimates

De-leveraging in ABF continued – Greek PSI bonds sold in Q1

Operating profit in € m



P&L at a glance

in € m	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Revenues before LLP	257	-544	-1,097	-1,048	-117
LLP	-241	-233	-254	-179	-179
Operating expenses	154	144	143	132	129
Operating profit	-138	-921	-1,494	-1,359	-425

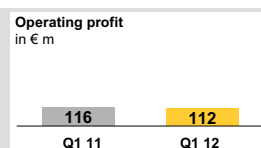
	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Ø equity (€ m)	7,166	6,620	6,845	6,817	6,450
Op. RoE (%)	-7.7	-55.6	-87.3	-79.7	-26.4
CIR (%)	59.9	n/a	n/a	n/a	n/a

- › LLP reduced by 26% y-o-y driven by CRE, partly compensated by Ship Finance
- › Q1 operating profit influenced by:
 - › realised losses from de-leveraging in PF and negative valuation effects from corresponding derivatives
 - › sale of Greek PSI bonds

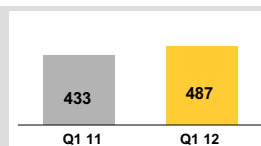
Core Bank segments* with solid operating contribution



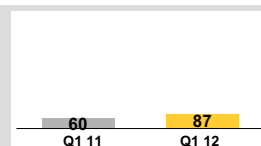
Private Customers: lower revenues nearly compensated by cost measures and low LLP



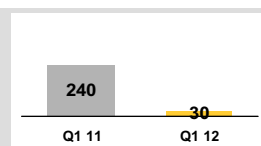
Mittelstandsbank: continues to generate strong results thanks to excellent franchise with German corporates



Central & Eastern Europe: strong BRE-Bank result



Corporates & Markets: recovery in client activity compared to H2 2011 offset by own credit spread effect of €158m



* excluding Others & Consolidation

Group equity definitions

Reconciliation of equity definitions

Equity definitions in € m	Q1 2012 End of period	Average
Subscribed capital	5,593	5,233
Capital reserve	11,604	11,270
Retained earnings	8,885	8,841
Silent participations SoFFin/Allianz	2,456	2,629
Currency translation reserve	-307	-321
Consolidated P&L*	328	156
Investors' Capital without non-controlling interests	28,559	27,808
Non-controlling interests (IFRS)**	792	758
Investors' Capital	29,351	28,566
Capital deductions, goodwill and other adjustments	-4,185	
Basel II core capital without hybrid capital	25,166	
Hybrid capital	2,198	
Basel II Tier I capital	27,364	

Equity basis for RoE



Basis for RoE on net profit



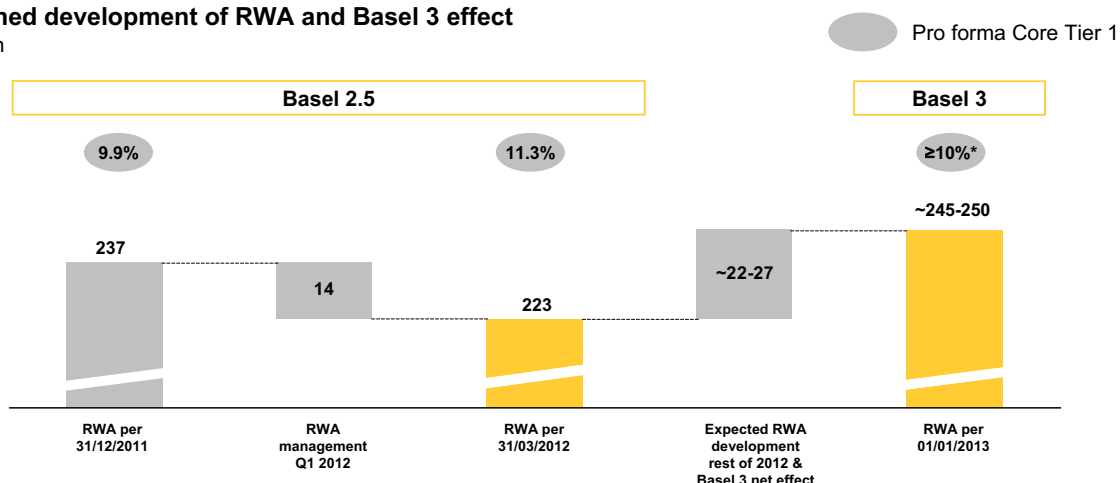
Basis for operating RoE and pre-tax RoE

* After deduction of estimated pro-rated distribution to silent participants;** excluding: Revaluation reserve and cash flow hedges

Pro forma Basel 3 capital ratio $\geq 10\%$ per 01/01/2013*

Planned development of RWA and Basel 3 effect

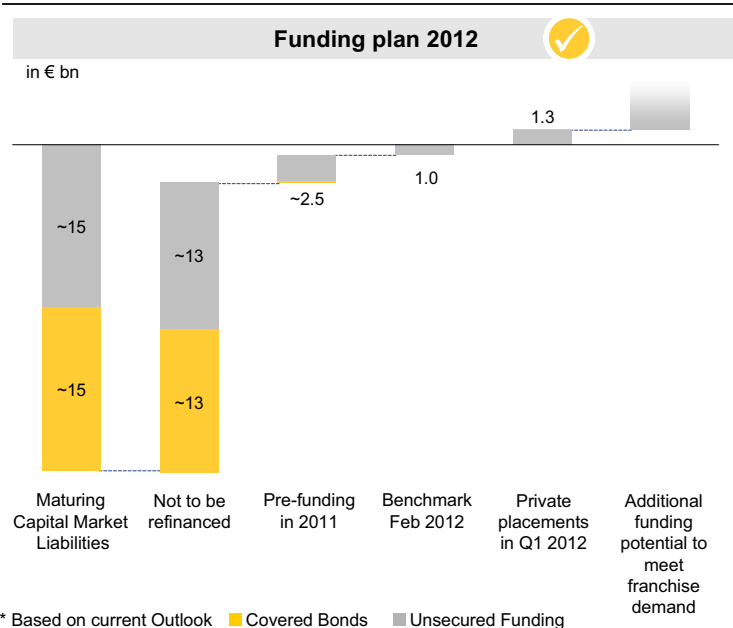
in € bn



- › Basel 3 CET1 of $\geq 10\%^*$ expected by 01/01/2013 under phase-in including expected RWA development during H2 2012

* before effects from retained earnings, inkl. SoFFin silent participation

Strong long-term funding profile, no further issuance into capital markets needed in 2012*



* Based on current Outlook

- › Continued asset reduction in ABF and PRU, accelerated by EBA measures
- › Due to asset reduction and deposit growth no need for capital markets funding to maintain strong long-term funding profile
- › €1bn 5.5y senior unsecured benchmark successfully placed in February showed strong funding capabilities of Commerzbank and improved funding diversification
- › Additional funding in 2012 only to meet franchise demand of Commerzbank and to use opportunities for diversification

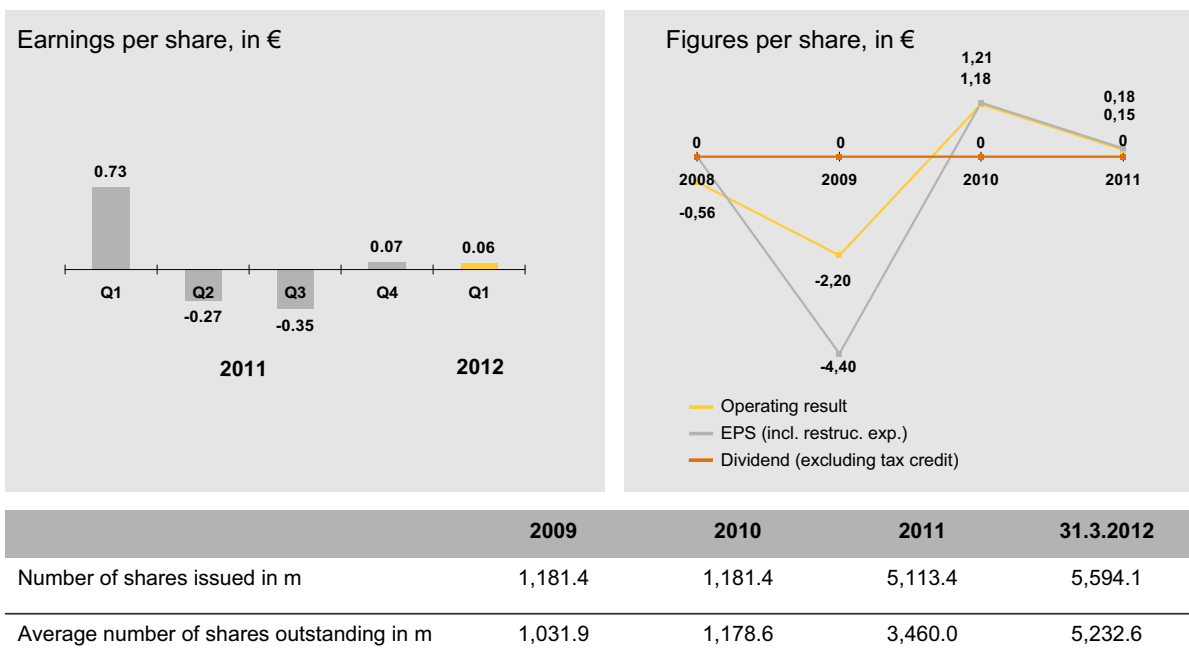
Conclusion and Outlook

- Fulfillment of EBA capital target earlier than promised and on track to further increase our capital buffer
- Core Bank is well positioned in difficult markets and on course for a solid operating result in 2012 given a stable economic environment
- On the way to overachieve cost guidance of €7.6bn; unchanged LLP target of ≤€1.7bn for FY2012
- Commerzbank with a Core Tier I ratio of 11.3% in Q1 – on track to reach Basel 3 CET1 ≥10%* by 01/01/2013 under phase-in
- Agreement with EU Commission allows Commerzbank to implement new governance structure of ABF as of July 1st 2012

* before effects from retained earnings, inkl. SoFFin silent participation

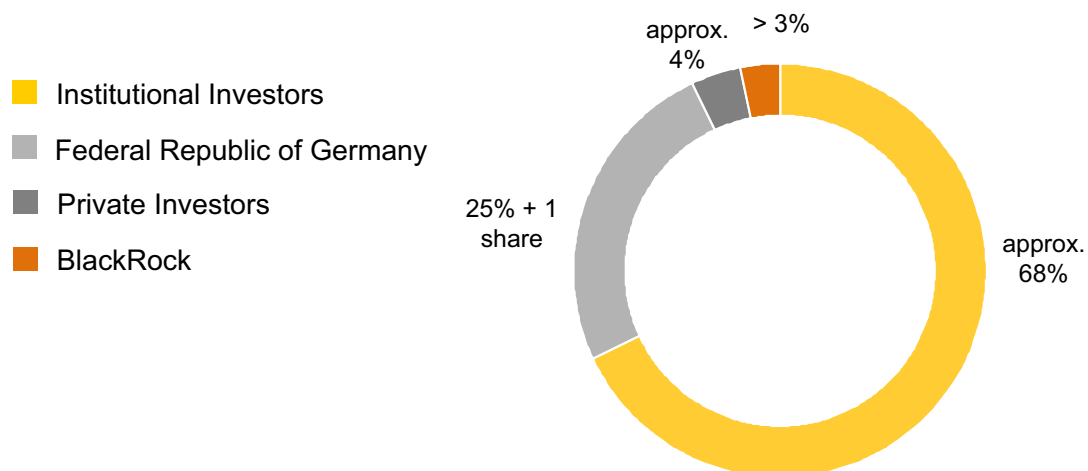
Key figures of Commerzbank share

in €



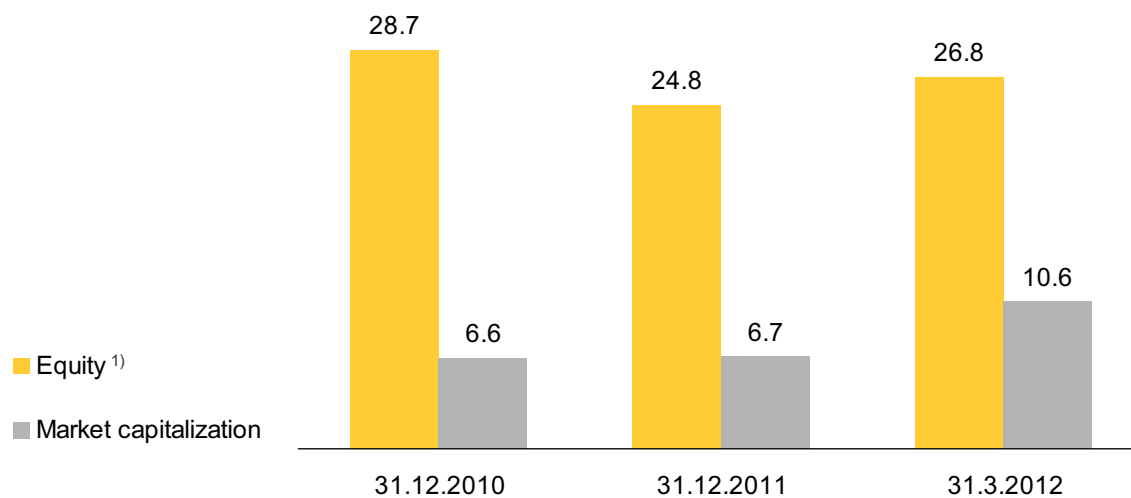
Commerzbank's shareholders

as of May 2012



Equity and market capitalization

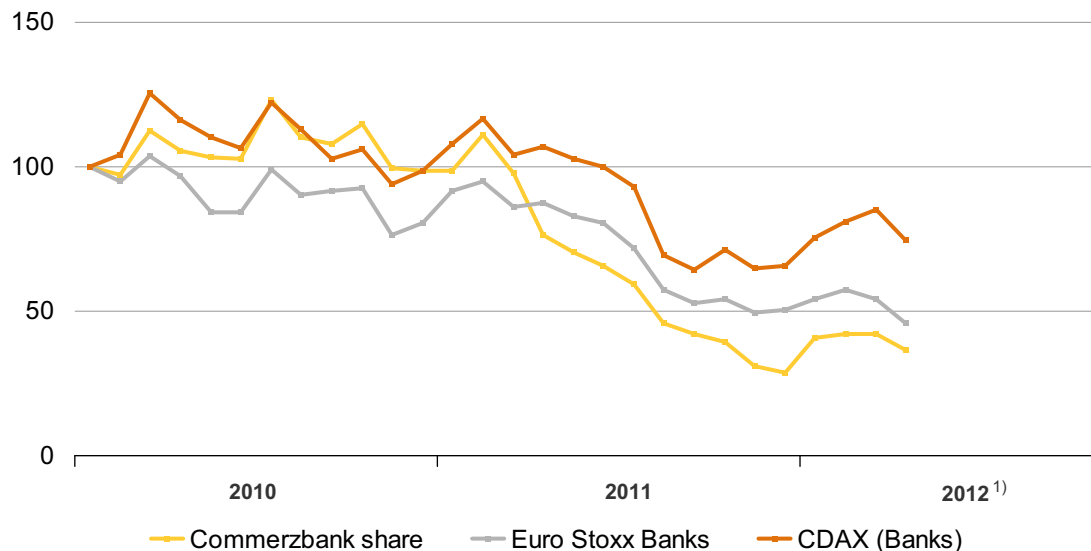
Commerzbank Group, in € bn



¹⁾ as shown in balance-sheet

Performance of the Commerzbank share

Month-end figures, January 2010 = 100

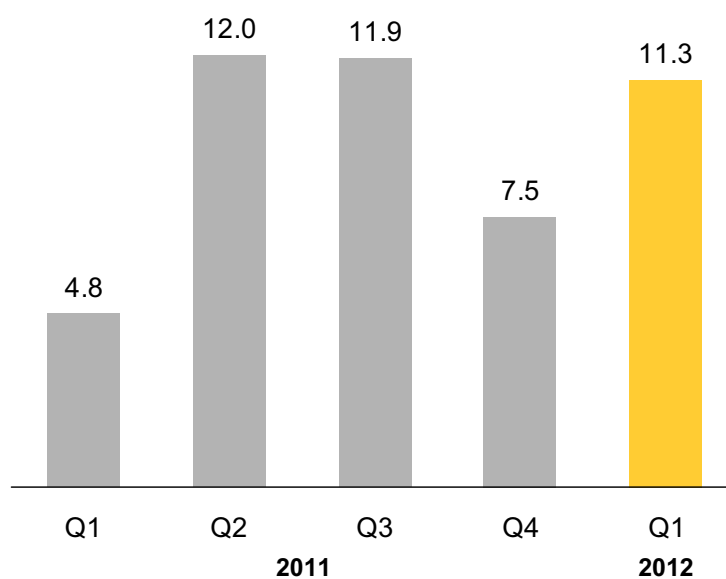


1) until April 30, 2012

Trading volume¹⁾ of the Commerzbank share

in € bn

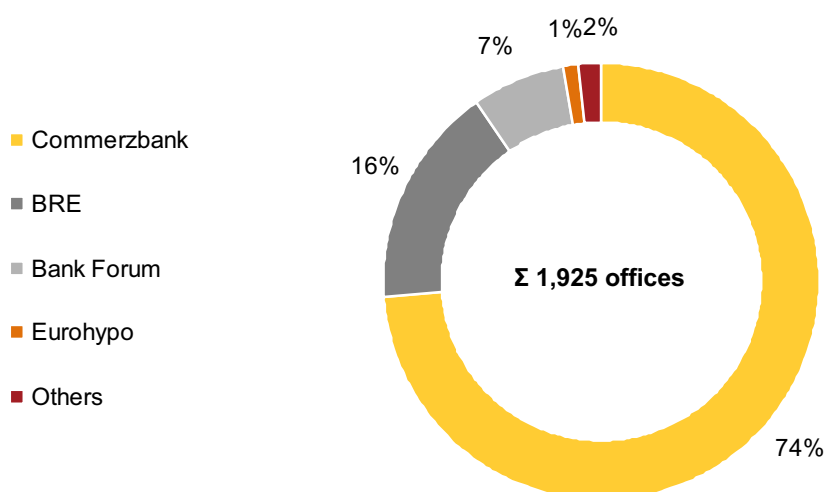
On 31.3.2012, the Commerzbank share had an index weighting of 1.31% in the DAX and 3.00% in the Euro Stoxx Banks.



1) Xetra, Frankfurt, Tradegate, source: Deutsche Börse

Offices of Commerzbank Group worldwide

as of 31.3.2012



Personnel data

Commerzbank Group	2009	2010	2011	31.3.2012
Employees	62,671	59,101	58,160	57,133
› in Germany	46,478	45,301	44,474	43,654
› abroad	16,193	13,800	13,686	13,479

Disclaimer

Reservation regarding forward-looking statements

This publication contains forward-looking statements on Commerzbank's business and earnings performance, which are based upon our current plans, estimates, forecasts and expectations. The statements entail risks and uncertainties, as there are a variety of factors which influence our business and to a great extent lie beyond our sphere of influence. Above all, these include the economic situation, the state of the financial markets worldwide and possible loan losses. Actual results and developments may, therefore, diverge considerably from our current assumptions, which, for this reason, are valid only at the time of publication. We undertake no obligation to revise our forward-looking statements in the light of either new information or unexpected events.

2012/2013 Financial Calendar

May 23, 2012	Annual General Meeting
August 9, 2012	Interim Report Q2 2012
November 8, 2012	Interim Report Q3 2012
End-March 2013	Annual Report 2012
Early-May 2013	Interim Report Q1 2013

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