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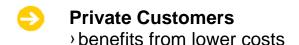
H1 11

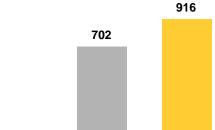
H1 11

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## Core Bank with significantly improved result

Operating profit in €m





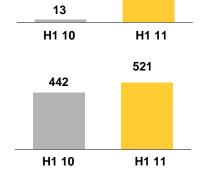
H1 10

36

H1 10

- Mittelstandsbank
  profits from stable German economy
- Central Eastern Europe

  continues its positive trend



Corporates & Markets

best H1 since combining the banks

# Commerzbank – Figures, Facts, Targets Investor Relations

2nd Quarter 2011

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 August 9, 2011

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## Significantly improved operating profit of the Core Bank compared to last year

		Group	p			Core I	Bank <sup>**</sup>	
in €m	Q2 2010	Q1 2011	Q2 2011	H1 2011	Q2 2010	Q2 2011	H1 2010	H1 2011
Revenues before LLP	3,110	3,616	2,363	5,979	2,708	2,831	5,732	6,106
LLP	-639	-318	-278	-596 I	-257	-48	-554	-126
Operating expenses	2,228	2,154	2,030	4,184	2,054	1,870	4,086	3,848
Operating profit	243	1,144	55	1,199	397	913	1,092	2,132
Net profit*	352	985	24	1,009				

- > Q2 revenues before LLP in the Core Bank increased by 5% y-o-y
- > Ongoing low LLP in the Core Bank, slightly reduced provisioning need in ABF
- > Overall cost base decreased by 6% q-o-q and 9% y-o-y due to realisation of cost synergies
- > Operating profit in Q2 affected by €760m impairment on Greek sovereign bonds

## Continued operating strength of the Core Bank with operating profit of €913m in Q2

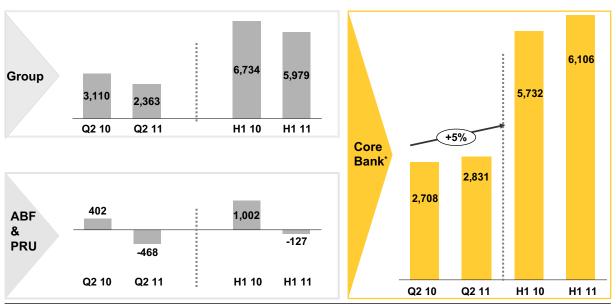
Significantly improved operating profit of the Core Bank y-o-y
 Low LLP due to restructuring efforts and strong economy
 Continued de-risking in Public Finance – impairment on Greek sovereign bonds
 Funding plan 2011 already fulfilled in H1
 Successful completion of €11bn capital increase – CT1 ratio at 9.9% (Equity T1 ratio at 9.1%)

<sup>\*</sup> Consolidated result attributable to Commerzbank shareholders \*\* incl. Others & Consolidations

## Q2 revenues before LLP in the Core Bank increased by 5% y-o-y

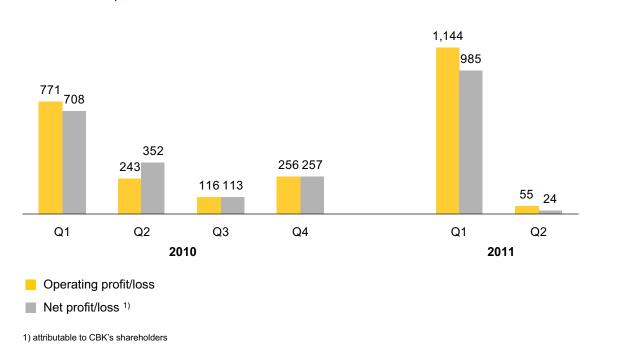
## Revenues before LLP

in € m



<sup>\*</sup> incl. Others & Consolidations

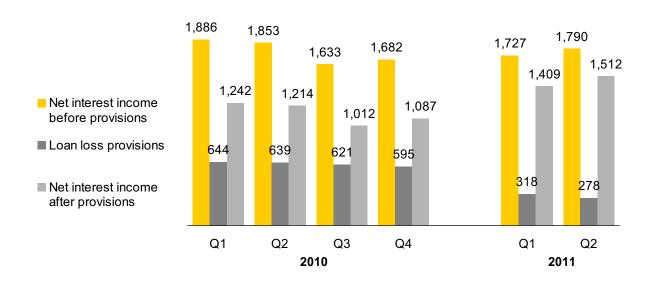
## Profit per quarter



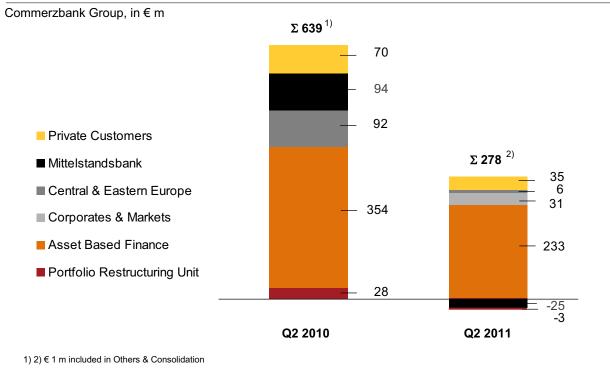
## Commerzbank Group's income statement

	1.130.6.2011	1.130.6.2010	Ch	ange
	in € m	in € m	in € m	in %
Net interest income	3,517	3,739	-222	-5.9
Loan loss provisions	-596	-1,283	687	-53.5
Net interest income after provisions	2,921	2,456	465	18.9
Net commission income	1,948	1,902	46	2.4
Net trading income+net income from hedge account.	1,095	1,152	-57	-4.9
Net investment income	-942	-59	-883	
Current net income from companies accounted for using the equity method	13	8	5	62.5
Other net income	348	-8	356	
Income before provisions	5,979	6,734	-755	-11.2
Operating expenses	4,184	4,437	-253	-5.7
Operating profit/loss	1,199	1,014	185	18.2
Impairments of goodwill and brand names	-	-	-	-
Restructuring expenses	-	33	-33	-100.0
Pre-tax profit/loss	1,199	981	218	22.2
Taxes on income	137	-96	233	
Consolidated profit/loss	1,062	1,077	-15	-1.4
- attributable to non-controlling interests	53	17	36	
- attributable to CBK shareholders	1,009	1,060	-51	-4.8

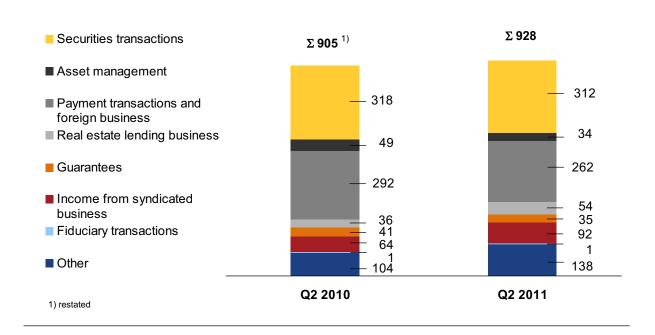
#### **Net interest income**



## Loan loss provisions by segment

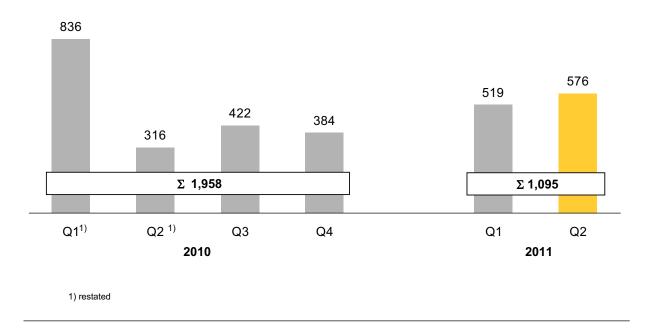


#### Breakdown of net commission income

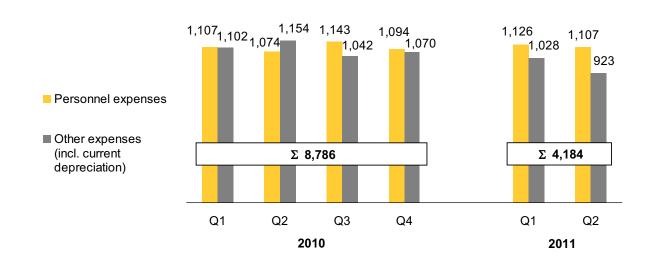


## Net trading income and net income from hedge accounting

Commerzbank Group, in € m

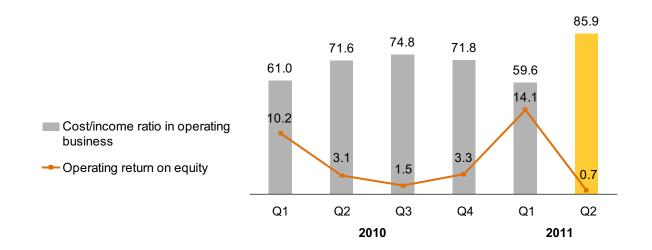


## **Operating expenses**

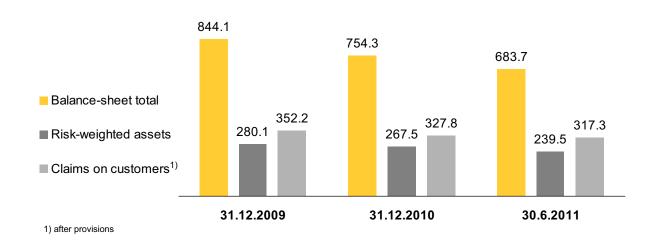


## **Profitability ratios**

in %

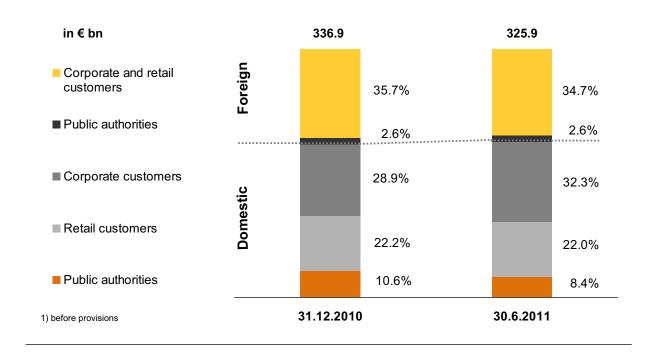


## **Development of business volumes**



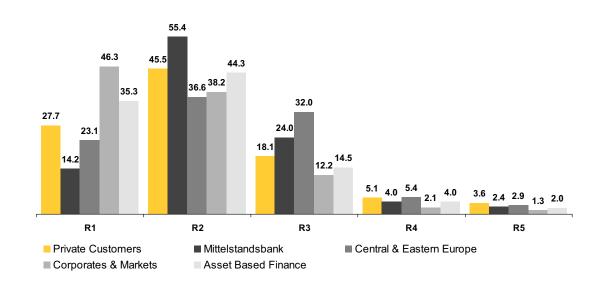
#### Claims on customers<sup>1)</sup>

Commerzbank Group



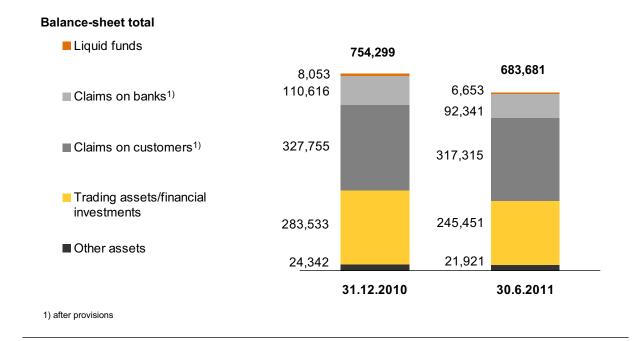
## **Probability of Default-Rating of Commerzbank**

as of 30.06.2011, in %

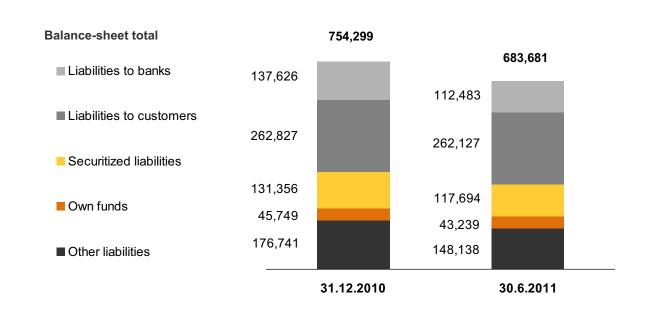


#### **Breakdown of assets**

Commerzbank Group, in € m

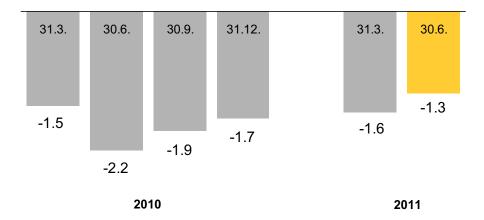


#### **Breakdown of liabilities**

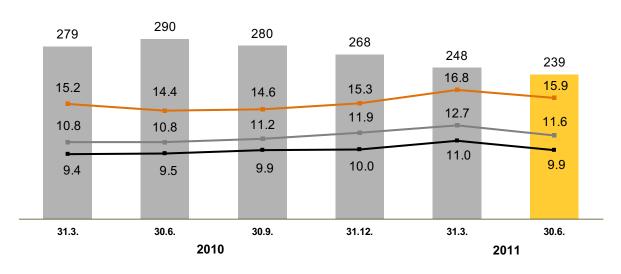


## **Revaluation reserve**

in € bn



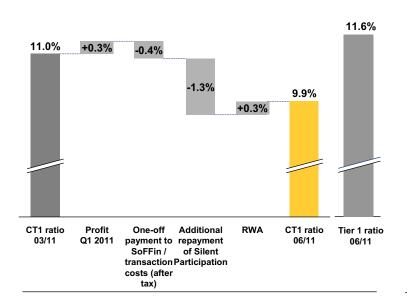
## RWA, Tier 1 ratio, total capital ratio and core Tier 1 ratio



Risk-weighted assets (in € bn) — Tier 1 ratio (%) — Total capital ratio (%) — Core Tier 1 ratio (%)

#### Sound Core Tier 1 ratio at 9.9%

Tier 1 / Core Tier 1 ratio



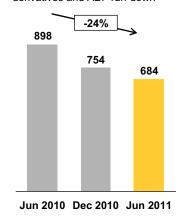
- SoFFin Silent Participation of €3.3bn repaid out of excess capital
- One-off payment to SoFFin of €1.03bn booked against equity
- >RWA decrease by €9bn q-o-q to €239bn
- > Equity Tier 1 ratio at 9.1%

#### Further decrease in B/S - sound Core Tier 1 ratio

#### **Total Assets**

in € bn

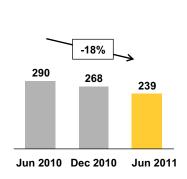
 Decrease since end of December mainly due to m-t-m effects in derivatives and ABF run-down



#### **RWA**

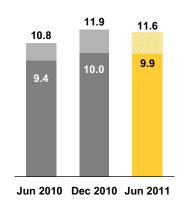
in € bn

 Ongoing active management in reducing RWA



## Core Tier 1 and Tier 1 ratio

> Equity T1 ratio per June 2011 at 9.1%



Segment reporting

Commerzbank Group, 1.1.-30.6.2011, in € m

	Private Customers	Mittel- stands- bank	Central & Eastern Europe	Corporates & Markets	Asset Based Finance	Portfolio Restruc- turing Unit	Others & Consoli- dation	Total
Net interest income	1,006	1,104	323	386	551	18	129	3,517
Loan loss provisions	-76	17	-36	-31	-474	4	-	-596
Net interest income after provisions	930	1,121	287	355	77	22	129	2,921
Net commission income	1,024	559	110	140	168	-	-53	1,948
Net trading income + net income from hedge account.	-3	10	48	826	-34	133	115	1,095
Net investment income	2	-33	4	30	-978	11	22	-942
Current net income from companies accounted for using the equity method	11	7	-	11	-15	-	-1	13
Other net income	-36	-4	20	-3	20	-1	352	348
Income before provisions	2,004	1,643	505	1,390	-288	161	564	5,979
Operating expenses	1,733	744	292	838	298	38	241	4,184
Operating profit/loss	195	916	177	521	-1,060	127	323	1,199
Impairments of goodwill and brand names	-	-	-	-	-	-	-	-
Restructuring expenses	-	-	-	-	-	-	-	-
Pre-tax profit/loss	195	916	177	521	-1,060	127	323	1,199

## **Value drivers**

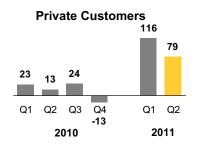
Commerzbank Group, 1.1.-30.6.2011, in € m

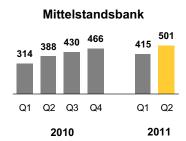
	Private Customers	Mittel- stands- bank	Central & Eastern Europe	Corporates & Markets	Asset Based Finance	Portfolio Restruc- turing Unit	Others & Consoli- dation	Total
Average capital employed (€ m)	3,377	5,295	1,694	3,245	5,290	962	12,117	31,980
RWA (end of period)	27,052	61,128	19,806	38,186	71,384	8,841	13,091	239,488
Cost/income ratio in operating business (%)	86.5	45.3	57.8	60.3				70.0
Operating return on equity (%) 1)	11.5	34.6	20.9	32.1	-40.1			7.5
Return on equity of pre-tax profit (%) 1)	11.5	34.6	20.9	32.1	-40.1			7.5
Average headcount	18,723	5,116	9,616	1,802	1,753	37	17,794	54,841

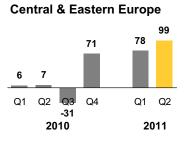
<sup>1)</sup> annualized

## Positive results in core segments

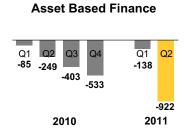
Operating profit, in € m

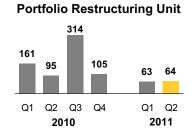








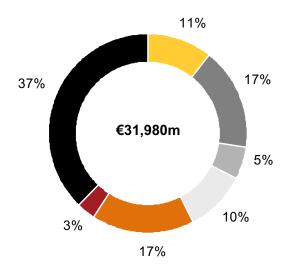




## Average capital employed within Commerzbank Group

Average, 1.1.-30.6.2011

- Private Customers €3,377m
- Mittelstandsbank €5,295m
- Central & Eastern Europe €1,694m
- Corporates & Markets€3,245m
- Asset Based Finance €5,290m
- Portfolio Restructuring Unit €962m
- Others & Consolidation €12,117m



#### **Private Customers**

## Commerzbank's Strategic Position

- Second largest private customer bank in Germany with a stable customer base about 11 million private customers:
  - Retail Bank with a comprehensive nationwide coverage (1.200 branches) with one brand
  - > comdirect: No. 1 Online Broker
  - One of the leading Wealth Managers in Germany with the largest nationwide coverage
  - > Top 3 in Retail Credit

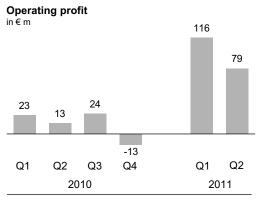
#### **Profitability Drivers**

- Sustainable profit generation and value added for investors by means of synergy effects and leverage of new strong market position:
  - Optimized branch network
  - Stable revenue basis: focus on client base & high-end product mix as well as benefit from strong sales partnership with Allianz Group
  - Further reduced cost base lean headquarter organization and efficient back office processes
  - Risk-return-orientation in loan business / credit portfolio management

#### **Strategic Goals**

- Germany's No. 1 bank for sophisticated private customers by quality, growth and profitability: The customer bank
- > Thereby above-average participation in long-term growth trends

#### **Private Customers benefits from lower costs**



	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Ø equity (€ m)	3,558	3,423	3,331	3,540	3,377
Op. RoE (%)	1.5	13.6	9.5	2.0	11.5
CIR (%)	91.7	85.0	88.1	91.4	86.5

in € m	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Revenues before LLP	997	1,045	959	1,998	2,004
LLP	-70	-41	-35	-136	-76
Operating expenses	914	888	845	1,826	1,733
Operating profit	13	116	79	36	195

- > H1 revenues before LLP (excl. exit units) +4% y-o-y
- > Increasing deposit margins supported NII
- > Costs (excl. exit units) 3% lower y-o-y, further synergies are still to come
- > Customer base stable at 11 million

#### Mittelstandsbank

## Commerzbank's Strategic Position

- Leading German "Mittelstandsbank" focused on the core region
   Germany and cross-border business with German connectivity
- One of the top 3 banks in foreign trade services in the Euro zone as well as in Euro payment transactions worldwide

#### **Profitability Drivers**

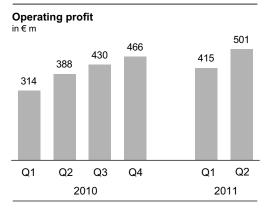
- Sustainable, profitable business model with high market penetration and strong proximity to our customers
- Customer focused, innovative solutions based on our wide range of products and our integrated relationship approach
- Professional guidance and processing of the worldwide exposures and international 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 & expanding our small cap client base
- Internationality Enhancing our international presence especially in Eastern Europe and opening further representative offices
- Efficiency & excellence Increasing quality in customer processes and cost efficiency as well as further deepening product and industry expertise in our sales forces

## Mittelstandsbank profits from stable German economy



	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Ø equity (€ m)	5,502	5,459	5,130	5,504	5,295
Op. RoE (%)	28.2	30.4	39.1	25.5	34.6
CIR (%)	41.9	47.4	43.3	42.4	45.3

in € m	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Revenues before LLP	830	804	839	1,662	1,643
LLP	-94	-8	25	-255	17
Operating expenses	348	381	363	705	744
Operating profit	388	415	501	702	916

- > Revenues before LLP increased by 1% y-o-y mainly due to
  - improved fee business
  - effects from restructured loans
- > LLP decreased significantly y-o-y due to further improved economy and LLP releases
- > Operating profit increased by 29% y-o-y (+21% q-o-q)

#### **Central & Eastern Europe**

## Commerzbank's Strategic Position

- Leading German bank in Central & Eastern Europe with over 4.3 m customers
- Differentiated business model focusing on Commerzbank's key competencies – corporate banking, retail banking and client based investment banking
- > Concentrating operations on most attractive markets

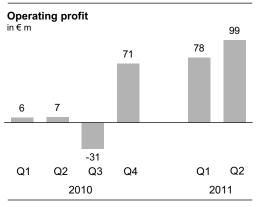
#### **Profitability Drivers**

- > Mitigating P&L-risks
  - > Risk reduction and portfolio optimization
  - > Ongoing efficiency measures for all business units
  - › Optimization / restructuring of product portfolio and development of new business / revenue sources
- > Focusing on profitable core business

#### **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, operational excellence

### Results for Central & Eastern Europe continue to show positive trend



	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Ø equity (€ m)	1,598	1,679	1,708	1,599	1,694
Op. RoE (%)	1.8	18.6	23.2	1.6	20.9
CIR (%)	59.9	57.1	58.5	57.9	57.8

in∈m	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Revenues before LLP	247	252	253	473	505
LLP	-92	-30	-6	-186	-36
Operating expenses	148	144	148	274	292
Operating profit	7	78	99	13	177

- > CEE revenues show the good development of net interest and commission income at BRE
- >€177m operating profit in H1 due to effiency achievements and reduced LLP
- > H1: BRE contributed €158m operating profit
- > Plus 158,000 net new customers in H1; CEE with overall more than 4.3m customers

#### **Corporates & Markets**

## Commerzbank's Strategic Position

- Investment Banking partner of choice with a strong commitment to our 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

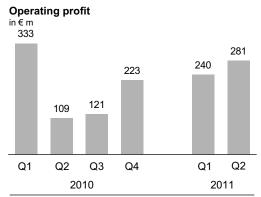
#### **Profitability Drivers**

- > Cross-selling to the Group's extensive client franchise
- > Acknowledged product expertise:
  - > Certificate Issuer Award 2010 for EMC
  - ightarrow 2nd in the overall standing of the Deutsche Risk Derivatives Poll 2009 & 2010
  - > Euroweek Syndicated Loans Awards 2010: Best arranger of German loans & Best arranger of Financial Institution Loans
  - > No. 1 for Risk Management for 2007, 2008 and 2009 by TMI
  - > No. 1 for Germany country analysis by Thomson Extel
  - > Covered Bond Awards 2010: Best Bank for Research
  - > Numerous accolades for our involvement in Capital Markets transactions
- > Proven track record in realizing cost synergies
- > Strong commitment to optimise capital and balance sheet usage

#### **Strategic Goals**

- > Enhance German positioning in IR and FX risk management solutions
- > Strengthen European market leadership in equity derivatives
- > Further cement strong corporate finance franchise
- > Selectively expand the international client franchise

### Corporates & Markets - Best H1 since combining the banks



	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Ø equity (€ m)	3,884	3,426	3,064	3,868	3,245
Op. RoE (%)	11.2	28.0	36.7	22.9	32.1
CIR (%)	78.3	64.6	56.2	65.6	60.3

in € m	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Revenues before LLP	503	678	712	1,228	1,390
LLP	0	0	-31	19	-31
Operating expenses	394	438	400	805	838
Operating profit	109	240	281	442	521

- > Sound performance in Corporate Finance and EMC; solid results in FIC despite difficult markets
- > Exceptional positive result in Q2 2011 due to lower LLP and singular larger transactions (i.e. effects from restructured loans)
- > Lower running costs q-o-q, commencing investments in preparation of new regulatory environment
- Substantial reduction of equity resulting from systematic reduction of non-core portfolios and risk optimization

#### Asset Based Finance 1)

## Commerzbank's Strategic Position

- > Commerzbank is one of the key players in Asset Based Finance:
  - > one of Europe's leading commercial real estate banks
  - > one of the top real estate asset managers with approximately € 38 bn assets under management
  - > one of the leading ship finance banks worldwide

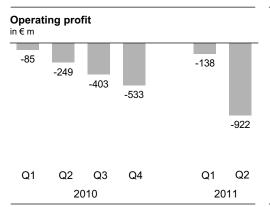
#### **Profitability Drivers**

- Concentration on new deals with a lower risk profile in selected core business
- > Focus on German Pfandbrief as important source of funding
- > Further cost improvements through streamlining of organization
- Integration of all shipping activities within Commerzbank AG including integrated risk management; successful penetration of multi-product approach

#### **Strategic Goals**

- > No. 1 partner for
  - commercial real estate: offering real estate financing and real estate asset management
  - maritime industry: offering ship financing and non-finance products

## Asset Based Finance hit by impairment on Greece



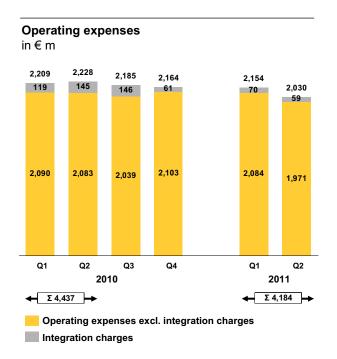
	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Ø equity (€ m)	6,222	5,520	5,060	6,331	5,290
Op. RoE (%)	-16.0	-10.0	-72.9	-10.6	-40.1
CIR (%)	58.3	59.9	n/a	46.4	n/a

in € m	Q2 10	Q1 11	Q2 11	H1 10	H1 11
Revenues before LLP	252	257	-545	644	-288
LLP	-354	-241	-233	-679	-474
Operating expenses	147	154	144	299	298
Operating profit	-249	-138	-922	-334	-1,060

- Revenues before LLP down q-o-q due to:
  - > lower NII resulting from asset reduction and higher refinancing costs
  - → impairment on Greek sovereign bonds of €760m
- > Risk provisions down y-o-y
- >RWA reduction of €19bn y-o-y (-21%)

<sup>1)</sup> including Public Finance

## Cost base decreased by 6% q-o-q

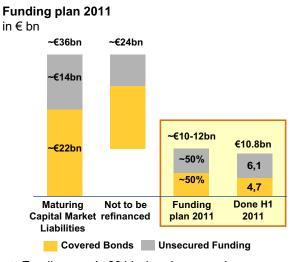


- Lower operating expenses post
   Customer and Product Data Migration
  - Realisation of synergies according to plan
  - > Reduction of FTE as planned
- > CIR of Core Bank improved in Q2 to 66% (-10 ppt y-o-y)
- > Bank levy in H1 2011 of €9m

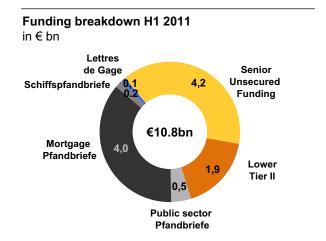
### **Group equity definitions**

#### Equity basis for RoE Reconciliation of equity definitions H1 2011 Equity definitions in € m End of period Average Subscribed capital 5,113 3,530 10,889 3,897 Capital reserve Retained earnings 8,504 9,256 Silent participation SoFFin/Allianz 2.687 13.994 Currency translation reserve -435 -370 Consolidated P&L 888 848 27,646 31,155 Basis for RoE on net profit Investors' Capital without non-controlling interests Non-controlling interests (IFRS)\* 839 825 Investors' Capital Basis for operating RoE and pre-tax RoE 28,485 31,980 Change in consolidated companies; goodwill; -4,723 consolidated net profit minus portion of dividend; Basel II core capital without hybrid capital 23,762 Hybrid capital 3,930 27,692 Basel II Tier I capital \* excluding: Revaluation reserve and cash flow hedges

#### Funding plan 2011 already fulfilled in H1



- > Funding needs 2011 already covered
- Issuance opportunities in H2 will be seized to further strengthen long-term funding profile
- US MTN programme established for USD issuance



- > Unsecured funding mainly done via private placements
- > 10-year €1.25 bn Lower Tier II benchmark
- 3 benchmark Pfandbriefe issued by Eurohypo (3, 5 and 10 years)
- > Average maturity of new issues: 6 years

#### **Outlook**

- High market uncertainty following the sovereign debt crisis will provide further challenges
- Performance of ABF dependent on further development of the European debt crisis
- Momentum of Core Bank intact given robust German economy and well balanced business mix
- Strong focus on realizing cost synergies, reduction of non-core assets and derisiking
- Commerzbank is committed to deliver on Roadmap 2012 targets\*

<sup>\*</sup> Under stable market conditions which are currently only given to a limited extent and pre-regulatory effects

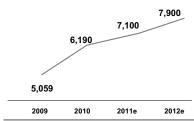
#### Germany is the economic engine of the Eurozone

#### Reasons for outperformance

- > No bubbles in the housing market
- > Low level of private sector debt
- > Less need for fiscal consolidation
- > Steadily improved competitiveness since start of EMU
- Germany benefits from strong demand for investment goods and its strong positioning in Asian markets and Emerging Markets in general

#### DAX

(average p.a.)



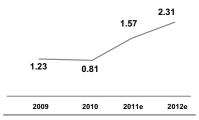
Source: Commerzbank Economic Research

#### **Current development**

- Upswing of German economy is going on, based primarily on external demand and corporate investment, but first signs of a gradual calming down.
- > Real GDP above pre-Lehman level
- "Labour market miracle": level of unemployment significantly below pre-crisis level
- Number of corporate defaults peaked already

#### Euribor

in % (average p.a.)

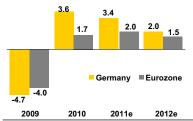


#### 2011 - 2012 expectation

- Upswing will go on at a lower pace,
   Germany still 'outperformer' within EMU
- Growth still mainly driven by external demand and corporate investment
- Private consumption will strengthen somewhat
- > First signs of a gradual pick-up of inflation, starting from a very low level
- ECB expected to hike rates further, but will still take into account problems of the peripheral countries

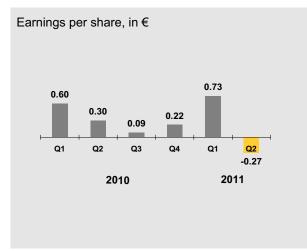
#### **GDP**

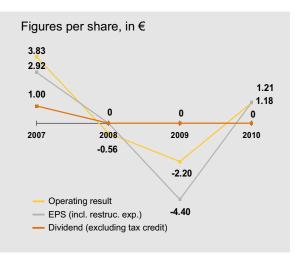
(Change vs previous year in %)



## Key figures of Commerzbank share

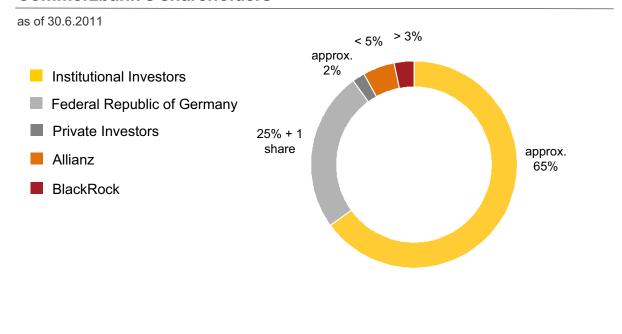
in €



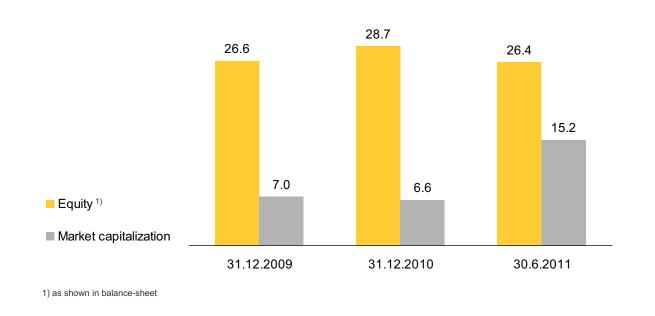


	2008	2009	2010	30.6.2011
Number of shares issued in m	722.6	1,181.4	1,181.4	5,113.4
Average number of shares outstanding in m	677.0	1,031.9	1,178.6	2,019.1

## Commerzbank's shareholders

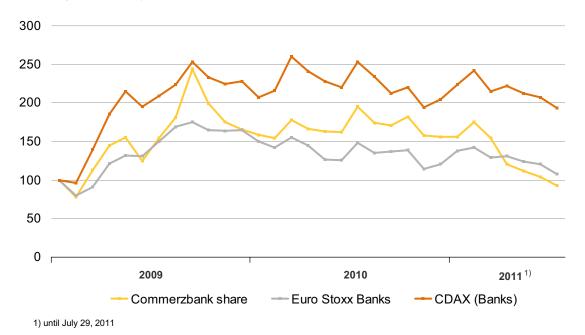


## **Equity and market capitalization**



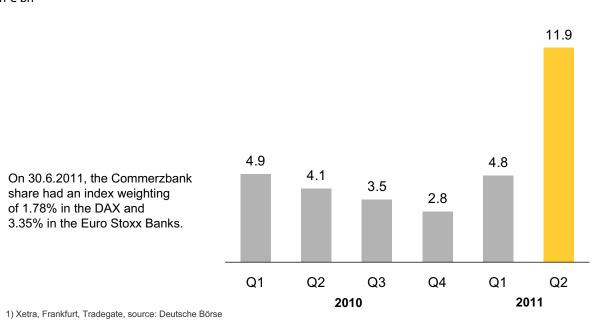
## Performance of the Commerzbank share

Month-end figures, January 2009 = 100



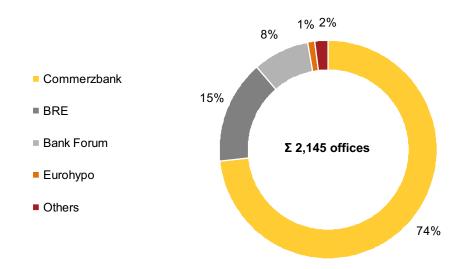
## Trading volume<sup>1)</sup> of the Commerzbank share

in € bn



## Offices of Commerzbank Group wordwide

as of 30.6.2011



## Personnel data

Commerzbank Group	2008	<b>2009</b> <sup>1)</sup>	2010	30.6.2011
Employees	43,169	62,671	59,101	58,255
)in Germany	28,447	46,478	45,301	44,295
> abroad	14,722	16,193	13,800	13,960

<sup>1)</sup> since 2009 New Commerzbank

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.

#### 2011/2012 Financial Calendar

November 4, 2011 Interim Report Q3 2011

End-March 2012 Annual Report 2011

Early-May 2012 Interim Report Q1 2012

Early-August 2012 Interim Report Q2 2012

Early-November 2012 Interim Report Q3 2012

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