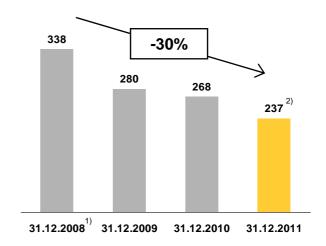
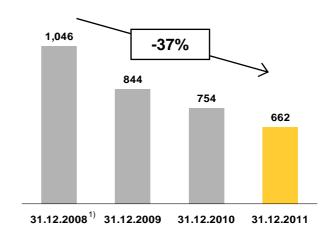


Strong decrease in RWAs and Total Assets Commerzbank Group, in € bn

Risk-weighted Assets



Total Assets



1) proforma; 2) incl. effects of Basel 2.5 (€12bn)

Commerzbank – Figures, Facts, Targets Investor Relations

4th 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

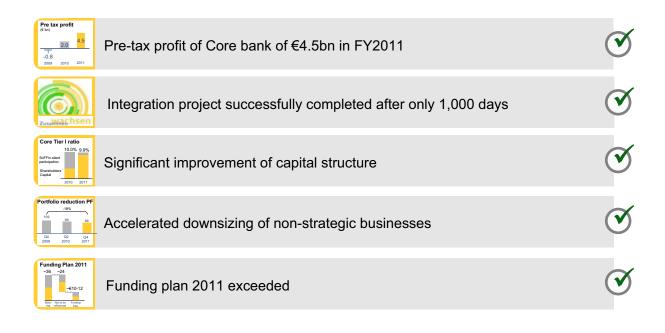
Investor Relations Analyst Handouts

Completed on February 22, 2012

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Commerzbank with major strategic achievements in 2011



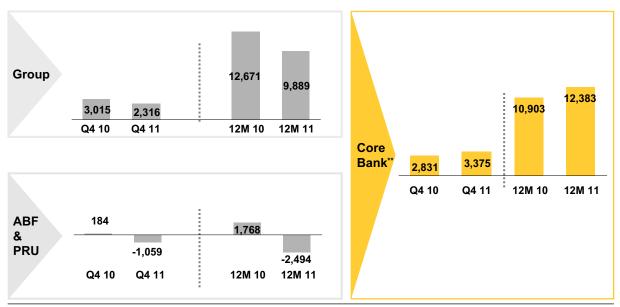
Commerzbank in 2011 with strong performance in Core Bank and improved capitalization – Group weighed down by sovereign debt crisis



Core Bank revenues before LLP increased by €1.5bn* (+14%) in FY2011

Revenues before LLP

in € m

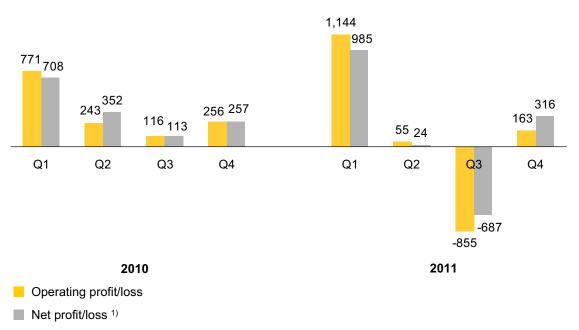


 $^{^{\}star}$ including liability management transactions in Q1 and Q4 2011

Profit per quarter

Commerzbank Group, in € m

1) attributable to CBK's shareholders

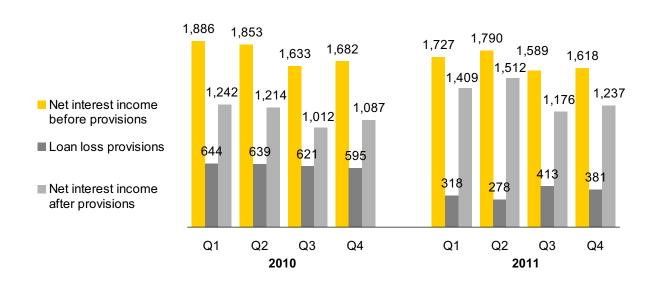


^{**} incl. Others & Consolidations

Commerzbank Group's income statement

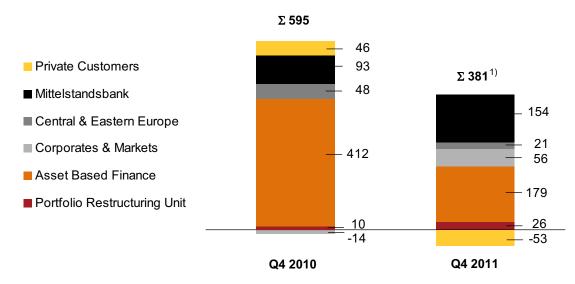
	1.131.12.2011	1.131.12.2010	Ch	ange
	in € m	in € m	in € m	in %
Net interest income	6,724	7,054	-330	-4.7
Loan loss provisions	-1,390	-2,499	1,109	-44.4
Net interest income after provisions	5,334	4,555	779	17.1
Net commission income	3,495	3,647	-152	-4.2
Net trading income+net income from hedge account.	1,986	1,958	28	1.4
Net investment income	-3,611	108	-3,719	
Current net income from companies accounted for using the equity method	42	35	7	20.0
Other net income	1,253	-131	1,384	
Income before provisions	9,889	12,671	-2,782	-22.0
Operating expenses	7,992	8,786	-794	-9.0
Operating profit/loss	507	1,386	-879	-63.4
Impairments of goodwill and brand names	-	-	-	
Restructuring expenses	-	33	-33	-100.0
Pre-tax profit/loss	507	1,353	-846	-62.5
Taxes on income	-240	-136	-104	76.5
Consolidated profit/loss	747	1,489	-742	-49.8
- attributable to non-controlling interests	109	59	50	84.7
- attributable to CBK shareholders	638	1,430	-792	-55.4

Net interest income



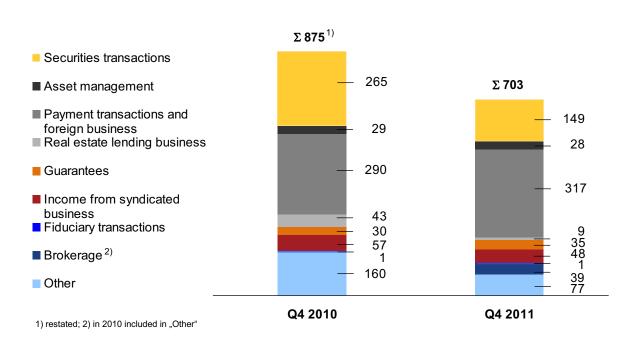
Loan loss provisions by segment

Commerzbank Group, in € m



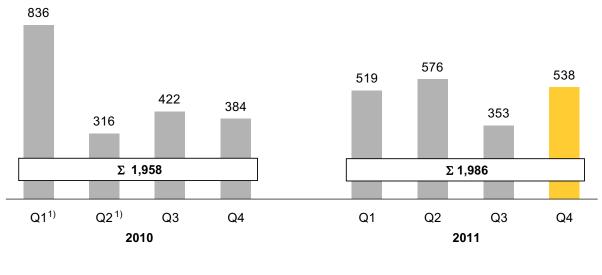
1) € -2 m included in Others & Consolidation

Breakdown of net commission income



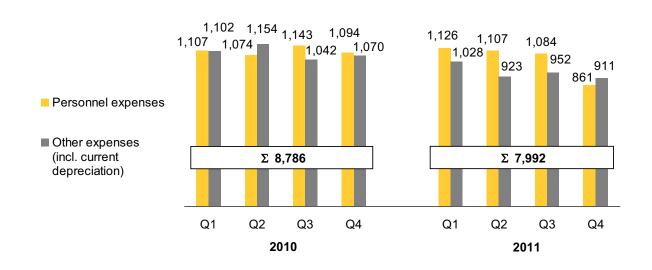
Net trading income and net income from hedge accounting

Commerzbank Group, in € m



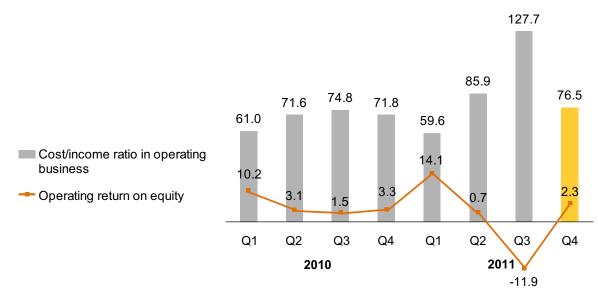
1) restated

Operating expenses

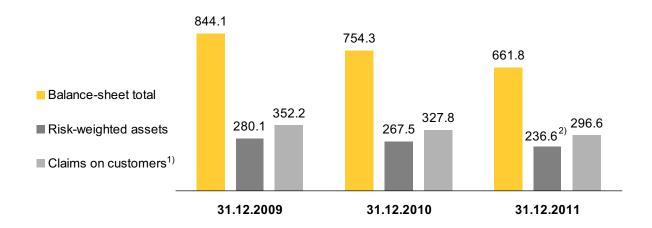


Profitability ratios

in %



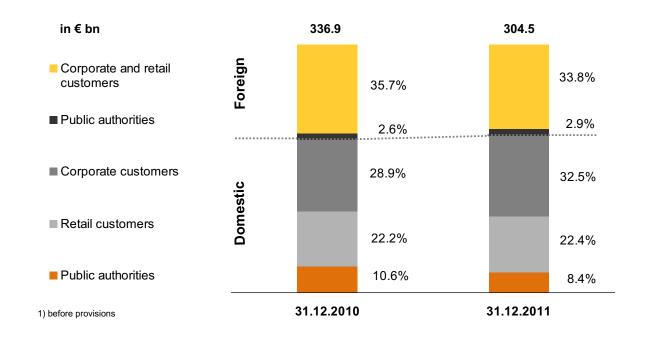
Development of business volumes



¹⁾ after provisions; 2) including effects of Basel $2.5\,$

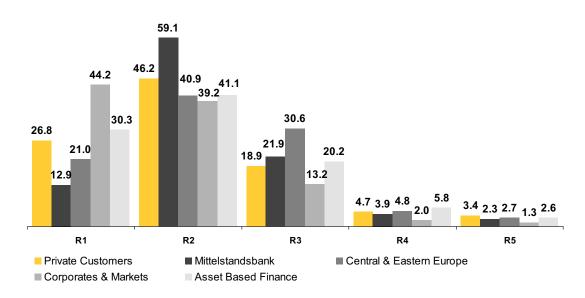
Claims on customers¹⁾

Commerzbank Group



Probability of Default-Rating of Commerzbank

as of 31.12.2011, in %

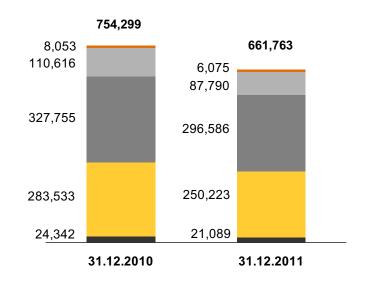


Breakdown of assets

Commerzbank Group, in € m

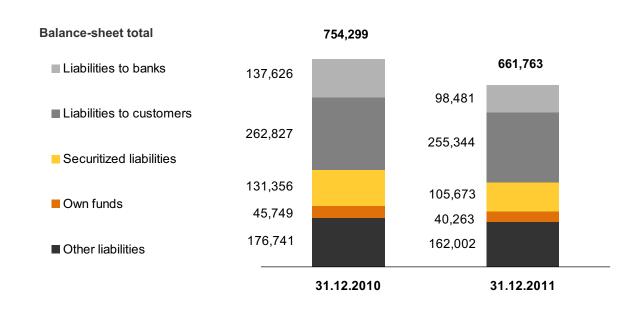






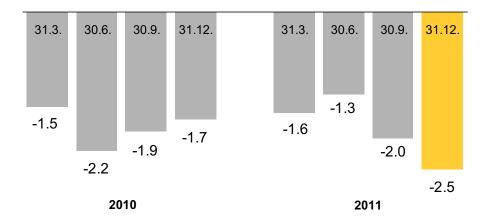
1) after provisions

Breakdown of liabilities

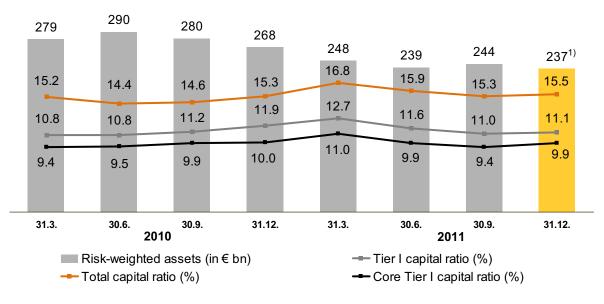


Revaluation reserve

in € bn

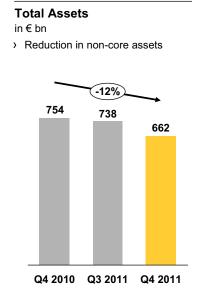


RWA, Tier I capital ratio, total capital ratio and core Tier I capital ratio



1) including effects of Basel 2.5

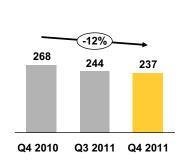
B/S decrease and RWA reduction of 12% in FY2011 despite Basel 2.5, stable Core Tier 1 ratio



RWA

in € bn

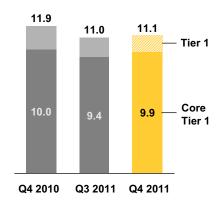
- Ongoing active management in reducing RWA
- > Despite effects of Basel 2.5 (€12 bn) RWA sligthly lower q-o-q



Core Tier 1 and Tier 1 ratio

in %

> Further improvement of capital ratios q-o-q



Measures to fulfil EBA capital requirement by June 2012 well underway

	> Volume reduction outside core markets / plans to grow in primary franchise markets remain unchanged	Ø
RWA management	> Risk transfer – securitizations / portfolio sales	Ø
· ·	Management of market and counterparty risk	Ø
	> RWA efficiency, e.g. mapping of collateral	Ø
	> Repurchase of selected hybrid equity instruments in December 2011	Ø
0 - 11 - 1	Management of capital deductions	Ø
Capital management	› Performance related payments in shares for employees	Ø
management	> Restructuring of capital instruments	
	> Further improvement of capital structure	Ø
Oala af war	→ Sales, e.g. Dresdner Bank Headquarters in October 2011	Ø
Sale of non- strategic assets	> Sale of 14.4% participation in Promsvyazbank	Ø
on atogro about	BRE Bank and Comdirect are considered strategic	
Retained earnings	→ Result: Q4 2011	Ø
Retained earnings	> Result: H1 2012 (incl. further cost measures)	
	Measures initiated	

Segment reporting

Commerzbank Group, 1.1.-31.12.2011, 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	2,027	2,174	648	832	1,021	49	-27	6,724
Loan loss provisions	-57	-188	-89	-146	-907	-5	2	-1,390
Net interest income after provisions	1,970	1,986	559	686	114	44	-25	5,334
Net commission income	1,754	1,086	217	300	260	-	-122	3,495
Net trading income + net income from hedge account.	-	-42	251	1,069	123	-108	693	1,986
Net investment income	-2	-51	7	30	-3,799	4	200	-3,611
Current net income from companies accounted for using the equity method	19	11	-	15	-8	-	5	42
Other net income	22	-2	34	-12	-29	-7	1,247	1,253
Income before provisions	3,820	3,176	1,157	2,234	-2,432	-62	1,996	9,889
Operating expenses	3,388	1,461	585	1,505	572	63	418	7,992
Operating profit/loss	375	1,527	483	583	-3,911	-130	1,580	507
Impairments of goodwill and brand names	-	-				-		-
Restructuring expenses	-	-	-	-	-	-	-	-
Pre-tax profit/loss	375	1,527	483	583	-3,911	-130	1,580	507

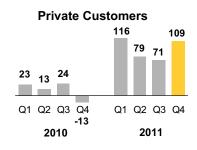
Value drivers

Commerzbank Group, 1.1.-31.12.2011, in € m

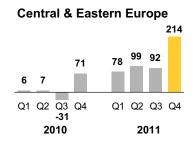
	Private Customers	Mittel- stands- bank	Central & Eastern Europe	Corporates & Markets	Asset Based Finance	Portfolio Restruc- turing Unit	Others & Consoli- dation	Total
Average capital employed (€ m)	3,375	5,378	1,723	3,026	5,398	1,002	10,332	30,234
RWA (end of period)	27,369	57,755	19,595	35,564	70,592	10,772	14,947	236,594
Cost/income ratio in operating business (%)	88.7	46.0	50.6	67.4				80.8
Operating return on equity (%)	11.1	28.4	28.0	19.3	-72.5			1.7
Average headcount	18,957	5,498	9,608	1,989	1,717	32	18,116	55,917

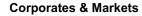
Operating profit of Core Bank on high level

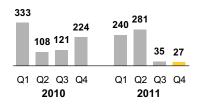
Operating profit, in € m

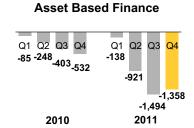


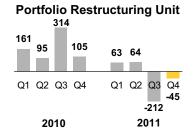








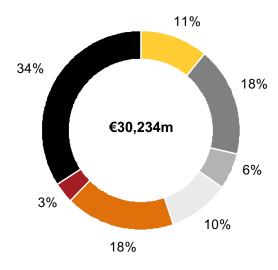




Average capital employed within Commerzbank Group

Average, 1.1.-31.12.2011

- Private Customers €3,375m
- Mittelstandsbank €5,378m
- Central & Eastern Europe €1,723m
- Corporates & Markets €3,026m
- Asset Based Finance €5,398m
- Portfolio Restructuring Unit €1,002m
- Others & Consolidation €10,332m



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 attractivity for private banking customers
 - > Top 3 provider for business customers

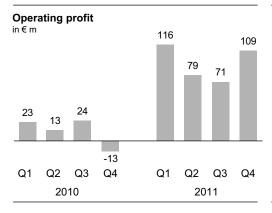
Profitability Drivers

- Sustainable segment profitability with growth potential by means of leverage of strong market position and synergy effects:
 - Stable revenue base through interest income business while at the same time stabilising commission income
 - > Consistent anchoring of customer orientation in business model through program of KUNDENfokus (customer focus)
 - In partnership with leading providers of financial products 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

- 1) according to own estimates
- 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

Private Customers recovered in difficult market environment



	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Ø equity (€ m)	3,451	3,323	3,434	3,494	3,375
Op. RoE (%)	-1.5	8.5	12.7	1.3	11.1
CIR (%)	96.3	89.1	93.5	92.4	88.7

Q4 10	Q3 11	Q4 11	12M 10	12M 11
884	959	857	3,845	3,820
-46	-34	53	-246	-57
851	854	801	3,552	3,388
-13	71	109	47	375
	884 -46 851	884 959 -46 -34 851 854	884 959 857 -46 -34 53 851 854 801	884 959 857 3,845 -46 -34 53 -246 851 854 801 3,552

- Revenues before LLP nearly flat in FY2011, but significantly reduced y-o-y reflecting client reluctance in adverse market conditions
- Deposit margin significantly increased by 20 bp compared to 2010
- >LLP release in Q4
- Costs 6% lower y-o-y, further cost reductions/ synergies of €260m in FY2012 planned

Mittelstandsbank

Commerzbank's Strategic Position

- 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

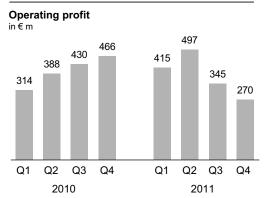
- Profitable business model with high market penetration and strong proximity to our customers
- Customer focused, innovative solutions based on our wide range of products and our integrated relationship approach
- > Professional guidance and processing of the worldwide exposures and international trade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

Mittelstandsbank continued to generate strong result



	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Ø equity (€ m)	5,554	5,355	5,363	5,545	5,378
Op. RoE (%)	33.6	25.8	20.1	28.8	28.4
CIR (%)	39.9	49.4	43.8	43.4	46.0

P&L at	a gl	lance
--------	------	-------

in € m	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Revenues before LLP	930	782	755	3,319	3,176
LLP	-93	-51	-154	-279	-188
Operating expenses	371	386	331	1,442	1,461
Operating profit	466	345	270	1,598	1,527

- Revenues before LLP lower y-o-y due to effect from restructured loans in Q4 10 and negative one-off effect in net trading income in Q4 11
- > Improved earnings quality with:
 - higher net interest income reflecting credit volume growth and increase in deposit margins
 - higher fee income supported by foreign trade business
- >LLP negatively affected by few single cases in Q4

¹⁾ according to own estimates

Central & Eastern Europe

Commerzbank's Strategic Position 1)

- Leading German bank in Central & Eastern Europe with almost 4.5m customers
- 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

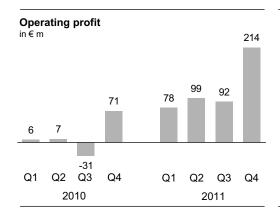
Strategic Goals

- 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

Central & Eastern Europe benefitted from BRE Bank record result

P&L at a glance

Operating profit



	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Ø equity (€ m)	1,642	1,755	1,744	1,628	1,723
Op. RoE (%)	17.3	21.0	49.1	3.3	28.0
CIR (%)	53.7	53.6	39.0	57.7	50.6

in € m	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Revenues before LLP	257	267	385	979	1,157
LLP	-48	-32	-21	-361	-89
Operating expenses	138	143	150	565	585

92

214

483

> Q4 revenues before LLP increased y-o-y, including positive one-off effect of €154m

71

- >BRE with record result in Q4
- > LLP with significant decrease in 2011
- Cost base relatively stable despite business volume growth of BRE Bank

¹⁾ according to own estimates

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

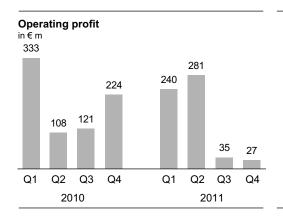
Profitability Drivers

- > Cross-selling to the Group's extensive client franchise
- Acknowledged product expertise:
 - > Numerous No. 1 positions across the Scope Awards, 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 Loan's at the Euroweek Syndicated Loans Awards for the last 4 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 IR and FX risk management solutions
- > Strengthen European market leadership in equity derivatives
- > Further cement strong corporate finance franchise

C&M affected by lower client activities



	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Ø equity (€ m)	3,903	2,781	3,010	3,854	3,026
Op. RoE (%)	23.0	5.0	3.6	20.4	19.3
CIR (%)	64.9	79.0	79.1	68.3	67.4

P&L at a glance

in € m	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Revenues before LLP	598	448	397	2,392	2,234
LLP	14	-59	-56	27	-146
Operating expenses	388	354	314	1,633	1,505
Operating profit	224	35	27	786	583

- Positive operating result in Q4 despite worsened macroeconomic conditions and sovereign crisis; Q4'10 benefited from positive effects of restructured loans
- Restrained client activity in the light of high market volatility
- Prudent cost management reflected in reduction of operating expenses by 8% in FY2011
- Stringent RWA management Basel 2.5 effects more than mitigated

Commerzbank's Strategic Position ²⁾

- > 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 € 37 bn assets under management
 - > one of the leading ship finance banks worldwide

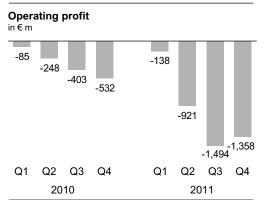
Profitability Drivers

- > Concentration on ongoing portfolio optimization and de-risking
- > Focus on German Pfandbrief as important source of funding
- > Further cost improvements through streamlining of organization
- Ongoing integration of all shipping activities within Commerzbank
 AG; successful penetration of multi-product approach
- > Temporarily stop of new business in commercial real estate in line with EBA measures by end of June 2012

Strategic Goals 2)

- > To be no. 1 partner for
 - > the bank's commercial real estate partners
 - > maritime industry: offering a wide scale of products
 - private and institutional investors searching for medium to long-term investments

Asset Based Finance weighed down by impairment on Greek bonds and further de-risking in Public Finance



	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Ø equity (€ m)	5,829	5,416	5,368	6,276	5,398
Op. RoE (%)	-36.5	-110.3	-101.2	-20.2	-72.5
CIR (%)	360.9	n/a	n/a	65.8	n/a

P&L	at	a g	lance
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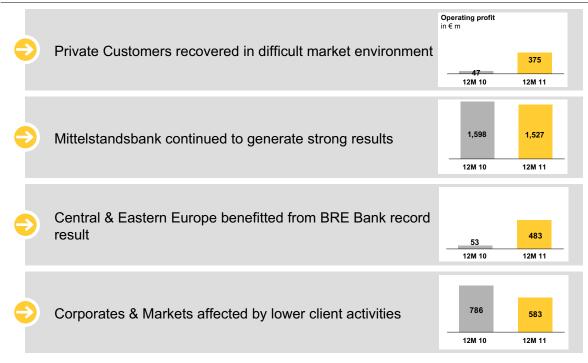
in € m	Q4 10	Q3 11	Q4 11	12M 10	12M 11
Revenues before LLP	46	-1,097	-1,048	925	-2,432
LLP	-412	-254	-179	-1,584	-907
Operating expenses	166	143	131	609	572
Operating profit	-532	-1,494	-1,358	-1,268	-3,911

> Q4 revenues before LLP down y-o-y due to:

- Impairments on Greece
- Realized losses from the sale of PF assets
- Lower NII resulting from asset reduction
- >LLP reduced by €677m in FY2011

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

Core Bank segments*: more balanced profit contribution

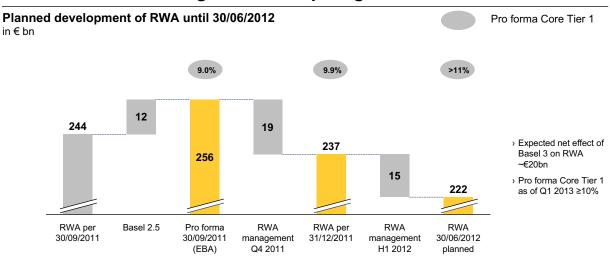


^{*} excluding Others & Consolidation

Group equity definitions

Reconciliation of equity definitions			Equ	uity basis for RoE
	20	11		
Equity definitions in € m	End of period	Average		
Subscribed capital	5,113	4,261		
Capital reserve	11,158	7,153		
Retained earnings	8,184	8,865		
Silent participations SoFFin/Allianz	2,687	8,776		
Currency translation reserve	-355	-401		
Consolidated P&L	638	778		
Investors' Capital without non-controlling interests	27,425	29,432	(2)	Basis for RoE on net profit/loss
Non-controlling interests (IFRS)*	720	802		
Investors' Capital	28,145	30,234	•	Basis for operating RoE and pre-tax Rol
Change in consolidated companies; goodwill; consolidated net profit minus portion of dividend; others	-4,702			
Basel II core capital without hybrid capital	23,443			
Hybrid capital	2,746			
Basel II Tier I capital	26,189			

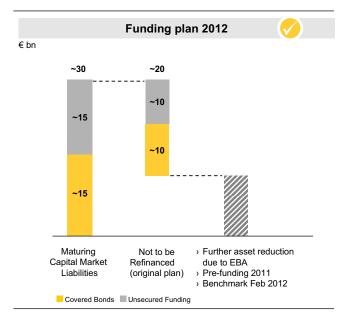
Successful RWA management anticipating Basel 2.5/3 effects





RWA as per year-end 2011 slightly lower than Q3 2011 despite inclusion of Basel 2.5 effects

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



* from todays perspective

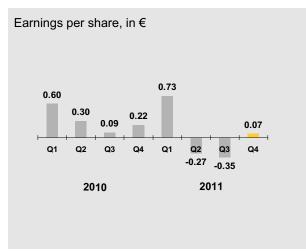
- Continued asset reduction in ABF and PRU, accelerated by EBA measures
- Due to asset reduction and deposit growth no need for capital markets funding to maintain strong long-term funding profile*
- > €1bn 5.5y senior unsecured benchmark successfully placed in February, showed strong funding capabilities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

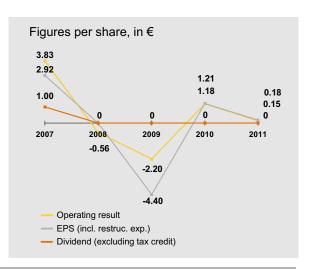
Conclusion and Outlook

- Fulfilment of EBA capital requirement faster and to a higher extent than originally anticipated
- Core Bank is on course to reach a further sound operating profit level in 2012 if markets do not deteriorate
- Target FY2012 for LLP ≤€1.7bn and costs ≤ €7.6bn
- Ongoing high market uncertainty following the sovereign debt crisis will provide further challenges to ABF performance
- Commerzbank on track to achieve Core Tier I ratio of more than 11% per 30/06/2012 well prepared for Basel 3 capital ratio requirements

Key figures of Commerzbank share

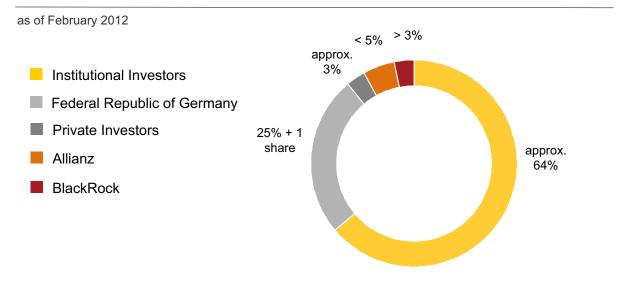
in €





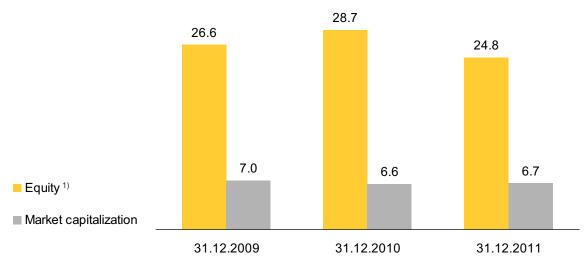
	2008	2009	2010	2011
Number of shares issued in m	722.6	1,181.4	1,181.4	5,113.4
Average number of shares outstanding in m	677.0	1,031.9	1,178.6	3.460,0

Commerzbank's shareholders



Equity and market capitalization

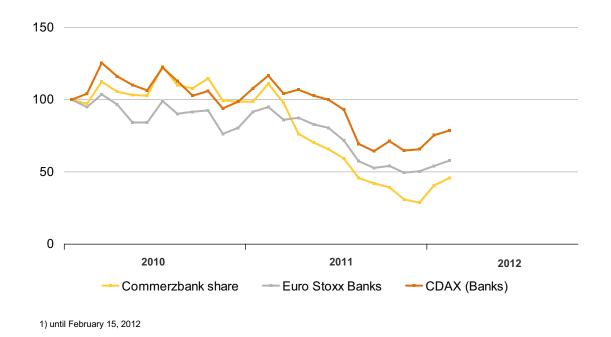
Commerzbank Group, in € bn



1) as shown in balance-sheet

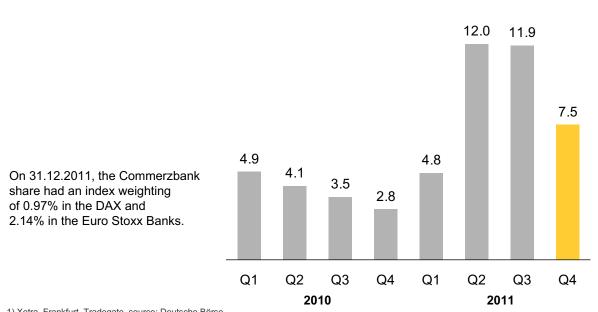
Performance of the Commerzbank share

Month-end figures, January 2010 = 100



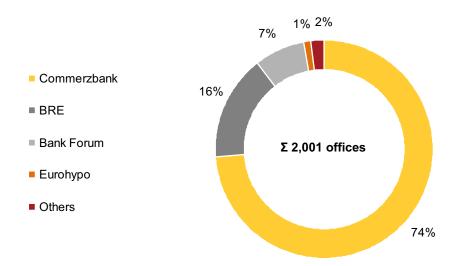
Trading volume¹⁾ of the Commerzbank share

in € bn



Offices of Commerzbank Group wordwide

as of 31.12.2011



Personnel data

Commerzbank Group	2008	2009 ¹⁾	2010	2011
Employees	43,169	62,671	59,101	58,160
)in Germany	28,447	46,478	45,301	44,474
> abroad	14,722	16,193	13,800	13,686

¹⁾ 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 base current plans, estimates, forecasts and expectations. The statements entail risks and uncertainties, as there are a variety of fainfluence our business and to a great extent lie beyond our sphere of influence. Above all, these include the economic situation, the financial markets worldwide and possible loan losses. Actual results and developments may, therefore, diverge considerably from assumptions, which, for this reason, are valid only at the time of publication. We undertake no obligation to revise our forw statements in the light of either new information or unexpected events.	ectors which state of the our current

2012/2013 Financial Calendar

May 9, 2012 Interim Report Q1 2012

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

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