

COMMERZBANK
AKTIENGESELLSCHAFT
1968



REPORT

COMMERZBANK

A K T I E N G E S E L L S C H A F T



REPORT
FOR THE YEAR 1968

CONTENTS

	Page
Agenda of the Annual General Meeting	5
Supervisory Board and Board of Management	6/7
Assistant General Managers and Chief Legal Adviser	8
 Report of the Board of Management	
The Economic Situation	9
The Business of our Bank	19
Our Staff	27
Outlook	27
 Annual Accounts 1968	
Explanatory Notes on the Annual Accounts	31
Assets	31
Liabilities	38
Profit and Loss Account	39
Holdings in enterprises	44
Report of the Supervisory Board	45
Balance Sheet as at 31st December, 1968	46/47
Profit and Loss Account for the Year 1968	48/49
Business Trend 1952/1968	51
Comparison of the Balance Sheets as at 31st December, 1967 and 1968	52/53
 Consolidated Annual Accounts 1968	
Report for the Year	57
Balance Sheet as at 31st December, 1968	60/61
Profit and Loss Account for the Year 1968	62/63
 Annexes	
Issuing Business, etc. in 1968	64
Advisory Councils	
Central Council	69
Regional Councils	70
List of Branches, Associated Banks, Representative Offices Abroad and Participations in Foreign Financial Institutions	79

As in previous years, our Report is available in German, English and French.

SEVENTEENTH ORDINARY GENERAL MEETING OF SHAREHOLDERS

at 10 a.m. on Monday 19th May, 1969
in the Albert-Schäfer-Saal of the Stock Exchange
at 1, Adolphsplatz, Hamburg 11

AGENDA

- 1. To receive the established Annual Statement of Accounts, the Report of the Board of Management and the Report of the Supervisory Board for the Year 1968, as well as the Consolidated Annual Accounts and the Group Report for the Year 1968.**

- 2. To resolve as to the appropriation of the Profit.**

The Board of Management and Supervisory Board propose that the DM 46,750,000.— Profit of the Year 1968 be appropriated to paying a Dividend at the rate of DM 8.50 per Share of DM 50.— par value.

- 3. To resolve as to discharging the Board of Management and the Supervisory Board from responsibility for the Year 1968.**

It is proposed that such discharge from responsibility be accorded.

- 4. Elections to the Supervisory Board.**

Dr. Arthur Choinowski has resigned from membership of the Supervisory Board.

The Supervisory Board proposes that

Dr. Gerd Wollburg, Member of the Board of Management of Maschinenfabrik Augsburg-Nürnberg AG, Augsburg,

be elected for new member of the Supervisory Board.

The General Meeting is not bound by proposals for election. The Supervisory Board is composed in accordance with Article 96, paragraph 1 and Article 101, paragraph 1 of the Law on Limited Companies (Aktiengesetz) as well as with Article 76, paragraph 1 of the Law on the Constitution of Enterprises (Betriebsverfassungsgesetz).

- 5. To resolve as to increasing the Capital by DM 25,000,000.— to a total of DM 300,000,000.— through issue of new DM 50.— Bearer Shares, with entitlement to share in the profit as from 1st January, 1969, at the issue price of DM 100.— for each DM 50.— share (200%). The Shareholders' legal right to subscribe is excluded subject to the proviso that the Shares taken by a banking syndicate shall be offered to the Shareholders in the ratio of 11 : 1 for subscription at the same price.**

The Board of Management and Supervisory Board propose this increase of the Capital.

- 6. To resolve as to amending Article 4 of the Articles of Association.**

The Board of Management and Supervisory Board propose that Article 4 of the Articles of Association shall read as follows:

The Capital amounts to DM 300,000,000.—.

It is divided, to the extent of DM 193,000,000.— into Shares of DM 1,000.— each,
 to the extent of DM 32,000,000.— into Shares of DM 100.— each,
 to the extent of DM 75,000,000.— into Shares of DM 50.— each.

The Shares are to Bearer.

- 7. To elect the Auditor for the Year 1969.**

The Supervisory Board proposes that the Deutsche Revisions- und Treuhand-Aktiengesellschaft, Treuarbeit, Wirtschaftsprüfungsgesellschaft, Steuerberatungsgesellschaft, of Düsseldorf, be elected.

SUPERVISORY BOARD

DR. HANNS DEUSS, Düsseldorf
Chairman

KONSUL DR. FRANZ HILGER, Düsseldorf
Deputy Chairman

HELMUT LORENZ-MEYER, Hamburg
Deputy Chairman

GENERALKONSUL PROFESSOR DR. PHILIPP MÖHRING, Karlsruhe
Deputy Chairman

PROFESSOR DR. h. c. mult. DR. E. h. mult. OTTO BAYER, Leverkusen

DR. ARTHUR CHOINOWSKI, Augsburg

GENERALKONSUL DR. HANS GERLING, Köln (*Cologne*)

EHRENSENATOR DR.-ING. E. h. FRANZ GRABOWSKI, Wetzlar

DR. ROBERT HEGELS, Königstein (Taunus), until May 15, 1968

RUDOLF AUGUST OETKER, Bielefeld

HANS REINTGES, Bad Soden, since May 15, 1968

EHRENSENATOR HUGO RUPF, Heidenheim (Brenz)

TONI SCHMÜCKER, Bergisch Gladbach, since May 15, 1968

DR. HANS KARL VELLGUTH, Düsseldorf

HERIBERT WERHAHN, Neuss

As Representatives of the Staff:

ROLF BECKMANN, Düsseldorf,

EWALD FAJKUS, Frankfurt a. M.

FRANZ FLEISCHER, Berlin, until April 21, 1968

GERD GREUEL, Hamburg

HEINZ GRÜSSEN, Düsseldorf

ROLF KANNEGIESSER, Wuppertal-Elberfeld, since May 15, 1968

LOTHAR SCHRÖDER, Hamburg

HARRY ZATER, Hamburg

BOARD OF MANAGEMENT

DR. HELMUT BRANDS, Düsseldorf

ROBERT DHOM, Frankfurt a. M.

PAUL LICHTENBERG, Düsseldorf

WILL MARX, Frankfurt a. M./Hamburg

WALTER MEIER-BRUCK, Hamburg

CARL v. MENGDEN, Frankfurt a. M., until June 30, 1968

DR. HEINRICH POLKE, Hamburg

ERNST RIECHE, Frankfurt a. M.

BOLKO GRAF VON ROEDERN, Düsseldorf

DR. KURT SURETH, Frankfurt a. M.

GERHARD FUCHS, Düsseldorf, *Deputy Member*

HEINZ NIEDERSTE-OSTHOLT, Düsseldorf, *Deputy Member*
since April 4, 1968

ARMIN RECKEL, Hamburg, *Deputy Member* since April 4, 1968

ASSISTANT GENERAL MANAGERS

(Direktoren mit Generalvollmacht)

HERBERT BURCHARDT

HORST SÄUBERLICH

for the Western Region (*Geschäftsbereich West*)

HEINZ ALBRECHT

DR. RUDOLF BEHRENBECK

for the Southern Region (*Geschäftsbereich Süd*)

CHIEF LEGAL ADVISER

DR. RABAN FRHR. v. SPIEGEL

REPORT OF THE BOARD OF MANAGEMENT

I.

Seldom before has any year been so visibly marked by progress in science and technology as 1968. It began with the first successful transplanting of a heart, and ended with a manned space ship going round the moon. At the same time the conflicts of foreign policy became aggravated in the East and the West, however, and internal tensions broke forth in the shape of revolutionary movements.

World economy

In particular the long duration of the Vietnam war, and the May disturbances in France, created situations fraught with economic consequences. They chiefly affected the international monetary situation, which in November became more dramatically acute than for years past. The cyclical forces were so strong, however, that the world's economy and trade were soon again more rapidly expanding. This expansion was impelled by industrial growth in the United States, Japan and the Federal Republic of Germany.

The total national products of the OECD-countries increased by about 5%. International trade actually expanded by more than a tenth. For the current year we expect that, with economic growth slowed down in the leading industrial countries, the increase of world trade will be somewhat smaller. That would be especially probable if the protectionistic tendencies, already emerging in 1968, became still stronger. We expect weakening of expansive forces principally in the United States, which further on dominate international economic trends with their commanding industrial potential. Japan, which in 1968 exceeded Western Germany's national product, will hardly be able further to quicken its faster than average economic expansion.

International
economic trends

We regard the slackening of world economic activity, in sight for 1969, as mainly favourable. It affords an opportunity to check the inflationary tendencies, which have become perceptible in many countries, and to approximate once more to foreign trade and payments equilibrium.

The developing countries also benefited from the increase of economic activity in the industrial states; the continuing downward pressure on raw material prices was offset through additional sales. Nevertheless the difference in levels of prosperity as between the new countries in that category and the rest of the world continues to generate tensions.

In most industrial countries the rise of interest rates continued during 1968. This worldwide tightening, from which however the Federal Republic at first remained exempt, was due to a number of causes. Not only the cyclically induced additional demand for

International
financial markets

funds, plus the simultaneous fall in the saving ratio, but in many cases also the official credit policy operated to raise interest rates. The rate of discount is now in several important countries higher than a year ago.

The Euro-markets likewise felt the strain, but again proved their great efficiency and flexibility. Total funds in the Euro money market have by now probably reached \$ 20 billion*). In addition about \$ 8 billion were procured in the Euro capital market. In 1968 alone we recorded newly issued industrial and Government loans totalling more than \$ 2 billion; this does not include the foreign loans denominated in European currencies, mainly Deutsche Mark and Swiss franc. The biggest group of borrowers in the bond market comprised American corporations; by offering more convertible bonds they conformed to the desires of international investors.

During recent years the Euro financial market has become an equalizing reservoir open to the entire world. We are convinced that this market will also in future retain its central importance for international financing. We see confirmation of this forecast, not least, in the rapidly growing volume of business done by the specialized Euro-banks which, as international joint institutions, have engaged since 1967 in relatively long-term lending business.

II.

Economic situation
in the
Federal Republic

The German economy recovered from the recession faster than had been originally expected. In absolute amount the national product rose by DM 44 billion in 1968 to about DM 529 billion; the unemployment ratio again dropped below 1%. These movements were favoured by the good state of economic activity all over the world. But we attribute the lively upswing primarily to the purposive, well coordinated economic and financial policy, as well as to dynamic decisions in the business sector.

Change from previous year	1965	1966	1967	1968 ¹⁾
Gross national product				
nominal	+ 9.4%	+ 6.2%	+ 0.9%	+ 9.0%
real	+ 5.6%	+ 2.3%	+ 0.2%	+ 7.0%
Industrial production	+ 5.3%	+ 1.8%	— 2.4%	+ 11.6%
Mass incomes (net)	+ 11.5%	+ 6.8%	+ 2.3%	+ 5.2%
Cost of living ²⁾	+ 3.4%	+ 3.5%	+ 1.4%	+ 1.5%

¹⁾ Provisional; ²⁾ yearly averages.

The economy's impressive growth during 1968, by nearly 7% in real terms, loses some of its lustre on longer-term consideration: Since 1965 the national product, after elimination of the price rise, has increased by only a little over 9%; thus the Federal Republic fell appreciably short of the average for industrial countries. Nevertheless the West German economy has been increasingly faced, since the summer of 1968, with the old problems set by the labour shortage. At the same time dangers to price stability from

*) 1 billion = 1,000,000,000.

the foreign trade and payments angle have again become evident. In the Border Tax Law, which is to hold good until the spring of 1970, and which taxes exports by 4% while cheapening imports by an equal percentage, the Federal Government selected a pragmatical solution conforming to economic and political facts.

The economic upswing was at first based on keen domestic and foreign demand for raw materials and capital goods; in the second half of the year the consumer trades began to catch up. Order inflows and backlogs rose month by month, so that industry towards the end of the year had its capacities almost 90% employed. Against this background the general shock, which the Border Tax Law had at first given, soon gave place to calmer judgment. Industries especially dependent on foreign trade do, however, expect appreciable revenue shortfalls. The taxation of existing contracts inevitably gave rise to criticism.

Industry and trade

For German industry 1968 was a fruitful year, because the rationalization done during the recession produced its full effect, and production capacities were again more fully employed, but on the other hand labour costs at first followed only slowly. This year, however, the pressure to raise wages will grow, while social charges will make increased demands on companies' funds. During recent years such charges had already been inflated through rising contributions to statutory pension insurance as well as, since 1968, through the extension of obligatory insurance to other categories; a threat of further additional expenditure is now presented by the rule requiring continued payment of workers' wages in the event of illness. The character of such payments as indirect remuneration ought to be taken into account in collective negotiations.

Since the speed of technological advances entails progressively rising expenditure on research and development, industry must continue to increase the size of plants, and must appropriately build up its marketing systems. The spate of spectacular mergers abroad also makes increased readiness for cooperation and concentration desirable, as the Chairman of our Supervisory Board recommended at the last General Meeting. We expect that the process of concentration will continue to quicken, both within German industry itself and also internationally.

In trade too, and in the other service-rendering activities, we likewise observe a deep-seated structural mutation; within a few years this is enforcing changes which formerly took generations. Here again, therefore, flexible adjustment to the market conditions imposed by keen competition is becoming essential to economic existence.

Contrary to all forecasts the export surplus again rose—to more than DM 18 billion—in 1968. Apart from accelerated deliveries to anticipate the Border Tax Law this reflected, on the one hand, delayed consequences of the recession which had forced German producers into foreign markets, and on the other hand the effects of the worldwide price rise. In the United States 1968 is called the "year of inflation"; the United Kingdom has not yet been able to stop prices rising, and France faced an actual wage and price explosion; Japan again accepted the 4 to 5% annual currency erosion which is customary there as the price for exceptional growth. Among the major countries only the Federal Republic and Italy escaped an appreciable rise of the price level.

Foreign trade and payments

This year the "quasi-revaluation" may reduce the surplus on foreign trade. But full reduction to the level of about DM 10 billion, needed for squaring the balance of payments, presupposes a strong effort to stabilize in the important countries trading with us. In the meantime the Federal Republic endeavors to channel back abroad the foreign exchange which accrues to it from its excessive export surplus. For the sake both of international cooperation and of internal monetary stability it seems desirable to square the account through exports of longer-term capital. This was done in 1968 with the help of action by the leading banks; and there is reason to expect that this year also long-term loans and credits will be placed at foreign borrowers' disposal on a large scale.

In millions of DM	Change					On Dec.31,1968
	1964	1965	1966	1967	1968	
Monetary reserves	+ 12	— 1,505	+ 1,030	+ 414	+ 7,113	37,369
Banks' foreign position*)	— 85	+ 478	+ 574	+ 4,823	— 3,152	+ 337
Overall exchange position	— 73	— 1,027	+ 1,604	+ 5,237	+ 3,961	37,706
Basic balance**)	— 832	— 5,518	+ 747	+ 6,677	+ 157	—

*) Balance of short-term assets and liabilities; **) Current items and long-term capital transactions.

During the first three quarters of 1968 the current account surplus was largely offset through capital exports; not until the last quarter were there temporary large speculative inflows due, not least, to altered terms of payment in foreign trade. The basic balance, which does not include short-term capital transactions, was—for the whole period of 1968—more or less in balance, as an active balance on current account of DM 11.5 billion was counterbalanced by a corresponding outflow of foreign exchange due to long-term capital exports.

Direct investments abroad

In accordance with the principle requiring international division of labour a dynamic industrial state must open up foreign markets for the finished products of its industries; it must do so, in particular, if it has a narrow home market. Company planners are therefore faced with the alternative between direct exports and manufacture abroad. Production outside the Federal Republic would in many cases be preferable. For reasons rooted in the past our industry has in this respect a substantial backlog demand. Thus during the years 1960 to 1968 German direct investments in foreign countries amounted to only about 1.5% of our total exports, and of new private-sector domestic investment, too, that is a mere fraction of the amounts correspondingly invested by American and British companies. Still, the leading German chemical, electrical engineering and vehicle building groups have in the last three years, on the average, built roughly one-fifth of their new plants abroad. But many producers in the next size-groups have so far shrunk from taking the difficult step across the frontier.

We also regard more manufacturing abroad as desirable on longer-term balance of payment grounds, since it can be expected that the growth of direct exports would then become slower. At the same time the home labour market would be relieved, and the German economy's vulnerability to foreign protectionism would be reduced. Even if a strict criterion is applied, it therefore seems to us sensible that investment abroad should be encouraged through fiscal assistance during the initial years.

III.

In view of the balance of payments the Deutsche Bundesbank refrained from checking the cyclical upswing at an early stage by gradually applying its credit policy brakes. The threatened conflict of aims has been averted, for the time being, through the Border Tax Law.

Central Bank policy

We thought it unfortunate and unnecessary that differences of opinion between the Bundesbank and the political authorities were argued out in public. We therefore welcome the Government's clear statement that the central bank's independence, which we regard as an indispensable element in our economic system, shall not be impaired.

The Bundesbank tried to exert a calming effect on the foreign exchange markets. It again operated in a highly flexible manner. Particularly with a view to assisting the export of money it concluded forward rate-fixing transactions on a large scale. To the flood of speculation which reached the Federal Republic in November the authorities reacted by more than once closing the foreign exchange markets, as well as by requiring the banks to keep a 100% minimum reserve against additional non-residents' deposits. In addition the Government imposed on the banks for about three months a general duty to obtain a permit for incurring new foreign liabilities. These measures, as well as the already long-standing rule which forbids payment of interest on deposits of foreign origin, do of course entail a danger that there may spring up, outside the Federal Republic, a market in Deutsche Marks which will escape all control by the monetary authorities.

Apart from the above-mentioned change the Bundesbank did not order any increase of the reserve obligation during the year under review. Nevertheless the required reserve rose, owing to the steep growth of deposits, from DM 12 to more than 15 billion. Since the beginning of 1969 the long-term liabilities have been exempt from the reserve obligation; to offset this exemption the rates for savings balances were raised by roughly one-tenth.

The Bundesbank kept its discount and advance rates unchanged at, respectively, 3% and 3½%. It again flexibly conducted its open market operations in long-term Government securities, buying or selling them according to the state of the market; on the year it reduced its holdings, acquired through intervention, from DM 1.2 to 0.6 billion. Not until February, 1969 the Bundesbank abandoned the policy of buying for own account.

IV.

The money market, with liquidity abundant, was strained only seldom. For most of the time the cost of call money was below the official discount rate. Occasionally, above all at times of monetary unrest, excess supplies made the market almost incapable of functioning.

Money market

The banks found attractive opportunities for investment most readily abroad, particularly since the Federal Government only slightly increased its money market indebtedness (which had greatly expanded in the previous year), and the central bank actually cut down the amount of mobilization paper circulating. By taking foreign commitments the banks also contributed towards squaring the net foreign exchange position.

As a result of these movements the German credit institutions strengthened their position on the Euro money market. A noteworthy feature in that connection was the growing possibility of employing funds in German currency. Certainly more than one-tenth of Euro money transactions, at the outset conducted almost exclusively in dollars and sterling, are by now expressed in D-marks.

Credit market While the demand for loans to provide working funds did not notably rise until the second half of the year, investment capital was continuously in keen demand. The public authorities also took more bank loans at long term; half of the growth in these was due solely to the Federal Government, which borrowed from real estate credit institutions and so kept the bond market free for foreign issuers.

Change in billions of DM	At short and medium term			At long term (4 years or more)		
	1966	1967	1968	1966	1967	1968
Bank lendings to:						
Business and private customers	+ 8.8	+ 2.7	+ 8.3	+ 10.3	+ 12.7	+ 18.2
Public authorities	+ 1.6	+ 0.5	— 0.1	+ 3.9	+ 6.2	+ 9.3
Domestic non-banks, total	+ 10.5	+ 3.2	+ 8.2	+ 14.1	+ 19.0	+ 27.5

Foreign borrowers resorted to bank credit on a much greater scale than previously. The banks' short-term commitment, at periods of under twelve months, was greater by about DM 1 billion on the annual average than 1967, and longer-term lendings to foreign borrowers rose even by almost DM 4 billion in the course of the year.

Savings formation Private saving was again very brisk, the investment programmes offered by the banks being an object of growing demand. More reserves were again accumulated on accounts than in the previous year. It was also gratifying, however, that the public also again invested more in securities. Units of German and foreign investment funds, in particular, were found more attractive. The life assurance companies benefited from the taking out of many new policies, by means of which senior employees obtained exemption from obligatory pension insurance. Saving through building societies also proceeded at a high rate.

In millions of DM	1966	1967	1968	Change	
				1966 to 1967	1967 to 1968
Growth of savings deposits ¹⁾	16,434	17,560	20,760	+ 6.8 %	+ 18.2 %
Bonds placed (net) ²⁾	6,253 ⁵⁾	13,466 ⁵⁾	22,341	+ 115.3 %	+ 65.9 %
Shares placed through the stock exchange ³⁾					
par value	879	281	747	— 68.1 %	+ 166.2 %
proceeds of sale	1,482	364	1,445	— 75.5 %	+ 297.3 %
Investment saving ⁴⁾	343	486	1,662	+ 41.6 %	+ 242.2 %

¹⁾ Institutions rendering monthly returns; ²⁾ German and foreign issuers; par values, excluding medium-term notes (Kassenobligationen); at loans issued by syndicates under foreign leadership only the partial amount taken by German syndicate members or by the German sales group; ³⁾ according to Commerzbank statistics, excluding bonus shares and residual amounts independently sold; ⁴⁾ Capital accruing at the investment funds of German companies; ⁵⁾ excluding those convertible bonds, sold against shares of Deutsche Erdöl AG and Standard Elektrik Lorenz AG.

The fact that more private savers were gained as security-holding customers can be reckoned by the banks as a successful result of their hard work. The record results achieved in earlier years were, however, not reattained. The desire for direct investment in shares also remained moderate. But those concerned are becoming increasingly aware of the economic and social disadvantages which result from the one-sided character of the saving process. To counteract that one-sidedness the German joint stock companies are trying, together with the banks, to convince the public through a publicity campaign that shares are an asset with a future.

V.

With falling rates of interest on capital the bond market proved very productive, although credit institutions again took the greater part of the bonds newly issued. Among German bonds those bearing 6% interest displaced those, bearing higher rates of interest, which had dominated the field for 3½ years. The amount of longer-term bonds in circulation increased by more than ever before, rising by DM 16.1 to the level of DM 123.8 billion.

Bond market

One obvious fact was that the market stood wide open for foreign borrowers. Foreigners' DM loans, of which 46 were newly issued, afforded a good yield and in some cases encountered a keen demand. At a total par value of DM 5 billion such issues exceeded, by more than one-third, the total for the five preceding years.

Among German issuers the real estate credit institutions predominated, with three-quarters of the total, and for the first time considerably more communal bonds than mortgage bonds were issued. On the other hand German industry, despite the relatively favourable terms, again hardly appeared on the bond market during 1968. Convertible bonds, which had gained ground in previous years, were during 1968 offered for subscription in only trifling amounts. Only in small part did industrial borrowers make up for this abstinence through an increase of private borrowing against their notes. We regret this reluctance to borrow; apart from increased recourse to bank credit at longer term it is evidently due to the cyclically conditioned growth of self-financing power. Abroad, on the other hand, companies are usually guided more by the principle that they should take advantage of favourable market conditions to procure capital, by way of precaution, so that they may be able in any event to finance subsequent new capital expenditure with funds of the right maturity.

Industry was likewise slow to issue shares. The companies listed on stock exchanges, and included in the Commerzbank statistics, increased their capital and reserves by a total of DM 1.4 billion; in addition the three large chemical groups financed the taking over of investments in associates through capital increases, thereby bringing the total issued up to about DM 2 billion. During 1967 even a fraction of this amount had only been procured by issuing of new shares. The relative absence of recourse to the share market during the last two years sharply contrasted with that market's mainly cheerful tone. In the two years together the level of quotations as measured by the Commerzbank index recovered by almost two-thirds, including 12% in 1968.

Share market

Our annual publication "Rund um die Börse", which we issued at the end of 1968 for the twentieth time since the war, describes in detail the movements on the share and bond markets.

Stock exchange
reform

We support the demands that investors should be provided as quickly as possible with well-founded information. This includes the publication of stock exchange turnovers no less than up-to-date company reports. The banks, however, prefer voluntary arrangements. One example is the agreement, which took effect at the middle of 1968, that all customers' orders should in principle be passed through the stock exchange.

In the sphere of share trading we think that the time has come to permit time bargains again, so as to accord with international stock market practice. At least premium or option dealings ought soon to be allowed as a first stage.

VI.

Fiscal policy

During 1968 the Federal Government succeeded in again gaining a grip on its finances without unduly expanding the national debt. It is unsatisfactory, however, that progress towards the overdue financial reform is so slow. The private sector has a vital interest in proper distribution of tax revenues between Federal Government, Länder and local authorities, because otherwise it has reason to fear excessive burdens. The local authorities' insufficient share of total public revenues also contrasts with their large infrastructure requirement.

We also found it disappointing that the raising of the added value tax from 10% to 11% was not accompanied by any corresponding reduction of direct taxes, especially of the trade taxes. Such compensatory adjustment would at the same time have helped to harmonize the tax structure in the EEC.

We are closely observing the efforts to achieve a major tax reform. For the first time the revenue system is to be thoroughly overhauled. Both from the viewpoint of capital formation and on grounds of fiscal justice we feel that the multiple taxation of shares, and of the income on them, especially calls for correction. Industry moreover impatiently awaits tax relief on company conversions and mergers.

VII.

International
monetary problems

International monetary problems were dramatically aggravated in 1968. Whereas in previous years the Anglo-Saxon currencies supporting the gold exchange standard had been the target of criticism, in 1968 the French franc ran into trouble after the May disorders.

In March, 1968 the gold pool had already been abandoned. In November the crisis broke out afresh more violently than ever before. The Club of Ten met specially at Bonn, and tried to pour oil on the rising waves. But changes of parity, although

widely expected, did not take place. The expectations then expressed, to the effect that the future will see a general refixing of exchange rates, appear to us at the present time not to be realistic.

The freeing of exchange rates, frequently discussed of late as an alternative, is, indeed, at first sight attractive. In view of the central bank interventions which would then be needed in the foreign exchange market, however, it would require an exceptional degree of mobility and conscientiousness. Otherwise the danger could not be ruled out that exchange rates would be at the mercy of speculative capital flows as well as of national interests. With some qualification these comments also apply to wider spreads. Inside the EEC, given the present state of integration, flexible rates would already no longer be possible.

The IMF's last annual meeting was dominated by the effort to overcome an alleged shortage of international liquidity through the new reserve asset known as special drawing rights. We think that this subject will at the earliest become ripe for discussion when the United States, as the leading reserve country, succeed in durably stabilizing their balance of payments.

In actual fact there is no practicable substitute in sight for the much criticized gold exchange standard, based on the Bretton Woods treaties. The monetary problems which have arisen are to be blamed less on this system than on the members. Through the provision of short and medium-term credits the deficit countries were too long enabled to escape the discomforts entailed by a policy as required for their balances of payments. The network of mutual swap lines did, it is true, again prove its value in 1968 as a defence against speculative attacks, but it leads to misuse. Lasting restoration of the international monetary system to health will be possible only if all the important members of the world economy return to a policy of internal stability.

Economic trends within the EEC-countries again diverged during 1968. Above all, however, growing nationalism hindered integration. It is true that at the middle of 1968 the last tariff barriers were removed before the due date, but difficulties have constantly piled up on the road towards comprehensive economic union.

European
Communities

The work on a European system of company law made no more progress than the liberalization of capital movements. Even in connection with the efforts to harmonize taxation the viewpoints approximate to each other only slowly. Consequently both tax burden ratios and taxation structures continue to differ materially as between the six member countries. Still, by the beginning of 1970 the added value tax is to be generally introduced, although for a start at widely differing rates.

The applications for accession by the United Kingdom and its three neighbouring EFTA fellow-members, as well as numerous requests for association, continue to stand on the waiting list. First, however, the sting must be taken out of the conflicts which have built up inside the Community itself. Within the field of economic policy the first matters

to mention in this context are the reform programme for agriculture and the future of Euratom. In addition the fact that the transition period is to terminate at the end of 1969 calls for fundamental decisions. The amalgamation of the three community treaties also still remains to be done.

To us it seems unrealistic to hope that premature proclamation of the currency union can enforce rapid realization of the objectives set by the treaties. Coordination of cyclical, fiscal and credit policy would have to come first. Precisely in 1968 there was little sign of any such harmony in matters of economic policy.

On a longer view, however, we do hope that a European currency may exert a stabilizing influence on the world's monetary system. This would ease the task of the D-mark in its role as a currency in international demand, and would thereby release it from a position for which the West German economy in the long run can hardly afford an adequate basis.

The Business of our Bank

The year under review was marked, even more clearly than 1967, by increased efforts to gain private customers and by greater international activity. Especially heavy demands were therefore made on the initiative and devotion of the staff. The success of our efforts is proved by greater than average growth of the business in all important fields.

General trends

For the first time the Balance Sheet total rose by more than DM 2 ½ billion within a year; the relative rise amounted to 19.5 %. Noteworthy milestones included:

- Balance Sheet total DM 15.4 billion
- Non-bank deposits DM 12.1 billion
- of which: Savings deposits DM 3.6 billion
- Total lendings DM 9.7 billion.

Non-bank deposits thus doubled within six years; savings balances actually did so in less than four years.

The year's earnings were also satisfactory. It is true that the margin between debtor and creditor interest rates, already under strong constrictive pressure in 1967, remained narrow throughout the year; through expansion, however, we managed to right the position. The gross earnings from all interest-bearing items, that is lending, liquid assets, marketable securities and participations, were greater than in the previous year. We obtained large additional receipts in connection with securities and with foreign business.

Earnings

On the other hand salaries and costs of materials continued to increase. One important reason lay in the extension of our branch network. The comparable net profit, with special receipts eliminated, nevertheless rose.

With a view to offering our private customers the most comprehensive services possible we took a wide variety of steps. Thus:

Private business

- In the credit field we doubled the maximum limit for medium-sized consumer loans, introduced bank bridging loans in connection with building society savings agreements, granted longer-term mortgage loans, and in general allowed private customers more favourable terms for overdrafts.
- For private employment of funds we further extended our combined saving-cum-security scheme, and offered more ADIG saving programmes.
- In connection with payments the validity of the cheque card, which we together with other banks had introduced, was extended in 1969 to numerous European countries.

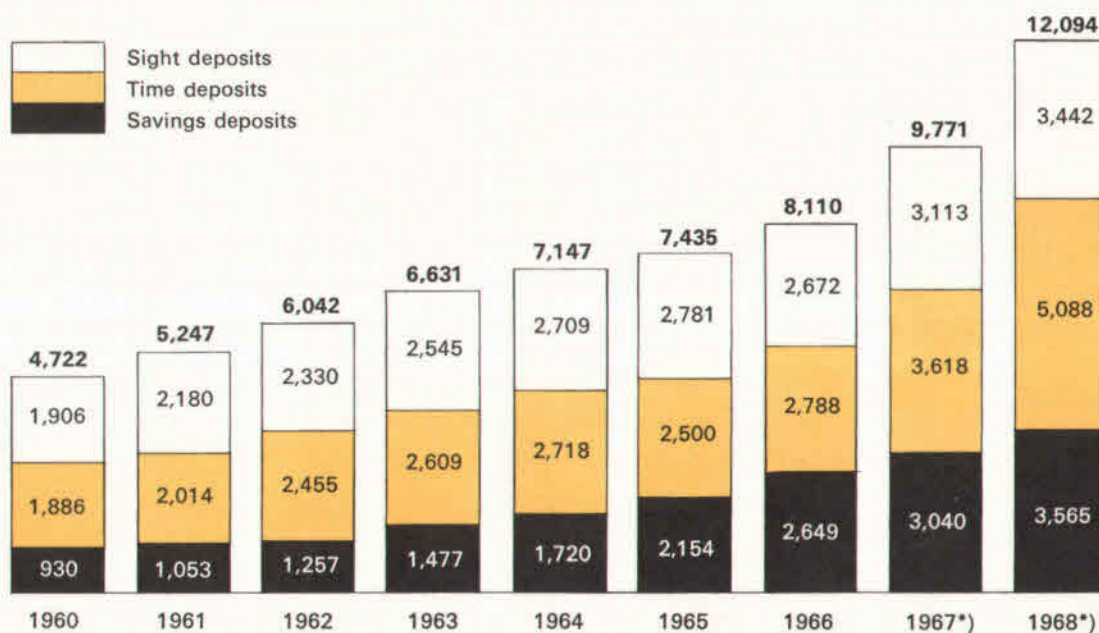
So as to offer this wide range of services in an expert and convincing manner we devote special attention to training customer consultants as well as the rest of the counter staff. The training is mostly done by our central school.

After its purposeful build-up our business with the general public now ranks, alongside our cooperation with trade and industry, as the second mainstay of our Bank. Altogether more than a million private customers constantly cooperate with us. We now conduct

about 400,000 private accounts for handling payments. The greatest emphasis is on saving through accounts; a total of more than a million Commerzbank savings books have been issued. In addition more than 200,000 private customers have entrusted their securities to the Bank for administration. The Commerzbank, however, is not only one of the Federal Republic's three largest savings institutions; it is also a leading bank in the field of consumer credit. Approximately 125,000 small personal loans and medium-sized consumer loans to private borrowers are now outstanding.

Deposits The deposits entrusted to us by non-bank customers, and called in the new Balance Sheet terminology "Banking liabilities to other creditors", rose by nearly 24 %. In this growth the time balances had a greater than average share. One reason lay in larger advance payments which German suppliers received for exports; another probably lay in provision against taxes.

Deposits of non-bank customers at the end of the year, in millions of DM



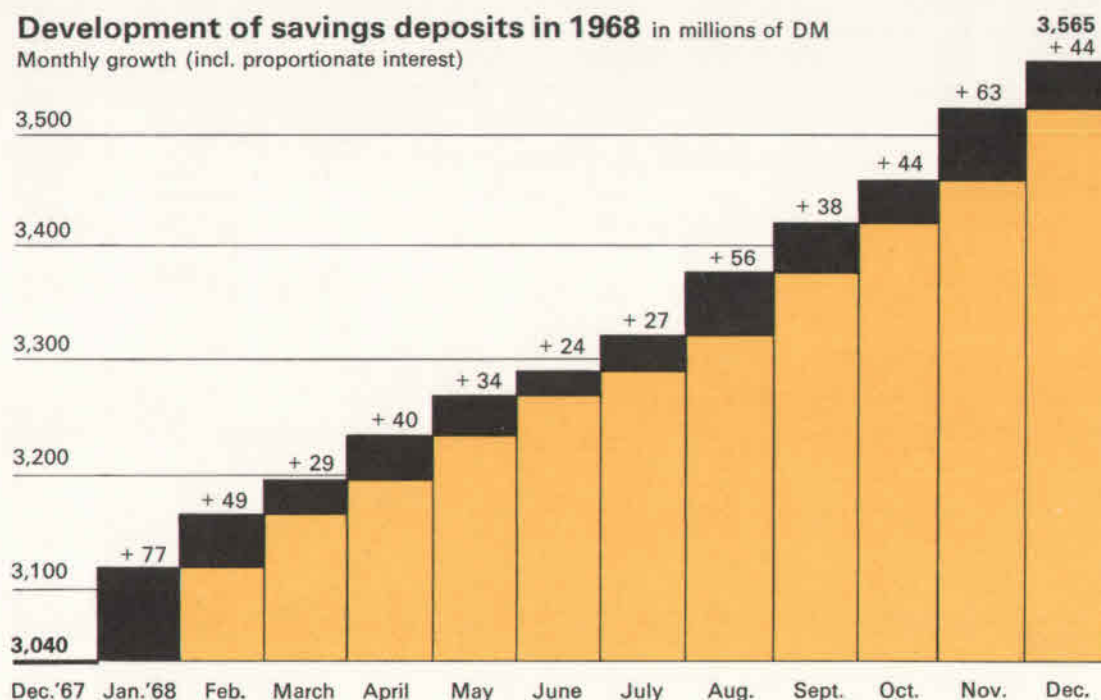
*) Because of new rules for drawing up Balance Sheets the figures till 1966 are not fully comparable with those of 1967 and 1968.

Savings balances continued their steady rise with a net addition of 17.3 %. Although we again succeeded in persuading many savers to invest in securities, the savings deposits for the first time increased by more than half a billion DM. The average amount per savings book rose in 1968 from about DM 3,300 to more than DM 3,500.

Classification by size of account	Number of accounts	Amount in millions of DM
up to DM 1,000.—	613,399	147.2
over DM 1,000.— up to DM 10,000.—	334,145	1,136.5
over DM 10,000.— up to DM 50,000.—	55,391	1,002.8
over DM 50,000.—	7,165	1,278.2
	1,010,100	3,564.7

Development of savings deposits in 1968 in millions of DM

Monthly growth (incl. proportionate interest)



Premium-carrying deposits and investments, at Balance Sheet date, totalled about DM 400 million.

Mainly as a result of the new rules for balance sheets we likewise show the liabilities to credit institutions at a higher level.

We expanded our volume of business, including rediscounted bills, by DM 2,664 million. We again employed almost half of this amount in lending business. Since money market paper was hardly available, we kept our liquid assets by preference at other banks, including to a large extent foreign institutions. Altogether we increased our balances at banks more than twofold, to about DM 2.4 billion.

Investment policy

At the turn of the year our foreign position was in surplus, the proportion of assets to liabilities being about 2:1. The foreign liabilities consisted almost exclusively of DM deposits; our foreign assets also were mostly expressed in German currency.

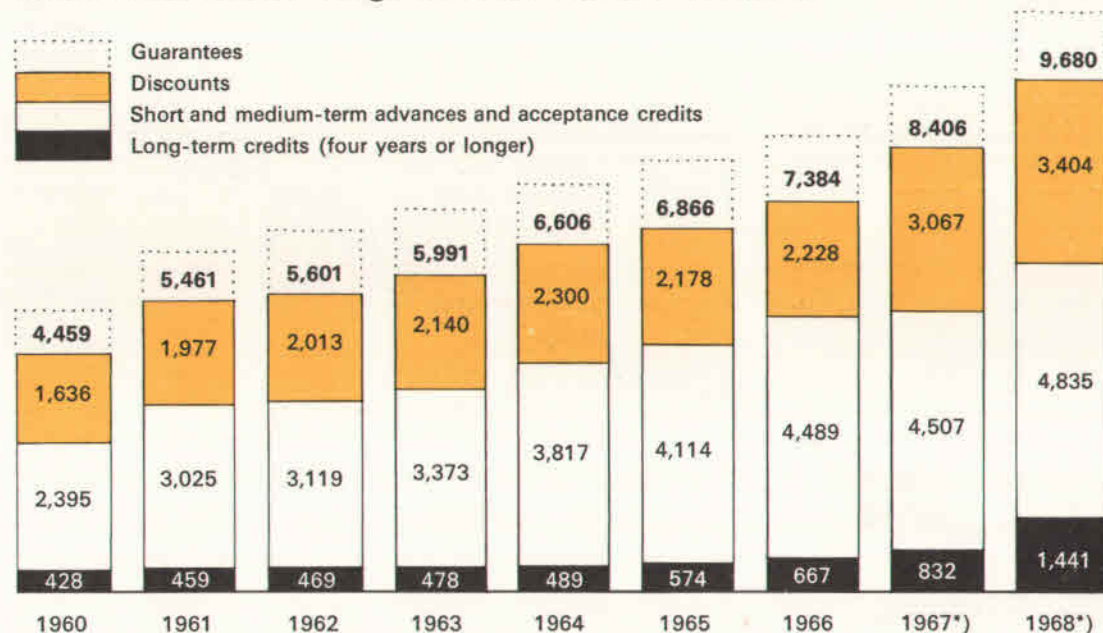
We increased our security holdings on the year by about one quarter. We concentrated the additional purchases on securities bearing fixed interest.

By the considerably increased build-up of liquid assets we allowed for the fact that the credit lines, granted by us on a greater scale, were used only with hesitation. Still, we did manage to expand our total lendings including the loans to national and foreign banks by 15.2% up to DM 9.7 billion; that represents doubling of the total within a period of less than eight years. The guarantees assumed by us also rose in the year under review, chiefly because of the vigorous increase in German foreign trade, without however reattaining the 1965 peak.

Credit business

Not until the last months of the accounting year were working funds in somewhat greater demand by way of both discounts and overdrafts. On the other hand the

Total credit outstanding at the end of the year, in millions of DM



*) Because of new rules for drawing up Balance Sheets the figures till 1966 are not fully comparable with those of 1967 and 1968.

demand for longer-term capital development and consolidation loans remained consistently strong, as it had already been in previous years.

The growing accrual of savings permits a greater commitment in longer-term financing. Altogether in 1968 we augmented our lendings running for at least four years by about three quarters. Here again we both initiated and improved business relations with important foreign customers.

Loans on
borrowers' notes,
and procurement
of capital

Our lending on borrowers' notes likewise served more for international financing. The largest individual transaction during the year was a DM 120 million syndicate loan to the Canadian Province of Quebec. But we also aroused other overseas capital-seekers' interest in such notes, before then hardly known to them as a means of financing. At the beginning of this year we took a prominent part in providing such a loan for the Inter-American Development Bank.

On the whole during 1968 we lent much more to industrial enterprises and public authorities, against their notes, than in preceding years.

We also again served our customers by procuring capital market resources for them from specialized institutions. In that connection we benefited from our traditionally friendly cooperation with the Industriegreditbank, the Kreditanstalt für Wiederaufbau, the mortgage banks and the private building societies. We contributed again to the renewed raising to DM 300 million of the Industriegreditbank's Fund for Small and Medium-sized Borrowers.

Loans to individuals

We grant loans to individuals by preference on instalment terms, with regular repayments. This applies in particular to the now universally well established small personal loans (up to DM 2,000), and medium-sized consumer loans (up to DM 20,000), as well as to private mortgage loans.

Within the category of medium-term instalment lending the medium-sized procurement loan continues to forge ahead; on the year we increased the volume of outstanding amounts by more than 80% to DM 218 million. As a supplement, where funds are temporarily needed, the private overdraft facility is conceived; the customer uses it by informally overdrawing his account, and then clearing off the overdraft out of his next few months' income.

In 1968 we introduced bank bridging loans for building purposes. By this means we give our customers, in combination with parallel building societies' savings agreements, the assurance of all-in long-term financing. Customers find this attractive, especially for new projects but also for rebuilding and extensions.

We continue to aim at balanced distribution of our lending business between branches of activity. The general public's proportion continued to rise.

Distribution
of lendings

Breakdown of our lendings to business enterprises and individuals*)	31 Dec. 1967	31 Dec. 1968
Mining and public utilities	5.2%	2.9%
Chemicals	6.6%	6.1%
Electrical engineering, precision instruments, optical goods, hardware and plastics	10.4%	11.0%
Production of iron, steel and other metals, foundries	8.0%	8.7%
Steel construction, mechanical engineering, vehicle and shipbuilding	12.3%	13.2%
Building, including house construction	5.1%	3.4%
Food, beverages and fodders	4.3%	4.9%
Textiles, clothing and leather	5.3%	5.0%
Wood processing, printing	3.1%	3.6%
Trade	18.5%	18.1%
Other borrowers ¹⁾	21.2%	23.1%
	100.0%	100.0%

*) Excluding guarantees, but including loans transmitted on a trust basis; ¹⁾ especially public enterprises and private persons.

In past years our subsidiary the Bank für Teilzahlungskredit (BTK) had already successfully engaged in equipment hire financing. At the beginning of 1969 we added, as a further specialized institution, Commerz- und Industrie-Leasing GmbH (CIL), likewise located at Düsseldorf. This new company will be conducted as part of a joint organization including BTK. It is to operate in the field of leasing business, which is still new but is rapidly growing.

Instalment
business and leasing

Demand remained keen for the longer-term export credits, to finance capital goods, to which we traditionally devote special attention. We remained at our customers' disposal on a further increased scale. A point to emphasize is our considerable engagement in export financing for medium-sized industrial firms. At Balance Sheet date we had given firm assurances of nearly 1,000 credits.

Foreign financing

We again financed exports of large-scale equipment, in individual cases through direct loans to the importers ordering it. The emphasis is shifting from suppliers' credits, hitherto definitely in the foreground, to financial loans for the foreign purchaser. We welcome this as a trend back towards normal. The problem is how German suppliers

can be generally relieved from problems of financing. Despite hard work by all concerned, however, no final solution has yet been found.

The most important basis for export credit continues to be formed by the credit lines of AKA, as well as of its associate GEFI, which promotes interzonal trade. The AKA terms, while dependent on discounting, are at present favourable to exporters. They have afforded partial compensation for the numerous advantages available to foreign competitors in their home countries. This makes it seem to us all the more justifiable to expect that in future too the AKA credit lines shall be constantly adapted, both to the general growth of the economy and to foreign importers' rising demand for financial aid.—In connection with special financing arrangements our cooperation with the Kreditanstalt für Wiederaufbau again proved its value.

Foreign business We successfully expanded our foreign business in its many forms. Favoured by the general expansion of foreign trade, we greatly increased our turnovers in payments transactions.

We conduct international financing in three ways. The first is the bank credit; the second is through loans against borrowers' notes, the said notes being normally offered only to a limited group of institutional investors; the third is through loans publicly offered for subscription and privately placed. We report on these subjects in the corresponding chapters.

Foreign exchange business was especially brisk. We operated on a large scale to obtain cover, for our customers concerned with foreign trade, against risks on exchange rates. Trading in gold was at times again feverish, although the domestic turnover of gold coins in total diminished since the introduction of the added value tax. On account of the uncertain international monetary situation the customers followed willingly our recommendation to buy DM traveller's cheques.

Our expert staff at home and abroad provided yet more help for the German business community. The services of our new Representative Office in New York are in especially keen demand. We opened a further Representative Office at Caracas.

Foreign associates The International Commercial Bank Ltd., founded in London during 1967 with our cooperation, has gained a leading position among the specialized institutions for medium and long-term financing. At the end of 1968, less than a year and a half after it started business, it was already operating with a total Balance Sheet equivalent to roughly DM 1.4 billion. In not a few cases we were able to open up this source of longer-term foreign currency loans for our German customers as well as for the foreign importers buying goods from them.

Among the new holdings, which we acquired during 1968, our 20% interest in the Rifbank at Beirut merits special mention. Thereby we became the first large German bank to gain a footing in the Near East. We also took smaller commitments in a Brazilian investment bank, in the Finnish Development Bank and in the Pakistan Development Company.

Thus by the end of 1968, if interests indirectly held through the African holding company SFOM are included, we had acquired interests in the capital of 26 foreign banks and financial institutions, most of them overseas. During the first weeks of the

new accounting year there followed a commitment in the Development Bank of Singapore; furthermore we raised our capital share in the International Commercial Bank to 20%.

In issuing business the fixed-interest securities, with an increasing shift towards foreign bonds, were again in the foreground. We cooperated in 25 issues by German borrowers, totalling DM 3.9 billion, and in forty-two DM loans and two £/DM loans by foreign borrowers totalling DM 4.6 billion. Capital increases through rights issues had in the previous year dropped to a cash value of just under DM 0.4 billion, but in 1968 they rose again to more than three times as much. We also joined in taking and placing new shares of both Farbenfabriken Bayer and Farbwerke Hoechst.

Issuing business

We acted as syndicate leader in the case of six foreign DM loans, comprising those for New Zealand, Helsinki, the British Sears Group and three American industrial issuers, namely General Instrument, Occidental Petroleum and Tenneco. In four further cases we were among the syndicate leaders.

We were represented in nearly all syndicates for Euro issues denominated in dollars, including numerous convertible bond loans. In some cases, however, we refrained from cooperating. Altogether we joined in the taking and placing of 84 foreign currency loans including the both £/DM issues.

Our total issuing business yielded us an income appreciably larger than in the previous year.—The individual issues and stock exchange introductions, in which we cooperated, are indicated on pages 64-68.

In security dealings we achieved turnovers greater than during 1967. This applied both to fixed-interest securities and to shares. At the same time the sales of investment fund units over our counter greatly increased. In the category of shareholding funds, with an increase of accruing resources by 169%, our associate ADIG Allgemeine Deutsche Investment-Gesellschaft increased its share of the market to 21.5%.

Security business

In security business with foreign countries we achieved a substantial rise of turnover. German customers became readier to accept the idea of internationally spreading the risk. Not least, we offered the dollar convertible bonds issued on the Euro-market for investment. In addition we continued to sell units of well-known foreign, chiefly North American investment funds.

By way of supplementing the active part which we took in the issuing of international loans we devoted our attention more to the secondary market in circulating securities. By joining Bondtrade at the beginning of 1969 we obtained a suitable platform for this purpose. Within the Bondtrade Group, which successfully operates on the Euro bond market for joint account of the banks concerned, we cooperate with leading institutions from five countries.

We tried more and more to interest old and new customers in the systematic employment of money. On this score we had presented to the public at the end of 1967 an original saving programme, the Combi-Saving with Commerzbank-Bonus. Between December, 1967 and the Balance Sheet date in 1968 the contracts reached a total of DM 105 million; this comprises more than 21,000 individual contracts. In the autumn of 1968 we introduced

Saving programmes

a right of option as between three investment fund units, available after five years as bonus. By this means we hope to arouse and stimulate the desire for security holdings.

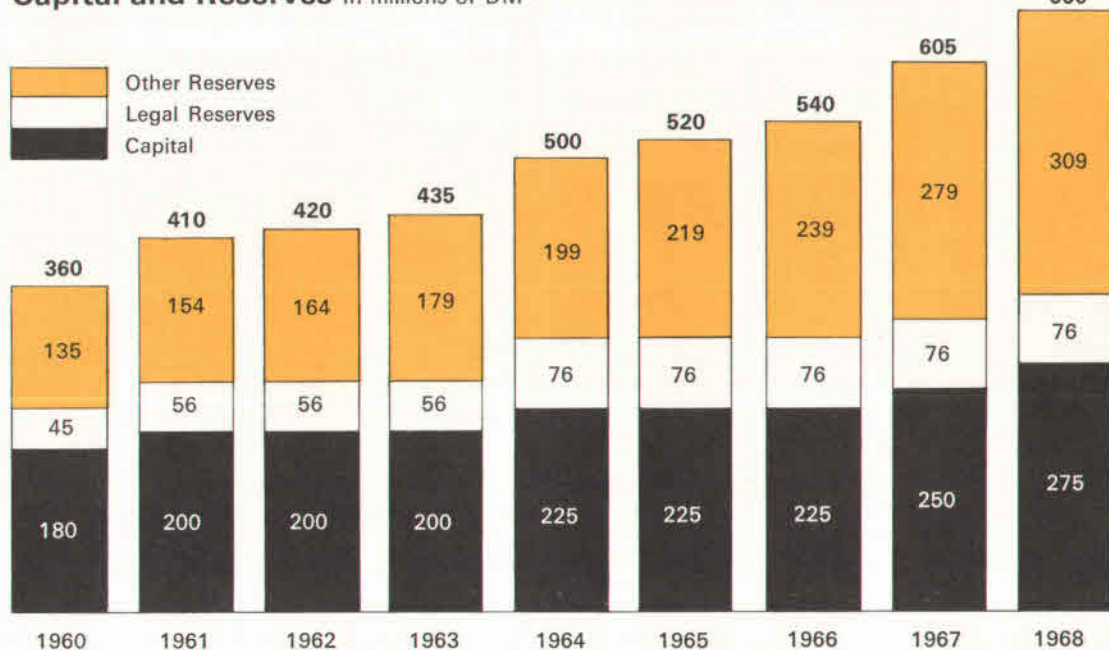
In addition we successfully offer the ADIG saving programmes. We interested numerous savers in the ADIG build-up account. The annual payments by Commerzbank customers have by now reached a total of more than DM 10 million; on the basis of a ten-year life the total savings would thus be of the order of more than a further DM 100 million. This shows that we have succeeded in countering the aggressive competition offered by the marketing companies.

Organization We again considerably extended our branch network in the year under review. After opening 89 new offices in the previous year we opened a further 86 in 1968; the emphasis was again on South Germany, where 50 branches and sub-branches were opened. At the end of the year we were offering our services at 636 branches.

There has been a steady increase in the number of deposit and other accounts—by now nearly two million—as well as in the transactions effected. This led us to make increasing use of the possibilities offered by computers.

Capital and reserves In 1968, as in the previous year, we increased our capital by DM 25 million through an issue of new shares at par.

Capital and Reserves in millions of DM



Our Staff

Once again the rising volume of work, and the continuing extension of the branch network, were handled without any substantial increase of the staff. At Balance Sheet date we had 13,409 employees, that is about 5% more than a year previously. The number includes 1,687 learners and semi-trained employees. The proportion of women in our service is around 35%.

107 members of the staff retired. At the end of 1968 we were providing pensions for 2,419 former employees or their widows. In the course of the year two of the Bank's employees completed 50 years' service, 41 completed 40 years' and 38 completed 25 years' service in our Bank.

We lost thirty-four members of the staff through death.

The collectively agreed salaries were raised by 4.5% all round, but by not less than DM 30 per month, as from 1st March, 1968. The remuneration of our employees covered by collective agreements continues to be at rates above those contractually agreed. We are continuing our welfare service for employees and pensioners.

We have anew offered own shares to our employees. More than 3,000 collaborators took advantage thereof, mainly within the scope of the 312-DM-Law.

We continue to assign great importance to training our juniors. Exchanges of staff with banks abroad were increased.

By their initiative, zeal and diligence our employees made an important contribution towards the success achieved during the year. For this we express our sincere thanks.

Outlook

Economic trends Since the turn of the year, the impellents of total demand have increasingly switched, from outside to inside the country. This has changed the emphasis in economic policy problems. In 1967 the overcoming of recession had ranked first, and in 1968 the large export surplus attracted attention; but now, as usual in the second phase of a business cycle, the trend of prices is again the prime consideration. Given the foreign trade and payments position, however, the credit policy brakes can be applied only with caution. Any dangers of overheating must therefore be mainly countered by means of fiscal policy, in as much as generally operating instruments lend themselves to application.

Financial markets In view of the economic trends, we regard a further tightening of the German financial markets as possible. Thanks to the large private savings formation, however, we do not expect any serious shortage of capital.

Economic policy This year increased demands will again be made on the deftness of economic policy. At the same time the chronic labour shortage, from which the Federal Republic suffers, imposes special responsibility on the employers and employed. Additional complications might result from coincidence of the boom with the general election.

Nevertheless we are convinced that a well-balanced development of the German economy can also be performed in the longer run. This conviction is strengthened not only by the good labour relations, for which many industrial countries envy the Federal Republic, but also by the flexibility in the Government's economic policy. Meanwhile moreover the Stability Law has made clear provision for anticyclical fiscal policy. In any case economic conditions have basically changed as compared with the years of general reconstruction; in this context the return of house-building to normal merits special mention.

Above all, however, we believe that the political authorities have learned from the errors of 1965/66. Memories of the recession, with which the economy had to pay for the omissions in those years, are still very strong. A controlled growth, not seriously endangering the value of money, must therefore appear to everybody more desirable than a jerky expansion, accompanied by inflation and a subsequent reaction.

Longer-term prospects On a long view our economy will be able to maintain itself, in a world of increasing competition, only if its technology and organization keep pace with the dynamic progress made; at the same time the problems which result for human society must be solved. German producers have succeeded, through large-scale capital expenditure, in keeping their equipment up to date. In many cases, however, management and business organization lag behind. These matters therefore deserve closer attention in the politics of enterprise.

The Government and public departments must also solve important problems in order to adapt the infrastructure to industrial growth. So far the structural policy for the seventies is discernible only in its beginnings, broad private property formation is hampered by dogmatic plans concerning co-determination, and the educational system urgently requires the long-discussed reforms.

We are convinced that the Federal Republic of all countries, with its unfavourable age groupings, can in the long run achieve growth without strains only if it pursues a consistent structural policy. The measures for adapting coal output to changed market conditions were delayed for years, because the Government shrank from deciding on a new conception of energy policy. The general structural programmes now initiated will be likely to achieve lasting success only if the points are correctly set at the earliest possible stage. The paramount consideration must be to promote the channelling of labour into more productive sectors of the economy.

We further regard reforms as urgent at all levels of education. Hitherto, hindered by federalistic obstinacy among other causes, education has followed the general advance too slowly. Without rapid and sweeping improvements the Federal Republic would run the risk not only of losing contact with the world of to-morrow, but also of hazarding its social stability.

The banks, even more than most other service renderers, find themselves constantly facing new problems both on the home market and in international business. Within a few years important new developments have begun in connection with the classic bank activities: payments, the employment of funds and credit. Competition, especially brisk in the Federal Republic, compells great flexibility benefiting customers in all economic categories and population classes.

The banks on the threshold of the seventies

We think it remarkable that everywhere in the world there is an evident trend towards the all-purpose bank, as the form of institution which offers the customer the most comprehensive possible facilities for investment and financing. At the same time the big banks in the industrial countries are pursuing ambitious programmes designed to build up their foreign organization, either alone or through cooperation. For the big German banks, too, the road into the seventies is marked out by these two aims—to complete the range of services they offer and to increase their activity in international financing.

*

The new year, the last in our Bank's first century, has begun satisfactorily. In all important categories we have achieved further growth. Our liquidity, already rising in 1967 and 1968, is constantly fed afresh by the steady afflux of our customers' deposits, and so opens up for us a vast radius of action.

The Commerzbank in 1969

By continued education of our collaborators, by establishing 175 new branches within two years as well as by increasing automation of operational working we have greatly strengthened the base of the Bank. In international business we have enduringly reinforced our position. We expect therefore that the upward trend of our institute will continue on a wide front. We propose again—for the third time since 1967—to increase the capital by a share issue.

As in mid-March, 1969

Explanatory Notes on the Annual Accounts

The Balance Sheet and the Profit and Loss Account as at 31st December, 1968 had to be uniformly drawn up and classified in accordance with the Order of 20th December, 1967 concerning Forms for Classifying the Annual Accounts of Credit Institutions, and with the directives issued in that connection by the Federal Banking Supervisory Office in its Notice No. 1/68 of 22nd July, 1968.

The new accounting regulations have changed the description and the content of some important Balance Sheet items, as well as the principles for the offsetting of assets and liabilities in the Balance Sheet. So as to permit comparison the items in last year's Balance Sheet have been reclassified.

*

The Bank's Balance Sheet total rose by 19.5% in 1968 to DM 15,432.1 million. The principal Balance Sheet items changed as follows:

ASSETS	mill. DM	LIABILITIES	mill. DM
Cash, including cheques, items for collection and bills	+ 56.7	Liabilities to credit institutions	+ 98.9
Claims on credit institutions	+ 1,379.0	a) demand	+ 94.3
Bonds and securities	+ 287.3	b) time	+ 4.6
Claims on customers	+ 766.1	Liabilities to other creditors	+ 2,323.0
Land, buildings and participations	+ 9.1	a) demand	+ 328.5
Office furniture and equipment	+ 19.4	b) time	+ 1,469.4
Rest (including loans on a trust basis)	+/. 4.2	c) savings	+ 525.1
	<u>+ 2,513.4</u>	Provisions	+ 19.7
		Capital and reserves	+ 55.0
		Rest (including loans on a trust basis)	+ 16.8
			<u>+ 2,513.4</u>

The turnovers on our German and foreign customers' accounts in DM and other currencies rose further in the course of the accounting year.

Assets

The cash reserve, consisting of cash, balances at the Deutsche Bundesbank and on postal cheque account, amounted at the end of the year to DM 1,137.5 million; it covered 8.2% of the liabilities to credit institutions and other creditors, with a life of less than four years, as well as our own acceptances in circulation.

The total liquid assets rose to DM 7,026.8 million. The proportion in which they covered the said liabilities reached 50.4% as against 49.4% a year before.

Claims on credit institutions

The Claims on credit institutions include credit balances currently arising from clearings, money market investments and loans to German and foreign banks. Their total rose by DM 1,379.0 million, reaching DM 2,881.1 million. The rise was due to the increased employment of money market funds and to larger lendings.

The said claims are made up of:

	1968	1967
	Mill. DM	Mill. DM
Funds employed		
demand	539.7	504.3
time	1,865.9	693.8
Lendings	475.5	304.0
of which at long term	(208.8)	(83.7)
Claims on credit institutions, total	2,881.1	1,502.1

The lendings serve chiefly to finance our customers' export business.

Securities

Bonds and other debt instruments rose by 29.4% to DM 866.5 million. They now include the items formerly shown as medium-term notes. Of the total amount DM 618.0 million, or 71.3%, are eligible as security for Deutsche Bundesbank advances.

The item Securities, so far as they have not to be shown in other items, now comprises only marketable shares and investment fund units plus miscellaneous securities. In comparison with last year there is a rise by DM 90.6 million to the level of DM 574.8 million; it relates almost exclusively to the marketable items.

In the same way as in previous years all the security holdings were entered in the Balance Sheet according to the minimum value principle.

Credit business

The total amount borrowed from us, including our lendings to banks but excluding loans on a trust basis, rose in 1968 by DM 1,274.7 million, or 15.2%, to DM 9,680.5 million.

This total amount comprised:

	1968	1967
Claims on credit institutions	DM 475.5 million = 4.9%	DM 304.0 million = 3.6%
customers	DM 5,800.9 million = 59.9%	DM 5,034.8 million = 59.9%
Advances and acceptance credits	DM 6,276.4 million = 64.8%	DM 5,338.8 million = 63.5%
Discounts	DM 3,404.1 million = 35.2%	DM 3,067.0 million = 36.5%
Total lendings	DM 9,680.5 million = 100.0%	DM 8,405.8 million = 100.0%

The structure of our lending business continues to be characterized by its broad spread.

Classified by size and number, the credits granted were as follows:

		1968	1967
205,349 credits up to DM 20,000.—	89.2 %	89.6 %
16,216 credits over DM 20,000.—	up to DM 100,000.—	7.0 %	6.4 %
		96.2 %	96.0 %
7,368 credits over DM 100,000.—	up to DM 1,000,000.—	3.2 %	3.3 %
1,418 credits over DM 1,000,000.—	0.6 %	0.7 %
		100.0 %	100.0 %

In valuation of the relevant assets due allowance was made for all discernible risks through individual adjustments and provisions. In addition the prescribed global value adjustment was applied to the extent permitted by tax regulations.

Trends in individual categories of lending business were as follows:

The short and medium-term advances and acceptance credits rose by DM 328.1 million to a total of DM 4,835.1 million. Of this rise the lendings to non-bank customers accounted for DM 281.7 million.

Our customers' demand for longer-term funds further increased. The long-term lendings, up by DM 609.5 million, had a good share in the rise of the total. They amounted at Balance Sheet date to DM 1,441.3 million. 31.7% of these lendings were financed through taking long-term loans, most of which come from the Kreditanstalt für Wiederaufbau (Reconstruction Loan Corporation) as well as from other public entities and banks. So far as this had been agreed with the lending institutions, we transmitted the funds to the borrowers on the terms fixed by those institutions.

Our discount business increased on the year by DM 337.1 million to a total of DM 3,404.1 million. Our holding included DM 134.8 million of bills purchased from banks for the employment of funds. Approximately 92.7% of the bills acquired were in the Bank's hands at Balance Sheet date.

The Equalization Claims declined by DM 2.4 million to the level of DM 92.0 million. The reduction resulted from DM 1.6 million of repayments according to plan and from DM 0.8 million of special repayments in accordance with Article 9 of the Law on Redemption of Equalization Claims.

Equalization and
Covering Claims

The Covering Claims rose by DM 1.4 million, reaching DM 36.0 million, because further sums were credited to our customers' savings accounts in accordance with the Equalization of Burdens Law.

Regulation 42 under the Conversion Law requires us, within one month after our 1968 accounts have been established, to hand back DM 6,513,885.— to the Länder without any offset. Against this requirement suitable provisions have been accumulated.

Loans, which we administer on a trust basis, amount to DM 44.1 million. Claims on revenue authorities for savings premiums are no longer to be included in this item; they are shown as a note to the Balance Sheet.

Loans on a
trust basis

Participations Our investments in associated companies have a book value of DM 127.2 million. The additions, including transfers due to the new form of the Balance Sheet, amounted to DM 21.4 million; most of them affect investments in credit institutions.

We acquired the following new participations:

Aufbau-Gesellschaft Wolfsburg mbH, Wolfsburg
Banco de Investimento do Brasil S.A. (B.I.B.), Rio de Janeiro
Deutsche Tanker Finanz GmbH, Hamburg
Pakistan Industrial Credit & Investment Corp. Ltd., Karachi
Rifbank S.A.L., Beirut (Lebanon)
Teollistamisrahasto Oy, Helsinki
Textil-Beratungs-Gesellschaft mbH, Frankfurt a. M.
Treuhand- und Holding-Gesellschaft mbH, Frankfurt a. M.

The rest of the additions reflected capital increases, calls paid up and supplementation of holdings.

In the course of the year we disposed of our interest in the Vereinsbank in Nürnberg, Nürnberg (*Nuremberg*). This, together with various other sales, brought the total disposals up to DM 18.2 million. Depreciation was small at DM 60,598.28.

At the end of the year under review we held investments as follows:

a) Subsidiaries

Atlas-Vermögensverwaltungs-GmbH, Düsseldorf
Capital DM 0.10 million, our proportion 100.0 %
Aussenhandel-Förderungsgesellschaft mbH, Düsseldorf
Capital DM 0.10 million, our proportion 100.0 %
Bank für Teilzahlungskredit GmbH, Düsseldorf
Capital DM 3.50 million, our proportion 100.0 %
Berliner Commerzbank Aktiengesellschaft, Berlin
Capital DM 17.50 million, our proportion 100.0 %
Commercium Vermögensverwaltungs-GmbH, Hamburg
Capital DM 0.05 million, our proportion 100.0 %
Hamburgische Grundstücks Gesellschaft m.b.H., Hamburg
Capital DM 0.02 million, our proportion 100.0 %
von der Heydt-Kersten & Söhne, Wuppertal-Elberfeld
Capital DM 7.00 million, our proportion 100.0 %
Ilseder Bank, Sandow & Co., Peine
Capital DM 2.00 million, our proportion 100.0 %
Immobilien- und Wohnungs-Gesellschaft mbH, Hamburg
Capital DM 0.05 million, our proportion 90.0 %
C. Portmann, Frankfurt a. M.
Capital DM 0.10 million, our proportion 100.0 %
Friedrich W. Thomas, Hamburg
Capital DM 0.50 million, our proportion 100.0 %.

b) Tax-privileged investments
(our interest in the capital 25% or more)

- Absatzkreditbank Aktiengesellschaft, Hamburg
Capital DM 2.00 million, our proportion 32.5%
- Almüco Vermögensverwaltungsgesellschaft m.b.H., München (*Munich*)
Capital DM 39.00 million, our proportion 25.0%
- Deutsche Hypothekenbank, Bremen
Capital DM 25.00 million, our proportion 25.5%
- Deutsche Schiffsbeleihungs-Bank Aktien-Gesellschaft, Hamburg
Capital DM 10.00 million, our proportion 28.5%
- Deutscher Rhederei-Verein in Hamburg, Hamburg
Capital DM 1.00 million, our proportion 29.9%
- Gesellschaft für die Freigabe Deutscher Vermögenswerte in Österreich mbH, Frankfurt a. M.
Capital DM 0.02 million, our proportion 25.0%
- Gesellschaft für Kreditsicherung mbH, Köln (*Cologne*)
Capital DM 0.30 million, our proportion 26.7%
- Liquidations-Casse in Hamburg Aktiengesellschaft, Hamburg
Capital DM 0.58 million, our proportion 25.0%
- Lübecker Flender-Werke Aktiengesellschaft, Lübeck
Capital DM 15.00 million, our proportion 68.9%
- Rheinische Hypothekenbank, Mannheim
Capital DM 20.00 million, our proportion 25.0%
- Sächsische Bodencreditanstalt, Berlin/Frankfurt a. M.
Capital DM 7.50 million, our proportion 25.1%
- Treuhand- und Holding-Gesellschaft mbH, Frankfurt a. M.
Capital DM 0.14 million, our proportion 50.0%

c) Other investments
(our interest in the capital under 25%)

- Adela Investment Company S.A., Luxembourg/Lima (Peru)
Capital US \$ 50.00 million, our proportion 1.0%
- ADIG Allgemeine Deutsche Investment-Gesellschaft mbH, München (*Munich*)/Düsseldorf
Capital DM 2.50 million, our proportion 4.0%
- AKA Ausfuhrkredit-Gesellschaft mbH, Frankfurt a. M.
Capital DM 34.08 million, our proportion 12.8%
- Anlage-Gesellschaft für französische Aktienwerte mbH, Düsseldorf
Capital DM 0.50 million, our proportion 20.0%
- Anlage-Gesellschaft mbH für englische und holländische Aktienwerte, Düsseldorf
Capital DM 0.50 million, our proportion 20.0%
- Aufbau-Gesellschaft Wolfsburg mbH, Wolfsburg
Capital DM 0.20 million, our proportion 7.1%
- Banco de Investimento do Brasil S.A. (B.I.B.), Rio de Janeiro
Capital NCr. \$ 9.00 million, our proportion 5.0%
- Banque Marocaine du Commerce Extérieur, Casablanca
Capital Dirham 10.00 million, our proportion 2.8%

Banque Nationale pour le Développement Economique, Rabat
 Capital Dirham 20.00 million, our proportion 1.0%

Bavaria-Filmkunst GmbH, München (*Munich*)
 Capital DM 8.00 million, our proportion 12.0%

Bayerischer Kassen-Verein AG, München (*Munich*)
 Capital DM 0.50 million, our proportion 8.0%

Compagnie Internationale de Crédit à Moyen Terme S.A., Lausanne
 Capital sfr 5.00 million, our proportion 10.0%

Deltec Panamerica S.A., Nassau (Bahamas)
 Capital 10 million shares, our proportion 1.0%

Deutsche Schiffahrtsbank Aktiengesellschaft, Bremen
 Capital DM 16.00 million, our proportion 9.1%

Deutsche Tanker Finanz GmbH, Hamburg
 Capital DM 0.30 million, our proportion 16.7%

European Enterprises Development Company E.E.D., S.A., Luxembourg
 Capital lfr 400.00 million, our proportion 1.3%

Finanzierungsges. für Industrielieferungen AG — Maschinenbank —, Frankfurt a. M.
 Capital DM 1.50 million, our proportion 15.0%

Frankfurter Kassenverein AG, Frankfurt a. M.
 Capital DM 1.50 million, our proportion 10.0%

Gesellschaft zur Finanzierung von Industrieanlagen mbH, Frankfurt a. M.
 Capital DM 1.00 million, our proportion 12.8%

Groupement Immobilier Européen d'Etudes et de Participations, Paris
 Capital FF 2.50 million, our proportion 3.0%

Hamburgische Baukasse Aktiengesellschaft, Hamburg
 Capital DM 0.75 million, our proportion 20.0%

Industrial Finance Corporation of Thailand, Bangkok
 Capital Baht 50.00 million, our proportion 3.0%

Interfonds Internationale Investmenttrust-Gesellschaft, Basel (*Basle*)
 Capital sfr 1.00 million, our proportion 15.0%

International Commercial Bank Ltd., London
 Capital £ 3.15 million, our proportion 11.1%

Lombardkasse AG, Frankfurt a. M.
 Capital DM 1.00 million, our proportion 14.8%

Niedersächsischer Kassenverein AG, Hannover (*Hanover*)
 Capital DM 0.25 million, our proportion 10.0%

Nigerian Industrial Development Bank Ltd., Lagos
 Capital £N 2.25 million, our proportion 1.7%

Norddeutscher Kassenverein Aktiengesellschaft, Hamburg
 Capital DM 0.50 million, our proportion 12.0%

Pakistan Industrial Credit & Investment Corp. Ltd., Karachi
 Capital pR 50.00 million, our proportion 0.4%

Privatdiskont-Aktiengesellschaft, Frankfurt a. M.
 Capital DM 5.00 million, our proportion 9.0%

Rifbank S.A.L., Beirut (Lebanon)
 Capital £L 4.00 million, our proportion 20.0%

Selected Risk Investments S.A., Luxembourg
 Capital \$ 15.00 million, our proportion 8.0%

Société Financière pour les Pays d'Outre-Mer S.A., Geneva
 Capital sfr 40.00 million, our proportion 15.0%

Société de Gestion Luxembourgeoise S.A., Luxembourg
 Capital lfr 10.00 million, our proportion 10.0%

Stuttgarter Kassenverein Wertpapiersammelbank AG, Stuttgart
 Capital DM 0.50 million, our proportion 8.8%

Teollistamisrahasto Oy, Helsinki
 Capital Fmk 27.00 million, our proportion 0.6%

Textil-Beratungs-Gesellschaft mbH, Frankfurt a. M.
 Capital DM 0.10 million, our proportion 7.0%

Tourinvest S.A., Luxembourg
 Capital lfr 70.00 million, our proportion 1.4%

Union Internationale de Banques, Tunis
 Capital tD 700,000, our proportion 4.0%

Wertpapiersammelbank Nordrhein-Westfalen AG, Düsseldorf
 Capital DM 0.50 million, our proportion 15.0%

World Banking Corporation Ltd., Nassau (Bahamas)
 Capital Bahama \$ 12.00 million, our proportion 0.3%.

The subsidiaries' 1968 annual accounts are included in our Consolidated Annual Accounts; we refer to them in a separate Group Report.

Our subsidiaries and associates continued to do well during 1968. Income amounting to DM 8.8 million was received.

All the companies in which we hold 25% or more of the nominal capital are listed on page 44 of this Report. These investments are included under the headings of Securities and Participations.

Our land and buildings, as shown in the Balance Sheet, changed as follows during the year: Land and buildings

	Bank premises	Other properties
Balance Sheet value at 31 Dec. 1967 . . .	DM 157.7 million	DM 7.2 million
Additions	DM 22.1 million	DM 2.5 million
	DM 179.8 million	DM 9.7 million
Disposals	DM 0.3 million	DM 1.7 million
Depreciation	DM 5.8 million	DM 0.2 million
Balance Sheet value at 31 Dec. 1968 . . .	DM 173.7 million	DM 7.8 million

The additions chiefly reflect purchases, new buildings and extensions at Baden-Baden, Bielefeld, Essen, Frankfurt a. M., Mainz and Wuppertal.

The equipping of a further 86 new offices and the current automation of our banking business made it necessary to procure office furniture and equipment, of all kinds, amounting to DM 35.3 million. Office furniture and equipment

In earlier years we had accumulated undisclosed reserves by immediately writing off items procured. This year we wrote back a further DM 5.0 million of these reserves, and carried the corresponding amount to free reserves through the Profit and Loss Account.

After DM 17.8 million of transfers due to the new form of the accounts, DM 0.3 million disposals and DM 20.5 million depreciation the item appears in the Balance Sheet at DM 67.0 million.

Other assets The new directives concerning Balance Sheets require that the holdings of gold bullion, coins and medals, as well as various non-banking assets shall be shown as Other assets.

Liabilities

The order concerning the form of bank Balance Sheets also entailed reclassification of the liabilities side. The distinction is no longer between deposits, borrowed funds (nostro liabilities) and loans taken at long term, but between Liabilities to credit institutions and Banking liabilities to other creditors.

Liabilities The structure of these two items at the close of the year, and their change on the year, is shown by the following table:

	1968			1967		
Liabilities to credit institutions:						
demand	DM	903.7 million =	6.3%	DM	809.4 million =	6.8%
time	DM	1,401.9 million =	9.7%	DM	1,397.3 million =	11.6%
customers' drawings on credits opened at other institutions	DM	0.4 million =	— %	DM	0.4 million =	— %
	DM	2,306.0 million =	16.0%	DM	2,207.1 million =	18.4%
Banking liabilities to other creditors						
demand	DM	3,442.0 million =	23.9%	DM	3,113.5 million =	26.0%
time	DM	5,087.7 million =	35.3%	DM	3,618.3 million =	30.2%
savings deposits .	DM	3,564.7 million =	24.8%	DM	3,039.6 million =	25.4%
	DM	12,094.4 million =	84.0%	DM	9,771.4 million =	81.6%
Total liabilities .	DM	14,400.4 million =	100.0%	DM	11,978.5 million =	100.0%

The liabilities to credit institutions and others rose in the year under review by DM 2,421.9 million, or 20.2%, to DM 14,400.4 million.

At DM 2,323.0 million the greater part of this rise was in credit balances of our non-bank customers; the liabilities to credit institutions rose by only DM 98.9 million.

Own acceptances The amount of acceptance credits used by our customers rose from DM 146.3 to 161.5 million. Only DM 6.4 million of our own acceptances were in circulation at Balance Sheet date.

In accordance with actuarial calculations our provisions for pensions are shown DM 6.3 million higher at DM 136.2 million. They cover the present values of our pension liabilities and expectancies.

Provisions

The other provisions amount to DM 97.5 million. Apart from provisions for tax they include other liabilities of uncertain amount, as well as that part of the global value adjustment not deductible from asset items in the Balance Sheet.

In pursuance of the resolution adopted by the General Meeting on 15th May, 1968 our Capital was increased by DM 25 million, and now amounts to DM 275 million.

Capital
and reserves

Out of the past year's earnings we have allocated DM 25 million to the free reserves; we also allocated to them a further DM 5 million which resulted from the writing back of office furniture and equipment as an asset.

The Bank's capital and reserves thus comprise the following:

	1968	1967
Capital	DM 275 million	DM 250 million
Published reserves		
a) legal reserve	DM 76 million	DM 76 million
b) other reserves	DM 309 million	DM 279 million
	<u>DM 660 million</u>	<u>DM 605 million</u>

The endorsement liabilities on rediscounted bills of exchange amounted at Balance Sheet date to DM 246.9 million as compared with DM 156.4 million last year.

Appended notes
and other
observations

Liabilities arising from guarantees, including guarantees of bills and cheques and from indemnities amounted at Balance Sheet date to DM 1,298.4 million, being up on the year by 11.6%.

Contingent liabilities for calls on shares, not fully paid up, in companies in AG and GmbH form, amounted at Balance Sheet date to DM 4.6 million.

Profit and Loss Account

In regard to the 1968 annual accounts the legislature for the first time laid down a form of the Profit and Loss Account for credit institutions, which are run as joint stock companies. The directives issued in this connection basically call for observance of the gross accounting principle embodied in the 1965 Law on Limited Companies (Aktien-gesetz). As regards items in the Profit and Loss Account the expenses and receipts are to be shown without offsetting. By way of exception the Order provides in Article 4 for offsetting certain expense and receipt items which arise from valuation of the lending and security business. We have effected this offset. This, the first application of the new rules, prevents comparison with corresponding figures for the previous year.

The Interest and similar receipts from lending and money market transactions, at DM 643.7 million, have against them Interest and similar expenses amounting to DM 405.2 million. The net interest received thus amounts to DM 238.5 million. The increase in the volume of business did not fully make good the narrowing of the margin between debtor and creditor interest rates.

Current receipts from fixed-interest securities and debt register claims, other securities and participations amounted to DM 92.3 million. They include an appreciable proportion of tax-free or preferentially taxed interest as well as tax-privileged dividends received from associates.

Services produced good results last year. Especially on securities and in foreign business the turnover increased. Commissions and other receipts from service transactions yielded DM 103.0 million. On the other hand Commissions and similar expenses in respect of service transactions took DM 0.7 million, so that a gross surplus of DM 102.3 million remains.

Other receipts, including those from the writing back of provisions in connection with lending business, are shown at DM 75.9 million. They include gains on security and foreign exchange transactions, as well as on participations, and rents received from real estate held. We likewise put into this item the further DM 5.0 million of undisclosed reserves written back in respect of office furniture and equipment.

As Depreciation and adjustments on claims and securities, as well as allocations to provisions in connection with lending business we show DM 7.7 million.

Employment costs in the year under review comprised:

Salaries and wages	DM 198.4 million
Compulsory social security contributions	DM 15.7 million
Expenditure on retirement pensions and other benefits	DM 22.5 million
	<u>DM 236.6 million</u>

The extension of our branch network, as well as growth of business, entailed an increase of staff. The collective wage increase agreed with effect from 1st March, 1968, like the salary adjustments, also tended to raise costs.

Expenditure on materials for the banking business amounted to DM 98.0 million, and other expenditure to DM 4.0 million. The growth of our business, and the further extension of our branch system, produced a greater effect on individual categories of costs.

Depreciation and adjustments on land and buildings, as well as on office furniture and equipment, amounted to DM 26.5 million and were applied to the fiscally permitted extent.

Taxes on income, earnings, property and other taxes amounted in 1968 to DM 59.8 million.

For the year under review the remuneration of the Board of Management members amounted to DM 4,051,230.10, while the pensions paid to former members of that Board and their surviving dependants reached DM 903,532.—. To the members of the Supervisory Board DM 1,021,414.— was paid, and to those of the Central Council DM 343,440.—. The members of our Regional Councils received DM 849,987.50.

As an element in our security business during the year we acquired, and resold, some of our own shares. The turnover amounted to 289,832 shares. The proceeds of sale were reallocated to working funds. The turnovers effected in our own shares, as commission transactions on the basis of customers' orders, are not included in the amount mentioned. At Balance Sheet date we held none of our own shares, but had taken altogether 51,962 of our own shares from borrowing customers as collateral security.

Our affiliates include:

Affiliates

Atlas-Vermögensverwaltungs-GmbH, Düsseldorf
Aussenhandel-Förderungsgesellschaft mbH, Düsseldorf
Bank für Teilzahlungskredit GmbH, Düsseldorf
Berliner Commerzbank Aktiengesellschaft, Berlin
Commercium Vermögensverwaltungs-GmbH, Hamburg
Hamburgische Grundstücks Gesellschaft m.b.H., Hamburg
von der Heydt-Kersten & Söhne, Wuppertal-Elberfeld
Ilseder Bank, Sandow & Co., Peine
Immobilien- und Wohnungs-Gesellschaft mbH, Hamburg
Lübecker Flender-Werke Aktiengesellschaft, Lübeck
Norddeutsche Immobilien- und Verwaltungs-GmbH, Hamburg
C. Portmann, Frankfurt a. M.
Friedrich W. Thomas, Hamburg.

As regards the legal and business relationships with these affiliates we have to state the following:

Atlas-Vermögensverwaltungs-GmbH, Düsseldorf

This company's capital, amounting to DM 100,000.—, is 100% in our hands. The object of the enterprise is to administer, acquire and realise assets of every kind. We stand at the company's disposal in the course of ordinary banking business.

Aussenhandel-Förderungsgesellschaft mbH, Düsseldorf

We hold 100% of the capital, amounting to DM 100,000.—. This company promotes foreign trade in all forms. It holds credit balances with us.

Bank für Teilzahlungskredit GmbH, Düsseldorf

In April, 1968 this instalment credit institution took over, and amalgamated with, BTK Bank für Teilzahlungskredit GmbH, München (*Munich*), with effect from the beginning of that year. It now has offices at Bielefeld, Düsseldorf, Duisburg-Hamborn, München (*Munich*) and Stuttgart.

The capital, which remains unchanged at DM 3.5 million, is all held by us. The company conducts its payments through us. Credits are obtained to finance the business, and deposits are kept.

Berliner Commerzbank Aktiengesellschaft, Berlin

Since the increase effected in 1968 the capital of this bank, which is our Berlin subsidiary, amounts to DM 17.5 million. It is entirely in our hands. The course of business during 1968 was satisfactory. Out of the year's net earnings DM 1.0 million was allocated to the reserves, which now amount (after having received DM 2.5 million from the premium on the capital increase) to DM 17.5 million. DM 2.1 million was made available to pay a dividend which, at 12%, was the same as for the previous year. The Balance Sheet total rose by DM 63.3 million to the level of DM 773.3 million. The liabilities to credit institutions and other creditors rose by DM 61.7 million, reaching DM 718.4 million, while savings deposits grew by DM 22.0 million to a total of DM 203.4 million. The growth of these liability items was especially reflected in an increase of lendings to non-bank customers, as well as in a greater holding of loans and bonds.

The bank has 36 offices in Berlin.

Commercium Vermögensverwaltungs-GmbH, Hamburg

The company's capital, amounting to DM 50,000.—, is all held by us. The object of the enterprise is to manage assets of every kind. We conduct a current account for the company, which also effects security commission transactions with us.

Hamburgische Grundstücks Gesellschaft m.b.H., Hamburg

The company's DM 20,000.— capital is entirely in our hands. The enterprise's object is to acquire, alienate and manage real properties, besides effecting the related transactions. We stand at the company's disposal for the purpose of handling bank payments.

von der Heydt-Kersten & Söhne, Wuppertal-Elberfeld

This private banking firm's limited-liability capital, amounting to DM 7.0 million, is all in our hands. The firm is integrated into our Bank's organization. Besides a head office at Wuppertal-Elberfeld it has branches at Wuppertal-Vohwinkel and Langenberg. Apart from handling the banking business we hold credit balances of considerable size.

Ilseder Bank, Sandow & Co., Peine

In this firm, which conducts banking business of all kinds, we are the sole limited partner and hold an interest amounting to DM 2.0 million. As regards organization the firm is fully integrated into our Bank's office network.

Immobilien- und Wohnungs-Gesellschaft mbH, Hamburg

This company's capital amounts to DM 50,000.—, of which we hold 90%, that is DM 45,000.—. The rest of the capital is held by our subsidiary Hamburgische Grundstücks Gesellschaft m.b.H. The company's object is to acquire and manage real properties, and also to build dwellinghouses for rent.

Lübecker Flender-Werke Aktiengesellschaft, Lübeck

This is one of the larger German shipbuilding companies. Of its capital, amounting to DM 15.0 million, we hold about 69%. Last year the company paid a 6% dividend. The course of business in 1968, the accounts for which are not yet available, was satisfactory.

Norddeutsche Immobilien- und Verwaltungs-GmbH, Hamburg

The company's capital amounts to DM 20,000.—. The shares are held 75% by Immobilien- und Wohnungs-Gesellschaft mbH, and 25% by Hamburgische Grundstücks Gesellschaft m.b.H. The company confines itself to managing land and buildings. It channels its payments through us, and obtained credit to finance its business.

C. Portmann, Frankfurt a. M.

We are the sole limited partner in this private banking firm. The limited-liability capital amounts to DM 100,000.—. The banking business is done exclusively with us.

Friedrich W. Thomas, Hamburg

This firm engages in all forms of banking, chiefly deposit, credit and security business. Our limited-liability holding amounts to DM 500,000.—. The firm keeps credit balances with us and handles its payments through us. We act for the firm in security business, and also stand ready to provide funds for financing purposes.

During the year under review these enterprises effected no transactions which could materially affect the position of our Bank.

*

After allocation of DM 25,000,000.— out of the year's profit, and a further DM 5,000,000.— from writing back office furniture and equipment as an asset to the reserves there remains a profit of

DM 46,750,000.—.

We propose that this amount be used to pay a dividend at the rate of DM 8.50 per share.

Düsseldorf, 25th March, 1969

THE BOARD OF MANAGEMENT

Brands	Dhom	Lichtenberg	Marx	Meier-Bruck
	Polke	Rieche	Roedern	Sureth
Deputy Members:	Fuchs	Niederste-Ostholt	Reckel	

Holdings in Enterprises in which we had, on 31st December, 1968, an interest amounting to 25% or more

In the under-mentioned enterprises we hold 25%, or more, of the nominal capital. These holdings are included in the Balance Sheet items "Securities" and "Participations".

Holdings which amount to 50%, or more, of the Capital

Atlas-Vermögensverwaltungs-GmbH, Düsseldorf
 Aussenhandel-Förderungsgesellschaft mbH, Düsseldorf
 Bank für Teilzahlungskredit G.m.b.H, Düsseldorf
 Berliner Commerzbank Aktiengesellschaft, Berlin
 commercium Vermögensverwaltungs-GmbH, Hamburg
 Hamburgische Grundstücks Gesellschaft m.b.H., Hamburg
 von der Heydt-Kersten & Söhne, Wuppertal-Elberfeld
 Ilseder Bank Sandow & Co., Peine
 Immobilien- und Wohnungs-Gesellschaft mbH, Hamburg
 Lübecker Flender-Werke Aktiengesellschaft, Lübeck
 C. Portmann, Frankfurt a. M.
 Friedrich W. Thomas, Hamburg

Holdings which amount to 25%, or more, of the Capital

Absatzkreditbank Aktiengesellschaft, Hamburg
 Almüco Vermögensverwaltungsgesellschaft mbH, München (*Munich*)
 Beton- und Monierbau Aktien-Gesellschaft, Düsseldorf
 Commerzbank Aktiengesellschaft von 1870, Hamburg
 Dampfschiffahrts-Gesellschaft „Neptun“, Bremen
 Deutsche Hypothekenbank, Bremen
 Deutsche Schiffsbeleihungs-Bank Aktien-Gesellschaft, Hamburg
 Deutscher Rhederei-Verein in Hamburg, Hamburg
 Gesellschaft für die Freigabe deutscher Vermögenswerte
 in Österreich mbH, Frankfurt a. M.
 Gesellschaft für Kreditsicherung mbH, Köln (*Cologne*)
 Hannoversche Papierfabriken Alfeld-Gronau, vorm. Gebr. Woge, Alfeld (Leine)
 Hotelbetriebs-Aktiengesellschaft, Berlin
 Kaiser-Brauerei Aktiengesellschaft, Hannover (*Hanover*)
 Kamerun-Kautschuk-Compagnie AG, Hamburg
 Karstadt Aktiengesellschaft, Hamburg/Essen
 Kaufhof Aktiengesellschaft, Köln (*Cologne*)
 Liquidations-Casse in Hamburg Aktiengesellschaft, Hamburg
 H. Maihak Aktiengesellschaft, Hamburg
 Porzellanfabrik Kahla, Schönwald (Oberfranken)
 Rheinische Hypothekenbank, Mannheim
 Sächsische Bodencreditanstalt, Berlin/Frankfurt a. M.
 Stern-Brauerei Carl Funke Aktiengesellschaft, Essen
 Treuhand- und Holding-Gesellschaft mbH, Frankfurt a. M.

REPORT OF THE SUPERVISORY BOARD

During the year under review the Supervisory Board performed the duties which are incumbent on it in accordance with the legal provisions, and currently supervised the conduct of the Bank's business. The Board, both itself and through committees appointed by it, reviewed the significant business transactions and discussed them in regular conferences with the Board of Management.

The Annual Statement of Accounts and the Report for the period from 1st January to 31st December, 1968 have with the inclusion of the bookkeeping been audited by the Auditor, the Deutsche Revisions- und Treuhand-Aktiengesellschaft, Treuarbeit, Düsseldorf, and were found to be in accordance with law as well as with the Articles of Association. The Supervisory Board has taken affirmative note of the result of the audit.

According to the conclusive result reached through its examination of the Annual Statement of Accounts and the Report presented by the Board of Management the Supervisory Board has no objections to raise. It has approved the Annual Statement of Accounts. This is thereby established. The Supervisory Board declares itself to be in agreement with the Board of Management's proposal for the appropriation of the Profit.

The Board of Management has further presented to the Supervisory Board the Consolidated Annual Accounts, the Group Report and the Report of the Group Auditor, the Deutsche Revisions- und Treuhand-Aktiengesellschaft, Treuarbeit, Düsseldorf. The Supervisory Board has taken note of these documents and of the fact that the Group Auditor has to that extent also given its unrestricted confirmatory certificate.

Düsseldorf, 8th April, 1969

THE SUPERVISORY BOARD

Dr. Hanns Deuss

Chairman

ASSETS

BALANCE SHEET AS

	DM	DM
1. Cash		104,751,202.25
2. Balance at the Deutsche Bundesbank		996,291,293.56
3. Balances on Postal Cheque Account		36,488,532.75
4. Cheques, Matured Bonds, Interest and Dividend Coupons as well as items received for collection		179,759,671.58
5. Bills of Exchange		3,157,221,852.57
including: a) rediscountable at the Deutsche Bundesbank	DM 2,433,431,173.80	
b) Own Drawings	DM 57,897.—	
6. Claims on Credit Institutions		
a) payable on demand	615,777,479.74	
b) for agreed periods, or at agreed periods of notice, of		
ba) less than three months	614,884,490.97	
bb) at least three months, but less than four years	1,441,592,357.23	
bc) four years or longer	208,819,558.76	2,881,073,886.70
7. Treasury Bills and Non-Interest-Bearing Treasury Bonds		
a) of the Federal Government and the Länder	136,636,144.31	
b) others	115,830,367.90	252,466,512.21
8. Loans and Bonds		
a) with agreed periods of up to four years		
aa) of the Federal Government and the Länder	DM 83,083,822.76	
ab) of credit institutions	DM 65,864,943.11	
ac) others	DM 212,010.—	
including: eligible as security for Deutsche Bundesbank advances	DM 116,061,821.42	
b) with agreed periods of more than four years		
ba) of the Federal Government and the Länder	DM 150,717,582.26	
bb) of credit institutions	DM 428,033,104.80	
bc) others	DM 138,596,568.48	
including: eligible as security for Deutsche Bundesbank advances	DM 501,978,178.24	
9. Securities, so far as they are not to be shown in other items		
a) Shares marketable on the Stock Exchange and Investment fund units	525,991,433.20	
b) Other Securities	48,815,928.44	574,807,361.64
including: Holding of more than one-tenth of the shares in a joint-stock company or mining company, excluding participations	DM 349,156,914.44	
10. Claims on Customers for agreed periods, or at agreed periods of notice, of		
a) less than four years	4,568,368,874.43	
b) four years or longer	1,232,533,389.54	5,800,902,263.97
including: ba) secured by Mortgages on Real Estate	DM 3,191,577.07	
bb) Communal Loans	DM 34,581,350.66	
11. Equalization and Covering Claims on the Public Authorities		128,030,432.47
12. Loans on a Trust Basis		44,137,626.72
13. Participations		127,214,683.46
including: in Credit Institutions	DM 95,334,683.38	
14. Real Estate and Buildings		181,513,376.21
15. Office Furniture and Equipment		67,048,472.43
16. Outstanding contributions to the capital		—.—
17. Own shares		—.—
18. Shares of a Controlling or Majority-Holding Company		—.—
19. Own Debt Certificates		—.—
20. Other Assets		33,663,619.31
21. Transitory Items		256,381.91
22. Loss		—.—
Total Assets		15,432,135,201.15
23. The Assets and the Rights of Recourse in respect of the Liabilities shown on the Liabilities Side include		
a) Claims on Connected Enterprises		17,239,684.33
b) Claims which arise from Credits falling under Article 15, paragraph 1, items 1 to 6, and paragraph 2, of the Banking Law, so far as they are not shown in a)		25,599,654.96

	DM	DM	DM
1. Liabilities to Credit Institutions			
a) payable on demand		903,646,438.54	
b) for agreed periods, or at agreed periods of notice, of			
ba) less than three months	459,665,333.22		
bb) at least three months, but less than four years	565,749,942.31		
bc) four years or longer	376,512,292.83	1,401,927,568.36	
including: due in less than			
four years DM 124,039,370.87			
c) Customers' drawings on credits opened at other institutions		392,711.55	2,305,966,718.45
2. Banking Liabilities to Other Creditors			
a) payable on demand		3,422,006,282.79	
b) for agreed periods, or at agreed periods of notice, of			
ba) less than three months	1,026,395,867.42		
bb) at least three months, but less than four years	3,980,671,223.98		
bc) four years of longer	80,613,444.69	5,087,680,536.09	
including: due in less than			
four years DM 49,097,256.59			
c) Savings Deposits			
ca) subject to legal period of notice	1,649,967,530.97		
cb) others	1,914,690,686.93	3,564,658,217.90	12,094,345,036.78
3. Bonds with agreed period of			
a) up to four years		—	
b) more than four years		—	
including: due in less than four			
years DM —			
4. Own Acceptances and Promissory Notes in Circulation			6,366,216.96
5. Loans on a Trust Basis			44,137,626.72
6. Provisions			
a) for Pensions		136,247,870.—	
b) others		97,450,945.01	233,698,815.01
7. Value Adjustments			
a) Individual Adjustments		—	
b) Prescribed Global Value Adjustments		—	
8. Other Liabilities			7,393,756.38
9. Transitory Items			33,204,760.55
10. Special Reserves not yet taxed			
according to Article 1, paragraph 1, item 2, of the Development			
Aid Tax Law			272,270.30
11. Capital			275,000,000.—
12. Published Reserves			
a) Legal Reserve		76,000,000.—	
b) Other Reserves		309,000,000.—	385,000,000.—
(Allocations from the year's net earnings DM 30,000,000.—)			
13. Profit			46,750,000.—
Total Liabilities			15,432,135,201.15
14. Own Drawings in Circulation			—
including: discounted and credited to the borrowers in account DM —			
15. Endorsement Liabilities on Bills of Exchange in Circulation			246,906,288.04
16. Liabilities arising from Guarantees, including Guarantees of Bills and Cheques, and from Indemnity Agreements			1,298,382,202.61
17. Obligations in case of repurchase of items assigned en pension, so far as these Obligations have not to be shown on the Liabilities Side			108,652,500.—
18. Contingent Liability on Securities provided for Liabilities of Others			—
19. Savings Premiums under the Savings Premium Law			60,906,205.81
20. The Liabilities comprise those (including those in items 14-18) to connected Enterprises, namely			58,483,816.80

EXPENDITURE

PROFIT AND LOSS ACCOUNT

	DM	DM
1. Interest and Similar Expenditure		405,191,397.26
2. Commissions and Similar Expenditure in respect of Service Transactions		739,244.29
3. Depreciation and Value Adjustments on Claims and Securities, as well as Allocations to Provisions in connection with Lending Business		7,651,961.—
4. Salaries and Wages		198,443,905.23
5. Compulsory Social Security Contributions		15,683,152.19
6. Expenditure on Retirement Pensions and Other Benefits		22,478,492.47
7. Expenditure on Materials for the Banking Business		97,953,298.74
8. Depreciation and Value Adjustments on Land and Buildings, as well as on Office Furniture and Equipment		26,505,812.82
9. Depreciation and Value Adjustments on Participations		60,598.28
10. Taxes		
a) on Income, Earnings and Property	57,015,135.23	
b) others	2,832,949.91	59,848,085.14
11. Expenditure arising from Assumption of Losses		—.—
12. Allocations to Special Reserves not yet taxed		—.—
13. Other Expenditure		4,012,412.10
14. Profits transferred in pursuance of a Pooling Agreement, and of an Agreement for Transfer and Partial Transfer of Profits		—.—
15. Year's Net Earnings		76,750,000.—
	Total Expenditure	915,318,359.52

	DM	DM
1. Year's Net Earnings		76,750,000.—
2. Profit carried forward from the previous year		—.—
3. Taken from published Reserves		76,750,000.—
a) from the Statutory Reserve	—.—	
b) from Other Reserves	—.—	—.—
4. Allocations from the Year's Net Earnings to published Reserves		76,750,000.—
a) to the Statutory Reserve	—.—	
b) to Other Reserves	30,000,000.—	30,000,000.—
5. Profit		46,750,000.—

RECEIPTS

	DM	DM
1. Interest and Similar Receipts from Lending and Money Market Transactions		643,724,897.07
2. Current Receipts from		
a) fixed-interest Securities and Debt Register Claims	46,605,156.71	
b) Other Securities	36,957,984.76	
c) Participations	8,761,398.74	92,324,540.21
3. Commissions and Other Receipts from Service Transactions		103,008,544.10
4. Other Receipts, including those from the writing back of Provisions in connection with Lending Business		75,869,534.25
5. Receipts from Profit Pooling Agreements, from Agreements for Transfer and for Partial Transfer of Profits		76,291.23
6. Receipts from the writing back of Provisions, so far as they have not to be shown in 4		84,814.42
7. Receipts from the writing back of Special Reserves not yet taxed		229,738.24
8. Receipts arising from Assumption of Losses		—
Total Receipts		915,318,359.52

Pension payments amounting to DM 9,013,559.19 were effected during the year. For the next five years we expect pension payments equivalent to 102%, 106%, 109%, 111% and 114% of that amount.

Düsseldorf, 25th March, 1969

COMMERZBANK
AKTIENGESELLSCHAFT

THE BOARD OF MANAGEMENT

Brands Dhom Lichtenberg Marx Meier-Bruck

Polke Rieche Roedern Sureth

Deputy Members: Fuchs Niederste-Ostholt Reckel

According to our audit, which was duly carried out, the bookkeeping, the Annual Statement of Accounts and the Annual Report are in conformity with the provisions of the Law and the Bank's Articles of Association.

Düsseldorf, 28th March, 1969

DEUTSCHE REVISIONS- UND TREUHAND-AKTIENGESellschaft

TREUARBEIT

WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT · STEUERBERATUNGSGESELLSCHAFT

Dr. Welland
Certified Auditor

Dr. Kefer
Certified Auditor

BUSINESS TREND 1952/1968

	Balance Sheet Total in DM billion	Capital Resources in DM million	Savings Deposits in DM million	Employees	Branches
1st January, 1952	1.6	55	75	4,812	108
31st December, 1952	1.9	73	115	5,297	109
31st December, 1953	2.5	89	178	5,935	114
31st December, 1954	3.2	101	324	6,651	139
31st December, 1955	3.7	152	387	7,160	149
31st December, 1956	4.4	179	382	7,401	155
31st December, 1957	5.3	226	458	7,537	168
31st December, 1958	5.6	253	587	7,690	185
31st December, 1959	6.4	338	789	8,371	217
31st December, 1960	6.9	360	930	9,465	266
31st December, 1961	7.8	410	1,053	10,507	332
31st December, 1962	8.7	420	1,257	10,657	372
31st December, 1963	9.3	435	1,477	10,740	392
31st December, 1964	9.8	500	1,720	11,021	402
31st December, 1965	10.3	520	2,154	11,402	436
31st December, 1966	11.0	540	2,649	12,076	461
31st December, 1967	12.9	605	3,040	12,760	550
31st December, 1968	15.4	660	3,565	13,409	636

COMPARISON OF THE BALANCE SHEET

ASSETS

	31 December, 1968 in thousands of DM	31 December, 1967 in thousands of DM
Cash	104,751	106,465
Balance at the Deutsche Bundesbank	996,291	897,515
Balances on Postal Cheque Account	36,489	34,341
Cheques, Matured Bonds, Interest and Dividend Coupons as well as items received for collection	179,760	203,046
Bills of Exchange (including: rediscountable at the Deutsche Bundesbank)	3,157,222 (2,433,431)	2,910,646 (2,246,872)
Claims on Credit Institutions of which:	2,881,073	1,502,110
a) payable on demand	615,777	578,099
b) for agreed periods, or at agreed periods of notice, of		
ba) less than three months	614,884	379,424
bb) at least three months, but less than four years	1,441,592	460,838
bc) four years or longer	208,820	83,749
Treasury Bills and Non-Interest-Bearing Treasury Bonds	252,467	518,263
Loans and Bonds of which:	866,508	669,771
a) with agreed periods of up to four years (including: eligible as security for Deutsche Bundesbank advances)	149,161 (116,062)	76,440 (52,509)
b) with agreed periods of more than four years (including: eligible as security for Deutsche Bundesbank advances)	717,347 (501,978)	593,331 (449,922)
Securities, so far as they are not to be shown in other items of which:	574,807	484,234
a) Shares marketable on the Stock Exchange and Investment fund units	525,991	438,778
b) Other Securities	48,816	45,456
Claims on Customers for agreed periods, or at agreed periods of notice of which:	5,800,902	5,034,766
a) of less than four years	4,568,369	4,286,680
b) of four years or longer	1,232,533	748,086
Equalization and Covering Claims on the Public Authorities	128,030	128,985
Loans on a Trust Basis	44,138	51,783
Participations	127,215	134,718
Real Estate and Buildings	181,513	164,933
Office Furniture and Equipment	67,049	47,610
Other Assets	33,664	28,916
Transitory Items	256	607
Total Assets	15,432,135	12,918,709

LIABILITIES

53

GROUP REPORT FOR 1968

of the

COMMERZBANK
AKTIENGESELLSCHAFT

Explanatory Notes on the Consolidated Annual Accounts

The newly established form for classifying the annual accounts of credit institutions in the form of joint stock companies was used for drawing up the Consolidated Balance Sheet.

The Commerzbank Group comprises the following:

Atlas-Vermögensverwaltungs-GmbH, Düsseldorf
 Aussenhandel-Förderungsgesellschaft mbH, Düsseldorf
 Bank für Teilzahlungskredit GmbH, Düsseldorf
 Berliner Commerzbank Aktiengesellschaft, Berlin
 Commercium Vermögensverwaltungs-GmbH, Hamburg
 Hamburgische Grundstücks Gesellschaft m.b.H., Hamburg
 von der Heydt-Kersten & Söhne, Wuppertal-Elberfeld
 Ilseder Bank, Sandow & Co., Peine
 Immobilien- und Wohnungs-Gesellschaft mbH, Hamburg
 Norddeutsche Immobilien- und Verwaltungs-GmbH, Hamburg
 C. Portmann, Frankfurt a. M.
 Friedrich W. Thomas, Hamburg.

In these enterprises Commerzbank Aktiengesellschaft continues to hold, directly or indirectly, a 100% interest. They have without exception been included in the consolidated annual accounts.

For details of our legal and business relations with these enterprises, and of the business done, we refer to the statements on pages 41 to 43 of the Commerzbank Aktiengesellschaft's Report.

The valuation throughout the Group was carried out according to uniform principles. The accounting year of all the companies, like that of the Commerzbank AG, is the calendar year.

We hold a majority interest in Lübecker Flender-Werke Aktiengesellschaft, Lübeck. We have not included this company's annual accounts in the consolidated statement because there is not in fact uniform direction, and their inclusion would impair the evidential value of that statement.

The Consolidated Balance Sheet shows, as compared with the Balance Sheet of Commerzbank Aktiengesellschaft, the following differences:

ASSETS	mill. DM
Cash including cheques, items for collection and bills	+ 276.5
Claims on credit institutions	+ 164.6
Bonds and securities	+ 117.6
Claims on customers	+ 508.6
Participations	% 36.7
Land and buildings	+ 11.0
Office furniture and equipment	+ 1.2
Rest (including loans on a trust basis)	+ 29.7
	+ 1,072.5

LIABILITIES	mill. DM
Liabilities to credit institutions	+ 230.4
a) demand	+ 47.9
b) time	+ 182.5
Liabilities to other creditors	+ 798.2
a) demand	+ 235.1
b) time	+ 289.5
c) savings	+ 273.6
Provisions	+ 21.1
Rest (including loans on a trust basis)	+ 6.7
Difference in accordance with Article 331, paragraph 1, item 3 of the Law on Limited Companies (AktG)	+ 16.1
	<u>+ 1,072.5</u>

With regard to the larger differences in the Balance Sheet items the following may be observed:

Assets

Liquidity	The addition to the liquid assets originates almost exclusively from the Balance Sheets of our affiliated credit institutions. It includes DM 81.0 million on credit balances at the Deutsche Bundesbank and DM 151.0 million on the bill holding.
Claims on credit institutions	The claims on credit institutions are up in the Consolidated Balance Sheet by DM 164.6 million. This reflects claims of Berliner Commerzbank Aktiengesellschaft and of the banking firm von der Heydt-Kersten & Söhne on other credit institutions.
Securities	Of the increase in the amount shown the bonds and other debt instruments account for DM 107.6 million, and shares for DM 10.0 million. These are the security holdings of Berliner Commerzbank Aktiengesellschaft. The valuation is carried out with due regard for the minimum value principle.
Claims on customers	In the Consolidated Balance Sheet our subsidiaries' claims on customers, amounting to DM 508.6 million, are shown. Of these claims DM 176.5 million run for four years or longer. Customers' borrowings amount at Berliner Commerzbank Aktiengesellschaft to DM 295.5 million, at our associates conducted as private banking firms to DM 51.1 million, at our instalment credit institution to DM 80.1 million and at other associates to DM 87.8 million. The claims on customers were reduced by our subsidiaries' borrowings, amounting to DM 5.9 million, from Commerzbank Aktiengesellschaft.
Participations	Investments in associated companies were reduced by DM 36.7 million through offsetting of the included companies' book value.

Liabilities

The Balance Sheets of our associate banks show liabilities to credit institutions at DM 230.4 million; of this amount 80% have an agreed life or period of notice. These liabilities chiefly reflect our instalment credit institution's procurement of funds to finance its business. They also include the funds, obtained from the Kreditanstalt für Wiederaufbau (Reconstruction Loan Corporation) and other banks, which serve to finance the long-term business. The liabilities to other creditors rose by DM 798.2 million mainly owing to the addition of customers' credit balances at our associate banks. Obligations

The Difference in accordance with Article 331, paragraph 1, item 3 of the Law on Limited Companies (AktG) amounts to DM 16.1 million. It is the difference between the mostly lower values entered for Investments in associated companies and the capital, including published reserves, of the included enterprises. Difference

The Balance Sheet total of the Group exceeds that of the parent company by DM 1,072.5 million, or 7.0%. Balance Sheet total

Contingent liabilities for calls on shares, not fully paid up, in companies in AG and GmbH form, amounted at Balance Sheet date to DM 4.8 million. Other items

Profit and Loss Account

The new forms for the Profit and Loss Account of joint stock banks were also for the first time used for the Consolidated Profit and Loss Account. This prevents comparison with corresponding figures for the previous year.

After offsetting of the expenses and receipts internal to the Group the year's net earnings amount to DM 78.5 million. The 1967 profits amounting to DM 2,247,804.—, which the consolidated companies distributed in the course of 1968, are shown as profit brought forward.

To the reserves DM 31.5 million was allocated, so that a consolidated profit of DM 49.2 million remains.

No events of special importance for the Group have occurred during the current accounting year.

Düsseldorf, 25th March, 1969

THE BOARD OF MANAGEMENT

Brands	Dhom	Lichtenberg	Marx	Meier-Bruck
	Polke	Rieche	Roedern	Sureth
Deputy Members:	Fuchs	Niederste-Ostholt	Reckel	

ASSETS

CONSOLIDATED BALANCE SHEET AS

	DM	DM
1. Cash		117,969,659.71
2. Balance at the Deutsche Bundesbank		1,077,277,927.94
3. Balances on Postal Cheque Account		41,469,282.80
4. Cheques, Matured Bonds, Interest and Dividend Coupons as well as items received for collection		192,351,420.27
5. Bills of Exchange		3,308,249,759.01
including: a) rediscountable at the Deutsche Bundesbank	DM 2,531,889,802.19	
b) Own Drawings	DM 2,290,879.20	
6. Claims on Credit Institutions		
a) payable on demand	629,675,264.22	
b) for agreed periods, or at agreed periods of notice, of		
ba) less than three months	723,301,873.47	
bb) at least three months, but less than four years	1,478,124,774.23	
bc) four years or longer	214,598,164.18	3,045,700,076.10
7. Treasury Bills and Non-Interest-Bearing Treasury Bonds		
a) of the Federal Government and the Länder	150,373,099.25	
b) others	115,830,367.90	266,203,467.15
8. Loans and Bonds		
a) with agreed periods of up to four years		
aa) of the Federal Government and the Länder	DM 98,244,015.68	
ab) of credit institutions	DM 82,489,703.11	
ac) others	DM 212,010.—	
including: eligible as security for		
Deutsche Bundesbank advances	DM 147,846,774.34	
b) with agreed periods of more than four years		
ba) of the Federal Government and the Länder	DM 171,810,410.05	
bb) of credit institutions	DM 468,613,693.27	
bc) others	DM 152,696,845.95	
including: eligible as security for		
Deutsche Bundesbank advances	DM 563,279,429.16	
9. Securities, so far as they are not to be shown in other items		
a) Shares marketable on the Stock Exchange and Investment fund units	535,988,534.62	
b) Other Securities	48,853,469.19	584,842,003.81
including: Holding of more than one-tenth of the shares in a joint-stock company or mining company, excluding participations	DM 349,156,914.44	
10. Claims on Customers for agreed periods, or at agreed periods of notice, of		
a) less than four years	4,900,511,114.43	
b) four years or longer	1,409,015,928.50	6,309,527,042.93
including: ba) secured by Mortgages on Real Estate	DM 3,342,771.92	
bb) Communal Loans	DM 137,465,466.95	
11. Equalization and Covering Claims on the Public Authorities		154,256,659.59
12. Loans on a Trust Basis		45,187,956.66
13. Participations		90,435,285.25
including: in Credit Institutions	DM 58,052,911.71	
14. Real Estate and Buildings		192,545,365.49
15. Office Furniture and Equipment		68,277,348.37
16. Outstanding contributions to the capital		—.—
17. Own shares		—.—
18. Shares of a Controlling or Majority-Holding Company		—.—
19. Own Debt Certificates		—.—
20. Other Assets		36,038,814.—
21. Transitory Items		261,668.83
22. Consolidated Loss		—.—
	Total Assets	16,504,660,415.97

23. The Assets and the Rights of Recourse in respect of the Liabilities shown on the Liabilities Side include

a) Claims on Connected Enterprises	—.—
b) Claims which arise from Credits falling under Article 15, paragraph 1, items 1 to 6, and paragraph 2, of the Banking Law, so far as they are not shown in a)	27,463,770.30

	DM	DM	DM
1. Liabilities to Credit Institutions			
a) payable on demand		951,579,115.14	
b) for agreed periods, or at agreed periods of notice, of			
ba) less than three months	542,151,638.32		
bb) at least three months, but less than four years	650,811,606.17		
bc) four years or longer	391,438,350.98	1,584,401,595.47	
including due in less than four years DM 123,998,425.03			
c) Customers' drawings on credits opened at other institutions		392,711.55	2,536,373,422.16
2. Banking Liabilities to Other Creditors			
a) payable on demand		3,677,113,007.19	
b) for agreed periods, or at agreed periods of notice, of			
ba) less than three months	1,097,461,085.18		
bb) at least three months, but less than four years	4,191,407,879.56		
bc) four years or longer	88,329,244.69	5,377,198,209.43	
including: due in less than four years DM 53,813,056.59			
c) Savings Deposits			
ca) subject to legal period of notice	1,839,113,342.17		
cb) others	1,999,079,080.30	3,838,192,422.47	12,892,503,639.09
3. Bonds with agreed period of			
a) up to four years		—.—	
b) more than four years		—.—	—.—
including: due in less than four years DM —.—			
4. Own Acceptances and Promissory Notes in Circulation			6,366,216.96
5. Loans on a Trust Basis			45,187,956.66
6. Provisions			
a) for Pensions		149,939,631.—	
b) others		104,873,468.06	254,813,099.06
7. Value Adjustments			
a) Individual Adjustments		—.—	
b) Prescribed Global Value Adjustments		—.—	—.—
8. Other Liabilities			7,799,668.33
9. Transitory Items			35,647,580.59
10. Special Reserves not yet taxed			
according to Article 1, paragraph 1, item 2, of the Development Aid Tax Law, Article 6b and 7c of the Income Tax Law (EStG)			677,751.42
11. Capital			275,000,000.—
12. Published Reserves			
a) Legal Reserve		76,000,000.—	
b) Other Reserves		309,000,000.—	385,000,000.—
Difference according to Article 331, paragraph 1, item 3, of the Law on Limited Companies (AktG)			16,109,024.01
13. Consolidated Profit			49,182,057.69
		Total Liabilities	16,504,660,415.97
14. Own Drawings in Circulation			—.—
including: discounted and credited to the borrowers in account DM —.—			
15. Endorsement Liabilities on Bills of Exchange in Circulation			240,150,117.89
16. Liabilities arising from Guarantees, including Guarantees of Bills and Cheques, and from Indemnity Agreements			1,369,886,339.78
17. Obligations in case of repurchase of items assigned en pension, so far as these Obligations have not to be shown on the Liabilities Side			108,652,500.—
18. Contingent Liability on Securities provided for Liabilities of Others			200,000.—
19. Savings Premiums under the Savings Premium Law			66,666,582.37
20. The Liabilities comprise those (including those in items 14-18) to connected Enterprises, namely			30,257,264.27

EXPENDITURE

CONSOLIDATED PROFIT AND LOSS

	DM	DM
1. Interest and Similar Expenditure		429,015,790.69
2. Commissions and Similar Expenditure in respect of Service Transactions		898,441.51
3. Depreciation and Value Adjustments on Claims and Securities, as well as Allocations to Provisions in connection with Lending Business		8,090,510.78
4. Salaries and Wages		215,602,662.10
5. Compulsory Social Security Contributions		17,083,098.44
6. Expenditure on Retirement Pensions and Other Benefits		24,970,287.80
7. Expenditure on Materials for the Banking Business		105,706,984.86
8. Depreciation and Value Adjustments on Land and Buildings, as well as on Office Furniture and Equipment		28,372,414.42
9. Depreciation and Value Adjustments on Participations		60,598.28
10. Taxes		
a) on Income, Earnings and Property	61,593,759.81	
b) others	3,263,872.99	64,857,632.80
11. Expenditure arising from Assumption of Losses		—.—
12. Allocations to Special Reserves not yet taxed		202,481.12
13. Other Expenditure		4,186,107.05
14. Profits transferred in pursuance of a Pooling Agreement, and of an Agreement for Transfer and Partial Transfer of Profits		—.—
15. Year's Net Earnings		78,457,848.14
	Total Expenditure	977,504,857.99

	DM	DM
1. Year's Net Earnings		78,457,848.14
2. Profit carried forward from the previous year		2,247,804.—
		80,705,652.14
3. Taken from published Reserves		
a) from the Statutory Reserve	—.—	
b) from Other Reserves	—.—	—.—
		80,705,652.14
4. Allocations from the Year's Net Earnings to published Reserves		
a) to the Statutory Reserve	—.—	
b) to Other Reserves	31,523,594.45	31,523,594.45
5. Consolidated Profit		49,182,057.69

ACCOUNT FOR THE YEAR 1968

	RECEIPTS	
	DM	DM
1. Interest and Similar Receipts from Lending and Money Market Transactions		690,347,135.50
2. Current Receipts from		
a) fixed-interest Securities and Debt Register Claims	53,232,393.90	
b) Other Securities	37,304,325.05	
c) Participations	5,523,414.53	96,060,133.48
3. Commissions and Other Receipts from Service Transactions		109,572,906.02
4. Other Receipts, including those from the writing back of Provisions in connection with Lending Business		80,863,388.87
5. Receipts from Profit Pooling Agreements, from Agreements for Transfer and for Partial Transfer of Profits		—.—
6. Receipts from the writing back of Provisions, so far as they have not to be shown in 4		431,555.88
7. Receipts from the writing back of Special Reserves not yet taxed		229,738.24
8. Receipts arising from Assumption of Losses		—.—
	Total Receipts	977,504,857.99

Düsseldorf, 25th March, 1969

COMMERZBANK
AKTIENGESELLSCHAFT

THE BOARD OF MANAGEMENT
Brands Dhom Lichtenberg Marx Meier-Bruck
Mengden Polke Rieche Roedern Sureth
Deputy Members: Fuchs Niederste-Ostholt Reckel

According to our audit, which was duly carried out, the Annual Statement of Accounts and the Report for the Group are in conformity with the provisions of the Law.

Düsseldorf, 28th March, 1969

DEUTSCHE REVISIONS- UND TREUHAND-AKTIENGESELLSCHAFT
TREUARBEIT
WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT · STEUERBERATUNGSGESELLSCHAFT

Dr. Welland
Certified Auditor

Dr. Kefer
Certified Auditor

**Issuing Business,
Bonus Share Transactions, Stock Exchange Introductions
and Other Syndicate Transactions in 1968**

Domestic Public Entities' Bonds taken, issued and introduced on Stock Exchanges

- 6 % Loan of the Free State of Bayern (*Bavaria*), 1968
- 6 ½ % Loan of the Free and Hanseatic City of Bremen, 1968
- 6 ½ % Loan of the Federal Republic of Germany, 1968
- 6 ½ % Loan of the Federal Republic of Germany, 1968, Second Issue
- 6 ½ % Loan of the German Federal Railways, 1968
- 6 ½ % Loan of the German Federal Railways, 1968, Second Issue
- 6 % Loan of the German Federal Railways, 1968
- 6 ½ % Loan of the German Federal Postal Administration, 1967
- 6 ½ % Loan of the German Federal Postal Administration, 1968
- 6 % Loan of the German Federal Postal Administration, 1968
- 6 % Loan of the Deutsche Genossenschaftskasse (German Association of Credit Cooperatives), 1967, Series 17
- 6 % Loan of the Deutsche Genossenschaftskasse (German Association of Credit Cooperatives), 1968, Series 19
- 6 ½ % Loan of the Deutsche Siedlungs- und Landesrentenbank (German Settlement and Land Mortgage Bank), 1968, Series 71
- 6 % Loan of the Deutsche Siedlungs- und Landesrentenbank (German Settlement and Land Mortgage Bank), 1968, Series 73
- 6 ½ % Loan of the Land of Hessen (*Hesse*), 1968
- 6 % Loan of the Land of Hessen (*Hesse*), 1968
- 6 ½ % Loan of the City of Köln (*Cologne*), 1968
- 6 % Bonds of the Landwirtschaftliche Rentenbank (Agricultural Mortgage Bank), Series 26
- 6 ½ % Loan of the Land of Niedersachsen (*Lower Saxony*), 1968
- 6 ½ % Loan of the Land of Nordrhein-Westfalen (*North Rhine-Westphalia*), 1968
- 6 % Loan of the Rationalisierungsverband des Steinkohlenbergbaus, 1968
- 6 ½ % Loan of the Land of Rheinland-Pfalz (*Rhineland-Palatinate*), 1968
- 6 ½ % Loan of the Saarland, 1968
- 6 ½ % Loan of the Land of Schleswig-Holstein, 1968

**Other Domestic Bonds (including Convertible, Mortgage and Communal Bonds) taken, issued
and introduced on Stock Exchanges**

Braunschweig-Hannoversche Hypothekenbank
 Deutsche Hypothekenbank (Actien-Gesellschaft)
 Deutsche Hypothekenbank, Bremen
 Deutsche Schiffahrtsbank Aktiengesellschaft
 Deutsche Schiffsbeleihungs-Bank Aktien-Gesellschaft
 Eisenbahn-Verkehrsmittel-Aktiengesellschaft
 ESSO Aktiengesellschaft
 Industriekreditbank Aktiengesellschaft

Foreign Bonds (including Convertible Bonds) taken, issued and introduced on Stock Exchanges

4¾%	US \$	Convertible Bond Loan of Addressograph Multigraph International Corporation, 1968
5½%	US \$	Convertible Bond Loan of Ambac International Corporation, 1968
4¾%	US \$	Convertible Bond Loan of American Can International Corporation, 1968
5¼%	US \$	Convertible Bond Loan of American Tobacco International Corporation, 1968
7%	DM	Loan of the Republic of Argentina, 1967
7%	DM	Loan of the Republic of Argentina, 1968
7¼%	US \$	Loan of the Republic of Argentina, 1968
7¼%	US \$	Loan of the Armco International Finance Corporation, 1968
5%	US \$	Convertible Bond Loan of Ashland Overseas Finance Corporation, 1968
7%	DM	Loan of the Republic of Austria, 1968
6¾%	DM	Loan of the Commonwealth of Australia, 1968
6¼%	DM	Loan of the Commonwealth of Australia, 1968
4½%	Peseta	Convertible Bond Loan of Banco Urquijo S.A., 1968
5¼%	US \$	Convertible Bond Loan of Bangor Punta International Capital Company, 1968
6¾%	DM	Loan of Brenner Autobahn Aktiengesellschaft, 1968
5½%	US \$	Convertible Bond Loan of Brown & Sharpe International Capital Corporation, 1968
5½%	US \$	Convertible Bond Loan of the Burmah Oil Company Limited, 1968
6½%	DM	Loan of Caisse Nationale des Télécommunications, 1968
6¾%	US \$	Loan of Cassa per il Mezzogiorno, 1968
5%	US \$	Convertible Bond Loan of CDC International Finance Corporation, 1968
6½%	DM	Loan of Charter Consolidated Overseas N.V., 1968
5%	US \$	Convertible Bond Loan of Chevron Overseas Finance Company, 1968
7%	US \$	Loan of Chevron Overseas Finance Company, 1968
5%	US \$	Convertible Bond Loan of Chrysler Overseas Capital Corporation, 1968
4¾%	US \$	Convertible Bond Loan of Chrysler Overseas Capital Corporation, 1968
7¼%	UA*	Loan of Comision Federal de Electricidad (CFE), 1968
7%	US \$	Loan of Continental Oil International Finance Corporation, 1968
5%	US \$	Convertible Bond Loan of Cummins International Finance Corporation, 1968
7½%	US \$	Loan of Cutler-Hammer International Finance, Inc., 1968
5½%	US \$	Convertible Bond Loan of Dictaphone International Corporation, 1968
5½%	US \$	Convertible Bond Loan of Dillingham International Capital Corporation, 1968
4½%	US \$	Convertible Bond Loan of Eastman Kodak International Capital Company Inc., 1968
4¾%	US \$	Convertible Bond Loan of Economics Laboratory International Ltd., 1968
6½%	DM	Loan of Electricity Supply Commission (Escom), 1968
5½%	US \$	Convertible Bond Loan of Electronic Memories International N.V., 1968
6¾%	US \$	Loan of Ente Nazionale Idrocarburi (E.N.I.), 1968
6¾%	US \$	Loan of Ente Nazionale Idrocarburi (E.N.I.), 1968, Second Issue
6¾%	US \$	Loan of the European Investment Bank, 1968
6½%	DM	Loan of the European Investment Bank, 1968
7%	DM	Loan of Republic of Finland, 1968
6¾%	DM	Loan of Republic of Finland, 1968
5%	US \$	Convertible Bond Loan of Firestone Overseas Finance Corporation, 1968
5%	US \$	Convertible Bond Loan of Ford International Capital Corporation, 1968
7%	DM	Loan of General Instrument Overseas Corporation, 1968
7%	US \$	Loan of General Mills Finance, N.V., 1968
5½%	US \$	Convertible Bond Loan of Genesco World Apparel, Ltd., 1968
5%	US \$	Convertible Bond Loan of Gulf & Western International N.V., 1968

* UA = Unit of Account

- 7 % DM Loan of the City of Helsinki, 1968
- 5 % US \$ Convertible Bond Loan of Honeywell Overseas Finance Company, 1968
- 6 $\frac{3}{8}$ % DM Loan of IBM World Trade Corporation, 1968
- 7 % DM Loan of The Industrial Bank of Japan Ltd., 1968
- 6 $\frac{3}{4}$ % DM Loan of the Industrial Mortgage Bank in Finland, 1968
- 6 $\frac{3}{4}$ % DM Loan of the Inter-American Development Bank, 1968
- 5 % US \$ Convertible Bond Loan of International Standard Electric Corporation (ISE), 1968
- 5 $\frac{1}{4}$ % US \$ Convertible Bond Loan of International Standard Electric Corporation (ISE), 1968
- 6 $\frac{3}{4}$ % US \$ Loan of International Utilities Overseas Capital Corporation, 1968
- 7 $\frac{1}{4}$ % DM Loan of Kaiserlich Iranische Regierung, 1968
- 7 % DM Loan of Japan, 1968
- 4 $\frac{3}{4}$ % US \$ Convertible Bond Loan of Jonathan Logan Overseas Development Corporation, 1968
- 5 % US \$ Convertible Bond Loan of Kaiser Aluminium & Chemical International Company, 1968
- 6 $\frac{3}{4}$ % DM Loan of the Government of Canada, 1968
- 7 $\frac{3}{4}$ % US \$ Loan of Kawasaki Steel Corporation, 1968
- 7 % DM Loan of the City of Kobe, 1968
- 5 $\frac{3}{4}$ % US \$ Convertible Bond Loan of KLM Royal Dutch Airlines, 1968
- 5 $\frac{1}{4}$ % US \$ Convertible Bond Loan of Koninklijke Nederlandsche Hoogovens en Staalfabrieken N.V., 1968
- 4 $\frac{3}{4}$ % US \$ Convertible Bond Loan of KZO-Koninklijke Zout-Organon N.V., 1968
- 7 % DM Loan of the City of Copenhagen, 1968
- 5 % US \$ Convertible Bond Loan of Leasco World Trade Company Ltd., 1968
- 5 % US \$ Convertible Bond Loan of Levin-Townsend International, Inc., 1968
- 5 % US \$ Convertible Bond Loan of LTV — Ling-Temco-Vought — International N.V., 1968
- 5 % US \$ Convertible Bond Loan of Marine Midland Overseas Corporation, 1968
- 7 % DM Loan of Mexico (United States of Mexico), 1968
- 7 % DM Loan of Mexico (United States of Mexico), 1968, Second Issue
- 4 $\frac{3}{4}$ % US \$ Convertible Bond Loan of Miles International Inc., 1968
- 7 $\frac{3}{4}$ % US \$ Loan of Mitsubishi Heavy Industries Ltd., 1968
- 6 $\frac{1}{2}$ % US \$ Convertible Bond Loan of Mitsui & Co., Ltd., 1968
- 7 % US \$ Loan of Mobil International Finance Corporation, 1968
- 7 $\frac{1}{4}$ % US \$ Loan of The Mortgage Bank and Financial Administration Agency of the Kingdom of Denmark, 1968
- 4 $\frac{1}{2}$ % US \$ Convertible Bond Loan of Motorola International Development Corporation, 1968
- 5 $\frac{1}{4}$ % US \$ Convertible Bond Loan of Nabisco International Finance Company, 1968
- 7 % DM Loan of Nacional Financiera S.A., 1968
- 7 $\frac{1}{2}$ % £/DM Loan of New Zealand, 1968
- 7 % DM Loan of New Zealand, 1968
- 7 $\frac{1}{2}$ % US \$ Loan of Nippon Petrochemicals Company Ltd., 1968
- 6 $\frac{7}{8}$ % US \$ Loan of North American Rockwell International Corporation, 1968
- 4 $\frac{3}{4}$ % US \$ Convertible Bond Loan of Norwich Overseas Inc., 1968
- 6 $\frac{1}{2}$ % DM Loan of Occidental Overseas Capital Corporation, 1968
- 6 $\frac{3}{4}$ % DM Loan of the Province of Ontario (Canada), 1968
- 7 $\frac{1}{4}$ % US \$ Loan of the City of Oslo, 1968
- 7 % DM Loan of Outokumpu Oy, 1968
- 5 $\frac{1}{4}$ % US \$ Convertible Bond Loan of Pan American Overseas Capital Corporation N.V., 1968
- 4 $\frac{3}{4}$ % US \$ Convertible Bond Loan of N.V. Philips' Gloeilampenfabrieken, 1968
- 4 $\frac{1}{2}$ % US \$ Convertible Bond Loan of Philip Morris International Finance Corporation, 1968
- 5 $\frac{1}{4}$ % US \$ Convertible Bond Loan of Plywood-Champion International Finance Company, 1968
- 5 % US \$ Convertible Bond Loan of RCA International Development Corporation, 1968
- 6 $\frac{3}{4}$ % UA* Loan of Reed Paper Group Limited, 1968

- 4¾% US \$ Convertible Bond Loan of Revlon International Finance Corporation, 1968
- 5 % US \$ Convertible Bond Loan of Reynolds Metals European Capital Corporation, 1968
- 7 % FF Loan of Roussel-Uclaf, 1967
- 4¾% US \$ Convertible Bond Loan of G. D. Searle International Capital Co., 1968
- 7 % DM Loan of Sears International Finance N.V., 1968
- 7¼% £/DM Loan of Sira-Kvina Kraftselskap (Norwegian State and Municipal Power Consortium), 1968
- 7 % FF Loan of Société Française des Pétroles BP, 1968
- 6½% DM Loan of Société Nationale des Chemins de Fer Français (S.N.C.F.), 1968
- 7 % DM Loan of the Republic of South Africa, 1968
- 7¾% US \$ Loan of Sumitomo Chemical Company Ltd., 1968
- 7 % DM Loan of Tauernkraftwerke Aktiengesellschaft, 1968
- 6½% DM Loan of Tauernkraftwerke Aktiengesellschaft, 1968
- 7 % US \$ Loan of Teledyne International N.V., 1968
- 6½% US \$ Loan of Teledyne International N.V., 1968
- 7¾% US \$ Loan of Telefonos de Mexico, S.A., 1968
- 6¾% DM Loan of Tenneco International N.V., 1968
- 4½% US \$ Convertible Bond Loan of Texaco Operations (Europe) Ltd., 1968
- 6½% DM Loan of Transocean Gulf Oil Company, 1968
- 7 % US \$ Loan of Transocean Gulf Oil Company, 1968
- 6¾% DM Loan of the City of Trondheim (Norway), 1968
- 5 % US \$ Convertible Bond Loan of TRW International Finance Corporation, 1968
- 7¼% US \$ Loan of TRW Overseas Capital N.V., 1968
- 5¾% US \$ Convertible Bond Loan of Utah International Finance Corporation, 1968
- 7 % DM Loan of the Republic of Venezuela, 1968
- 5¾% US \$ Convertible Bond Loan of Ward Foods Overseas Capital Corporation N.V., 1968
- 4½% US \$ Convertible Bond Loan of Warner-Lambert Overseas Inc., 1968
- 6¾% DM Loan of the World Bank (IBRD), 1968
- 6½% DM Loan of the World Bank (IBRD), 1968
- 7 % DM Loan of the City of Vienna, 1968
- 6¾% DM Loan of the City of Yokohama, 1968
- 6¾% US \$ Loan of Zapata Overseas Capital Corporation, 1968

* UA = Unit of Account

**Shares (including Bonus Shares)
taken, issued and introduced on Stock Exchanges**

Aachener und Münchener Feuer-Versicherungs- Gesellschaft	Henninger-Bräu KGaA
Aktien-Gesellschaft "Ems"	Herkulesbrauerei Aktiengesellschaft
Allgemeine Elektrizitäts-Gesellschaft	IWT Industrierwerke Transportsysteme Aktiengesellschaft
AEG-TELEFUNKEN	International Telephone and Telegraph Corporation
Austral Trust S.A.	Koninklijke Luchtvaart Maatschappij N.V. (KLM Royal Dutch Airlines)
Badische Anilin- & Soda-Fabrik Aktiengesellschaft	KZO-Koninklijke Zout-Organon N.V.
Banco Central S.A.	Maschinenfabrik Augsburg-Nürnberg Aktiengesellschaft
Bayerische Vereinsbank	Mitteldeutsche Hartstein-Industrie Aktiengesellschaft
Berliner Handels-Gesellschaft	Pegulan-Werke Aktiengesellschaft
Compagnie des Machines Bull S.A.	Phoenix Gummiwerke Aktiengesellschaft
Compagnie Pechiney	Rheinmetall Berlin Aktiengesellschaft
The Convertible Bond Fund N.V.	Rolinco N.V.
Deutsch-Asiatische Bank	Rotterdamsch Beleggingskonsortium N.V.
Deutsche Hypothekenbank, Bremen	Schering Aktiengesellschaft
Deutsche Schiffahrtsbank Aktiengesellschaft	Schultheiss-Brauerei Aktiengesellschaft
Didier-Werke Aktiengesellschaft	Semperit Österreichisch-Amerikanische Gummiwerke Aktiengesellschaft
Dortmunder Actien-Brauerei	Solvay & Cie. Société Anonyme
Dortmunder Hansa-Brauerei Aktiengesellschaft	Stahlwerke Südwestfalen AG
Dortmunder Union-Brauerei Aktiengesellschaft	Steyr-Daimler-Puch Aktiengesellschaft
Eisenbahn Verkehrsmittel-Aktiengesellschaft	Otto Stumpf Aktiengesellschaft
Farbenfabriken Bayer Aktiengesellschaft	Thormann & Stiefel Aktiengesellschaft
Farbwerke Hoechst AG	August Thyssen-Hütte Aktiengesellschaft
formals Meister Lucius & Brüning	Vereinigte Elektrizitätswerke Westfalen AG
Frankfurter Hypothekenbank	
Girmes-Werke Aktiengesellschaft	
W. R. Grace & Co.	
Großkraftwerk Franken Aktiengesellschaft	
Guthoffnungshütte Aktienverein	

Other Syndicate Transactions

Dortmunder Union-Brauerei Aktiengesellschaft	August Thyssen-Hütte Aktiengesellschaft
Immobilien-Gesellschaft Dr. Gortmüller KG	August Thyssen-Hütte Aktiengesellschaft / Eisen- und Hüttenwerke Aktiengesellschaft
IWT Industrierwerke Transportsysteme Aktiengesellschaft	Vereinigte Industrie-Unternehmungen AG

ADVISORY COUNCILS

CENTRAL COUNCIL

DR. FRIEDRICH KRÄMER, Hannover (*Hanover*)
Chairman

PROFESSOR DR.-ING. DR. E. h. FRANZ BROICH, Marl

DR. FRIEDWART BRUCKHAUS, Wetzlar, since May 15, 1968

DR.-ING. E. h. HELMUTH BURCKHARDT, Aachen

DR. HANS COENEN, Essen

DR. OSKAR JANSON, Düsseldorf, since May 15, 1968

MAX KÜPPERS, Wesel

DR. DR. EMIL PAULS, Basel (*Basle*)

PAUL REUSCH, Nassau, until Dec. 31, 1968

HERBERT SCHELBERGER, Essen

DR. HANS SCHMIDT, Düsseldorf, until May 15, 1968

DR. DR. h. c. WERNER SCHULZ, Köln (*Cologne*)

FRITZ SEYDAACK, Düsseldorf

THEODOR TELLE, Hannover (*Hanover*)

REGIONAL COUNCILS

COUNCIL FOR BADEN-WÜRTTEMBERG

G. BAUKNECHT, Honorary Senator of the Stuttgart Technological College, Managing Principal Partner in the Bauknecht Group, electrical engineers, Stuttgart

DR. KLAUS W. DIETRICH, Chairman of the Board of Management of the Deutsche Hoffmann-La Roche AG, Grenzach

WALTER ENGLERT, Director of Bausparkasse Gemeinschaft der Freunde Wüstenrot, Gemeinnützige GmbH, Ludwigsburg

GEORG FAHRBACH, Honorary Senator of the Eberhard-Karls-University, Tübingen, Chairman of the Board of Management of the Württembergische Hypothekenbank, Stuttgart

FRIEDRICH HÄHL, Member of the Board of Management of Salamander AG, Kornwestheim

DIPL.-VOLKSWIRT WILHELM HAHN, Managing and Personally Liable Partner in Hahn & Kolb, machine tool and tool manufacturers, Stuttgart

OTTO HÖFLIGER, Honorary Senator of the Stuttgart University, Managing Partner of Höfliger + Karg, makers of automatic filling and packaging machines, Waiblingen (Württ.)

CARL v. MENGDEN, Bad Homburg v.d.H.

DR. WALTER MERCKER, Honorary Senator of the Eberhard-Karls-University, Tübingen, Member of the Board of Management of Allianz Lebensversicherungs-AG, Stuttgart

DIPL.-ING. DIETER MÖHRING, Chairman of the Board of Management of Standard Elektrik Lorenz AG, Stuttgart-Zuffenhausen

DR. GERHOLD MORGNER, Legal Adviser of Fürstlich Fürstenbergische Gesamtverwaltung, Donaueschingen

DIPL.-ING. ERHARD MÜLLER, Sole Proprietor of Fritz Müller Pressenfabrik, Esslingen (Neckar)

HELMUT NAGEL, Chairman of the Board of Management of Kodak AG, Stuttgart-Wangen

DR.-ING. WILHELM OSTENDORF, Member of the Board of Management of Brown, Boveri & Cie. AG, Mannheim-Käfertal

WERNER PERINO, Deputy Member of the Board of Management of Deutsche Fiat AG, Heilbronn

DR.-ING. h. c. FERDINAND PORSCHE, Managing Partner in Dr.-Ing. h. c. F. Porsche KG, Stuttgart-Zuffenhausen

RICHARD RÖCHLING, Managing and Personally Liable Partner in Gebr. Röchling Eisenhandelsgesellschaft, Ludwigshafen a. Rh.

ERICH SCHAD, Director of Carl Kaelble GmbH, motor builders and engineers, Backnang, and of Gmeinder & Co. GmbH, locomotive builders and engineers, Mosbach (Baden)

DR. CARL SCHAEFER, Honorary Senator of the Stuttgart and Karlsruhe Technological Colleges, Proprietor of G. W. Barth, engineers and ironfounders, Ludwigsburg, Member of the Supervisory Board of Bausparkasse Gemeinschaft der Freunde Wüstenrot, Gemeinnützige GmbH, Ludwigsburg, President of the Ludwigsburg Chamber of Industry and Commerce, Ludwigsburg

DR.-ING. DR.-ING. E. h. GERHARD SCHAUDT, Honorary Senator of the Stuttgart Technological College, Managing Partner in Schaudt-Maschinenbau GmbH, Stuttgart-Hedelfingen

DIPL.-KAUFMANN WERNER SCHUMANN, Member of the Board of Management of Grosskraftwerk Mannheim AG, Mannheim-Neckarau

KARL SCHWIND, Director of Posschl Eisen- und Stahl-Gesellschaft mbH, Mannheim

DIPL.-ING. CARL SIMON JUN., Managing Partner in M. Streicher, steelfounders, Stuttgart-Bad Cannstatt

GERHARD VIEWEG, Director of Allgemeine Gesellschaft für Industriebeteiligungen mbH, Stuttgart, Chairman of the Board of Management of Industrie-Werke Karlsruhe AG, Karlsruhe

DR. MANFRED P. WAHL, Director of IBM Deutschland Internationale Büro-Maschinen GmbH, Sindelfingen

DIPL.-KAUFMANN ARNOLD WYCHODIL, Member of the Board of Management of Daimler-Benz AG, Stuttgart-Untertürkheim

COUNCIL FOR BAYERN (BAVARIA)

DR. HERMANN BENKEN, Honorary Senator of the Erlangen-Nürnberg University, Chairman of the Board of Management of Nürnberger Lebensversicherung AG, Nürnberg (*Nuremberg*), Nürnberger Allgemeine Versicherungs-AG, Nürnberg (*Nuremberg*), Nürnberger Grundstücks- und Verwaltungs-AG, Nürnberg (*Nuremberg*)

DIPL.-ING. DIPL.-KAUFMANN C. F. BERGNER, Personally Liable Partner in Messrs. Richard Bergner, Schwabach

FRIEDEL BLOCH, Director of Schaltbau-GmbH, München (*Munich*)

ELLA CONRADTY, Managing Partner in Messrs. C. Conradty, Nürnberg (*Nuremberg*)

GENERALKONSUL HANS DÜRRMEIER, Managing Partner in Süddeutscher Verlag GmbH, printers and publishers (*Süddeutsche Zeitung*) and Verlag "Die Abendzeitung" GmbH & Co. KG, München (*Munich*)

DIPL.-KAUFMANN DR. LEONHARD GAUER, of Messrs. Wilh. Gauer Eisenhandel, Kitzingen

ALEXANDER GIRZ, Director of Schuco-Spielwarenwerke, Schreyer & Co., Nürnberg (*Nuremberg*)

PRÄSIDENT ERNST HEIM, München (*Munich*)

KONSUL AUGUST HETZEL, General Partner in VSW Hetzel & Co., Nürnberg (*Nuremberg*) and Director of Hetzel & Co. GmbH, metal wholesalers and smelters, Nürnberg (*Nuremberg*)

DIPL.-ING. PAUL JESSEN, Board of Management of Eisenwerk Nürnberg AG vorm. J. Tafel & Co., Nürnberg (*Nuremberg*)

WILLY KAUS, Chairman of the Board of Management of Metzeler AG, München (*Munich*)

DIPL.-KAUFMANN DR. KARL HEINZ KRENGEL, General Manager of Siemens AG, Berlin/München (*Berlin/Munich*)

DIPL.-ING. ALFRED KUNZ, Proprietor of Alfred Kunz & Co., München (*Munich*)

DR. THEODOR MARTENS, München (*Munich*)

PAUL METZ, Proprietor of Metz-Apparatewerke, Fürth (Bayern), and of Metz-Tonmöbelwerk, Zirndorf near Nürnberg (*Nuremberg*)

DR. KARL NEIDHARDT, Partner in Eckart-Werke, Fürth (Bayern)

DR. DIETER NEUMEYER, Managing Partner in Zündapp-Werke GmbH, München (*Munich*)

DIPL.-ING. GEORG SCHÄFER, Partner in Kugelfischer Georg Schäfer & Co., Schweinfurt

DIPL.-KAUFMANN GEORG SCHAEFFLER, Managing Partner in Industriewerk Schaeffler oHG, Herzogenaurach

WILLI KARL STAIGER, Chairman of the Board of Management of Deutscher Lloyd Lebensversicherung AG and of Deutscher Lloyd Versicherungs-AG, München (*Munich*)

DR. KARL HEINZ WACKER, Director of Wacker-Chemie GmbH, München (*Munich*)

COUNCIL FOR BREMEN

FRITZ A. GROBIEN of Messrs. Albrecht, Müller-Pearse & Co., Bremen

FRIEDRICH-WILHELM HEMPEL of Messrs. F.W. Hempel & Co., ores and metals, Bremen

CARL OTTO MERKEL of Messrs. Louis Delius & Co., Bremen

ROLF SCHOPF, Director of and Senior Partner in EDUSCHO, Bremen

ROLF SCHWARZE of Messrs. C. Schwarze, Bremen

ERNST SOLTE junior, Partner in W. A. Fritze & Co., Bremen

ALBERT WILLICH of Messrs. Kulenkampff & Konitzky, Bremen

COUNCIL FOR HAMBURG

CHRISTIAN F. AHRENKIEL of Messrs. Christian F. Ahrenkiel, Hamburg

MAX-JOHN BRINCKMAN, Partner in Harburger Oelwerke Brinckman & Mergell, Hamburg-Harburg

HERBERT COUTINHO of Messrs. Coutinho, Caro & Co., Hamburg
 HEINRICH EICHMEYER of Messrs. Eichmeyer & Co., Hamburg
 HERBERT FISCHER-MENSHAUSEN, Deputy Chairman of the Board of Management of Esso AG, Hamburg
 HERMANN HALTERMANN of Messrs. Johann Haltermann, Hamburg
 DR. NORBERT HENKE, Member of the Board of Management of Howaldtswerke — Deutsche Werft AG Hamburg and Kiel, Hamburg
 ERNST JUNG, Honorary Senator of the Hamburg University and Sole Proprietor of Hamburger Mineralöl-Werke Ernst Jung, Hamburg
 DR. BRUNO KAISER, Member of the Board of Management of Bavaria- und St. Pauli-Brauerei, Hamburg
 KONSUL WILLY KELLINGHUSEN of Messrs. Arnold Otto Meyer, Hamburg
 HANS LEONHARDT, Personally Liable Partner in Leonhardt & Blumberg, Hamburg
 HANS-PETER MEISTER, Chairman of the Board of Management of Holsten-Brauerei, Hamburg-Altona, Honorary Senator of the Technical University Berlin
 WOLF JÜRGEN VON MITZLAFF, Member of the Hamburg Parliament, of Messrs. F. Lacisz, Hamburg
 DR. HANS WERNER OBERLACK, Member of the Board of Management of Hamburgische Electricitäts-Werke AG, Hamburg
 WILHELM REINOLD, Hamburg
 BEHREND-JANSSEN SCHUCHMANN, Board of Management of Bugsier-, Reederei- und Bergungs-AG, Hamburg
 DR. KURT STERN, Member of the Board of Management of Deutsche Shell AG, Hamburg
 DR. ERNST TANNEBERGER, Member of the Board of Management of Phoenix Gummiwerke AG, Hamburg-Harburg
 DR. HANS ULRICH VOSWINCKEL, Hamburg
 DR. KURT WAAS, Member of the Advisory Board of Dressler Brauerei GmbH, Bremen

COUNCIL FOR HESSEN (HESSE)

DR. HEINRICH ARNDT, Chairman of the Board of Management of Samson Apparatebau AG, Frankfurt a. M.
 ERNST BÄNNINGER, Director of Bänninger GmbH, manufacturers of fittings, Giessen
 WILHELM BORN, Member of the Board of Management of Edelstahlwerke Buderus AG, Wetzlar
 KONSUL WILFRIED BRAUN, Chairman of the Board of Management of Hartmann & Braun AG, Frankfurt a. M.
 DIPL.-KAUFMANN THEODOR BUCHHOLZ, Member of the Board of Management of Berkenhoff & Drebes AG, Asslar Metallurgical Works, Asslar (Kr. Wetzlar)
 ERNST DEHN, Rödgen near Bad Nauheim
 DIPL.-KAUFMANN WALTHER KLEINBACH, Member of the Board of Management of Naxos-Union, manufacturers of abrasives and grinding machinery, Frankfurt a. M.
 DR. KLEMENS KLEINE, Director of Harz-Lahn-Erzbergbau GmbH, Weilburg (Lahn)
 DR. h. c. GEORG KLINGLER, former City Treasurer of Frankfurt a. M., Frankfurt a. M.
 DR. ERNST LEITZ, Director of Ernst Leitz GmbH, Wetzlar
 FRITZ LINSENHOFF, Director of VDO Tachometer Werke Adolf Schindling GmbH, Frankfurt a. M.
 DR. BERND HORST MÜLLER-BERGHOF, Member of the Board of Management of Rheinstahl Henschel AG, Kassel
 WILHELM NUBER, Frankfurt a. M.

DIPL.-KAUFMANN ROBERT NUNIGHOFF, Member of the Board of Management of Hessische Berg- und Hüttenwerke AG, Wetzlar, President of the Wetzlar Chamber of Industry and Commerce, Wetzlar

DR. WALTER RUMPF, Personally Liable Partner in Wilhelm Gail'sche Tonwerke KGaA, Giessen, and Managing Director of Georg Philipp Gail GmbH, Giessen

DR. CARLFRIED SCHLEUSSNER, Director of and Partner in Cella-Lackfabrik Dr. C. Schleussner GmbH, Wiesbaden-Biebrich

GENERALKONSUL BRUNO H. SCHUBERT, Proprietor of Henninger-Bräu KGaA, Frankfurt a. M.

MARTIN TAUSEND, Chairman of the Supervisory Board of Alfred Teves GmbH, Frankfurt a. M.

FRITZ TRAXEL, Personally Liable Partner in C. A. Traxel KG, Hanau (Main)

HARALD WAGENFÜHR VON ARNIM, Sole Partner in and Director of von Arnim'sche Werke GmbH, Grossauheim near Hanau

DR. HANS-HERBERT WEIMAR, Member of the Board of Management of Behringwerke AG, Marburg (Lahn), Director of Behring-Institut GmbH, Marburg (Lahn)

GUSTAV WENDT, Director of Rheinhütte vorm. L. Beck & Co., Wiesbaden-Biebrich

HORST WOELM, Sole Managing Partner in M. Woelm, manufacturers of chemical and pharmaceutical preparations, Eschwege

COUNCIL FOR NIEDERSACHSEN (LOWER SAXONY)

WALTER ANDRÉ of Messrs. Arnold André Zigarrenfabrik GmbH, Bünde (Westf.)

CHRISTIAN FÜRST ZU BENTHEIM UND STEINFURT, Burgsteinfurt (Westf.)

WILHELM BROK, Deputy Chairman of the Supervisory Board of Olympia Werke Aktiengesellschaft, Wilhelmshaven

DIPL.-KAUFMANN HANS CONRADT, Member of the Board of Management of Kabel- und Metallwerke Gutehoffnungshütte AG, Hannover (*Hanover*)

DR. ERNST DENZEL, Deputy Member of the Board of Management of the Wintershall AG, Kassel

DR. PAUL ECKEL, President of Ärztekammer Niedersachsen, Vice-President of Bundesärztekammer, Hannover (*Hanover*)

LOTHAR ENGELN, Member of the Board of Management of Industrie- und Handels-AG Peine, Peine

DR. RUDOLF GROGER, Member of the Supervisory Board of Haarmann & Reimer GmbH, Holzminden

EBERHARD GRAF VON HARDENBERG, Schloss Söder near Hildesheim

WOLFGANG INDERHEES, Member of the Board of Management of Kammgarnspinnerei Wilhelmshaven AG, Wilhelmshaven

DIPL.-KAUFMANN DR. FRANZ KOERTING, Member of the Board of Management of Norddeutsche Seekabelwerke AG, Nordenham

DR. CLEMENS KONITZER, Director of Unterharzer Berg- und Hüttenwerke GmbH, Goslar

DR. BERTHOLD LANGE, Member of the Board of Management of TEUTONIA Misburger Portland-Cementwerk, Anderten near Hannover (*Hanover*)

DR. GUSTAV LINDEMANN of Messrs. Diedr. Lindemann, Hildesheim

CHRISTIAN ANDREAS LOEWE, Managing Partner in Loewe Pumpenfabrik GmbH, Lüneburg

HANS MAYER-UELLNER, Chairman of the Board of Management of Kämmerer Döhren AG, Hannover (*Hanover*)

DIPL.-KAUFMANN DR. HANS MESTER, Member of the Board of Management of Energieversorgung Weser-Ems AG, Oldenburg (Oldb.)

DR.-ING. GERHARD MEYER, Member of the Board of Management of Ilseder Hütte, Peine

DIPL.-ING. WILHELM MILLEMANN, Hannover (*Hanover*)

KONSUL DR. ERICH NAIN, Member of the Board of Management of Hannoversche Verkehrsbetriebe (Üstra) Aktiengesellschaft, Hannover (*Hanover*)

DIETER NÜLLE, Director of Gebr. Leffers, Osnabrück

DIPL.-ING. KARL OPPERMAN, Regierungsbaumeister a. D., Honorary President of Bundesverband Deutscher Eisenbahnen, Bentheim

DR. PAUL OTTO, Chairman of the Board of Management of G. Kromschröder AG, Osnabrück

DIPL.-ING. HERMANN RODRIAN, Member of the Management of Klöckner-Werke AG Duisburg, Osnabrück

DR. FRITZ RÜDIGER, Director of Messrs. Wohlenberg/VDF, lathe and cutting machine manufacturers, founders, Langenhagen

DR. OTTO RÜHLMANN of Messrs. Wilh. Schweppe, Osnabrück

HORST SARTORIUS, Director of Sartorius-Werke GmbH, Göttingen

CHRISTIAN PRINZ ZU SCHAUMBURG-LIPPE, Chief Treasurer and General Agent of Fürst Philipp-Ernst zu Schaumburg-Lippe, Bückeburg

FELIX RICHARD SCHOELLER of Feinpapierfabrik Felix Schoeller jr. GmbH, Burg Gretesch near Osnabrück

HANS-HEINRICH SCHULTE of Messrs. Schulte & Bruns, Emden

EBERHARD GRAF VON SCHWERIN, Member of the Board of Management of Erdölwerke Frisia AG, Emden, Director of Frisia Mineralölgesellschaft mbH, Düsseldorf

DR. WALTHER SEITZ, Oldenburg (Oldb.)

DIPL.-VOLKSWIRT HANS STARK, Member of the Board of Management of Continental Gummi-Werke AG, Hannover (*Hanover*)

DR. GÜNTER WINDAUS, Director of Herzberger Papierfabrik Ludwig Osthusenrich KG, Herzberg (Harz), and of Herzberger Papierfabrik L. Osthusenrich GmbH with branch factories at Obertsrot (Baden), Bielefeld, Frankfurt a. M., Hamburg, Neuss (Rhein)

DR. JULIUS WINTER, Member of the Supervisory Board of Gothaer Allgemeine Versicherung AG, Göttingen

PETER REICHSGRAF WOLFF METTERNICH ZUR GRACHT, Schloss Adelebsen

COUNCIL FOR NORDRHEIN-WESTFALEN (NORTH RHINE-WESTPHALIA)

JAN AHLERS, Director of Adolf Ahlers Bekleidungswerke GmbH, Herford-Elverdissen

PETER BAGEL, Personally Liable Partner in Messrs. A. Bagel, Düsseldorf

DR. CURT BECKER, Partner in Messrs. Clem. Aug. Becker, manufacturers of men's clothing, Mönchengladbach

DIPL.-ING. ERICH BENTELER, Chairman of the Supervisory Board of Benteler-Werke AG, Bielefeld

ALFRED BERNING, Proprietor of Messrs. Gust. Rafflenbeul, Schwelm/Frankenberg (Eder)

DR. ANTON BERTGEN, Retired General Manager, Köln (*Cologne*)

DR. WERNER BORMANN, Member of the Management of Landesversicherungsanstalt Rheinprovinz, Düsseldorf

KARL BRAUN, Member of the Board of Management of Kaufhof AG, Köln (*Cologne*)

FRITZ BREMSHEY, Personally Liable Partner in Bremshey & Co., Solingen-Ohligs

HERMANN GUSTAV BRINKHAUS, Managing Partner in H. Brinkhaus, Warendorf (Westf.), President of the Münster Chamber of Industry and Commerce, Münster

FRIEDRICH BRÜNING, Member of the Supervisory Board of Scholven-Chemie AG, Gelsenkirchen-Buer

DR.-ING. DR. KARLHEINZ BUND, Chairman of the Board of Management of Steinkohlen-Elektrizität Aktiengesellschaft, Essen

WILHELM BUSCH, Emmerich

HELMUT CONZE, Managing Partner in Gebrüder Schniewind GmbH, Neviges

PROFESSOR DR.-ING. OTTO DÜNBIER, Bergrat a. D., General Manager of the Schachtbau Thyssen-Group, Mülheim (Ruhr)

DR.-ING. CURT EDELING, Chairman of the Board of Management of Th. Goldschmidt AG, Essen

MANFRED EMCKE, Managing Partner in Vorwerk & Co., Wuppertal-Barmen

ROBERT ESSER, Partner in and Chairman of the Advisory Board of Gewerkschaft Robert Nachf. Bergwerks- und Industriebedarf GmbH, Bochum, and Eisengrosshandlung Robert Esser KG, Bochum

RICHARD THEODOR FLEITMANN, Board of Management of Vereinigte Deutsche Nickel-Werke Akt.-Ges. vormals Westfälisches Nickelwalzwerk Fleitmann, Witte & Co., Schwerte (Ruhr)

ADOLF FLÖRING of Adolf Flöring Schuhfabrik GmbH, Wermelskirchen

ERNST GÜNTHER FROWEIN, Member of the Supervisory Board and Partner in Frowein & Nolden GmbH, Düsseldorf

HANS GEBHARD, Manufacturer, Member of the Supervisory Board of Gebhard & Co. AG, Wuppertal and Krefeld

DR. WILHELM GIRARDET, Personally Liable Partner in Messrs. W. Girardet, printers and publishers, Essen

LUDWIG GOEBELS, Partner in Dujardin & Co. vorm. Gebr. Melcher, Krefeld-Uerdingen

DR. WOLFGANG GOEDECKE, Ministerialrat a. D., Member of the Board of Management of Rheinische Hypothekenbank, Mannheim

ADOLF GRONEWEG, Proprietor and Sole Manager of VOX-KAFFEE-Werke Groneweg & Meintrup, Münster (Westf.)

DIPL.-KAUFMANN DR. RUDOLF GUTKNECHT, Chairman of the Board of Management of Aachener Straßenbahn und Energieversorgungs-AG, Aachen

GERRIT DE HAAS, Member of the Supervisory Board of Busch-Jaeger Dürener Metallwerke AG and of VARTA Aktiengesellschaft, Wuppertal-Barmen

DR. h. c. REINOLD HAGEN, Proprietor of Kautex-Werke Reinold Hagen, Hangelar near Siegburg

EUGEN HECKING, Managing Partner in J. Hecking Bunt-Spinnerei und Weberei, Neuenkirchen near Rheine

OTTO HEINZEL, Berlin

DR. HERMANN HELLER, Gerichtsassessor a. D., Chairman of the Supervisory Board of Dortmunder Hansa-Brauerei AG, Dortmund

OTTO HENRICH, Bergwerksdirektor, Member of the Management of Klöckner-Bergbau AG and Klöckner-Werke AG, Castrop-Rauxel

DR. EWALD HILGER, Attorney at Law at the Regional Appeal Court, Düsseldorf, Partner in AMC Textilwerke GmbH, Remscheid-Lennep

WILHELM HOLLY, Member of the Board of Management of Hochtief Aktiengesellschaft für Hoch- und Tiefbauten, vorm. Gebr. Helfmann, Essen

FRITZ HOMANN, Director of Fritz Homann GmbH, Dissen

ALPHONS HORTEN, Director of Weck Glaswerk GmbH, Bad Godesberg

DR. WILHELM HÜBNER, Attorney at Law, Chairman of the Board of Management of STERN-BRAUEREI Carl Funke AG, Essen

KONSUL ALFRED VAN HÜLLEN, Partner in Niederrheinische Maschinenfabrik Becker & van Hüllen, Krefeld

DR. GEORG JANNING, Chairman of the Board of Management of Knapsack AG, Knapsack near Köln (*Cologne*), Member of the Board of Management of Farbwerke Hoechst Aktiengesellschaft vormals Meister Lucius & Brüning, Frankfurt a. M.-Höchst

DR. HANS KÄDING, Member of the Board of Management of Ruhrchemie AG, Oberhausen-Holten

ALFRED KAISER, Member of the Board of Management of Kaiser's Kaffee-Geschäft AG, Viersen

DR.-ING. DR.-ING. E. h. ERICH KNOP, Regierungsbaumeister a. D., Managing Director of the Emschergenossenschaft and the Lippeverband, Essen

DR.-ING. E. h. HANS WERNER KOENIG, Bauassessor, Managing Director of the Ruhrverband and of the Ruhrtalsperrenverein, Essen

DIPL.-KAUFMANN HERBERT KÖPPEL, Chairman of the Management of Industrieverwaltungsgesellschaft mit beschränkter Haftung, Bad Godesberg

FRITZ KOTZ, Personally Liable Partner in Bergische Achsenfabrik Fr. Kotz & Söhne, Wiehl, Bez. Köln (*Cologne*)

PROFESSOR DR. WALTER KRÄHE, Director of "Präsident" Ruhrkohlen-Verkaufsgesellschaft mbH, Essen

RUDOLF KRAHÉ, Consul of Greece, Member of the Board of Management of Otto Wolff AG, Köln (*Cologne*)

MAX KRETZSCHMANN, Banker, Baden-Baden

DIPL.-ING. VIKTOR LANGEN, Proprietor of Messrs. A. Langen & Sohn, Krefeld, Personally Liable Partner in A. Ehrenreich & Cie., Düsseldorf-Oberkassel, Langen & Co., Düsseldorf, and Johann Maria Farina gegenüber dem Jülichplatz, Köln (*Cologne*), President of the Düsseldorf Chamber of Industry and Commerce, Düsseldorf

BEN GEORGE LASRICH, General Manager of International Harvester Company mbH, Neuss

DR. FERDINAND MARX, Attorney at Law and Notary, Chairman of the Supervisory Board of Harpener Bergbau AG, Dortmund

DR. NIKOLAUS MAUS, Member of the Management of Farbenfabriken Bayer AG, Leverkusen; Member of the Board of Management of AGFA AG, Leverkusen

UDO VAN MEETEREN, Director of Michel Brennstoffhandel GmbH, Düsseldorf, and Director of Elektro-Metall Export GmbH, Düsseldorf

HEINZ MILKE, Director, Personally Liable Partner in Hermann Milke KG, Soest (Westf.)

DR. KARL GEORG MÜLLER, Member of the Board of Management of Ewald-Kohle AG, Recklinghausen

WERNER MÜLLER, Köln (*Cologne*)

DR.-ING. E. h. DR.-ING. WALTER NAKONZ, Regierungs- und Baurat a. D., Honorary Senator of the Braunschweig (*Brunswick*) Technological College, Garmisch-Partenkirchen

ALFRED OTTEN, Proprietor of Messrs. K. Jos. Otten, Volltuchfabrik, Mönchengladbach

PAUL C. PEDDINGHAUS, Partner in Messrs. Paul Ferd. Peddinghaus, Gevelsberg

FRITZ PETERS, Personally Liable Partner in Wellpappenwerke Fritz Peters & Co. KG, Kapellen Krs. Moers

HANS PRUSSMANN, Member of the Board of Management of Bergwerksgesellschaft Walsum AG, Walsum

GERHARD RABICH, Member of the Board of Management of Victoria-Versicherungsgesellschaften, Düsseldorf/Berlin

DIPL.-KAUFMANN OTTO RAUSCHENDORFER, Director of Boge GmbH, Eitorf (Sieg)

DR.-ING. WALTER REINERS, Proprietor of Messrs. W. Schlafhorst & Co., Mönchengladbach

CARL-GEORG ROSENKRANZ, Personally Liable Partner in Messrs. Halstenbach & Co., Wuppertal-Barmen

DR. HERMANN ROSSOW, Chairman of the Management of Friedrich Uhde GmbH, Dortmund

DR. ING. RUDOLF H. SACK, Chairman of the Management of and Partner in Maschinenfabrik Sack GmbH, Düsseldorf-Rath

DR. CARL-FRIEDRICH SCHADE, Director of and Partner in Messrs. Wilhelm Schade, Plettenberg, and Kunststoffwerk Voerde KG, Ennepetal-Voerde

KARL SCHMITZ-SCHOLL, Sole Managing Partner in Messrs. Wilh. Schmitz-Scholl and Hamburger Kaffee-Importgeschäft Emil Tengemann, Mülheim (Ruhr)-Speldorf

DIPL.-KAUFMANN FRIEDRICH W. SCHNEIDER, Member of the Board of Management of Dortmund-Hörder Hüttenunion AG, Dortmund

GENERALKONSUL W. G. SCHOEME, Chairman of the Management of Lindemann Maschinenfabrik GmbH, Düsseldorf, Lindemann Kommanditgesellschaft, Düsseldorf, and Hartung, Kuhn & Co., Maschinenfabrik GmbH, Düsseldorf

DIPL.-KAUFMANN DR. RICHARD SCHULTE, Chairman of the Board of Management of Vereinigte Elektrizitätswerke Westfalen AG, Dortmund

DIPL.-KAUFMANN KARL-LUDWIG SCHWEISFURTH, Manufacturer, Herten (Westf.)

FRIEDRICH SIEGERT, Partner in Messrs. de Haen-Carstanjen & Söhne, Düsseldorf

WALTER SIEPMANN, Managing Partner in Siepmann-Werke KG and in Stahl-Armaturen Persta GmbH KG, Belecke (Möhne)

DR. WILHELM STEINBACH, Member of the Board of Management of AG Eiserfelder Steinwerke, Eiserfeld (Sieg)

WERNER STOCKMEYER, Manufacturer, Managing Partner in Versmolder Fleischwaren- und Gemüsekonservenfabrik Stockmeyer KG, Versmold

DIPL.-VOLKSWIRT DR. ALEXANDER STRATMANN, Managing Partner in Gelenkwellenbau GmbH, Essen, Member of the Board of Management of Uni-Cardan-AG, Lohmar

WILHELM STUT, Partner in and Sole Director of Wilhelm Böhmer Gesellschaft für Elektrobedarf mbH, Dortmund

WILHELM TEMME, Hüttenwerksdirektor, Krefeld

WILHELM TERBERGER, Chairman of the Board of Management of Katag AG, Bielefeld

HEINRICH WÄLTERMANN, Managing Partner in Profilia-Werke Preckel & Wältermann GmbH & Co. KG, Ennigerloh (Westf.)

OTTO WALPERT, Member of the Management of Landesversicherungsanstalt Westfalen, Münster (Westf.)

KARL AUGUST WEISSHEIMER, Partner in Friedrich Weissheimer Malzfabrik, Andernach (Rhein)

DR. ALEXANDER WERTH, Principal Director of Ringsdorff-Werke GmbH, General Partner in Ringsdorff-Werke KG and in Dr. Sievers & Co. KG, Bad Godesberg-Mehlem

DIPL.-CHEMIKERIN DR. ELLEN WIEDERHOLD, Personally Liable Partner in Messrs. Hermann Wiederhold, paint and varnish manufacturers, Hilden and Nürnberg (*Nuremberg*)

KONSUL PAUL WIEGMANN, Partner in Klöwer & Wiegmann KG, Dortmund

DIETRICH WILLUHN, Member of the Management of Klöckner-Werke AG, Hütte Haspe, Hagen-Haspe

DR. ANTON WINGEN, Chairman of the Board of Management of Kohlensäure-Industrie AG, Düsseldorf

DIPL.-KAUFMANN DR. GÜNTER WINKELMANN, Member of the Board of Management of Hugo Stinnes AG and of Steinkohlenbergwerke Mathias Stinnes AG, Wittlaer near Düsseldorf

HERMANN WIRTZ, Partner in Dalli-Werke Mäurer & Wirtz and in Chemie Grüenthal GmbH, Stolberg (Rhld.)

FRANZ HEINRICH WITTHOEFFT, Partner in and Chairman of the Advisory Board of W. & O. Bergmann KG, Düsseldorf/Hamburg

GUSTAV WOLFF, Partner in and Sole Director of G. Wolff jr. GmbH and G. Wolff jr. KG, founders and engineers, Bochum-Linden

DR. NORBERT ZAPP, Managing Partner in Messrs. Robert Zapp, Düsseldorf

DR. HERBERT ZIGAN, Chairman of the Board of Management of Landesversicherungsanstalt Rheinprovinz, Düsseldorf, Principal Director of Landesvereinigung der industriellen Arbeitgeberverbände Nordrhein-Westfalens e.V., Düsseldorf, Principal Director of Verband metallindustrieller Arbeitgeberverbände Nordrhein-Westfalens e.V., Düsseldorf

COUNCIL FOR RHEINLAND-PFALZ (RHINELAND-PALATINATE)

PROFESSOR DR. ERNST BIEKERT, Chairman of the Board of Management of Knoll AG Chemische Fabriken, Ludwigshafen

DR. HERMANN DATZ, Proprietor of Bimsbaustoffwerk Dr. H. Datz, Miesenheim near Andernach, and of Maschinenfabrik Dr. Datz GmbH, Miesenheim near Andernach

ERWIN HERRMANN, Member of the Board of Management of Pfalzwerke AG, Ludwigshafen a. Rh.

DIPL.-VOLKSWIRT DR. GERHARD JUNG, Member of the Board of Management of Mainzer Aktien-Bierbrauerei, Mainz

GENERALKONSUL SENATOR HANS KLENK, Senator of the Internationale Gutenberg-Gesellschaft, Proprietor of Hakle-Werke, Mainz

DIPL.-ING. GÜNTHER LIEGEL-SEITZ, Managing Partner in Seitz-Werke GmbH, Bad Kreuznach, and in Seitz-Asbest-Werke Theo & Geo Seitz, Bad Kreuznach

WILLI MAURER, Chairman of the Supervisory Board of Carl Mampe Aktiengesellschaft, Berlin

JAKOB MÜLLER, Managing Partner in Jakob Müller Lederwarenfabrik GmbH, Kirn a. d. Nahe

DIPL.-KAUFMANN DR. KARL H. MÜLLER, Member of the Board of Management of Klein, Schanzlin & Becker AG, Frankenthal (Pfalz)

KONSUL DR. FRITZ RIES, Chairman of the Board of Management of Pegulan-Werke AG, Frankenthal (Pfalz)

HELMUT SCHNEIDER, Partner in and Director of Werner & Mertz GmbH, chemical works, Mainz, Erdal Gesellschaft mbH, Mainz, Solitaire GmbH, Mainz, Rex-Autopflege GmbH, Mainz, Klein & Rindt GmbH, Mainz

JOSEF SCHNUCH, Proprietor of Trierer Kalk-, Dolomit- und Zementwerke Josef Schnuch, Wellen (Obermosel)

KONSUL HELMUT SCHRÖDER, Chairman of the Supervisory Board of Margarete Astor AG, Mainz

COUNCIL FOR THE SAAR

DIPL.-VOLKSWIRT FRITZ HORNE, General Manager of Saarbergwerke AG, Saarbrücken

DIPL.-KAUFMANN FRITZ KARMANN, Manager of Karlsberg-Brauerei KG Weber, Homburg (Saar)

DR. FRIEDRICH SCHMEISSMEIER, Director of Gerlach-Werke GmbH, Homburg (Saar)

COUNCIL FOR SCHLESWIG-HOLSTEIN

WALDEMAR FRIEBEL, Chairman of the Board of Management of Schmalbach-Lubeca-Werke AG, Braunschweig (*Brunswick*)

DR. BERNHARD GOLDSCHMIDT, Honorary President of the Supervisory Board of Th. Goldschmidt AG, Essen, Kiel

HEINRICH HILGENBERG, Member of the Board of Management of Flensburger Schiffsbau-Gesellschaft, Flensburg

KONSUL HANS LEOPOLD HÖHL, Senator E. h., Member of the Board of Management of L. Posschl & Co. mbH, Lübeck

DIPL.-ING. ARNO KLEHN, Member of the Board of Management of Höwaldtswerke-Deutsche Werft AG, Hamburg and Kiel, Kiel

ERNSTHERMANN KÖLLN, of Messrs. Peter Kölln, Elmshorn

EGON OLDENDORFF, of Messrs. Egon Oldendorff, Lübeck

GEORG RIECKMANN, Director of Georg Rieckmann Herrenkleiderfabrik GmbH, Lübeck

KONSUL HEINZ SEIBEL of Messrs. J. W. Seibel, margarine manufacturers, Kiel, President of the Kiel Chamber of Industry and Commerce, Kiel

FRANZ WEIPERT of Weipert & Co. Textil-Einzelhandel, Kiel, Hannover (*Hanover*), Braunschweig (*Brunswick*), Bremen

LIST OF BRANCHES

HEAD OFFICES

DÜSSELDORF

25, Breite Strasse

Telephone 82 71 • Telex 8581381

FRANKFURT A. M.

17-19, Grosse Gallusstrasse

Telephone 28621 • Telex 411246

HAMBURG

7-9, Ness

Telephone 36 13 11 • Telex 212 391

BRANCHES

Aachen with sub-branches Adalbertstrasse Burtscheid Markt*	Bad Nauheim Bad Neuenahr Bad Oeynhausen Bad Oldesloe Bad Salzuflen Bad Soden a. Ts. Bad Vilbel Balingen (Württ.) Bamberg Baunatal Bayreuth Beckum (Westf.) Bergedorf (Hamburg- Bergedorf) Bergisch Gladbach Bergneustadt Beuel Biberach a. d. Riss Bielefeld with sub-branches Heeper Strasse Jöllenbecker Strasse Sieker Stapenhorststrasse Wellensiek Wilhelmstrasse	Böblingen Bonn with sub-branches Adenauerallee Markt Tannenbusch Borken (Westf.) Bottrop Brackwede Braunschweig (<i>Brunswick</i>) with sub-branches Am Hauptbahnhof Celler Strasse Dankwardstrasse Jasperallee Süd*	Bünde Buer (Gelsenkirchen-Buer) Butzbach
Aalen Ahlen (Westf.) Ahrensburg (Holst.) with sub-branch Nord Ahrweiler Alfeld (Leine) Alsfeld Altena (Westf.) with sub-branch Lennestrasse Altenhundem (Lenne) Altona (Hamburg-Altona) Andernach Aschaffenburg Augsburg with sub-branch Donauwörther Strasse	Bergisch Gladbach Bergneustadt Beuel Biberach a. d. Riss Bielefeld with sub-branches Heeper Strasse Jöllenbecker Strasse Sieker Stapenhorststrasse Wellensiek Wilhelmstrasse Bigge (Krs. Brilon/W.) Bingen Bocholt Bochum with sub-branches Ehrenfeld Hamme Laer Linden Querenburg	Bremen with sub-branches Dobben Findorff Gröpelingen Hemelingen Neustadt Steintor West Woltmershausen Bremen-Vegesack Bremerhaven with sub-branches Geestemünde Lche Bremervörde Bruchsal Brühl (Bez. Köln)* Brunsbüttelkoog Bückeburg Büderich (near Düsseldorf)	Celle Cloppenburg Coesfeld Cuxhaven Dachau Darmstadt with sub-branches Arheilgen Karlstrasse Delmenhorst Detmold Diepholz Diez (Lahn) Dillenburg Dinslaken Dormagen Dorsten Dortmund with sub-branches Aplerbeck Hörde Hombruch Kaiserstrasse Königswall Mengede Münsterstrasse Ruhrallee Dülken

BRANCHES (continued)

Dülmen	Essen	Gelsenkirchen-Buer	Rothenburgsort
Düren	with sub-branches	Gevelsberg	St. Georg
Düsseldorf	Altenessen	Giessen	St. Pauli
with sub-branches	Borbeck	Gifhorn	Schnelsen
Am Hafen	Bredeney	Gladbeck	Uhlenhorst
Am Hauptbahnhof	Essen-Süd	Glückstadt	Volksdorf
Brehmplatz	Essen-West	Goch	Wandsbek
Eller	Kupferdreh	Göggingen (near Augsb.)	Wilhelmsburg
Friedrichstrasse	Rüttenscheid	Göppingen	Winterhude
Garath	Steele	Göttingen	Garstedt (Schlesw.-H.)
Gerresheim	Viehofer Platz	with sub-branches	Glinde (Schlesw.-H.)*
Grafenberger Allee	Wasserturm	Eichendorffplatz*	Reinbek (Schlesw.-H.)
Heerdt	Esslingen	Weender Landstrasse	Hamburg-Altona
Heinrichstrasse	Ettlingen	Goslar	Hamburg-Bergedorf
Holthausen	Euskirchen	Greven (Westf.)	Hamburg-Harburg
Kaiserswerth*	Fellbach (Württ.)	Grevenbroich	Hameln
Königsallee	Flensburg	Gross Gerau	Hamm (Westf.)
Nordstrasse	with sub-branches	Gütersloh	with sub-branch
Oberbilk	Mürwik	Gummersbach	Marktplatz
Oberkassel	Norderstrasse		Hanau (Main)
Rath	Südermarkt		Hannover (<i>Hanover</i>)
Reisholzer Strasse	Frankenthal (Pfalz)		with sub-branches
Schadowstrasse	Frankfurt a. M.	Haan (Rhld.)	Am Klagesmarkt
Wersten	with sub-branches	Hagen	Am Kröpcke
Worringer Platz	Adickesallee	with sub-branches	Am Küchengarten
Düsseldorff-Benrath	Alt-Bornheim	Haspe	Am Steintor
Duisburg	Am Eschenheimer Tor	Mittelstrasse	Berenbostel
with sub-branches	Am Opernplatz	Halver	Buchholz*
Hamborn-Marxloh	Berliner Strasse	Hamborn (Duisburg-H.)	Celler Strasse
Lutherplatz	Bockenheim		Hemmingen-Westerfeld
Meiderich	Bornheim		Herrenhausen
Wanheimerort	Dornbusch		Hildesheimer Strasse
Duisburg-Hamborn	Galluswarte		Laatzen
Duisburg-Ruhrort	Hanauer Landstrasse		Langenhagen
Duisdorf (near Bonn)	Hauptwache		Langenhagen-Skala
	Kaiserstrasse		Sallstrasse*
	Oederweg		Südstadt
	Platz der Republik		Vahrenheide
	Rödelheim		Vahrenwald
	Sachsenhausen		Wülfel
	Schwanheim		Harburg (Hambg.-Harbg.)
	Zeil		Haslinghausen
Ebingen*	Frankfurt a. M.-Höchst		Heide (Holst.)
Eckernförde	Frechen		Heidelberg
Eickel (Wanne-Eickel)	Freiburg i. Br.		Heidenheim (Brenz)
Einbeck*	Friedberg (Hess.)		Heilbronn
Eiserfeld	Friedrichsfeld (Ndrh.)		Heiligenhaus
Elmshorn	Friedrichshafen		Helmstedt
Elten-Feldhausen	Fürth (Bay.)		with sub-branch
Emden	with sub-branch		Gröpern
with sub-branch	Komotauer Strasse		Hemer
Rathausplatz	Fulda		Hennef
Emmerich	Gelsenkirchen		Herford
Emsdetten*	with sub-branches		with sub-branches
Enger	Am Stern		Alter Markt
Ennepetal	Buer-Erle		Mindener Strasse*
Ennigloh	Horst		Herne
Erkelenz	Neustadt		Herten
Erkrath			
Erlangen*			
Eschwege			
Eschweiler			

BRANCHES (continued)

Herzberg	Kiel	Leverkusen	Moers
Hilden	with sub-branches	Limburg (Lahn)	Monschau
Hildesheim	Arndtplatz	Lingen (Ems)	Mühdorf (Inn)
with sub-branches	Gaarden	Lippstadt	Mühlheim (Main)
Dammstrasse	Holtenauer Str. Nord	Lobberich	Mülheim (Ruhr)
Marienburger Platz	Holtenauer Str. Süd	Löhne	with sub-branch
Zingel*	Kirchhofallee	Lörrach (Baden)	Speldorf
Höchst a. M.	Seefischmarkt	Ludwigsburg	München (<i>Munich</i>)
(Frankfurt a.M.-Höchst)	Kirchheim-Teck	Ludwigshafen (Rhein)	with sub-branches
Hof (Saale)	Kirchweyhe	Lübecke	Baldeplatz
Hofheim (Taunus)	Kirn (Nahe)	Lübeck	Grosshadern
Hohenlimburg	Kleve	with sub-branches	Hauptbahnhof/Mars-
with sub-branch	Koblenz	Am Schlachthof	strasse
Elsey	with sub-branch	Fackenburger Allee	Hohenzollernstrasse
Holzminden	Bahnhofsplatz	Geniner Strasse	Ingolstädter Strasse
Homberg (Ndrhh.)*	Köln (<i>Cologne</i>)	Marli	Laim
Homburg (Saar)	with sub-branches	Nordlandkai	Leopoldstrasse
Hoya (Weser)	Barbarossaplatz	Skandinavienkai	Lindwurmstrasse
Hüls (near Krefeld)	Braunsfeld	Travemünde	Müllerstrasse
Hüttental-Weidenau	Chlodwigplatz	Lüchow	Neuaubing*
Husum	Ehrenfeld	Lüdenscheid	Nymphenburger Strasse
	Eigelstein	with mobile sub-branch	Pasing
	Hohenzollernring	Lüdinghausen	Reichenbachplatz
	Hohe Strasse	Lüneburg	Riesefeldstrasse
	Kalk	Lünen	Rosenheimer Platz
	Lindenthal	Lüttringhausen	Rotkreuzplatz
	Neumarkt	(Remscheid-Lüttringh.)	Schwanthalerstrasse
	Neusser Strasse		Sendlinger Strasse
	Sülz		Thalkirchner Strasse
	Weidenpesch*		Thomasiusplatz
	Zollstock		
Idar-Oberstein	Köln-Mülheim	Mainz	Münster
with sub-branch	Konstanz (<i>Constance</i>)	with sub-branches	with sub-branches
Idar	with sub-branch	Am Dom	Hammer Strasse
Ingolstadt	Petershausen	Rheinallee	Hansaring
Iserlohn	Korbach	Mainz-Kastel	
with sub-branch	Krefeld	Mannheim	
Schillerplatz	with sub-branches	with sub-branches	
Itzehoe	Hochstrasse	Kaiserring	
	Zentrum	Lindenhof	
	Krefeld-Uerdingen	Neckarau	
	Kreuztal	Neckarstadt	
		Sandhofen	
		Waldhof	
Kaan-Marienborn	Lahr	Marburg (Lahn)	
(Siegen-Kaan-Marienb.)	Landau	Marl-Hüls	
Kaiserslautern	Landshut	Mayen	
Kamen	Langen (Hess.)	Memmingen	
Kamp-Lintfort	Langenfeld	Meppen	
Karlsruhe	Leer (Ostfr.)	Mettmann	
with sub-branches	Leeste	Millingen	
Durlach	Lehrte	Minden	
Mühlburg	Leichlingen*	Möllen (Ndrhh.)	
Kassel	Lemgo	Mönchengladbach	
with sub-branches	Lennep (Remscheid-L.)	with sub-branches	
Altmarkt	Leonberg	Am Hauptbahnhof	
Bettenhausen	Letmathe*	Rheindahlen 1	
Friedr.-Ebert-Strasse		Rheindahlen 2	
Kaufbeuren			
Kelkheim (Ts.)			
Kempfen (Ndrhh.)			

BRANCHES (continued)

Nürnberg (<i>Nuremberg</i>) with sub-branches Flughafen Friedrich-Ebert-Platz Fürther Strasse Gibitzenhof Landgrabenstrasse Plärrer Stresemannplatz	Recklinghausen with sub-branch Recklinghausen-Süd Rees Regensburg Remscheid with sub-branch Hasten Remscheid-Lennep Remsch.-Lüttringhausen Rendsburg Reutlingen Rheda Rhede (near Bocholt) Rheine with sub-branch Schotthock Rheinhausen Rheydt with sub-branches Friedrich-Ebert-Strasse Odenkirchen Rietberg Rüdesheim Rüsselsheim Ruhrort (Duisbg.-Ruhrort)	Solingen-Wald Sprendlingen Stade Stadt Allendorf Steinhagen Sterkrade (Oberhausen- Sterkrade) Stolberg Straubing Stuttgart with sub-branches Degerloch Feuerbach Hauptstätterstrasse Marienplatz Ostendplatz Rosenbergplatz Rotebühlplatz Schlossstrasse Vaihingen a. F. Wangen Weilimdorf Zuffenhausen Stuttgart-Bad Cannstatt	Warburg Wattenscheid with sub-branch Höntrop Wedel (Holst.) Weiden i. d. Opf. Weinheim (Bergstrasse) Werdohl Wermelskirchen Wesel Wesseling Westerholt Westerland (Sylt) Wetzlar Wiedenbrück Wiehl (Bez. Köln) Wiesbaden with sub-branches Biebrich Bismarckring* Bleichstrasse Kirchgasse Rheinstrasse* Wilhelmstrasse Wilhelmshaven with sub-branch Gökerstrasse Wissen Witten with sub-branch Annen Wolfenbüttel Wolfsburg with sub-branches Detmerode Tiergartenbreite Worms Würselen* Würzburg Wunstorf Wuppertal-Barmen with sub-branches Langerfeld Oberbarmen Ronsdorf Unterbarmen* Werth Wichlinghausen Wuppertal-Elberfeld* with sub-branch Friedr.-Ebert-Strasse
Oberhausen with sub-branch Osterfeld Oberhausen-Sterkrade Obertshausen Oberursel (Ts.) Oer-Erkenschwick Offenbach a. M. with sub-branches Sprendlinger Land- strasse Waldstrasse Offenburg Ohligs (Solingen-Ohligs) Oldenburg (Oldb.) with sub-branch Grossmarkt Olpe Opladen Osnabrück with sub-branches Bramscher Strasse Fledder* Johannisstrasse Lotter Strasse Schützenstrasse Osterholz-Scharmbeck Osterath Osterode (Harz)	Saarbrücken with sub-branch Mainzer Strasse Saarburg (near Trier) Saarlouis Salzgitter-Lebenstedt St. Wendel Sarstedt Schleswig Schöningen Schwabach Schwäbisch Gmünd Schweinfurt Schwelm Schwerte (Ruhr) Sennestadt Siegburg Siegen Siegen-Kaan-Marienborn Sindelfingen Singen a. H. Soest Solingen with sub-branch Höhscheid Solingen-Ohligs	Travemünde (Lübeck-Travemünde) Trier Troisdorf Tübingen Uelzen Uerdingen (Krefeld-Uerd.) Uetersen Ulm Unna Unterföhring (near München) Varel (Oldb.) Vechta Vegesack (Bremen-Vegesack) Velbert Versmold Viersen Waldbröl Walsrode Walsum Wanne (Wanne-Eickel)	Wiesbaden with sub-branches Biebrich Bismarckring* Bleichstrasse Kirchgasse Rheinstrasse* Wilhelmstrasse Wilhelmshaven with sub-branch Gökerstrasse Wissen Witten with sub-branch Annen Wolfenbüttel Wolfsburg with sub-branches Detmerode Tiergartenbreite Worms Würselen* Würzburg Wunstorf Wuppertal-Barmen with sub-branches Langerfeld Oberbarmen Ronsdorf Unterbarmen* Werth Wichlinghausen Wuppertal-Elberfeld* with sub-branch Friedr.-Ebert-Strasse Xanten

* Opening shortly.

AFFILIATED AND ASSOCIATED BANKS

VON DER HEYDT-KERSTEN & SÖHNE, WUPPERTAL-ELBERFELD
with sub-branches at Langenberg and Wuppertal-Vohwinkel

ILSEDER BANK, SANDOW & CO., PEINE

BANK FÜR TEILZAHLUNGSKREDIT GMBH, DÜSSELDORF
with branch office in Munich and sub-branches at Bielefeld, Duisburg-Hamborn and Stuttgart

COMMERZ- UND INDUSTRIE-LEASING GMBH, DÜSSELDORF

SUBSIDIARY INSTITUTION

BERLINER COMMERZBANK

AKTIENGESELLSCHAFT

Head Office and Main Branch at 125, Potsdamer Strasse, 1 BERLIN 30

Exchange Office at 1, Rankestrasse, 1 Berlin 30

with sub-branches:

Kurfürstendamm
Tempelhof
Reinickendorf
Neukölln
Friedenau
Charlottenburg
Mehringdamm
Spandau
Moabit

Wedding
Wilmerdorf
Gedächtniskirche
Kottbusser Tor
Steglitz
Schöneberg
Hermannstrasse
Tegel
Mariendorf
Kochstrasse
Marienfelde

Schmargendorf
Reichsstrasse
Halensee
Lankwitz
Berliner Strasse
Hermisdorf
Hohenzollerndamm
Buckow
Kurt-Schumacher-Platz
Hermannplatz
Albrechtstrasse

Nonnendammallee
Otto-Suhr-Allee
Savignyplatz
Am Flughafen Tempelhof
Lichtenrade*
Kurfürstenstrasse*

Sub-agency:
Grossmarkt (with 2 offices)

* Opening shortly

REPRESENTATIVE OFFICES ABROAD

ARGENTINA, PARAGUAY AND URUGUAY

Joachim N. Soszna, 456, Avenida Corrientes, Depto. 73, Buenos Aires, Argentina

BRAZIL

(AND DELEGATE FOR SOUTH AMERICA)

Günther Eberhard, 123 — 7° andar, Avenida Rio Branco, Rio de Janeiro, Brazil

FAR EAST

Manfred Rasche, Palace Hotel Building, Tokyo, Japan

NEAR AND MIDDLE EAST, UAR (EGYPT)

Friedhelm Jost, Starco Building, Beirut, Lebanon

REPUBLIC OF SOUTH AFRICA

W. P. Kahrass & Co. (Pty.), Ltd., Palace Buildings,
Corner of Pritchard and Rissik Street, Johannesburg, Republic of South Africa

SOUTH-WEST AFRICA

Keller & Neuhaus Trust Co. (Pty.), Ltd., Kaiserstreet, Windhoek, South-West Africa

SPAIN AND PORTUGAL

Günter Schönberger, 5,4°, Calle del Clavel, Madrid-4, Spain

UNITED STATES OF AMERICA

Jürgen Reimnitz, 55 Broad Street, New York, N.Y. 10004, USA

VENEZUELA

Corp. Moller C. A., Avenida Urdaneta, Pelota a Punceres, Edificio "Icauca", Caracas, Venezuela

PARTICIPATIONS IN FOREIGN FINANCIAL INSTITUTIONS

INTERNATIONAL INSTITUTIONS

Adela Investment Company S.A., Luxembourg/Lima
Compagnie Internationale de Crédit à Moyen Terme S.A., Lausanne
Deltac Panamerica S.A., Nassau (Bahamas)
European Enterprises Development Company E.E.D., S.A., Luxembourg
Groupement Immobilier Européen d'Études et de Participations (GIEP), Paris
International Commercial Bank Ltd., London
Tourinvest S.A., Luxembourg
United Overseas Bank S.A., Geneva*)
World Banking Corporation Ltd., Nassau (Bahamas)

EUROPE

Finland: Teollistamisrahasto Oy (Industrialization Fund of Finland Ltd.), Helsinki
Spain: Banco Urquijo S.A., Madrid

OVERSEAS

Brazil: Banco de Investimento do Brasil S.A. (B.I.B.), Rio de Janeiro
Burundi: Banque Commerciale du Burundi S.A.R.L., Bujumbura*)
Cameroon: Banque Internationale pour le Commerce et l'Industrie du Cameroun S.A., Yaoundé*)
Congo (Brazzaville): Banque Internationale pour le Commerce et l'Industrie du Congo S.A., Brazzaville*)
Congo (Kinshasa): Société Congolaise de Banque S.C.A.R.L. (Socobanque), Kinshasa*)
Ivory Coast: Banque Internationale pour le Commerce et l'Industrie de la Côte d'Ivoire S.A., Abidjan*)
Kenya, Uganda: Commercial Bank of Africa Ltd., Nairobi, Kampala*)
Lebanon: Rifbank S.A.L., Beirut
Morocco: Banque Marocaine du Commerce Extérieur, Casablanca
Morocco: Banque Nationale pour le Développement Économique, Rabat
Nigeria: Nigerian Industrial Development Bank Ltd., Lagos
Pakistan: PICIC Pakistan Industrial Credit & Investment Corporation Ltd., Karachi
Rwanda: Banque Commerciale du Rwanda S.A.R.L., Kigali*)
Senegal, Gambia: Banque Internationale pour le Commerce et l'Industrie du Sénégal, Dakar
with branch office in Bathurst (Gambia)*)
Singapore: Development Bank of Singapore
Thailand: Industrial Finance Corporation of Thailand (IFCT), Bangkok
Tunisia: Union Internationale de Banques, Tunis

*) Through Société Financière pour les Pays d'Outre-Mer (SFOM), Geneva

