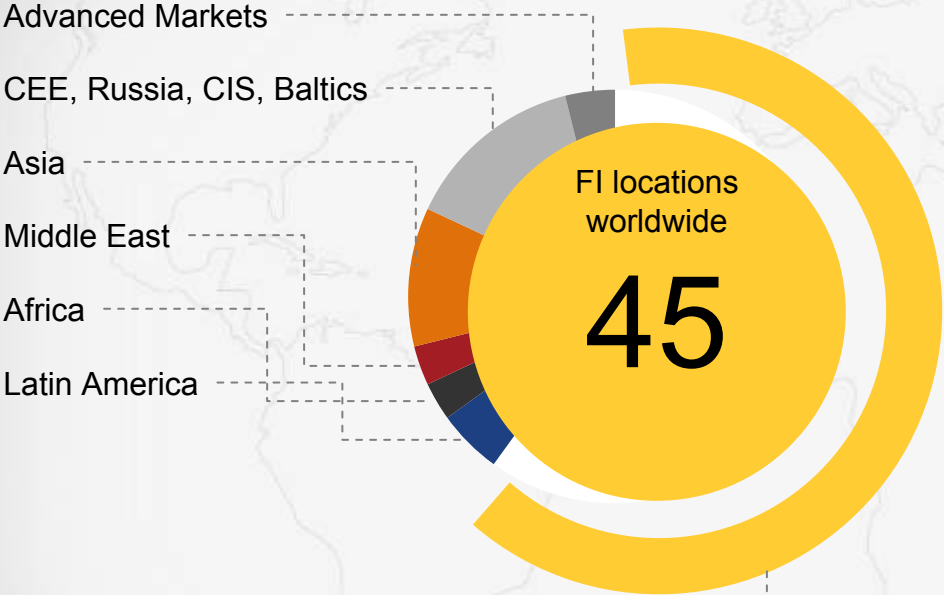


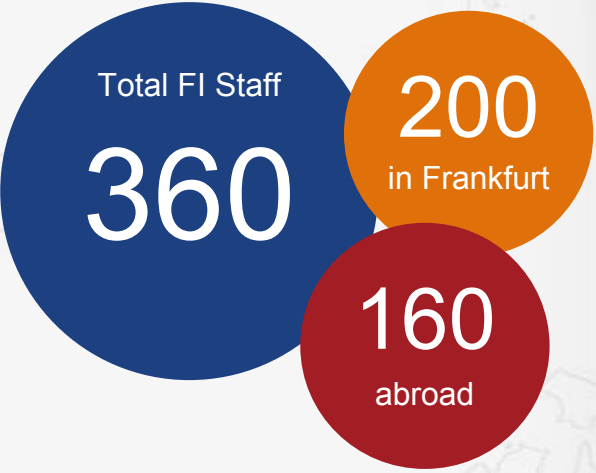


We are Commerzbank Financial Institutions

A team of highly qualified professionals, convincing worldwide through commitment and excellence.



Over **60** Commerzbank locations worldwide



Cumulative years of experience **> 8,500**

Languages spoken about **60**

**Our service is Partnership,
our product Expertise.**

**Excellence for
over 5,000 clients**

Advanced
Markets

Africa

Asia

Latin
America

Middle
East

CEE / Baltics
Russia / CIS

Cash Services

moving money & securities

→ Partner of first choice
for payments globally

Trade Services

financing trade

→ Your experienced trade
provider for Europe and
beyond since 1870

Banking Products

raising debt

→ European provider
of debt & equity solutions

Market Products

hedging risk

→ Innovator of risk hedging
solutions and liquidity
management

Listening to our client's needs we strive to provide effective solutions.

C

- Account
- Commercial Payments
- SEPA
- Clearing
- Payment Enabling
- CCP Central Counter-party Client Clearing
- Cheque
- Direct Debit
- Custody
- Quality Management

T

- Letter of Credit – Advising
- Letter of Credit – Confirmation
- Letter of Credit – Negotiation
- Letter of Credit – Reimbursement
- Guarantee / Standby Letter of Credit
- Documentary Collection
- Supply Chain Financing / BPO
- Trade Financing
- Trade Facilitation Programmes
- Forfaiting
- Trade Risk Management

B

- Bilateral Loan
- Club Deal
- Syndicated Loan
- Schuldschein
- Bonds, Private Placements and other debt instruments
- Asset Finance Solutions
- Islamic Banking

M

- Money Market
- Fixed Income
- Equity Markets
- Commodities
- Research
- Precious Metals
- Foreign Exchange
- e-Commerce

- C** Cash Services
- T** Trade Services
- B** Banking Products
- M** Market Products

**For our clients we go the extra mile.
We are pioneers and committed to maintain our leadership.**

Local support through our FI locations around the globe

2 new locations
recently or just about
to be opened



- Abidjan** | Addis Ababa | Almaty | Ashgabat | **Baghdad** | Baku | Bangkok | Beijing | Beirut
- Belgrade | Bucharest | Buenos Aires | Cairo | Caracas | Dhaka | Dubai | Ho-Chi-Minh City | Hong Kong
- Istanbul | Jakarta | Johannesburg | Kiev | Kuala Lumpur | Lagos | Luanda | Melbourne | Milan | Minsk
- Moscow | Mumbai | New York | Novosibirsk | Panama | Riga | Santiago de Chile | Sao Paulo | Seoul
- Shanghai | Singapore | Taipei | Tashkent | Tbilisi | Tokyo | Tripoli | Zagreb

At your service wherever you are



Our "nearest" client ----- **40** metres

Our "farthest" client ----- **18,189,000** metres

**Together we are eager to achieve unique results.
Our ideal is to create sustainable relationships
rather than counting on figures only.**

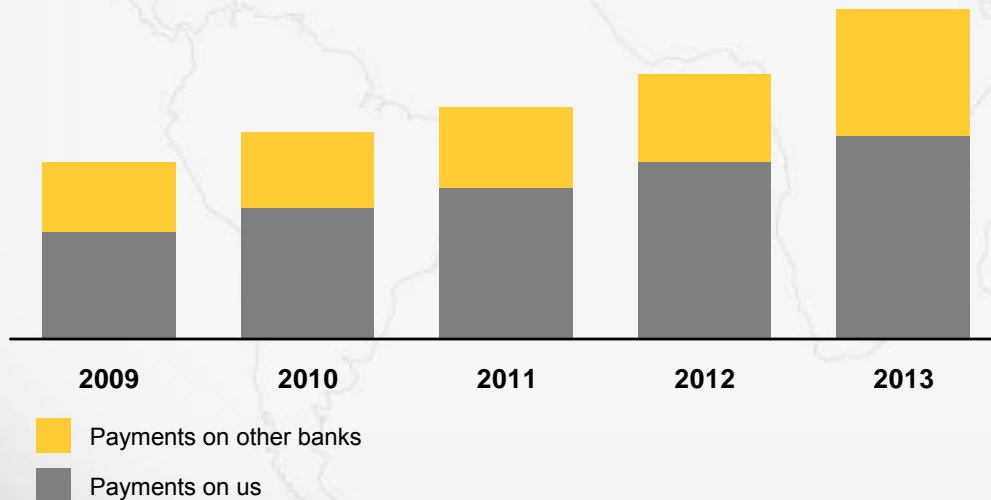
- › **Commitment** – to you as our partner: we are relationship driven
- › **Networking** – bringing you together with market players and delivering tailor-made solutions
- › **Leadership** – your access to over 140 years of expertise in international business
- › **Pioneering** – your trailblazer in new markets
- › **Performance** – your peace of mind: excellence of service





Cash Services: Primary entry point for the Euro payment market

Combined number of cross-border commercial payments received steadily growing



5000

accounts

44 mn

commercial payments p.a.

11 mn

interbank payments p.a.

Source: Commerzbank 2014

T

Trade Services: Expertise and experience since 1870

We strive to make you more successful

- › Processing Centers in Asia and Europe
- › Processing capability 18 hours per day
- › 5,000 FI clients in 204 countries
- › Over EUR 50bn Commercial Credit Lines for FI Clients
- › 8% Increase in Export Letters of Credit
- › 5% Increase in Guarantee Transactions
- › COBADEFFDOC: New Single Entry Point
- › Special focus on Trade in 2014 and beyond



Shaping the Future

- › Supply Chain Definitions
Joint initiative of ICC, BAFT, EBA, IFA and others to have a common definition of supply chain financing and related products
- › BAFT – Master Trade Loan Documentation
Master Document subject to English as well as New York law
- › Trade Finance: A New Asset Class
Various groups working on the establishment in order to attract alternative investors

Drivers: expected growth of world trade coupled with Basel III capital restraints
- › ICC Trade Register
New Report launched in June 2014
low risk of trade reconfirmed

B Banking Products: Leading position in providing debt solutions

Global syndicated loans market for FI*

Pos.	Mandated Lead Arranger	Deals	Volume (in €m)
1	Mizuho	20	10,040.54
1	Commerzbank Group	20	8,973.83
3	JPMorgan	17	13,733.23
3	Standard Chartered Bank	17	8,292.59
5	HSBC	16	13,640.58

EMEA syndicated loans for FI*

Pos.	Mandated Lead Arranger	Deals	Volume (in €m)
1	Commerzbank Group	15	8,381.25
2	Standard Chartered Bank	13	6,901.82
3	ING	12	7,084.16
4	HSBC	11	7,664.71
4	Citi	11	6,537.69

COMMERZBANK 



CREDIT BANK OF MOSCOW

Syndicated Term Loan Facility up to US\$500 million

Co-ordinator, Bookrunner, MLA & Documentation Agent

March 2014

COMMERZBANK 



TÜRKİYE İŞ BANKASI

Term Loan Facility US\$400 million & €672 million

Bookrunner & Mandated Lead Arranger

May 2014

COMMERZBANK 



THE COMMERCIAL BANK OF QATAR

Term Loan Facility US\$1,000 million

Bookrunner & Mandated Lead Arranger

February 2014

COMMERZBANK 



Syndicated Term Loan Facility US\$467 million & €222.4 million

Co-ordinator, Bookrunner, MLA & Documentation Agent

March 2014

COMMERZBANK 



Term Loan Facility US\$600 million

Mandated Lead Arranger

March 2014

* Source: Dealogic, July 2014

M

Market Products: An innovator is at your service

Competent partner for investment banking needs | Top provider of risk management solutions including hedging of FX and interest rate risk | Internationally trusted trading counterpart offering access to comprehensive research | Competitive pricing across all main e-trading platforms | Innovative Market Services Provider for post-trade activities

Foreign Exchange

- › FX Spots, -Swaps, -Options, NDFs
- › FX Hedging / Trading Structures
- › Liquidity Management market-leading electronic trading platform "**Commander**"



Fixed Income

- › Rates & Credit: Liquid / Covered / Financial / Corporate / Emerging Market bonds, IR Derivatives, MM, Collateralized Financing
- › Investor solutions

Commodities

- › Energy, Emissions, Base Metals, Agriculture
- › OTC Options, Swaps, Forwards
- › Structured hedging & investment solutions

Precious Metals

- › Round-the-clock trading New York / Luxembourg / Singapore
- › Top bullion bank in the world
- › Unique global market position with own gold refinery



**Only work with the best.
We're one of them.**

No words can describe what results express:

- › Commerzbank was designated as a “Distinguished Provider 2014” for EUR transactions by FImetrix, the leading market research firm for global financial institution performance measurement.
- › Moreover, the bank received Awards from The Banker, Trade Finance und TFR magazines, was honoured as the “best trade finance bank in CEE” and is – for the 10th time in a row – number one in the promotion of trade financing in close cooperation with the European Bank for Reconstruction and Development (EBRD).





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