



**„COBADEFFDOC - Your tradeway to the world“**  
*...nothing is faster than already being there...*


# The birth of a Leading Trade Service Bank

**BIRTH OF THE MAJOR BANKS**

In 1870 a number of merchants, merchant bankers and private bankers found the Commerz- und Disconto-Bank in Hamburg in the form of a joint-stock company and co-founded the London & Hanseatic Bank in London.

**1870 – 1873**

**BANKING CRISIS, BUT FURTHER EXPANSION**



Business with the US increases and in February a New York representative office is opened.

**1927**

**FIRST FOREIGN REPRESENTATIVE OFFICES**

opened in Amsterdam, Madrid and Rio de Janeiro after post-war.

**1952 – 1955**

**FURTHER INTERNATIONAL EXPANSION**

New York representative office converted into a branch, the first operative unit of a German bank in the US. Process of centralising headquarters in Frankfurt am Main begins.

Branches opened in London, Paris, Brussels, Tokyo, Hong Kong, Singapore, Shanghai, Madrid, Milan and Barcelona.

Commerzbank (Budapest) Rt., starts operation. Agreement signed to acquire stake in Bank Rozwoju Eksportu (BRE) in Warsaw. Commerzbank (Eurasija) SAO starts operations in Moscow.

**1970 – 1999**


**GERMAN REUNION AS A STIMULATION FOR GROWTH AT COMMERZBANK**

After the fall of the Berlin wall and the start of economic, monetary and social union on 1 July, Commerzbank has outlets in 50 locations in the former German Democratic Republic. Branches opened in Singapore.

**1990**

**COMMERZBANK TOWER**


Official opening of Commerzbank's new headquarters building in Frankfurt am Main as the tallest office building in Europe.



**1997**


**COMMERZBANK ARENA**

The famous Frankfurt stadium bears now the name »Commerzbank Arena« – a commitment to Germany as a business location and Frankfurt, its financial centre.



**2005**

**NEW BRAND IDENTITY**


**COMMERZBANK** 

**2009**

**1923**

Since 1897 Commerzbank acquired 45 banks. Amongst them were stakes in N.V. Hugo Kaufmann & Co.'s Bank in Amsterdam and the Rigai Internationale Bank in Riga.

**GROWING AND EXPANDING**




**1924**

**1947 – 1952**

**EFFECTS OF WORLD WAR II**


and a new beginning/new currency: The military governments in the Allied zone decentralised the big banks. First steps of re-unification began in 1952.



**INTRODUCTION REICHSMARK**

**1948**

**INTRODUCTION DEUTSCHE MARK**



**1962**

**COMMERZBANK IS LISTED**

on the London Stock Exchange, the bank's first listing abroad.


**1986**

**STOCK-EXCHANGE LISTING IN TOKYO**

**1998**


**»HAUS DER COMMERZBANK«**

OPENED AT PARISER PLATZ IN BERLIN



**2002**

**INTRODUCTION EURO**



**2007 – 2009**

**BRANCH OPENINGS**

IN BEIJING, DUBAI, TIANJIN, VIENNA & ZURICH

**2008**

**MERGER WITH DRESDNER BANK**

Largest post merger integration in German banking history.

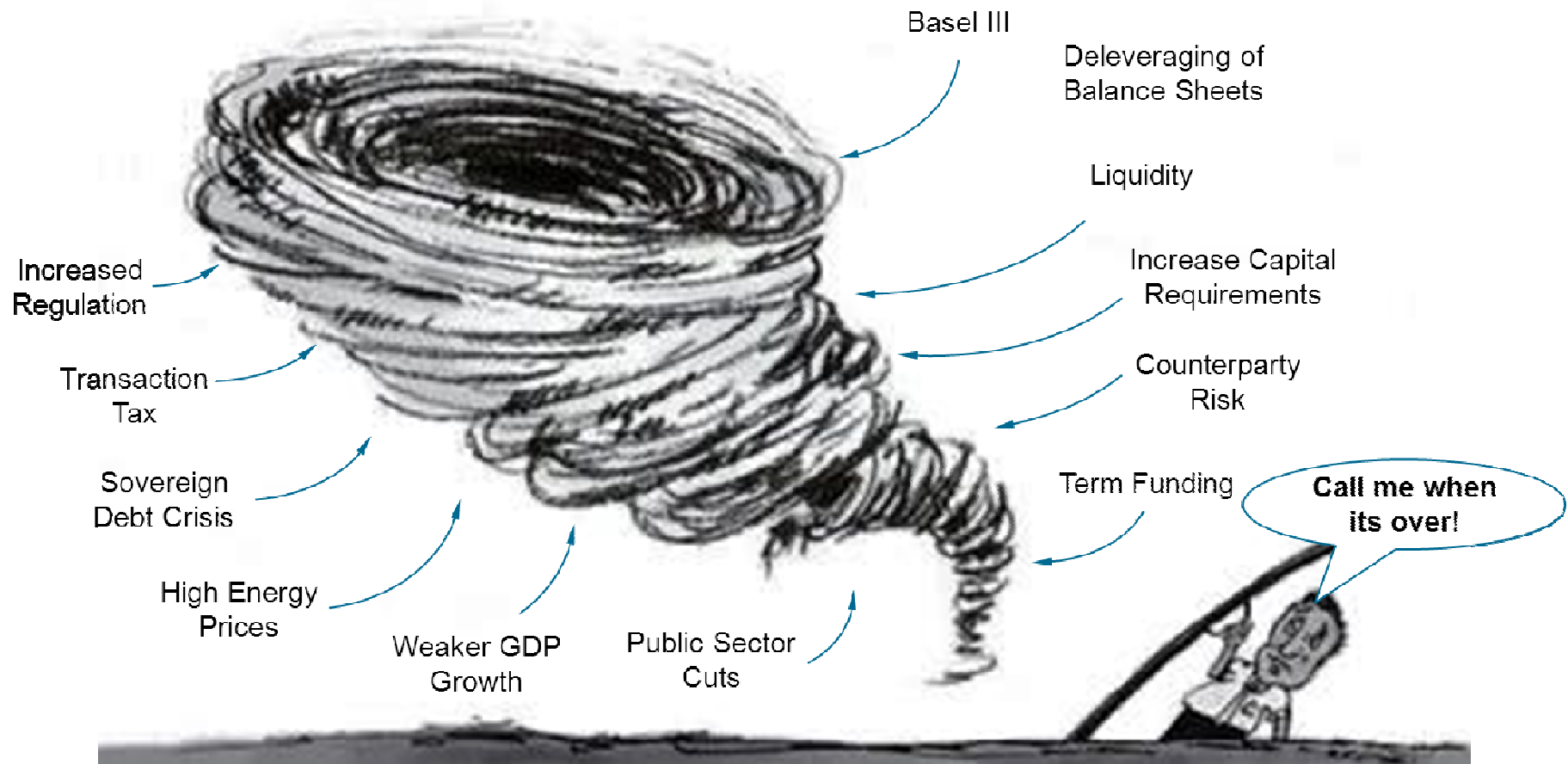
**2011**

**COMMERZBANK NAMED AS SYSTEMIC RELEVANT BANK**

**2012**

COMMERZBANK LAUNCHES **LEADING TRADE SERVICE BANK**

# Trade Finance in Turmoil...



## World-wide L/Cs via SWIFT in 2014: 4,7 million items

### North America

sent 105.673  
received 198.935

### Europe (Euro Zone)

sent 376.395  
received 446.308

### Europe (Non Euro Zone)

sent 197.195  
received 216.835

### Middle East

sent 338.294  
received 190.413

### Africa

sent 283.023  
received 48.996

### Asia-Pacific

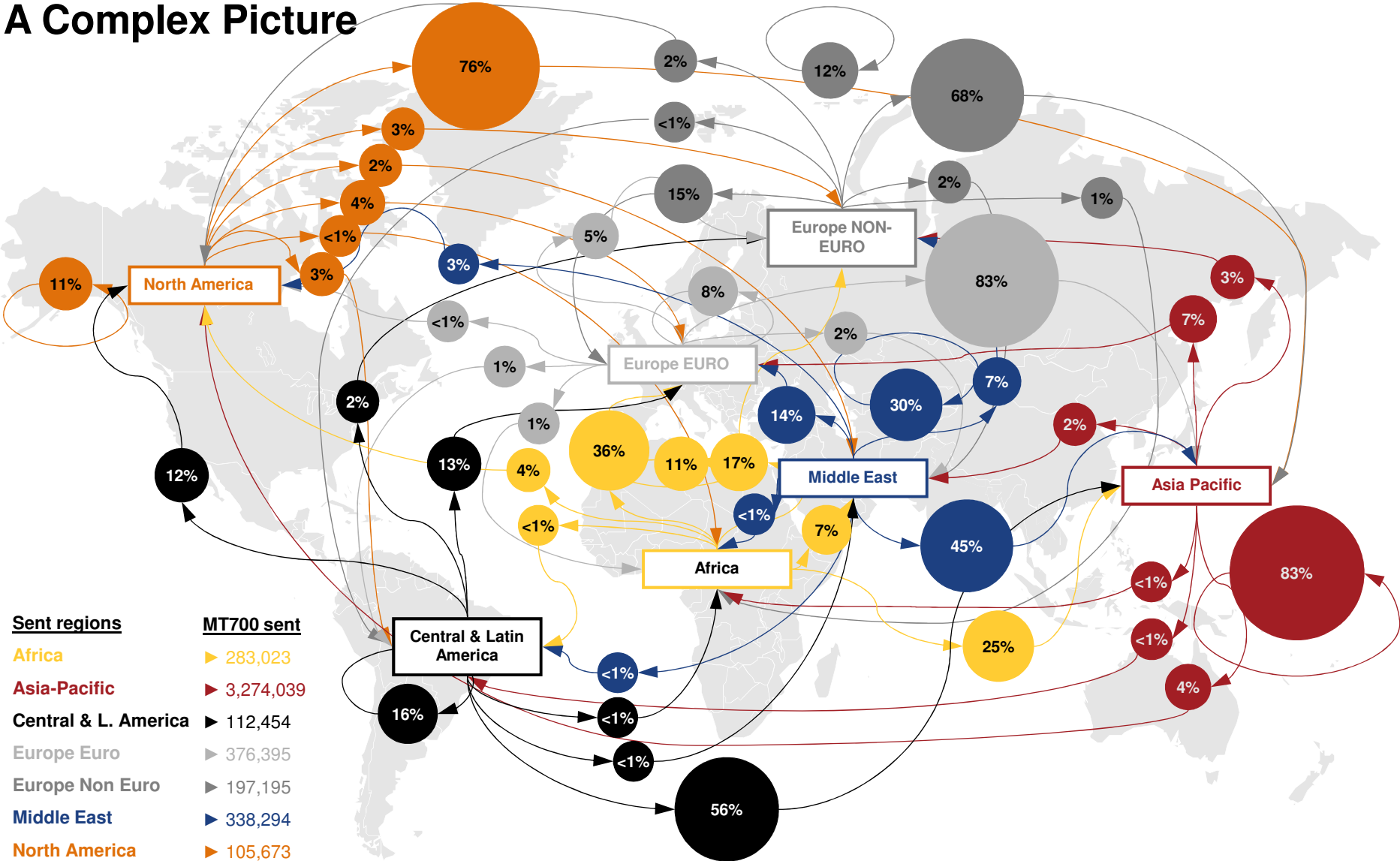
sent 3.274.039  
received 3.535.077

### Central & Latin America

sent 112.454  
received 50.509

Source: SWIFTWatch 2014

# A Complex Picture

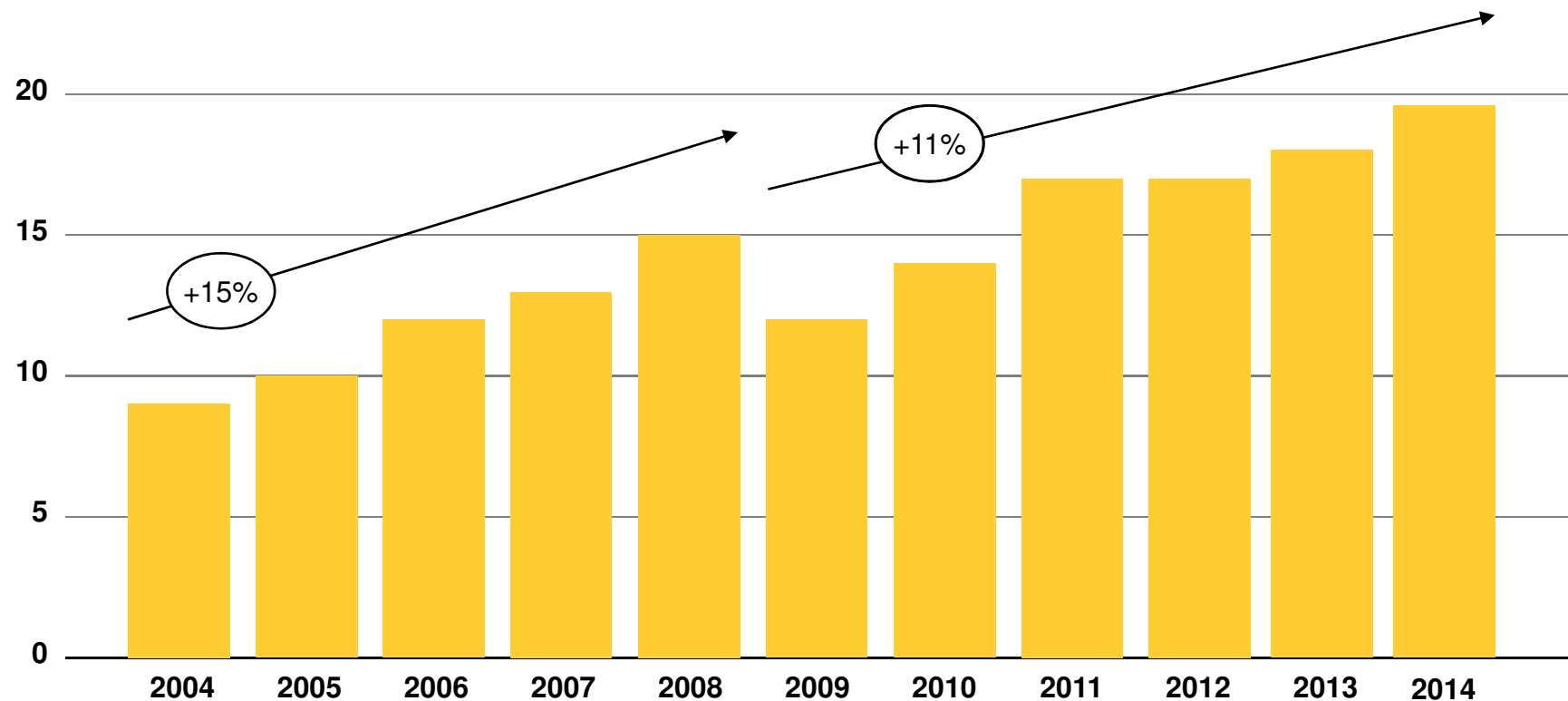


Sent regions	MT700 sent
Africa	▶ 283,023
Asia-Pacific	▶ 3,274,039
Central & L. America	▶ 112,454
Europe Euro	▶ 376,395
Europe Non Euro	▶ 197,195
Middle East	▶ 338,294
North America	▶ 105,673

## Expected growth of global trade

### Global Trade of Goods (Export volumes)

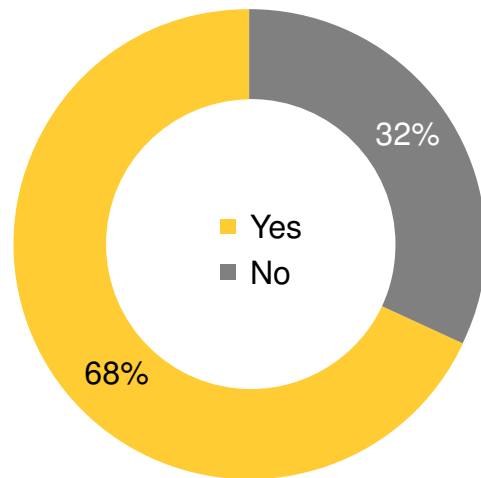
USD Trillion



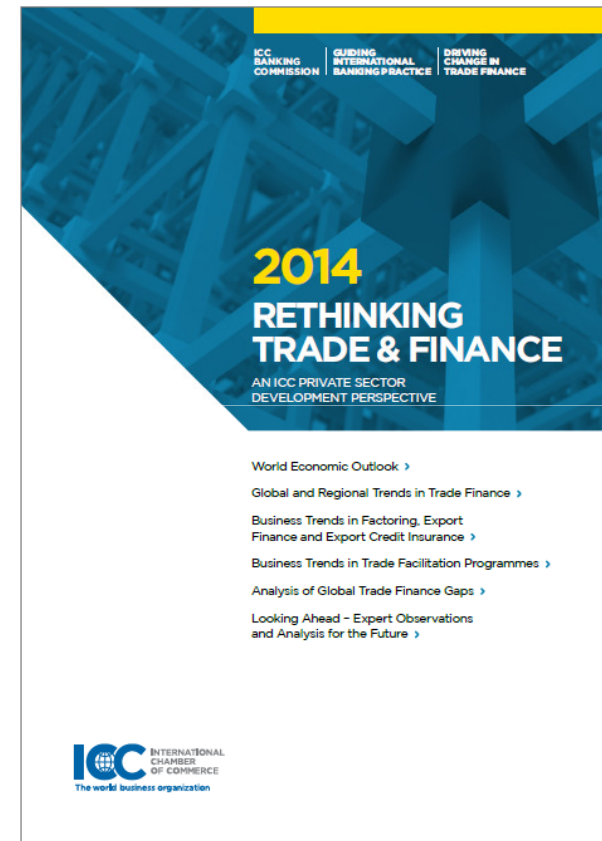
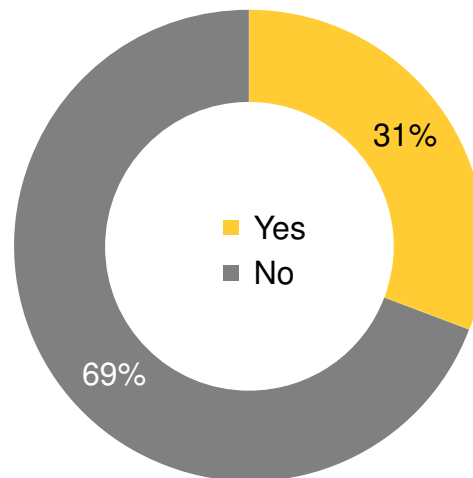
Source: World Trade Organization (WTO), Commerzbank

# ICC Global Survey: The Rise of Compliance in Trade

Did you have to decline transactions due to KYC/AML issues?

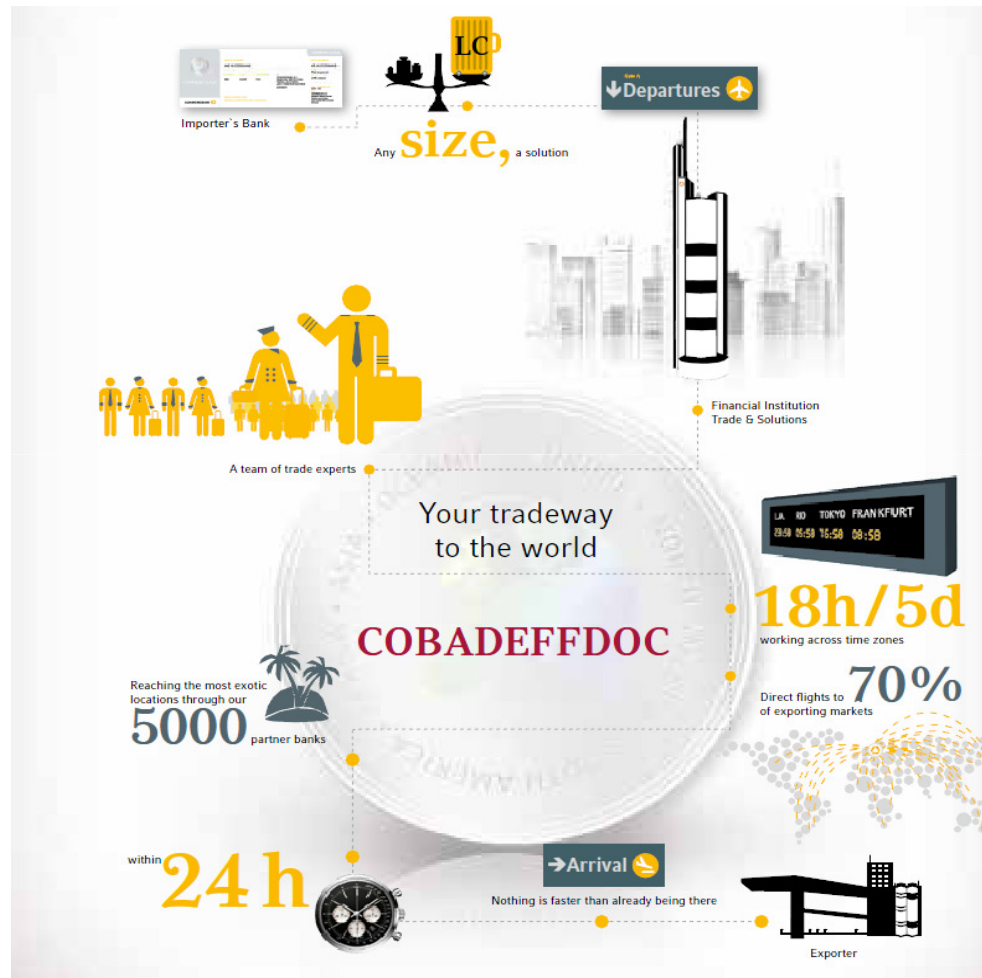


Did your bank terminate correspondent relationships in 2013 due to the increasing cost of compliance (including more stringent AML and KYC)?



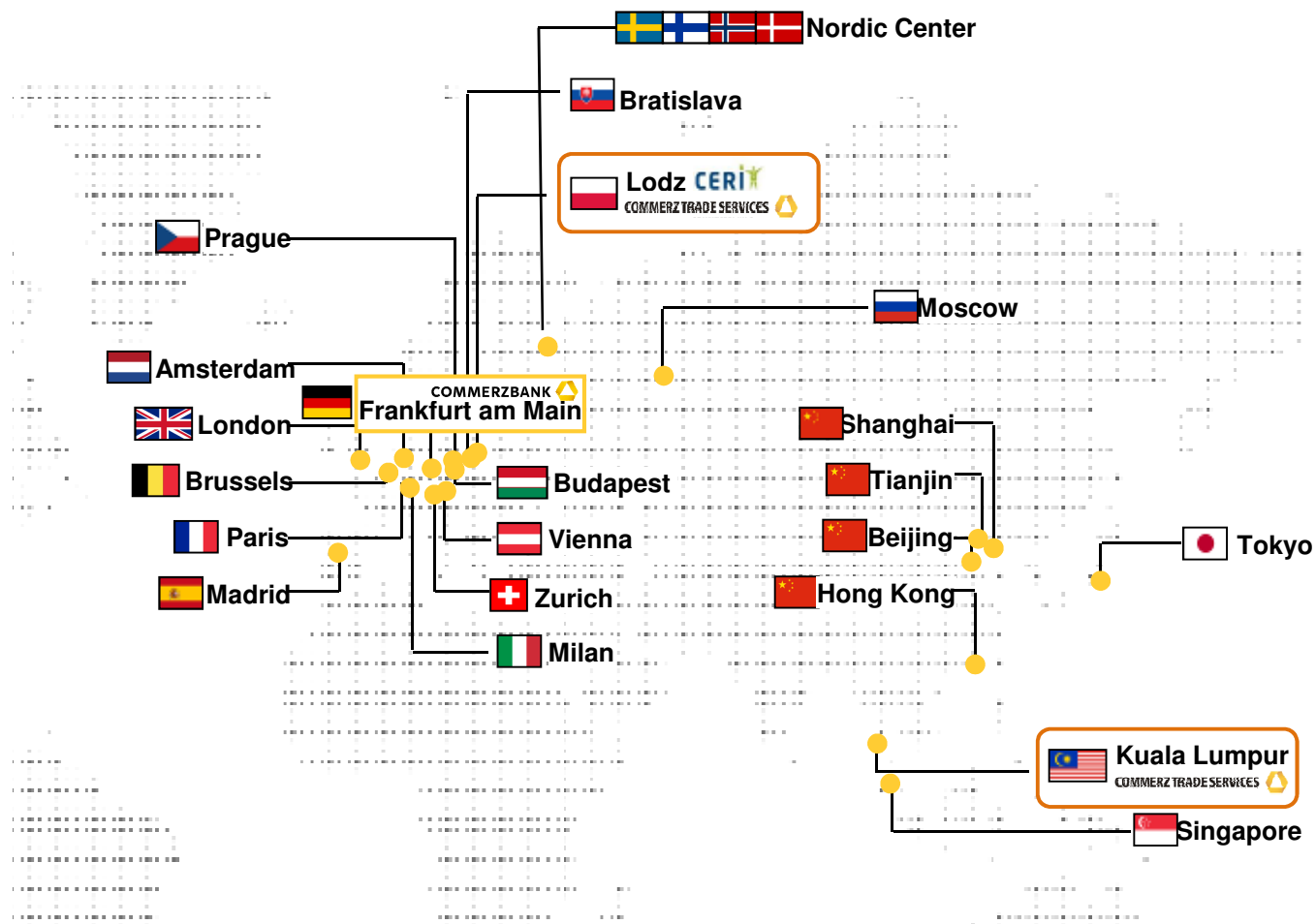
Commerzbank in the editorial committee

# For our clients we go the extra mile





# Our global set up to handle Letters of Credit



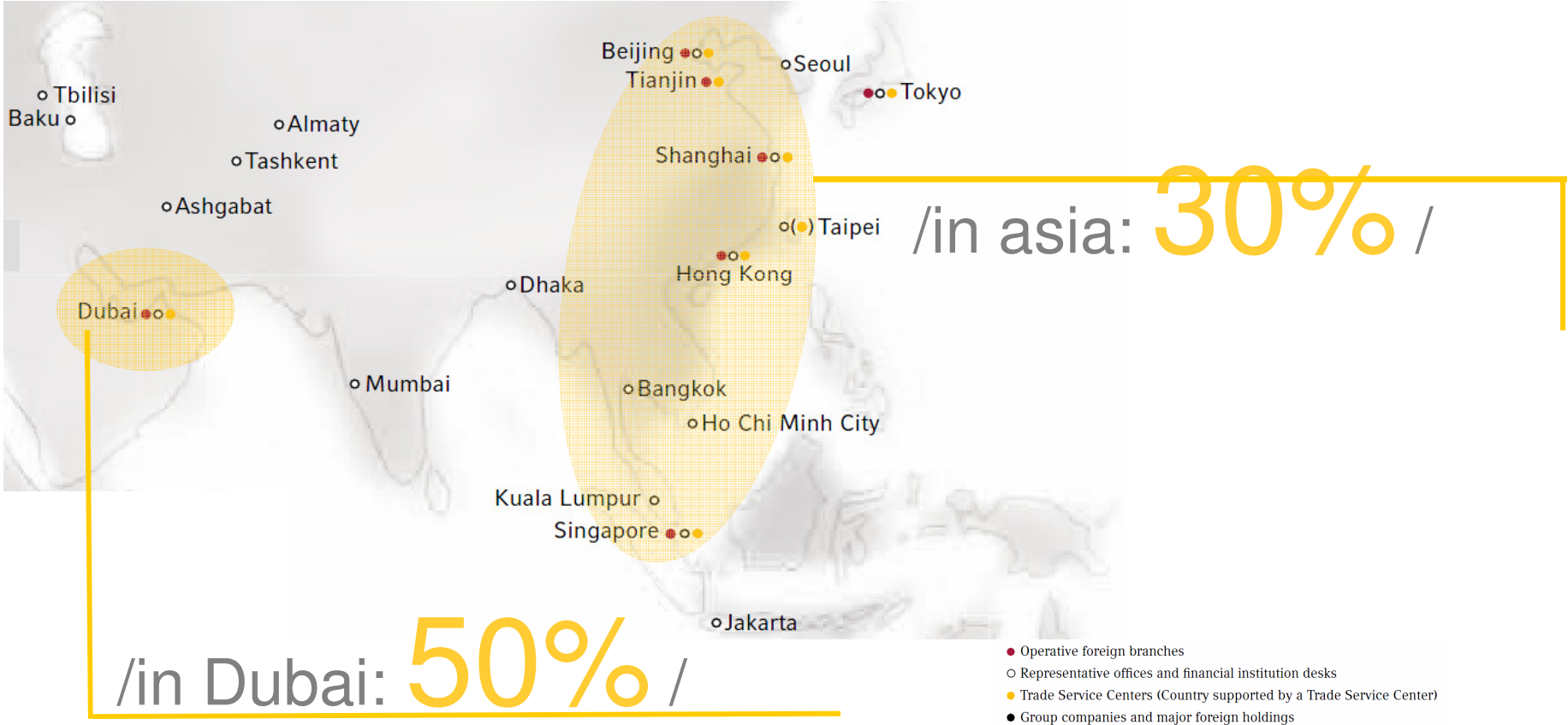
> **Trade Service Center (TSC):**  
acts as “one face to the clients“ for exporters

> **2 Trade Processing Center (TPC):**  
centralized units for industrialized L/C handling

> **5,000 correspondent banks** ensure global coverage

# Our success track record

% of doc. presentations after advising to BEN / ATB





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