



# ODDO BHF

## PRESS RELEASE

### **ODDO BHF pursues its European alliance strategy in equity brokerage by joining forces with Commerzbank**

Paris, Frankfurt, May 11, 2021

ODDO BHF and Commerzbank announce that they have entered into a partnership agreement for equity intermediation and research in Germany. With this new alliance, ODDO BHF and Commerzbank aim to capitalize on their respective strengths to better serve their clients and gain market share in primary equity trading.

Through this partnership, Commerzbank's corporate clients will benefit from the ODDO BHF Group's distribution capacity in the equity markets, gaining access to more than 650 institutional investor clients in Europe and the US. This distribution capacity will maximize the chances of success of their operations on the primary market (IPO and capital increase).

The alliance with Commerzbank will also enable ODDO BHF to significantly strengthen its expertise in the German market by doubling the number of securities covered in this market. By adding a leading research office in Germany to its current offering, ODDO BHF will be able to provide its investor clients with an even broader pan-European research coverage, combining sector expertise and local knowledge, with a target of 700 stocks covered by the end of 2021.

By becoming the exclusive distributor of primary transactions for Commerzbank's corporate clients, ODDO BHF is giving its investor clients access to the transactions of one of the leading German banks, particularly for Mittelstand clients.

By pooling their access to Germany's leading companies and decision-makers, ODDO BHF and Commerzbank offer investors the expertise of nearly 200 employees and a unique capacity to organize meetings and conferences, which are highly instructive in terms of understanding the dynamics of the country and of German companies.

Michael Kotzbauer, Member of the Board of Managing Directors for Corporate Clients at Commerzbank, says: "We are convinced that we have found a partner with many years of experience in ODDO BHF, who brings a high level of expertise in equity sales and trading for the markets in Europe and North America as well as in equity research."

Christophe Tadié, Managing Partner of ODDO BHF, Head of Corporate & Markets, says: "The partnership with Commerzbank, combined with our intimate knowledge of the German market, aims to make ODDO BHF a leading player in the primary and secondary equity markets in Germany. After the success of the partnerships with Natixis, ABN AMRO and



# ODDO BHF

BBVA, this alliance with Commerzbank confirms the pan-European dimension of ODDO BHF in the equity markets. With 25 primary transactions since the beginning of the year, ODDO BHF has become a leading platform in the Eurozone.”

## About ODDO BHF

ODDO BHF is an independent Franco-German financial services group, with a history stretching back over 170 years. It was created from the alliance of a French family-owned business built up by five generations of stockbrokers and a German bank specialising in Mittelstand companies. With 2,500 employees (1,300 in Germany and Switzerland and 1,200 in France and Tunisia), and more than 125 billion euros in assets under management, ODDO BHF operates in three main businesses, based on significant investment in market expertise: private banking, asset management and corporate and investment banking. The Group has a specific ownership structure as 65% of its capital is held by the Oddo family and 25 % by employees. This “partnership” ethos guarantees the long-term involvement of its teams. In 2020, ODDO BHF generated net banking income of 624 million euros, and at 31 December 2020, the Group had over 940 million euros of shareholders' equity.

[www.oddo-bhf.com](http://www.oddo-bhf.com)

## About Commerzbank

Commerzbank is the leading bank for small and medium-sized enterprises and a strong partner for around 30,000 corporate customer associations and around 11 million private and corporate customers in Germany. The bank offers a comprehensive portfolio of financial services in two business areas - Private and Corporate Customers and Corporate Clients. Commerzbank handles around 30 percent of Germany's foreign trade and is represented internationally in almost 40 countries in its corporate customer business. The bank focuses on German SMEs, large corporations and institutional customers. In its international business, Commerzbank supports customers with a business connection to Germany and companies from selected future industries. As a result of the integration of comdirect, private and corporate customers benefit from the services of one of Germany's most modern online banks combined with personal advice on site. The Polish subsidiary mBank S.A. is an innovative digital bank and serves around 5.7 million private and corporate customers mainly in Poland as well as in the Czech Republic and Slovakia. In 2020, Commerzbank generated gross revenues of around €8.2 billion with just under 48,000 employees.

## Contact (Germany)

### NEWMARK

### FINANZKOMMUNIKATION

Andreas Framke

+49 69 94 41 80 55

[andreas.framke@newmark.de](mailto:andreas.framke@newmark.de)