

Team 23

**One Bank
One
UniCredit**

UniCredit Company Profile as at 30 June, 2020

Group Brand Management & Digital Governance

Milan, August 2020

Banking that matters. | **UniCredit**

Who we are

One Bank, One UniCredit

UniCredit is a simple successful **pan-European Commercial Bank**, with a fully plugged in CIB, delivering a unique Western, Central and Eastern European network to its extensive and growing client franchise.

We meet real client needs with real solutions which harness synergies between our businesses: **CIB, Commercial Banking** and **Wealth Management**. The way in which these solutions are developed and provided is as important as the solutions themselves, which is why everything we do is based on our two core values: **Ethics and respect**.

By focusing on **banking that matters**, we offer local and international expertise, providing unparalleled access to market leading products and services in 13 core markets* through our European banking network.

Leveraging on an international network of representative offices and branches, UniCredit serves clients in another 18 countries worldwide.



*Assuming full deconsolidation of Yapi



Our values

Ethics & respect: Do the right thing!

Ethics and respect: these two values unite us and define our Group culture – how we make decisions and how we act on them. **Do the right thing!** is a simple, guiding principle to help us live these values every day, everywhere.

Applying these will help us become the bank we want to be because "Ethics and respect"

- Guide interactions amongst all our colleagues
- Promote diversity and work-life balance
- Strengthen our “speak-up culture” and protect against retaliation
- Apply to all Group business policies of sustainability and client interaction
- Mean fairness towards all stakeholders, at all times, to achieve sustainable results

**Ethics &
Respect**

**Do the right
thing!**



Customers
First



People
Development



Cooperation
& Synergies



Risk
Management



Execution
& Discipline

“Ethics and respect: Do the right thing!”
clarifies expectations about how to work as
One Bank, One UniCredit and **supports us in the fulfilment**
of our five fundamentals, which guide
our daily operations and actions



How we act

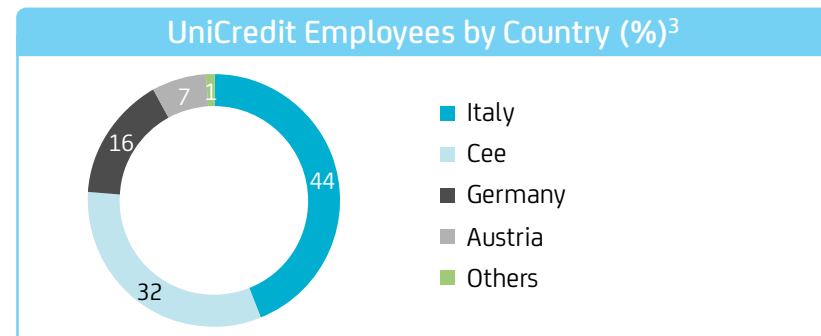
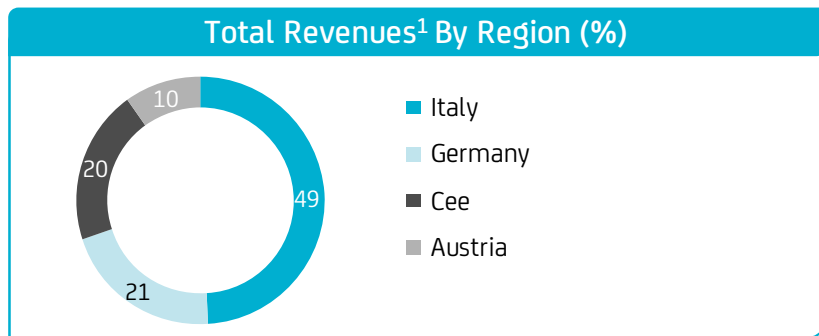
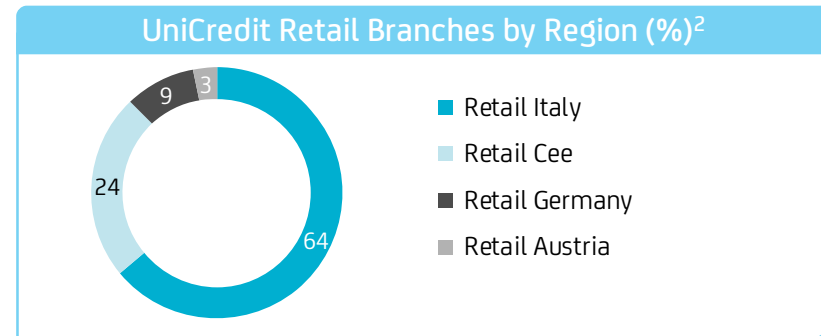
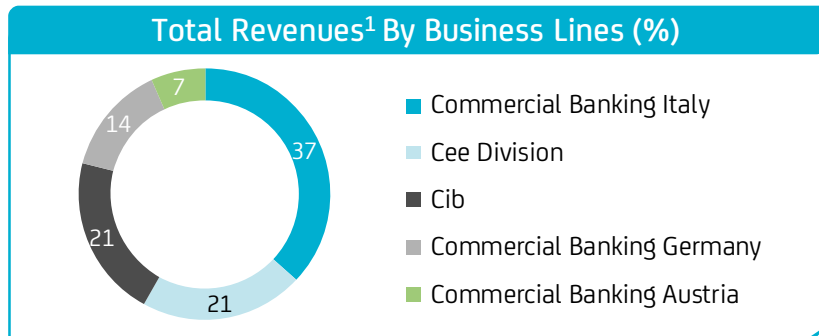
Our Five Fundamentals

Our top priority, every minute of the day, is to serve our customers the very best we can **(Customers First)**. To do this, we rely on the quality and commitment of our people **(People Development)** and on our ability to cooperate and generate synergies as **One Bank, One UniCredit (Cooperation & Synergies)**. We will take the right kind of risk **(Risk Management)** while being disciplined in executing our strategy **(Execution & Discipline)**.



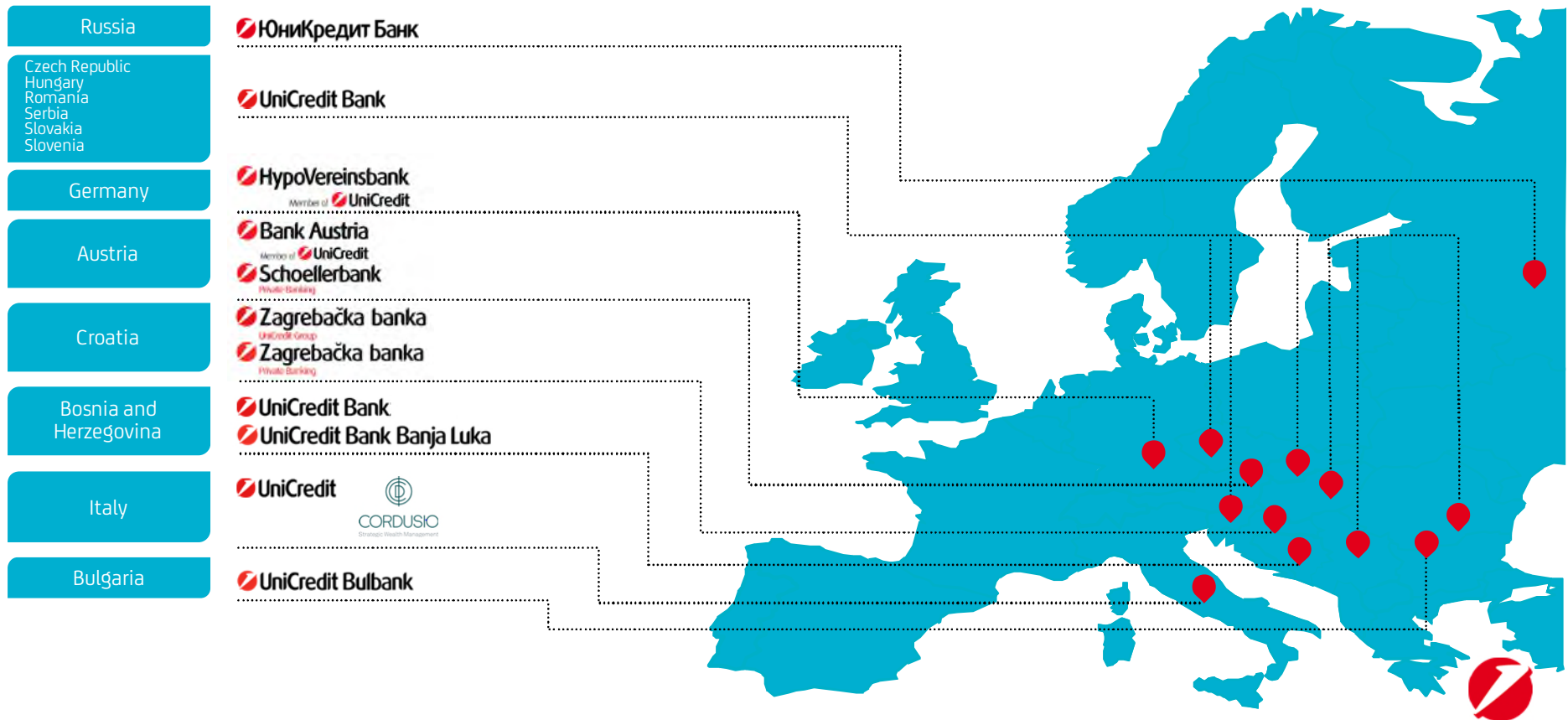
Pan-European commercial bank

We have a solid European identity with well-diversified revenues



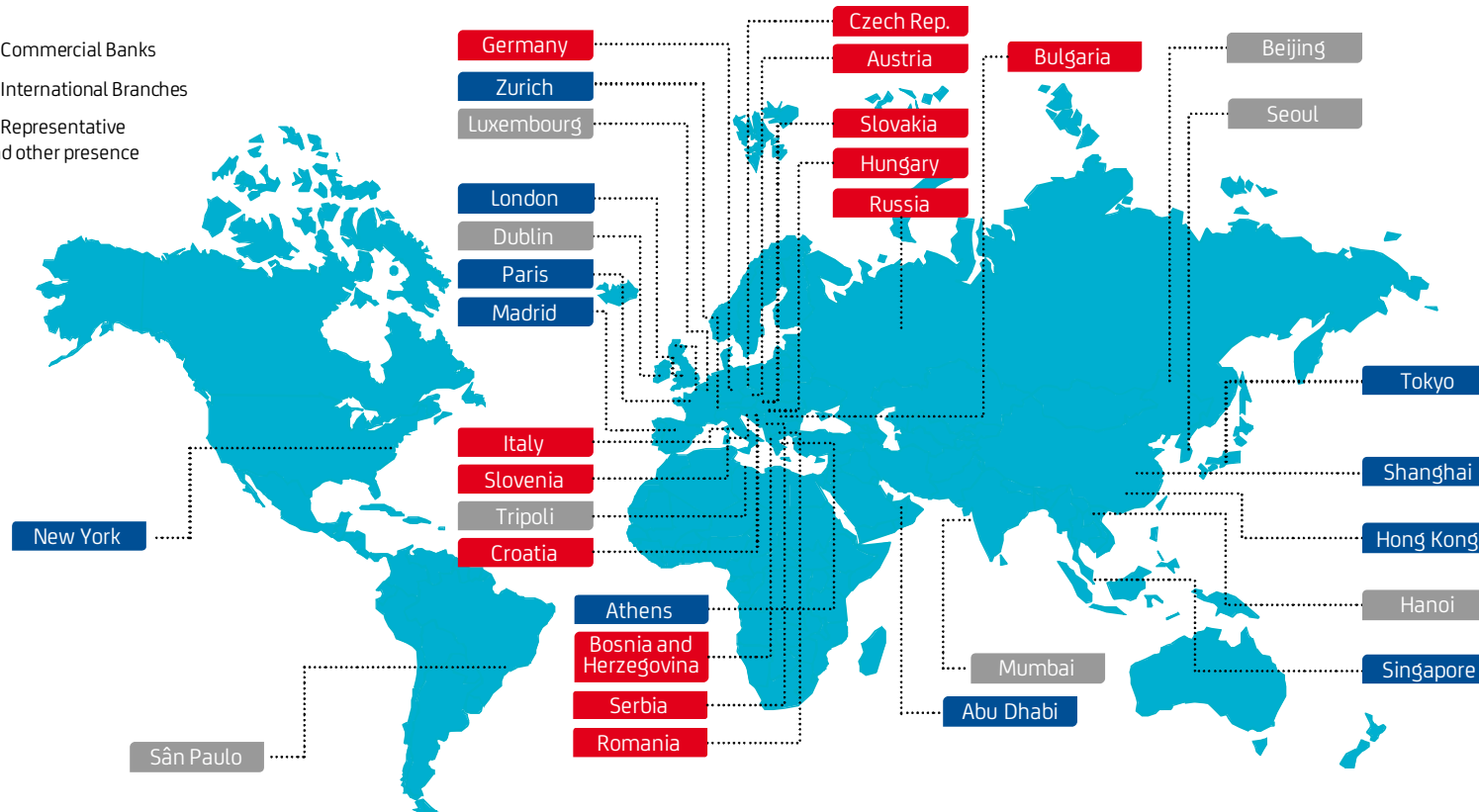
Local and international expertise (1/2)

We are a pan-European group, with a strong presence in our core markets...



Local and international expertise (2/2) ...and an extended network around the globe

- UniCredit Commercial Banks
- UniCredit International Branches
- UniCredit Representative Offices and other presence



Team 23: a new strategic plan, further building on our pan-European strengths

While Transform 2019 represented a strong cost efficiency and de-risking effort, Team 23 focuses on strengthening and growing our customer base. All our key strategic initiatives focus on customer experience, which we will monitor precisely while making sure we increase our process optimisation. We will also continue to manage the business with tight cost discipline, focusing on high asset quality and ensuring we maintain a very strong capital level at all times. We work on this from a position of strength, thanks to Transform 2019. We will deliver a recurring dividend with a mix of cash and share buybacks.

Grow and strengthen client franchise



Transform and maximise productivity



Disciplined risk management & controls



Capital and balance sheet management



1H results: UniCredit, a pan-European winner in a strong position to support all stakeholders ...

Effective business continuity measures, accelerated digitalisation, a nascent commercial recovery and stable costs put UniCredit in a strong position as lockdowns ease, able to seize opportunities to strengthen its client base and further support stakeholders

Active balance sheet management continues, 2021 Non Core rundown well on track; FY20 CoR confirmed at 100-120 basis points with LLPs in coming quarters already factored in

Successful execution of Transform 2019 delivered a very strong liquidity and capital position with a high CET1 and liquidity buffers. UniCredit confirms Team 23 capital distribution policy is to be resumed as of 2021¹

1

The end notes are an integral part of this Presentation. See [pages 57-63](#) at the back of this presentation for information related to the financial metrics and defined terms in this presentation



...with a strong footprint in Environmental, Social and Governance.

Revised coal policy



Environmental






-  25.5bn of green/sustainable/ESG-linked loans for our customers, 16 deals in 1H20
-  13.3bn of green/sustainability bonds and Schuldschein for our customers, 24 deals in 1H20
-  6.4bn in renewable projects
-  2.1bn of energy efficiency loans to individuals and SMEs in 1H20 in Western Europe
-  stop financial support to controversial sectors like coal, Arctic and non conventional oil & gas

Revised coal policy

NB: Figures as of 1H20




Social

-  5.7bn social bonds for UniCredit customers, 8 deals in 1H20
-  >6.4bn loans to European SMEs for Covid-19 emergency
-  170m of loans from Social Impact Banking to >4,000 beneficiaries through Microcredit and Impact Financing
-  >38,000 students at 307 schools trained with financial education programmes
-  UniCredit Foundation's strong role:
 - 4,600 projects supported with 48m donations by colleagues
 - >18m for almost 300 scholarships and fellowships granted to 965 students and researchers

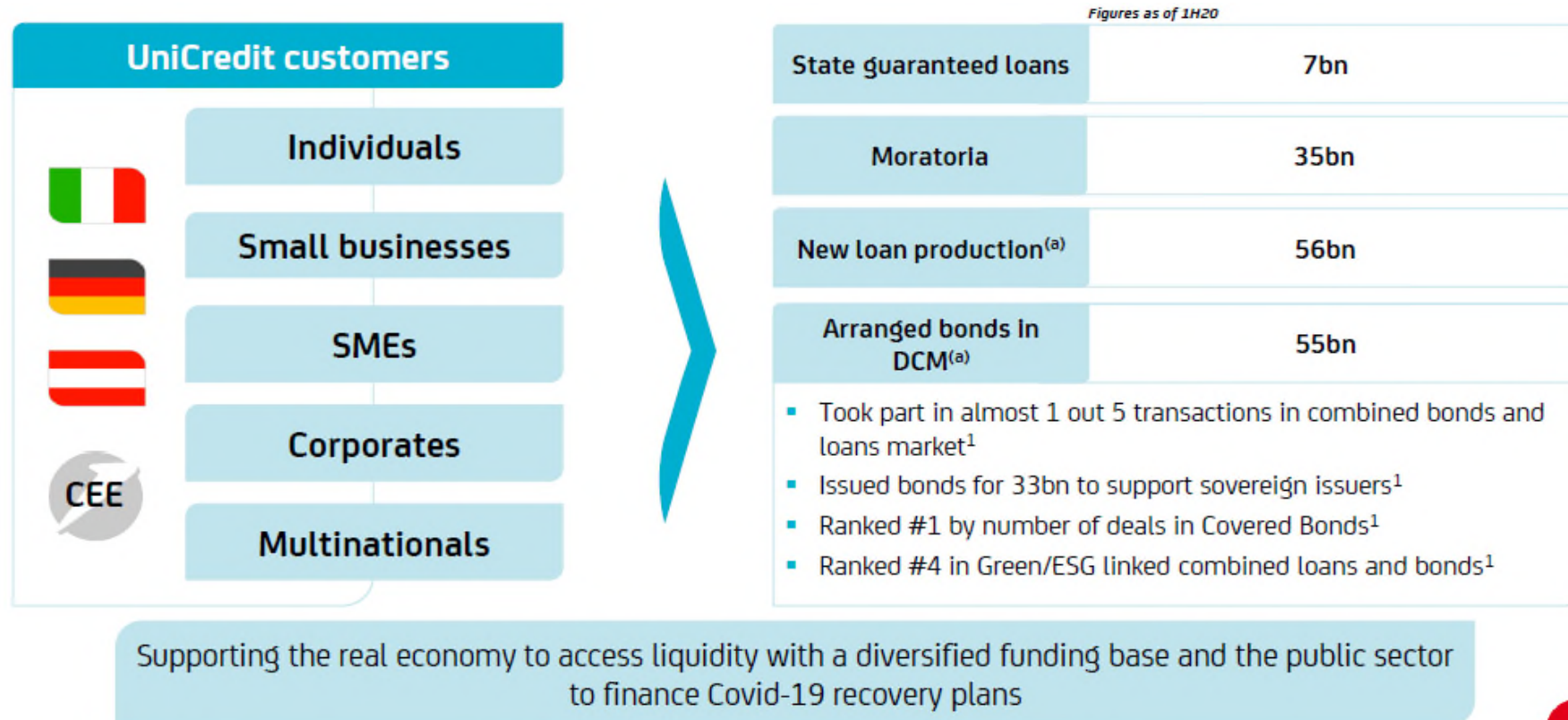


Governance

-  strong involvement of top management and BoD on ESG topics
-  strengthening of managerial team to continuously update UniCredit ESG strategy and embed it further in the DNA of the company
-  Chief Ethics Officer position created in 2019
-  women in senior leadership at 14% and on track to reach 20% target in 2022
-  global policies in place against harassment, sexual misconduct, bullying and retaliation



And an active part of the solution to the Covid-19 emergency reinforcing partnership with customers



(a) Managerial figures of gross production.

The end notes are an integral part of this Presentation. See pages 57-63 at the back of this presentation for information related to the financial metrics and defined terms in this presentation



Notes

1. As at 30 June 2020
2. As at 30 June 2020. Branch figures consistent with CMD perimeter. Branches in units.
3. 30 June 2020. FTE “Full Time Equivalent”= number of employees counted for the rate of presence.

