UniCredit Group

Focus on Leasing – Italy

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UniCredit Banca d'Impresa

HypoVereinsbank

Bank Austria Creditanstalt

UniCredit Leasing

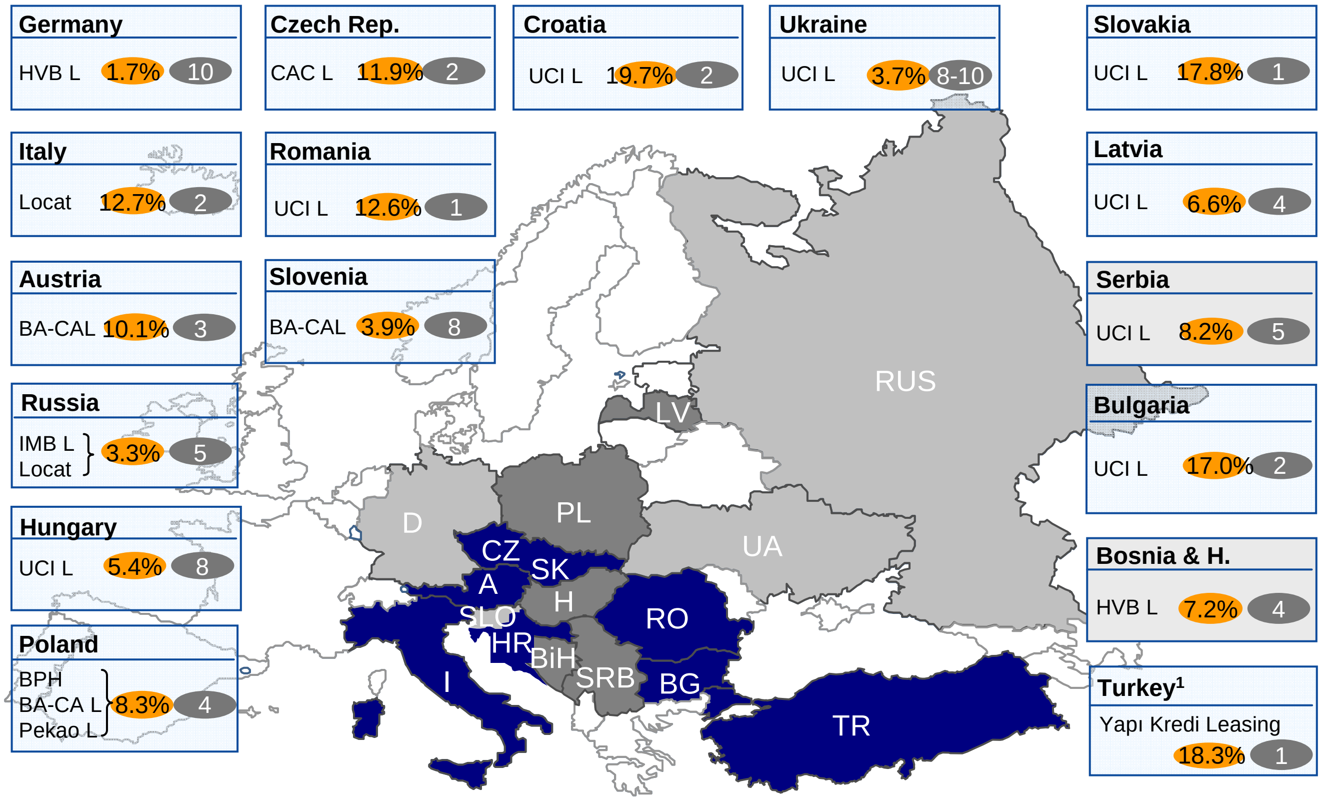
Locat leasing

Verona, July 19th, 2007

AGENDA

- **UniCredit Global Leasing**
- Focus on Locat and Italy

UNICREDIT GLOBAL LEASING: A PAN-EUROPEAN PRESENCE IN 17 DIFFERENT COUNTRIES



Germany	HVB L	1.7%	10
Czech Rep.	CAC L	11.9%	2
Croatia	UCI L	19.7%	2
Ukraine	UCI L	3.7%	8-10
Slovakia	UCI L	17.8%	1
Italy	Locat	12.7%	2
Romania	UCI L	12.6%	1
Latvia	UCI L	6.6%	4
Austria	BA-CAL	10.1%	3
Slovenia	BA-CAL	3.9%	8
Serbia	UCI L	8.2%	5
Russia	IMB L Locat	3.3%	5
Bulgaria	UCI L	17.0%	2
Hungary	UCI L	5.4%	8
Bosnia & H.	HVB L	7.2%	4
Poland	BPH BA-CA L Pekao L	8.3%	4
Turkey[1]	Yapı Kredi Leasing	18.3%	1

- **Extensive presence with top 3 positions in 8 countries**

Market share

■ > 10%

▩ 5-10%

□ 0-5%

● Market share on New Business volumes ‘06

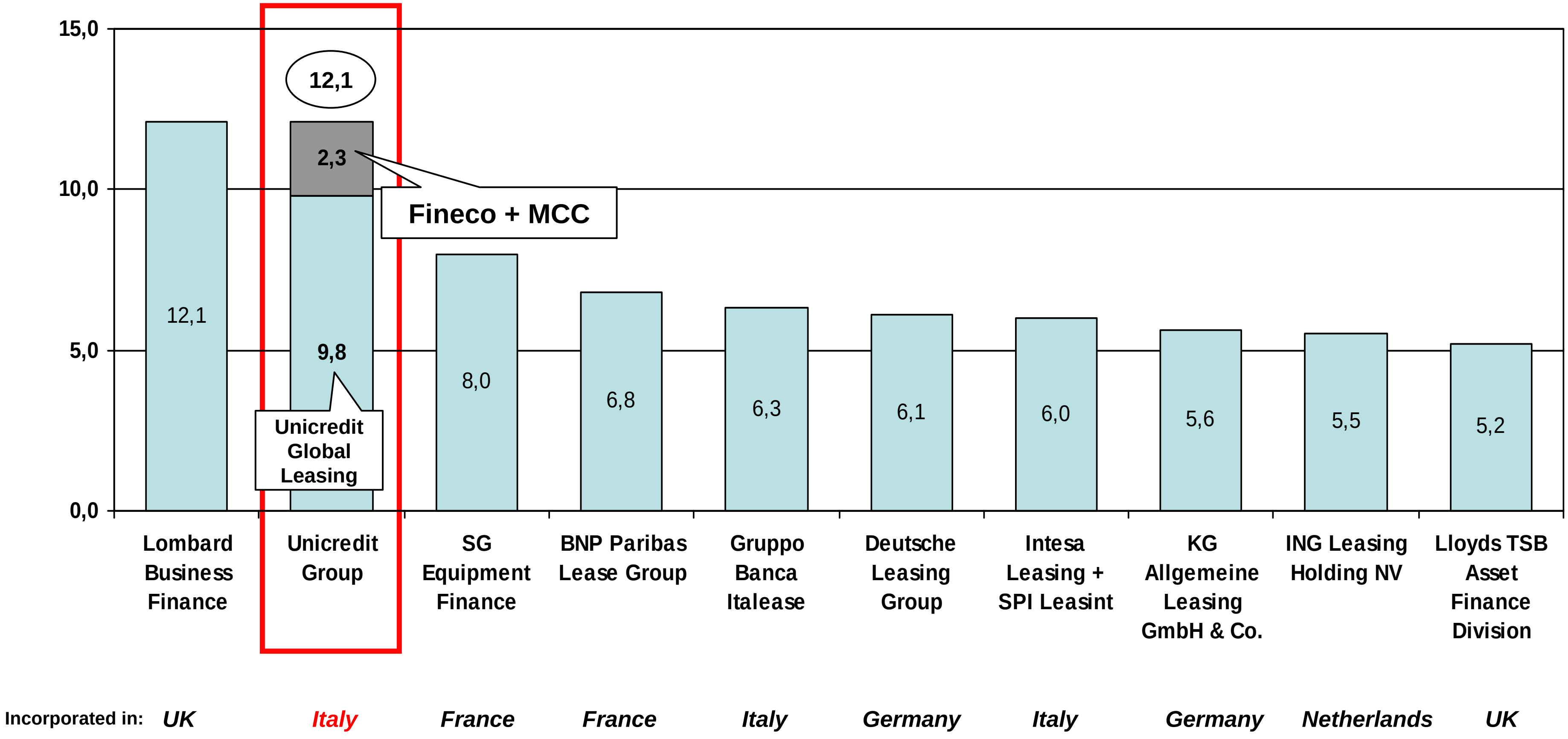
● Rank in country on New Business volumes ‘06

Source:UniCredit analysis based on locally published data 2007

(1)Joint Venture with Koc Holding

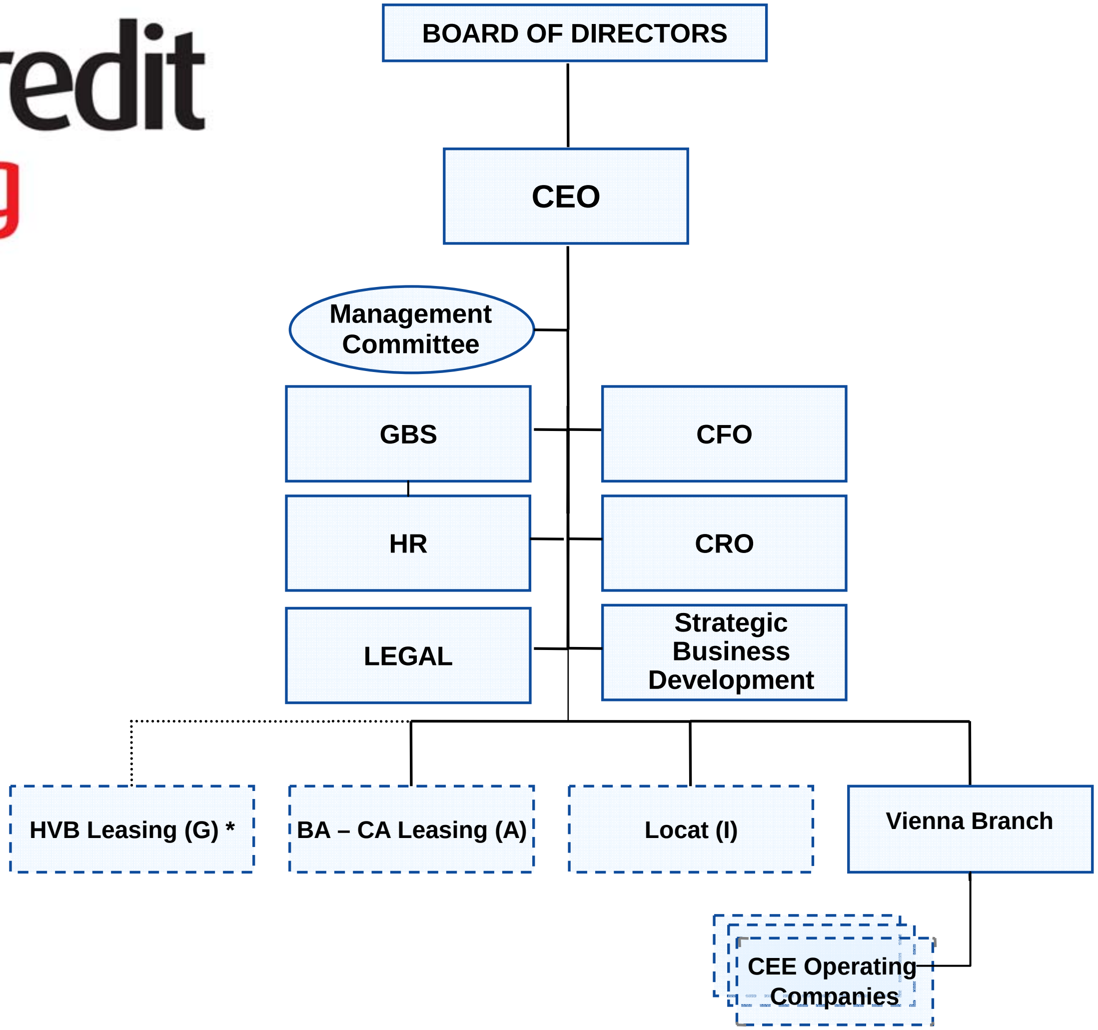
N.1 EUROPEAN LEASING GROUP ON NEW BUSINESS AFTER INTEGRATION WITH CAPITALIA

Total New Business in Europe



Source: 2005 Leaseurope Ranking of the Top 100 European Leasing Companies; last data available

A NEW ORGANIZATIONAL STRUCTURE TO SUPPORT GROWTH



BOARD OF DIRECTORS

CEO

Management Committee

GBS

CFO

HR

CRO

LEGAL

Strategic Business Development

HVB Leasing (G) *

BA – CA Leasing (A)

Locat (I)

Vienna Branch

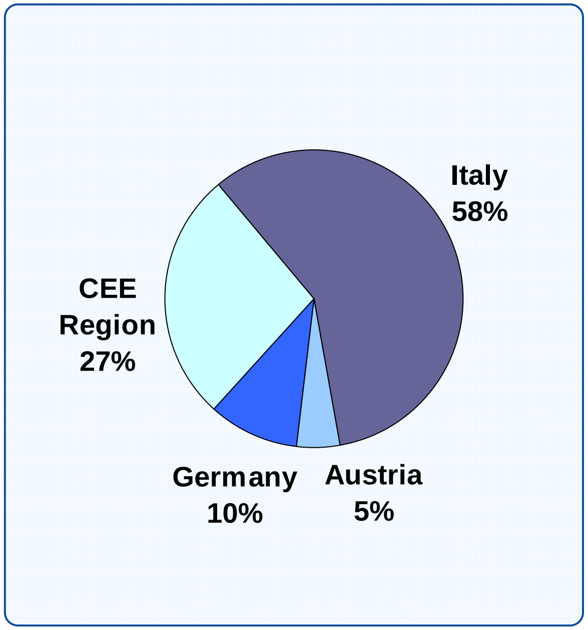
CEE Operating Companies

*HVB Leasing functionally coordinated by UniCredit Global Leasing (ownership still 100% HVB AG)

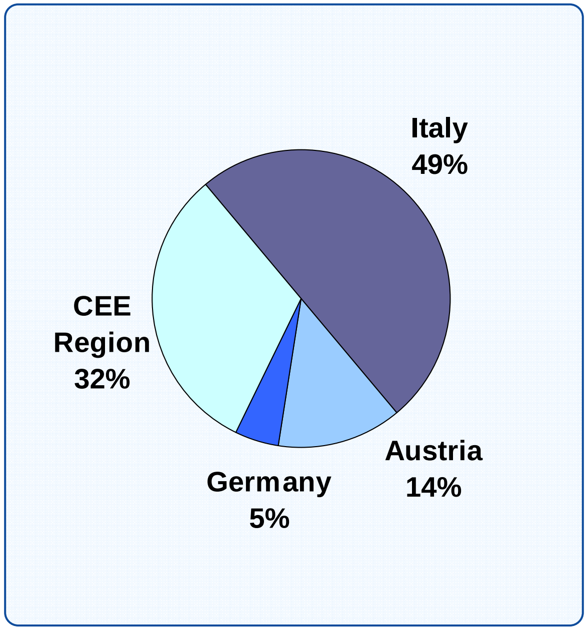
LOCAT REPRESENTS DEFINITELY THE MAIN CONTRIBUTOR TO UNICREDIT LEASING BUSINESS

2006 data

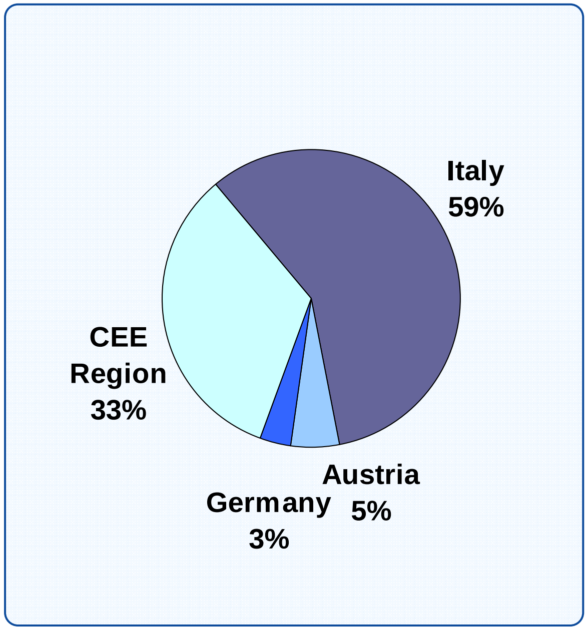
PRODUCTION*
100% = ~11,000 mln



REVENUES*
100% = ~615 mln



NET PROFIT*
100% = ~180 mln



* Not including shareholdings, managed by other systems (Leasfinanz and Fuhrparkmanagement for BACAL; Mobile Concept, LFL, HVB Investionbank, Structure lease for HVB Leasing); Russia is a sum of IMB Leasing and Locat Russia. **Revenues and net profit do not include Turkey**
Source: Accenture analysis on UniCredit Leasing data (Locat, BACAL, HVB Leasing, Vienna branch, UniCredit sub-holding)

AGENDA

- UniCredit Global Leasing
- **Focus on Locat and Italy**

LOCAT – VERY POSITIVE PERFORMANCE EXPECTED IN 2007: ~+20% OUTSTANDING VOLUMES AND NET PROFIT, ~+20 BP MARKET SHARE, C/I RATIO APPROX. UNCHANGED

	Locat 2006	Locat 2007E	'07E vs '06
Tot. New Business, mln	6,143	~6,400	+ ~4%
Outstanding Volumes[1], mln	14,579	~17,400	+ ~20%
Average spread, %	1.58%	~1.55%	- ~3bp
Market Share[2], %	12.7%	12.9%	+ ~20bp

	Locat 2006	'07E vs '06
Tot Revenues, mln	308	+ ~5%
Net profit, mln	105	+ ~20%
C/I ratio, %	20.5%	~ unchanged

Standard & Poor's rating:
A-1 for short term,
A for medium-long term

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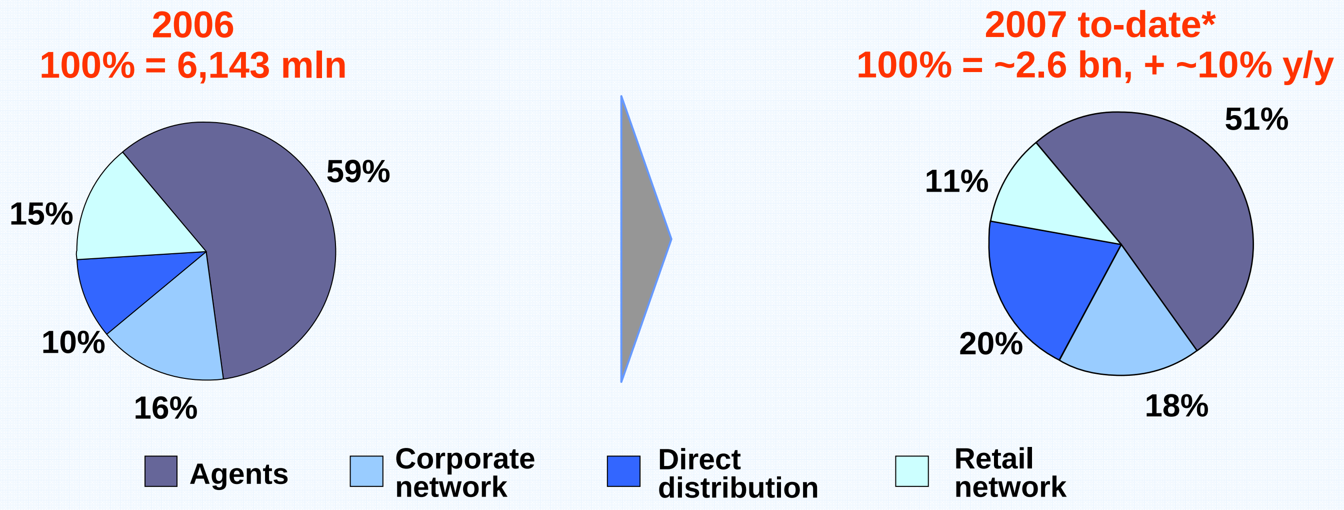
[1] Gross of securitizations; ~13.7 bn as of 31.12.2006 net of securitizations

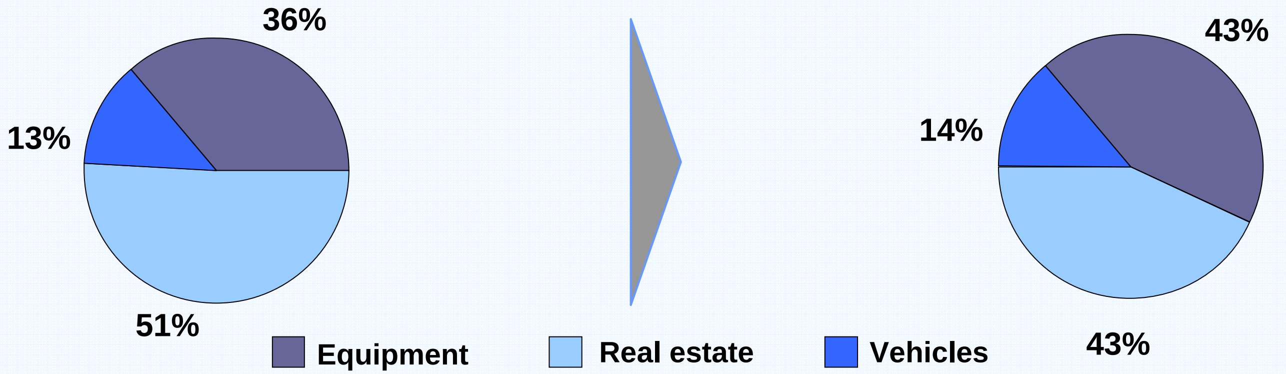
[2] On Tot. New Business; 2006 Source: Assilea

~2.6 BN NEW BUSINESS GENERATED IN 2007 YTD (+10% y/y), WITH AN INCREASED WEIGHT OF UNICREDIT GROUP'S PROPRIETARY DISTRIBUTION CHANNELS

LOCAT NEW BUSINESS: BREAKDOWN BY CHANNEL & BUSINESS SEGMENT



- New distribution agreement with UBI in 2007 based on double counting in MBO for managers and sales force

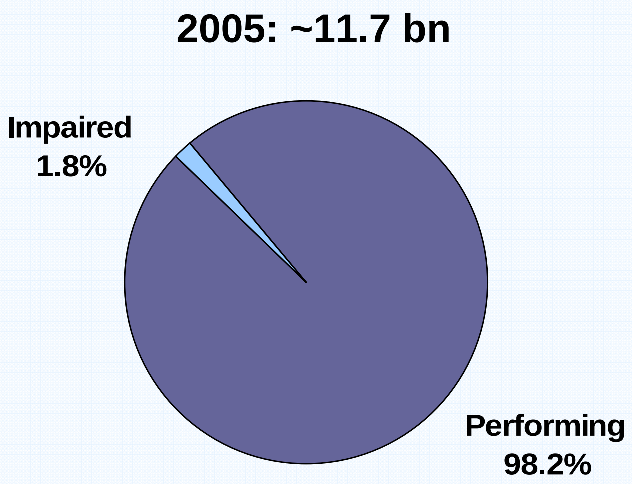


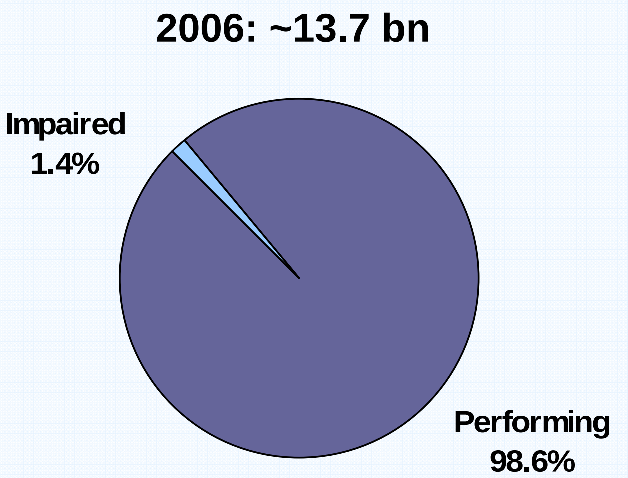
- Increased weight of equipment and reduction of real estate

***** As of end of May '07

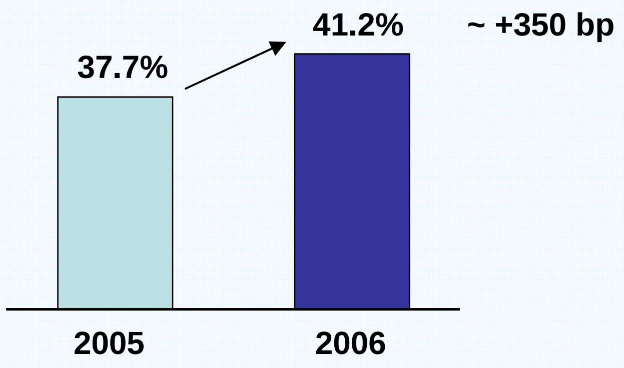
SOUND ASSET QUALITY

OUTSTANDING LOANS[1]: BREAKDOWN BY PERFORMING AND IMPAIRED





COVERAGE RATIO ON TOT. IMPAIRED LOANS



- **Lower weight of net impaired loans on total outstanding loans, ~ -40 bp y/y**
- **Coverage ratio significantly increased**
- **Cost of Risk[2] almost flat y/y at ~30 bp**

[1] Net of securitizations
[2] Calculated as Net LLP / Average Credit RWA

FOCUS ON STRUCTURED PRODUCTS

- **Structured financial contracts** are negotiated with customers **in order to cover the embedded risk in the indexation of the financial plan for the customers**

- **As of May 2007 LOCAT had in place a total of just 156 structured financial contracts, of which 119 with a cumulated positive fair value of Euro 7.1 mln and 37 with a cumulated negative fair value of ~ Euro 1 mln**

- **As a results net impact of structured financial contracts is positive for ~ Euro 6.1 mln**

FOCUS ON REAL ESTATE

As of March 31st 2007 Locat had 13,751 real-estate contracts in place, with an average volume of ~Euro 1 mln. The tables below highlight a **good diversification** in this type of product **by geographies and volumes,** the latter being **~60% to corporate customers** and **~ to 40% small business customers**

	# Contracts	# % on total	Asset value, mln	Value % on total	Avg. Value (.000)
South - Islands	3,664	26.65%	3,636.7	27.37%	992.6
North-West Italy	4,165	30.29%	4,699.4	35.37%	1,128.3
North-East Italy	5,917	43.03%	4,928.7	37.10%	833.0
Other Countries	5	0.04%	20.1	0.15%	4,010.3
TOTAL	13,751	100%	13,285	100%	966.1

	# Contracts	# % on total	Asset value, mln	Value % on total	Avg. Value (.000)
< 1 mln	11,276	82.00%	3,682.1	27.72%	326.5
1-5 mln	2,058	14.97%	4,084.0	30.74%	1,984.4
5-10 mln	254	1.85%	1,770.2	13.33%	6,969.4
> 10 mln	163	1.19%	3,748.5	28.22%	22,997.1
TOTAL	13,751	100%	13,285	100%	966.1

KEY STRATEGIC TARGETS: STRONGER FOCUS ON BUSINESS DEVELOPMENT AND CUSTOMER SATISFACTION, LEVERAGING ON AN EXCELLENT INTERNATIONAL NETWORK

Vision towards the future

- **From focus on costs to focus on business and customers**
- **Adapt existing products** to the customer needs
- **Explore business opportunities in emerging sectors / segments** (i.e. plants and renewable energy)

Product factory

- **Continuous dialogue with the network** to understand all the needs connected to the specific activity, sector, geographical area
- **Specialized support** in the most complicated deals

Future opportunities

- **Strict partnership with the Corporate Bank** will further reinforce the banking channel
- **Cross-border leasing** leveraging on a strong and widespread presence guaranteed by an international network

THE MERGER WITH CAPITALIA: POSITIVE IMPACT FROM THE INTEGRATION, WITH BETTER GEOGRAPHICAL & BUSINESS BALANCE AND INCREASED MARKET SHARE

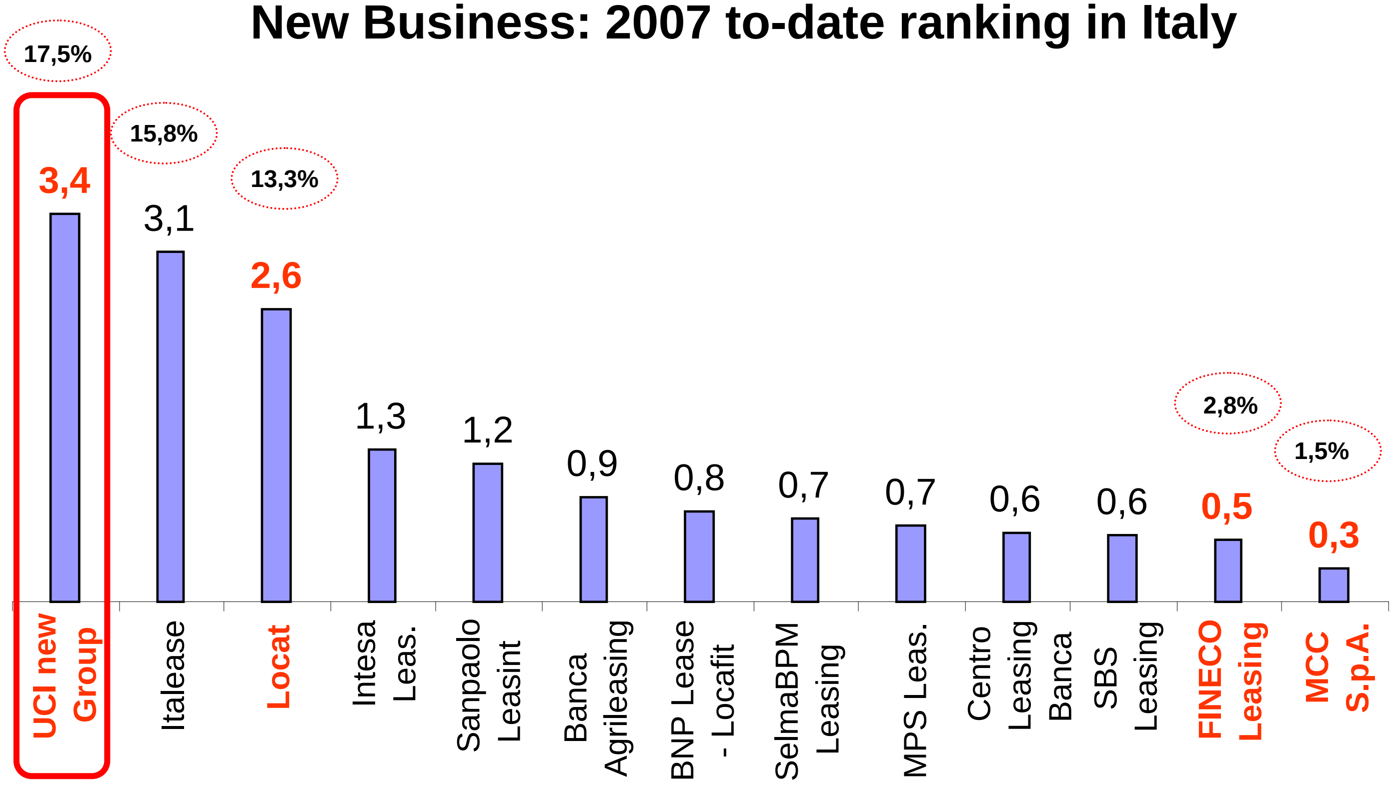
- **Consolidation of the presence in the domestic market** coupled with a strong reinforcement in the main channels and products
- **Well-balanced geographical and business mix**
- **Integration** of the Capitalia's activities **into the divisionalized Unicredit model**
- **Relevant potential synergies,** mainly from lower costs
- **2006 New Business**: **from ~6.14 bn** of Locat **to 8.33 bn** aggregate
- **2006 Market share***: **from 12.7%** of Locat stand-alone **to 17.3%** aggregate

***** On Tot. New Business; 2006 Source: Assilea

AS A PROOF: N.1 ITALIAN PLAYER AS FOR NEW BUSINESS GENERATED IN 2007 TO-DATE, AFTER MERGER WITH CAPITALIA

Bn, Euro

New Business: 2007 to-date ranking in Italy



Source: Assilea, 2007 data as of May