UniCredit Unlocked

RECORD 4Q AND BEST YEAR IN OVER A DECADE: TRANSFORMED AND POSITIONED TO WIN

4Q22 & FY22 Fixed Income presentation
Milan, 31 January 2023

Empowering
Communities to Progress.

Agenda

Executive summary

UniCredit at a glance

Financial highlights

Funding and liquidity

ESG

Transformed and positioned to win

A RECORD YEAR, WELL AHEAD OF UNICREDIT UNLOCKED AND PROTECTING THE FUTURE

OUTSTANDING RESULTS …

RECORD 4Q AND BEST FULL YEAR RESULTS

+13% **NET REVENUE**, VS FY21

-2% **COST**, VS FY21

+279bps **ORGANIC CAPITAL GENERATION**

8 **CONSECUTIVE QUARTERS OF Y/Y GROWTH**
Ongoing industrial transformation propelling these – and future – results

12.3% **RoTE @13% CET1r**

5.2bn **NET PROFIT**
Post AT1 and Cashes

6.5bn Stated Net Profit incl. DTAs and pre AT1 & Cashes

BEATING
Uni**C**redit **Un**locked 2022 and 2024[1] targets across all KPIs

14.9% **CET1**, Post 2022 distribution[1]

… NOTWITHSTANDING

€1.2bn (NET OF TAX) **HEADWINDS & ACTIONS TAKEN TO SECURE THE FUTURE…**

- FORWARD-LOOKING AND ADDITIONAL **OVERLAYS**
  Incremental €0.5bn
  total (gross of tax) **€1.8bn**
- **RUSSIA** NEGATIVE CONTRIBUTION TO NET PROFIT **€0.2bn**
- ONE-OFF **INTEGRATION COSTS** AND INFLATION RELIEF **€0.3bn**
- **TLTRO** CONTRACTUAL CHARGES AND RELATED IMPACT ON HEDGING DERIVATIVES **€0.2bn**

PROPOSED 2022 DISTRIBUTION

€1.91BN CASH DIVIDEND AND €3.34BN[2] SHARE BUYBACK

€5.25bn[3]

PROTECTING THE FUTURE

AIMING FOR FY23 RESULTS AND DISTRIBUTION BROADLY IN LINE WITH FY22

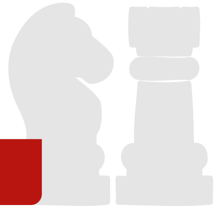
All figures related to Group incl. Russia unless otherwise specified

1. 2024 Cost target based on Cost / Income ratio
2. Please refer to the FY22 results press release for additional details on Share Buyback
3. Distribution subject to supervisory and shareholder approvals

Agenda

- Executive summary
- **UniCredit at a glance**
- Financial highlights
- Funding and liquidity
- ESG

A strategy to deliver more predictable and higher rated earnings



STRATEGY

UniCredit Unlocked

A structurally improved bank, with a refocused commercial franchise, **quality earnings**, and a refined operating model

CENTERED ON OUR CLIENTS, PURPOSE AND PROFITABILITY

Sustainable profitable growth delivering a positive impact.

EMPOWERED ORGANISATION CONNECTING CLIENTS ACROSS EUROPE

13 banks with unique cross-border positioning.
Unique pan-European footprint with unified client franchise to deliver at scale.
Culture of empowerment: decision-making closer to our clients.

COMPREHENSIVE QUALITY OFFERING MEETING CLIENTS' NEEDS

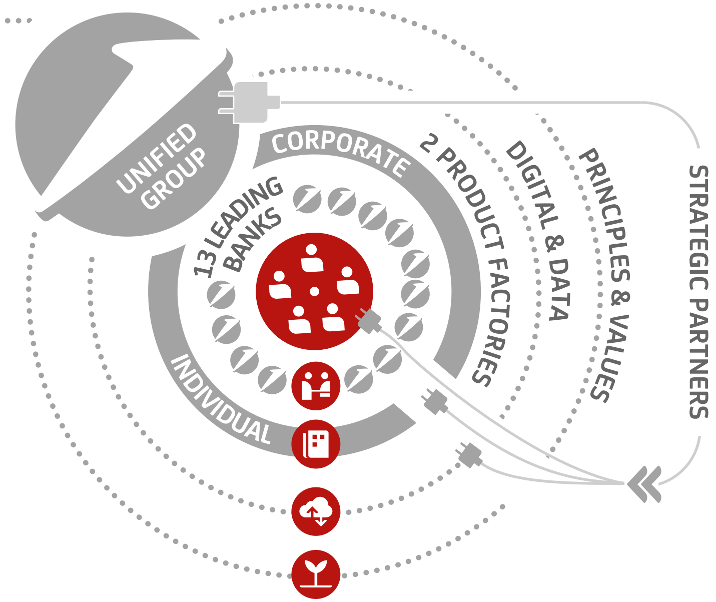
2 product factories complemented by an ecosystem of best-in-class partners.
Scale effect attracting talent and best-in-class partners, driving growth.
Enabling **integrated** local coverage to outperform peers: punching above their weight.

DIGITAL AND OPERATIONS – "THE CENTRE" – AS KEY ENABLER

Digital and data rationalized - cyber further improved - efficient operations.
Optimize existing technological machine, reclaiming core competencies.
Simplifying products, processes and operations to streamline delivery to our clients.

A NEW MINDSET TO WIN THE FUTURE

Principles and values unite our people and inspire our communities.
Win, the right way, together: always acting through an entrepreneurial spirit guiding growth.
Lead by example and embed our principles and values and ESG in everything we do



Leverage our solid foundations and implement an industrial transformation: moving from retrenchment to sustainable profitable growth

Selected highlights of our industrial transformation

PEOPLE & ORGANISATION

SIMPLIFYING THE ORGANISATION
From 5 siloed business divisions to 4 coverage regions

DELAYERING THE ORGANISATION
-28% structures, moving closer to clients

EMPOWERING PEOPLE
-60% Number of managerial committees

STREAMLINING PROCESSES
65% delegations with increased thresholds, empowering local decision-making within clear framework

CONTENT & PRODUCTS

REFOCUSING CIB
From siloed CIB to two factories focused on product development providing quality and range unmatched by local players to clients unreached by global players

REINFORCING FACTORIES
Hiring of key Managing Directors and Graduates in Corporate Solutions

CREATING AN ECOSYSTEM
Key milestones in creating an ecosystem of best-in-class partners and internalising high margin products value chain
Azimut + Allianz + onemarkets Fund + CNP + ZB Invest

DIGITAL & DATA

RESILIENT CYBER-SECURITY
-35% Major security incidents, from an already low level (Y/Y)

TAKE BACK CONTROL
545 FY22 digital hires: mainly tech specialists

NEW WAY OF WORKING
18 Initiatives running in Agile

DATA-DRIVEN ORGANISATION
+20p.p. Group banking processes under unified data governance, improving data quality

PRINCIPLES & VALUES

CLEAR VALUES EMBEDDED IN EVERYTHING WE DO
Group Culture Day, Culture Roadshow, Culture Network & Learnings, DE&I focus, People listening as concrete steps to make our new Culture a reality.

LEAD BY EXAMPLE
New lending towards high impact / disadvantaged areas
11.4bn Green[1] 4.8bn Social[1]

ESTABLISH CLEAR KPIS
Net Zero: set targets on first three priority sectors and accompanying our clients on their transition journey

1. Including ESG-linked lending

Measurable industrial initiatives, in execution since Day 1

Record 4Q underpinning UniCredit's best year

2022 RESULTS

In million	4Q22	Group Y/Y	excl. Russia	FY22	Group FY/FY	excl. Russia
Net Revenue	5,191	+44%	4,735	18,448	+13%	18,072
o/w Fees[1]	1,839	–1%	1,785	7,824	+4%	7,626
o/w NII	3,426	+43%	3,198	10,692	+19%	9,935
Total Costs	–2,474	+0.5%	–2,394	–9,560	–2%	–9,278
GOP	3,246	+65%	2,971	10,782	+32%	9,806
Net Profit[2]	1,457	+2.2x	1,440	5,227	+48%	5,447
RoTE	11.8%	+6.4p.p.	12.2%	10.7%	+3.4p.p.	11.7%
RoTE @13% CET1r	14.1%	+7.8p.p.	14.7%	12.3%	+3.7p.p.	13.5%
C/I Ratio	43.2%	–12.4p.p.	44.6%	47.0%	–7.5p.p.	48.6%
CET1r, pro-forma for FY22 distribution[3]				14.9%		

3 LEVERS LARGELY UNDER MANAGEMENT CONTROL, GIVING CONFIDENCE IN OUR STRATEGY

COST

–2%

FY22/FY21
Targeted reduction

TARGETED, SUPERIOR OPERATIONAL EXCELLENCE

NET REVENUE

+13%

FY22/FY21
(Gross revenue up +14%)

HIGH-QUALITY NET REVENUE GROWTH

CAPITAL

+279bps

FY22 Organic Capital Generation (€8.9bn)

BEST-IN-CLASS CAPITAL EFFICIENCY

Group including Russia unless otherwise specified

1. Incl. client hedging fees accounted within trading profit
2. Refer to Annex for Net Profit definition
3. Distribution subject to supervisory and shareholder approvals

Our mantra: deliver consistent results, each and every quarter

Positioned to deliver on our commitments

STRUCTURALLY IMPROVED **PROFITABILITY** TO DELIVER UNDER ANY SCENARIO

STRONG **PORTFOLIO** AND PRUDENT **OVERLAYS** TO BE **DEPLOYED** OR **RELEASED** IN THE COMING TWO YEARS

OUTSIZED ORGANIC **CAPITAL GENERATION** SUPPORTING SUSTAINABLE DISTRIBUTIONS

	FY23 GUIDANCE[1]
Net revenue	>18.5bn
Net interest	>11.3bn
Costs	<9.7bn
Cost of risk	30-35bps
Net Profit	Broadly in line with FY22

Aiming for FY23 distribution[2] broadly in line with FY22

All figures related to Group including Russia, unless otherwise specified

1. Assuming 'Mild Recession' scenario 2. Distribution subject to supervisory and shareholder approvals

Agenda

Executive summary

UniCredit at a glance

Financial highlights

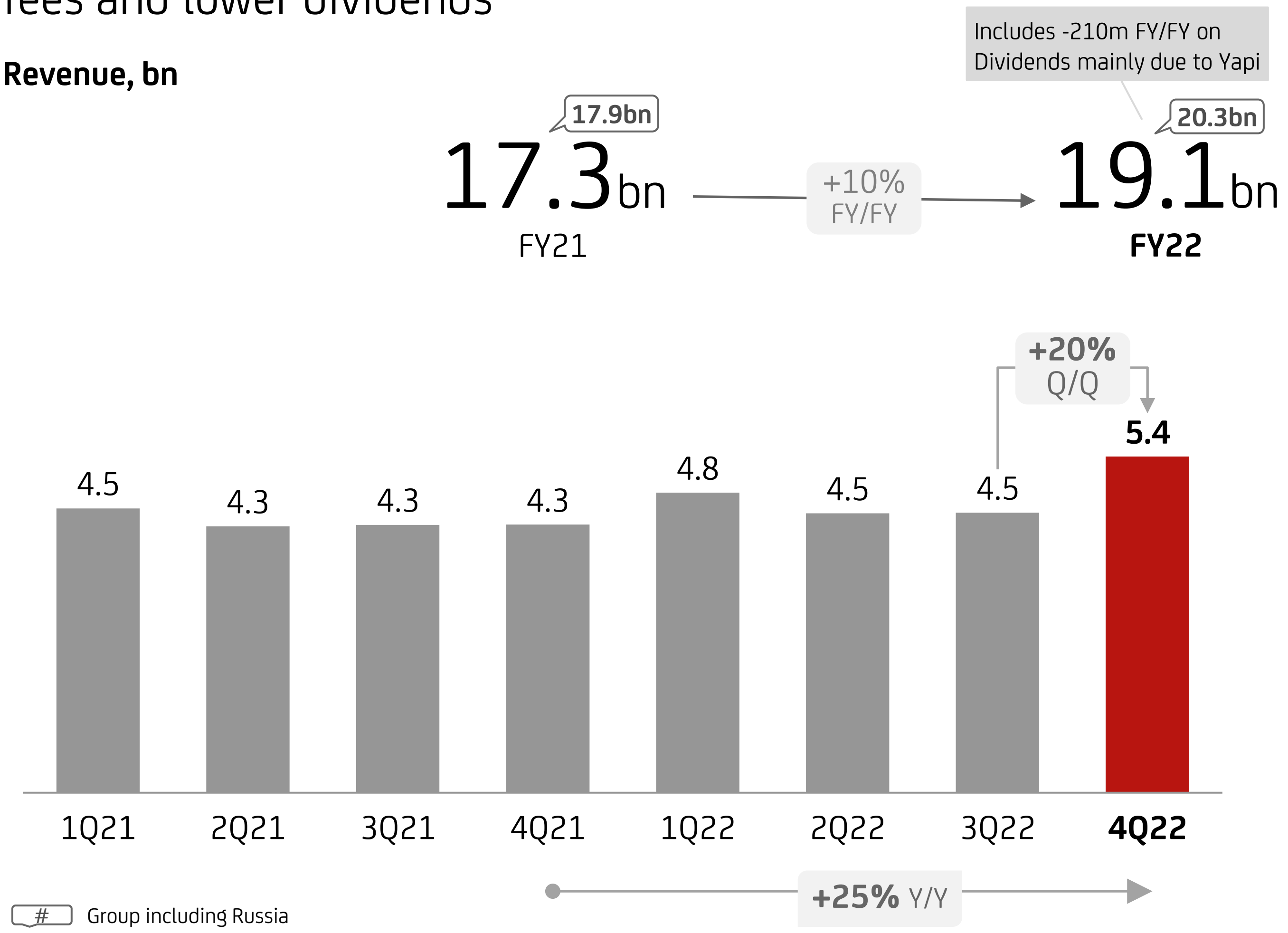
Funding and liquidity

ESG

Revenue growth driven by rate environment and strong commercial activities

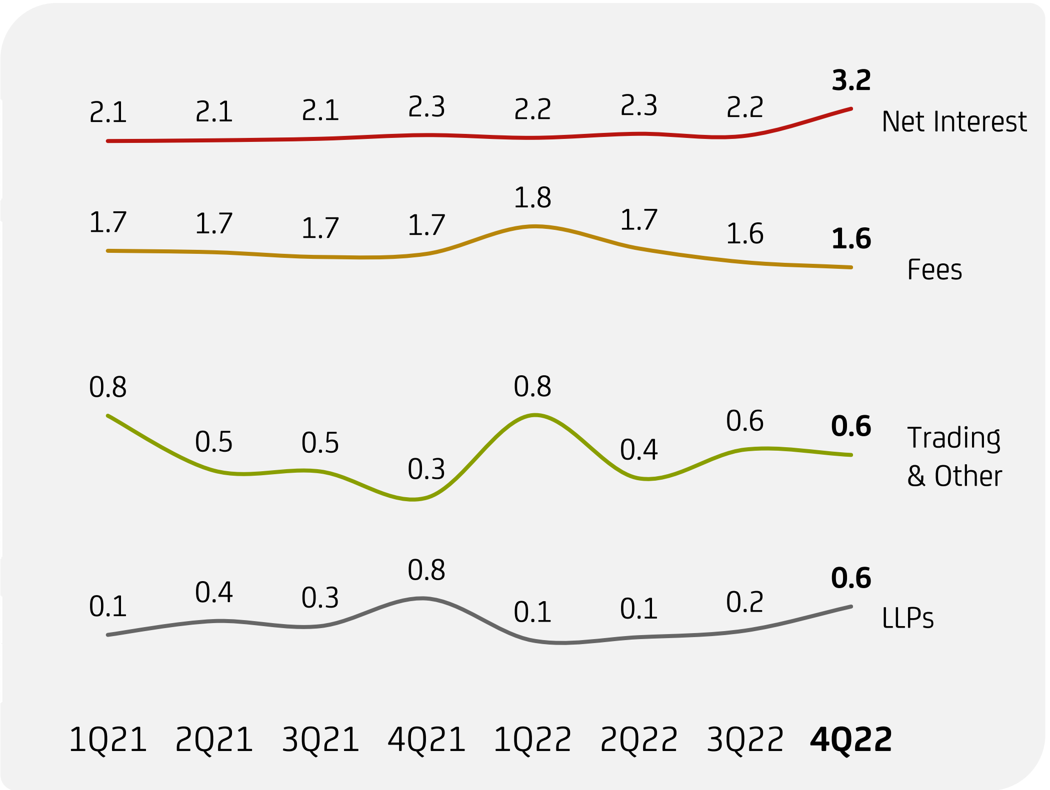
Net interest income and elevated client trading activity Y/Y more than offsetting impact of market volatility on AuM fees and lower dividends

Revenue, bn



\# Group including Russia

Revenue and LLPs quarterly evolution by item, bn



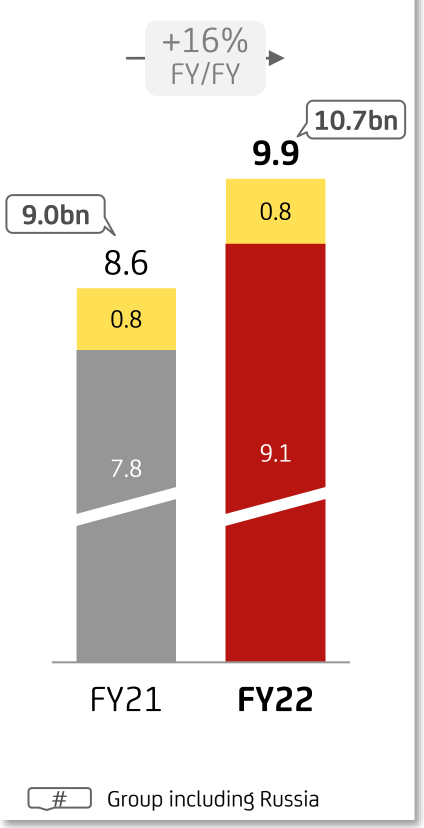
5.2bn +44% Y/Y

4Q22 **Net revenue** at 4.7bn

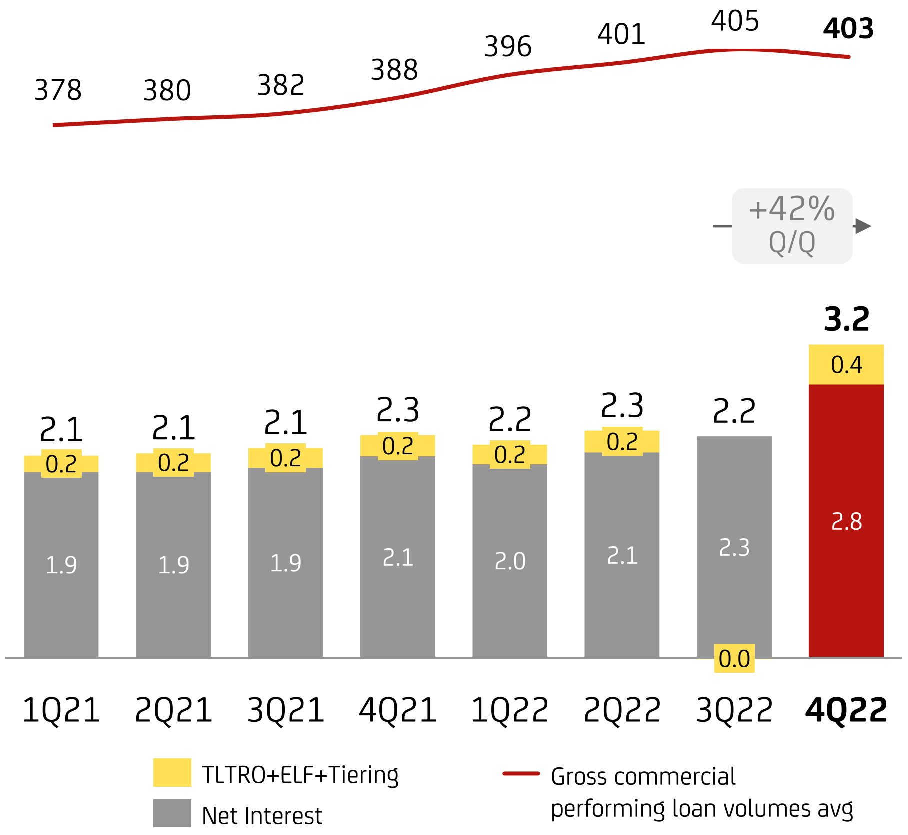
+35% Y/Y

Net interest income benefitting from client rate dynamics and TLTRO

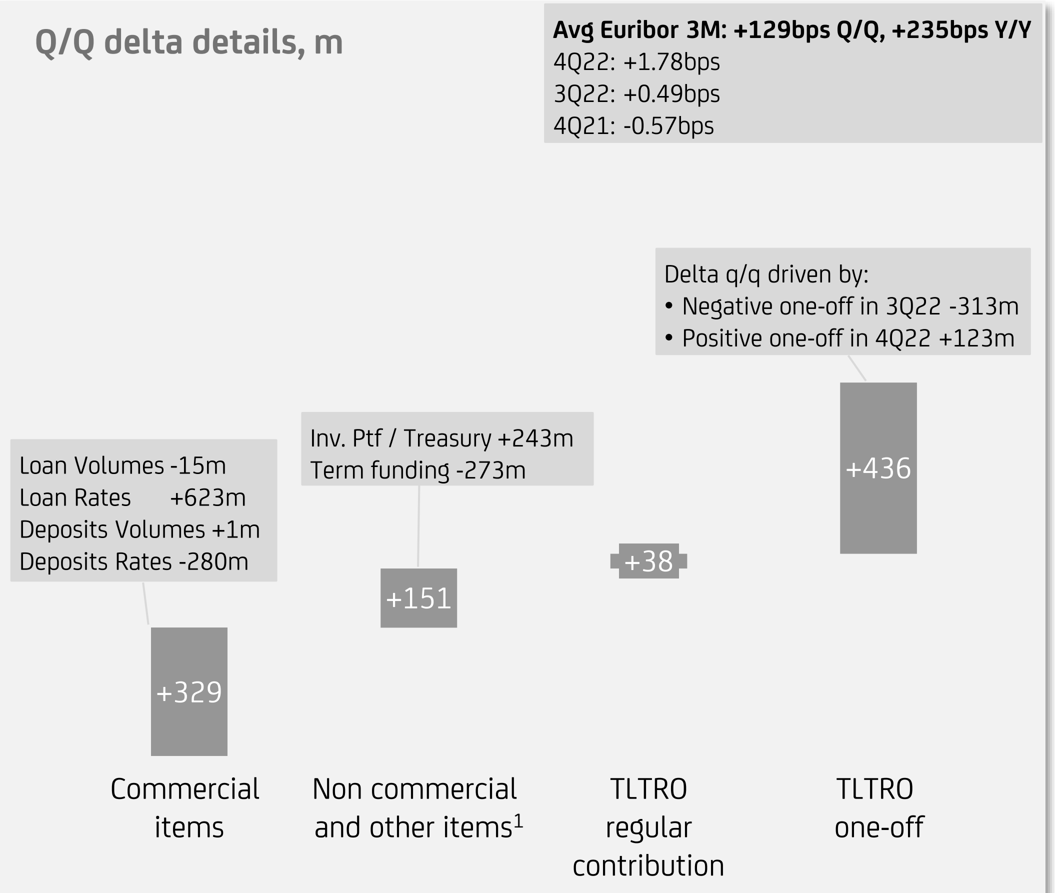
Full Year, bn



Quarterly evolution, bn

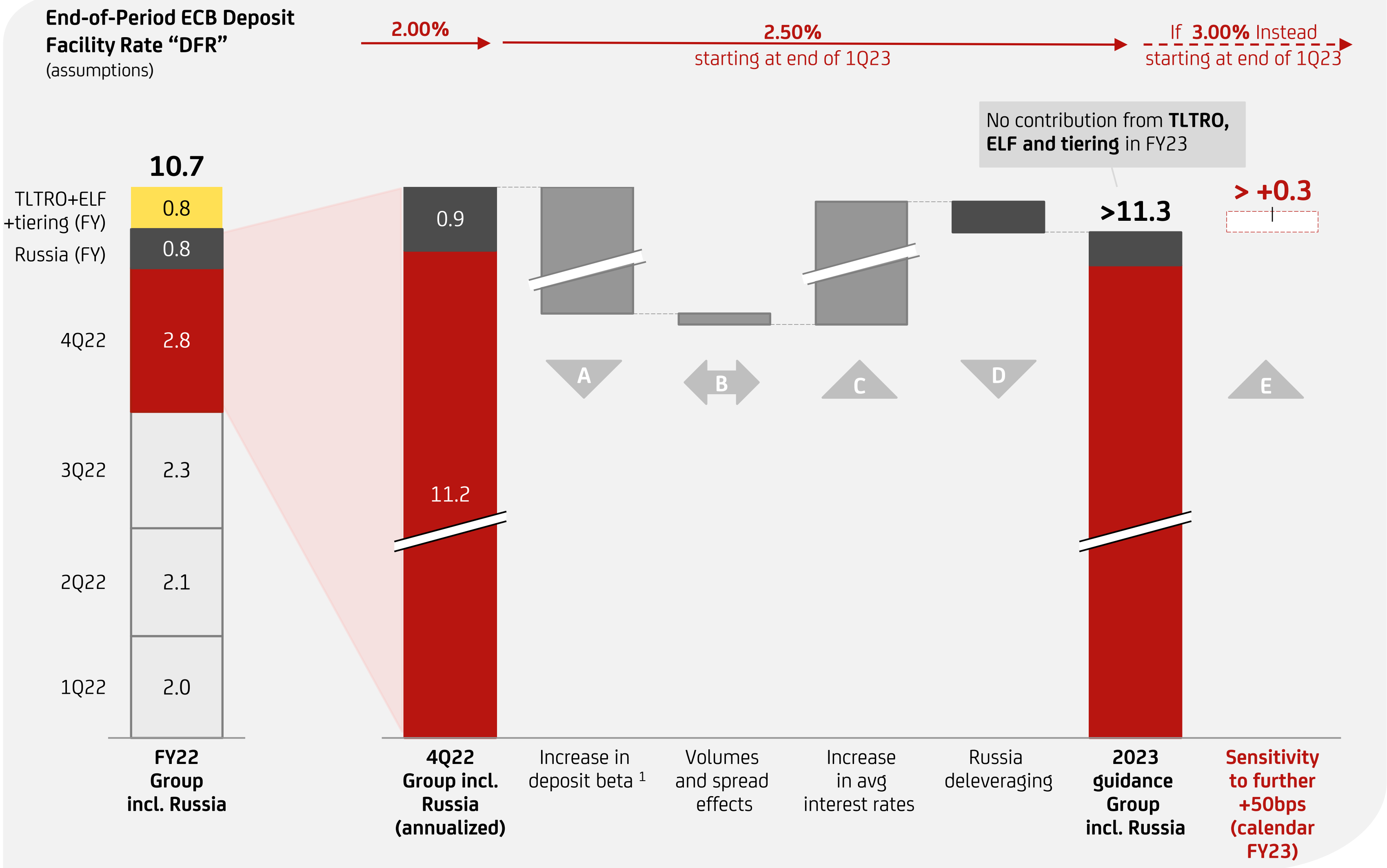


Q/Q delta details, m



1. Other items include: margin from impaired loans, time value, FX effect, one-offs and other minor items

Net interest income: FY23 further upside with conservative assumptions



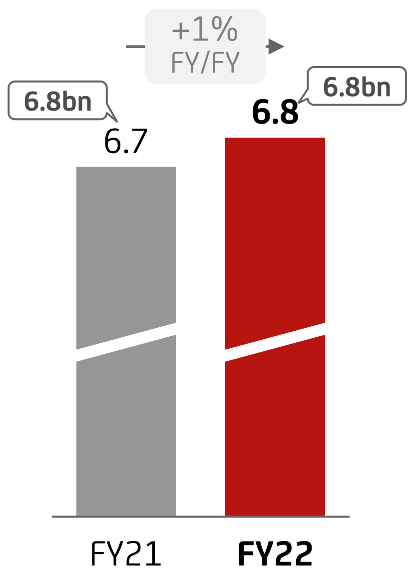
ASSUMPTION ON PROJECTIONS

- **A** Increase in deposit beta[1] from the level observed in 4Q22 (c.20%) to the assumed one in FY23 (c.40%)
- **B** Volumes broadly stable to slightly up (versus 4Q22 annualised), offset by some loan spread compression
- **C** Positive impact driven by increase in avg interest rates, from the avg 4Q22 level to assumed one (ECB DFR at 2.50%, lower than forward curve)
- **D** Lower NII from Russia due to deleveraging
- **E** Additional sensitivity related to ECB DFR only
  For further ECB DFR increases, the incremental benefit on NII progressively decreases, subject to deposit beta and volume dynamics

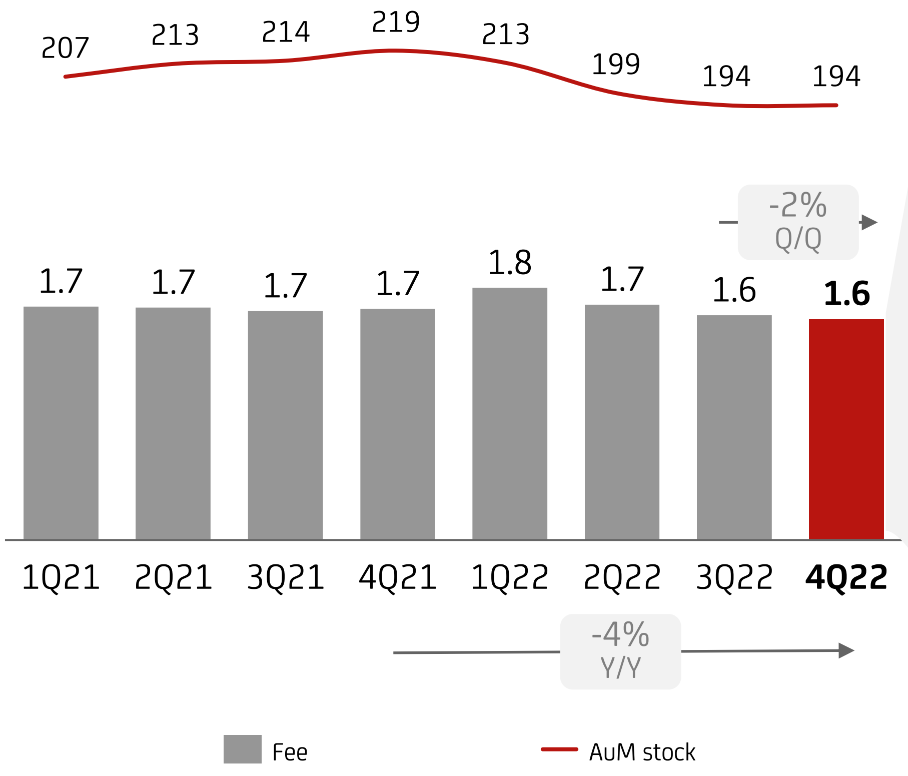
1. Deposit Beta = percentage of short-term interbank rate pass-through to customers deposit rate. Deposit amount including term and sight products.

Resilient outcome in a challenging year thanks to diversified fee mix

Full Year, bn



Quarterly evolution, bn



Split by fee categories in the quarter

	4Q22	Q/Q	Y/Y
Investment	0.6bn	+4%	-10%
Financing	0.4bn	-9%	-10%
Transactional	0.6bn	-3%	+6%

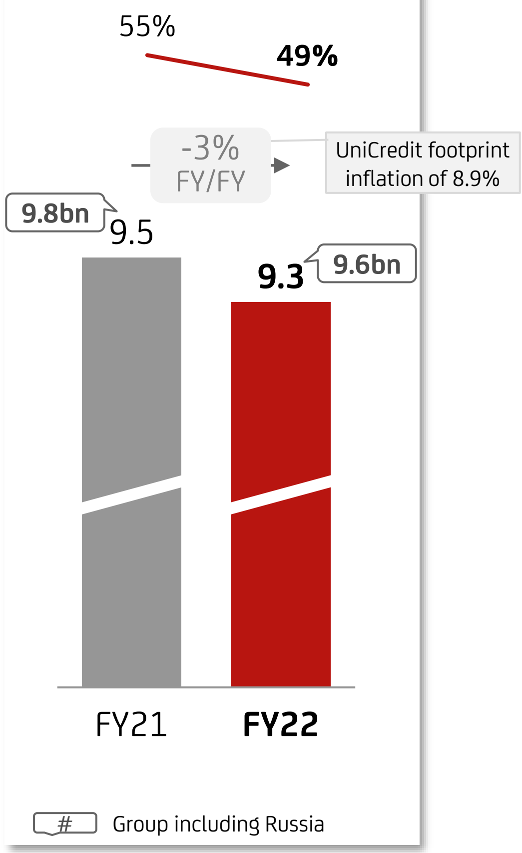
Client hedging fees
(booked in trading profit)

4Q22	Q/Q	Y/Y
0.2bn	-27%	+16%

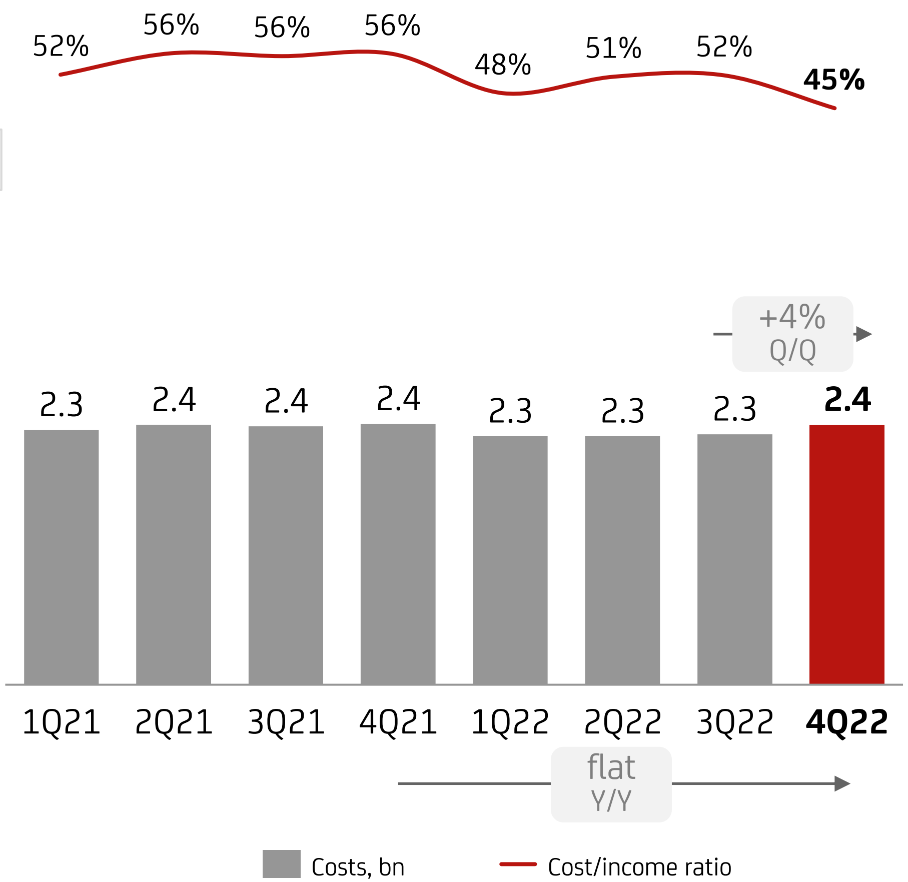
Group including Russia

Continued strong delivery on costs discipline despite major inflation impact

Full Year



Quarterly evolution



Quarterly split by item

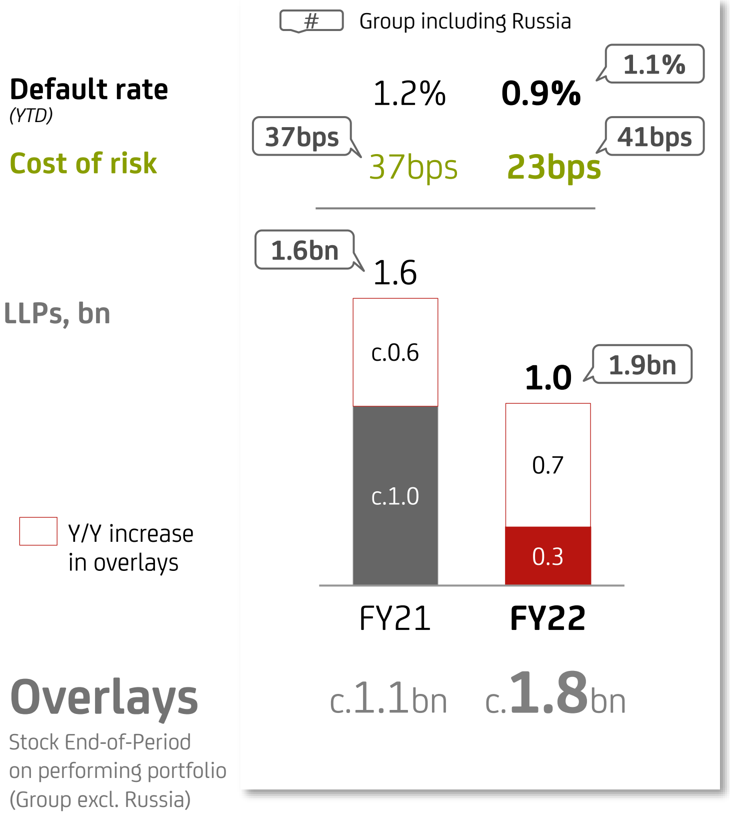
4Q22 net of one-off inflation relief equal to: 1.4bn

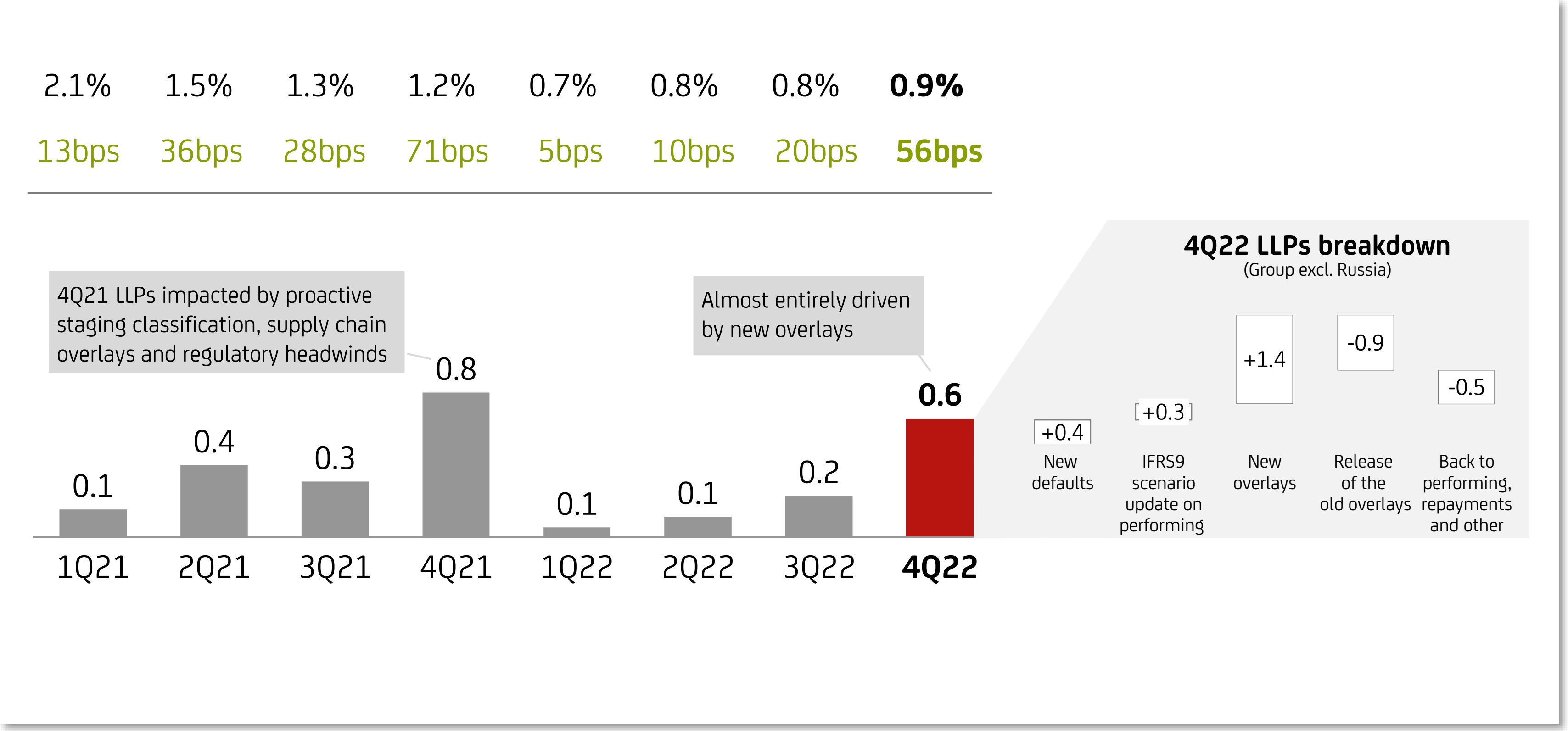
-3% Y/Y net of one-off inflation relief

	4Q22	Q/Q	Y/Y
HR Cost	1.5bn	+7%	+2%
Non HR Cost	0.9bn	-2%	-4%

Low cost of risk reflecting solid credit portfolio and building substantial overlays

Increased overlays in 4Q22 for **geo-political risks** to mitigate potential future impact



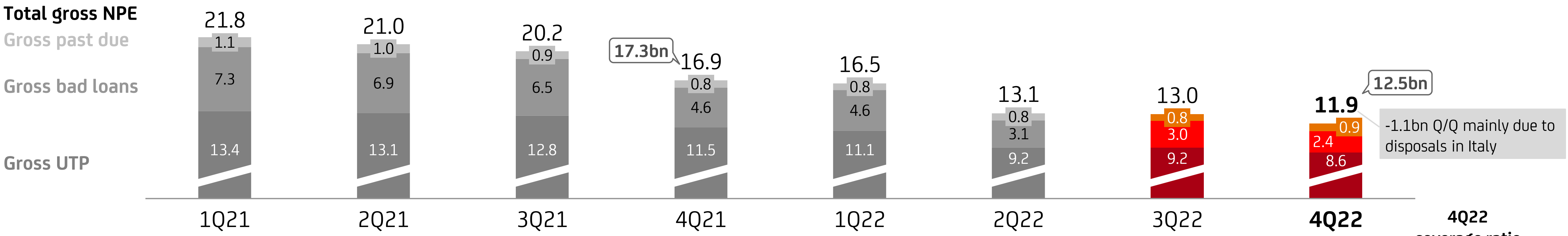


- **Overlays increased** to **c.1.8bn in FY22** equivalent to over one year of cost of risk[1]
- **Default rate at 0.9%,** confirming the good quality of the portfolio
- **Broadly stable EL** both on stock (35bps) and on new business (26bps)

1. Assuming 30-35bps of annual cost of risk guidance under UniCredit Unlocked

Further reduction of NPE and improvement of mix

	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Gross NPE ratio	4.8%	4.7%	4.6%	3.7% (3.7%)	3.6%	2.8%	2.8%	**2.6%** (2.7%)
Net NPE ratio	2.1%	2.1%	2.1%	1.8% (1.8%)	1.7%	1.5%	1.4%	**1.4%** (1.4%)



- **NPE coverage ratio at 47%** on book, mostly UTP and Past Due
- 4Q22 net bad loans **at 0.6bn** and net bad loan **ratio at 0.1%** (net bad loans/CET1 capital[1] at 1.3%)
- NPE coverage does not factor in provisions on performing loans (1% coverage including c. 1.8bn overlays)

	3Q22	4Q22	4Q22 coverage ratio
Gross UTP + Past Due / Gross NPE	76%	80%	40%
Gross bad loans / Gross NPE	24%	20%	76%
NPE coverage ratio			47% (48%)

50%

(#) Group including Russia

Gross NPE ratio for Group excl. Russia using more conservative EBA definition is 2.0% at 4Q22 (stable Q/Q), compared to weighted average of EBA sample banks of 1.8% (as of 3Q22)

1. CET1 capital pro-forma for FY22 distribution (subject to supervisory and shareholder approval)

4Q22 notable items

[#] Group including Russia

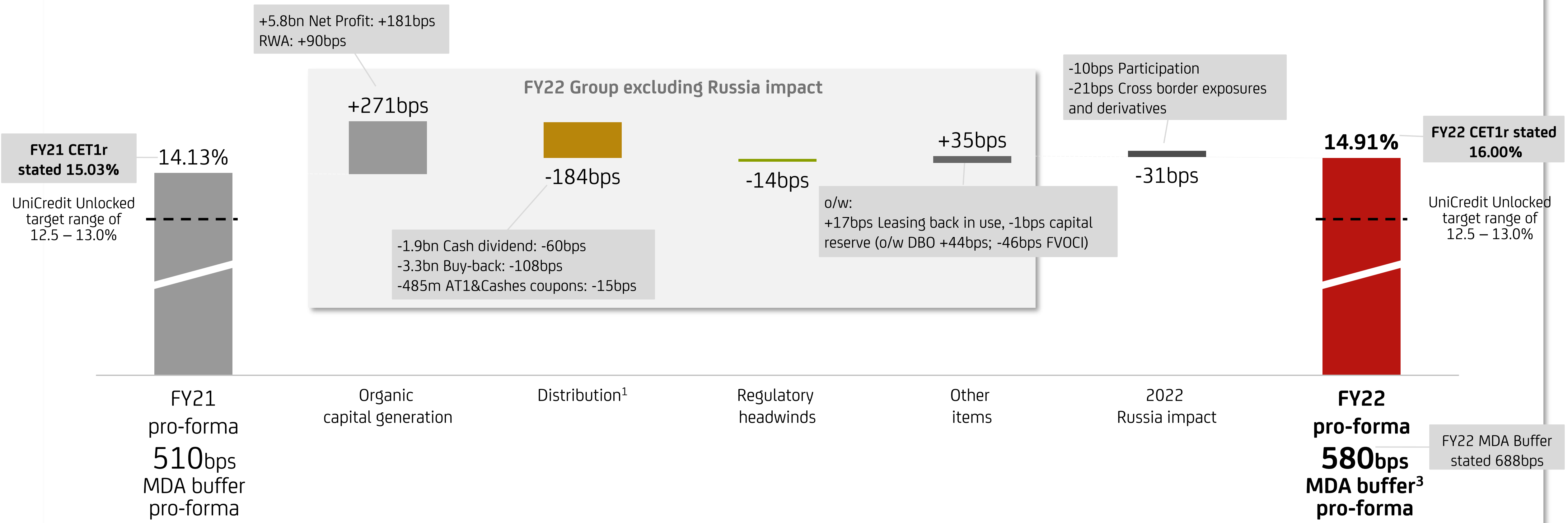
	Group excl. Russia 4Q22	Q/Q	Y/Y	
Net Operating Profit	**2.3bn**	**+20%**	**n.m.**	
Integration costs	-0.3bn	-	-79%	Integration costs booked in Italy and Germany
Profit (loss) from investments	[-0.2bn] 0.1bn	-	-	Largely due to positive impact of CNP Vita Assicura S.p.A. sale completion offset by other negative items
Income taxes	0.4bn	-	-68%	DTA write-up in Italy and Austria of c.850m
Stated Net Profit	[2.5bn] **2.4bn**	**+79%**	**-**	
Net Profit	[1.5bn] **1.4bn**	**+8%**	**-**	
RoTE	[11.8%] 12.2%	+1 p.p.	+7 p.p.	
Diluted EPS *(Eur)*	0.73	+11%	+158%	2021 second share buyback tranche of 1bn completed with all shares cancelled on 14/12/2022 (87m shares equal to 4.3% of share capital)[1]

Refer to Annex for Stated Net Profit and Net Profit definitions

1. Together with the “first share buyback tranche for 2021” of 1.6bn, repurchased and cancelled c. 249m shares, equal to c.11% of share capital

FY22 capital significantly improved allowing much higher distributions

FY22 CET1r well above FY21 even netting for 5.25bn distribution[1] and Russia residual "extreme loss" assessment[2]



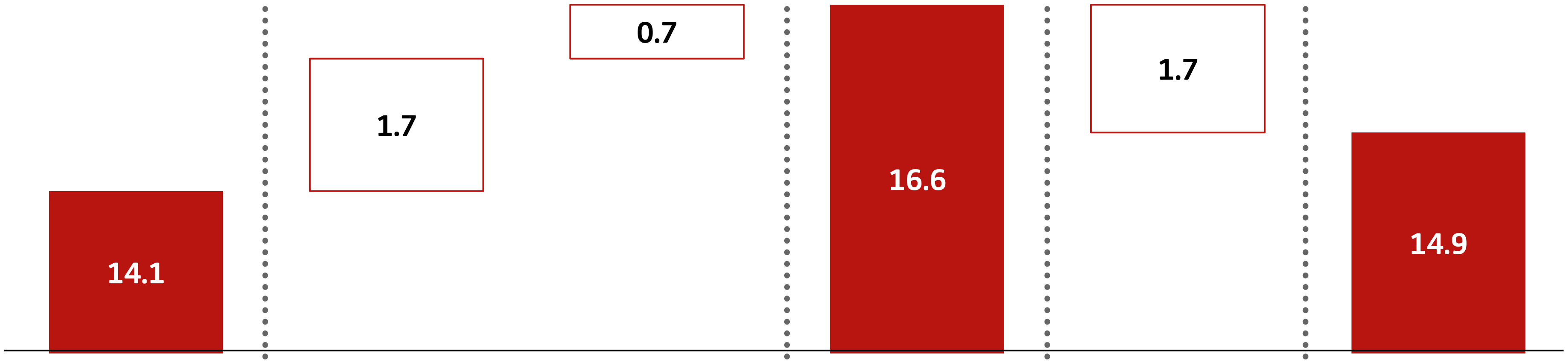
As of 31 December 2022: +10bps parallel shift of BTP asset swap spreads has -2bps (-61m) pre and -1.4bps (-44m) post tax impact on the fully loaded CET1 ratio

1. Subject to supervisory and shareholder approval
2. Refer to page 42 in annex for details. Residual impact from "extreme loss" assessment at 31 December 2022 equal to -58bps.
3. Using the requirement as of 31 December 2022. Please note that P2R has changed since 1 January 2023 as communicated in the related press release of 15 December 2022

Outsized capital generation funding distribution and higher CET1r

UNICREDIT UNLOCKED 2022 CET1r WALK

%



Best-in-class CET1r

Best-in-class Organic Capital Generation allowing to consistently build up capital

Distribution above peers and significantly above historical levels

Still increasing our CET1r even post distribution

PRUDENT DISTRIBUTION

+78bps
CET1r vs. FY21

100%
DISTRIBUTION / NET PROFIT

59%
DISTRIBUTION / ORGANIC CAPITAL GENERATION

FY22 distribution subject to supervisory and shareholder approvals

1. Stated Net Profit net of DTA TLCF write-up

Focused capital strategy drives sustainable results, and provides capacity for investments and for future distribution

Russia: resized, refocused and rationalised at minimum cost

Local

RESIZED, REFOCUSED AND OPTIMISED

LOCAL BUSINESS RESIZED

	8 March 2022 vs 4Q22
Net Local loans[1]	-34%
Guarantees[1]	-39%
Letters of Credit[1]	-49%

–4.1bn
4Q22 vs 1Q22[2]
o/w **–1.2bn** in 4Q22

OPTIMISED OPERATIONS

… Liquid
… Well capitalised
… Well provisioned
… Optimised

c.–0.2bn Net Profit FY22 negative impact from Russia … **substantially reduced** from c.–0.9bn in 1Q22

Non-local

ORDERLY DE-RISKING AND SOUNDLY COVERED EXPOSURE

SUBSTANTIALLY REDUCING EXPOSURE

	8 March 2022 vs 4Q22
Non local exposure	-66%
o/w Cross-border loans	-65%
o/w Derivatives[4]	-68%

–4.1bn
since 8 Mar. 22[3]
o/w **–1.0bn** in 4Q22

MAINTAINING CONSERVATIVE COVERAGE WHILE RELEASING LLPS ON THE BACK OF REDUCED EXPOSURE

35% Cross-border coverage

Intragroup derivatives **fully collateralised**

■ 8 March 2022 ■ 4Q22

LIMITED REMAINING IMPACT EVEN IN UNLIKELY CASE OF EXTREME LOSS

Impact from extreme loss assessment

	Impact[3]	CET1r[3] Proforma
1Q22 Extreme loss assessment	-128bps	13.3%[5]
4Q22 Residual[3]	-58bps	14.3%

Group CET1r top tier in extreme loss scenario and increasing vs. 4Q21

CONTINUOUSLY LOOKING FOR OPPORTUNITIES TO DE-RISK AT FAIR VALUE

Exposure reduction in Local Net Loans, Guarantees and Letters of Credit are based on official FX rates published by Central Bank of Russia as per 31 December 2022
1. 4Q22 vs 1Q22
2. Total absolute reduction in Local Net Loans, guarantees and Letters of Credit
3. Gross of LLPs, refer to Annex p.42 for details
4. Excluding the positive excess MtM of FX hedging of excess capital
5. CET1r at 13.3% is 1Q22 pro-forma for 1bn 2nd SBB tranche and the -128bps extreme loss assessment (net of -92bps already taken in 1Q22)

Focus on orderly de-risk shall continue

Agenda

2023 Group Funding Plan - Coordinated Group-wide funding model under SPE

- **UniCredit S.p.A.** acts as the Group **Holding** as well as the Italian operating bank and is the **TLAC/MREL issuer** under Single-Point-of-Entry (SPE)
- **Geographical diversification** and well-established name with recognition in domestic markets provides **funding diversification**
- Modest size 2023 Group Funding Plan, with **UniCredit S.p.A. expected to return issuing Covered Bonds**
- In Jan 23 **already raised a combined amount of €3.5bn** with public issuances out of the 3 main legal entities, with strong demand, high quality/granular books, limited New Issue Premium paid and solid performance on the secondary market, **proof of investors' appetite**

	2023 Budget - Volumes (€/bn)							
	Group		**Italy**		**Germany**		**CE & EE**	
	2023 Budget	Already Issued	***2023 Budget***	Already Issued	***2023 Budget***	Already Issued	***2023 Budget***	Already Issued
Covered Bonds and Securitizations[2]	*up to 9*	~ 2.4	*up to 3*	-	*up to 3*	~ 1.4	*up to 3*	~ 1
Senior Preferred and Structured Notes	*up to 7.5*	~ 1.1	*up to 5*	~ 1.1	*up to 2*	-	*up to 0.5*	-
Senior Non Preferred	*up to 1.5*	-	*up to 1.5*	-	-	-	-	-
AT1 and T2	*up to 1*	-	*up to 1*	-	-	-	-	-
Total	***up to 19***	~ 3.5	***up to 10.5***	~ 1.1	***up to 5***	~ 1.4	***up to 3.5***	~ 1

1. Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Russia, Serbia, Slovakia and Slovenia
2. Other secured funding sources like supranational funding not included

2023 TLAC/MREL Funding Plan: limited volumes skewed towards more senior instruments

UniCredit SpA 2023 TLAC/MREL expected funding plan, €/bn

	2023 Funding Plan	Issued in 2023[3]	Expected by YE23
Senior Preferred[1] & MREL eligible instruments[2]	*up to 5*	~ 1.1	*up to 3.9*
Senior Non Preferred	*up to 1.5*	-	*up to 1.5*
AT1 and Tier 2	*up to 1*	-	*up to 1*
Total	*up to 7.5*	~ 1.1	*up to 6.4*

Main drivers

MREL Funding Plan 2023 in line with historical trend:

- Volumes **skewed towards more senior instruments**: in Jan. 2023 already issued 1bn Senior Pref. (in 6nc5Y format)
- **Bank capital needs to remain limited** in light of the strong capital ratios: depending on balance sheet evolution and market conditions up to €1bn AT1 might be issued during the year

1. Senior Preferred plain vanilla instruments are used to exploit the so called "senior exemption" as well as to meet MREL requirement
2. Volumes gross of expected buy back flows
3. As of 20 Jan 23

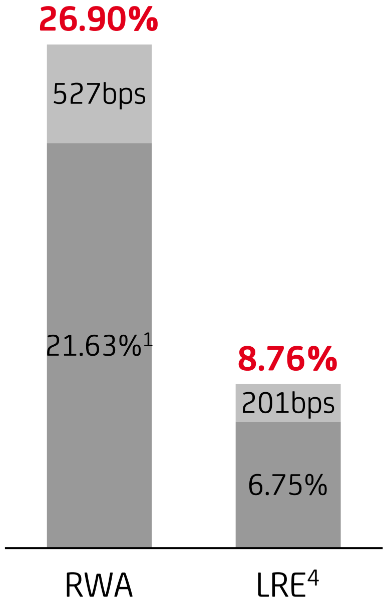
4Q22 Ample buffers over TLAC and MREL requirements

Actual

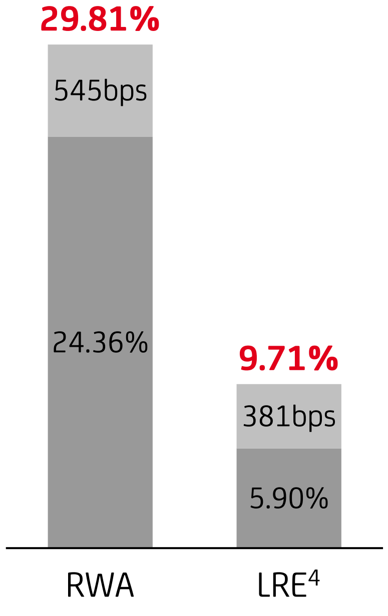
Buffer

Regulatory requirement

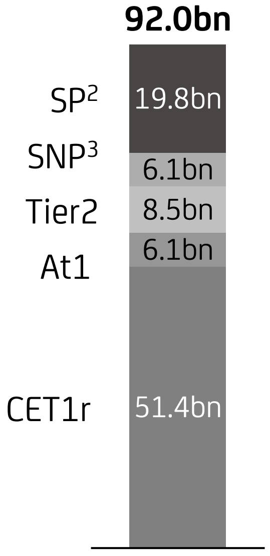
TLAC



MREL



Eligible instruments



	TLAC RWA	TLAC LRE[4]	MREL RWA	MREL LRE[4]
Buffers (€/bn)	c.16.3	c.19.1	c.16.8	c.36.1
Targets and req.	>22.5% RWA based Target 2024			

Ample buffers **over capital and liquidity** regulatory requirements

CET1 ratio Fully Loaded Stated
(4Q22)
16.00%
Target 2024: 12.5-13%

Tier 1 ratio transitional
(4Q22)
18.65%
Target 2024: 14.83%

Total Capital ratio transitional
(4Q22)
21.42%
Target 2024: 16.83%

Leverage ratio transitional
(4Q22)
6.07%
Target 2024: >5%

Liquidity coverage ratio[5]
(4Q22)
156%
Target 2024: 125-150%

220bn liquid assets immediately available, **well above 100% of wholesale funding maturing in 1 year**

1. Including 3.5% of Senior Preferred exemption and Combined Buffer Requirements (CBR) which is including Countercyclical capital buffer, Global Systemically Important Institutions buffer, Systemic risk buffer
2. Senior Preferred (SP): Including eligible structured notes (e.g. certificates) and deposits.
3. Senior Non Preferred (SNP)
4. Based on Leverage Ratio Exposures
5. LCR shown is point in time ratio as of 31 Dec 22, regulatory figure published in Pillar 3 as of 4Q22 will be 161% (trailing 12M average)

Covered Bonds (CB)

UniCredit is a key mortage provider and a leading Covered Bond issuer in Italy, Germany and Austria

Low risk profile as collateral mainly in attractive regions and low >90days past due rate

High level of collaterization, especially on the mortgage portfolio

	Italy	Germany	Germany	Austria	Austria	Czech Republic
	Mortgage	**Mortgage**	**Public sector**	**Mortgage**	**Public sector**	**Mortgage**
Program size	35bn Euro	50bn Euro	50bn Euro	40bn Euro	40bn Euro	7bn Euro
Maturity	soft-bullet	soft-bullet[3]	soft-bullet[3]	hard & soft-bullet[3]	hard & soft-bullet[3]	soft-bullet
Rating	Aa3 (Moody's)	Aaa (Moody's)	Aaa (Moody's)	Aaa (Moody's)	Aaa (Moody's)	Aa2 (Moody's)
Key Program data[1]						
CB outstanding	18.2bn	25.1bn	2.9bn	7.7bn	3.1bn	4.7bn
Cover Pool outstanding	28.8bn	31.1bn	6.0bn	16.8bn	6.0bn	6.2bn[5]
Overcollateralization	62%	24%	106%	117%	95%	32%
Mix (resi/commercial)	98.5%/1.5%	70.9%/29.1%	n/a	74.3%/25.7%	n/a	76%/24%
Weighted avg. cLTV	49%	42.3%[4]	n/a	48%	n/a	61%
Residual Maturity	8.9yrs	16.1yrs	9.6yrs	9.7yrs	8.8yrs	17.4yrs
Interest rate (floating/fix)	39%/61%	18.0%/82.0%	26.1%/73.9%	59%/41%	44%/56%	18%/82%
Portfolio >90days due	20bps	1.2bps	0%	0%	0%	0%
ECB Eligibility[2]	Yes	Yes	Yes	Yes	Yes	Yes

1. Data as of 4Q22
2. Generally valid except for specific instruments (e.g. Namenspfandbriefe) not complying with ECB eligibility criteria
3. Possibility of maturity extension by the Cover Pool administrator, according to Article §30 of the German Pfandbrief Act and according to § 22 Austrian Pfandbriefgesetz
4. Average loan-to-value ratio, weighted using the mortgage lending value according to section 28 para. 2 no. 3 of German Pfandbrief Act
5. Regional split of mortgages distribution: 72% Czech Republic and 28% Slovakia

Strong capitalization and risk profile are supportive in current environment

	STANDARD & POOR'S	MOODY'S	FitchRatings
Italy	BBB/Stable/A-2[1]	Baa3/Negative/P-3[1]	BBB/Stable/F2[1]

UniCredit

	STANDARD & POOR'S	MOODY'S	FitchRatings
Covered Bonds (Italian OBGI/ OBGII)[2]	AA-/n.r.	Aa3/Aa3	AA/n.r.
Counterparty/ Deposit rating[3]	BBB+	Baa1	BBB+
Senior Preferred/ Outlook/ Short-Term	**BBB/ Stable/A-2**	**Baa1/ Negative/P-2**	**BBB/ Stable/F2**
Senior Non Preferred	BBB-	Baa3	BBB-
Tier 2	BB+	Baa3	BB+
Additional Tier 1	n.r.	Ba3	BB-
Stand-alone rating[4]	bbb	baa3	bbb

- In July '22 UniCredit's issuer **outlook was aligned with the Italian sovereign to 'Stable'**
- **Strong geographic diversification** continues to support UniCredit's business profile and **Capitalization will remain supportive** thanks to rising interest rates supporting profitability
- **Asset quality deterioration will be manageable** for UniCredit and not nearly as material as in the previous downturn

- UniCredit's **deposit and senior preferred ratings are +2 notches higher than the Italian Sovereign rating at 'Baa1',**
- The bank's **outlook was aligned with the Italian sovereign to 'Negative'** in Aug'22
- **The banks financial profile** reflects its **good capital buffers, improved asset-risk metrics and overall sound funding and liquidity**

- UniCredit's **issuer rating stands at 'BBB'/Stable** and reflects the improved asset quality. Fitch's expects that **UniCredit's tightening of credit risks will help mitigate asset-quality pressures** from the current uncertain operating environment
- The banks further benefits through its **well-established and international banking franchise**
- Deposits at **'BBB+', +1notch above the sovereign** as UniCredit will **maintain sufficient capital buffers** to meet regulatory requirements (e.g. TLAC and MREL)

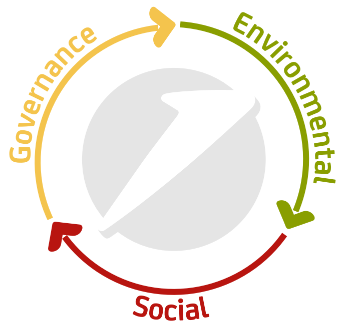
	STANDARD & POOR'S	MOODY'S	FitchRatings
HypoVereinsbank – Member of UniCredit (Germany)	(A-)/BBB+/Stable/A-2[1] (bbb+)[4]	(A1)/A2[5]/Negative/P-1[1] (baa2)[4]	(A-)/BBB+[6]/Negative/F2[1] (bbb+)[4]
Bank Austria – Member of UniCredit (Austria)	(A-)/BBB+/Negative/A-2[1] (bbb+)[4]	(A2)/Baa1[7]/Negative/P-2[1] (baa2)[4]	Not rated

1. Order: (Counterparty)/Long-term senior unsecured debt rating / Outlook or Watch-Review / Short-term rating 2. Soft bullet/Conditional pass through
3. Rating shown: S&P: Resolution Counterparty Rating; Moody's: Long Term Counterparty Risk Rating and Deposit Rating; Fitch: Deposits rating 4. Stand-alone rating 5. Deposit and senior-senior rating shown, while junior-senior debt at 'Baa2'
6. Long-term senior preferred debt rating at 'A-' 7. Long-term senior unsecured debt rating shown, while deposit rating at 'A3' with stable outlook

Agenda

ESG Principles and 2022-2024 Targets

- *We will hold ourselves to the highest possible standards so that we do the right thing by our clients and society*
- *We are totally committed to supporting our clients in a just and fair transition*
- *We will reflect & respect the views of our stakeholders in our business and decision-making process*



57.7bn
FY22 Actual (managerial)

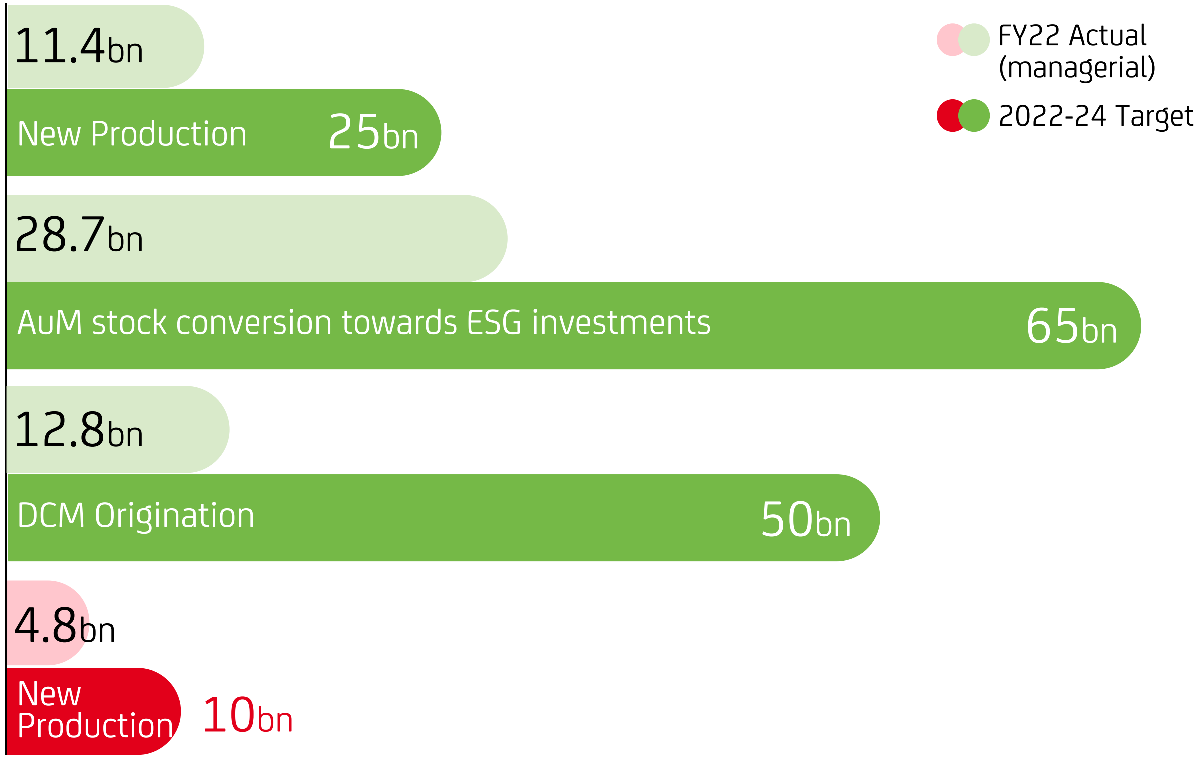
150bn
2022-24 Target

Environmental Lending[1]
Energy efficiency and ESG linked lending as key growth drivers in FY22

ESG Investment Products[2]
Positive performance vs target with ESG Penetration rate at c. 46%

Sustainable Bonds[3]
Volumes recovery in 2H22 despite general ESG market issuance slow down

Social Lending[1]
Lending for High Impact and Disadvantaged Areas as key growth drivers in FY22



1. Including ESG-linked lending 2. Based on Art. 8 and 9 SFDR regulation 3. All regions, including sustainability linked bonds

In 2022 first Net Zero targets set on most material and carbon intensive sectors

UniCredit focus in 2022

Sector prioritization

- **Oil & Gas**, **Power Generation** and **Automotive** prioritized to set first Net Zero targets for
  - Materiality in UCG portfolio
  - Share of carbon emissions
- On **Coal,** phase out strategy and policy already in place – ***Phase out by 2028***

Emission baseline

- **2021 baseline**[1] computation on three prioritized sectors
  - On **lending portfolio**
  - Following **PICAF methodology** and **main guidelines** available on **Net Zero**
  - Focusing on **SME** and **Large Corporates**, according to data availability

Group targets

- 2030 and 2050 Group **level of ambition**[1] set on three prioritized sectors
  - Using the most suitable **metric** for each sector, according to market best practices
  - **In line** with the **IEA Net Zero** benchmark **scenario**

Going forward in 2023 and 2024

- Start monitoring **baseline evolution** *vs.* **targets**
- Proceed in **target setting** for **other carbon intensive** sectors[2]
- Detail **transition plan**

1. Baseline and targets could be updated over time according to guidance and methodology evolutions and/or data quality enhancements
2. Among sectors identified by Net Zero Banking Alliance

UniCredit set Net Zero Group targets on the three prioritized sectors in line with available guidelines and best market practices

Sector	Value chain	Primary metric	Emission coverage	Main rationale	Portfolio in scope (drawn exposure, €bn)[1]	2021 Baseline[2]	2030 Target[2]
Oil & Gas	*Full value chain*	*Financed emissions*	*Scope 3*[3]	Comprehensive value chain coverage Market best practices	**7.8**	**21.4** MtCO2e	**- 29%** *vs.* baseline
Power generation	*Generation only*	*Physical intensity*	*Scope 1*	Market best practice Relevance for portfolio steering Data availability	**8.9**	**208** gCO2e/kWh	**111** gCO2e/kWh
Automotive	*Road vehicles*[4] *manu-facturers*	*Physical intensity*	*Scope 3 – Tank to Wheel*[3]	Market best practice Relevance for portfolio steering Guidelines availability	**1.8**	**161** gCO2/vkm	**95** gCO2/vkm

Phase out by 2028 policy for Coal in place

1. Drawn exposure of the in-scope perimeter as of 31/12/2021, which may be impacted by future evolution of committed undrawn evolutions and/or data quality enhancements 2. Baseline and targets could be updated over time according to guidance and methodology 3. Scope 3 category 11 4. Light duty vehicles

Leading by example and supporting our clients' green and social transition

Environment

Promoting sustainable financial instruments

6
own Green Bonds issued

3.56bn
of total amount

2 Senior Green Bond issued in Jun 21 and Nov 22 for **1bn each**

2 Green Mortgage Covered Bond issued in Sep 21 and Sep 22 for **0.5bn each**

1 Green Mortgage Covered Bond issued in May 22 for **0.5bn**

1 Green Mortgage Covered Bond issued in Oct 21 for **0.06bn**

Plastic free achievement

Single-use plastic items were progressively removed from all canteens, cafeterias and coffee and vending machines

Social

Promoting sustainable financial instruments

1
own Social Bonds issued

1 Social Bond issued in Sep 21 for **155m**

Investment towards closing gender pay gap

100m[1]

Corporate citizenship and philanthropic initiatives

36.5m
contribution to communities

Education and awareness

239k
Financial Education beneficiaries in FY22

50k
ESG Awareness beneficiaries in 9M22

*Pan-European partnership with **Teach For All** to advance children education cross-countries*

Governance

Global ESG policies

- **30% weight** of ESG and Culture KPIs[2] in the CEO and Top Management remuneration policy
- DE&I Global Policies and Guidelines on inclusive language & recruitment and gender transition
- **Gender equity & inclusion** across organization
- **Training** initiatives on ESG and climate change

Strong diversity and inclusion framework

46% female BoD	43% female GEC	36% female Leadership team
38% international presence in BoD	64% international presence in GEC	43% international presence Leadership team

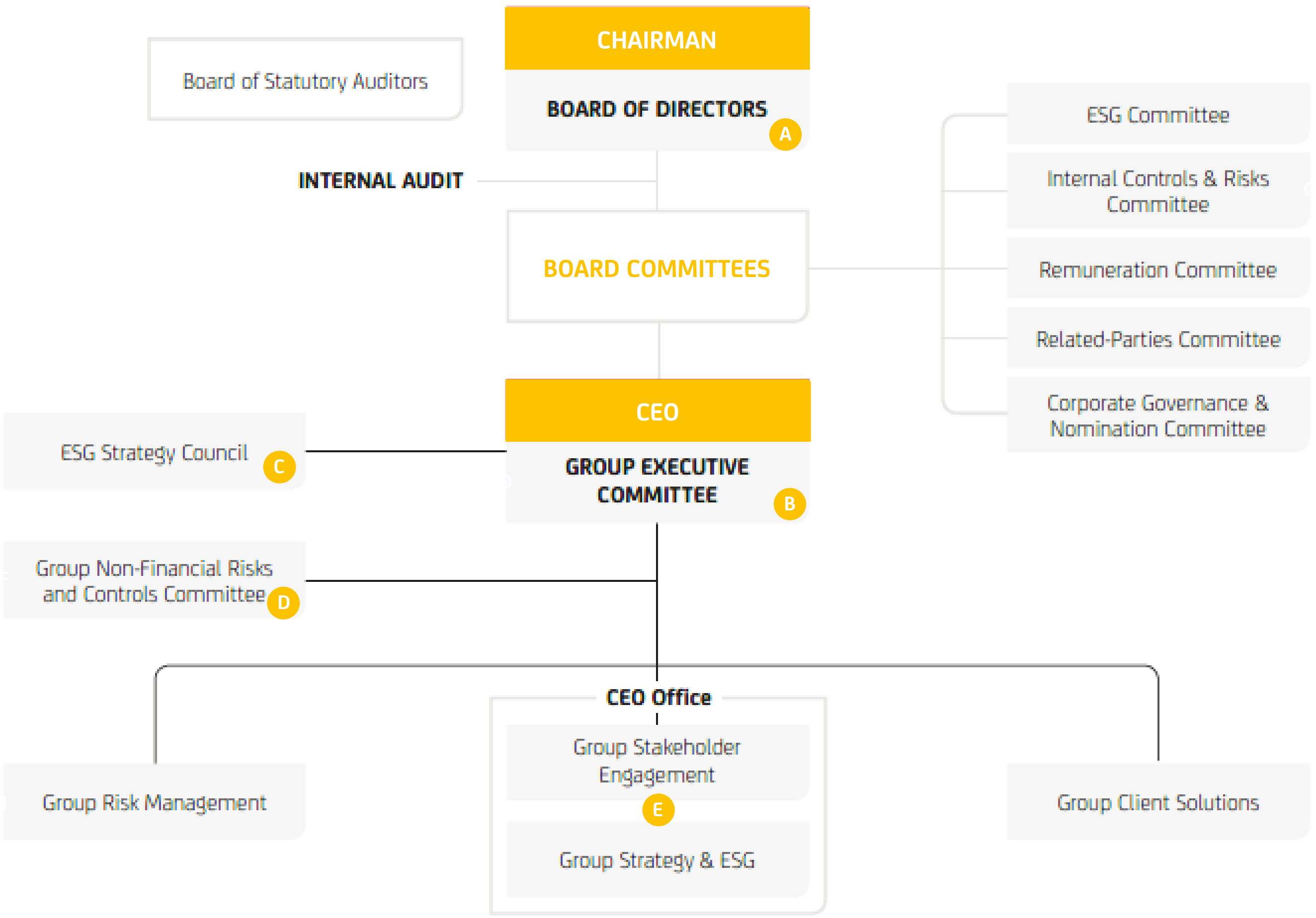
Employee Resource Groups on 5 diversity strands[3] and broader DE&I across Group countries

Striving to hold ourselves to the same high standards we seek from those we do business with

1. In 2022-24 2. 30% weight of ESG and Culture KPIs is equally split between sustainability and corporate values, conduct and behaviors 3. LGBTQIA+, Gender, Disability, Ethnic & Cultural Diversity, Generations

Supporting integration of ESG into UniCredit's strategy

ORGANISATION AND GOVERNANCE STRUCTURE, FOCS ON ESG



ESG GOVERNANCE AND MANAGEMENT

- **A** Supports the BoD on the ESG strategy and sustainability components
- **B** Group's most senior executive committee, chaired by the CEO, defines the overall ESG Strategy, ensures the effective steering, coordination and control of the Group business
- **C** Subgroup of the GEC members and other top managers, it provides oversight and strategic guidance across the Group on the definition and implementation of the Group's ESG strategy
- **D** Supports the CEO in the role of steering and monitoring Non-Financial Risks
- **E** Deals with all initiatives which are critical for the CEO, such as strategy, M&A, the further integration of ESG criteria in our business, stakeholder management, and regulatory affairs. Group Strategy & ESG proposes the definition of the Group's ESG strategy to the ESG Strategy Council and the ESG Committee, reports its status of accomplishment and adopts relevant policies and standards. It prepares the Group Integrated Report.

1. Formerly "Corporate & Investment Banking"

Delivering on commitment to sustainability

4Q21 · 1Q22 · 2Q22 · 3Q22 · 4Q22

4Q21

2022 UniCredit Top Employer in Europe for the sixth year

Named by Capital Finance International magazine (CFI.co) as the Best Social Impact Bank in Europe in 2021

Joined the CEO Alliance, a group of 13 leading European companies working towards a more propseroud, sustainable and resilient Europe

Joined the UN-Convened Net Zero Banking Alliance

Financial Times 2022 Diversity Leaders Index inclusion for the first time

Signed UNEP-FI commitment to Financial Health and Inclusion

1Q22

Ranked for the first time in the 2022 Top 100 Globally for Gender Equality by Equileap: #5 in Italy (the only bank) and #95 out of nearly 4.000 global companies

Ranked #1 in Italy by the European Women on Boards 2021 Gender Diversity Index

Bloomberg Gender-Equality Index 2022 inclusion for the third year

Ranked #14 by 2022 Break The Ceiling 101 Best Global Companies for women in leadership Index

Best ESG rating among Italian banks by Standard Ethics in the MF Banking Awards

2Q22

UCG was included in the German Institute of Quality and Finance's 300 Digital Star ranking in the banking area

3Q22

EDGE certification for gender equity and inclusion in Austria, Germany and Italy. The three banks in each country have been recognised as the only EDGE certified organisations in the banking industry in Europe

Signed the Sustainable STEEL Principles, a climate-aligned finance agreement for the steel sector

4Q22

First bank in Europe to obtain the ESG GRESB scoring on its corporate real estate portfolio

First Italian bank to sign the Finance for Biodiversity Pledge

Joined the Ellen MacArthur Foundation's to accelerate the circular economy transition

Recognised as a Top Employer Europe for the banks in Austria, Bulgaria, Germany, Hungary, Italy and Serbia by Top Employers Institute

Strong environmental, social and reputational risk management and policies

Environmental, social and reputational risk management

- Strong corporate culture of risk management prioritising environmental and social issues disseminated
- Economic, financial and non-financial risks assessed and managed through a global policy on group credit operations and other specific policies
- Environmental, social and reputational risk impacts associated with customer activity
- Equator Principles implemented and integrated whenever applicable
- Detailed sector policies adopted. Portfolio exposures monitored accordingly

Sector Policies

Equator Principles

Sector Policies

Coal sector	**Nuclear energy**
Defence/Armaments **Updated**	**Water infrastructure**
Oil & Gas sector	**Human rights** (commitment)
Mining sector **Updated**	**Deforestation** (commitment)
Tobacco (commitment) **Position paper published**	*UniCredit signed the **Free-Tobacco Finance Pledge***

Other Environmental and Social Impacts (Ad Hoc Assessment)

Environmental, Social and Reputational Risk Prevention Process

Scope and objectives

- framework of standards for determining, assessing and managing environmental and social risk
- framework of sector-specific standards to identify, assess and mitigate environmental, social and reputational risks and impacts with customers
- ad-hoc analysis leveraging on data analytics, key internal functions and external ESG providers
- Group Non-Financial Risks and Controls Committee (GNFRC) supports the CEO in the role of steering and monitoring Non-Financial Risks
- regarding sensitive sectors and client relationships awareness and knowledge of potential reputational risks

ESG ratings and indices (1/2)

MSCI

A

CCC | B | BB | BBB | **A** | AA | AAA

- Robust integration of ESG practices in lending
- Included in the Bloomberg MSCI Green Bond Index

SUSTAINALYTICS

Low (18.3)

Severe	High	Med	**Low**	Neg
100 - 40	40 - 30	30 - 20	**20 - 10**	10 - 0

- ESG Risk Rating improved at “18.30” from “22.0”
- Low exposure to and strong management of material ESG issues

CDP

B

D-	D	C-	C	B-	**B**	A-	A
Disclosure		Awareness		**Management**		Leadership	

- Positioned within the Management band with “B“ score
- Avg. rating for Financial services is “B-”, for Europe is “B” and the Global Average is “B-”

ISS ESG

C (Prime)

D- | D | D+ | C- | **C** | C+ | B- | B | B+ | A- | A | A+

- Ranked among the 10% of companies within the sector with the highest relative ESG performance
- Prime companies are sustainability leaders in their industry

S&P Global

65

0 | **65** | 100

- Sustainability score improved to 65 from 64 (percentile at 75)
- Included in the Dow Jones sustainability diversified indices
- Included in the S&P Global Sustainability Yearbook 2022

Moody's | ESG Solutions

60 (Advanced)

0-29	30-49	50-59	**60-100**
Weak	Limited	Robust	**Advanced**

- ESG scores: 64 Advanced (Environment); 60 Advanced (Social), 59 Robust (Governance)
- Included in the Euronext MIB ESG index

ESG ratings and indices (2/2)

standard ethics	EE+ (Very strong)	F, FF, FFF, E, **EE+**, EEE

- Top rated Italian bank, with an EE+ rating. Example of EU excellence in sustainability
- Included in the following Standard Ethics indices: European Best in Class, European 100, European Banks, Italian, Italian Banks

INTEGRATED GOVERNANCE INDEX	71.9	0, **71.9**, 100

- First bank in the Top 10 ranking, 8th out of 86
- Included in the Top performer level and in the Top 3 in the financial sector

FTSE4Good	3.9	0, 1, 2, **3**, 4, 5

- Ranked in the 82nd percentile of banks
- Ratings: 3.0 (Environmental); 3.7 (Social); 5.0 (Governance), higher than sector avg.
- Included in the FTSE4Good Index Series and the FTSE ESG Index Series

REFINITIV	87	0, **87**, 100

- ESG Score improved to 87 from 86 with ranking at 18/1095 from 19/1088
- ESG scores: 94 (Environment); 86 (Social); 86 (Governance)
- Score >75 indicates excellent ESG performance and high degree of transparency

Bloomberg	66.69	0, **66.69**, 100

- 2021 ESG disclosure score: 61.07 (Environmental); 42.08 (Social); 96.81 (Governance)

Bloomberg Gender-Equality Index 2023 Member	85.56%	0, **85.56%**, 100%

- 2023 GEI score improved to 85.56%, + 2.61 p.p. Y/Y
- Score higher than average score in financials sector (74.11%) and in Italian market (78.27%)

End notes

Disclaimer

This presentation may contain “forward-looking statements” which includes all statements that do not relate solely to historical or current facts and which are therefore inherently uncertain. All forward-looking statements rely on a number of assumptions, expectations, projections and provisional data concerning future events and are subject to a number of uncertainties and other factors, many of which are outside the control of UniCredit S.p.A. (the “Company”). There are a variety of factors that may cause actual results and performance to be materially different from the explicit or implicit contents or expectations of any forward-looking statements and thus, such forward-looking statements are not a reliable indicator of future performance.

The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable law. The information and opinions contained in this Presentation are provided as at the date hereof and are subject to change without notice. Neither this presentation nor any part of it nor the fact of its distribution may form the basis of, or be relied on or in connection with, any contract or investment decision.

The information, statements and opinions contained in this presentation are for information purposes only and do not constitute a public offer under any applicable legislation or an offer to sell or solicitation of an offer to purchase or subscribe for securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments. Any recipient is therefore responsible for his own independent investigations and assessments regarding the risks, benefits, adequacy and suitability of any operation carried out after the date of this presentation. None of the securities referred to herein have been, or will be, registered under the U.S. Securities Act of 1933, as amended, or the securities laws of any state or other jurisdiction of the United States or in Australia, Canada or Japan or any other jurisdiction where such an offer or solicitation would be unlawful (the “Other Countries”), and there will be no public offer of any such securities in the United States. This presentation does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States or the Other Countries. Distribution of this document in other jurisdictions may be prohibited, and recipients into whose possession this document comes shall be solely responsible for informing themselves about and observing any such restrictions.
Pursuant the consolidated law on financial intermediation of 24 February 1998 (article 154-bis, paragraph 2) Stefano Porro, in his capacity as manager responsible for the preparation of the Company’s financial reports declares that the accounting information contained in this presentation reflects the UniCredit Group’s documented results, financial accounts and accounting records.

For the aforementioned purposes, "presentation" means this document, and any oral presentation, any question-and-answer session and any written or oral material discussed following the distribution of this document. By participating to this presentation and accepting a copy of this presentation, you agree to be bound by the foregoing limitations regarding the information disclosed in this presentation.

Neither the Company nor any member of the UniCredit Group nor any of its or their respective representatives, directors or employees shall be liable at any time in connection with this presentation or any of its contents for any indirect or incidental damages including, but not limited to, loss of profits or loss of opportunity, or any other liability whatsoever which may arise in connection of any use and/or reliance placed on it.

UniCredit is committed to the achievement of the sustainability goals set forth in this presentation, however UniCredit does not assume any obligations in connection with the achievement of the targets and the accuracy of the baselines, as set forth in this presentation. UniCredit reserve the right to update baselines and targets over time according to future guidance and methodology evolutions and/or data quality enhancements and/or updates required by the Net Zero Banking Allicance (NZBA), the Science Based Targets initiative (SBTi) and any other relevant guideline or market standard and/or to develop new baselines or targets on the basis of improved data, once available.

For the purpose of this presentation, the use of any information included herein for the development of a sustainability action plan does not allow to infer any economic or financial impact from such information, nor are they intended to contain in any form any legal, fiscal, investment, accounting, financial or other advice, nor constitute an offer or an invitation to offer, buy or sell any financial product.

Information related to this presentation (1/3)

General notes

End notes are an integral part of this presentation.

All data throughout the documents are in **Euros**

Numbers throughout the presentation may not add up precisely to the totals provided in tables and text due to **rounding**

Russia includes the local bank and legal entities, plus the cross border exposure booked in UniCredit SpA

CET1 ratio fully loaded throughout the document, unless otherwise stated

Allocated capital calculated as 13.0% of RWA plus deductions throughout the document

Shareholder distribution subject to supervisory and shareholder approvals

Figures relating to the last quarter 2021 and the first quarter 2022 have been restated to following the reclassification of UniCredit Leasing S.p.A. and its controlled company and of UniCredit Leasing GMBH and its controlled companies out of the non current assets held for sale.

Information related to this presentation (2/3)

Main definitions

"Clients"	means those clients that made at least one transaction in the last three months
"Cost of risk"	based on reclassified P&L and Balance sheet, calculated as (i) LLPs of the period (annualised in the interim periods) over (ii) average loans to customers (including active repos, excluding debt securities and IFRS5 reclassified assets).
"Coverage ratio (on NPE)"	Stock of LLPs on NPEs over Gross NPEs excluding IFRS5 reclassified assets
"Customer Loan"	Net performing and non-performing loans to customers excluding active repos, debt securities, intercompany for divisions
"Default rate"	Percentage of gross loans migrating from performing to non performing over a given period (annualized) divided by the initial amount of gross performing loans
"Diluted EPS"	calculated as Net Profit - as defined below - on avg. number of diluted shares (i.e. outstanding shares excluding avg. treasury and CASHES usufruct shares)
"Expected Loss (EL)"	based on performing portfolio with details for both stock and new business done since January current year. Calculated as expected loss over exposure at default
"Gross Comm. Perf. Loan AVG"	Average stock for the period of performing Loans to commercial clients (e.g. excluding markets counterparts and operations); managerial figures, key driver of the NII generated by the network activity
"Gross NPEs"	Loan to customers non performing exposures before deduction of provisions, comprising bad loans, unlikely to pay, and past due (including active repos, excluding debt securities and IFRS5 reclassified assets)
"Gross NPE Ratio"	Gross non performing exposures over gross loans to customers (including active repos, excluding debt securities and IFRS5 reclassified assets)
"Net NPEs"	Loan to customers non performing exposures after deduction of provisions, comprising bad loans, unlikely to pay, and past due (including active repos, excluding debt securities and IFRS5 reclassified assets)

Information related to this presentation (3/3)

Main definitions

"Net NPE Ratio"	Net non performing exposures over net loans to customers (including active repos, excluding debt securities and IFRS5 reclassified assets)
"Net profit"	means Stated net profit adjusted for AT1 and CASHES coupons and impacts from DTAs tax loss carry forward contribution; for 2021 also adjusted for non-operating items
"Net revenue"	means (i) revenue, minus (ii) Loan Loss Provisions
"Organic capital generation"	calculated as (Net Profit excluding Russia [unless otherwise stated] excluding DTA TLCF write up and pre AT1 & CASHES less delta RWA excluding Regulatory Headwinds x CET1r actual)/ RWA
"RoTE"	means (i) net profit – as defined above, over (ii) average tangible equity – as defined below, minus CASHES and DTA from tax loss carry forward contribution
"Stated net profit"	means accounting net profit
"Regulatory headwinds"	Regulatory Headwinds are mostly driven by regulatory changes, model maintenance and PD scenario including rating dynamics (impacting on both RWA and capital), shortfall and calendar provisioning (impacting on capital)
"SBB"	Share buy back - repurchasing of shares by the company that issued them to reduce the number of shares available on the open market
"UTP"	means "unlikely to pay": the classification in this category is the result of the judgment of the bank about the unlikeliness, without recourse to actions such as realizing collaterals, that the obligor will pay in full (principal and/or interest) its credit obligations
"Tangible Book Value"	for Group calculated as Shareholders' equity (including Group stated profit of the period) less intangible assets (goodwill and other intangibles), less AT1 component
"TBVpS"	Tangible Book Value per Share - for Group calculated as End of Period tangible equity over End of Period number of shares excluding treasury shares