

Investor Presentation

**Inaugural Obbligazioni Bancarie Garantite (OBG)
European Covered Bond (Premium)**

UniCredit SpA

Milan, 05 June 2023

Agenda

- 1 **Executive Summary**
- 2 **UniCredit SpA Funding - Inaugural OBG (premium)**
- 3 **UniCredit OBG srl - OBG programme**
- 4 **Annex**





1

Executive Summary



Executive summary

- **UniCredit positioned to perform in all environments:** 9th consecutive quarter of profitable growth supported by a robust and highly liquid balance sheet
- **High quality cover pool:** strong historical performance and low risk profile (LTV below 50%, fixed rate above 60%, average seasoning higher than 6 years, nearly 100% residential, Moody's collateral score among the best)



Group Strategy and Profile

- 1Q23 delivered our 9th consecutive quarter of profitable growth and the best first quarter ever
- Our alpha actions and strong lines of defence have further propelled our results and will position us to outperform in all environments.
- Strong liquidity buffers thanks to our high-quality and diversified deposit base, our strong liquidity ratios (1Q23 LCR at 163%), prudent ALM approach, and finally our significant net positive exposure to the ECB
- Robust balance sheet with 1Q23 CET1 ratio at 16.1% and CET1 MDA buffer at 658bps



Transaction Highlights

- UniCredit is a key mortgage provider and a leading Covered Bond issuer in Italy, Germany, Austria and Czech Republic
- Inaugural Obbligazioni Bancarie Garantite (OBG) European Covered Bond (Premium) compliant to the new European directive transposed into Italy back on the 31 March 2023
- UniCredit S.p.A.'s cover pool outstanding totaling 28.8bn and issued CB outstanding at 17.2bn with high overcollateralization and low risk profile
- Dual-tranche OBG: EUR benchmark January 2027 & July 2030, ECB Eligible, LCR Level 1, beneficial treatment under CRR Art. 129 & Solvency II & ECBC Covered Bond Label Compliant
- UniCredit sole Covered Bond Arranger and Global Coordinator





2

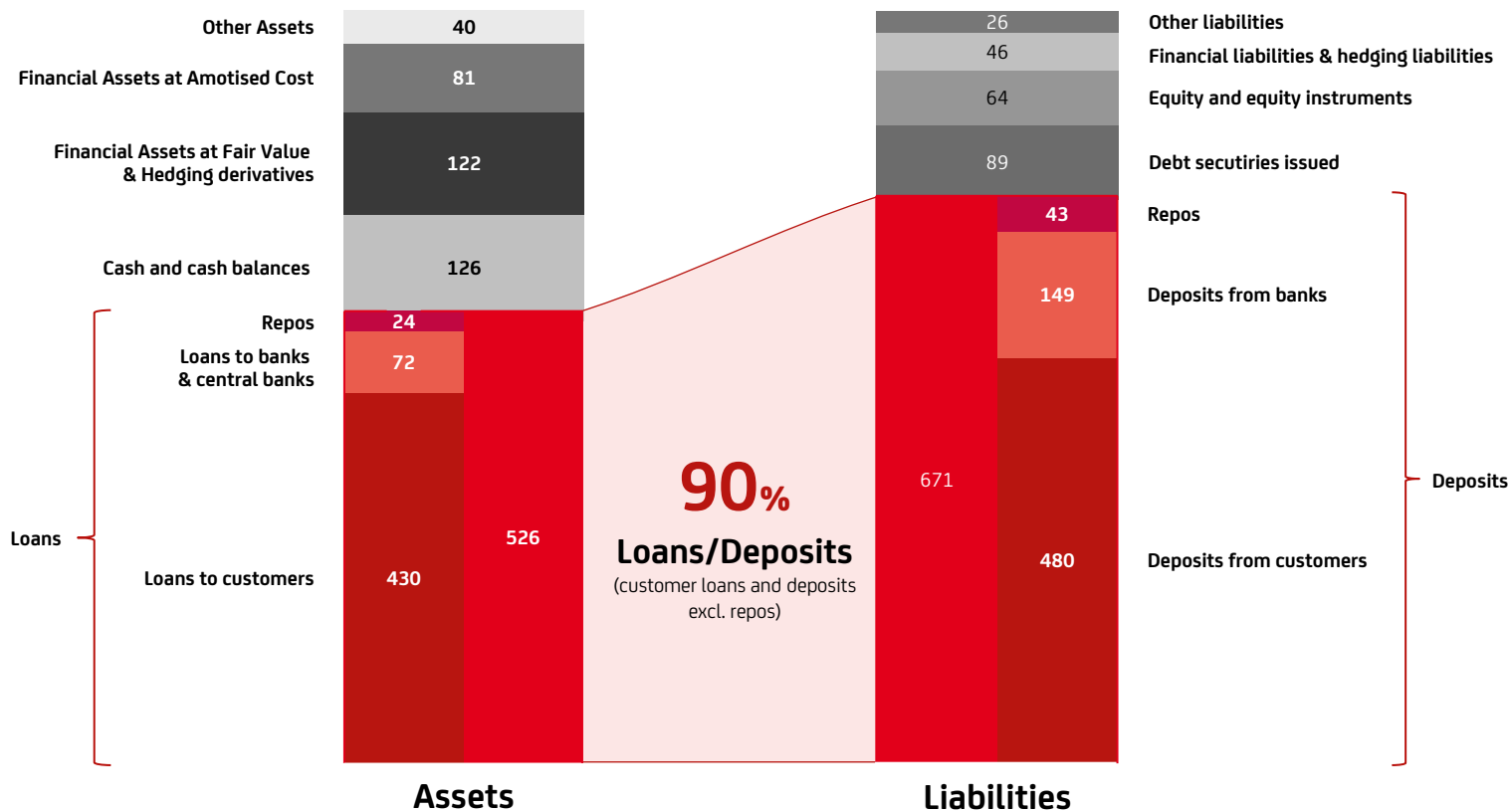
UniCredit SpA Funding - Inaugural OBG (premium)



Balance Sheet

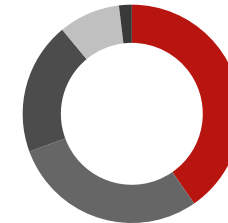
1Q23 balance sheet: **895bn**

€bn



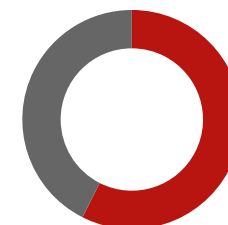
480bn deposits from customer
(Net of repos and IC - EoP)

By region



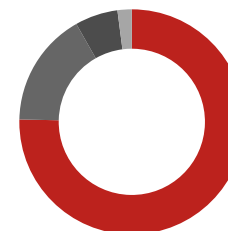
Italy Germany Central Europe Eastern Europe Russia

By business segment



Retail¹ Corporates¹

By product



Sight Deposits Term Deposits Saving Deposits Other

1. "Retail" includes Individuals (mass market, affluent, Private and Wealth Management) and micro-business clients. "Corporates" includes Small, Medium, Large (the latter including also most of FIG - Financial Institutions Group) clients and central functions (relationships with counterparties, classified Accounting wise as "Customers", held by Treasury or by Corporate Centres for liquidity management purpose)



Robust liquidity and significant benefit from deposit profile

STRONG BALANCE SHEET, LIQUIDITY PROFILE AND COMFORTABLE FUNDING POSITION FOR 2023

LCR at **163%** as of 1Q23 (end-of-period)

vs target of 125-150% even post 2Q23 TLTRO repayment depo at ECB > TLTRO

c.220bn unencumbered liquid assets, **o/w c. 190bn** regulatory HQLA

NSFR **>130%** as of 1Q23

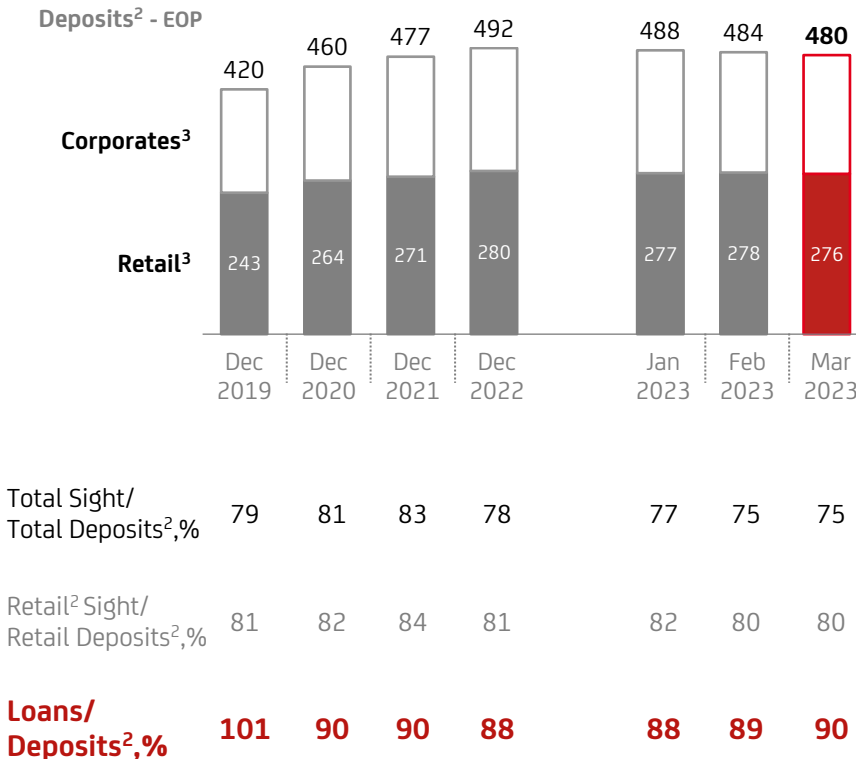
>130bn over regulatory requirement of 100%

91% CET1 as percentage of **Tier 1 capital**, better than peers' average¹

No need to issue AT1 in the foreseeable future with **limited need for TLAC/MREL**

DEPOSITS A SOURCE OF BENEFICIAL FUNDING

Loans / Deposits at 90%, well below pre-2020 levels



DEPOSIT MIX: >80% IN RETAIL AND SME CLIENTS

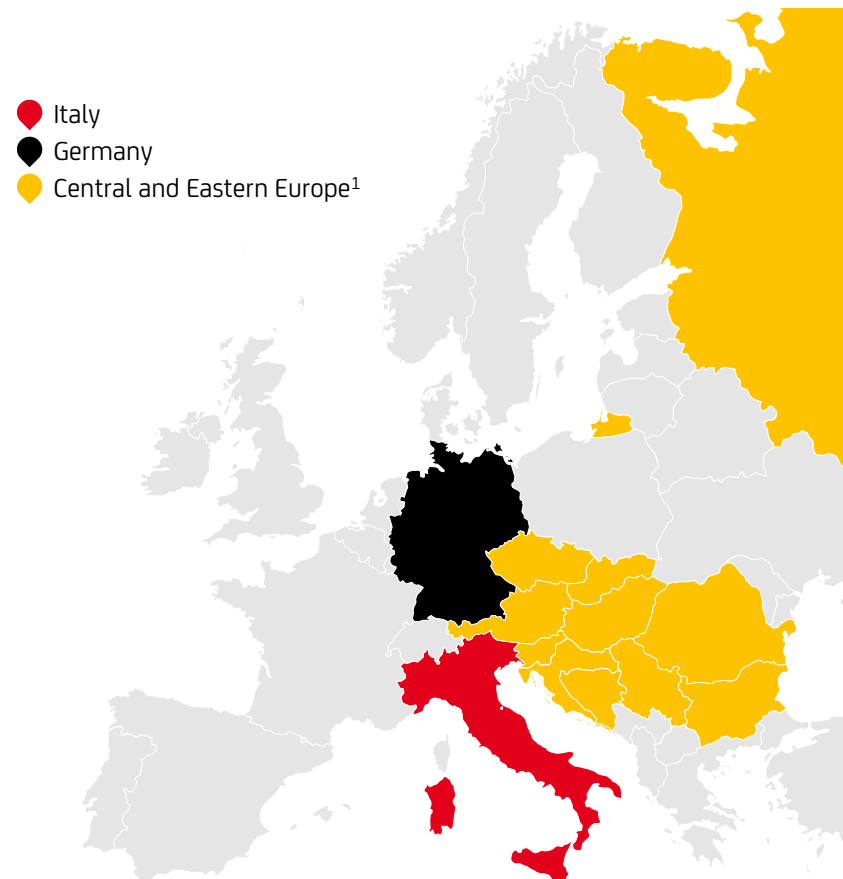
- **Granular**, behaviourally sticky, **transactional** accounts
- >55% guaranteed⁴ at Group level; average **retail balance⁵ <20k/€** (c.70% guaranteed⁴)
- Retail deposits mostly **sight**: almost entirely in Italy as per market; term in Germany at c. 25%

DEPOSIT TRENDS: MARKET SHARES GENERALLY STABLE⁶, VOLUMES REFLECT MARKET TRENDS AND FOCUS ON PRICING

- Retail well above pre-2020 levels, Q/Q sight evolution reflects market trend of some shift to Group AuC: **+5bn net AUC sales in 1Q23**
- Total deposits trend reflects large corporates' lumpy usage of excess cash and our focus on pricing thanks to superior liquidity profile and balance sheet soundness



2023 Group Funding Plan



- **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**
- UniCredit S.p.A., UniCredit Bank AG and UniCredit Bank Austria are regular issuers in the ESG world leveraging on **Group Sustainability Bond Framework**
- In 2023 **already raised more than 40% of the budgeted volumes**, with public issuances out of the 3 main legal entities encountering strong demand, high quality/granular books, limited NIP² paid and solid performance on the secondary market, **validating investors' appetite**

2023 Budget - Volumes (€/bn)								
	Group		Italy		Germany		CE & EE	
	2023 Budget	Already Issued ⁴	2023 Budget	Already Issued ⁴	2023 Budget	Already Issued ⁴	2023 Budget	Already Issued ⁴
Covered Bonds and Securitizations ³	up to 9	~ 5.1	up to 3	-	up to 3	~ 2.9	up to 3	~ 2.2
Senior Preferred and Structured Notes	up to 7.5	~ 2.4	up to 5	~ 1.7	up to 2	~ 0.6	up to 0.5	~ 0.1
Senior Non Preferred	up to 1.5	~ 1.2	up to 1.5	~ 1.2	-	-	-	-
AT1 and T2	up to 1	-	up to 1	-	-	-	-	-
Total	up to 19	~ 8.7	up to 10.5	~ 2.9	up to 5	~ 3.5	up to 3.5	~ 2.3

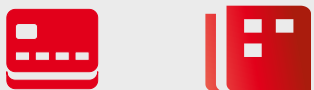
1. Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Russia, Serbia, Slovakia and Slovenia
 2. New Issue Premium (NIP)
 3. Other secured funding sources like supranational funding not included
 4. As of 21 Apr 23



Covered Bond (CB) programs



UniCredit is a key mortgage provider and a leading Covered Bond issuer in Italy, Germany Austria and Czech Republic



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



High level of collateralization, especially on the mortgage portfolio



Mortgage

Program size (Euro)

35bn

Maturity

soft-bullet

Rating

Aa3 (Moody's)

Key Program data¹

CB outstanding

17.2bn

Cover Pool outstanding

28.8bn⁴

Overcollateralization

67.5%

Mix (residential/commercial)

98.6/1.4%⁵

Weighted avg. cLTV

47.5%

Residual Maturity

8.9yrs

Interest rate (floating/fix)

38%/62%

Portfolio >90days due

21bps

ECB Eligibility²

Yes

HQLA Eligibility³

Yes – Level 1



Mortgage Public sector

50bn

soft-bullet⁶

Aaa (Moody's)

26.2bn

31.5bn

20%

70.8%/29.2%

42%⁷

16.1yrs

18%/82%

1bp

Yes

Yes – Level 1

50bn

soft-bullet⁶

Aaa (Moody's)

4.2bn

6.5bn

54%

n/a

n/a

9.8yrs

25%/75%

0%

Yes

Yes – Level 1



Mortgage Public sector

40bn

hard & soft-bullet⁶

Aaa (Moody's)

9.5bn

17.1bn

81%

74%/26%

48%

10.0yrs

58%/42%

0%

Yes

Yes – Level 1

40bn

hard & soft-bullet⁶

Aaa (Moody's)

3.1bn

6.0bn

96%

n/a

n/a

9.1yrs

42%/58%

0%

Yes

Yes – Level 1



Mortgage

7bn

Hard & soft-bullet

Aa2 (Moody's)

4.6bn

6.6bn⁸

45%

76%/24%

61%

17.5yrs

18%/82%

0%

Yes

Yes – Level 1

1. Data as of 31 Mar 23 2. Generally valid except for specific instruments (e.g. Namenspfandbriefe) not complying with ECB eligibility criteria 3. Generally valid for benchmark size, according to Liquidity Coverage Ratio (LCR) Delegated Act 4. Including 0.8bn short term exposure to credit institutions in compliance with art. 129 par. 1 c) of reg. EU 575/2013 5. 1.4%, o/w 0.9% collateralized by Commercial Real Estate and 0.6% by Residential Real Estate 6. Possibility of maturity extension by the Cover Pool administrator, according to Article §30 of the German Pfandbrief Act and according to § 22 Austrian Pfandbriefgesetz 7. Average loan-to-value ratio, weighted using the mortgage lending value according to section 28 para. 2 no. 3 of German Pfandbrief Act 8. Regional split of mortgages distribution: 72% Czech Republic and 28% Slovakia



OBG (Italian Covered Bond) legislative framework updates

- 1** **ELIGIBLE COVER POOL ASSETS** → Residential & commercial mortgages, public sector debt, ship loans, exposures to credit institutions¹, liquid assets
- 2** **LTV LIMITS** → 80% for residential mortgages and 60% for commercial mortgages
- 3** **SUBSTITUTE COLLATERAL** → 8 – 15% depending on the credit quality of the counterparty
- 4** **MANDATORY OVERCOLLATERALIZATION (OC)** → No min OC in the law, 5% for covered bonds to qualify for preferential treatment under Capital Requirements Regulation (CRR)
- 5** **MANDATORY LIQUIDITY BUFFER** → 180 days liquidity coverage



NO CHANGES



INTRODUCTION
of different limits based on credit quality step
of the counterparty versus a fixed 15% limit



NO IMPACT
given the current minimum contractual OC of 7.5%



NO IMPACT
as the current reserve covers costs and interests due
on the covered bonds for the following 180 days



Indicative term-sheet of UniCredit SpA Inaugural Premium OBG¹

Issuer	UniCredit SpA
Notes	Obbligazioni Bancarie Garantite (OBG) – European Covered Bond (Premium) – Soft Bullet
Format	Regulation S Bearer, ECB Eligible, LCR Level 1, beneficial treatment under CRR Art. 129 & Solvency II & ECBC Covered Bond Label Compliant
Issuer Ratings (M/S/F)	Baa1 Negative / BBB stable / BBB stable
Issue Ratings (M/S/F)	Aa3 Moody's
Size	EUR Benchmark
Tenor	Dual-Tranche January 2027 (Long 3-year) and July 2030 (Long 7-year) both with a 12-month maturity extension period
OBG Structuring Advisor	UniCredit
Sole Global Coordinator	UniCredit
Joint Bookrunners	BBVA, Commerzbank, Crédit Agricole CIB, Erste Group, IMI-Intesa Sanpaolo, Natixis, Santander, and UniCredit
Documentation	EUR 35bn OBG Programme dated 11 May 2023
Governing Law	Italian law
Listing	Luxembourg
Denomination	EUR 100k+1k
Target Market	The manufacturer target market (MiFID II / UK MiFIR product governance) is eligible counterparties and professional clients only (all distribution channels). No PRIIPs ² or UK PRIIPs Key Information Document (KID) has been prepared as not available to retail in EEA or the UK
Advertisement	This communication is an advertisement and is not a prospectus. The Base Prospectus, dated 11 May 2023, and Final Terms, when available, are disclosed respectively at www.luxse.com and www.bourse.lu





3

UniCredit OBG program



Mortgage cover pool - Parameters of cover pool and issues

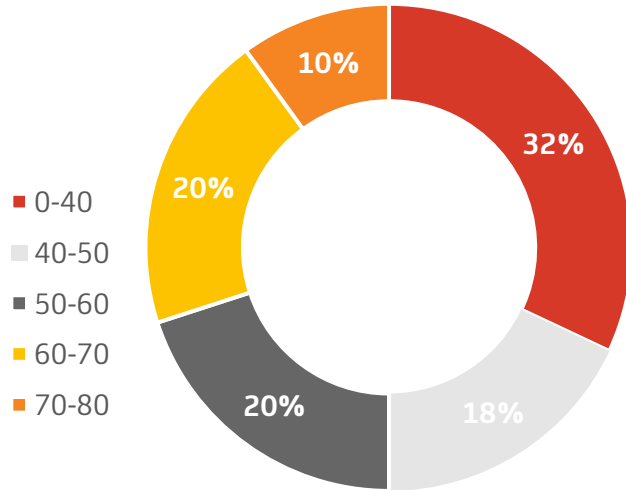
Parameters of Cover Pool 1Q23	Total	Residential	Commercial
Total outstanding	28 bn ²	27.6 bn	0.4 bn
Total number of loans	357k	354k	3k
Average loan amount	78k	78k	126k
Weighted average cLTV ¹	47.52%	47.92%	20.35%
Weighted average indexed cLTV ¹	53.04%	53.41%	27.48%
Weighted average seasoning (months)	80	79	175
Weighted average time to maturity (months)	207	209	86
Property Occupancy (First Home /Second Home)		72%/28%	
Fixed rate loans	52.9%	53.5%	10%
Floating rate loans	37.4%	36.7%	87.5%
Optional rate loans	1.4%	1.4%	2.4%
Mixed rate loans	8.2%	8.2%	0.1%
WA spread for floating rate loans	1.55%	1.57%	1.88%
WA interest rate for fixed rate loans	1.61%	1.55%	4.09%

Parameters of Issues 1Q23	Total
Outstanding amount	17.2 bn
Average maturity	2.3 years
Fixed rate	34.9%
Floating rate	65.1%
WA Spread for Fixed rate OBG	0.59%
WA interest rate for Floating rate OBG	0.46%



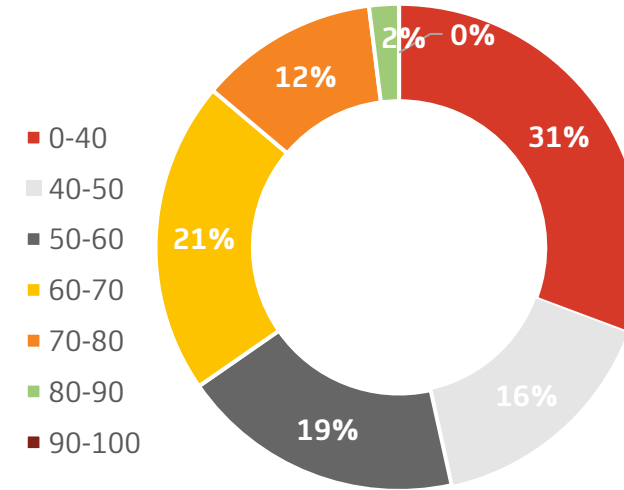
Mortgage cover pool - Breakdown¹ by LTV

Break Down by Current LTV (unindexed)



	Residential		Commercial		Total	
	€/mln	%	€/mln	%	€/mln	%
0%-40%	8.901	32%	392	97%	9.292	33%
40%-50%	5.082	18%	12	3%	5.093	18%
50%-60%	5.417	20%	0	0%	5.417	19%
60%-70%	5.436	20%	0	0%	5.436	19%
70%-80%	2.731	10%	-	0%	2.731	10%
Total	27.567		404		27.971	

Break Down by Current LTV (indexed)

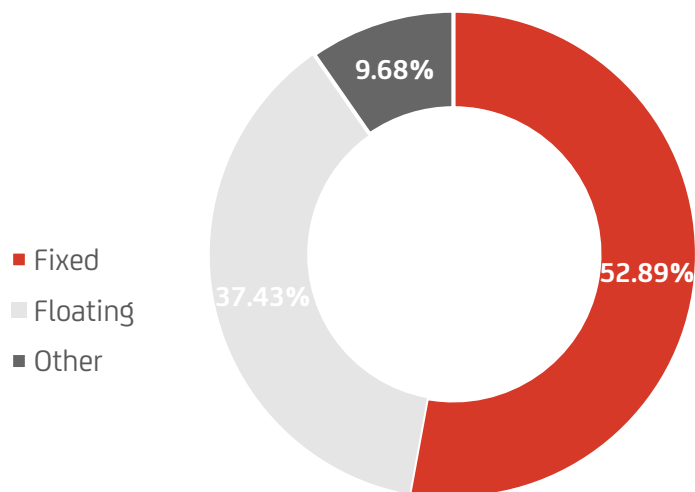


	Residential		Commercial		Total	
	€/mln	%	€/mln	%	€/mln	%
0% - 40%	8.234	30%	339	84%	8.573	31%
40% - 50%	4.533	16%	36	9%	4.569	16%
50% - 60%	5.194	19%	10	2%	5.204	19%
60% - 70%	5.797	21%	6	1%	5.802	21%
70% - 80%	3.270	12%	6	2%	3.277	12%
80% - 90%	429	2%	1	1%	430	2%
90% - 100%	62	0%	1	0%	63	0%
>100%	46	0%	5	1%	51	0%
Total	27.567		404		27.971	



Mortgage cover pool - Breakdown¹ and interest rate type and Geography

Break Down by Interest rate Type



	Residential		Commercial		Total	
	€/mln	%	€/mln	%	€/mln	%
Floating	10.117	37%	353	88%	10.470	37%
Fixed	14.753	53%	40	10%	14.793	53%
Other	2.697	10%	10	2%	2.706	10%

Break Down by Region

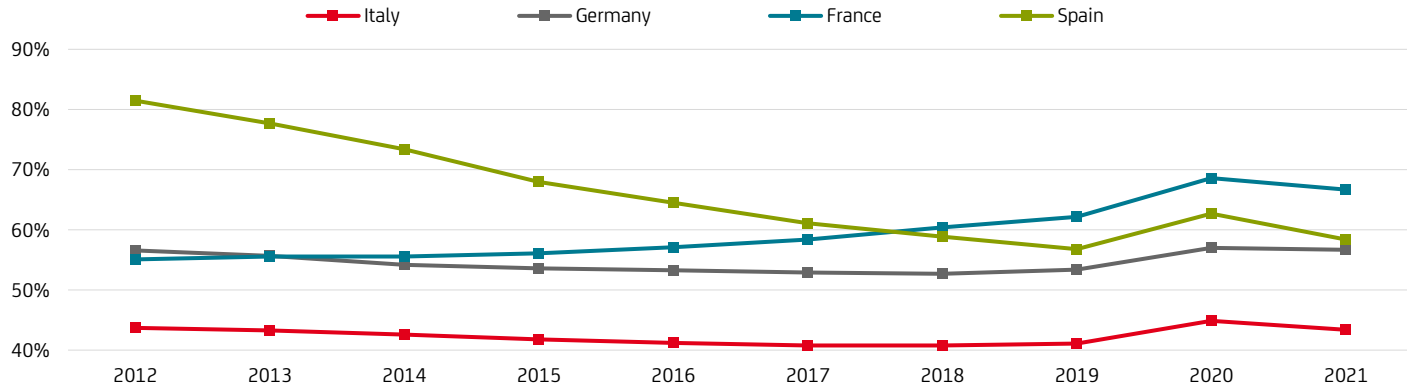
Region	Residential		Commercial		Total	
	Outstanding	%	Outstanding	%	Outstanding	%
LOMBARDIA	5.727	20.8%	55	13.5%	5.782	20.7%
LAZIO	4.425	16.1%	71	17.6%	4.496	16.1%
PIEMONTE	2.635	9.6%	32	7.9%	2.666	9.5%
VENETO	2.538	9.2%	56	13.8%	2.594	9.3%
EMILIA ROMAGNA	2.501	9.1%	33	8.3%	2.534	9.1%
SICILIA	2.265	8.2%	49	1.2%	2.315	8.3%
TOSCANA	1.424	5.2%	13	3.2%	1.437	5.1%
PUGLIA	1.280	4.6%	16	3.8%	1.295	4.6%
CAMPANIA	1.236	4.5%	26	6.5%	1.262	4.5%
LIGURIA	648	2.4%	6	1.4%	654	2.3%
FRIULI VENEZIA GIULIA	581	2.1%	1	0.2%	582	2.1%
UMBRIA	507	1.8%	19	4.6%	526	1.9%
MARCHE	483	1.8%	2	0.6%	485	1.7%
TRENTINO ALTO ADIGE	361	1.3%	12	3.0%	373	1.3%
SARDEGNA	329	1.2%	2	0.5%	331	1.2%
ABRUZZO	268	1.0%	3	0.8%	271	1.0%
CALABRIA	168	0.6%	1	0.4%	169	0.6%
MOLISE	69	0.3%	4	0.9%	73	0.3%
VALLE D'AOSTA	63	0.2%	0	0.1%	64	0.2%
BASILICATA	58	0.2%	2	0.5%	60	0.2%
TOTAL	27.567	1000%	404	100.0%	27.971	100.0%



Residential Market & Household Debt Overview - Stable and healthy picture

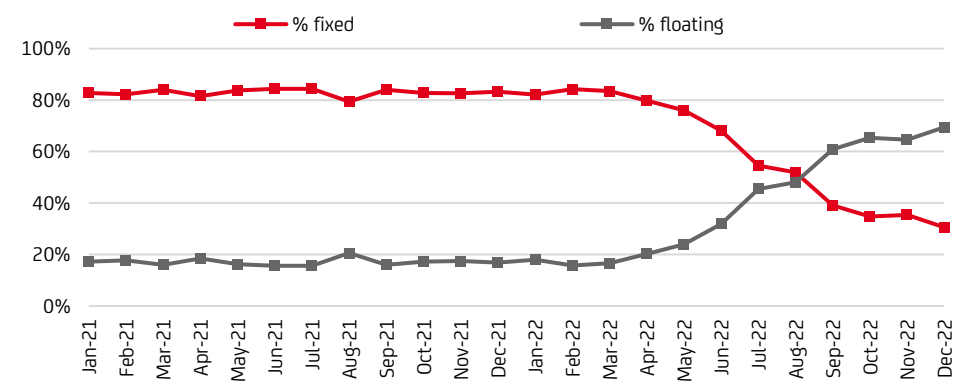
Household debt in % of GDP

2021



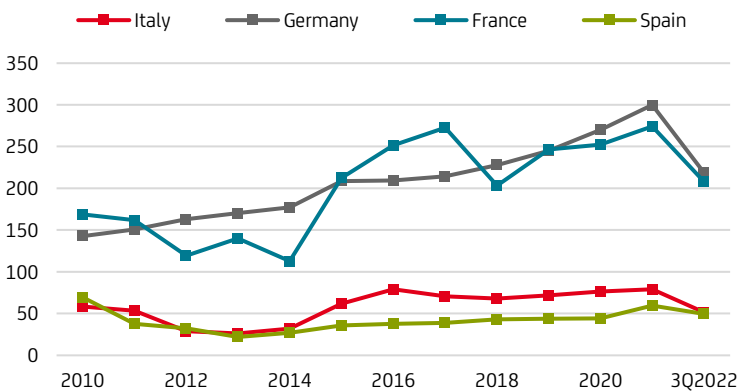
Floating / Fixed Rate split in Italian New Loans

2021 & 2022



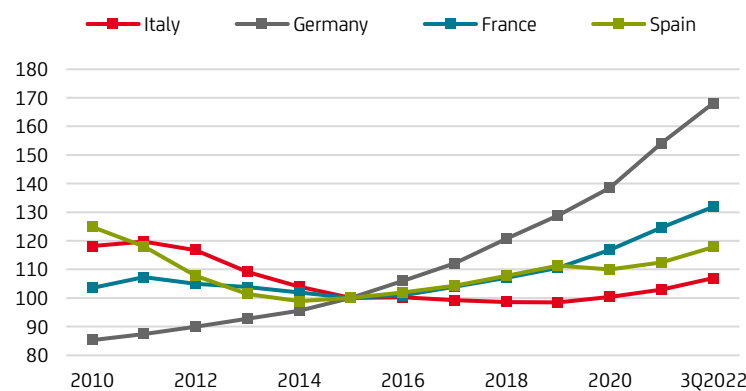
Gross Residential Loans

(EURbn)



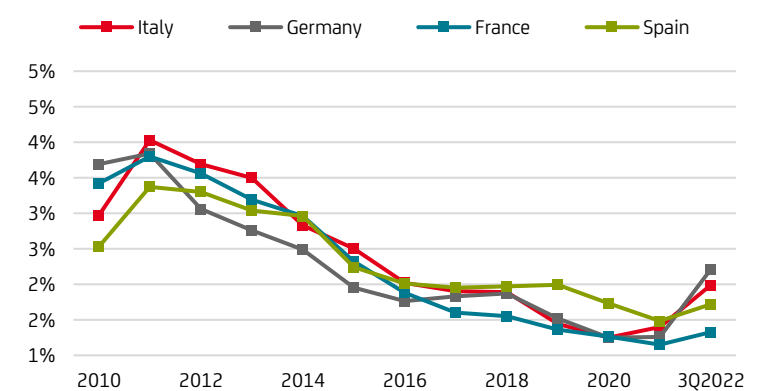
Nominal House Price Indices (2010-2022)

(2015=100)



Representative Interest Rates on New Residential Loan

(Annual average based on monthly figures, %)



Contacts

Group ALM & Funding

UniCredit S.p.A.

Dunnewijk Boris
Head of Group ALM & Funding
Mobile + 393316733759
boris.dunnewijk@unicredit.eu

Federico Ravera
Head of Group Strategic Funding and Balance Sheet Management
Phone +39 02 88628474
Mobile +39 331 6283161
federico.ravera@unicredit.eu

Luciano Chiarelli
Head of Portfolio Actions & Securitization Italy
Phone +39 02 00706106
Mobile +39 3666802056
luciano.chiarelli@unicredit.eu

Group Investor Relations

UniCredit S.p.A.

Christian U. Kuhner
Head of Fixed Income and ESG Investor Relations
Phone: +39 02 88622850
christianulrich.kuhner@unicredit.eu

Eraldo Barosini
Group Investor Relations
Phone +39 02 8862 0099
Mobile +39 338 6199041
eraldo.barosini@unicredit.eu



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.





Annex

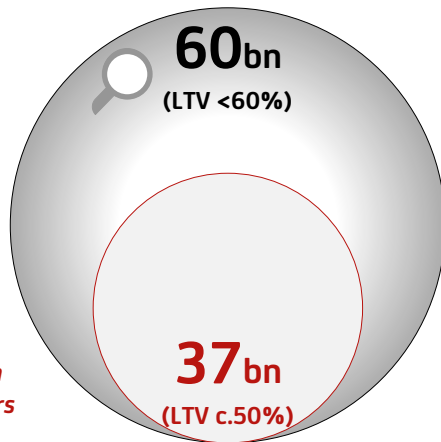


Focus on Commercial Real Estate (CRE) portfolio

CRE vs total loans in line or below market¹ in Italy, Germany and Austria; volume stable over recent years with declining gross NPE at c.4%

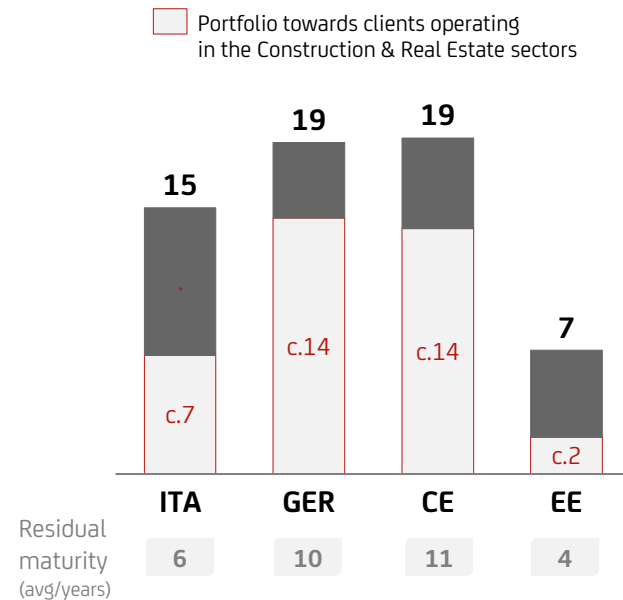
CRE portfolio as of FY22

Portfolio of CRE financing and/or corporate loans with CRE collateral regardless of the industry in which the counterpart operates in

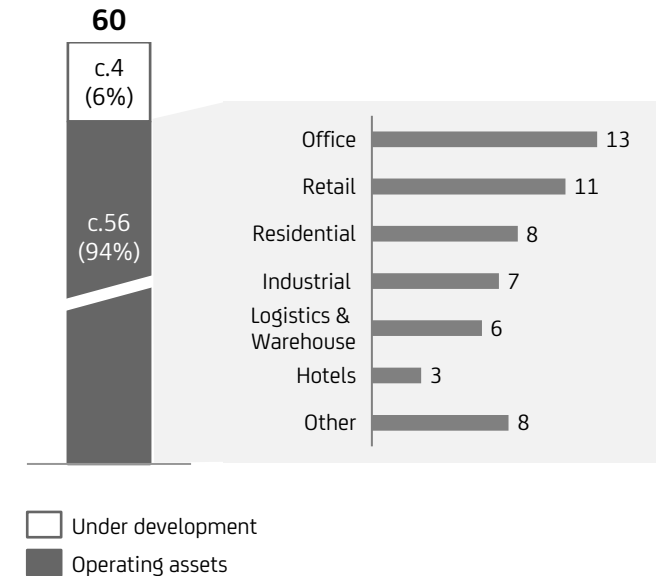


Portfolio towards clients operating in the Construction & Real Estate sectors

Split by Region, bn



Split by asset class, bn



High portion of fixed rate component and refinancing risk limited by residual maturity profile and amortizing repayment plans

In some CE&EE countries greater tendency to get Real Estate collateral on short-term working capital lines and other products amounting to c.8bn, increasing CRE portfolio

Limited exposure to projects under development mostly in Germany and with strict controls enforced

Note: all data refers to 2022 year end

Gross carrying amount (GCA) presented referring to FINREP Commercial Real Estate Performing portfolio as of FY22 – Group view, additional figures based on managerial data and estimates; rounding differences might occur

1. Based on FY22 FINREP data as of Dec 22 as per EBA reporting

