


3Q23
9M23 GROUP
RESULTS

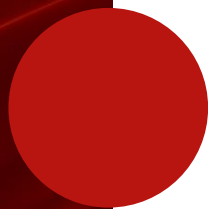
UniCredit Unlocked

Continuing to deliver quality profitable growth while investing for the future

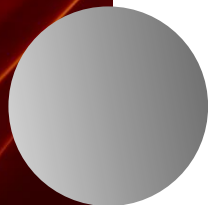
Fixed Income & ESG presentation

Milan, 24th October 2023

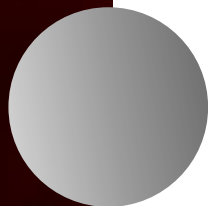
Empowering
Communities to Progress. |  UniCredit



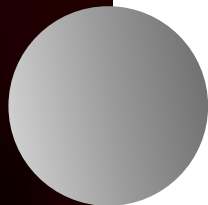
UniCredit at a glance



Financial highlights



Funding and liquidity



ESG



The Bank for Europe's future

A new benchmark for banking leveraging our unique pan-European model

A VISION OF BANKING EXCELLENCE ...

- » We build everything around our **Clients**, offering them value-added Group products and a unique gateway to Europe
- » We empower and trust our **People** to create value for our clients leading to a more agile and focused organisation
- » We offer an attractive and sustainable opportunity for our **Investors**, both in terms of returns and profitable growth
- » We foster a two-way approach with our global **Partners**, unlocking access across 13 countries
- » We support and give back to **Local Economies**, empowering communities in which our clients operate

DELIVERED BY A WINNING STRATEGY ...



Our focus:
**OUR CLIENTS
AND COMMUNITIES**



Served by:
**LOCAL PEOPLE
AND FRANCHISE**



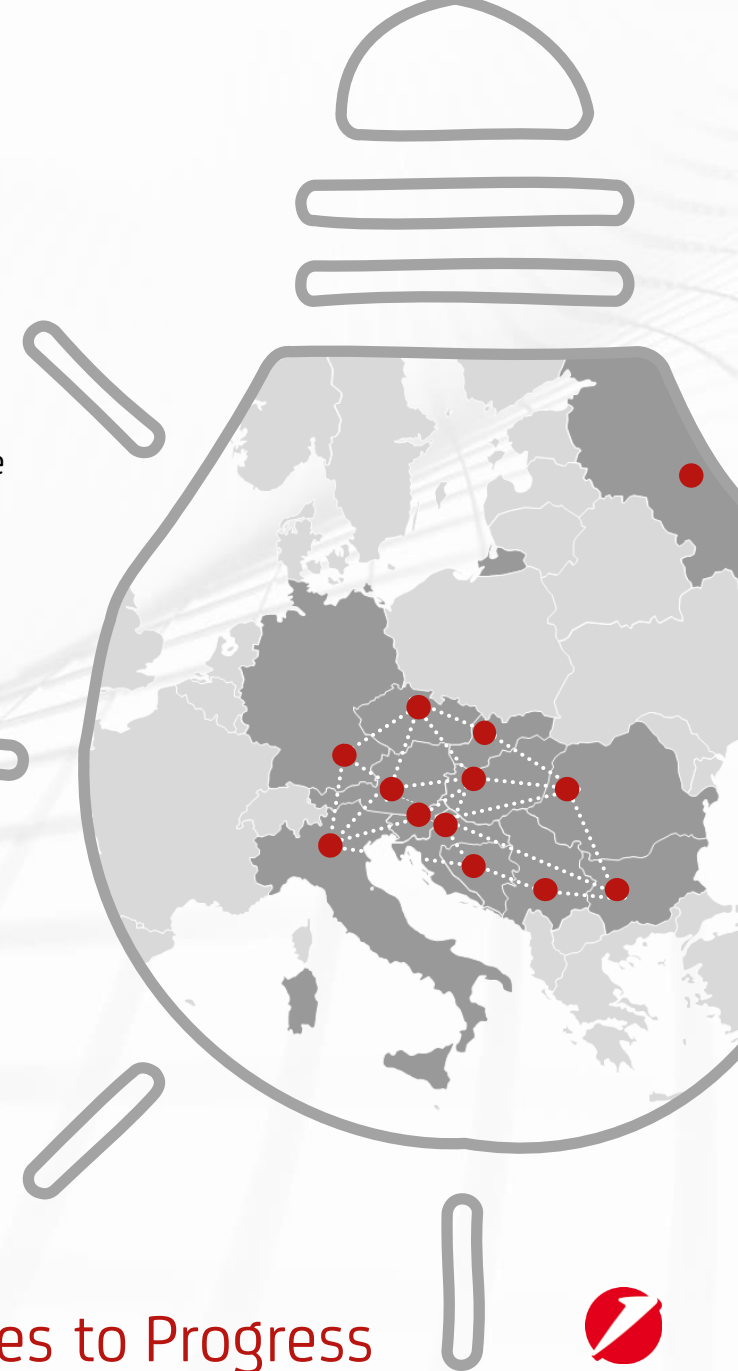
Delivering:
**BEST-IN-CLASS
GROUP PRODUCTS**



Supported by:
**DIGITAL, DATA
AND OPERATIONS**



Glued by:
**CULTURE, PRINCIPLES
AND VALUES**



UNICREDIT AT A GLANCE

Another quarter of quality profitable growth

11th consecutive quarter of effectively balancing our three levers to deliver sustainable quality profitable growth, underpinning current and future distributions

KEY METRICS

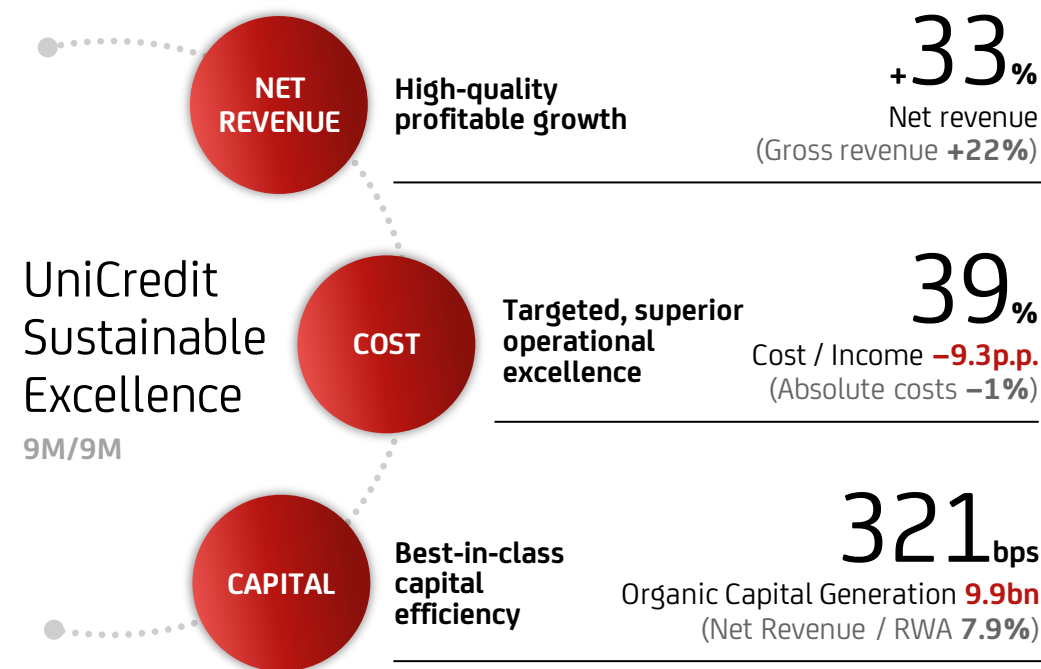
In million	3Q23	Y/Y	Q/Q	9M23	9M/9M
Net Revenue	5,832	+23%	-2%	17,616	+33%
o/w NII	3,600	+45%	+3%	10,395	+43%
o/w Fees	1,769	-5%	-1% [#]	5,670	-3% Flat
o/w Trading	499	+27%	+3%	1,485	+10%
o/w LLP	-135	+60%	n.m.	-249	-82%
Total Costs	-2,327	-2%	-0%	-6,982	-1%
GOP	3,640	+49%	+0%	10,882	+44%
Net Profit	2,322	+36%	+1%	6,696	+68%
C/I Ratio	39%	-10.4p.p.	-0.0p.p.	39%	-9.3p.p.
RWA EoP (bn)	290	-9%	-2%	290	-9%
RoTE based on 13% CET1r	23.4%	+7.3p.p.	+2.2p.p.	21.7%	+9.9p.p.
CET1r Stated¹	17.2%			17.2%	


[#] Adjusting for Current Account Fee Reduction in Italy and increased cost from accelerated securitisation

All figures related to Group incl. Russia unless otherwise specified

1. Considering full FY22 distribution and 9M23 Cash dividend accrual

9M23 HIGHLIGHTS ACROSS OUR 3 LEVERS

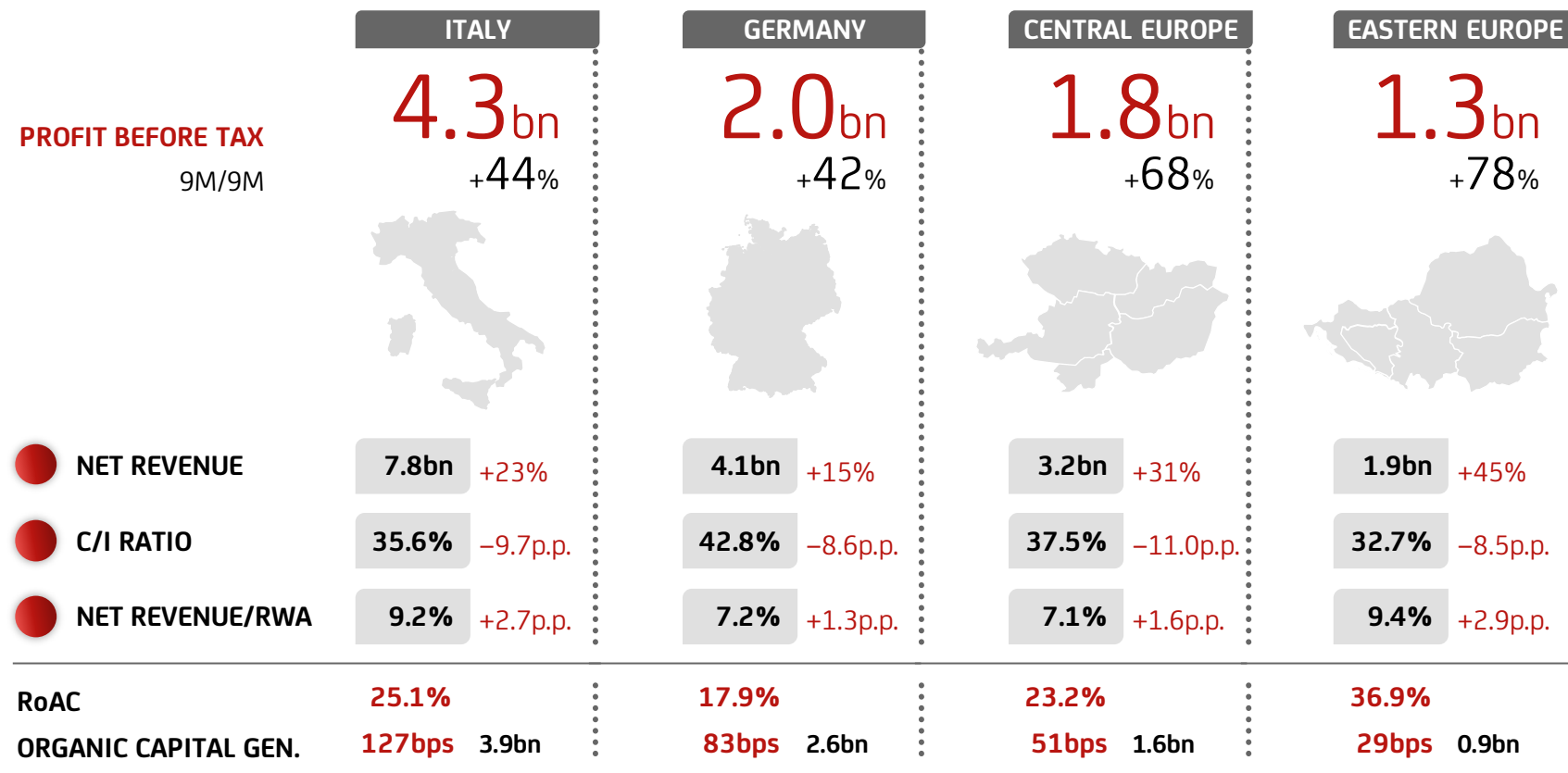


Record 9M RoTE at 21.7% based on 13% CET1r 

UNICREDIT AT A GLANCE

Local excellence powered by our pan-European franchise

Benefitting from outstanding performance in each region



Connecting
European clients



+21% Cross-border revenue¹

>3x Cross-border payments
market share
vs. Intra-country market share

Data as of 30 September 2023, 9M for P&L, all deltas 9M/9M unless otherwise stated

1. Cross-Border business as of August 2023 (Y/Y), considering outbound revenue from Italy, Germany and Austria



UNICREDIT AT A GLANCE **Alpha Bank and UniCredit: a long-term partnership**

Strategic long-term partnership in Greece with Alpha Bank centered around UniCredit AM and unit-linked insurance factories – to be expanded to other factories over time – in an attractive growth market

Binding offer to merge with Alpha Bank Romania S.A. €300m¹ all cash with UniCredit holding 90.1% of the combined entity

Offer to acquire 9% minority stake from HFSF and commitment to achieve a non qualifying stake in **Alpha Services and Holdings**²



Fully in line with our **guiding M&A principles** and underscoring quality of our factories, boosting the ability to **grow quality revenue** through 3rd parties

STRATEGIC CONSISTENCY

- ✓ Cementing UniCredit presence in a key EE market creating the third largest bank³ in Romania with 12% share³
- ✓ Rebalancing our business mix in Romania by merging with a player with higher exposure to retail
- ✓ Accessing new complementary c.3.5m client base in Greece, to the benefit of our product factories

ATTRACTIVE BUSINESS RATIONALE

- ✓ Value added platform for our Asset Management: distributing **onemarkets** products through Alpha channel
- ✓ Enhancing our insurance proposition: purchase of a majority stake of 51% in AlphaLife
- ✓ Opportunity for gradual expansion in corporate and payment solutions

FINANCIAL HIGHLIGHTS



ADDITIONAL NET PROFIT

>100m p.a.
On a run-rate basis⁴

LIMITED CAPITAL IMPACT

c.15bps
Romanian merger upon closing⁵ expected in 2024

negligible
CET1r impact for Alpha minority stake acquisition

Please refer to UniCredit's press release dated 23 October 2023 for further details

1. Or less in the event of any post due diligence adjustments

2. If the process with the HFSF is not completed, UniCredit has committed to purchase on market an equity stake equal to the lower of 5% or a different percentage of shares which results from UniCredit investing an aggregate pre-agreed amount over a period of 24 months

3. By total assets, as at 2Q23

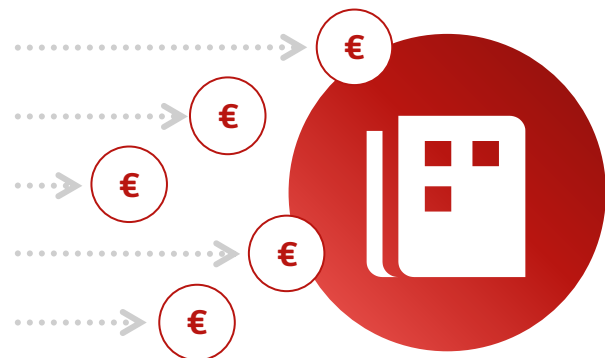
4. Excluding any dividend to be received from minority stake

5. Subject to customary steps and regulatory approvals



UNICREDIT AT A GLANCE

Investment in products to further boost fees when rates normalise



OUR AMBITION

Elevate our Fee base investing in a comprehensive, world-class offering meeting all clients' needs, leveraging on our inherent strengths and best-in-class partners

OUR LEVERS

- **Organic:** in house solutions development
- **Inorganic:** strategic partnerships and M&A
- **Complementary:** technology and distribution investments



ASSET MANAGEMENT

Growth supported by increased funds offering that retains higher share of value chain leveraging on products developed by in-house factories

ADDITIONAL YEARLY FEE
BASE AT RUN-RATE

€0.4_{bn}¹



INSURANCE

Internalise Life insurance and enhance Non-Life offering all supported by refocused and trained people and by technology

€0.3_{bn}^{2,3}

o/w 0.2bn Life, 0.1bn Non-Life



PAYMENTS

Unlock great inherent strengths through external partnerships and technology

€0.2_{bn}



CORPORATE SOLUTIONS

Grow expertise and product reach through key hirings and enhanced technology

€0.3_{bn}

Aiming to increase fee³ base by c. 1.2_{bn}⁴
in future run-rate, mostly alpha driven

1. Individual Solutions - Funds and Portfolio Management

2. Referring to Individual Solutions

3. including revenue contribution from the Life JV internalisation from non fee lines

4. Not including potentially higher securitisation costs



UNICREDIT AT A GLANCE

Updated Guidance and Confident Outlook

FY23 guidance

Net Revenue	>22.2bn
o/w Net Interest	>13.7bn
o/w Cost of Risk	<25bps
Total Costs	<9.6bn
Net Profit¹	≥7.25bn
RWA (End of Period)	<295bn
RoTE based on 13% CET1r²	c.17%
Organic Capital Generation	>320bps
Distribution³	≥6.5bn

Potential upside






FY24 guidance

Net Profit

≥7.25bn

Distribution³

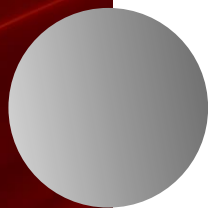
≥6.5bn

NII		Potential reduction from increased pass through affecting NII for the whole sector, particularly Italy, and lower expected contribution from Russia Replicating portfolio - significant positive impact
Fees		Our investments in people, product factories and digital starting to deliver, market dependent
Cost		Lower cost base leveraging integration costs and continuing streamlining, simplification and automation
CoR		Stable COR backed by strong asset quality, continued high quality origination, and potential to release or deploy overlays
Integration Costs		Reducing integration costs

Unmatched sustainable distribution capacity leveraging sustained Net Profit, Organic Capital Generation and excess capital

1. "Net profit" means Stated net profit adjusted for impacts from DTAs tax loss carry forward resulting from sustainability test, pre AT1 and cashes coupons which for FY23 are expected to be around 0.4bn after tax and post integration costs which for FY23 are expected to be above 0.5bn before tax
2. RoTE based on stated net profit adjusted for AT1 and CASHES coupons and impacts from DTA on Tax Loss Carried Forward resulting from sustainability test
3. Distribution subject to supervisory and shareholder approvals

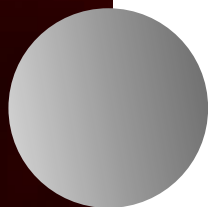




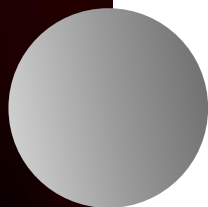
UniCredit at a glance



Financial highlights



Funding and liquidity



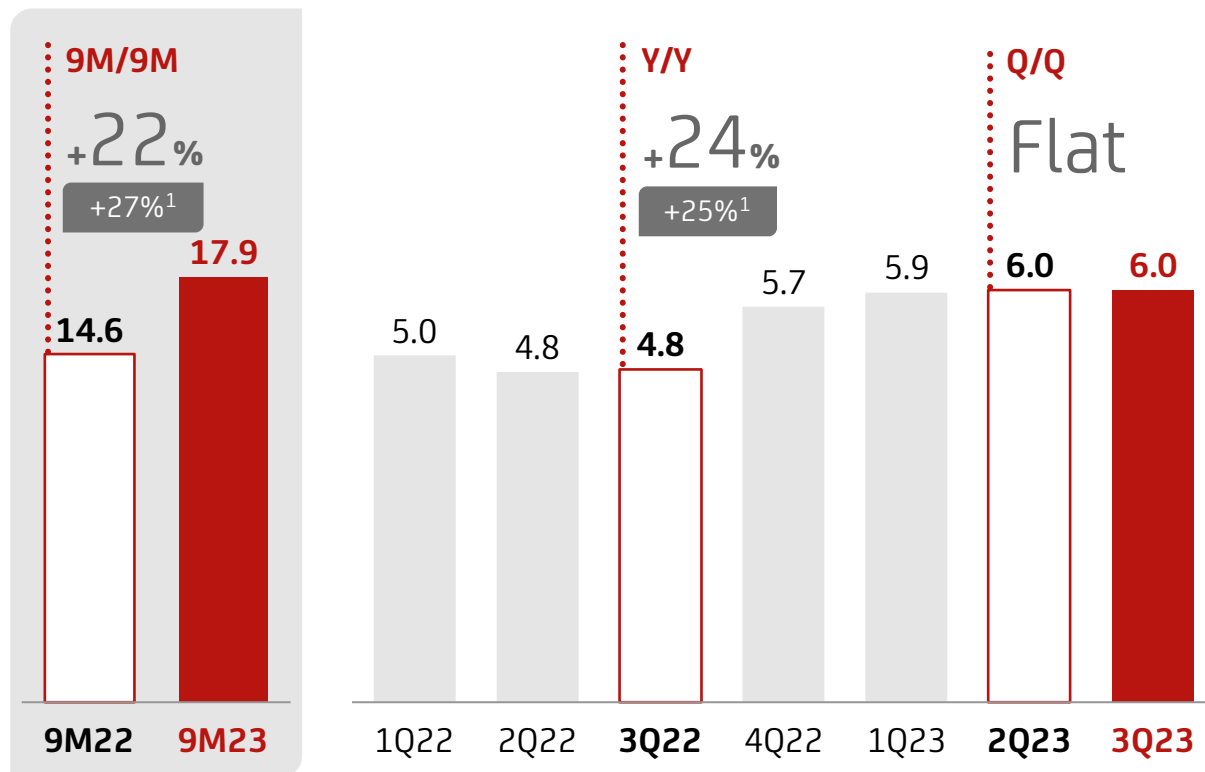
ESG



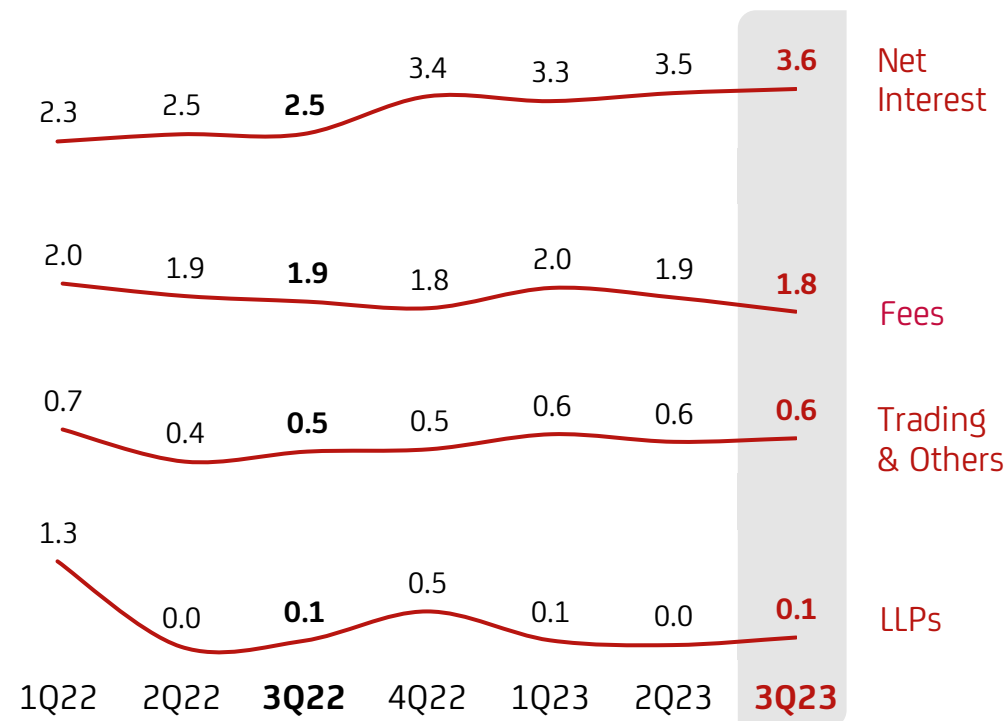
FINANCIAL HIGHLIGHTS

Revenues up +24% Y/Y on robust net interest income and trading

REVENUE, bn



EVOLUTION BY ITEM, bn



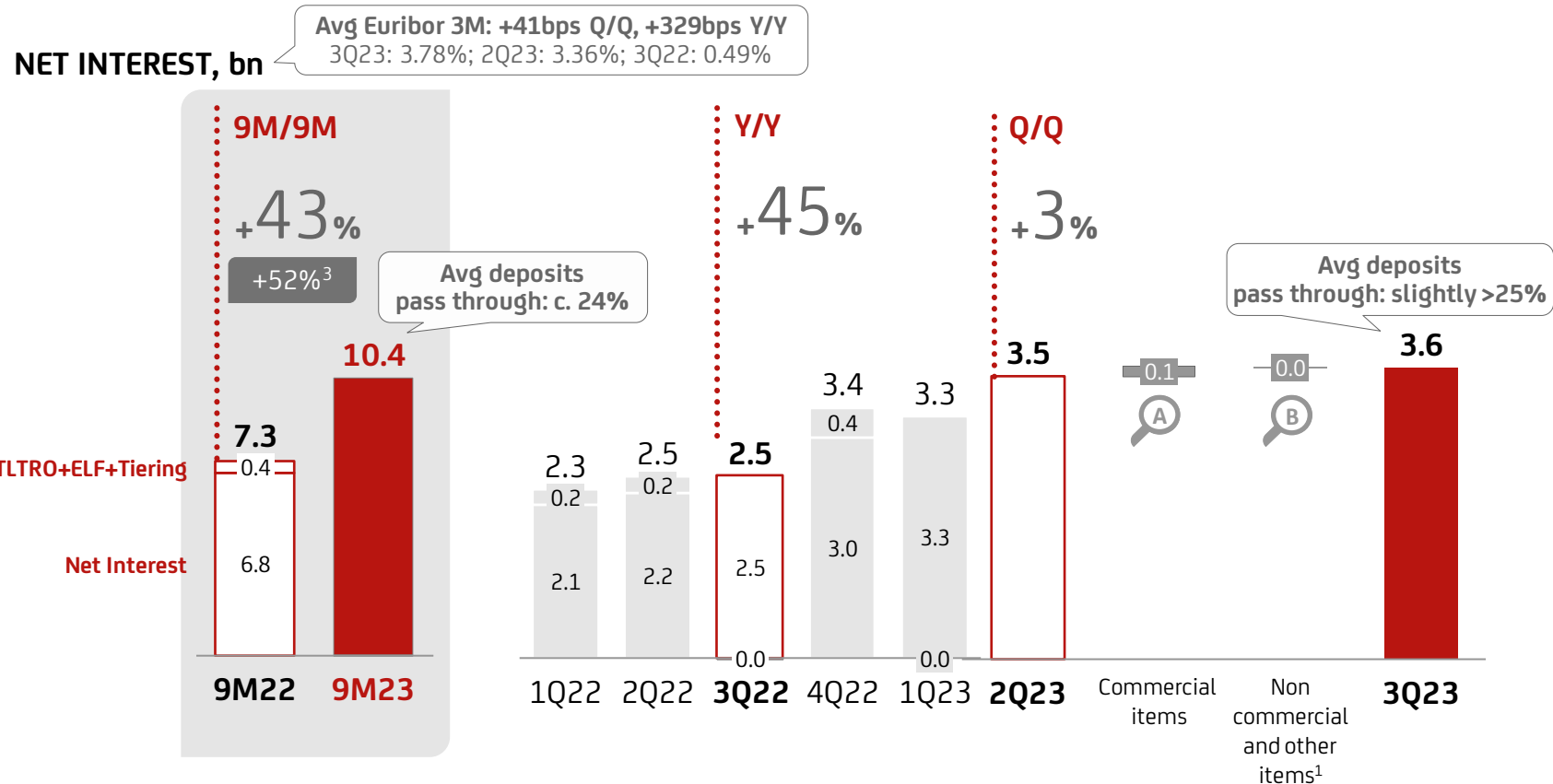
1. Excluding selected items booked in net interest income (TLTRO, Tiering, ELF) and in fees (Current Account Fee Reduction in Italy, securitisation costs)

3Q23 Net Revenue at **5.8** bn **+23% Y/Y**
+25% Y/Y¹



FINANCIAL HIGHLIGHTS

Continued quality net interest income growth



Gross commercial performing loan volumes average, bn

412

404

408

412

416

412

408

404

399

Net interest margin (NIM)²

1.3%

2.1%

1.2%

1.3%

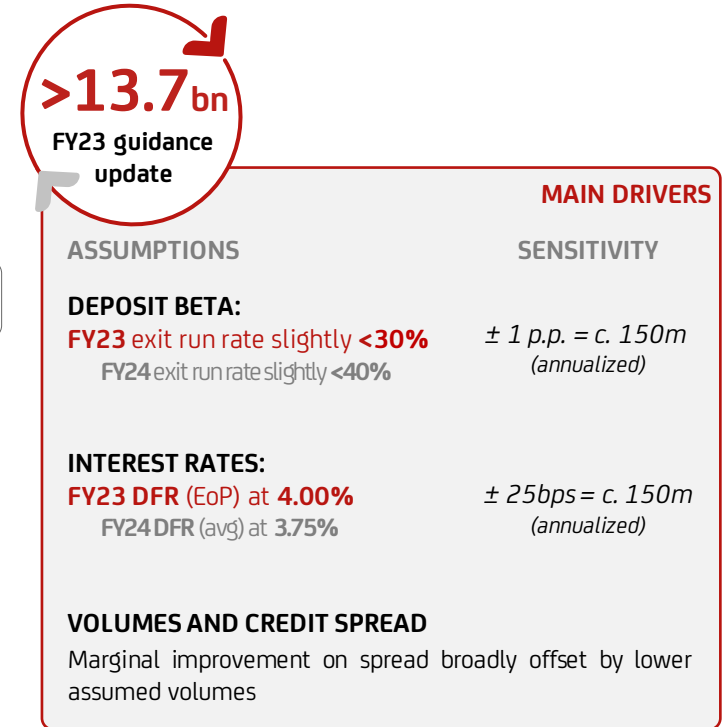
1.3%

1.9%

2.0%

2.1%

2.1%



Loans: Volumes -37m; Rates +336m;
Deposits: Volumes +12m; Rates -193m



Inv. Ptf / Term funding +38m;
Days effect +21m;
Treasury / Other items -74m



FINANCIAL HIGHLIGHTS

Resilient fees year-to-date despite macro headwinds

AuM
STOCK

194 195

FEE¹,
bn

9M/9M

-3%

Stable²

5.8

5.7

9M22

9M23

214

200

194

194

195

197

195

Y/Y

-5%

-1%³

Q/Q

-7%

2.0

1.9

1.9

1.8

2.0

1.9

1.8

0.8

0.7

0.6

0.6

0.7

0.7

0.6

0.5

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0.2

1Q22

2Q22

3Q22

4Q22

1Q23

2Q23

3Q23

CHANGE BY FEE CATEGORIES

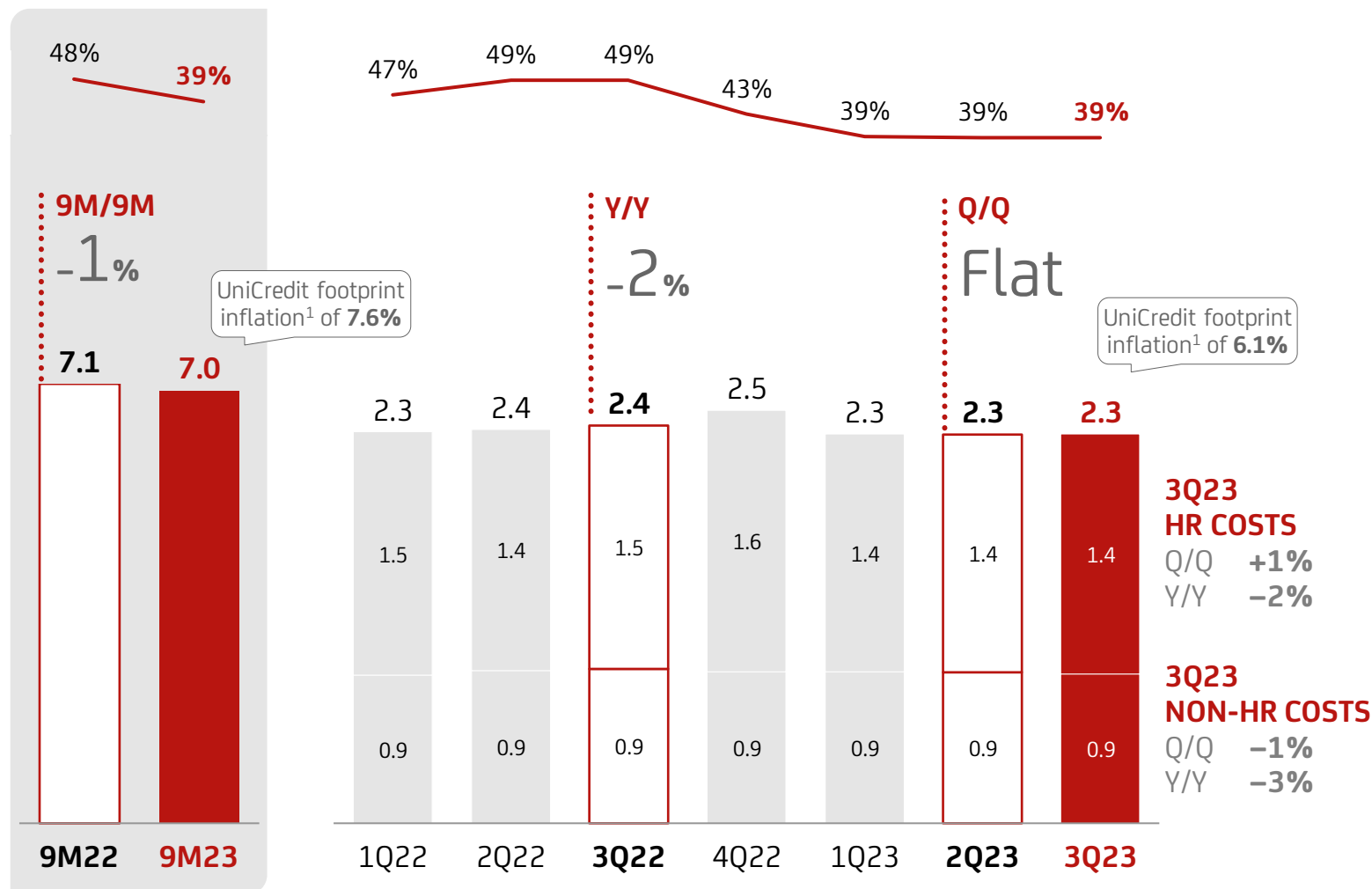
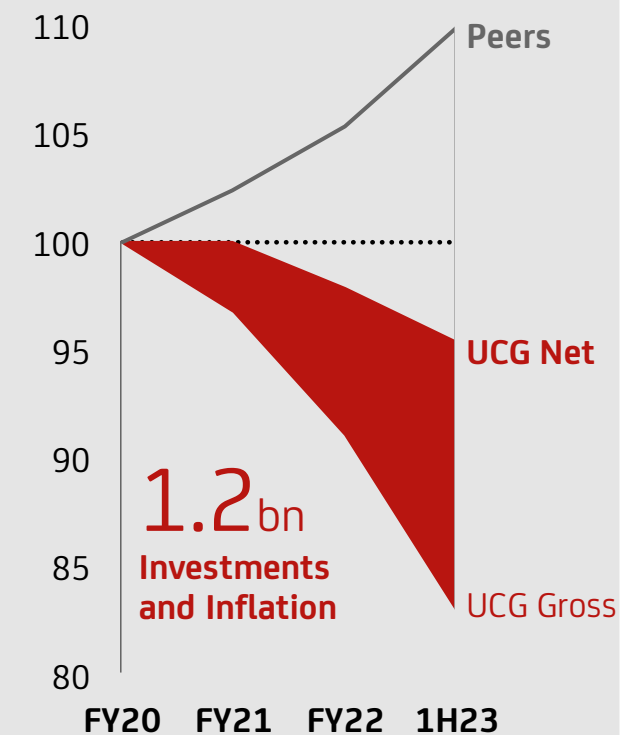
	Q/Q	Y/Y
INVESTMENT	-5%	+4%
FINANCING	-10%	-5%
		-2% ⁴
TRANSACTIONAL	-4%	-6%
		+4% ⁵
CLIENT HEDGING	-18%	-27%

1. Including fees generated by the distribution agreements and JVs partnerships with partners like Amundi, Allianz 2. Excluding -163m Current Account Fee Reduction in Italy (CAFR) and securitisation costs 3. Excluding -73m CAFR and securitisation costs 4. Excluding -13m securitisation costs 5. Excluding -60m CAFR



FINANCIAL HIGHLIGHTS

Operational excellence absorbing investing and offsetting inflation

COST /
INCOME
RATIOCOSTS,
bnACHIEVING COST EXCELLENCE VIA
TARGETED COST REDUCTIONS
WHILE RE-INVESTING FOR GROWTH

FINANCIAL HIGHLIGHTS

Transformed and strong asset quality

Expected loss on stock slightly down at 38bps.
Expected loss on new business at 26bps

31bps Group excl. Russia

Future CoR further **protected by stable overlays at 1.75bn**,
i.e. c.40bps and **48% NPE coverage**

Last 11 quarters prove a **structurally lower** and
less volatile CoR than past and versus peers

DEFAULT RATE

YTD

1.1% **0.8%**

8bps Group excl. Russia
and net of overlays

COST OF RISK

bps

40 **7**

LLPs

bn

Underlying LLPs¹

1.4

Overlays+Russia

0.2

9M22

9M23

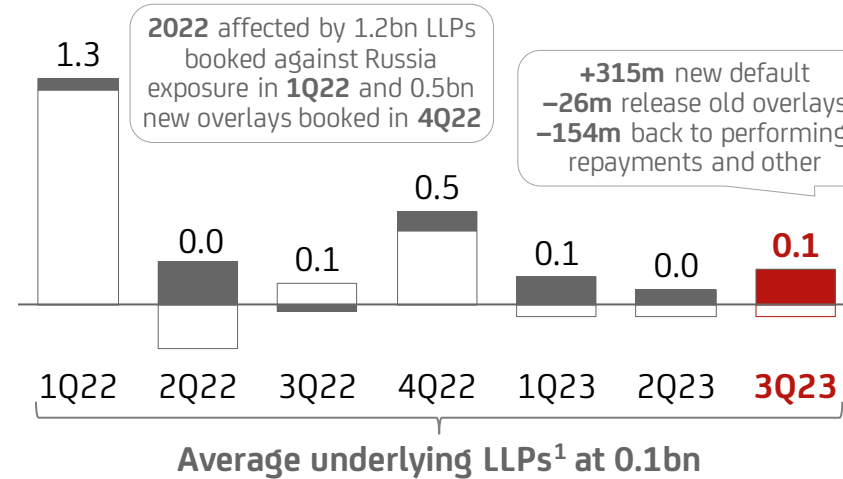
0.7% Group excl. Russia

1.5% 1.3% 1.1% 1.1% 0.8% 0.8% **0.8%**

5bps Group excl. Russia

114 0 7 46 8 2 **12**

1bp net of overlays increase



AVERAGE CoR

From 1Q21 to 2Q23

UCG ex Russia
& overlays

16

Peer 1

STANDARD DEVIATION²

Peer 2

UCG ex Russia
& overlays
= 7bps

UCG ex Russia

25

Peer 3

Peers avg
= 15bps

UCG stated

32

Peer 4

Peers average

50

Peer 5

Peer 6

Peer 7

0bps 20bps 40bps 60bps 80bps 100bps



FINANCIAL HIGHLIGHTS

Asset quality details

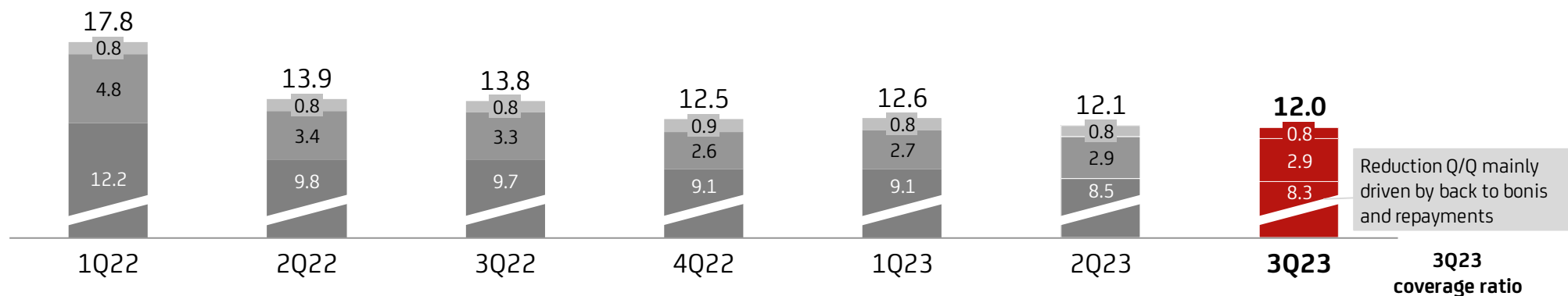
Gross NPE ratio	3.8%	2.9%	2.9%	2.7%	2.7%	2.6%	2.7%
Net NPE ratio	1.9%	1.5%	1.5%	1.4%	1.4%	1.4%	1.4%

Total gross NPE

Gross past due

Gross bad loans

Gross UTP



➤ **NPE coverage ratio stable at 48%** on book, mostly UTP and Past Due

➤ 3Q23 net bad loans **at 0.8bn** and net bad loan **ratio at 0.2%** (net bad loans/CET1 capital at 1.6%)

➤ NPE coverage does not factor in provisions on performing loans (1.2% coverage including 1.75bn overlays)

Gross UTP + Past Due / Gross NPE

76%

76%

40%

Gross bad loans / Gross NPE

24%

24%

73%

NPE coverage ratio

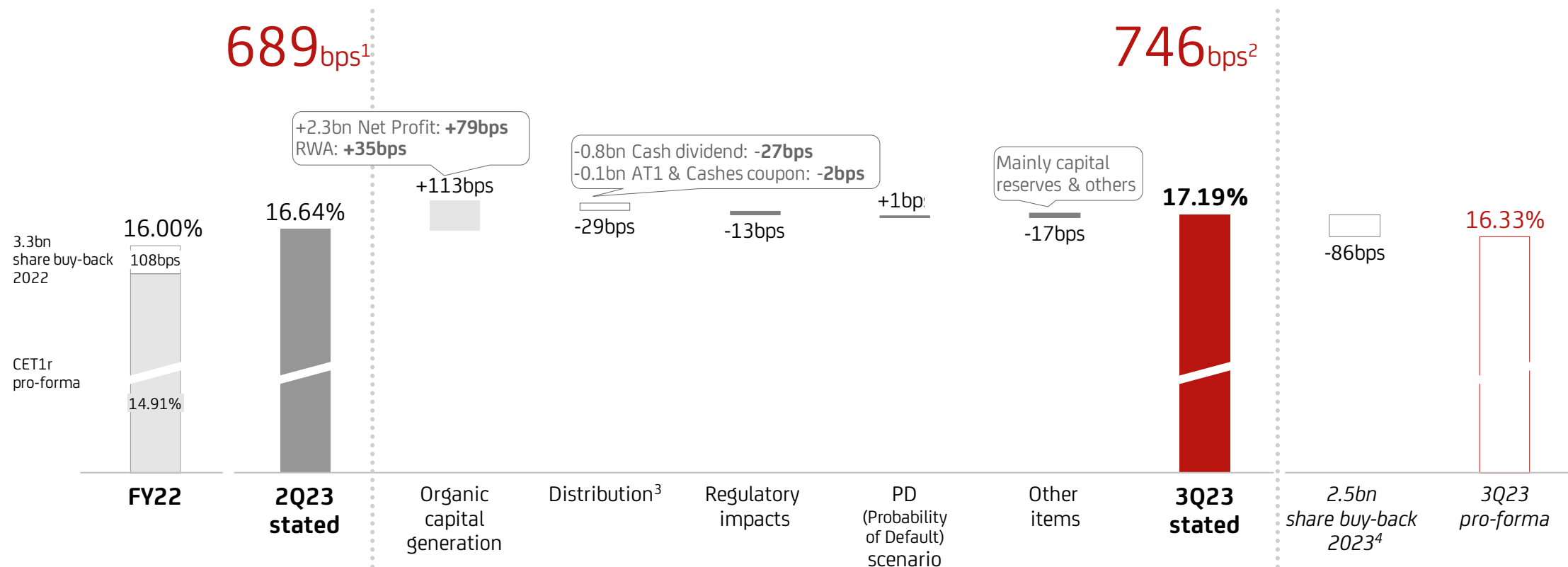
48%

48%



FINANCIAL HIGHLIGHTS

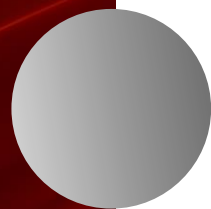
Excellent capital generation continues

MDA
BUFFERRWA
FULLY LOADED295_{bn}290_{bn}

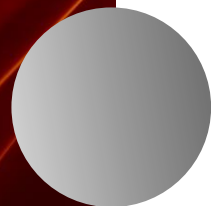
As of 30 September 2023: +10bps parallel shift of BTP asset swap spreads has -2.7bps (-79m) pre and -2bps (-58m) post tax impact on the fully loaded CET1 ratio



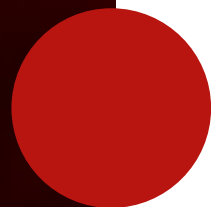
Agenda



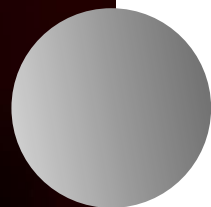
UniCredit at a glance



Financial highlights



Funding and liquidity



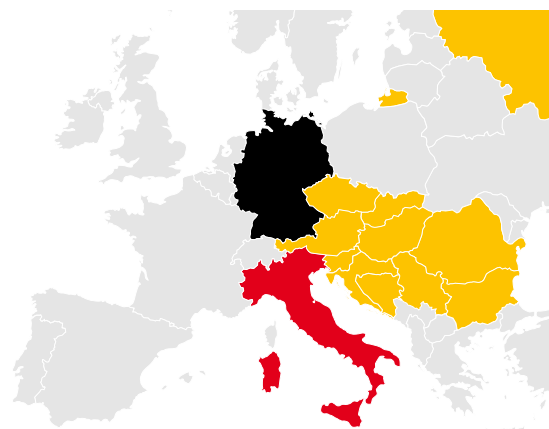
ESG



FUNDING AND LIQUIDITY

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 and its subsidiaries are regular issuers in the ESG world leveraging on **Group Sustainability Bond Framework**
- 2023 Funding plan:
 - **~95% of the institutional market already executed** with public issuances out of 5 countries, encountering strong demand, high quality/granular books, limited NIP² paid and solid performance on the secondary market, **validating investors' appetite**
 - Network issuances following a more linear pattern, **with ~70% already executed**
 - **~90% of the overall budgeted volumes already raised**



- Italy
- Germany
- Central and Eastern Europe¹

	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	~ 10.5	up to 3	~ 3.8	up to 3	~ 3.9	up to 3	~ 2.8
Instruments via networks ⁵	up to 5.5	~ 3.5	up to 3.5	~ 2.4	up to 1.5	~ 1	up to 0.5	~ 0.1
Institutional Senior Pref. and Non Pref.	up to 3.5	~ 2.1	up to 3	~ 2	up to 0.5	~ 0.1	-	-
AT1 and T2	up to 1	-	up to 1	-	-	-	-	-
Total	up to 19	~ 16.1	up to 10.5	~ 8.2	up to 5	~ 5	up to 3.5	~ 2.9

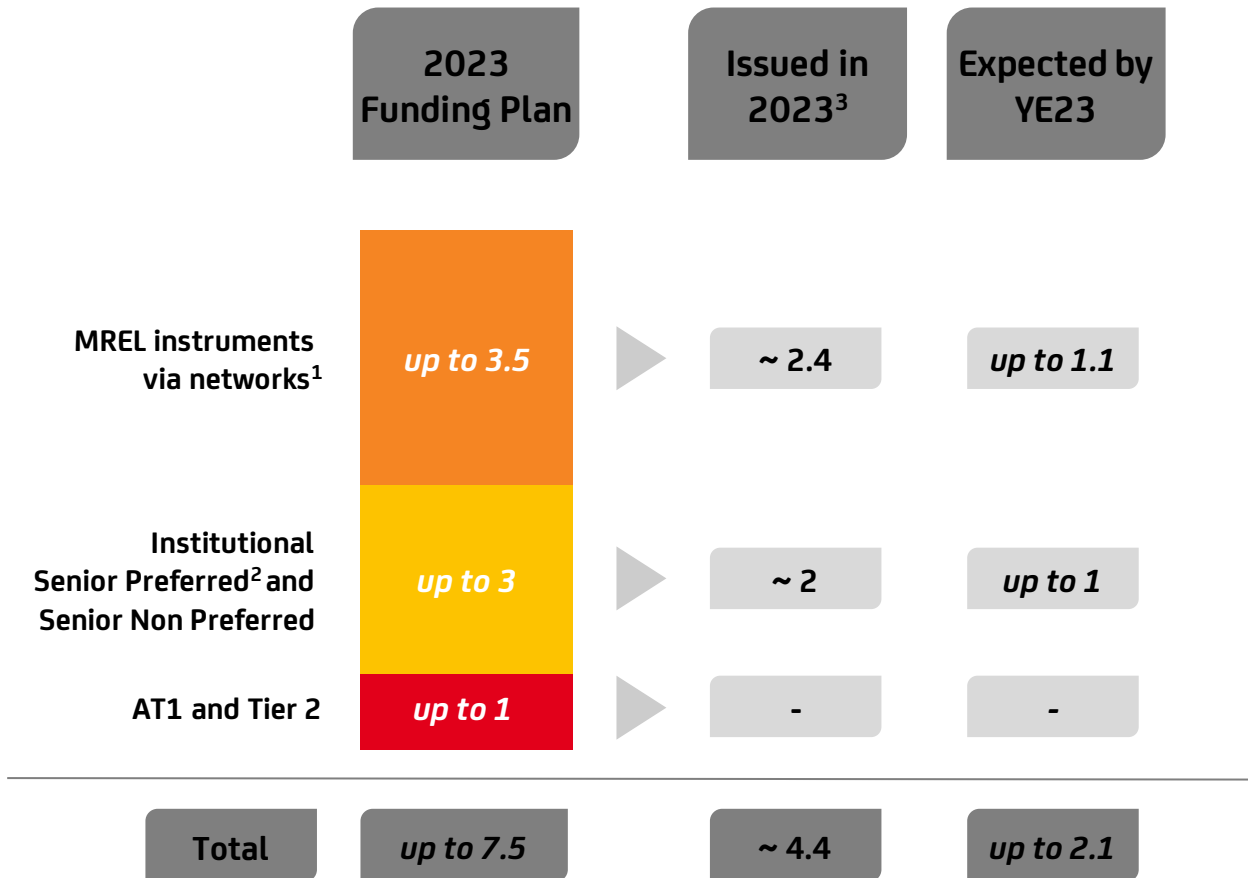
1. Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Russia, Serbia, Slovakia and Slovenia 2. New Issue Premium (NIP) 3. Other secured funding sources like supranational funding not included
 4. As of 13 Oct 23 5. Senior Preferred / Non Preferred and Structured Notes



FUNDING AND LIQUIDITY

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

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



Main drivers

MREL Funding Plan 2023 in line with historical trend

Volumes **skewed towards more senior instruments**:

- already issued 1bn Senior Preferred in Jan 23 and 1bn Senior Non-Preferred in Feb 23
- **up to 1bn of Senior in public format by end of 2023 in case of more favourable market conditions**

Strong capital position limits capital needs:

- 1.25bn AT1 redeemed on 3 Jun 23
- **No capital issuance expected by YE23**

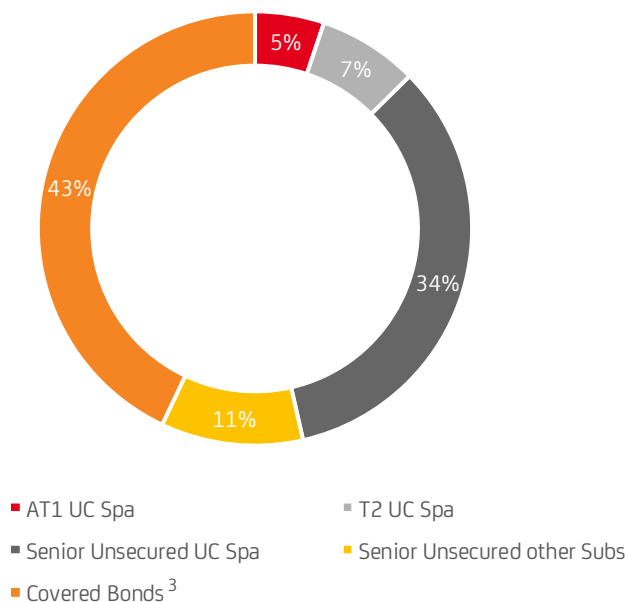
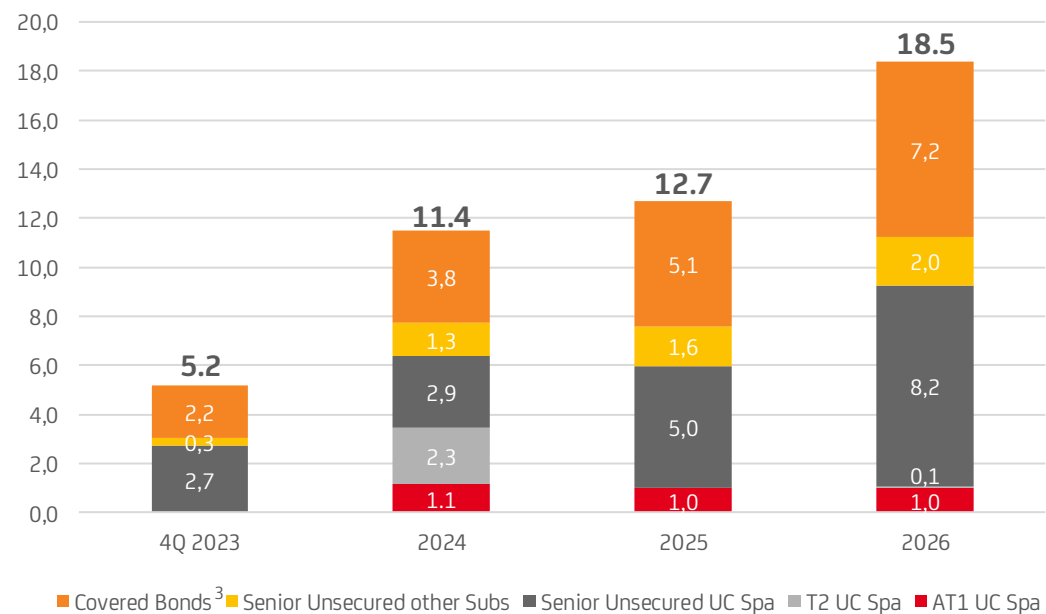


FUNDING AND LIQUIDITY

Well balanced Group maturity profile

Group liabilities structure breakdown¹

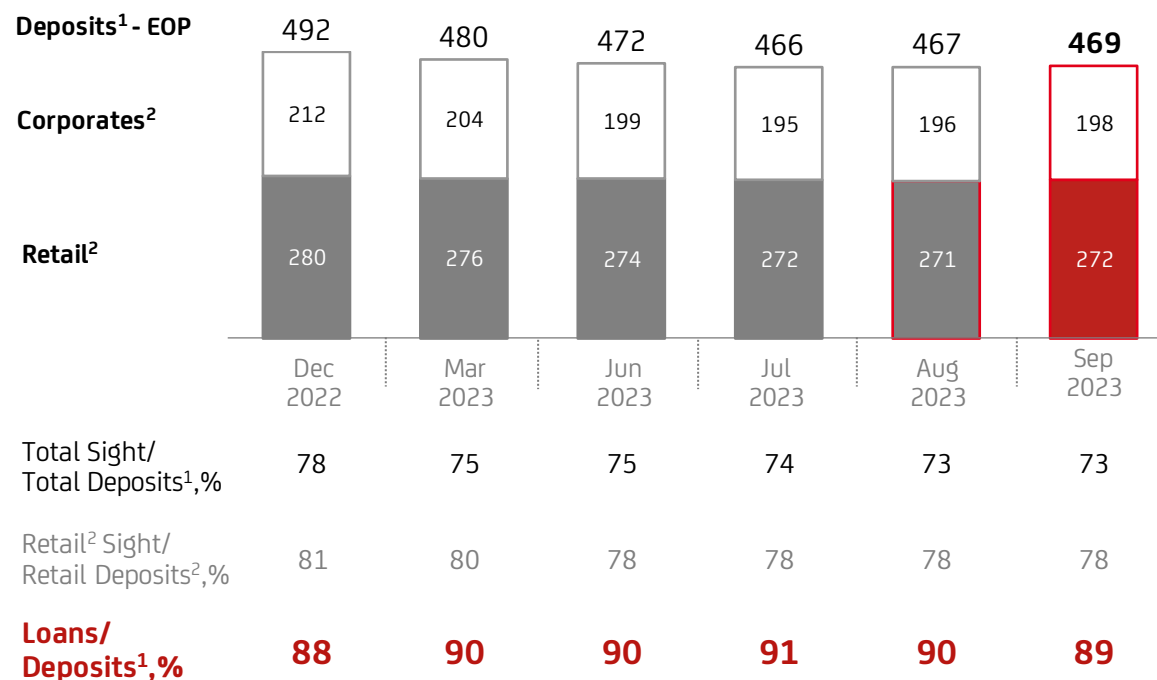
M/L term liability structure

Maturity profile up to 2026 (€bn)²

FUNDING AND LIQUIDITY

Liquidity profile

LOANS / DEPOSITS¹ WELL BELOW 100%



DEPOSIT MIX: >80% IN RETAIL AND SME CLIENTS

- **Granular**, behaviourally sticky, **transactional** accounts
- >55% guaranteed³ at Group level; average **retail balance⁴ <20k/€** (c.70% guaranteed³)
- Retail deposits mostly **sight**: almost entirely in Italy as per market; term deposits in Germany at c. 35%

DEPOSIT TRENDS: RETAIL DEPOSITS BROADLY STABLE, CORPORATES DOWN REFLECTING MARKET TRENDS. **MARKET SHARES** GENERALLY **STABLE⁵**

- Retail 9M/9M evolution more than compensated by c. **+13bn net AUC sales in 9M23**
- Large corporates 9M/9M evolution reflects deployment of excess liquidity and our focus on pricing

LCR >140% as of 3Q23

NSFR >130% as of 3Q23⁶

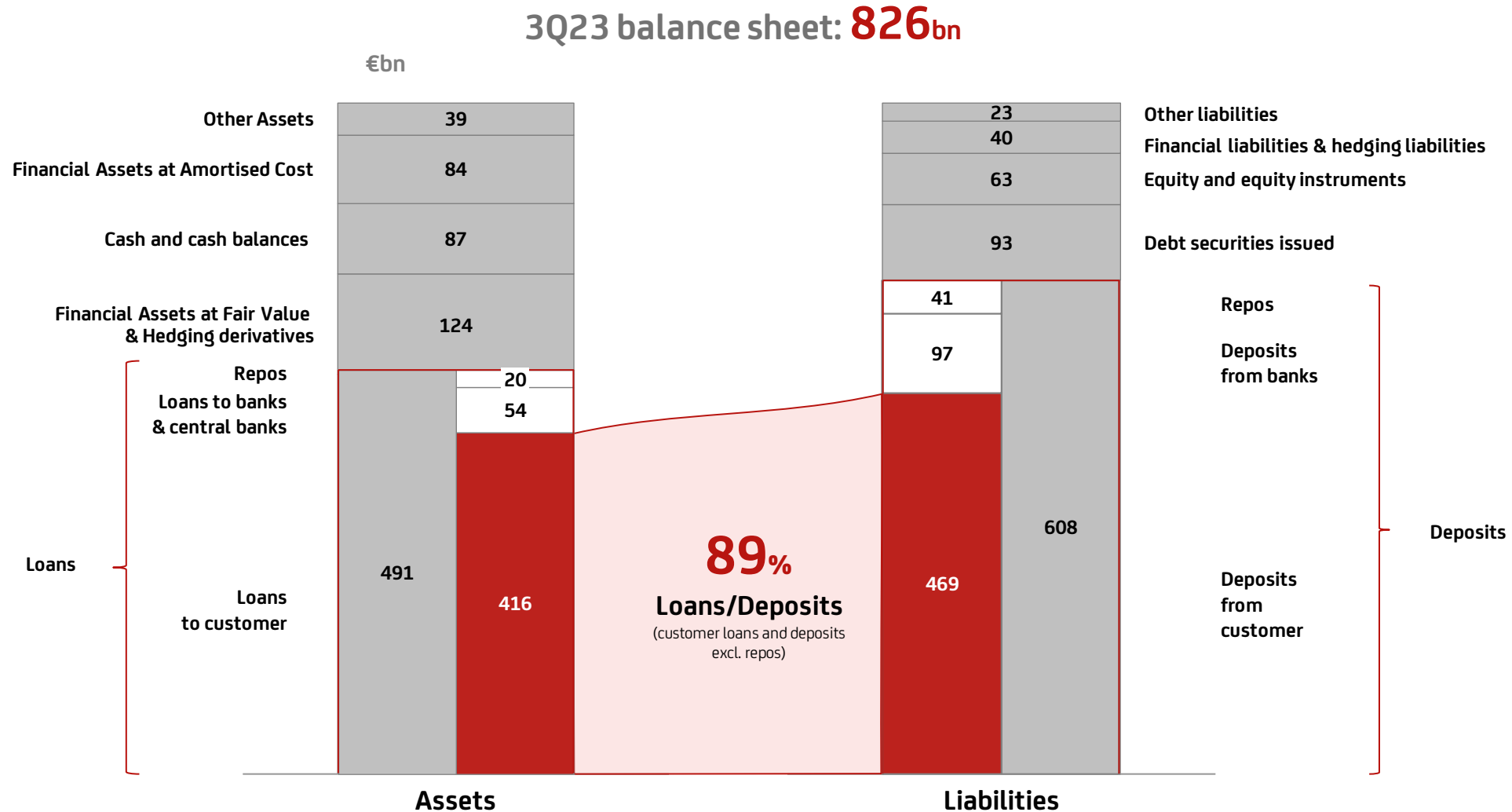
c. 205bn liquid assets

within managerial target range, notwithstanding 94bn or 88% TLTRO repayment since Dec-22⁷



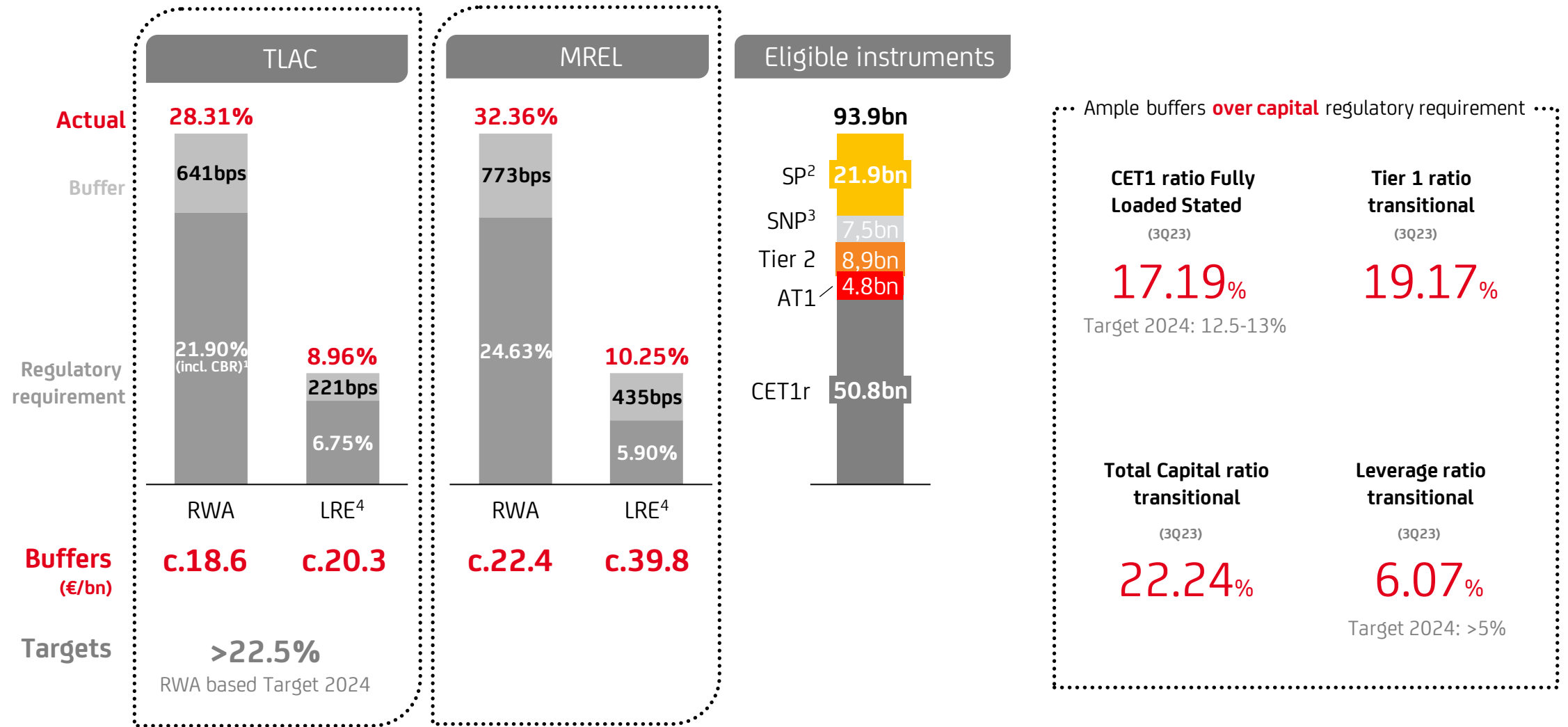
FUNDING AND LIQUIDITY

Balance Sheet



FUNDING AND LIQUIDITY

3Q23 ample buffers over TLAC and MREL requirements



FUNDING AND LIQUIDITY

Covered Bonds (CB) program



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

Program size (Euro)

Maturity

Rating

Key Program data¹

CB outstanding

Cover Pool outstanding

Overcollateralization

Mix (resi/commercial)

Weighted avg. cLTV

Residual Maturity²

Interest rate (floating/fix)

Portfolio >90days due

ECB Eligibility³HQLA Eligibility⁴

Mortgage

35bn

soft-bullet

Aa3 (Moody's)

16.5bn

30bn⁵

81.7%

98.8/1.2%

48,3%

9.0yrs

34%/66%

5bps

Yes

Yes – Level 1



Mortgage Public sector

50bn

soft-bullet⁶

Aaa (Moody's)

26.7bn

33.2bn

24.5%

70.5%/29.5%

42.86%⁷7.0yrs⁸

18%/82%

1bp

Yes

Yes – Level 1

50bn

soft-bullet⁶

Aaa (Moody's)

4.1bn

7.3bn

78.7%

n/a

n/a

10.7yrs⁸

23%/77%

0%

Yes

Yes – Level 1



Mortgage Public sector

40bn

hard & soft-bullet⁶

Aaa (Moody's)

7.9bn

17.2bn

116%

76.3%/23.7%

45%

10.2yrs

50%/50%

0%

Yes

Yes – Level 1

40bn

hard & soft-bullet⁶

Aaa (Moody's)

3.1bn

5.8bn

89%

n/a

n/a

9.0yrs

41%/59%

0%

Yes

Yes – Level 1



Mortgage

7bn

Hard & soft-bullet

Aa2 (Moody's)

4.7bn

6.7bn⁹

42%

75.6%/24.4%

60%

17.3yrs

19%/81%

0%

Yes

Yes – Level 1



FUNDING AND LIQUIDITY

Strong capitalization and risk profile are supportive in current environment

STANDARD
& POOR'S

MOODY'S

FitchRatings

BBB/Stable/A-2¹Baa3/Negative/P-3¹BBB/Stable/F2¹Covered Bonds (Italian OBG I / OBG II)²Counterparty / Deposit rating³

Senior Preferred/ Outlook/ Short-Term

Senior Non Preferred

Tier 2

Additional Tier 1

Stand-alone rating⁴

AA-/n.r.

BBB+

BBB/ Stable/A-2

BBB-

BB+

n.r.

bbb+⁷

Aa3/Aa3

Baa1

Baa1/ Negative/P-2

Baa3

Baa3

Ba3

baa3

AA-/n.r.

BBB+

BBB/ Stable/F2

BBB-

BB+

BB-

bbb

- In October '23 UniCredit's **stand-alone rating** has been upgraded to 'bbb+', one notch above Italy
- **Strengthening** of bank's **earnings capacity** is expected to continue **supporting its capitalization** and providing **substantial buffers** against **potentially deteriorating economic conditions**
- **Asset quality** metrics will likely remain **close to that of large geographically diverse banks** operating in Europe

- 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 **financial profile** reflects a **good earnings generation capacity**, **sound capital position**, **improved asset-risk metrics** and **sound funding and liquidity** supported by an **ample buffer of liquid assets** and a **stable and granular retail deposit base**

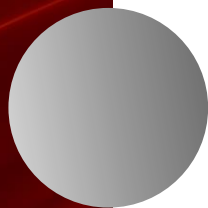
- UniCredit's **issuer rating** stands at 'BBB'/Stable and reflects the **improved asset quality**, **expectation of resilient revenues** and **strict cost control**
- Fitch's expects that **UniCredit's tight risk discipline** will **help mitigate asset-quality pressures** from the current uncertain operating environment
- Deposits at 'BBB+', **+1 notch above the sovereign** as UniCredit will **maintain sufficient capital buffers** to meet regulatory requirements (e.g. TLAC and MREL)

(A-)/BBB+/Stable/A-2¹
(bbb+)⁴(A1)/A2⁵/Negative/P-1¹
(baa2)⁴(A-)/A-/Stable/F2¹
(bbb+)⁴(A-)/BBB+/Stable/A-2¹
(bbb+)⁴(A1)/A3⁶/Negative/P-2¹
(baa2)⁴

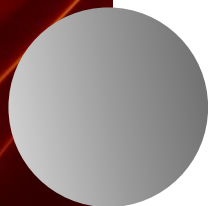
Not rated



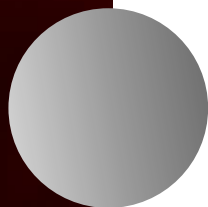
Agenda



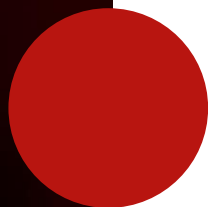
UniCredit at a glance



Financial highlights



Funding and liquidity

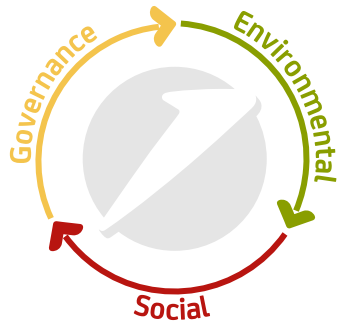


ESG



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



c.80bn

FY22+9M23 Actual
(+22.2bn in 9M23 only)

150bn

2022-24 Target

Environmental Lending¹

Positive performance despite uncertain market environment

ESG Investment Products²

Negative market effect however improved ESG
Penetration rate at 49%

Sustainable Bonds³

Improved performance after slow start of 2023

Social Lending¹

Good performance driven by High Impact and Disadvantaged Areas

17.5bn (+6.1bn)

New Production 25bn

33.7bn (+5bn)

AuM stock conversion towards ESG investments 65bn

21bn (+8.2bn)

DCM Origination 50bn

7.8bn (+2.9bn)

New Production 10bn

FY22+9M23 Actual
(9M23 only)

2022-24 Target



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

Environment

Promoting sustainable financial instruments

9

own Green Bonds
issued since 2021

c.4.9bn

of total amount



o/w 1 Green Mortgage Covered
Bond issued Sep 23 for 0.05bn

Advancing to operationalise our Net Zero 2030
targets (see next slides for more details)

Only bank in CEO Alliance for Europe

Our greenhouse gas emissions

14%

reduction FY22 vs FY21, Scope 1 & 2, market-based

Electricity from renewables

87% use on our premises (as of FY22)

Achieved plastic free in all buildings in 2022

Social

Promoting sustainable financial instruments



1 Own Social Bond issued
in Sep 21 for 155m

Corporate citizenship and
philanthropic initiatives (FY22)

36.5m

contribution to
communities

o/w c.8m

for Education &
young people

Education and awareness (FY22 + 9M23)

381k

Financial Education
beneficiaries

80k

ESG Awareness
beneficiaries

UniCredit Foundation (FY23)

20.0m

committed to empower
Youth through equal
Education opportunities

o/w 6.5m

3-year partnership with
Junior Achievement
Europe to combat
school drop-out

Governance

CEO & Top Management remuneration¹

20% weight of long-term performance linked to
ESG volumes, DE&I ambitions, Climate risk

Strong diversity and inclusion framework

- DE&I Global Policies and Guidelines on inclusive
language, recruitment and gender transition

- Training on DE&I, ESG and Climate change

42%

female
BoD

46%

female
GEC

36%

female
Leadership team

33%

international
presence in
BoD

62%

international
presence in
GEC

41%

international
presence
Leadership team

- 1000+ Employee Networks active members
on several diversity traits² across Group countries

Main strategic commitments to support our overall ESG stance beyond climate



NET ZERO BANKING ALLIANCE (NZBA)

- **Oct 21: signed Net Zero Banking Alliance** commitment to reduce emissions on lending portfolio
- **Jan 23:** set targets to 2030 interim targets on most carbon intensive sectors (see targets in next slide)
- **By Oct 24:** set targets for all or a **substantial majority of the carbon-intensive sectors**



UNEP-FI FOR FINANCIAL HEALTH AND INCLUSION

- **Promote universal financial inclusion**
- Foster a **banking sector that supports the financial health of all customers**
- **Defined and announced new Group Targets by 2025:**
 - To increase the percentage of young¹ clients with two or more active UniCredit financial products (from different categories) to **14.9%** (from a baseline of 14.6%)
 - To increase the percentage of new UniCredit clients that are young¹ people to **37.6%** (from a baseline of 34.9%).
 - First actual **figures FY '23 vs targets**, expected by the end of the year



NET ZERO GENDER GAP

- Achieve **gender equity at all organisational levels** and promote a more **diverse, inclusive** and **sustainable workplace**
- Allocated **c.100m to close gender pay gap on an equal pay for equal work** basis during 2022-2024
- During 2022, **c.30m** has been invested to reduce the **Non-Demographic Gender Pay Gap to 2.6%**



BIODIVERSITY

- **Signed the Finance for Biodiversity Pledge (FfB)** to improve **collaboration, knowledge sharing** and **engaging** with companies
- Participation to publication of a **guide** of FfB for financial institutions titled “**Unlocking the biodiversity-climate nexus**”
- Joined the **UNEP FI PRB Biodiversity community** that supports banks on their biodiversity journey



CIRCULAR ECONOMY

- **Joined the Ellen MacArthur Foundation** to support and accelerate the **transition to a circular economy**
- **4 circular initiatives in place:** circular design & production, circular use, circular support, circular value economy
- Joined the **Pollution and Circular Economy group** of **UNEP FI PRB** to raise awareness and build capacity on these topics






STEEL

- **Signed the Sustainable STEEL Principles**
- Steel: working group to define **common standards of action for steel sector decarbonization**



UniCredit set Net Zero Group targets on the three prioritized sectors

UniCredit design elements

Sector	Value chain	Primary metric	Emission coverage	Main rationale	Portfolio in scope (drawn exposure, €bn) ¹	2021 Baseline ²	2030 Target ²
Oil & Gas 	<ul style="list-style-type: none"> Full value chain 	<ul style="list-style-type: none"> Financed emissions 	<ul style="list-style-type: none"> Scope 3³ 	<ul style="list-style-type: none"> Comprehensive value chain coverage Market best practices 	<ul style="list-style-type: none"> 7.8 	<ul style="list-style-type: none"> 21.4 MtCO₂e 	<ul style="list-style-type: none"> - 29% vs. baseline
Power generation 	<ul style="list-style-type: none"> Generation only 	<ul style="list-style-type: none"> Physical intensity 	<ul style="list-style-type: none"> Scope 1 	<ul style="list-style-type: none"> Market best practice Relevance for portfolio steering Data availability 	<ul style="list-style-type: none"> 8.9 	<ul style="list-style-type: none"> 208 gCO₂e/kWh 	<ul style="list-style-type: none"> 111 gCO₂e/kWh
Automotive 	<ul style="list-style-type: none"> Road vehicles⁴ manufacturers 	<ul style="list-style-type: none"> Physical intensity 	<ul style="list-style-type: none"> Scope 3 – Tank to Wheel³ 	<ul style="list-style-type: none"> Market best practice Relevance for portfolio steering Guidelines availability 	<ul style="list-style-type: none"> 1.8 	<ul style="list-style-type: none"> 161 gCO₂/vkm 	<ul style="list-style-type: none"> 95 gCO₂/vkm

Phase out by 2028 policy for Coal in place



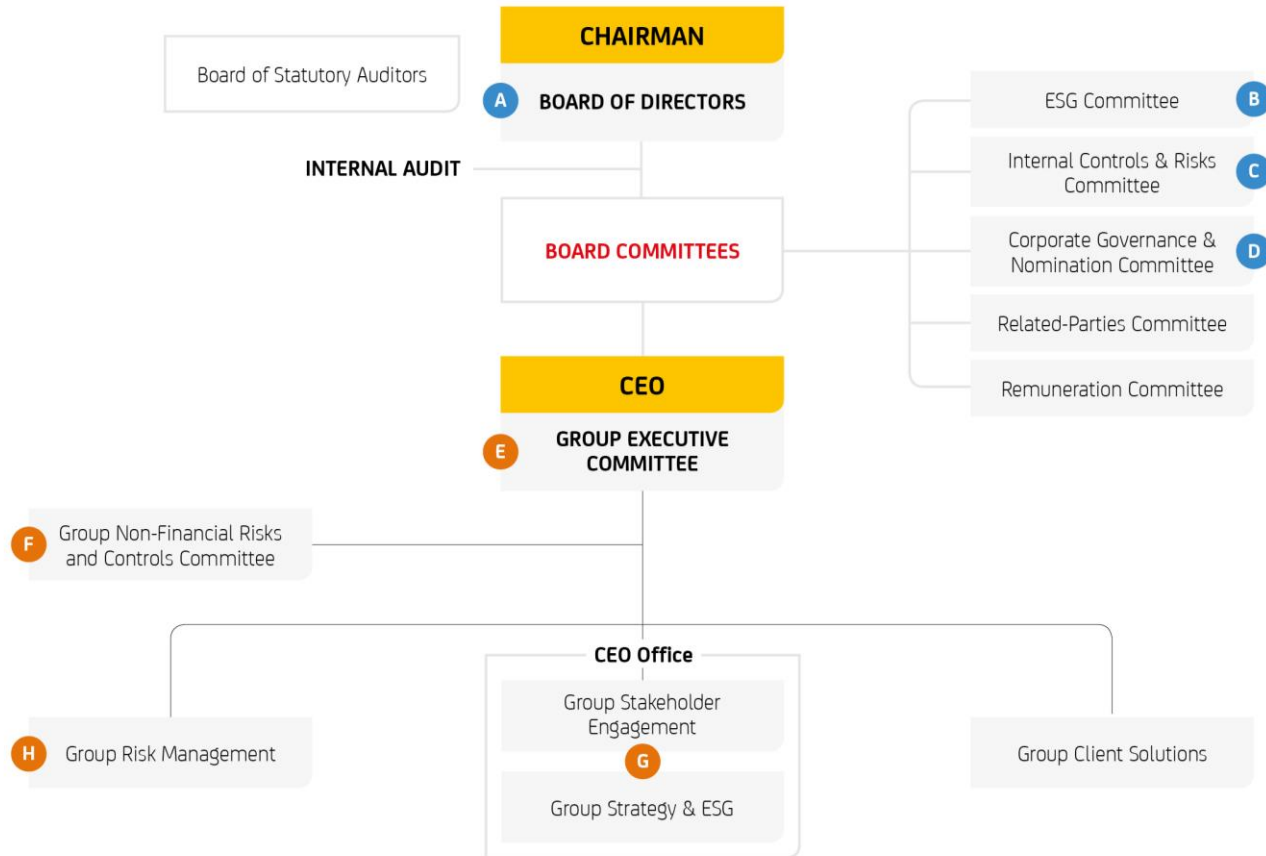
Strong environmental, social and reputational risk management and policies

	Applicability	Provisions	Type pf support
Coal	A Class	» No coal developer customers (no increase in coal business since Sep 20) with current revenues from coal <= 25% and phase out plan by 2028	» Full general and project financing ¹ & basic and advanced banking
	B Class	» No coal developer customers (no increase in coal business since Sep 20) with phase out plan in line with National Energy & Climate Plan	» Partial general financing & basic banking
	C Class	» Coal developer customers (increase in coal business since Sep 20) or customers with no phase out plan	» No financing nor banking
Oil & Gas	A Class	» Non PACTA/stress test "Red list" customers with current revenues from unconventional Oil&Gas and Arctic Oil&Gas activities <= 25%	» Full general and project financing ² & basic and advanced banking
	B Class	» Non PACTA/stress test "Red list" customers with current revenues from unconventional Oil&Gas and Arctic Oil&Gas activities > 25% and <= 50%	» Partial general financing & basic and advanced banking
	C Class	» Customers with current revenues from unconventional Oil&Gas and Arctic Oil&Gas activities > 50%	» No financing nor banking
Other sector policies	Defence/Armaments ³	Mining sector ³	Water infrastructure
Commitments	Tobacco ⁴	Deforestation	Human rights
			Nuclear energy
			Equator Principles
			Other Environmental, Social and Reputational risk prevention process and Impacts (Ad Hoc Assessment)



Supporting integration of ESG into UniCredit's strategy

ORGANISATION AND GOVERNANCE STRUCTURE, FOCUS ON ESG



ESG GOVERNANCE AND MANAGEMENT

- A** UniCredit's **Board of Directors** defines the overall strategy of the bank, which incorporates the Group's ESG strategy, overseeing its implementation over time
- B** The **ESG Committee (ESGC)** supports the Board of Directors in fulfilling its responsibilities with respect to the ESG components integral to the Group's business strategy and sustainability over time
- C** The **Internal Controls & Risks Committee (IC&RC)** supports the Board of Directors in risk management and control-related issues. Its work encompasses matters of risk in the ESG sphere such as climate change risk
- D** The **Corporate Governance & Nomination Committee (CG&NC)** provides support to the Board on topics regarding the UniCredit corporate governance system, the Board of Directors composition and top management
- E** The **Board of Statutory Auditors** exercises oversight of ESG governance and related topics, including Sustainability (ESG) and Digital technology
- F** The **Group Executive Committee (GEC)** is the Group's most senior executive committee and is chaired by the CEO defining the overall ESG strategy
- G** The **Group Non-Financial Risks and Controls Committee (GNFRCC)** supports the CEO in steering and monitoring non-financial risks
- H** The **Group Strategy & ESG and Group Stakeholder Engagement** functions together serve as a **CEO Office**
- I** The **Group Risk Management** function supports the CEO in defining the Group Risk Appetite proposal which is to be shared with the GEC, the IC&RC and the Board



Delivering on commitment to sustainability

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

1Q23



2023 Group Remuneration Policy approved by the Shareholders' Meeting



Equileap 2023 Top 100 Globally for Gender Equality Index inclusion for the second year in a row: #2 in Italy (the only bank) and #22 in the financial sector



Bloomberg Gender-Equality Index 2023 inclusion for the fourth year



Financial Times named UniCredit as one of Europe's 2023 Diversity Leaders on general diversity, ethnicity, LGBTQIA+, age and disability

2Q23



As signatory bank of the Principle for Responsible Banking (PRB) Commitment on Financial Health and Inclusion, UniCredit set new targets for 2025 for young people: (i) increase the % of young clients with two or more active UniCredit financial products; (ii) increase the % of new UniCredit clients that are young people



UniCredit awarded best rating among Italian banks by Standard Ethics, based on the sustainability principles promoted by the UN, OECD and European Union



In partnership with Junior Achievement Europe, UniCredit Foundation launch "Re-power your future", to prevent early school leaving, and invest 6.5m in a cross-country 3-year program

3Q23



MSCI rating upgraded to "AA" from "A" thanks to the bank's efforts to strengthen its focus on social issues and recognition of robust integration of ESG practices into lending



Sustainalytics score improved to "16.1" from "16.9" (the lower the better) mainly thanks to improvement in the social ESG integration – Financials practices, including controversies management



ESG ratings and indices (1/2)

MSCI

AA



- Rating upgraded to “AA” as of July 23. UniCredit included in the Bloomberg MSCI Green Bond Index
- Improvements in efforts to manage social risks and robust integration of ESG practices into lending

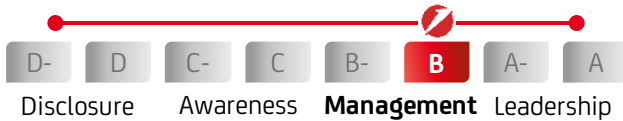
SUSTAINALYTICS

Low
(16.1)

- ESG Risk Rating improved at “16.10” from “16.90” as of Sep 23
- Low exposure to and strong management of material ESG issues

CDP

B



- Positioned within the Management band with “B” score as of Dec 22
- Avg. rating for Financial services is “B-”, for Europe is “B” and the Global Average is “B-”

ISS ESG

C
(Prime)

- Ranked among the 10% of companies within the sector with the highest relative ESG performance
- Score at 54.46 (1 decile rank) as of Jul 23. Prime companies are industry sustainability leaders

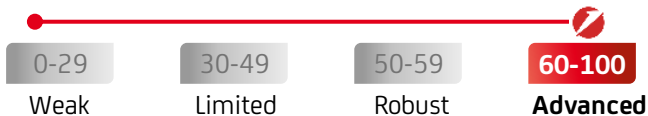
S&P Global

63



- Sustainability score improved to 65 from 64 as of Dec 22
- Included in the Dow Jones sustainability diversified indices
- Included in the S&P Global Sustainability Yearbook 2022

MOODY'S ESG Solutions

60
(Advanced)

- ESG scores as of Oct 22: 64 Advanced (Environment); 60 Advanced (Social), 59 Robust (Governance)
- Included in the Euronext MIB ESG index



ESG ratings and indices (2/2)



EE+
(Very strong)



- 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



73.3



- First bank in the Top 10 ranking, 6th out of 98
- Included in the Top performer level and in the Top 3 in the financial sector (2nd place)



FTSE4Good

4.5



- Score improved to 4.5 from 3.9 as of Jul 23. Ranked in the 93rd percentile of banks
- Ratings: 5.0 (Environmental); 3.8 (Social); 4.7 (Governance), higher than sector avg.
- Included in the FTSE4Good Index Series and the FTSE ESG Index Series



84



- ESG Score improved to 84 from 80 with ranking at 33/1109 from 69/1095
- ESG scores: 89 (Environment); 80 (Social); 88 (Governance)
- Score >75 indicates excellent ESG performance and high degree of transparency

Bloomberg

66.69



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



85.56%



- 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%)



Annex



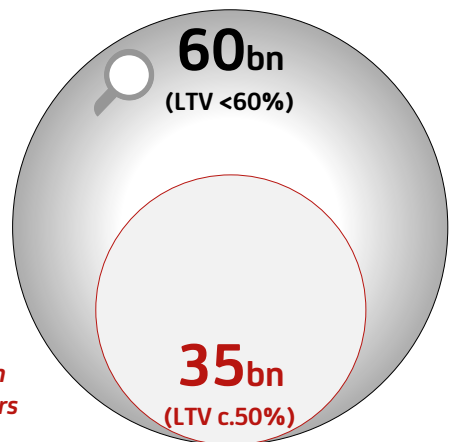
Focus on Commercial Real Estate (CRE) portfolio

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 2Q23

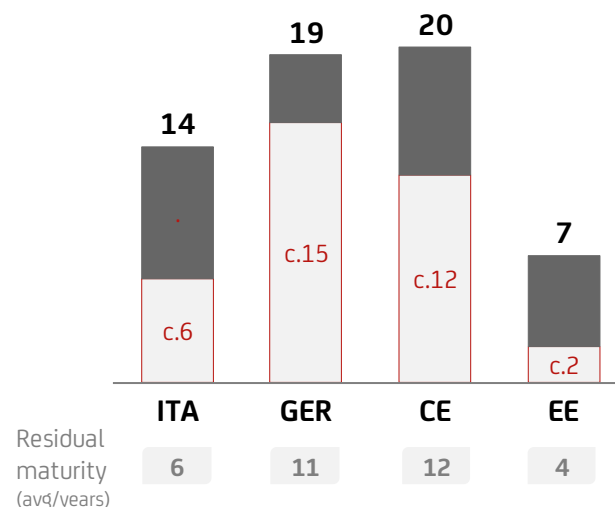
Portfolio of CRE financing and/or corporate loans with CRE collateral regardless of the industry in which the counterpart operates in

Portfolio towards clients operating in the Construction & Real Estate sectors

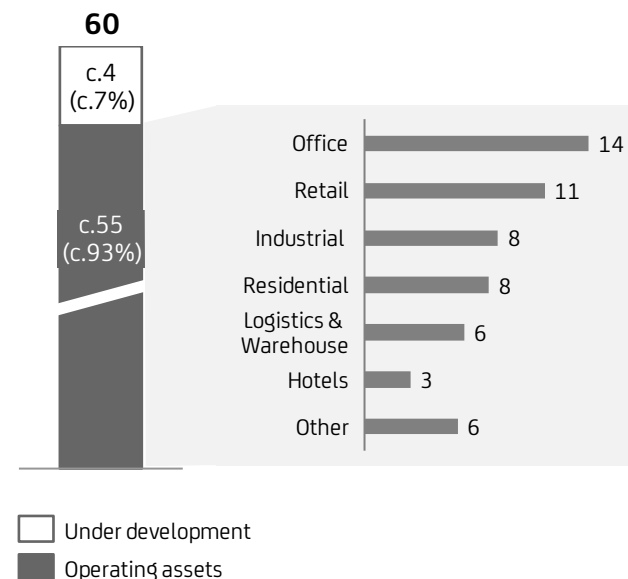


Split by Region, bn

Portfolio towards clients operating in the Construction & Real Estate sectors



Split by asset class, bn



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

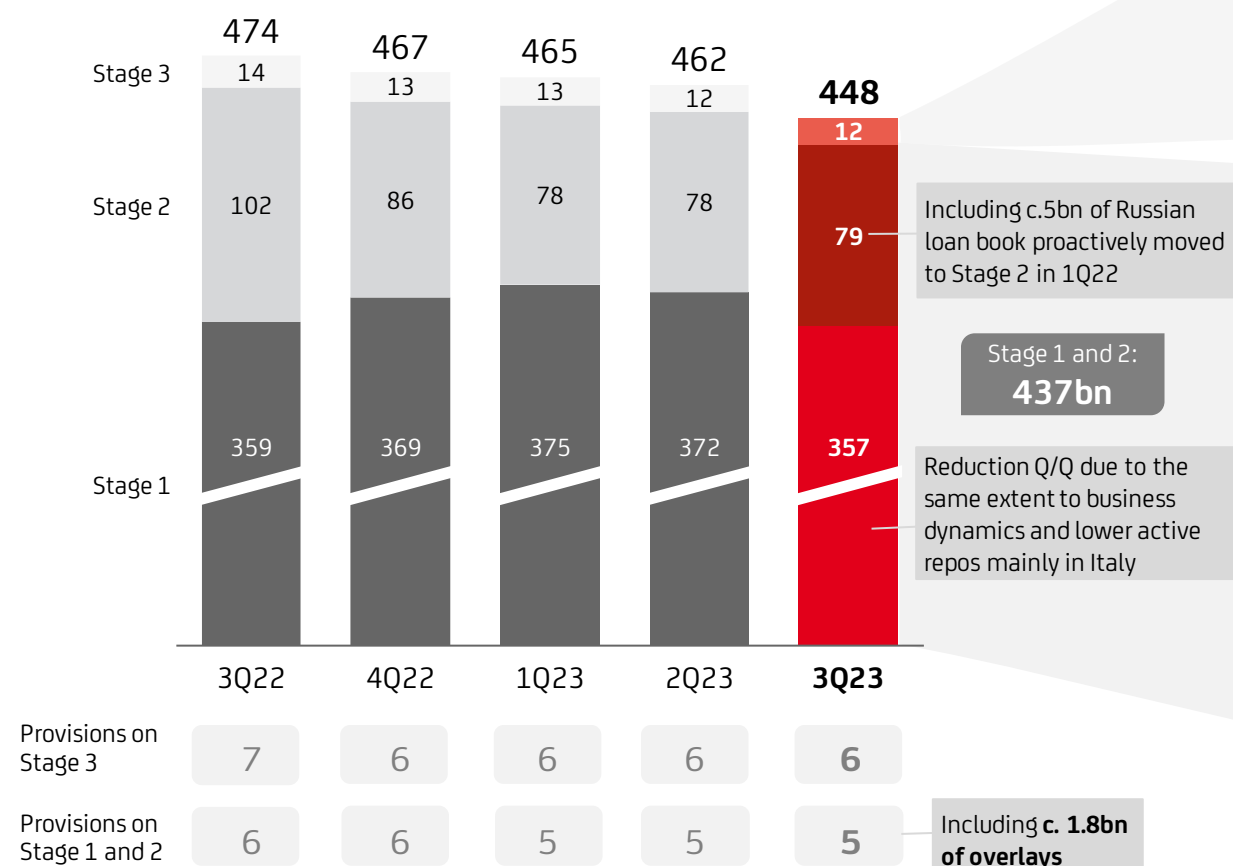
In some CE&EE countries greater tendency to get Real Estate collateral on short-term working capital lines and other products amounting to c.6bn, increasing CRE portfolio

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



Group gross loans breakdown by stages

Group gross loans¹ and provisions EoP, bn



o/w Gross NPE

Stage 3

Stage 3 (% of gross loans)	2.9%	2.7%	2.7%	2.6%	2.7%
	3Q22	4Q22	1Q23	2Q23	3Q23
Coverage ratio	50.4%	48.2%	48.5%	47.9%	48.1%

o/w Gross performing loans

o/w Stage 2

Stage 2 (% of gross loans)	21.5%	18.3%	16.7%	16.9%	17.5%
	3Q22	4Q22	1Q23	2Q23	3Q23
Coverage ratio	4.6%	5.0%	5.3%	4.9%	4.9%

o/w Stage 1

Stage 1	75.6%	79.0%	80.6%	80.5%	79.8%
	3Q22	4Q22	1Q23	2Q23	3Q23
Coverage ratio	0.3%	0.4%	0.4%	0.4%	0.4%



Russia exposure details

As of Sep-23		GROSS MAX EXPOSURE		GROSS EXTREME LOSS ASSESSMENT ¹		NET EXTREME LOSS ASSESSMENT ¹	RESIDUAL ² IMPACT FROM EXTREME LOSS ASSESSMENT ¹	
		bn		bn	bps	bn	bps	
CET1r impact								
Participation		-2.5 ³		-2.5 ³	-14 ⁴	-2.5 ³	-14 ⁴	Participation value lower Q/Q due to Ruble depreciation and higher RWA release in extreme loss assessment
NON LOCAL PARTICIPATION	Derivatives	-0.4		-0.1	-4	-0.1	-4	Intragroup only and fully collateralised
	Cross-border exposure ⁵	-1.3		-0.7	-16 ⁴	-0.2	-0 ⁴	Exposure reduced due to maturities and prepayments at a better than provisioned value. End-of-period coverage of c.39%
	Additional intragroup exposure ⁶	-0.1		-0.1	-3	-0.1	-3	
Total impact		-4.3		-3.4	-38	-2.9	-22	
		Down from -7.4bn as of 1Q22 market presentation		Down from -128bps as of 1Q22 market presentation			17.0%	CET1r pro-forma 16.1% pro-forma for 2.5bn SBB
								For hypothetical -22bps residual impact ² from extreme loss assessment

c.-73% reduction equivalent to -4.5bn since March 2022⁷
 on non-local participation exposures, executed at minimum cost thanks to management proactive actions



End notes



END NOTES

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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.

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END NOTES

Information related to this presentation (1/4)

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

Shareholder distribution subject to supervisory and shareholder approvals

Delta Q/Q means: current quarter versus previous quarter (in this presentation **equal to 3Q23 versus 2Q23**)

Delta Y/Y means: current quarter of the current year versus the same quarter of the previous year (in this presentation **equal to 3Q23 versus 3Q22**)

Delta 9M/9M means: 9 months of the current year versus 9 months of the previous year (in this presentation **equal to 9M23 versus 9M22**)



Information related to this presentation (2/4)

Main definitions

“Allocated capital”	calculated as 13.0% of RWA plus deductions
“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, IFRS5 reclassified assets and 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 after AT1/CASHES - as defined below - on avg. number of diluted 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)



Information related to this presentation (3/4)

Main definitions

“HQLA”	High-Quality Liquid Assets - assets, which can be easily and immediately converted into cash at little or no loss of value even in periods of severe idiosyncratic and market stress. These assets are unencumbered, which means free of legal, regulatory, contractual, or other restrictions on the ability of the bank to liquidate, sell, transfer, or assign them
“LCR”	Liquidity Coverage Ratio - ratio between the high-quality liquid assets (HQLA) and the net cash outflows expected over the coming 30 days, under stress test conditions
“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)
“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 impacts from DTAs tax loss carry forward resulting from sustainability test
“Net profit after AT1/Cashes”	means Net profit as defined above adjusted for impacts from AT1 and Cashes coupons. The result is used for cash dividend accrual / total distribution, as well as RoTE and RoAC calculation
“Net revenue”	means (i) revenue, minus (ii) Loan Loss Provisions
“NSFR”	Net Stable Funding Ratio - ratio between the available amount of stable funding and the required amount of stable funding that are calculated applying defined weighting factors to on and off-balance sheet items. The relevant instructions for its calculation are included in the Regulation (EU) 876/2019 of the European Parliament
“Organic capital generation”	calculated as (Net Profit, as defined above, minus delta RWA excluding Regulatory impacts and PD scenario impacts x CET1r actual)/ RWA
“PD scenario”	Impacts deriving from probability of default scenario, including rating dynamics



Information related to this presentation (4/4)

Main definitions

“RoAC”	annualized ratio between (i) Net profit after AT1/Cashes minus excess capital charge (where applicable) and (ii) allocated capital, both as defined above
“RoTE”	means (i) Net profit after AT1/Cashes – as defined above, over (ii) average tangible equity – as defined below, minus CASHES and DTA from tax loss carry forward contribution
“RoTE@13%CET1r”	means RoTE as defined above, but with a tangible equity assuming to distribute the capital in excess of a 13% CET1r (FL), upper end of UniCredit CET1 management target, reducing immediately the TE by this amount of distribution
“Stated net profit”	means accounting net profit
“Regulatory impacts”	Regulatory impacts are mostly driven by regulatory changes and model maintenance, 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 unlikelihood, 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” or “Tangible Equity”	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

