

# UniCredit Unlocked

Delivering purpose-led growth for the long term

**2Q22 & 1H22 Group Results**

Milan, 27 July 2022

Empowering  
Communities to Progress.



# Excellent results, well positioned to face macro headwinds

» Outstanding results: **strongest 1H and 2Q** in at least a decade, delivering across all levers and businesses ahead of plan

» **Russia de-risked**: at minimum cost with disciplined management

» **Well positioned for deterioration** in the macro – including a recession – given capital strengths, credit quality, conservative provisioning, overlays

» **On track for 2021/22** shareholder distributions with significant capacity to continue

» **Embedded ESG** throughout the Group with tangible results and delivering on our purpose

We are **Unlocking** the value of UniCredit focusing on industrial transformation and on the **levers under our own control**

# Russia: disciplined management of exposures resulting in solid capital position

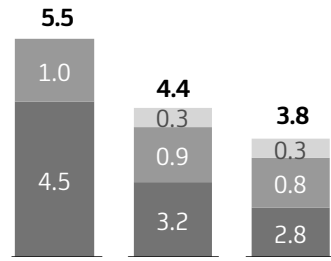


CET1r well above **UniCredit Unlocked** target range and up Q/Q even in the pro-forma 'extreme loss' scenario

## EXPOSURE EXCL. LOCAL PARTICIPATION

c. **2.7 bn<sup>1</sup>**  
de-risking actions  
executed at minimum cost

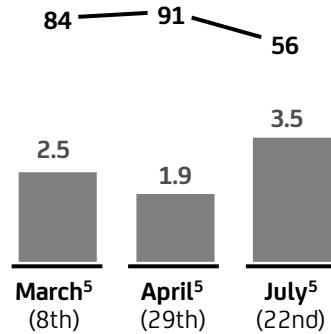
c. **30%**  
Coverage on  
cross-border



ADD. INTRAGROUP  
DERIVATIVES  
CROSS-BORDER  
(net of ECA<sup>2</sup>  
before provisions)

## LOCAL PARTICIPATION

RUB appreciation and  
resilient performance  
leading to positive  
capital generation



EUR/RUB<sup>4</sup>

NET EQUITY

## CET1r

### Q/Q CHANGE

**+10bps**

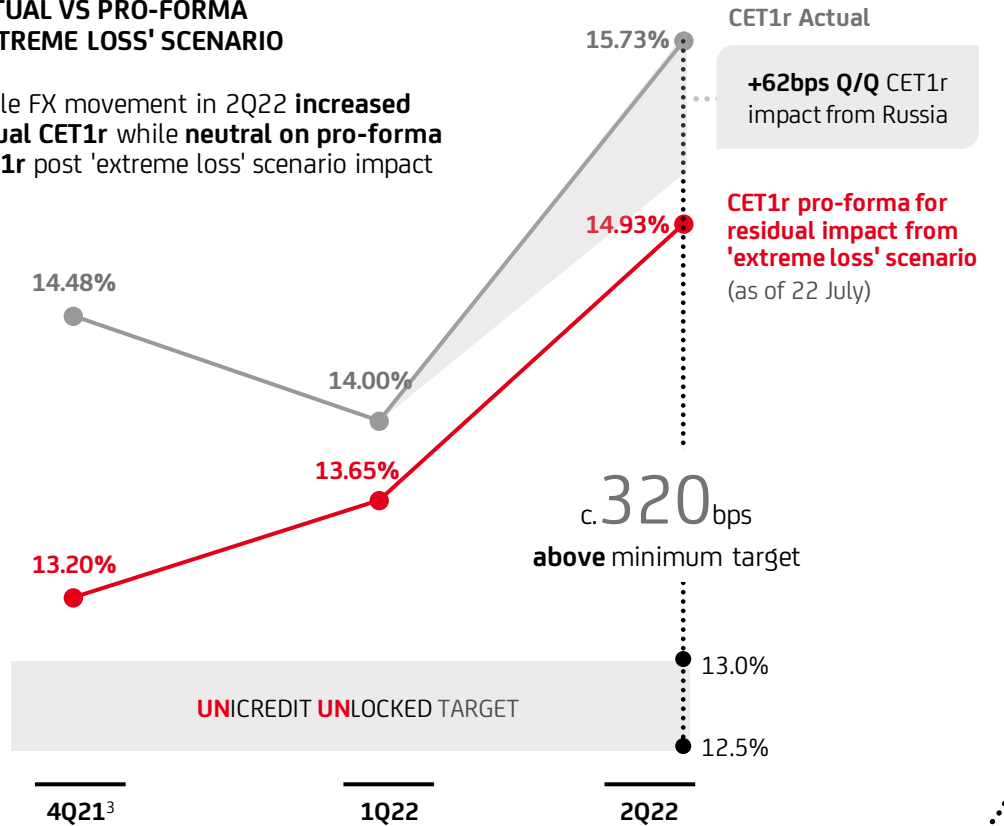
o/w **+c.5bps** LLPs release  
on the back of exposure  
reduction, while improving  
the solid coverage on  
residual exposures  
**+c.6bps** RWAs  
(net of FX impact)

**+52bps**

o/w  
**+18bps** RUB impact<sup>6</sup>  
**+32bps** RWAs  
(net of FX impact)  
**+2bps** Net profit  
and other effects

## ACTUAL VS PRO-FORMA 'EXTREME LOSS' SCENARIO

Ruble FX movement in 2Q22 **increased**  
**actual CET1r** while **neutral** on **pro-forma**  
CET1r post 'extreme loss' scenario impact



1. Delta since 8th March excluding change in FX hedging and additional intragroup exposures (as per page 3 of 1Q22 market presentation)  
2. Export Credit Agency guarantees of c.0.6bn  
3. Pro-forma for 1.6bn (or -55bps as of 4Q21) share buy back 2021 (1st tranche)

4. Source: Electronic Broking System (EBS)  
5. For local participation data available as of end of prior quarter  
6. Including FX impact on RWAs

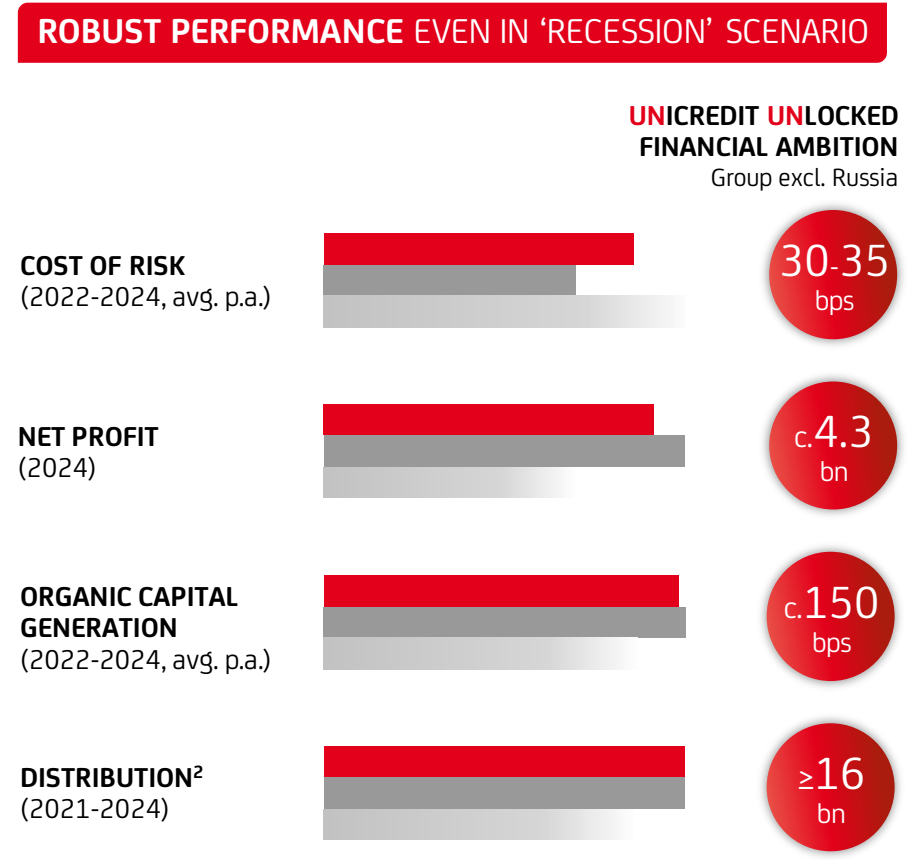
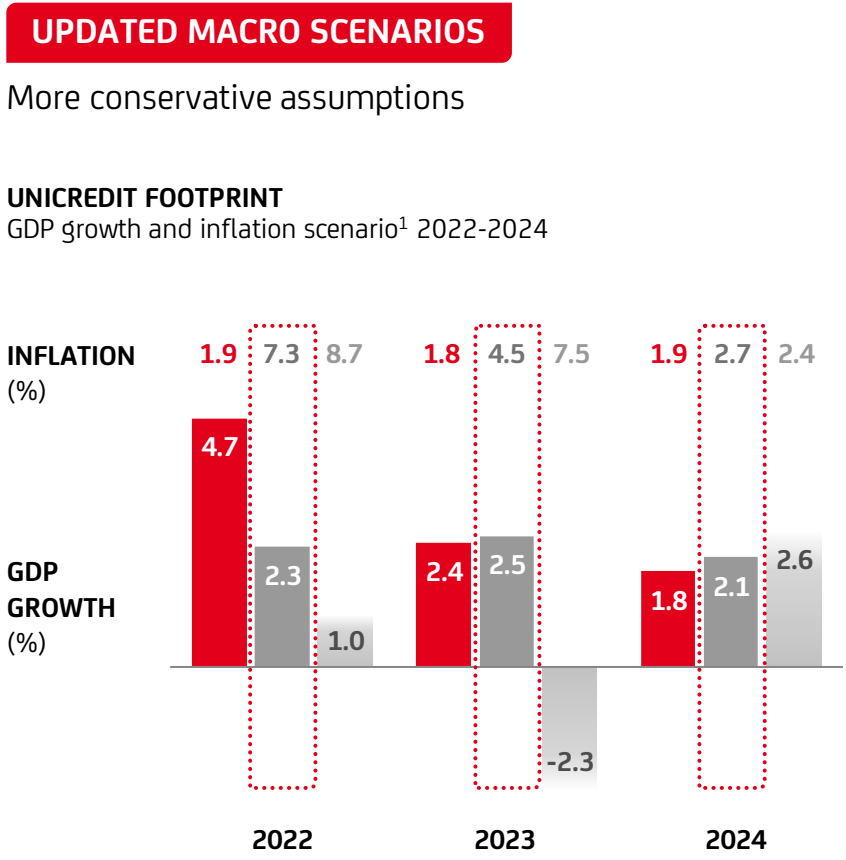


# Ahead of **Unlocked** despite 'slowdown', well prepared for potential 'recession'



Confirmed full **UniCredit Unlocked** distribution plan under 'slowdown' scenario, and majority under 'recession' scenario

- UniCredit **Unlocked**
- Updated: 'slowdown' scenario
- Updated: 'recession' scenario



Solid foundations with which to face macro shocks

All data Group excl. Russia  
 1. GDP growth and inflation of Group footprint are calculated based on a GDP and inflation weighted average of the respective countries (excl. Russia)  
 2. Distribution subject to supervisory and shareholder approvals



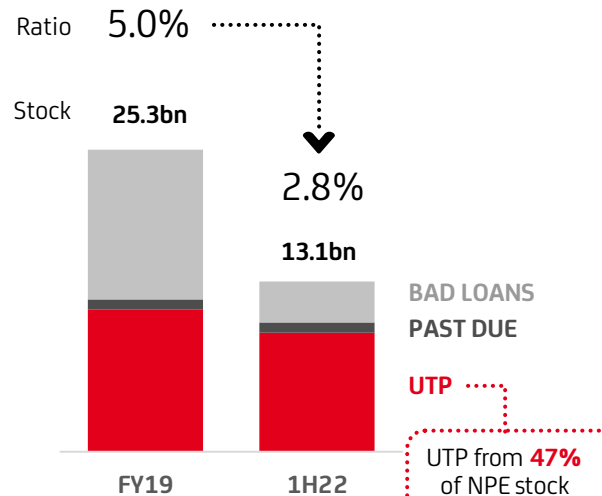
# Strong line of defence: reduced NPEs, strong overlays, robust credit book



Uniquely positioned to face macro headwinds...

Low NPEs with improved quality

## GROSS NPE

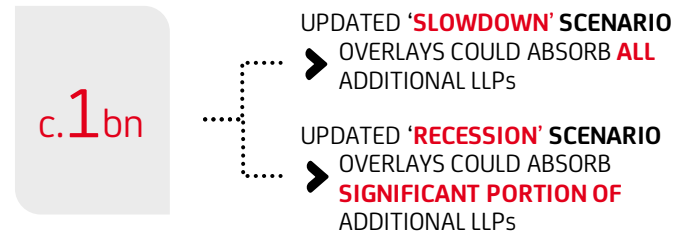


Shifting majority from Bad Loans to UTP, improving NPE vintage vs. pre Covid

UTP from 47% of NPE stock to 70%, now to be outsourced at low cost

Strong coverage and overlays

## HIGH EXISTING OVERLAYS



## TOTAL COVERAGE RATIO<sup>1</sup>

Stage 1, 2 and 3 provisioning over gross loans, %



Robust credit position

## HIGH QUALITY STARTING POINT...

### CORPORATE & SME CREDIT BOOK

High-risk<sup>2</sup> exposure at ...



### INDIVIDUALS

Analysis of potential effects from stressed inflation and interest rates **confirms resilience of portfolio debt repayment capacity**

## ... COMPLEMENTED BY PRE-EMPTIVE ACTIONS

- Refocusing commercial efforts on product mix and clients
- More targeted approach to new business
- Frontloading of costs reductions w/o impacting business growth

### 2022 figures Group excl. Russia. Stated figures for previous years

- Source: EBA transparency exercise and publicly available data; as of FY21; Selected peers: BBVA, Banco BPM, BNP Paribas, Commerzbank, Credit Agricole S.A., Deutsche bank, Erste Bank Group, ING, Intesa San Paolo, Raiffeisen Bank International, Santander, Société Générale; UniCredit data as of 2Q22 Group incl. Russia for comparison purposes
- Performed assessment on selected Enterprises portfolio. See Annex for additional details. Total EaD reported including only Enterprises and Individuals segments, Enterprises split based on managerial industry clustering
- Corporates & SMEs belonging to energy intensive sectors and/or those exposed to supply chain constraints, before bottom-up exposure considerations and potential government support measures



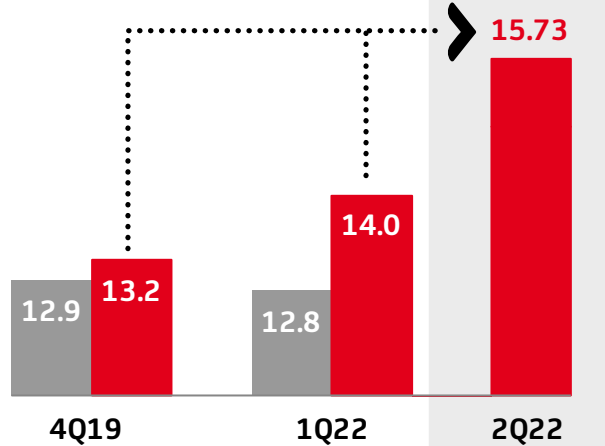
# Strong line of defence: solid capital with organic generation above target



Uniquely positioned to face macro headwinds...

## Strong capital position

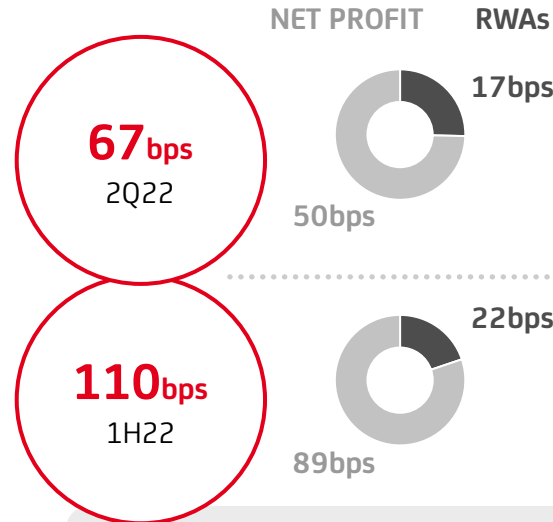
**CET1 RATIO, %**  
STRONG CAPITAL BUFFER



■ Peers<sup>1</sup> ■ UniCredit

## Strong capital generation

**ORGANIC CAPITAL GENERATION**



Ahead of **+150bps** annual average UniCredit Unlocked target

## Supported by transformed business model

	AVERAGE 2Q17-2Q19	UNICREDIT UNLOCKED AVERAGE 2Q21-2Q22
<b>NET REVENUE</b> % Y/Y GROWTH RATE <sup>2</sup>	-6%	25% ↑
<b>COST / INCOME</b> % RATIO	55%	53% ↓
<b>ROTE @13%<sup>3</sup></b> % RATIO	7.1%	10.2% ↑
<b>NET REVENUE / RWA</b> % RATIO	4.5%	5.3% ↑

2022 figures Group excl. Russia except for CET1 ratio; Stated figures for previous years

1. CET1r FL from publicly available data; Peer group: BBVA, Banco BPM, BNP Paribas, Commerzbank, Credit Agricole S.A., Deutsche bank, Erste Bank Group, ING, Intesa San Paolo, Raiffeisen Bank International, Santander, Société Générale

2. Average of quarters Y/Y growth rate, calculated on a like for like basis.

3. For ROTE @13%: Net Income adjusted for one-offs as per market presentation. Capital adjusted at 13% CET1r.



# Delivering excellent results, best first half and 2Q in at least a decade



## 3 LEVERS

Largely under management control giving confidence in our strategic plan

**NET REVENUE** +10% 1H/1H  
o/w +5% Gross revenue

High risk-adjusted return growth across the regions

**COST** -3.4% 1H/1H

We continue to manage our cost base without impact on revenue generation

**CAPITAL** 110bps 1H22  
Organic capital generation

Above target, supporting healthy distributions and absorbing shocks

## RESULTS

In million	2Q22	excl. Russia	Group	1H22	excl. Russia	Group
		Y/Y			1H/1H	
<b>Net Revenue</b>	4.352	+12%	4.782	9.088	+10%	8.515
o/w Revenue	4.461	+5%	4.780	9.248	+5%	9.796
o/w LLP	-108	-72%	2	-161	-70%	-1.281
<b>Total Costs</b>	-2.288	-4.4%	-2.358	-4.577	-3.4%	-4.702
<b>GOP</b>	2.172	+17%	2.422	4.671	+15.3%	5.094
<b>Net Profit<sup>1</sup></b>	1.482	+67%	1.818	2.672	+59%	2.092
<b>RoTE</b>	13.0%	+5p.p.	15.1%	11.7%	+4p.p.	8.7%
<b>RoTE @13%</b>	15.7%	+6 p.p.	18.0%	14.1%	+5 pp	10.4%
<b>C/I Ratio</b>	51.3%	-5p.p.	49.3%	49.5%	-4p.p.	48.0%
<b>CET1r</b>			15.73%			15.73%

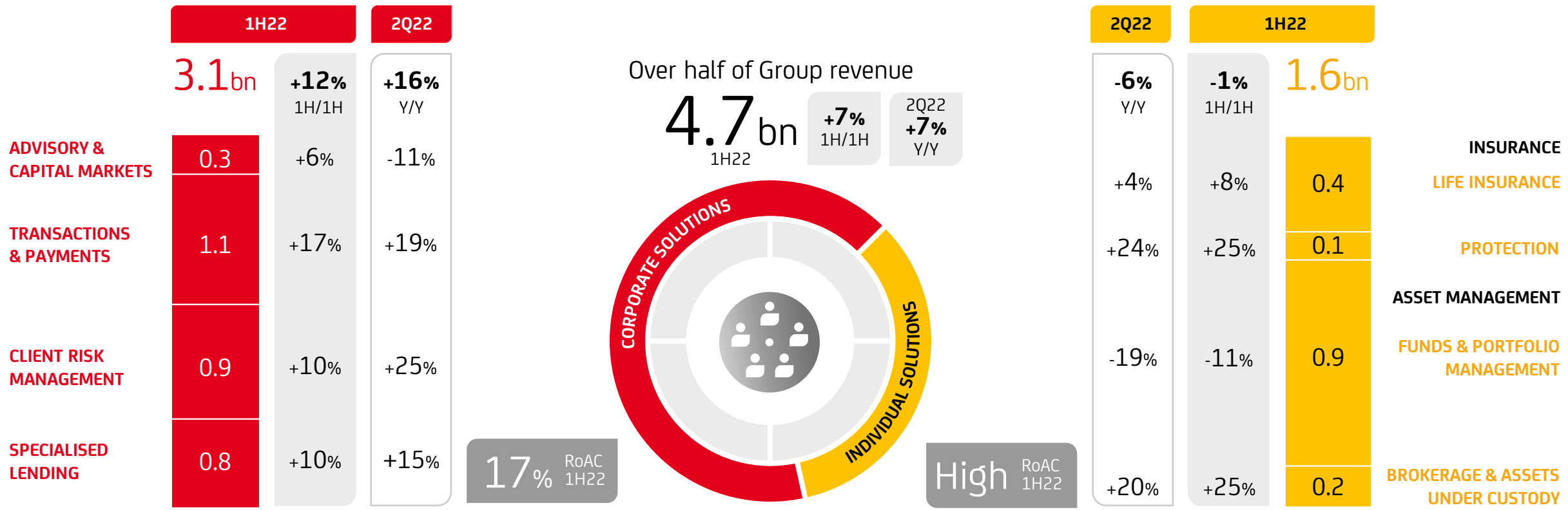
Completed first 2021 share buyback tranche of 1.6bn, equal to 7.4% of share capital  
Submitted remaining 1.0bn to ECB for approval<sup>2</sup>

All figures related to Group excl. Russia except CET1r, or unless otherwise stated

1. Net Profit adjusted for AT1 and Cashes 2. Distribution subject to supervisory and shareholder approvals



# Client Solutions diversified offering as key engine for organic revenue growth

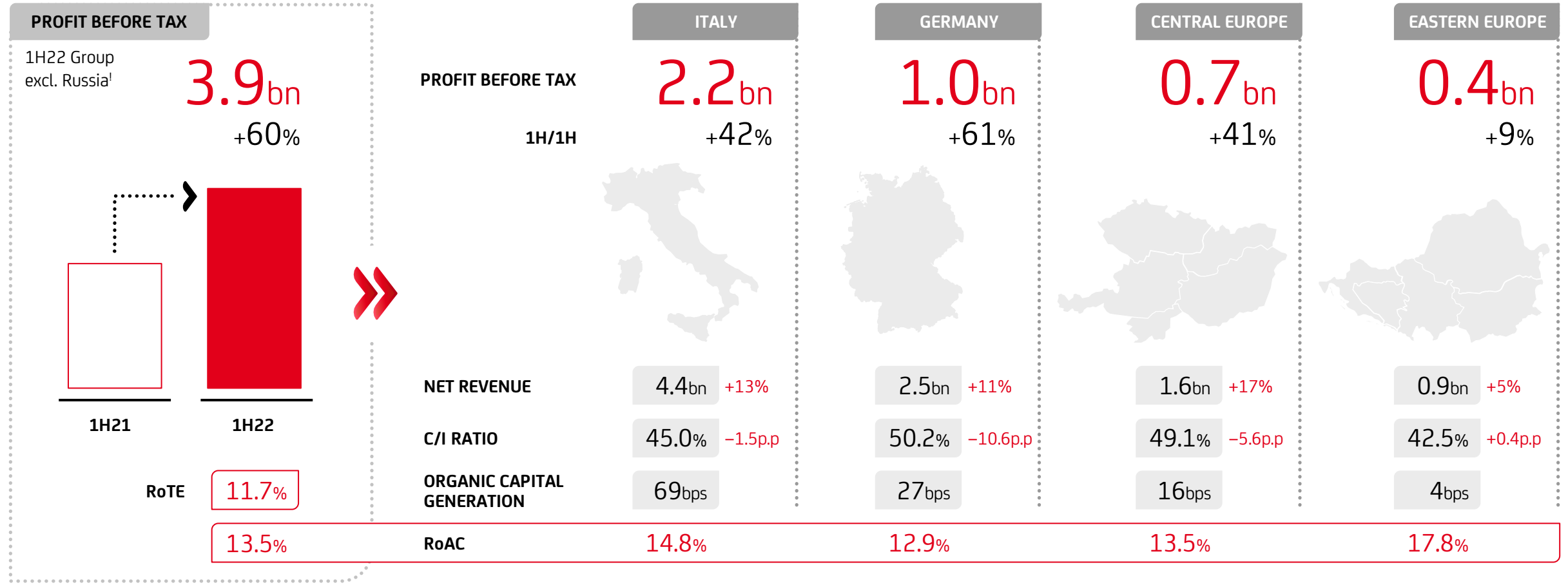


We are performing above UniCredit Unlocked and delivering across all our levers



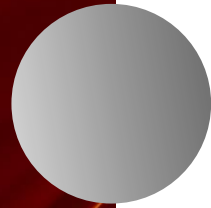


# All regions delivering above UniCredit Unlocked and at record levels

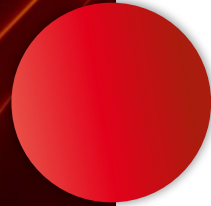


Data as of 30 June 2022, all deltas 1H22/1H21, Group excl Russia  
 1. 'Group excl. Russia' also including Group Corporate Centre

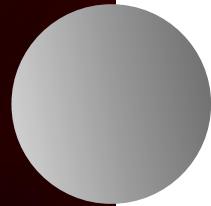




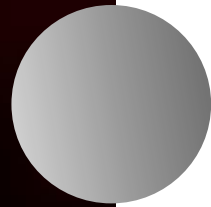
Introductory remarks



**Financial highlights** – S. Porro, CFO



Closing remarks



Annex



# 2Q22 financial highlights



## Key recent financial events

- 2021 first share buyback tranche of 1.6bn completed with all shares cancelled on 19/07/2022 (162m shares equal to 7.4% of share capital)
- Executing strategy to reduce NPEs:
  - disposal of c.2.0bn of UTP portfolio
  - disposal of c.1.3bn of NPL portfolio
  - signed partnership with Prelios for management of UTP loans in Italy
- EGM in 3Q22 for shareholder authorisation to increase the number of shares to be purchased for 2021 second share buyback<sup>2</sup> tranche of 1.0bn

All figures related to Group excl. Russia	2Q22	vs 1Q22	vs 2Q21
Net Revenue	4.4bn	-8%	+12%
<i>o/w Revenue</i>	4.5bn	-7%	+5%
<i>o/w LLPs</i>	-0.1bn	n.m.	-72%
Net Profit <sup>1</sup>	1.5bn	+24%	+67%
Cost/Income ratio	51%	3 p.p.	-5 p.p.
Cost of Risk	10bps	+5bps	-26bps
RoTE	13.0%	+3 p.p.	+5 p.p.
CET1 ratio <i>(Group incl. Russia)</i>	15.73%	+173bps	+22bps
Diluted EPS <i>(Eur)</i>	0.69	+26%	+73%

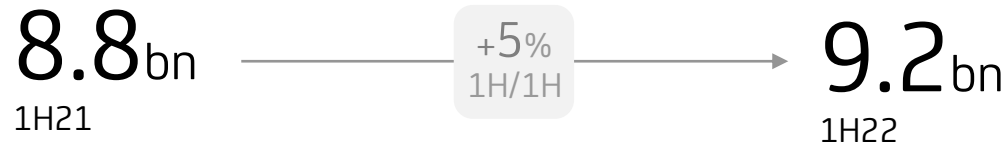
1. 2Q22 stated net profit for Group incl. Russia at 2.0bn, +>100% Q/Q and +95% Y/Y. 2Q22 stated net profit for Group excl. Russia at 1.7bn, +40% Q/Q and +74% Y/Y  
 2. Subject to supervisory approval  
 Refer to Annex for Stated Net Profit and Net Profit definitions



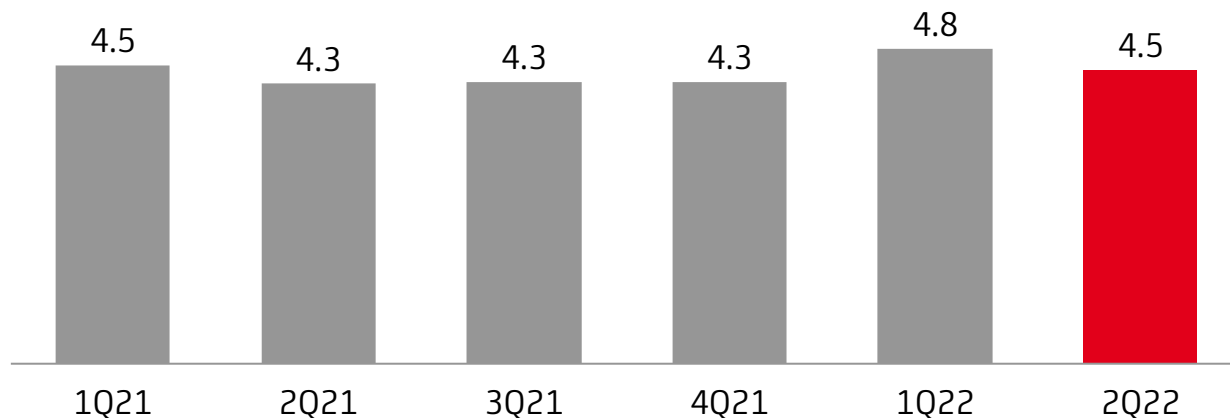
# Revenue up 5% Y/Y driven by net interest and fees

Net revenue growth Y/Y supported by strong commercial activity and resilient asset quality

Revenue, bn

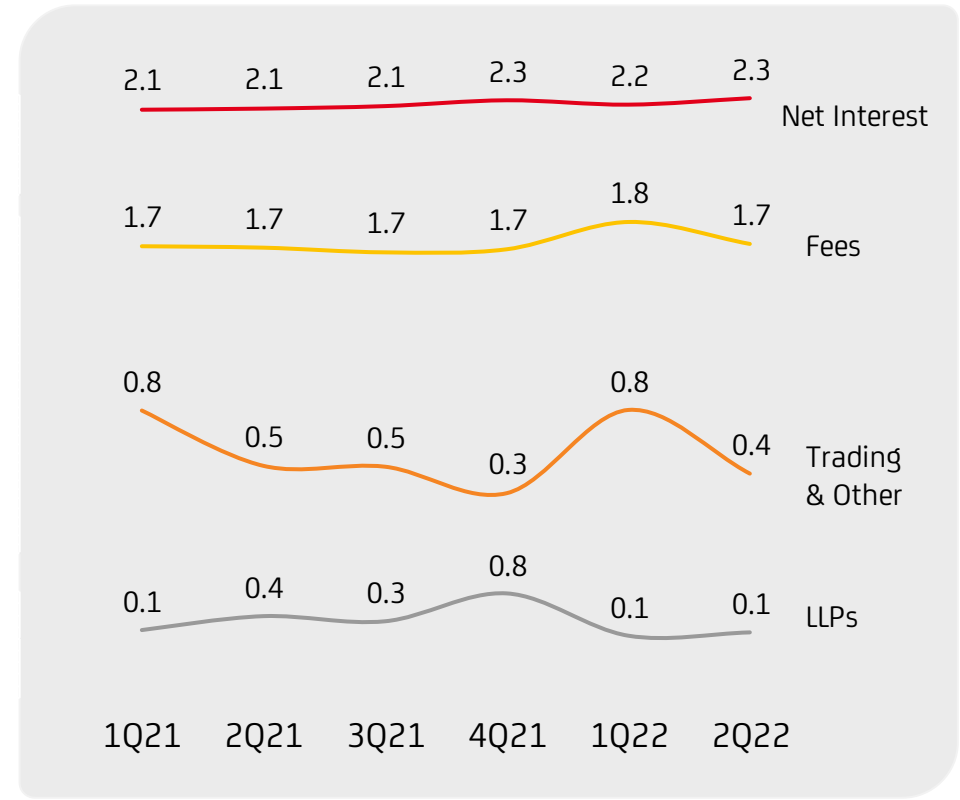


Revenue quarterly, bn



+5% Y/Y

Net Revenue quarterly evolution by item, bn



Net revenue **4.4bn**  
+12% Y/Y

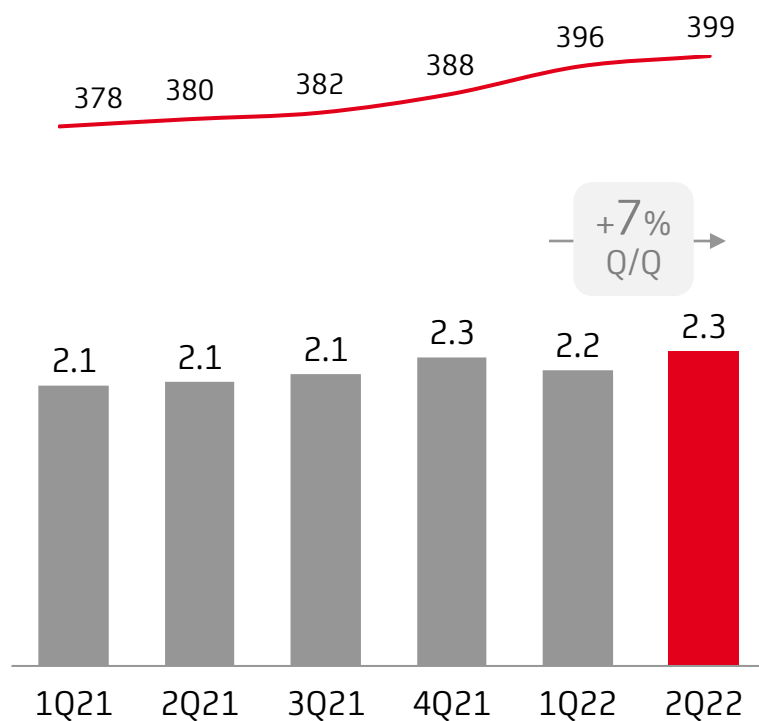


# Net interest income up 7% Q/Q driven by improving rates

Year-To-Date, bn



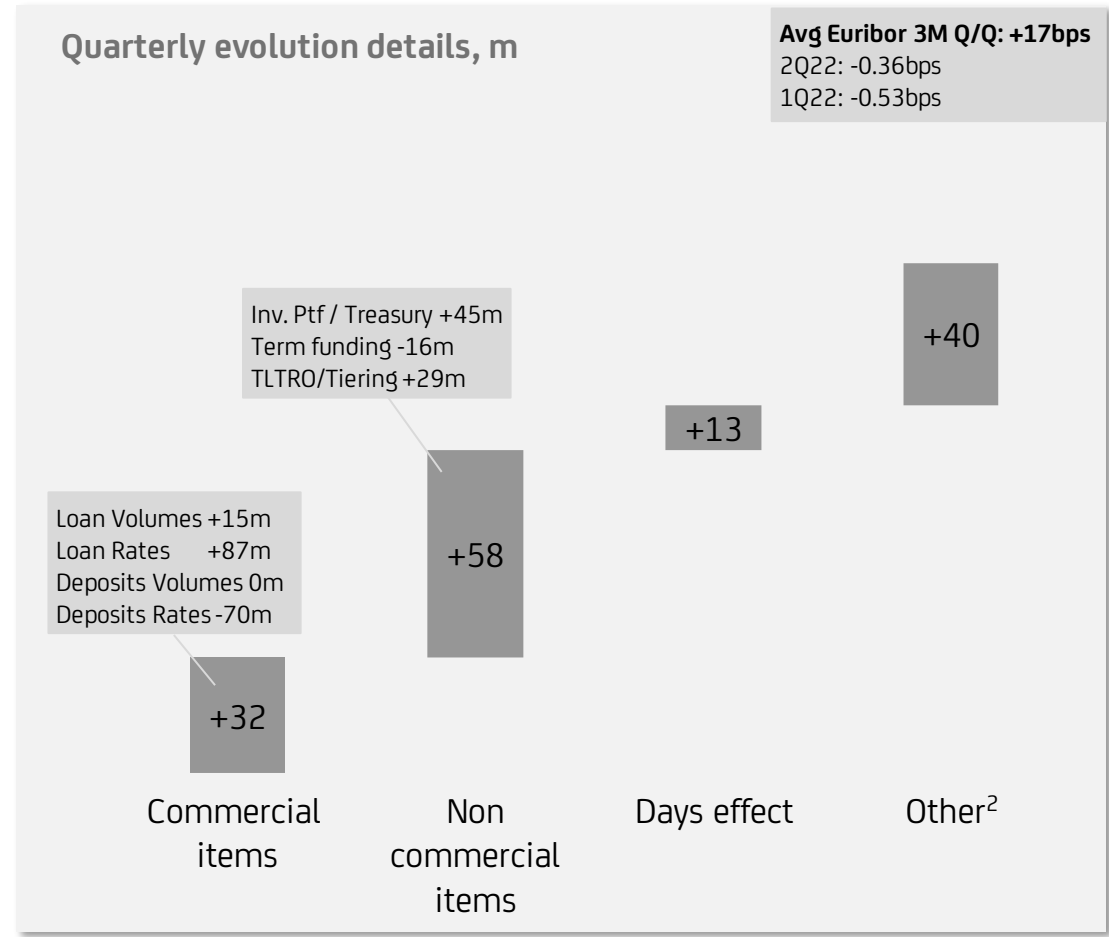
Quarterly evolution, bn



■ Net Interest<sup>1</sup>

— Gross commercial performing loan volumes avg

Quarterly evolution details, m



All figures related to Group excl. Russia

1. Net contribution from hedging strategy of non-maturity deposits in 2Q22 at 244.0m, -50.2m Q/Q and -124.2m Y/Y

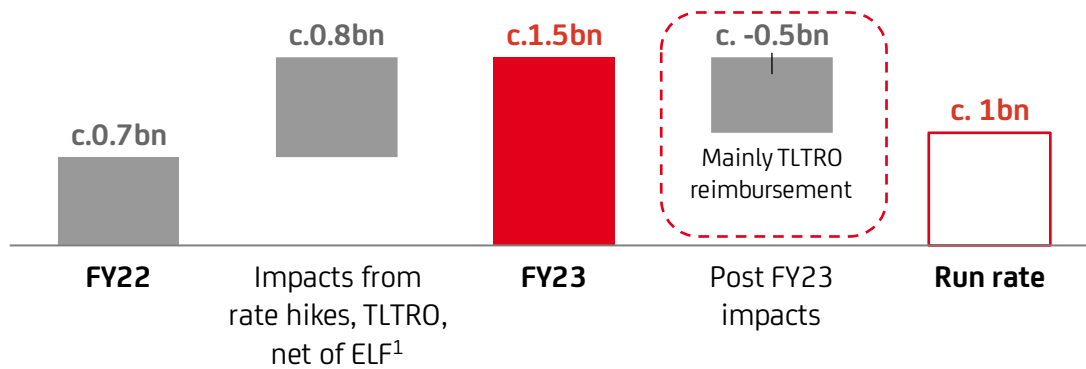
2. Other includes: margin from impaired loans, time value, FX effect, one-offs and other minor items



# Net interest income outlook benefitting from improved rate environment

## Managerial NII sensitivity

+100bps scenario



c.0.7bn

of **FY22 NII managerial projection** thanks to stronger rates increase in both Western Europe and CEE. Positive loan volumes effect offset by loan spreads

c.1.5bn

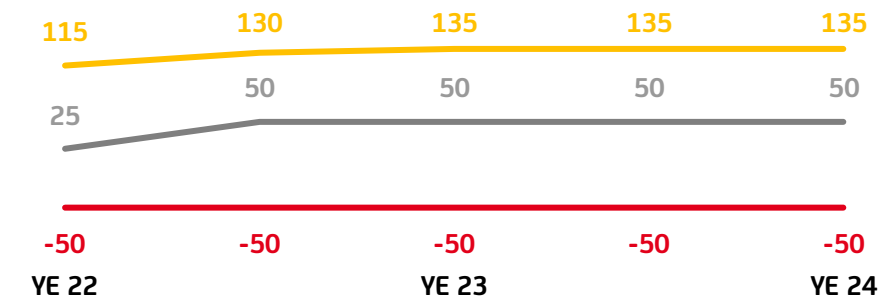
of **FY23 NII managerial sensitivity** not embedded in original UniCredit Unlocked projections

c.1bn

**post FY23 run-rate** sensitivity net of TLTRO reimbursement

## ECB Deposit Facility rate

UniCredit Unlocked vs. managerial scenario



— Market implied forward — Unicredit Unlocked Scenario — Slowdown scenario

## Assumptions on sensitivity

- ECB deposit rate increases by 50bps in July 2022, further +25bps by year-end 2022 and additional +25bps by 1H23. Remain stable at 50bps thereafter
- **ELF<sup>1</sup> and tiering contribution fully removed** with ECB deposit facility **rate at zero**
- **TLTRO**: based on contractual terms and ECB deposit facility rate path
- From **+50bps to +100bps** ECB deposit facility rate, **incremental benefit** for every 10bps **progressively decreasing from +100m to +80m**



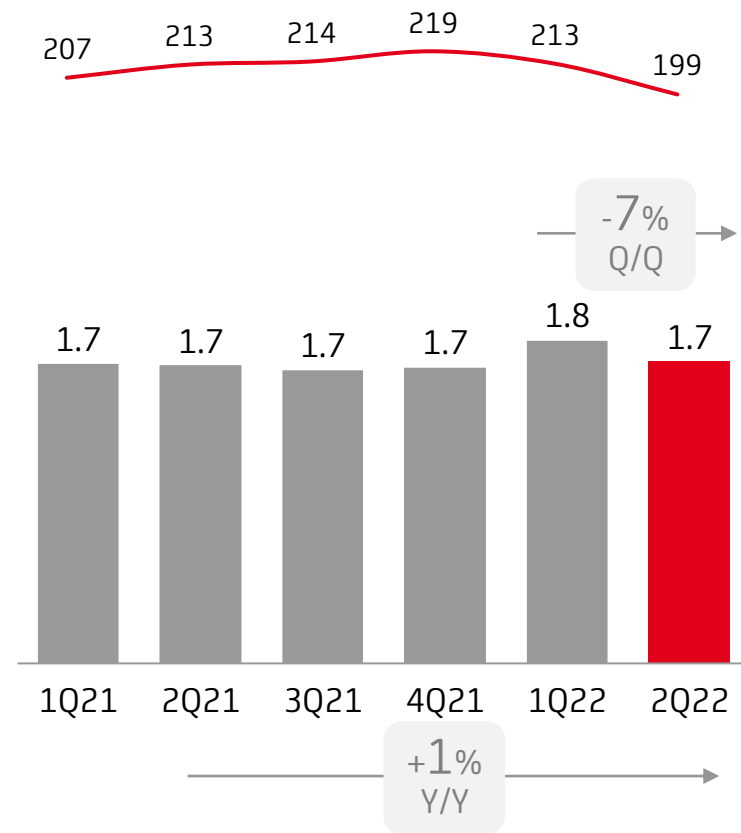
# Fees +1% Y/Y leading to a record first half

Benefit of diversification as strong financing and transactional fees offset market driven decline in investment fees

Year-To-Date, bn



Quarterly evolution, bn



■ Fee

— AuM stock

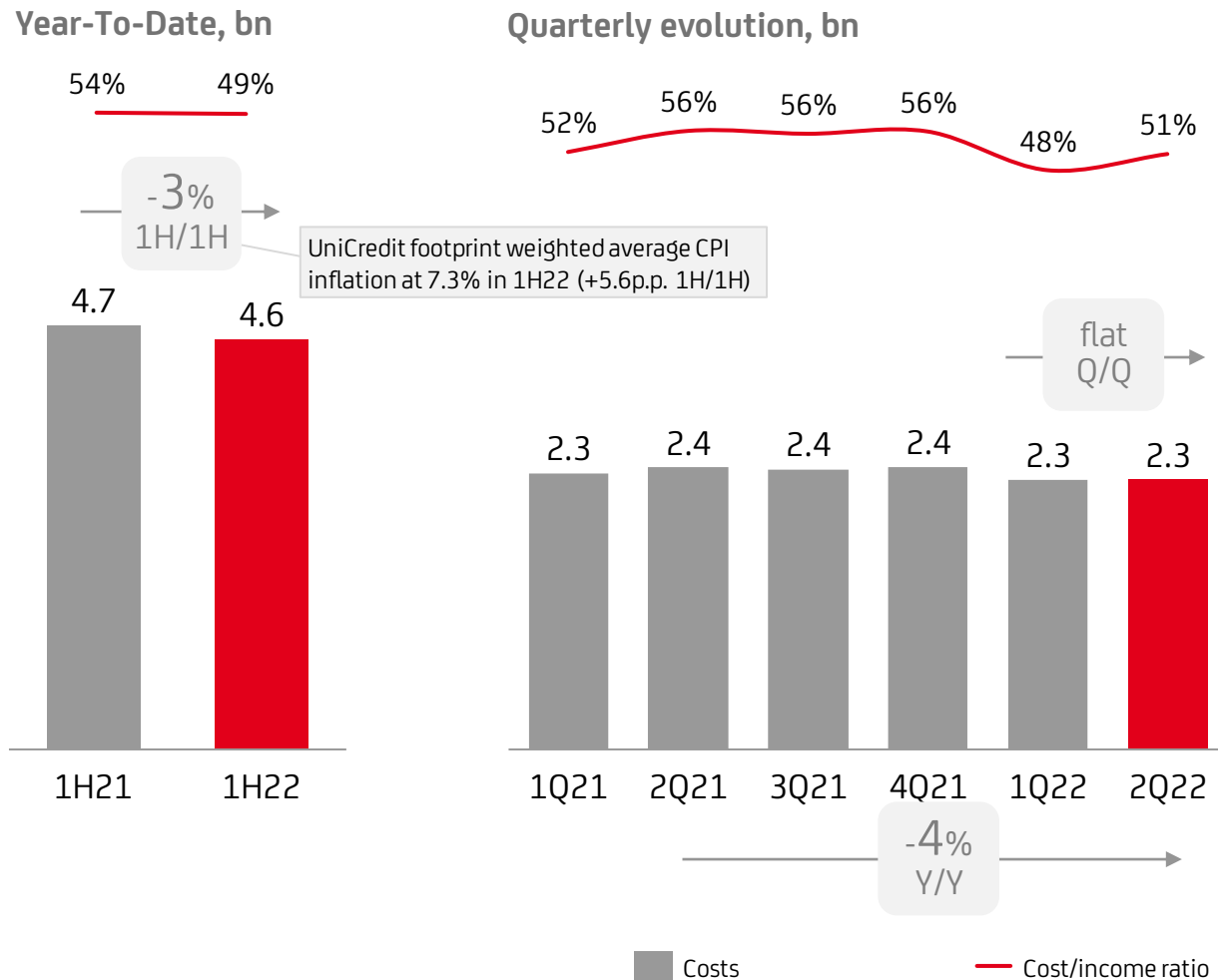
Split by fee categories in the quarter

Investment	0.7 bn 2Q22	-11% Q/Q	-8% Y/Y
Financing	0.4 bn 2Q22	-11% Q/Q	+3% Y/Y
Transactional	0.6 bn 2Q22	+2% Q/Q	+13% Y/Y



# Cost base down 4% Y/Y with effective management control

Prior actions to frontload key cost initiatives delivering compelling results despite inflation



Quarterly delta			
HR Cost	1.4bn 2Q22	-2% Q/Q	-4% Y/Y
Non HR Cost	0.9bn 2Q22	+3% Q/Q	-6% Y/Y

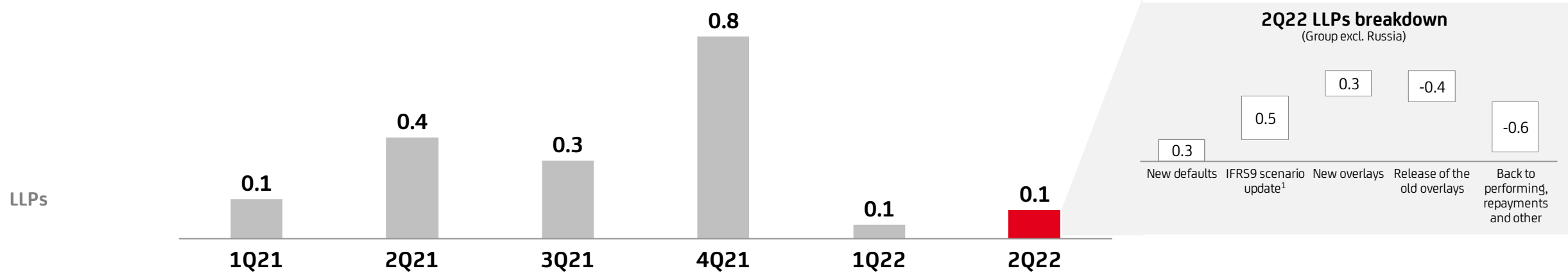




# Low defaults sustain CoR while maintaining forward looking overlays

New additional **overlays largely on energy intensive sectors** set aside in 2Q22, offset by releases of prior ones

Default rate	2.1%	1.5%	1.3%	1.3%	0.7%	0.8%
Cost of risk	13bps	36bps	28bps	71bps	5bps	10bps



- Overlays broadly unchanged Q/Q with **updated IFRS9 macro scenarios**
- Continued **positive development of default rate** leading to low NPEs inflows
- Repayments driving **write-backs on NPEs**

c.1.1bn

c.1.0bn

**Overlays**

on performing portfolio

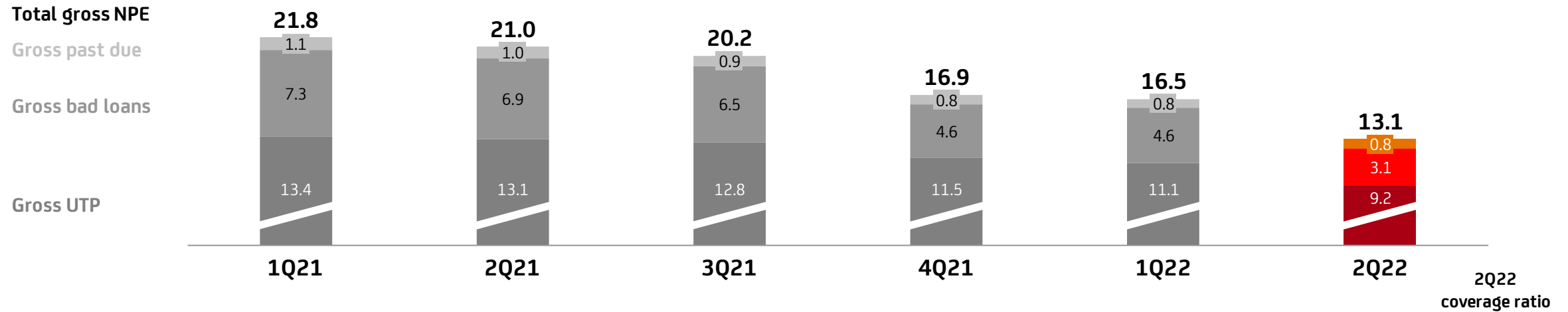
All figures related to Group excl. Russia

1. Gross of overlays released

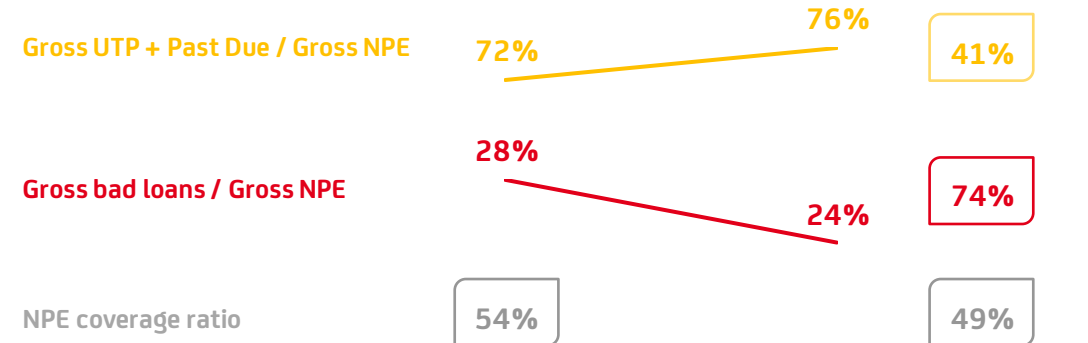


# Further reduction of gross and net NPE ratios and improved NPE mix

Gross NPE ratio	4.8%	4.7%	4.6%	3.7%	3.6%	2.8%
Net NPE ratio	2.1%	2.1%	2.1%	1.8%	1.7%	1.5%



- **NPE coverage ratio** down for positive mix effect (lower weight of bad loans) and further **NPE disposals**
- 2Q22 net bad loans **lower than 1bn** 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% coverage) and c.1bn overlays

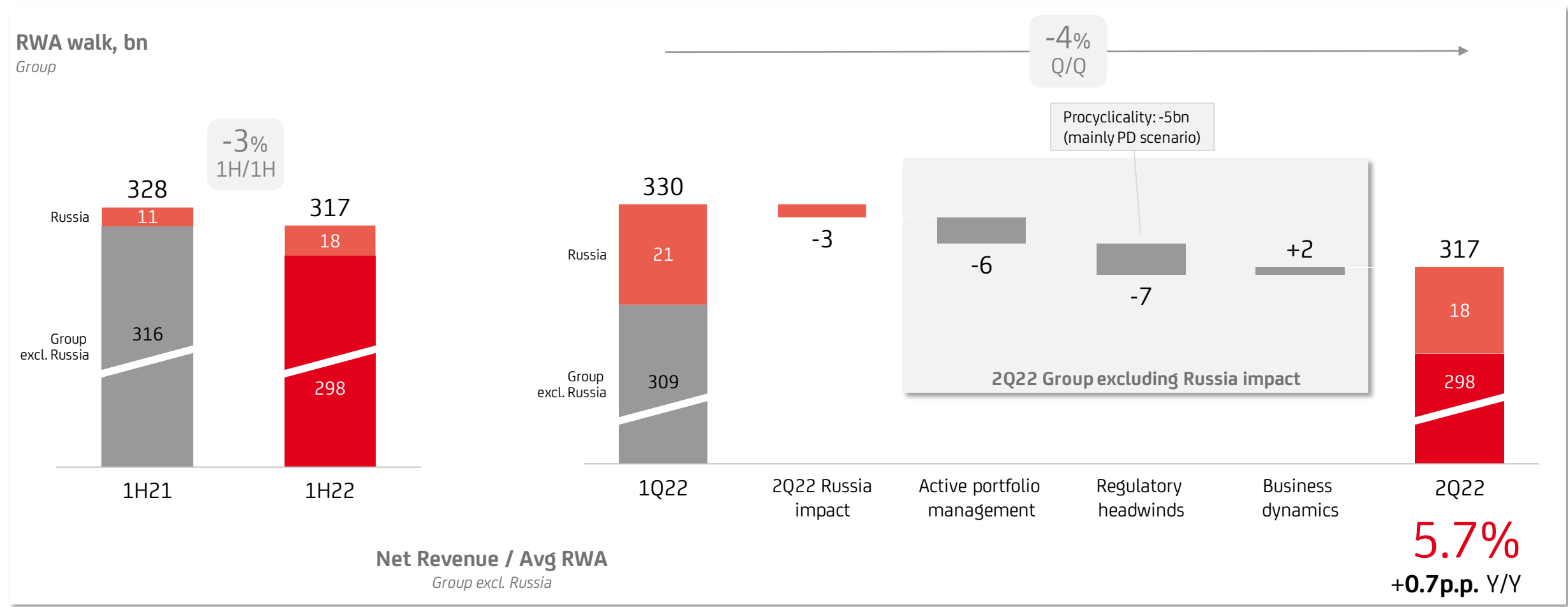


All figures related to Group excl. Russia

Gross NPE ratio for Group excl. Russia using more conservative EBA definition is 2% at 2Q22, compared to weighted average of EBA sample banks of 1.9% (as of 1Q22)

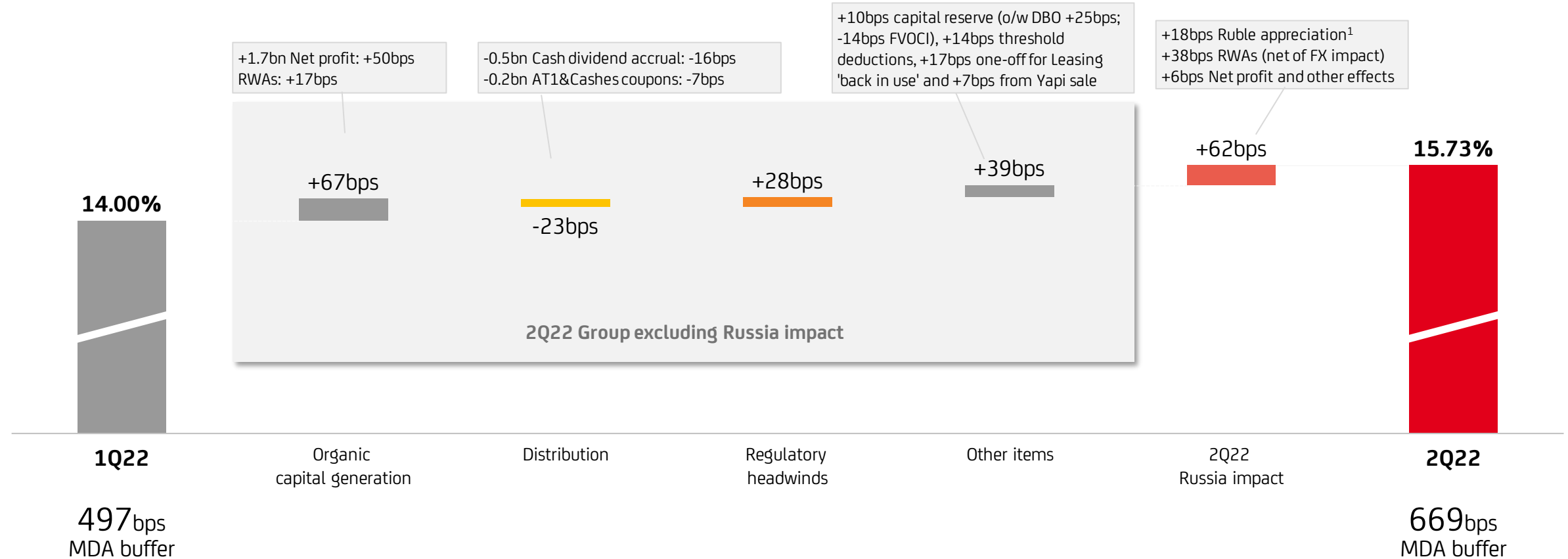


# RWAs down 4% Q/Q mainly thanks to optimisation and procyclicality tailwind



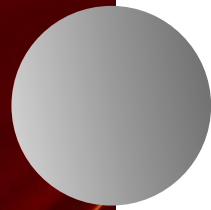
# Strong organic capital generation underpinning record CET1r at 15.73%

CET1r also positively impacted by capital reserves and other items



As of 30 Jun 22: +10bps parallel shift of BTP assets swap spread has -2.1bps pre (-66m) and -1.5bps post tax (-48m) impact on the fully loaded CET1 ratio

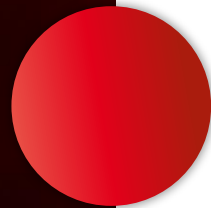




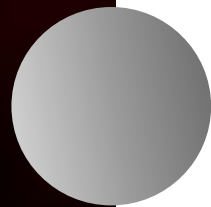
Introductory remarks



Financial highlights



**Closing remarks – A. Orcel, CEO**



Annex



# Improving 2022 guidance and confirming financial resilience over plan

## 2022 GUIDANCE<sup>1</sup>

Net revenue	>16.7 <sub>bn</sub>
Net interest	c.9.2 <sub>bn</sub>
Costs	c.9.5 <sub>bn</sub>
Cost / Income	c.55%
Net profit	c.4.0 <sub>bn</sub>
Cost of risk	<30 <sub>bps</sub>
CET1r <sup>2</sup>	>13%

## ROBUST PERFORMANCE EVEN IN 'RECESSION' SCENARIO

**COST OF RISK**  
(Avg. p.a. 2022-2024)

**NET PROFIT**  
(2024)

**ORGANIC CAPITAL  
GENERATION**  
(Avg. p.a. 2022-2024)

**DISTRIBUTION**  
(2021-2024)

UniCredit Unlocked

Updated 'slowdown' scenario

Updated 'recession' scenario

**UNICREDIT UNLOCKED  
FINANCIAL AMBITION**  
Group excl. Russia

30-35  
bps

c.4.3  
bn

c.150  
bps

≥16  
bn



# Another important step in the delivery of **UniCredit Unlocked**

2Q22 confirms our **growth trajectory** while maintaining a **conservative approach** and **positions us** ahead of competitors to **face macro headwinds** with a **well managed Russia exposure**



## CONTINUE TO BEAT **UNICREDIT UNLOCKED** BUSINESS PLAN

Delivered best 1H in the last 10 years in GOP and Profit before Tax<sup>1</sup>

Outperformed **Unlocked** guidance across our three financial levers

All our regions and our product factories delivering strong results



## WELL PREPARED TO FACE **MACRO HEADWINDS**

Unwavering commitment to **UniCredit Unlocked** imperatives

Strong starting position to face uncertainty with prudent overlays and provisioning

Determined to deliver sustainable results and returns



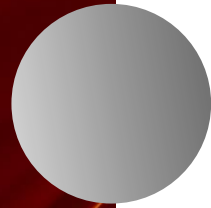
## AND BUILDING FOR **TOMORROW**

Continue supporting our clients' just and fair transition ...

... with strong environmental lending at 5.5bn and social lending at 2.6bn during 1H22

We recognise our important role in supporting the real economy and will continue to bolster businesses, with the aim of generating positive impacts for our communities through social finance and donations

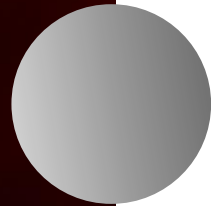




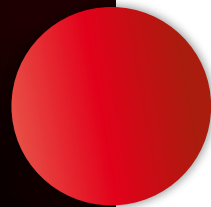
Introductory remarks



Financial highlights



Closing remarks – A. Orcel, CEO



**Annex**





# Group P&L and selected metrics

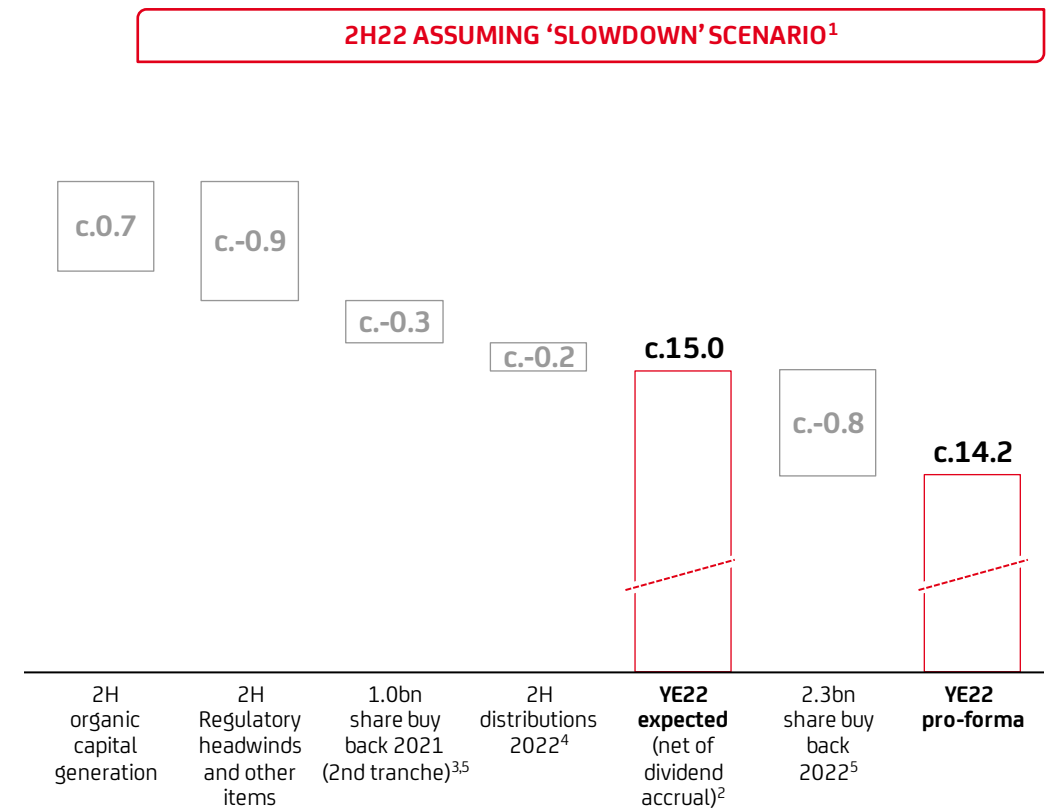
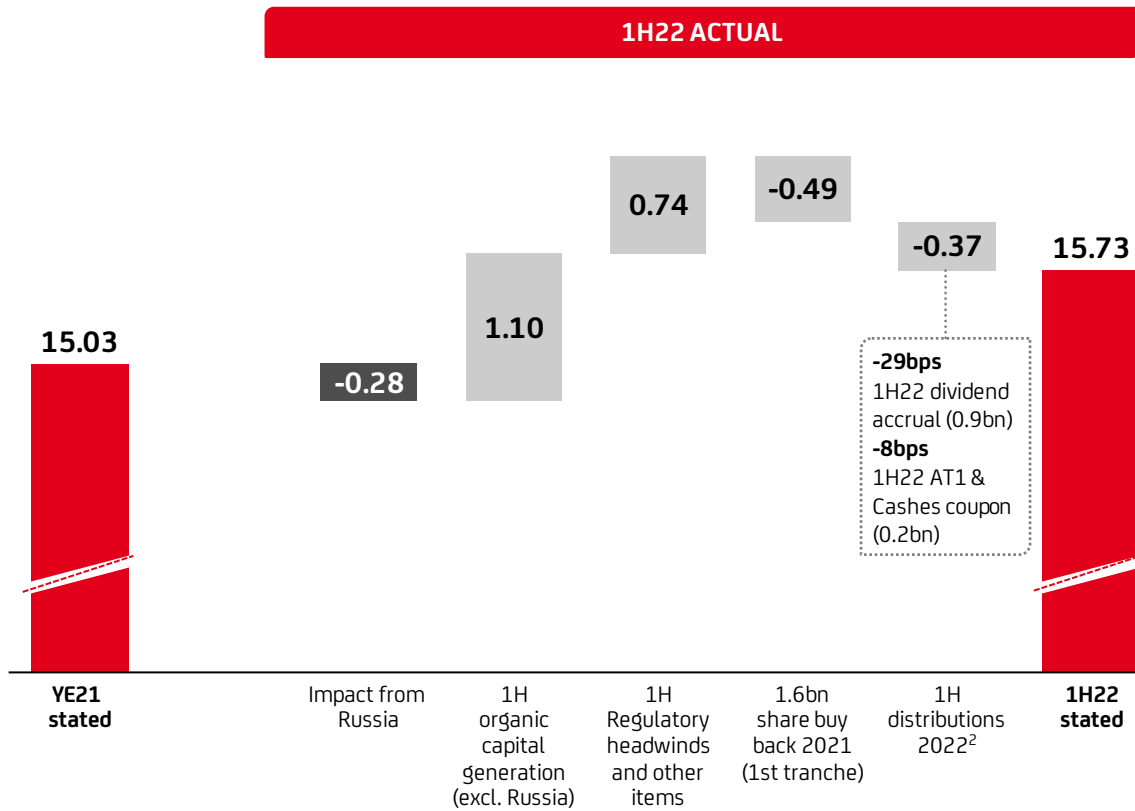
All figures in bn <i>Unless otherwise stated</i>	Group					Group excl. Russia
	2Q21	3Q21	4Q21	1Q22	2Q22	2Q22
Revenue	4.4	4.4	4.4	5.0	4.8	4.5
Costs	-2.5	-2.4	-2.5	-2.3	-2.4	-2.3
LLPs	-0.4	-0.3	-0.8	-1.3	0.0	-0.1
<b>Net Operating Profit</b>	<b>1.6</b>	<b>1.7</b>	<b>1.2</b>	<b>1.4</b>	<b>2.4</b>	<b>2.1</b>
Systemic Charges	-0.1	-0.2	-0.1	-0.7	-0.1	-0.1
Integration Costs	-0.0	-0.0	-1.3	-0.0	0.0	0.0
<b>Stated Net Profit</b>	<b>1.0</b>	<b>1.1</b>	<b>-0.9</b>	<b>0.3</b>	<b>2.0</b>	<b>1.7</b>
<b>Net Profit</b>	<b>1.0</b>	<b>1.1</b>	<b>0.7</b>	<b>0.3</b>	<b>1.8</b>	<b>1.5</b>
Cost / Income ratio, %	56	55	56	47	49	51
Cost of Risk, bps	33	27	73	114	0	10
Tax rate, %	24%	25%	n.m.	55% <sup>1</sup>	19%	22%
CET1r, %	15.50%	15.50%	15.03%	14.00%	15.73%	-
RWA	327.7	328.0	322.0	329.9	316.7	298.4
RoTE, %	8.0%	8.8%	5.5%	2.3%	15.1%	13.0%
Diluted EPS, Eur	0.43	0.48	0.30	0.13	0.84	0.69
Tangible book value per share, Eur	23.5	24.0	23.9	24.2	25.9	-

Used for distribution calculation purposes



# 2022 CET1 ratio walk

## CET1r, % including threshold impacts on capital and RWA



1. Details at page 4
2. 2022 cash dividend is accrued at 35% of Net Profit Group excl. Russia, net of AT1, CASHES coupons and impacts from DTAs from tax loss carry forward contribution (zero in 1Q22 and 6m in 2Q22)
3. 2nd tranche of 1.0bn share buy back submitted to ECB

4. 2H distributions are based on cash dividend accrual (see footnote 2) plus AT1 and CASHES coupons if conditions are met or discretion is exercised
5. Subject to supervisory and shareholder approvals



# Russia exposure details

	RUSSIA EXPOSURE MAX. CAPITAL IMPACT		EXTREME LOSS ASSESSMENT <sup>1</sup>		CAPITAL EQUIVALENT OF 1H22 P&L AND EQUITY IMPACTS				RESIDUAL <sup>2</sup> IMPACT FROM EXTREME LOSS ASSESSMENT <sup>1</sup>	
	22nd of July		22nd of July		Taken in 1H22		Taken in 2Q22		1Q22 market presentation	22nd of July
Exposure, bn	bn	bps	bn	bps	bn	bps	bn	bps	bps	bps
CET1r impact										
Participation	-3.5 <sup>3</sup>	-54 <sup>4</sup>	-3.5 <sup>3</sup>	-54 <sup>4</sup>	+0.9 <sup>3</sup>	+2 <sup>4</sup>	+1.5 <sup>3</sup>	+52 <sup>4</sup>	+4 <sup>4</sup>	-54 <sup>4</sup>
Derivatives	-0.8	-29	-0.3	-9	-0.1	-2	+0.0	+0	-15	-9
Cross-border exposure <sup>5</sup>	-2.8	-89 <sup>4</sup>	-1.4	-38 <sup>4</sup>	-0.7	-30 <sup>4</sup>	+0.1	+10 <sup>4</sup>	-14 <sup>4</sup>	-8 <sup>4</sup>
Additional intragroup exposure <sup>6</sup>	-0.3	-9	-0.3	-9					-12	-9
<b>Total impact</b>	<b>-7.2</b>	<b>-180</b>	<b>-5.4</b>	<b>-110</b>	<b>+0.1</b>	<b>-30</b>	<b>+1.6</b>	<b>+62</b>	<b>-36</b>	<b>-80</b>

Higher impact from **RUB appreciation** and Q22 **capital generation**; prudent approach in 1Q resulted in **limited release of provisions in 2Q**

**Intragroup only** and **fully collateralised**; -0.1bn taken in 1H22 is the cost incurred in 1Q22

Releases in cross-border mainly thanks to **repayments and exposures reduced further** by actively working with clients

14.20% Improved from 12.99% as of 1Q22 market presentation

15.73%

13.65% pro-forma as of 1Q22

14.93%

Strong **cross-border exposure reduction** thanks to **proactive actions** at minimum cost

**c.-2.7bn<sup>7</sup>**  
Since March, executed **de-risking actions** of exposure **at a minimum cost**

**c.40%**  
**Non-local exposure reduction**

**110bps**  
Capital impact...

**o/w 30bps**  
taken in 1H22

**c.28%**  
Absorbed

**Lower absorbed % Q/Q** driven by the **participation capital generation and RUB appreciation** which also **meaningfully benefited 2Q22 CET1r**

- 'Extreme loss assessment' includes certain financial and credit assumptions and cross border recoverability of c.50%
- Hypothetical impact on CET1r if extreme loss scenario materialises (not UniCredit base case); Residual means not already reflected in actual 2Q22 CET1r
- Incl. P&L and Capital
- Incl. movement in RWA
- Net of Export Credit Agency guarantees of c. 0.5bn
- Net of Export Credit Agency guarantees of c. 0.1bn
- Delta since 8th March excluding change in FX hedging and additional exposure (as per page 3 of 1Q22 market presentation)

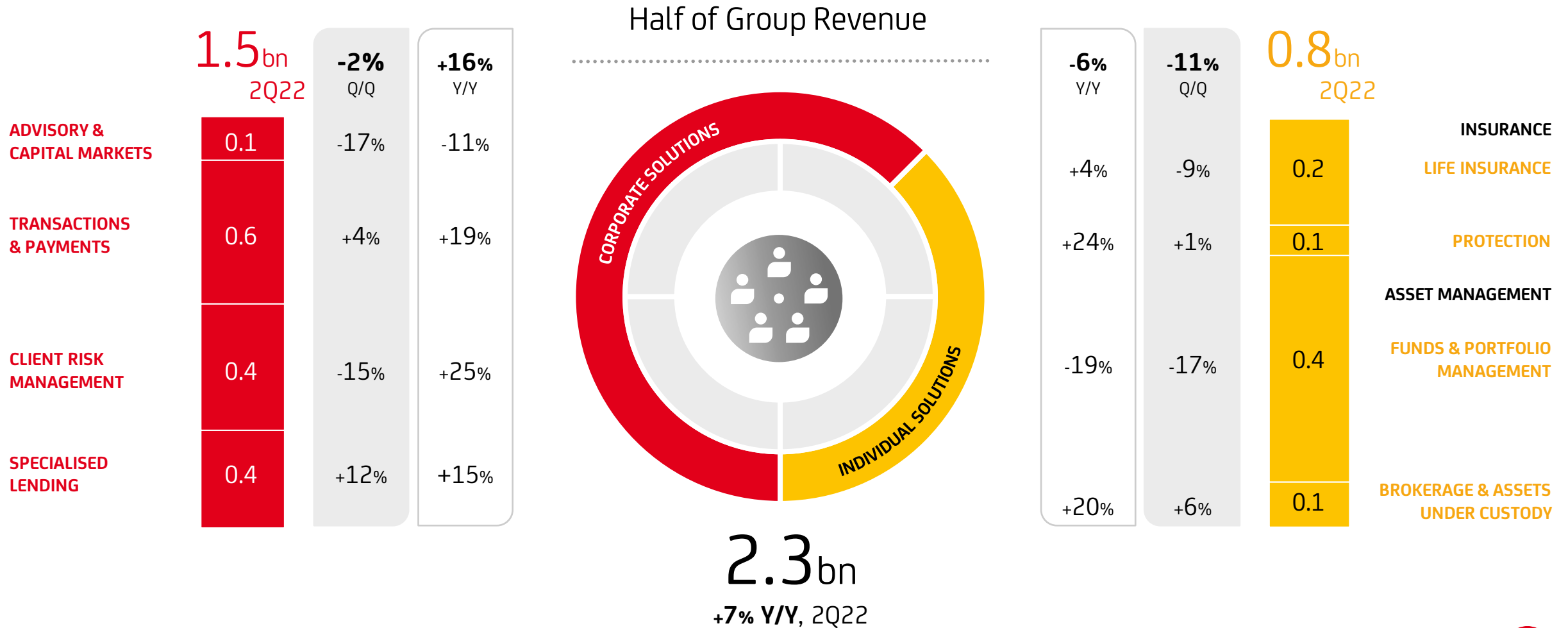


# Loan and deposit volumes

	2Q22 avg gross commercial performing loans, bn	vs 1Q22	Gross customer performing loan rates 2Q22 (vs 1Q22)	2Q22 avg commercial deposits, bn	vs 1Q22	Customer deposits rates 2Q22 (vs 1Q22)
Italy	166	-0%	1.79% (+4bp)	196	+1%	0.01% (flat)
Germany	114	+2%	1.78% (+5bps)	135	+0%	0.10% (-9bps)
Central Europe	88	-0% <i>At constant FX</i>	1.82% (+20bps at constant FX)	92	+1% <i>At constant FX</i>	-0.26% (-13bps at constant FX)
Eastern Europe excl. Russia	31	+5% <i>At constant FX</i>	3.69% (+6bps at constant FX)	40	+1% <i>At constant FX</i>	-0.23% (-11bps at constant FX)
<b>Group excluding Russia</b>	<b>399</b>	<b>+1%</b>	<b>1.94%</b> (+9bps)	<b>464</b>	<b>+1%</b>	<b>-0.04%</b> (-6bps)
Russia	12	-17% <i>At constant FX</i>	6.91% (+120bps at constant FX)	14	-1% <i>At constant FX</i>	-6.28% (-220bps at constant FX)
<b>Group</b>	<b>411</b>	<b>+1%</b>	<b>2.08%</b> (+13bps)	<b>477</b>	<b>+1%</b>	<b>-0.22%</b> (-14bps)

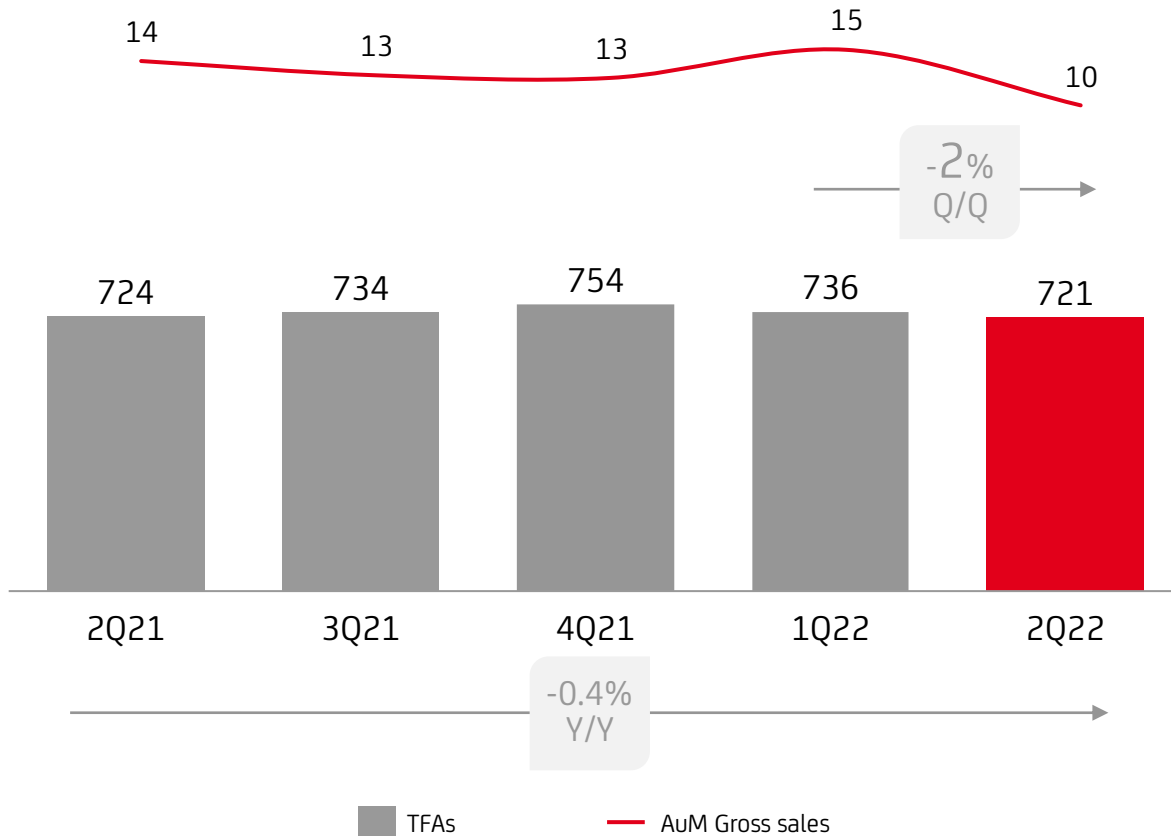


# Client Solutions - quarterly evolution



# Total Financial Assets

Quarterly evolution, bn

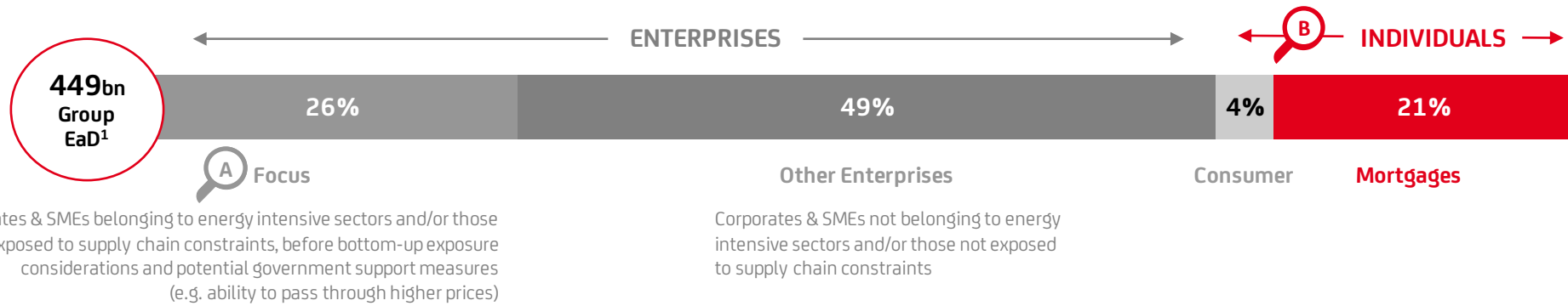


Split by TFAs in quarter, bn

AuM	199bn 2Q22	-7% Q/Q	-6% Y/Y
AuC	143bn 2Q22	-6% Q/Q	-4% Y/Y
Deposits	379bn 2Q22	+2% Q/Q	+5% Y/Y



# Spill-over analysis confirming soundness of Group risk profile



## Spill-over analysis

1. **Macro scenarios stress (including recession)** to measure tail risks and impacts on asset quality and LLPs
2. **Additionally, name-by-name analysis** focused on:

### Name-by-name analysis on Focus Enterprises

- **Energy intensive** sectors (e.g. Machinery and Metals, Utilities, Automotive, Chemicals, Building materials and others)
- **Supply chain constrains** and direct links on trade flows versus Russia/Ukraine

**High risk exposure at <1%** of total Group EaD<sup>1</sup> which equals **<5% of Focus Enterprises**

- **No evidence of deterioration** currently recorded on Focus Enterprises portfolio

### Spotlight on small business

- **Small Business** at only **c.3%** of Group EaD<sup>1</sup>
- Exposure **highly secured** (>60%)

### Spotlight on individuals

- **Limited consumer** finance (**4% of EaD<sup>1</sup>**, o/w ITA 6%, GER 1%), **low mortgage LTV (49% on mortgage stock)**, o/w ITA 40%, GER 50%)
- Early warning indicators **not showing signs of deterioration**
- Analysis of potential effects from stressed inflation and interest rates **confirms resilience of portfolio debt repayment capacity**

All figures related to Group excl. Russia. Managerial figures

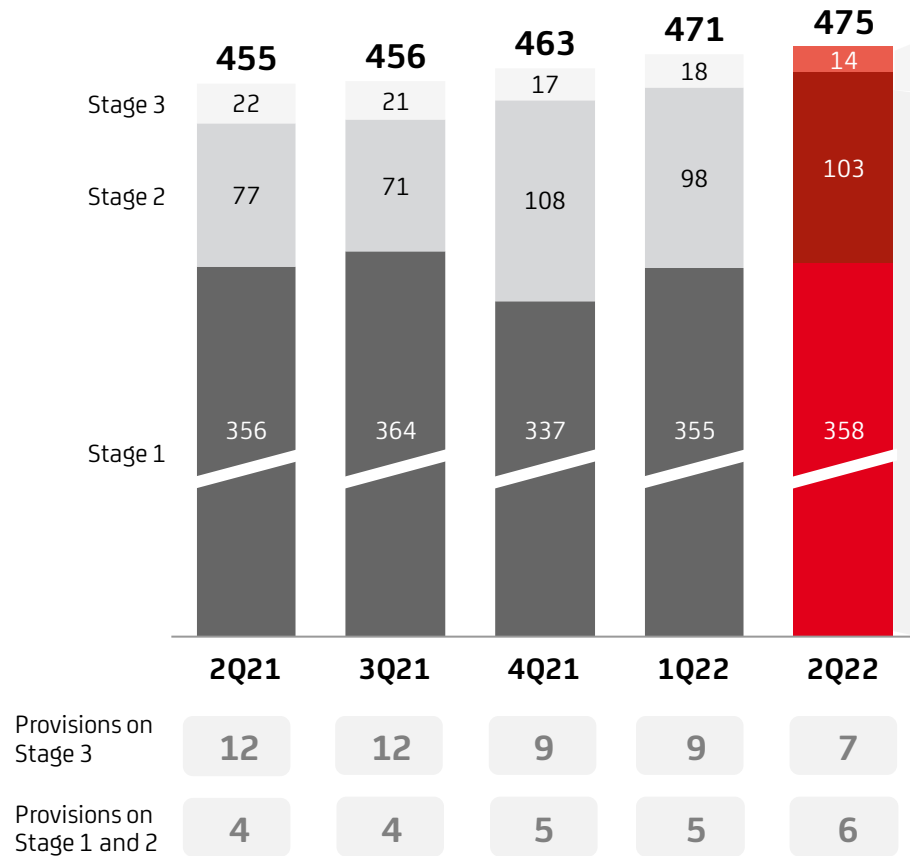
1. Total EaD reported including only Enterprises and Individuals segments, Enterprises split based on managerial industry clustering

2. Group excl. Russia



# Group gross loans breakdown by stages

Group gross loans<sup>1</sup> and provisions EoP, bn



Stage 1 and 2:  
461bn

		2021	3Q21	4Q21	1Q22	2022
<b>o/w Gross NPE</b>	Stage 3 (% of gross loans)	4.7%	4.5%	3.7%	3.8%	2.9%
	Coverage ratio	57.6%	57.1%	53.6%	52.4%	50.0%
<b>o/w Stage 2</b>	Stage 2 (% of gross loans)	17.0%	15.6%	23.4%	20.8%	21.6%
	Coverage ratio	3.5%	4.1%	3.4%	4.7%	4.7%
<b>o/w Stage 1</b>	Stage 1	78.2%	79.9%	72.9%	75.4%	75.4%
	Coverage ratio	0.3%	0.3%	0.3%	0.2%	0.3%

1. Total loans to customers end-of-period, at face value (i.e. before deduction of provisions), including active repos and (in divisional figures) intercompany, both performing and non performing (comprising bad loans, unlikely to pay, and past due); debt securities and non current assets held for disposal are excluded

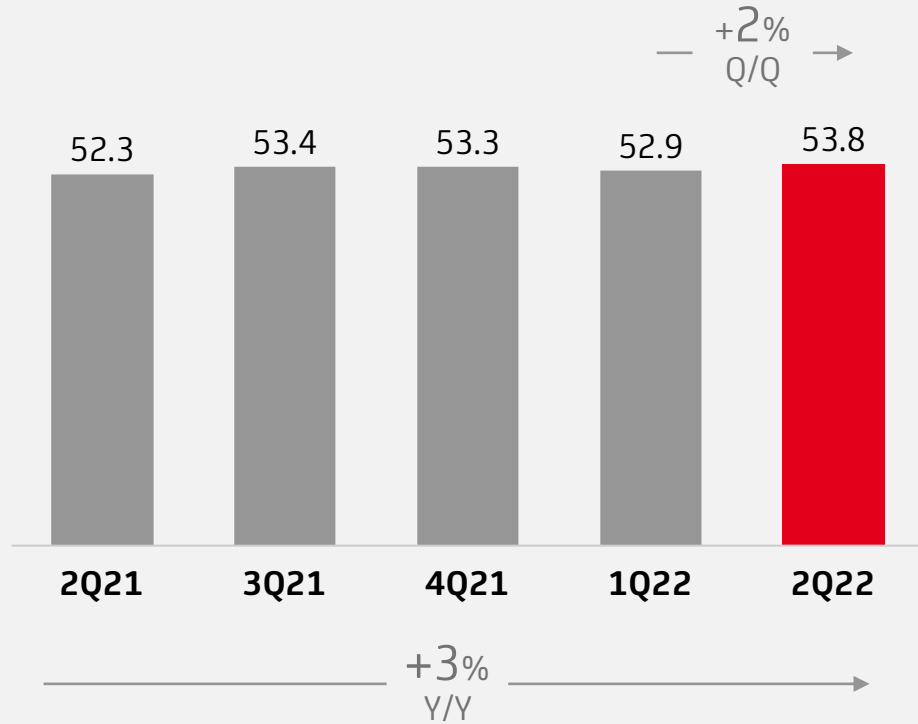




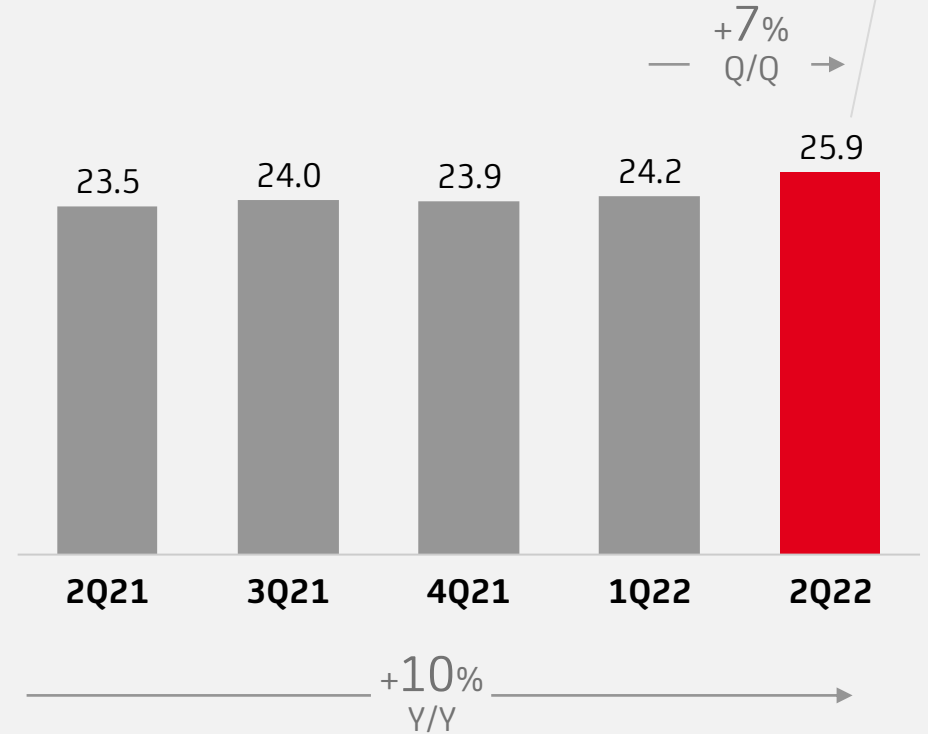
# Group tangible equity & TBVpS

N° of shares decreased from 2,184m to 2,081m due to '2021 first share buyback tranche' (103m treasury shares as at 30/06/2022)

Group tangible equity, bn (End-of-Period)



Group tangible book value per share



# End notes



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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# 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

<b>“Clients”</b>	means those clients that made at least one transaction in the last three months
<b>“Cost of risk”</b>	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).
<b>“Coverage ratio (on NPE)”</b>	Stock of LLPs on NPEs over Gross NPEs excluding IFRS5 reclassified assets
<b>“Customer Loan”</b>	Net performing and non-performing loans to customers excluding active repos, debt securities, intercompany for divisions
<b>“Diluted EPS”</b>	calculated as Net Profit - as defined below - on avg. number of diluted shares (i.e. outstanding shares excluding avg. treasury and CASHES usufruct shares)
<b>“Gross Comm. Perf. Loan AVG”</b>	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
<b>“Gross NPEs”</b>	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)
<b>“Gross NPE Ratio”</b>	Gross non performing exposures over gross loans to customers (including active repos, excluding debt securities and IFRS5 reclassified assets)



## Main definitions

<b>“Net NPEs”</b>	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)
<b>“Net NPE Ratio”</b>	Net non performing exposures over net loans to customers (including active repos, excluding debt securities and IFRS5 reclassified assets)
<b>“Net profit”</b>	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
<b>“Net revenue”</b>	means (i) revenue, minus (ii) Loan Loss Provisions
<b>“Organic capital generation”</b>	for Group calculated as (Net Profit excluding Russia pre AT1 & CASHES less delta RWA excluding Regulatory Headwinds x CET1r actual)/ RWA
<b>“RoTE”</b>	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
<b>“Stated net profit”</b>	means accounting net profit
<b>“Regulatory headwinds”</b>	Regulatory Headwinds are mostly driven by regulatory changes and model maintenance (impacting on both P&L, RWA and capital), shortfall and calendar provisioning (impacting on capital)
<b>“SBB”</b>	Share buy back - repurchasing of shares by the company that issued them to reduce the number of shares available on the open market
<b>“UTP”</b>	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
<b>“Tangible Equity”</b>	for Group calculated as Shareholders’ equity (including Group stated profit of the period) less intangible assets (goodwill and other intangibles), less AT1 component
<b>“TBVpS”</b>	for Group calculated as End-of-Period tangible book value per share equals End-of-Period tangible equity over End-of-Period number of shares excluding treasury shares

