

# Financial Capital

Financial resources obtained from external providers and generated by our bank's activity, that are used to support clients' business and bank operations for the medium-long term.<sup>1</sup>

<sup>1</sup> Financial data corresponds to information in our 2021 Annual Reports and Accounts. When not applicable, management data is used. For additional information on Group results, refer to the 2021 Annual Reports and Accounts and to the Presentation on 2021 preliminary results available on the investors section of the Group website. Refer to Our Strategy chapter for more information.

## THE RESOURCES WE HAVE

- > solid equity position
- > balanced funding mix
- > long-term financial stability

## COMMUNITY IMPACTS

- > support the economy's recovery
- > employees remuneration
- > significantly increase shareholder returns

## HOW WE CONTRIBUTE TO A MORE SUSTAINABLE WORLD

- > support to clients' green transition
- > significant contribution to the origination of sustainable bonds and sustainable finance overall

### 2021 RESULTS

€3.5bn  
Net Profit<sup>A</sup>

7.3%  
RoTE

€3.75bn  
shareholder distribution<sup>B</sup>

15.03%  
CET1 RATIO

### TARGETS

>€4.5bn  
Net profit by 2024

c.10%  
RoTE (by 2024)

≥€16bn  
shareholder distribution<sup>B</sup>  
2021-2024

12.5%-13%  
CET 1 Ratio by 2024

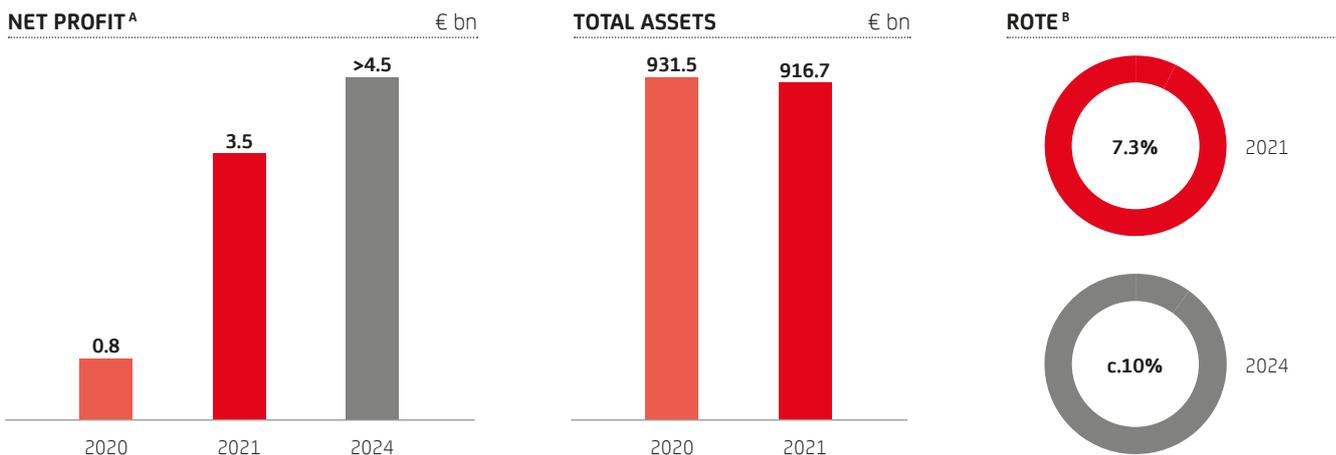
We are expecting growth in all our countries.

Stefano Porro  
Chief Financial Officer

<sup>A</sup> Underlying net profit (i.e. stated net profit adjusted for non-operating items), adjusted for AT1, CASHES and DTA from tax loss carry forward contribution.

<sup>B</sup> Share buyback plus cash dividends cumulative (o/w c ash payout ratio for 2022 is expected at 35%). Shareholder distribution subject to Annual General Meeting and Supervisory Authorities approval.

## SOLID EQUITY POSITION

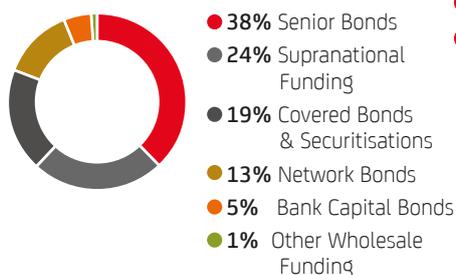


<sup>A</sup> Underlying net profit (i.e. stated net profit adjusted for non-operating items), adjusted for AT1, CASHES and DTA from tax loss carry forward contribution.

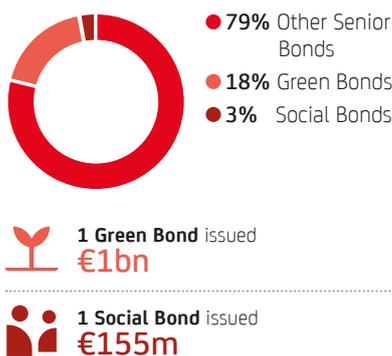
<sup>B</sup> Net profit over average tangible equity excluding AT1, CASHES and DTA from tax loss carry forward contribution.

## BALANCED FUNDING MIX

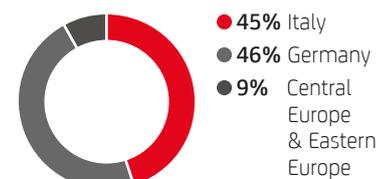
### FUNDING MIX BY SOURCE 2021



### SENIOR BONDS

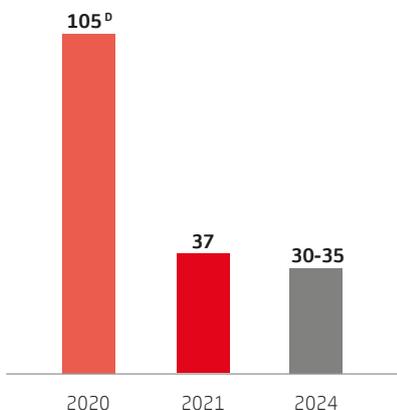


### FUNDING MIX BY COUNTRY 2021

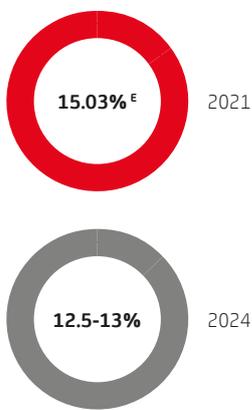


## LONG-TERM FINANCIAL STABILITY

### COST OF RISK

 bps


### CET1 RATIO



### RATINGS 2021

	Fitch Ratings	Moody's Investors Service	Standard & Poor's
Short-term debt	F2	P-2	A-2
Medium and Long-term	BBB	Baa1	BBB
Stand Alone Rating	bbb	baa3	bbb

**Fitch Ratings:** on 17 December 2021, Fitch upgraded UniCredit's rating to BBB from BBB- and kept the outlook stable.

**Moody's:** on 13 July 2021, Moody's has affirmed UniCredit's rating at Baa1 with stable outlook.

**S&P:** on 23 November 2021, S&P has affirmed UniCredit's at BBB and changed outlook to positive from stable.

<sup>D</sup> Including 46 basis points of overlays for the anticipation of future impacts, 47 bps of specific CoR21 (+4 bps FV/FY) and 12 bps of regulatory headwinds.

<sup>E</sup> Pro-forma CET1 ratio also includes approximately €2.58 billion via share buyback, whose deduction will be executed in 2022 after the ECB will grant the authorisation.



UNICREDIT STORIES



COUNTRY  
ITALY



OUR  
CLIENTS

## DOTT. GALLINA

SECTOR: CHEMICAL  
ESG FOCUS

The Piedmontese company Dott. Gallina has an ambitious goal: to convert an abandoned, historic industrial site into a new type of factory. The "Transparent Factory" will use innovative automated production technologies and blend cutting-edge research with respect for the environment, employee welfare services, and benefits for the community and wider territory.

Founded over sixty years ago in Turin, the family owned Dott. Gallina is active in the production of polycarbonate sheets and systems for the building industry, as well as technical profiles for the automotive industry. The company initially grew through its work for the automotive sector before expanding into the production of building materials. Thanks to continuous investment, the development of a method that allows the design and manufacture of the production lines to take place internally, and a willingness to look beyond borders, **Dott. Gallina is today present in Europe, Asia and the United States, realizing 70% of its turnover in forty countries outside Italy.**

The company launched a sizeable investment plan in 2021, aimed at increasing competitiveness, and therefore growth, through a stronger commitment to research and development combined with greater attention to environmental protection and the promotion of a welfare system for employees. The final objectives of the three-year plan are to increase turnover by more than a third and create more than a fifth of new jobs.

The first step in Dott. Gallina's ESG transition is the 100,000 sq m 'Transparent Factory', which is being built with an investment of €27 million and without the consumption of any new land, instead redeveloping a former industrial site using the best available technology in terms of innovative production processes, energy efficiency, and overall quality of the working environment.

To help the company complete this project and see its plans underway, **UniCredit fully subscribed to a €14 million 7-year mini-bond issued by Dott. Gallina to finance the factory's construction.** The instrument itself is sustainability-linked, with a mechanism that ties its interest rate to the achievement of precise objectives in terms of reducing energy consumption and improving employee access to corporate welfare services.

"I am particularly pleased to have concluded such an innovative financial transaction with UniCredit, which enhances both the green and social commitments of our company", commented **Dario Gallina, CEO.**

"The loan is for the construction of a new production plant which rehabilitates a site with a great industrial history where Comau was born. UniCredit has proved to be a very constructive financial partner as regards issues of sustainable growth - supporting us with an investment that will allow us to combine innovation, productivity, efficiency, better working conditions and reduced environmental impact".

The subscription of the mini-bond issued by the Piedmont-based company also represented an important milestone for UniCredit. In addition to being **one of the largest sustainable mini-bonds issued in Italy to date**, it was the hundredth mini-bond structured by the bank in favor of small and medium-sized Italian companies (SMEs) - testament once again to UniCredit's leadership in facilitating capital markets access for SMEs and its enduring commitment to sustainability.





**COUNTRY**  
GERMANY



**OUR**  
CLIENTS

## RATHGEBER AG

SECTOR: REAL ESTATE  
ESG FOCUS

**A household name, Rathgeber AG has been active in Munich for more than a hundred years.** In recent times, the former mechanical engineering company has transformed itself firstly into a **property ownership company** and subsequently into a **real estate project developer**. Rathgeber AG develops real estate exclusively for its own portfolio. Through the "Meiller Gärten" project, Rathgeber AG is building one of the largest private rental housing developments in Munich - with a total investment of approximately €300 million.

A total of fourteen buildings with **over 650 residential units**, a boarding house, several commercial units and two daycare facilities are being built across the eight construction sites.

In addition to private gardens, the open space planning also includes two **large public green areas**. The standout feature of the project is its sustainable orientation.

Clinker bricks are used, for example, as a sustainable and durable material for parts of the facades.

A **regenerative concept** leveraging **groundwater heat pumps and solar power** will be installed for the development's energy supply. Taking into account the boarding house alone, a total CO<sub>2</sub> saving of 103,905 kilograms per year can be unlocked through the trifecta of good insulation, proper use of groundwater and CO<sub>2</sub>-free generated electricity.



**UNICREDIT STORIES**

The electricity required for the groundwater heat pumps is partly generated with the help of solar cells on the roof. **UniCredit HypoVereinsbank financed the sustainably-designed boarding house**, which opened last year and covers an area of 6,400 square meters and 152 apartments, with its first 'Real Estate Green Loan' for a total of €15 million.

With this new loan product, UniCredit HypoVereinsbank has expanded its range of sustainable financing solutions to include commercial real estate financing and is **helping its customers achieve their sustainability goals** with an additional tool.

In this context, the granting of loans is linked to specific property criteria for energy savings.

The financing was also supplemented by a KfW loan for energy-efficient construction amounting to €4 million. "With the green loan from UniCredit HypoVereinsbank, we are underlining the sustainable character of Meiller Gardens and also including the area of financing in our sustainability approach", commented **Andreas Ferstl, CEO of Rathgeber AG**.



**COUNTRY**  
SERBIA



**OUR**  
CLIENTS

## ELICIO ALI VE

SECTOR: ENERGY  
ESG FOCUS

Elicio Ali VE is a 100% subsidiary of Elicio NV, a **young and ambitious energy producer** with the goal to ensure a sustainable and better world for everyone.

The company started as a **pioneer in onshore and offshore wind energy** in Belgium and has grown to be an international player in the sector with a growing portfolio of wind farms in Belgium, France, Serbia, Spain and in Scottish waters.

In July 2021, Elicio Ali VE was looking for refinancing for its Alibunar 42MW wind farm, which supplies energy to nearly 30,000 households in Serbia.

UniCredit Bank Serbia worked with Elicio Ali VE to complete the required transaction as the leading structuring bank and sole lender in the €53 million refinancing.

The transaction represented an important milestone for the Serbian renewables market, demonstrating its strong fundamentals and bankability.



**UNICREDIT STORIES**

Furthermore, the **green energy that can be produced as a result is expected to reduce carbon-dioxide emissions** in Serbia by 94,455 tonnes per year.

**Alain Janssens, CEO of Elicio**, commented: "This refinancing represents an important milestone for the Serbian renewables market as it affirms the project and the bankable regulatory environment for renewable energy production in the country.

The transaction also confirms the funding available in the Serbian market to locally finance well-structured projects and to do so on longer tenors. We are grateful to UniCredit for supporting us in this journey".