

UniCredit International Center Italy

Supporting our Corporate Clients' Internationalization Strategies and Ambitions



Edoardo Giacomelli
Vice President
UniCredit International Center Italy

Bologna, 21th September 2017

Welcome to
 **UniCredit**

Executive Summary

- 1.** | **UniCredit Group: Key Facts & Figures**
- 2.** | **UniCredit Group: International Presence and Set-up**
- 3.** | **UniCredit Group: Internationalization Support**
- 4.** | **UniCredit International Center – Italy: an introduction**
- 5.** | **Our International Clients' needs**
- 6.** | **Contacts**
- 7.** | **League Table**



UniCredit Group's key facts and figures

Key Facts & Figures

1H 2017 Key figures UniCredit S.p.A.¹

- Revenues: **EUR 9.7 bn**
- Gross operating profit: **EUR 3.9 bn**
- Net profit: **EUR 1.9 bn**
- Total Financial Assets: **EUR 794 bn**

FY 2016 RWA composition²



UniCredit Ratings³

	UniCredit S.p.A.			UniCredit Bank AG			UniCredit Bank Austria AG		
	Long-term	Short-term	Out-look	Long-term	Short-term	Out-look	Long-term	Short-term	Out-look
S&P	BBB-	A-3	Stable	BBB	A-2	develop.	BBB	A-2	Neg.
Moody's	Baa1	P-2	Stable	Baa2	P-1	Stable	Baa1	P-2	Stable
Fitch	BBB	F2	Stable	BBB+	F2	Neg.	BBB+	F2	Neg.

Organisation



UniCredit Bank AG

UniCredit Bank Austria AG

CEE banks

Bosnia and Herzegovina,
Bulgaria, Croatia,
Czech Republic, Hungary,
Romania, Russia, Serbia,
Slovakia, Slovenia, Turkey

Underpinning UniCredit's simple business model

¹Source: <https://www.unicreditgroup.eu/content/dam/unicreditgroup-eu/documents/en/investors/group-results/2017/2017/UniCredit-PR-2017-ENG-03.08.17.pdf> ²Source: <https://unicreditgroup.eu/en/investors/group-results.html> ³Credit Ratings – latest changes / confirmation: UniCredit S.p.A.: Fitch – 27.04.2017, Moody's – 19.12.2016, S&P – 20.12.2016; UniCredit Bank AG: Fitch – 27.04.2017, Moody's – 31.05.2017, S&P – 8.8.2017; UniCredit Bank Austria AG: Fitch – 27.04.2017, Moody's – 08.11.2016, S&P – 13.6.2016;

⁴Shareholdings in %: UniCredit Bank AG: 100%, UniCredit Bank Austria AG: 99.9%, CEE Banks: UniCredit Bank a.d., Banja Luka: 98.44%; UniCredit Bank Czech Republic and Slovakia a.s.: 100%; UniCredit Bank Hungary Zrt.: 100.00%; UniCredit Bank Serbia JSC: 100.00%; UniCredit Bank Slovenija d.d.: 99.99%; UniCredit Bulbank AD, Sofia: 99.45%; UniCredit Bank S.A., Bucharest: 98.33%; Zagrebačka Banka d.d., Zagreb: 84.475%; AO UniCredit Bank, Moscow: 100%; Yapi Kredi Bankasi AS, Turkey: 40.90% (at equity); Yapi Kredi Bank Azerbaijan is a 99.8% subsidiary of Yapi Kredi Bankasi AS, Turkey. Data as of 15 February 2017.



UniCredit: a simple successful pan-European commercial bank ...

Key Facts & Figures

**Commercial Banks
with leader positions¹
in 12 out of 14
countries²**



**Second-largest
Corporate Lender**
in Europe with more
than EUR 300 bn
outstanding³



**25 million customers,
thereof 600,000
corporate
and public sector clients**



International Network

covering
16 countries and access to
4,000 correspondent
banking relationships



**The Leader in the EUR Bond
market⁴ and the European
Trade Finance Power
House⁵**



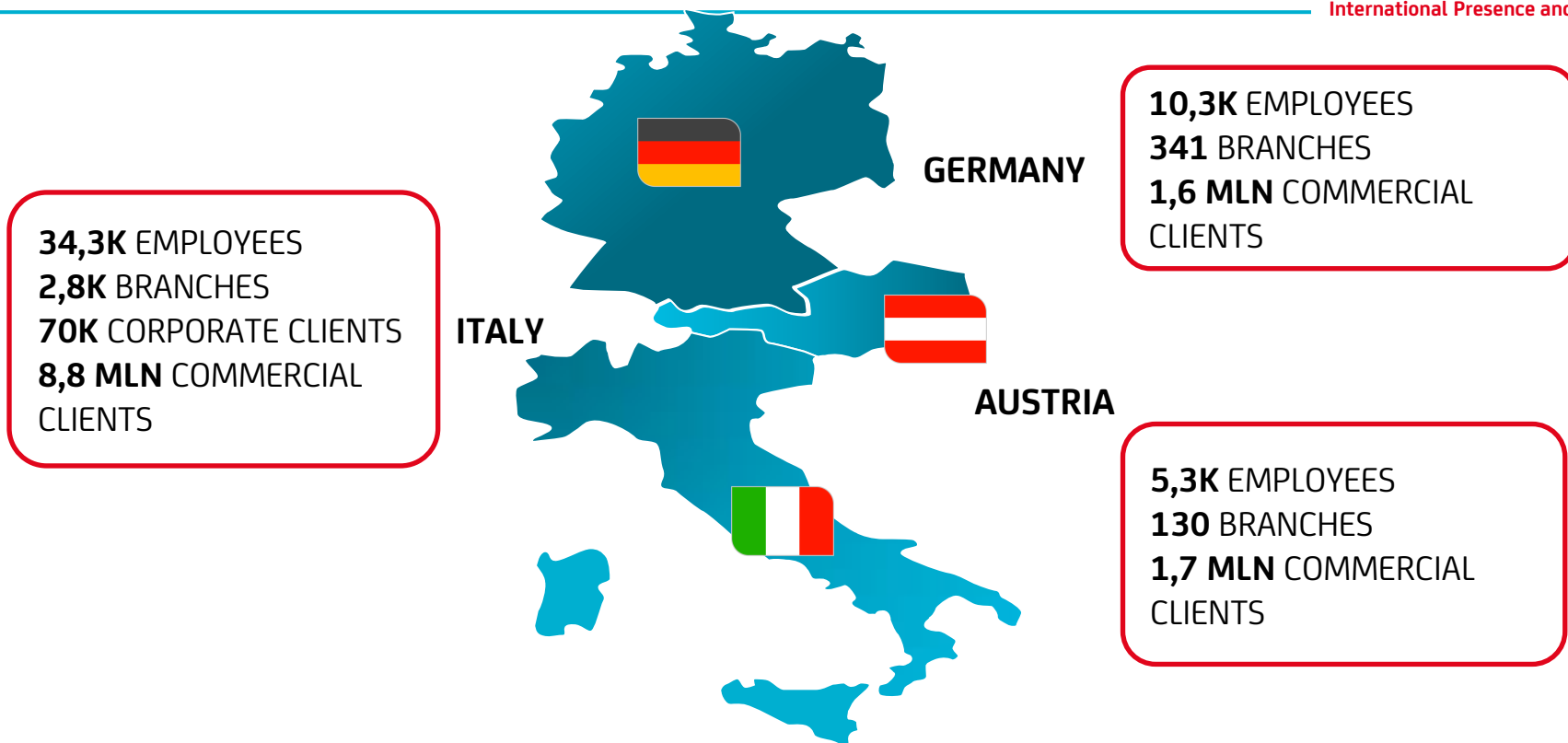
¹Data as of 9M2016, ranking between #1 and #5 of market share in terms of total assets according to local accounting standard; ²Italy, Germany, Austria, Czech Republic, Slovakia, Hungary, Slovenia, Croatia, Bosnia and Herz., Serbia, Russia, Romania, Bulgaria, Turkey; ³As of 30 Sep 2016 (Source: Internal analysis based on banks' financial statements and market presentations);

⁴#1 EMEA Bonds in EUR by no. of deals in 2016 (excluding self-led transactions), source: Dealogic; ⁵Euromoney Trade Finance Survey 2017: Euromoney: <http://www.euromoney.com/Poll/181705/PollsAndAwards/Trade-finance-survey.html>



UniCredit in its Home Markets¹: Italy, Germany, Austria

International Presence and Set-up

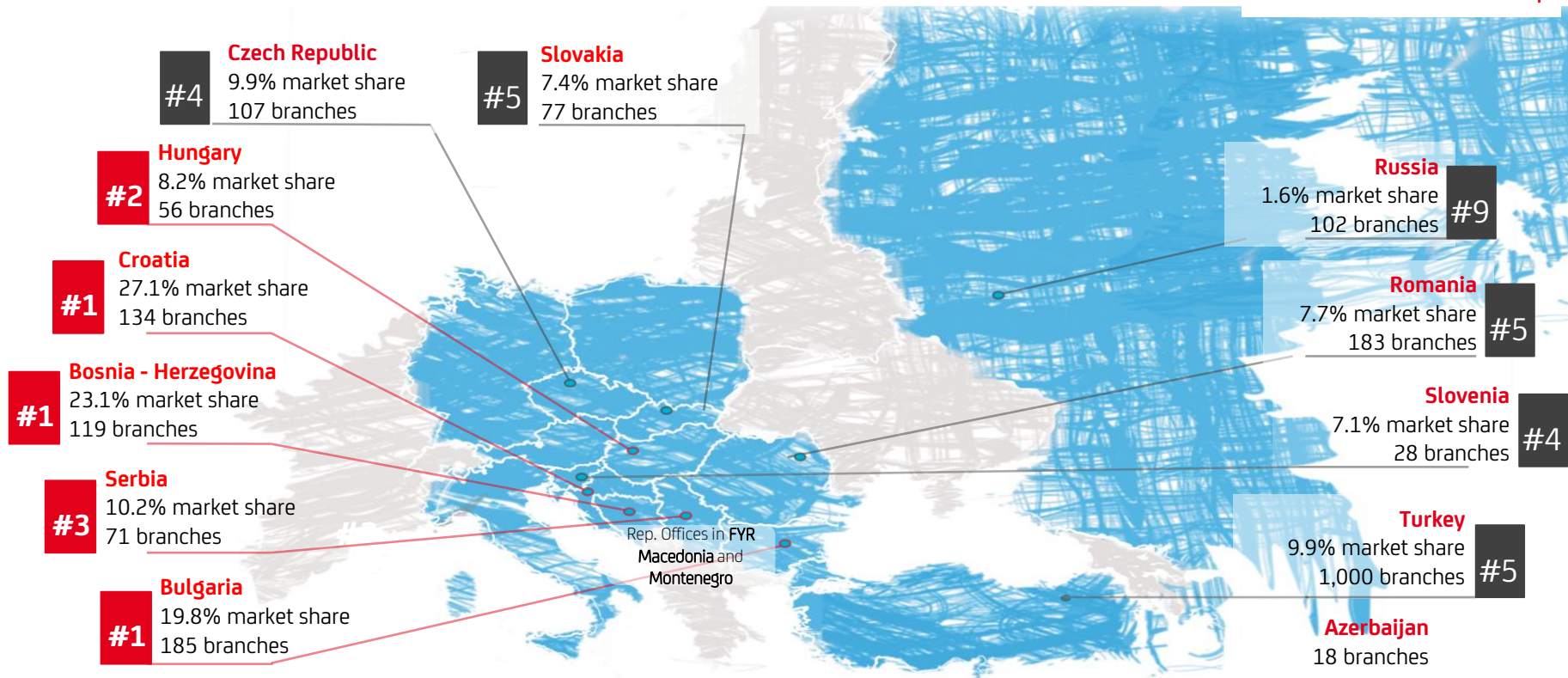


¹ Numbers are rounded according to the last available statistics;



...but, for us, the CEE it's Home too!

International Presence and Set-up



- Market share and ranking as of September 2015 (except for Bulgaria, Croatia, Hungary, Russia, and Turkey – data as of December 2015).
- Branches as of December 2015. Ukraine excluded since classified as discontinued operation.



UniCredit Group: with You in Europe and Beyond...

International Presence and Set-up

Black: UniCredit International Branches & Rep. Offices

Red: UniCredit Commercial Banks' Network

Green: Other UniCredit Presences



As of March 2017



HypoVereinsbank –

HypoVereinsbank

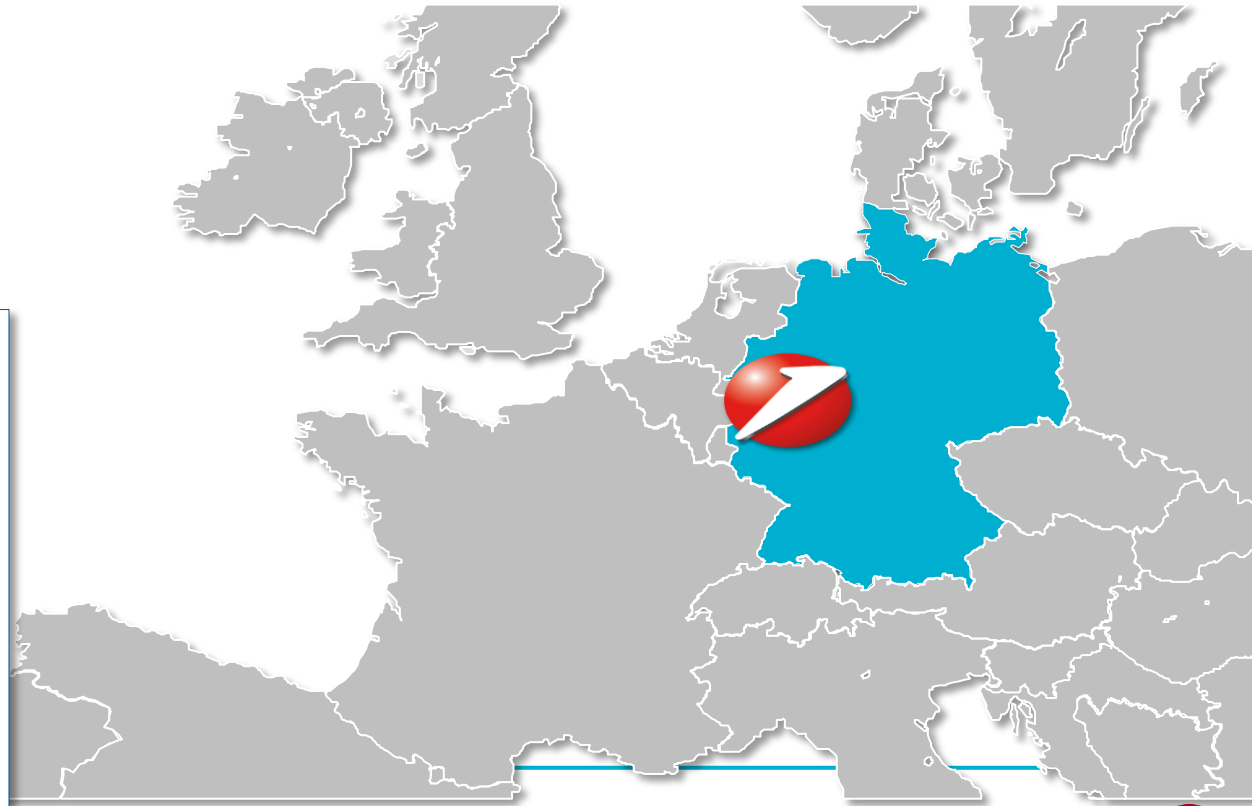
is our strong brand

UniCredit Bank AG

is our legal name

The HVB Group encompasses subsidiaries and participations*

- Approx. 15.000 employees
- 579 branch Offices
- Approx. 1,6 million customer
- Approx. 314.000 Corporate customer
- Total Asset 302,1 Mrd. (Ranking 3)



Commercial Banking – Unternehmer Bank

OUR PROFILE

Proximity to the market and clients in 6 regions with a total of 25 regional branches

Strategic business partner for corporate clients

Wealth Management for affluent private clients legally associated with the company

Second-largest lender for Germany's small and medium-sized enterprises

Broad spectrum of services from Commercial Banking and Investment Banking



German banking system

2035 financial institutions (724 in Italy)
47 each 100k inhabitants (55 in Italy)

Commercial banks



mkt share 33%

- ☐ 4 gross Banken 17,6%
- ☐ 399 Istituti dont
- ✓ 209 banche regionali
- ✓ 186 Filiali estere (102 IT)

Sparkasse



HSH Nordbank, Landesbank
Berlin, Bremer Landesbank, Saar
LB

mkt share 31,3%

- ☐ 417 Casse di Risparmio
- ☐ 8 Banche centrali
(Landesbanken)

Volksbanken / eG.



merged 1.8.2016
mkt share 15%

- ☐ 1088 istituti

Special Banks

- Eurohypo,
- Deutsche Pfandbriefbank
- Bausparkasse Schwäbisch Hall,
- Münchner Hypothekenbank
- KfW Kredit f. Wiederaufbau

mkt share 20,7%

- ☐ 127 Istituti



Our International Centers at a glance...

Internationalization Support

Who

- Dedicated desks specialized in cross-border business
- A single entry point for all potential investors

What

- 360° banking product selection: from plain vanilla banking to complex structured financial solutions
- Additional services guaranteed: advisory activities, fiscal and legal support

How

- By giving a full support for our Group's corporate clients' needs
- By following the whole credit process for the client



A single entry point to support your company in managing cross-border business



UniCredit International Center Italy (UIC) - A specialized approach and coverage

UIC Italy: an introduction

MISSION

1

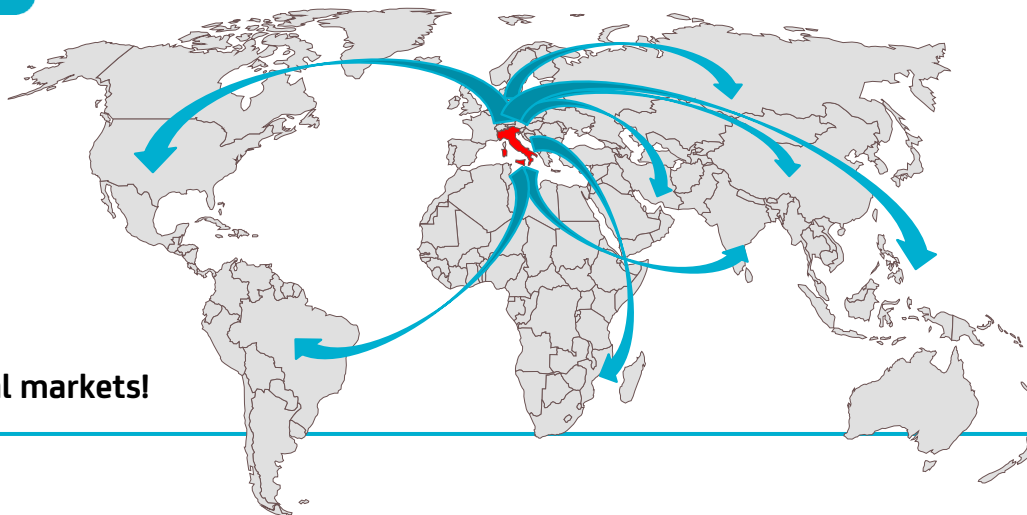
- UIC Italy is the **single-point-of-entry** to develop and support our international clients' needs

2

- Facilitate the **liaison** with UniCredit's foreign network ("**One Bank One UniCredit**")

3

- UIC Italy provides our corporate clients with specialized and tailored assistance to **originate** and **execute** cross-border business opportunities



Your gateway across several markets!



UniCredit International Center Italy (UIC) - A specialized approach and coverage

UIC Italy: an introduction

UIC Italy contributes in strategic terms to the structuring and realization of **internationalization projects**:

- ✓ New Markets sounding
- ✓ Commercial expansion
- ✓ "Bricks & Mortar" investments



Managing our International Clients' needs

Our International Clients' needs

Which services are our "outbound" corporate clients seeking for?

Start-up phase

Pre-Start-up advisory

- Preliminary support in approaching CEE country/ies

Start-up advisory

- References for professional services (law firms, accountants and tax consulting firms)

Global Transactional Banking

Cash Management

- Resident and Non-Resident Accounts Payment & Collection Services
- eBanking services
- Cross-border Cash Management services

Trade Finance

- Guarantees and Standby L/Cs
- Documentary L/Cs
- Structured Trade L/Cs

Financing & Advisory

Corporate Financing

- Working Capital
- Capex Financing
- Leasing
- Vendor financing

Capital Structure Advisory and Structured Finance

- Acquisition Finance / Project Finance

Structured Trade & Export Finance

- Receivable Financing
- Supply Chain Finance

Liquidity/Risk Management

Foreign Exchange

- Spot
- Forward

Interest Rates

- Interest Rate Swaps
- Cross Currency Swaps
- Interest Rate Options

Investment Products



UniCredit and EU Funds

UniCredit, as one of the leading financial institutions within the European Union, has a long and successful track record of handling state and EU supported programs in Italy, Germany, Austria and CEE region:

- ✓ Excellent **cooperation with European Financial Institutions** (e.g. EIB, EIF and EBRD).
 - UniCredit and European Investment Fund (EIF) have signed **an InnovFin SME guarantee agreement** to enhance access to finance small and medium-sized enterprises (SMEs) and mid-caps in eight countries. This new Umbrella Facility will allow UniCredit to offer additional financing worth EUR 160 mn.
- ✓ UniCredit runs **“European Competence Centres (ECCs)”** and other dedicated units in Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Serbia, Slovakia and Slovenia. These structures support the sales network in advising clients on EU programs and structuring and developing tailor-made products dedicated to grants, financial instruments and agricultural subsidies:
 - Special Current Account for grants projects
 - Investment Loan for grants projects
 - Bridge Loan for grants projects
 - Investment loan with EU Funds guarantee
 - Working capital line with EU Funds guarantee
 - Pre-financing facilities for agribusiness



To sum up..



UniCredit

A simple & successful pan-European commercial bank



**Real
International**

International Network covering 16 countries and access to 4,000 correspondent banking relationships



Product offer

Keen to offer our areas of excellence and solutions to meet your specific needs.
Focused on Corporate Banking and Transaction Services (as well as tailor-made Structured Finance, Capital Markets and Investment Products)

Eager to build a global relationship



Disclaimer

This publication is presented to you by:

Unicredit International Center Italy

UniCredit S.p.A.
Piazza Gae Aulenti – Tower B
Milan 20154
Italy

The information in this publication is based on carefully selected sources believed to be reliable. However we do not make any representation as to its accuracy or completeness. Any opinions herein reflect our judgment at the date hereof and are subject to change without notice. Any investments presented in this report may be unsuitable for the investor depending on his or her specific investment objectives and financial position. Any reports provided herein are provided for general information purposes only and cannot substitute the obtaining of independent financial advice. Private investors should obtain the advice of their banker/broker about any investments concerned prior to making them.

Nothing in this publication is intended to create contractual obligations. UniCredit S.p.A. is regulated by both the Banca d'Italia and the Commissione Nazionale per le Società e la Borsa (CONSOB).

In jurisdictions where UniCredit is not registered or licensed to trade in securities, commodities or other financial products, any transaction may be effected only in accordance with applicable laws and legislation, which may vary from jurisdiction to jurisdiction and may require that a transaction be made in accordance with applicable exemptions from registration or licensing requirements. All information contained herein is based on carefully selected sources believed to be reliable, but UniCredit makes no representations as to its accuracy or completeness. Any opinions contained herein reflect UniCredit's judgment as of the original date of publication, without regard to the date on which you may receive such information, and are subject to change without notice.

UniCredit may have issued other reports that are inconsistent with, and reach different conclusions from, the information presented in any report provided herein. Those reports reflect the different assumptions, views and analytical methods of the analysts who prepared them. Past performance should not be taken as an indication or guarantee of further performance, and no representation or warranty, express or implied, is made regarding future performance.

We and/or any other entity of UniCredit may from time to time, with respect to any securities discussed herein: (i) take a long or short position and buy or sell such securities; (ii) act as investment and/or commercial bankers for issuers of such securities; (iii) be represented on the board of such issuers; (iv) engage in "market-making" of such securities; and (v) act as a paid consultant or adviser to any issuer.

The information contained in any report provided herein may include forward-looking statements within the meaning of US federal securities laws that are subject to risks and uncertainties. Factors that could cause a company's actual results and financial condition to differ from its expectations include, without limitation: Political uncertainty, changes in economic conditions that adversely affect the level of demand for the company's products or services, changes in foreign exchange markets, changes in international and domestic financial markets, competitive environments and other factors relating to the foregoing. All forward-looking statements contained in this report are qualified in their entirety by this cautionary statement.

This product is offered by UniCredit S.p.A. who is solely responsible for the Product and its performance and/or effectiveness. UEFA and its affiliates, member associations and sponsors (excluding UniCredit and UniCredit Bank AG) do not endorse, approve or recommend the Product and accept no liability or responsibility whatsoever in relation thereto.

Corporate Sales & Marketing

UniCredit SpA
as of 18 July 2017

