

## Marking our best year yet...

16<sup>th</sup> consecutive quarter of profitable growth, beating targets and delivering superior performance in FY24:

<b>9.7bn</b> Stated Net Profit	<b>12.6bn<sup>1</sup>, or 444bps</b> OCG	<b>17.7%</b> RoTE	<b>9bn</b> Total Distributions
-----------------------------------	---	----------------------	-----------------------------------

## Marking the beginning of an even brighter era

We have shifted gears with our **growth engine...**

### Top Line Growth

- **24.8bn** Gross Revenue  
+4.3% (FY/FY)

### Bottom Line Growth

- **9.7bn** Stated Net Profit  
+2.2% (FY/FY)

### Per Share Growth (FY/FY)

- **+22%** EPS
- **+33%** DPS<sup>2</sup>
- **+20%** TBVPS<sup>3</sup>

...which is also a quality and efficiency powerhouse

### Top Line Quality

- NII RoAC **18.8%** (+2.1 p.p.)
- Fee Growth **+7.6%** (FY/FY)
- Fees / Revenue<sup>4</sup> **33.3%** (+1.1 p.p.)

### Operational Efficiency

- **37.9%**  
Cost / Income -1.8 p.p. (FY/FY)

### Asset Quality

- Solid credit portfolio and low Net NPER at **1.4%**
- Structurally **low CoR at 15bps**
- High coverage plus **c. 1.7bn** additional overlays

All our Regions performed above expectations:

Region	Net Profit	RoAC	OCG
<b>ITA</b>	4.4bn	30.8%	5.5bn
<b>GER</b>	1.9bn	19.6%	2.8bn
<b>AUT</b>	1.3bn	23.8%	1.5bn
<b>CEE</b>	2.2bn	29.4%	1.6bn

<sup>1</sup> Before considering the impact of strategic investments. <sup>2</sup> Accrued quarterly dividends on outstanding dividend eligible shares at the end of the quarter. <sup>3</sup> Including FY23 dividend per share paid in April 2024 of €1.80 and the FY24 interim dividend paid in November 2024 of €0.93, or +7% Y/Y without it. <sup>4</sup> Including dividends from insurance JVs.

## Looking ahead: setting and realising even bolder ambitions

We are committed to consistently surpassing financial targets, exceeding expectations, and deliver differential value across all KPIs, with...

- ✓ **STRUCTURAL ADVANTAGES**  
To deliver distinct, impactful value in a challenging macroeconomic environment.
- ✓ **CLEAR MANAGERIAL INITIATIVES**  
To amplify our structural strengths and accelerate our quality growth.
- ✓ **STRATEGIC FLEXIBILITY**  
To further improve and extend our franchise through M&A.

...which will allow us to support yearly distributions greater than those of FY24, o/w cash dividends at 50% of Net Profit<sup>5</sup>:

- **Net Profit trending to c.10bn**, coupled with RoTE >17% and OCG broadly in line with Net Profit.
- **Supported by excess capital** vs 12.5%-13% target.

<sup>5</sup> Subject to inorganic opportunities and delivery of financial ambitions.



Discover more about the progress of our strategic plan at [unicreditgroup.eu](https://unicreditgroup.eu)

Empowering  
Communities to Progress.

