

Discussion Material



April 18th 2018

PIR – Piani Individuali di Risparmio

Banking that matters. |  **UniCredit**
Corporate & Investment Banking

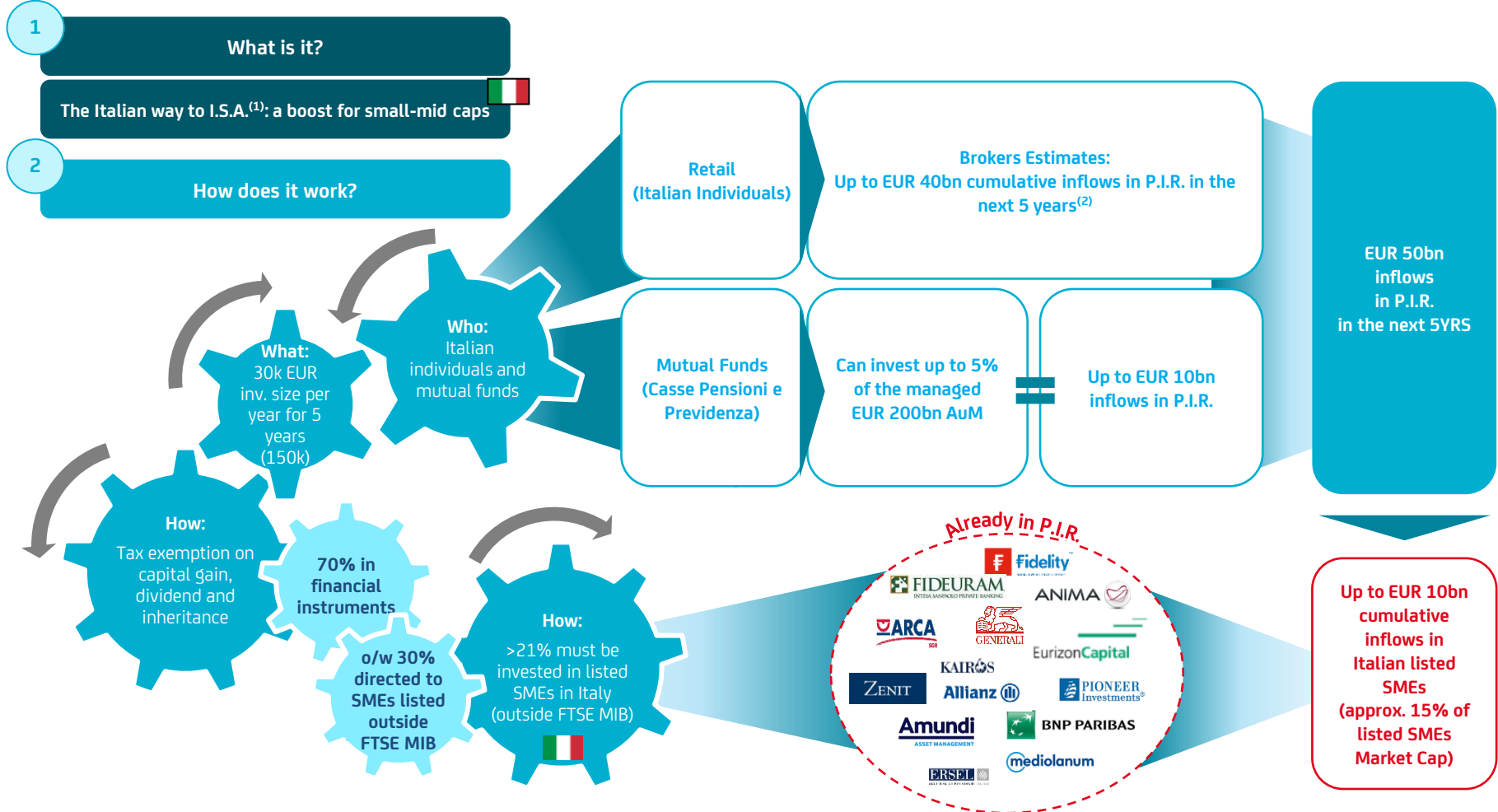
Agenda

- I. PIR Overview**
- II. UniCredit Credentials



The P.I.R. Funds (Piani Individuali di Risparmio) Mechanism

The brand new P.I.R.



Source: UniCredit, Broker Estimates

1) Individual Savings Accounts, a class of tax free retail investment arrangement available to UK residents since 1999

2) According to Brokers' estimates



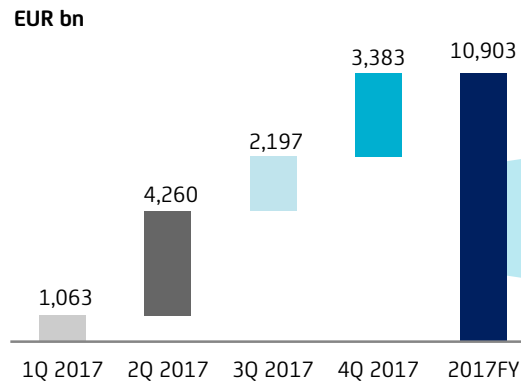
P.I.R. Funds represent a significant additional source of demand for Italian SMEs

- 2017FY P.I.R. inflows above EUR 10.9bn with a clear **acceleration since 2Q**
- Latest estimates for 2017-2020 predict **c. EUR 50bn inflows**
- Further **EUR 10 bn inflows expected in 2018**

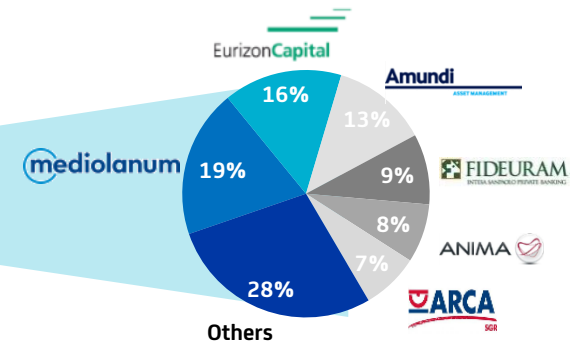
Close to 100% Hit Ratio on GIMA TT IPO
16% of total demand (> EUR 0.4bn) and
1.3x of the global offer

GIMA TT

Inflows in P.I.R. funds

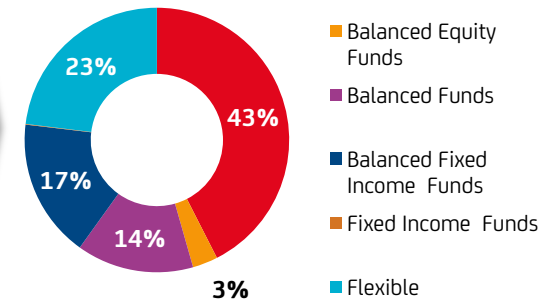


Breakdown by Investor



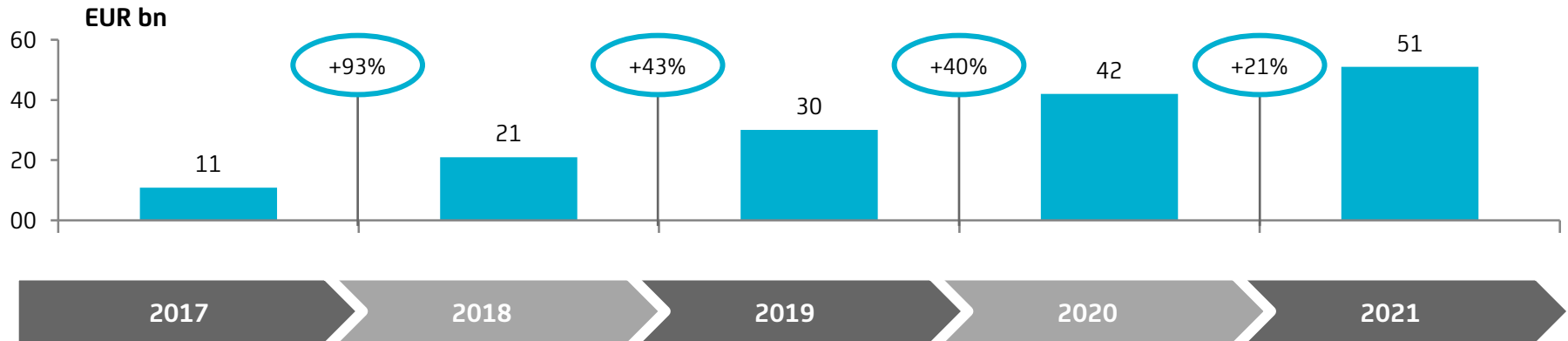
Investments in SMEs

€mn	Asset Gathering	%	Expected Equity Weight	Expected Investments in Equities	Expected Investments in SMEs
Total	€ 10,902.50	100%	41%	€ 4,520.45	€ 949.29
Equity Funds	€ 2,260.20	20.73%	85%	€ 1,921.17	€ 403.45
Balanced Equity Funds	€ 279.00	2.56%	50%	€ 139.50	€ 29.30
Balanced Funds	€ 1,848.80	16.96%	35%	€ 647.08	€ 135.89
Balanced Fixed Income Funds	€ 3,833.90	35.17%	20%	€ 766.78	€ 161.02
Fixed Income Funds	€ 75.20	0.69%	5%	€ 3.76	€ 0.79
Flexible	€ 2,605.40	23.90%	40%	€ 1,042.16	€ 218.85

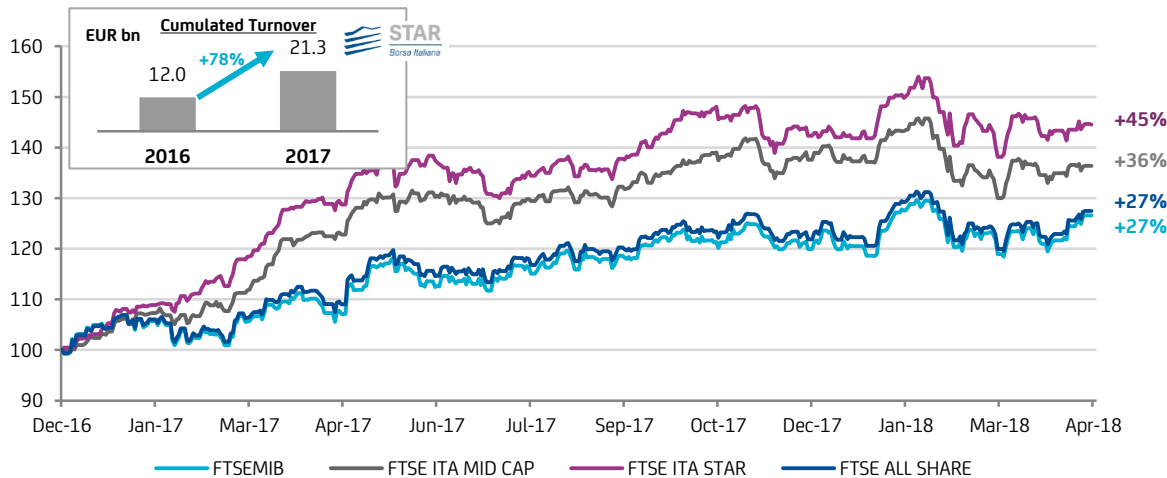


Increased assets under management boosted also by higher SMEs stock valuation

PIR fund expected inflows for the first five years



Italian Indexes performance since P.I.R. introduction



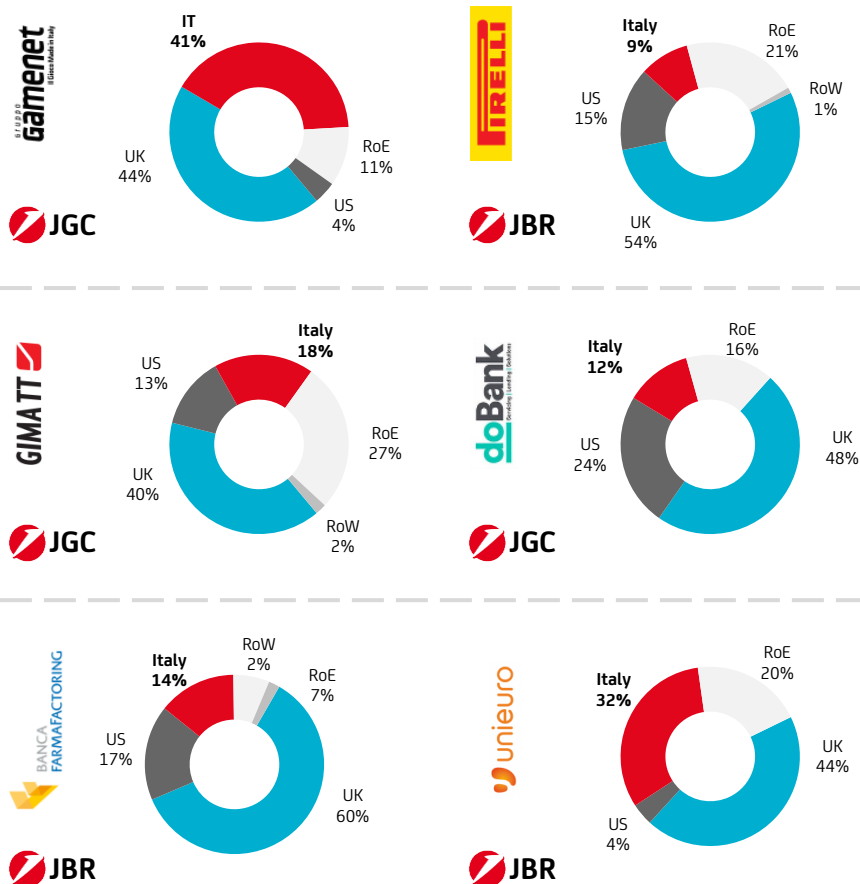
- The **FTSE STAR** and the **FTSE MID CAP** indexes climbed **+45%** and **+36%** respectively since mid-Dec 2016 vs. +27% of the market as a whole
- The **most part** of the +36% FTSE MID CAP performance is given by a **rerating in valuation**, with only a marginal contribution from EPS revision
- 2017 shows a substantial **increase in FTSE STAR trading volumes** yoy (+78%)
- **PIR Indexes** launched in 2017 (FTSE Italia PIR STAR +36% performance last year), followed by a series of **ETFs** and **futures** to meet strong investors' interest

Source: Broker Analysis and Bloomberg as of April 16th 2018



Impact on the markets

2017 UCG IPOs Demand - Geo Breakdown



21% of demand from Italian accounts in 2017 vs 16% in 2016-2015

FTSE Italia All Share

+29.3% Total Market cap

2016

€498bn

2017

€644bn

RECORD of LISTED IPO in a year since 2000

30 (2017)
vs 14 (2016)

LARGEST 2017 EUROPEAN IPO



IPO PIPELINE 2018

Company	Sector	Market Segment
Rainbow	Media/entertainment	Star
Estra	Utilities	Star
Itema	Industrial	Star
Carel	Industrial	MTA
Manifatture Sigaro Toscano	Consumers	MTA
HSD Biesse	Industrial	STAR
Magneti Marelli	Industrial / Automotive	MTA
NB Aurora	SPV	MIV
CVA	Utilities	MTA
Techedge	Technology	MTA
Flavour of Italy 1	SPAC	AIM – MTA
Octo Telematics	Technology	MTA
Fabrizio Viola SPAC	SPAC	AIM – MTA
Furla	Consumers	MTA
I Guzzini	Technology	MTA
Psc Engineering	Industrial / Technology	MTA



P.I.R. - The street view



Investors' Feedback

"...small mid cap will be favored by PIR incentive"

"This stock is a great opportunity for me to diversify my portfolio to be PIR compliant"

"Like the PIR eligibility"

"...interested in the PIR potential technical uplift..."

"PIR eligibility is one of the main aspects I am considering to invest in..."

"PIR effect will support the stock in the aftermarket..."

"Strong appetite for Italian stock thanks to tis PIR eligibility"



Agenda

I. PIR Overview

II. UniCredit Credentials



UniCredit confirms its undisputed leadership in the Italian ECM and IPO space

2017 Italian IPOs¹

Pos.	Bookrunner	EUR mn	No.	%share
1	UniCredit	573	6	13.5
2	Goldman Sachs	516	2	12.1
3	Mediobanca	433	4	10.2
4	IMI	386	4	9.1
5	JPMorgan	381	2	9.0
6	BofAML	372	2	8.7
7	BNP Paribas	308	2	7.2
8	Morgan Stanley	308	2	7.2
9	HSBC	266	1	6.3
10	Intermonte	250	1	5.9

2017 Italian ECM deals²

Pos.	Bookrunner	EUR mn	No.	%share
1	UniCredit	1,736	14	7.2
2	Mediobanca	1,637	14	6.8
3	Intesa Sanpaolo	1,363	11	5.6
4	Credit Suisse	1,594	9	6.6
5	Goldman Sachs	2,069	8	8.5
6	Morgan Stanley	1,517	8	6.3
7	JPMorgan	1,535	7	6.3
8	BNP Paribas	1,311	7	5.4
9	Citi	1,068	6	4.4
10	SG CIB	1,065	4	4.4



















2016 Italian ECM deals

Pos.	Bookrunner	EUR mn	No.	%share
1	UniCredit	1,447	10	17.3
2	Mediobanca	1,368	7	16.3
3	Goldman Sachs	838	4	10.0
4	Intesa Sanpaolo	797	7	9.5
5	JPMorgan	734	4	8.8
6	Citi	588	3	7.0
7	Deutsche Bank	545	2	6.5
8	BAML	498	1	5.9
9	UBS	440	2	5.3
10	Morgan Stanley	279	2	3.3

2015 Italian ECM deals

Pos.	Bookrunner	EUR mn	No.	%share
1	UniCredit	2,125	11	11.3
2	BofAML	1,976	9	10.5
3	Mediobanca	1,723	8	9.1
4	JP Morgan	1,571	9	8.3
5	Goldman Sachs	1,521	5	8.1
6	Intesa Sanpaolo	1,278	12	6.8
7	UBS	1,162	6	6.2
8	Morgan Stanley	1,095	6	5.8
9	Citi	1,018	4	5.4
10	Credit Suisse	911	6	4.8

Selected Cash Equity Transactions Bookrun by UniCredit

Gamenet  EUR 79,000,000 IPO Joint Glo-Co Italy, 2017	GIMA TT  EUR 424,000,000 IPO Joint Glo-Co Italy, 2017	Pirelli  EUR 2,600,000,000 IPO Joint Bookrunner Italy, 2017	Unieuro  EUR 56,000,000 ABB Joint Bookrunner Italy, 2017	doBank  EUR 344,000,000 IPO Joint Glo-Co Italy, 2017	Amplifon  EUR 108,000,000 ABB Joint Bookrunner Italy, 2017	BFF  EUR 249,000,000 IPO Joint Bookrunner Italy, 2017	Unieuro  EUR 76,000,000 IPO Joint Bookrunner Italy, 2017	Fineco  EUR 552,000,000 ABB Joint Bookrunner Italy, 2016
ENAV  EUR 833,580,000 IPO Joint Bookrunner Italy, 2016	Bank Pekao  EUR 748,400,000 ABB Joint Bookrunner Italy, 2016	IMA  EUR 92,800,000 ABB Sole Bookrunner Italy, 2016	OVS  EUR 129,000,000 ABB Sole Bookrunner Italy, 2016	Saipem  EUR 3,499,900,000 Rights Issue Joint Glo-Co Italy, 2016	Poste Italiane  EUR 3,112,000,000 IPO Joint Glo-Co Italy, 2015	OVS  EUR 414,100,000 IPO Joint Glo-Co Italy, 2015	Fincantieri  EUR 351,000,000 IPO Joint Glo-Co Italy, 2014	FinecoBank  EUR 773,914,200 IPO Joint Glo-Co Italy, 2014

Source: Dealogic as of January 16th, 2018. Bookrunner role. Ranked by deal value

1) Excluding AIM-listed transactions

2) Including STM transaction. Ranked by number of deals



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