

HypoVereinsbank – UniCredit Bank AG



Agenda

- 1 HypoVereinsbank at a glance
- 2 Update on latest results
- Funding
- Green Buildings Portfolio
- Cover Pool
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HypoVereinsbank at a glance



150 Years – From Bayerische Vereinsbank to UniCredit Bank AG



Founded in 1869 as "Bayerische Vereinsbank AG" the business was started in Munich, Bavaria





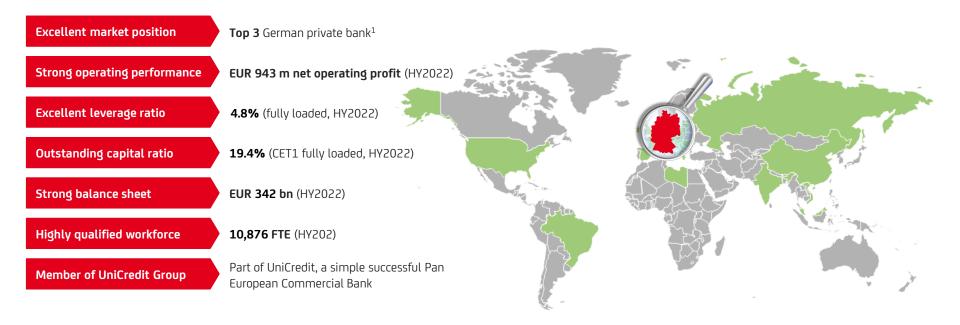
Since 2016 the HVB Tower has become Headquarter of the UniCredit Bank AG







Part of a simple successful Pan European UniCredit, HypoVereinsbank has an excellent market position in the strong German economy





General remark: Unless stated otherwise "HypoVereinsbank" refers to UniCredit Bank AG and its subsidiaries in this document

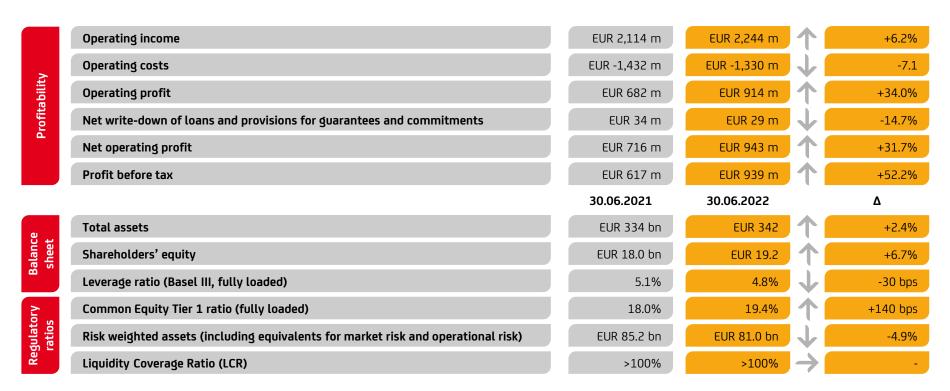
1 HypoVereinsbank ranked as top 3 German private bank. Peer group "Bankengruppe der Großbanken" as defined by Deutsche Bundesbank. Based on Total Assets as of FY2021



Update on latest results



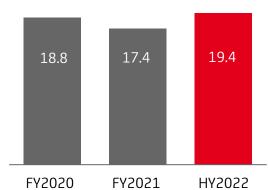
HypoVereinsbank with positive business performance in the extremely challenging market environment in HY2022





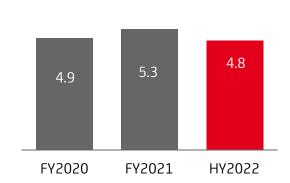
Healthy balance sheet provides sound base for sustainable growth and business continuity





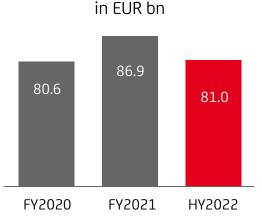
 Continuously excellent capital base by both national and international standards thanks to our organic capital generation.

Leverage ratio (Basel III, fully loaded) in %



 Leverage ratio on a comfortable level over the last 2 years.

Risk-weighted assets¹



 The total risk-weighted assets determined in accordance with Basel III requirements amounted to EUR 81.0 bn at mid of 2022 and were thus EUR 5.9 bn lower than year-end 2021.







Funding



Well diversified and centrally coordinated funding and liquidity profile





- UniCredit S.p.A. acts as the Group Holding as well as the Italian operating bank and is the TLAC / MREL issuer under Single-Point-of-Entry (SPE)
- Geographical diversification and well-established name with recognition in domestic markets allows for effective liquidity management, optimising funding costs



HypoVereinsbank: Funding and liquidity management



- UniCredit Bank AG, as the German subsidiary of UniCredit S.p.A., manages its liquidity and funding on the base of the policies of the Group, exploiting the opportunity to leverage on its unique funding base, also geographical, with a solid mix of instruments.
- The activities are coordinated Group wide and are based on a common framework, to optimise market access and funding costs
- The funding strategy aims at:
 - Covering the bank's needs at limited cost
 - Limiting the maturity mismatch between assets and liabilities
 - Optimising the projected cash flows

UniCredit Bank AG is **active as Issuer** in the following instruments:

- Mortgage and public covered bonds ("Pfandbriefe")
- Private placements
- Retail issues
- Registered notes secured and unsecured (in SP format)
- French CD



A leading Pfandbrief issuer: EUR 22 bn¹ Covered bonds outstanding

- 89% mortgage covered bonds
- 11% public sector covered bonds

Funding as of 30/09/2022:

- Nearly 69% of the outstanding wholesale funding is issued in covered bonds
- Senior unsecured funding mainly in structured format



¹Figure as of 30/09/2022 (net volume)

HypoVereinsbank's funding mix: Sustainable, diversified and risk adjusted



Strict three-pillar funding strategy¹:

Sustainability

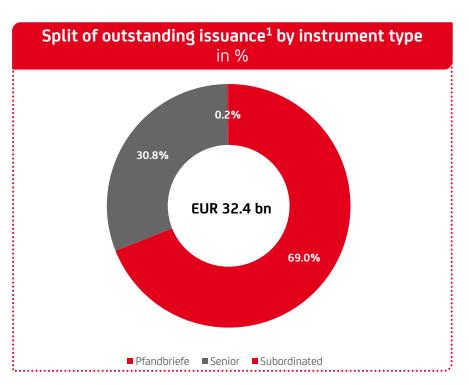
- Solid medium / long term funding with constant presence on the debt capital market
- Declining outstanding issuance volume within a sound balance sheet structure (2010: >EUR 62 bn; 3Q/2022: EUR 32.4 bn)

Diversification

- Diversification and activity in all channels to avoid concentration risk especially with regard to seniors
- Covered bonds ("Pfandbriefe") as important source of funding due to cost-efficiency, first-class credit quality and high degree of safety for investors

Risk Management

Maturity diversification to avoid concentration risk



¹Figures as of 30/09/2022, net volume of senior, subordinated and covered bonds "Pfandbriefe" of UniCredit Bank AG and their subsidiaries (without own issuances held on own books); Positions within UniCredit Group are excluded, except held for trading purposes



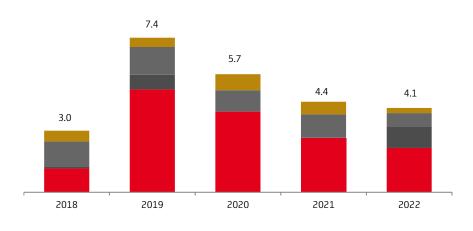
Medium-Long Term Funding: Solid and diversified funding structure



HypoVereinsbank's funding risk continues to remain on a low level due to

- Use of various channels
- Wide range of funding products
- Issuance in multiple asset classes and markets
- Well diversified group of investors

Funding volume and breakdown of funding sources¹ in EUR bn



- Mortgage Covered Bonds
- Public Sector Covered Bonds
- Unsecured Retail Placement
- Unsecured Private Placements & Schuldscheine



Ratings¹ of HypoVereinsbank reflect robust business model and strong focus on the German market



Long-term / Outlook / Short-term

Stand-alone Rating

Counterparty Rating: A1/P-1
Deposits: A2/neg/P-1
Issuer Rating: A2/neg
Sen. Unsec.: A2/neg
Jr. Sen. Unsec.: Baa2

baa2

Aaa

Moody's

Aaa

STANDARD &POOR'S

Resolution Counterparty Rating: A-/A-2 Issuer Credit Rating: BBB+/stable/A-2

Sen. Unsec.: BBB+ Sen. Subord.: BBB

bbb+

-

Fitch Ratings

Derivative Counterparty Rating:
A-(dcr)
Deposits: A-/F2
Issuer Default Rating: BBB+/neg/F2
Sen. Preferred: A-/F2
Non-Preferred Sen. Unsec.: BBB+

bbb+

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Mortgage Covered

Bonds / Outlook

Public Sector
Covered Bonds /

Outlook



¹Ratings as of 19/12/2022

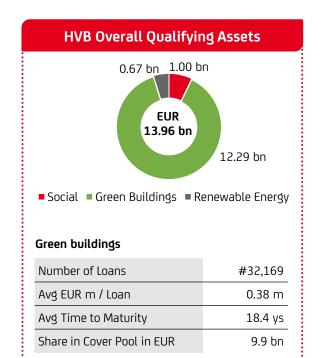


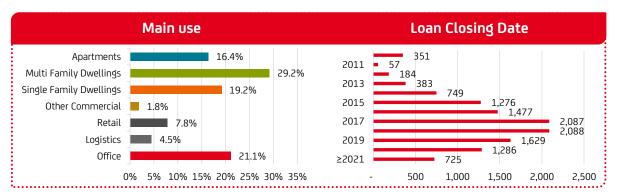
Green Buildings Portfolio

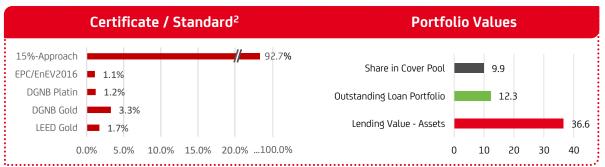


Qualifying eligible assets¹











¹Asset value as of 31.03.22

²LEED = Leadership in Energy and Environmental Design, DGNB = Deutsche Gesellschaft für Nachhaltiges Bauen, EnEV= Energieeinsparverordnung

Green Buildings Portfolio: Sample Project "Welfengarten"

"Welfengarten" - A sustainable city district development

- The project "Welfengarten" in the heart of Munich's well known area "Nockherberg" has been awarded a Real Estate Green Loan of UniCredit.
- As a 100% brownfield development, the area was fully sealed. The ecological quality is reflected by up to 13% CO₂-reduction compared to the EnEV 2016 through environmentally friendly energy supply.
- With district heating, energy management system, and thermal insulation facade – the focus is on optimal value development over the life cycle of the property as well as the quality of the socio-cultural factors (including 30 units reserved for low-and-middle-income households¹).
- The project "Welfengarten" is part of the urban district, which provides in whole 1,500 units, where around 3,500 people in Munich can also find recovery in the neighboring park of 14,000 sqm. Several daycare centers, playgrounds as well as new pedestrian and cycle paths complete the modern and sustainable urban district.

52, 000 kg CO₂-emissions p.a. avoided²



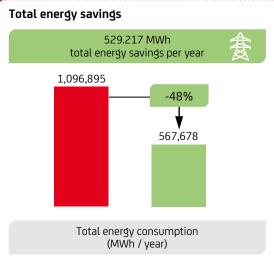


¹In accordance with official requirements.

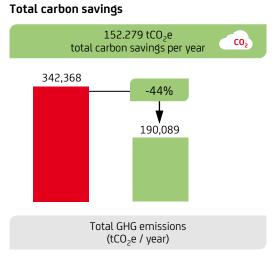
²Compared to the EnEV 2016

Impact – Green Buildings Portfolio¹

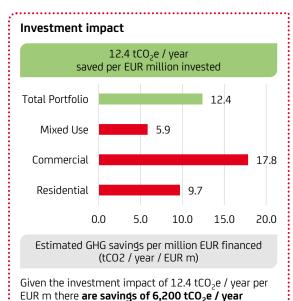




This represents the total energy saved by UniCredit's Green Buildings, by calculating the difference in energy use between UniCredit's Green building assets and the national building stock reference benchmarks or the calculated notional building (the 'reference portfolio').



This represents the total Co2e emissions avoided by UniCredit's Green Buildings, by calculating the difference in energy use between UniCredit's Green building assets and the national building stock reference benchmarks or the calculated notional building (the 'reference portfolio').





allocated to a 500 EUR m Green Pfandbrief issued by

UniCredit Bank AG.

¹Loan data as of 31 Mar 2022; Energy and carbon savings are allocated proportionally to UniCredit Bank AG's current Loan-to-Value.

Methodology Explained



Green Building Portfolio





Energy saving



To calculate the energy saving for each green asset (**kWh**):

((kWh))

dena pustatis

Reference building

consumption
(acc. to EPC)¹ of green
bond asset (kWh)

Energy demand /



0 100 200 300 400 500 600 3760





To calculate carbon savings of each green asset (kgCO₂):

Carbon Carbon
emissions emissions
intensity of intensity of
reference green bond
building asset
(kqCO₂/m²) (kqCO₂/m²)

Area of

green bond
asset (m²)

Carbon emissions savings (kgCO₂)

Methodology

- Assets with a consumption-based EPC were benchmarked against the BBSR 2019 national energy reference benchmarks for HVAC conditioned offices with heating and electricity.
- Assets with a demand, calculation-based energy performance certificate were benchmarked against the object and asset-specific notional reference benchmark for heating and electricity, based on primary energy and converted into site energy demand including energy sources, carrier and conversion factors (site-to-source, CO₂-equivalents).
- For residential assets with a demand, calculation-based energy performance certificate are benchmarked against the national average reference benchmark for the building stock.

- The CO₂ emissions equivalent factors were based on the following:
 - Gebäudeenergiegesetz GEG 2020
 - DIN V 18599:2018/ BAFA guidelines 2020
 - Covenant of Mayors for Climate & Energy: Default emission factors for local emission inventories – Version 2017
 - CoM Default Emission Factors for the Member States of the European Union
 - $\,$ City-specific district heating emissions factors were provided by the energy supplier and corresponding valid CO $_2$ -certificates
- The electricity (green power) mix was calculated on the basis of the annual public net energy use-weighted mix for Germany for the year 2020, based on the CoM emission factors for renewable energies (wind, solar, hydro)





Cover pool



From the first Communal Obligation in 1871 to the Green Pfandbrief

1 2 3 4 5 6 7

- In 1869 the "Bayerische Vereinsbank" received the permission to issue Pfandbrief
- 1871 the first communal obligation was issued
- Since this time the Pfandbrief has always been one of the main refinancing instruments of the bank and HVB has established itself as a permanent issuer in the Capital markets
- 2019 first USD denominated Public Pfandbrief benchmark issue
- 2021 HVB has committed to the Minimum Standards of the VdP for the "Green Pfandbrief"





HypoVereinsbank and its Pfandbrief History



King Frederick II decreed the first mortgage bond in Germany, referred to as "Pfandbrief"	1769		
King Max II introduced the modern Pfandbrief system in Bavaria	1864		· ·
Foundation of Bayerische Vereinsbank ······	1869		
Formation of a powerful mortgage bank: HypoVereinsbank Merger of Bayerische Hypotheken- und Wechsel Bank and Bayersische Vereinsbank	1998	The second series and the second series are series are series are series and the second series are	
HypoVereinsbank becomes part of UniCredit Group	2005		







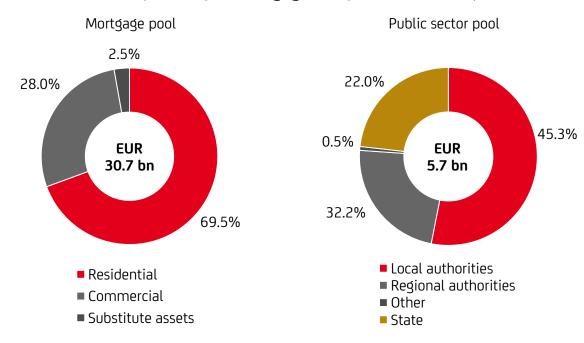
HypoVereinsbank's cover pool at a glance: A strong Pfandbrief house



As of 30.09.2022	Mortgage	Public
Pool type	Dynamic	
Cover pool (EUR m)		
Nominal value ¹	29,807	5,718
Net present value	29,103	5,583
Substitute assets	0,857	0
Total number of loans	136,407	1,561
Fixed rate loans	82.3%	71.5%
Floating rate loans	17.7%	28.5%
Outstanding issues (EUR m)		
Nominal value	24,628	3,469
Net present value	22,025	3,395
Overcollateralisation ²	24.5%	64.8%

¹Excluding substitute assets

Total cover pool – Split mortgage and public sector (3Q2022)





²OC calculated with nominal values of cover pool and outstanding issues

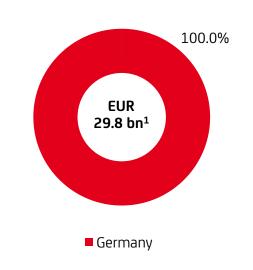
Mortgage cover pool with purely German assets



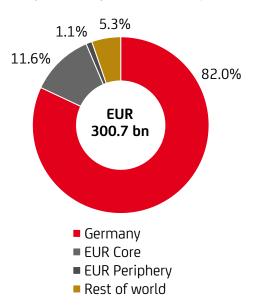
- As one of the oldest Pfandbrief players in Germany, HypoVereinsbank is well acquainted with the characteristics of the highly regulated German market
- With exclusively German assets in the mortgage cover pool, HypoVereinsbank benefits from the country's solid and reliable economic situation
- With 18%, the non-German exposure of the members of the Association of German Pfandbrief Banks (vdp) is substantially higher compared to HypoVereinsbank

Total mortgage cover pool – Split by country of asset location (3Q2022)

Cover pool HypoVereinsbank² (3Q2022)



Cover pool all vdp-members² (3Q2021)





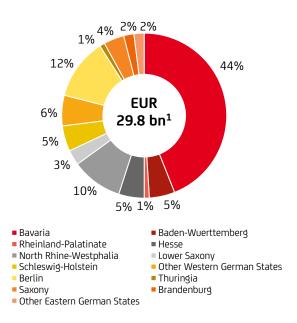
¹Without further cover assets

²EUR Core: B, DK, F, FIN, GB, LUX, NL, AUT, PL, S, CZ, LIE, EU; EUR Periphery: BUL, EST, GR, IT, IRL, LET, LIT, MALT, PORT, RO, SLO, SK, ESP, HU, CY; Rest of world: ISL, NOR, CH, JAP, CAN, USA

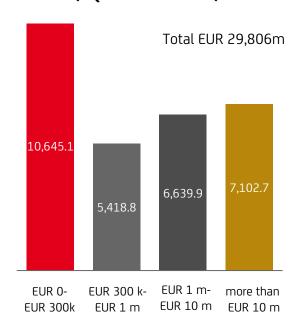
Mortgage cover pool with solid foothold in economically strong Bavaria

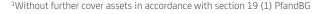
- UniCredit Bank AG's mortgage cover pool is mostly concentrated in economically strong federal state Bavaria where the bank has strongest presence
- The non-Bavarian mortgage cover pool is well diversified between the capital Berlin and the remaining federal states
- Mortgages of up to three hundred thousand Euros account for almost 36% of the entire mortgage cover pool basing it on a wide an solid foundation

Mortgage cover pool by location¹ (302022)



Mortgage cover pool by size¹ (302022 in EUR m)





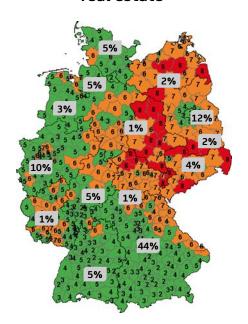


Mortgage cover pool with solid foothold in economically strong Bavaria

Consistent risk management

- Internal risk map based on empirical data from decades serves as basis for Loan-to-value (LTV) limits
- Focus areas of HypoVereinsbank's mortgage cover pool in low risk regions
- Majority of the mortgage cover pool with a LTV <100%

Risk map residential real estate¹



Loan-to-value limits for retail and private banking clients

Division	Risk color	LTV limit ²		
		Owner- occupied	Buy to let	
Retail		95%	80%	
Retail		85%	70%	
Retail		70%	no financing	
Private Banking		100%	100%	
Private Banking		70%	70%	

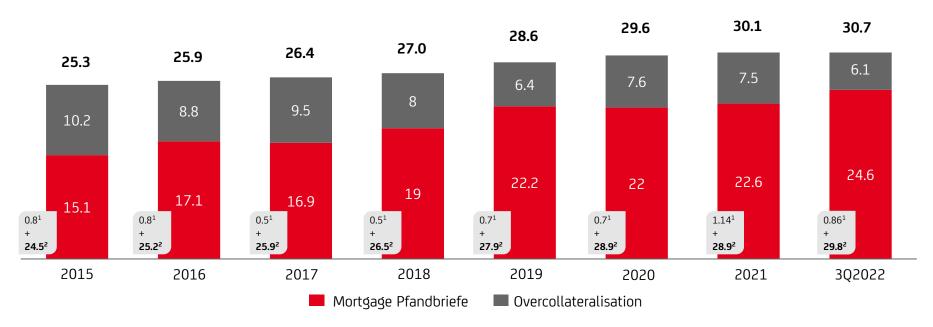


¹As of 3Q2022

²Loan-to-value limits are calculated on the basis of market values derived from internal calculations (System Wertweiser, KRQ and on-site visit)

Investors benefit from high level of overcollateralisation of outstanding Pfandbriefe

Total mortgage cover pool development and nominal overcollateralization in historical comparison (in EUR bn)



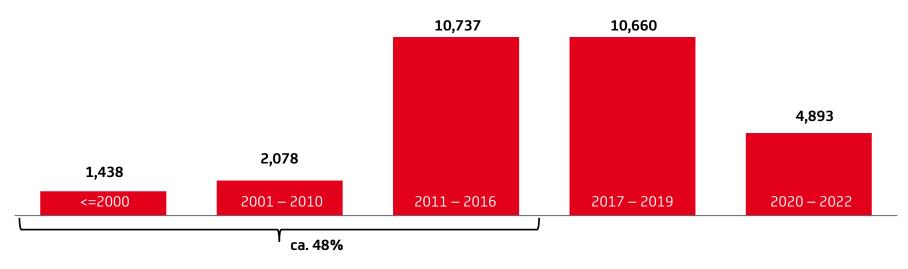
¹Further cover assets in accordance with section 19 (1) German Pfandbrief Act



²Mortgage cover assets: There are no derivatives and foreign currency assets used as cover for Mortgage Pfandbriefe

High percentage of long lasting client relationship minimises risk

Cover pool mortgages (nominal) per closing date 3Q2022 (in EUR m)



- Roughly 48% of HypoVereinsbank's cover pool mortgages date back to more than five years
- Reliable and predictable customer base due to long term client relationship



1 2 3 4 5 6 7

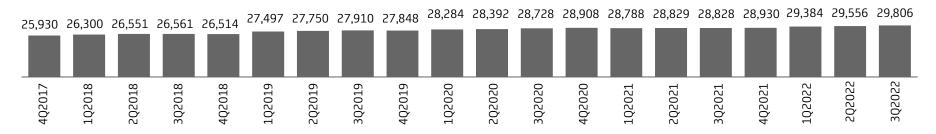
Excellent payment discipline: Arrear ratio¹ below 0.004% for years



Payments in Arrears – in EUR m and % share of the mortgage cover pool (arrear ratio)



Total mortgage cover pool (in EUR m)



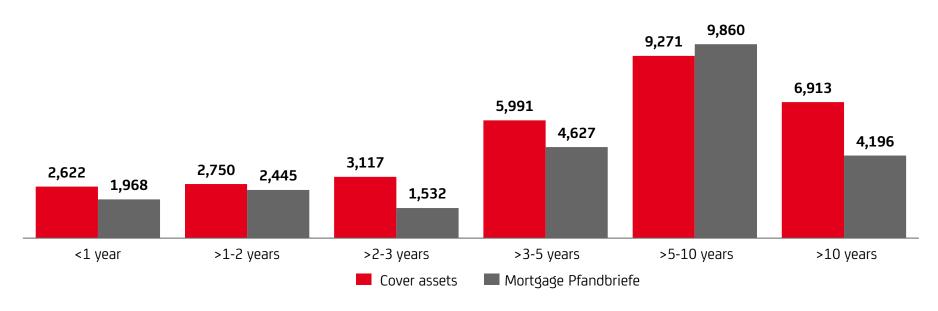
¹Payments more than 90 days overdue in relation to mortgage receivables



Well matching maturity profiles of mortgages and Pfandbrief issues



Maturity structure of outstanding mortgage Pfandbriefe versus related cover assets 3Q2022 (in EUR m)





Overview of benchmark issues since 2020



Pfandbrief Type	Initial Tenor and Interest Type	Issued Volume	Issue Date	Maturity	Spread
Mortgage Pfandbriefe	12Y. FXD Rate	EUR 1.25 bn	Jan 20	Jan 32	Midswap +6 bps
Mortgage Pfandbriefe	10Y. FXD Rate	EUR 1.00 bn	Jun 20	Jun 30	Midswap +10 bps
Mortgage Pfandbriefe	8Y. FXD Rate	EUR 1.00 bn	Sep 20	Sep 28	Midswap +7 bps
Mortgage Pfandbriefe	15Y. FXD Rate	EUR 0.50 bn	Jan 21	Jan 36	Midswap +3 bps
Mortgage Pfandbriefe	10Y. FXD Rate	EUR 0.75 bn	Mar 21	Mar 31	Midswap +1 bp
Mortgage Pfandbriefe	8Y. FXD Rate	EUR 0.5 bn	May 21	May 29	Midswap -1 bp
GREEN Mortgage Pfandbriefe	5Y. FXD Rate	EUR 0.5 bn	Sep 21	Sep 26	Midswap -2 bps
TAP Mortgage Pfandbrief	12Y. FXD Rate	EUR 0.25 bn	Nov 21	Jan 32	Midswap -1 bp
Mortgage Pfandbriefe	11Y. FXD Rate	EUR 1.00 bn	Jan 22	Jan 33	Midswap flat
Public Sector Pfandbrief	5Y. FXD Rate	EUR 1.00 bn	Feb 22	Feb 27	Midswap -1 bp
Mortgage Pfandbriefe	5Y. FXD Rate	EUR 0.5 bn	Jun 22	Jun 27	Midswap flat
GREEN Mortgage Pfandbriefe	5.5Y. FXD Rate	EUR 0.5 bn	Sep 22	Apr 28	Midswap flat
Mortgage Pfandbriefe	3.25Y. FXD Rate	EUR 0.75 bn	Nov 22	Feb 26	Midswap +2

Annex



EU Taxonomy – eligibility criteria for climate change mitigation – residential assets in Germany







Economic activity	Screening criteria	Single-Family houses ¹	Multi-Family houses ²	
7.1 Construction of new buildings	Nearly Zero-Energy Building Primary energy demand ³ minus 10%	At least 10% lower than the requirements for the primary energy demand of the "Nearly Zero-Energy Building" standard (NZEB). Based on the "Energy Performance of Buildings Directive (EBPD)", the NZEB-standard is implemented in the GEG 2020 (Gebäudeenergiegesetz) requirements.		
7.2	Major Renovation Cost optimal level	The building renovation complies with the applicable requirements for major renovations as defined in the Energy Performance of Buildings Directive (EBPD), based on the cost optimal level as defined in EnEV 2016. (EnEV 2016 as EnEV 2014 with amendments from 01.01.2016)		
Renovation of existing buildings	Property Upgrade Relative improvement ≥ 30% in primary energy demand	Relative improvement in primary energy demand ≥ 30% in comparison to the performance of the building before the renovation. Reductions through renewable energy sources are not taken into account.		
	Energy Performance Certificate EPC at least class A	Energy performance class A+ or A Final energy demand ⁴ : A+ < 30 A < 50 kWh/(m ² a)		
7.7 Acquisition and ownership of buildings	top 15% of the national existing building stock ⁵	Energy performance class A+, A or B with a final energy demand: A+ < 30 A < 50 kWh/(m²a) B < 75 kWh/(m²a) Primary energy demand: < 74 kWh/(m²a) Primary energy demand: EnEV 2009 or better Final metered energy use ⁶ : < 70 kWh/(m²a)	Energy performance class A+ or A with a final energy demand: A+ < 30 A < 50 kWh/(m²a)	

Source: Drees & Sommer low carbon building criteria are based on EU Taxonomy (Delegated Act – July 2021). Criteria are valid for assets located in Germany. Status: December 2021 ¹SFH: Single-Family house with 1-2 units ²MFH: Multi-Family house with >2 units ³Primary energy demand = Primärenergiebedarf ⁴Final energy demand = Endenergiebedarf ⁵The EU Taxonomy Regulation focuses on primary energy demand in its eligibility criteria. In Germany, energy performance certificates (EPCs) can be issued based on calculated primary energy demand as well as metered primary energy consumption. In this study, therefore the top 15%- eligibility criteria are also indicated on metered consumption figures. ⁶Final metered energy use = gemessener Endenergieverbrauch

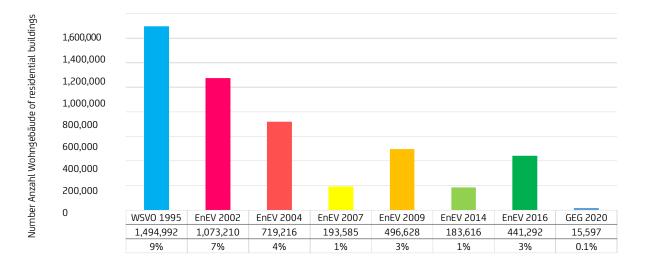
Drees & Sommer – EU Taxonomy: Acquisition and ownership - derivation of the top 15% of existing building stock in Germany - February 2022



Residential building stock – Single-Family house – Germany







Information and data is based on:

- Central Statistical Office in Germany "Statistisches Bundesamt" (Destatis 2021)
- Deutsche Energie-Agentur (dena, 2021)
- Census 2011 and microcensus 2014
- Co2online/wohngebaeude.info 2019

According to this database information, there are in Germany by the end of 2020

- ≈ 16 million single family houses with
- ≈ 19.2 million residential dwellings

Data from 1995–2020 are based on Destatis, previous 1995 is added from census 2011 and microcensus 2014.

Number of buildings, which have undergone an energy efficient retrofit, are not included.

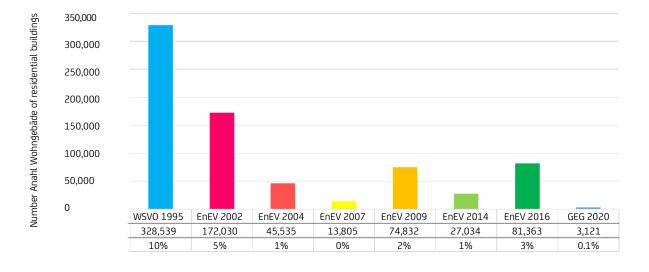
Source: Drees & Sommer figure based on Statisches Bundesamt (DESTATIS 2021), DENA 2016, DENA 2021, co2online Drees & Sommer – EU Taxonomy: Acquisition and ownership – derivation of the top 15% of existing building stock in Germany – February 2022



Residential building stock – Multi-Family house – Germany







Information and data is based on:

- Central Statistical Office in Germany "Statistisches Bundesamt" (Destatis 2021)
- Deutsche Energie-Agentur (dena, 2021)
- Census 2011 and microcensus 2014
- Co2online/wohngebaeude.info 2019

Based on this information, there are in Germany by the end of 2020

- ≈ 3.3 million multi family houses with
- ≈ 22.2 million residential dwellings

Data from 1995–2020 are based on Destatis, previous 1995 is added from census 2011 and microcensus 2014.

Number of buildings, which have undergone an energy efficient retrofit, are not included.

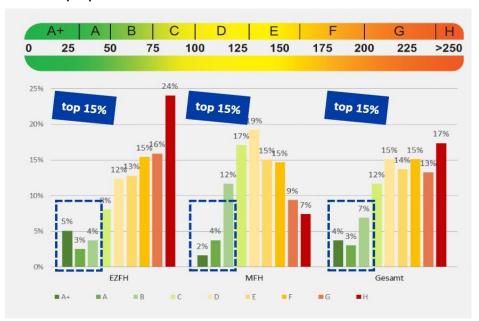




Residential building stock – Germany



Energy Efficiency Rating in kWh/m² per year



Top 15%-criteria

Residential building is within the **top 15%** of its local market, if Energy efficiency class is:

Single-Family: top 15% within A+, A or B Multi-Family: top 15% within A+ or A

Evaluation: Based on the available data from end of 2019, it can be stated that the energy efficiency class B is within the **top 15%** of the local market for residential assets as the whole group. This threshold is subject to change.

This study includes buildings with calculated energy performance certificates (81 thousand).



Low carbon trajectories – top 15% baseline – residential assets in Germany



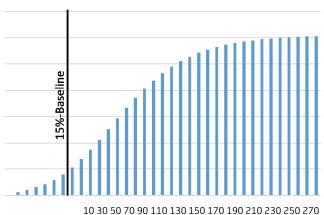












Top 15%-eligibility criteria:

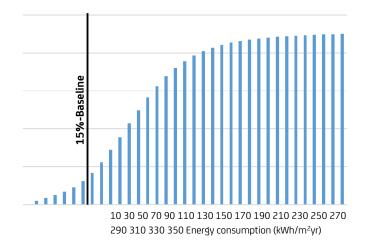
Single-Family houses with a final metered energy use (consumption)

< 70 kWh/m²a or less represent the top 15% of its local market.

 $(< 80 \text{ kWh/m}^2\text{a} = \text{top } 17\%)$

Database = 1,211,772 SFH+TFH assets, CO2 online / wohngebäude.info, Results of survey 2002...2019

290 310 330 350 Energy consumption (kWh/m²yr)



Top 15%-eligibility criteria:

Multi Family-houses with a final metered energy use (consumption)

< 70 kWh/m²a or less represent the top 15% of its local market.

 $(< 80 \text{ kWh/m}^2\text{a} = \text{top } 19\%)$

Database = 224,848 MFH assets, Co2 online / wohngebäude.info; Results of survey 2002...2019



Residential building stock – Germany

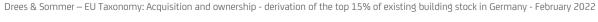






Residential building is within the top 15% of its local market, if: Building energy efficiency code is EnEV 2009 or newer (compliance with primary energy demand requirements and building energy efficiency)

Drees & Sommer figure based on Statisches Bundesamt (DESTATIS 2021), DENA 2016, DENA 2021, co2online







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Imprint

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