





Presentation to Investors & Analysts | 31 October 2019

Q3 and 9M 2019 results

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The figures presented for the three-month and nine-month periods ending 30 September 2019 were prepared in accordance with IFRS guidelines as adopted by the European Union and applicable as of this date.

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 Operating income (GOI*) up +9.7%² vs. Q3 2018

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1. Assets under management and net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' net inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis - 2. Adjusted data: excluding amortisation of the distribution contracts and, in 2018, excluding costs associated with the integration of Pioneer - 3. Excluding treasury products.

See slides 29-30 for definitions and methodology.



^{*}GOI: Gross operating income.

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Q3 2019 Highlights



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Q3 2019: Record net inflows¹ of +€42.7bn; Operating income (GOI*) up +9.7%² vs. Q3 2018

Results	 Q3 2019: Net asset management revenue up sharply (+5.6% vs. Q3 2018) Gross operating income² of €321m, a substantial increase (+9.7% vs. Q3 2018), and a cost/income ratio² of 51.1%, a 1.8pt improvement vs. Q3 2018 Accounting net income of €218m, up by +4.0% vs. Q3 2018 9M 2019: Accounting net income of €697m, up by +5.2% vs. 9M 2018
Business activity	 AuM of €1,563bn¹ at 30 September 2019, an increase of +5.1% vs. the end of June 2019 Record net inflows¹ of +€42.7bn⁴ in Q3 2019, with: MLT³ asset flows of +€25.3bn⁴ Treasury Products recording net inflows again (+€17.4bn) Solid inflows in Retail (+€17.8bn⁴), in particular in the JVs (+€14bn⁴) and third-party distributors (+€4bn) Net inflows¹ of +€31bn⁴ in 9M 2019

1. Assets under management and net inflows include assets under advisory and assets sold and take into account 100% of assets under management and net inflows on the Asian JVs. For Wafa in Morocco, assets are reported on a proportional consolidation basis - 2. Adjusted data: excluding amortisation of the distribution contracts and, in 2018, excluding the integration costs of Pioneer - 3. Medium-Long-Term (MLT) Assets: excluding treasury products - 4. Including new +€14.6bn pension fund mandates for the JV in India. *GOI: Gross operating income.

See slides 29-30 for definitions and methodology.



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Business activity



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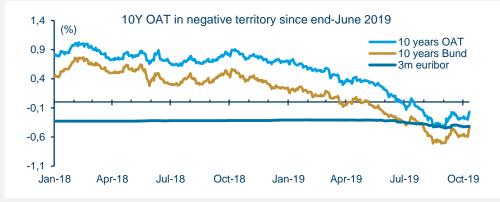
Markets have returned to their average 2018 levels...

Equities:

- Equity markets continued to rise in Q3 2019 (+2.5% vs. end-June 2019 and +3.4% vs. end-September 2018 for the CAC 40)
- Average indices were stable during 9M 2019 vs. 9M 2018 (-0.8% on average for the CAC 40)



Trend in major interest rates between January 2018 and October 2019



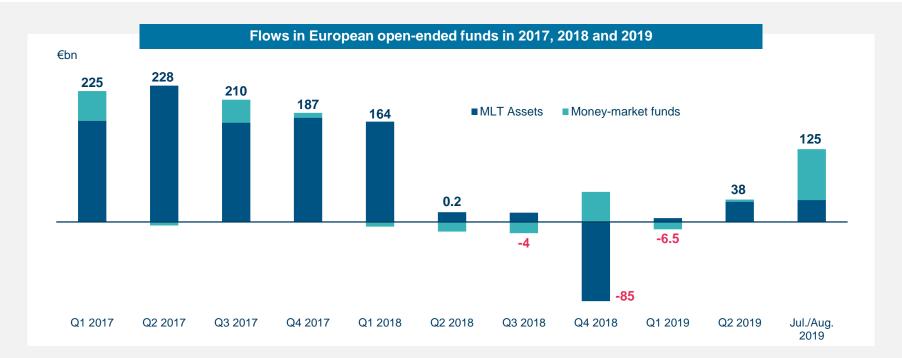
Interest rates:

- A marked decline in Q3 2019
- The majority of sovereign rates in Europe have been in negative territory since end-June 2019

Sources: Refinitiv (formerly Reuters)



... and inflows on the European asset management market are gradually recovering



- Cumulative net flows as of the end of August 2019 of +€160bn, with an improvement in Q3 2019 (July and August) including a substantial money-market component
- Slight recovery in risk appetite from savers and investors

Source: Amundi and Broadridge Financial Solutions - FundFile & ETFGI/Open-ended funds (excluding discretionary mandates and special investor funds) at the end of August 2019.



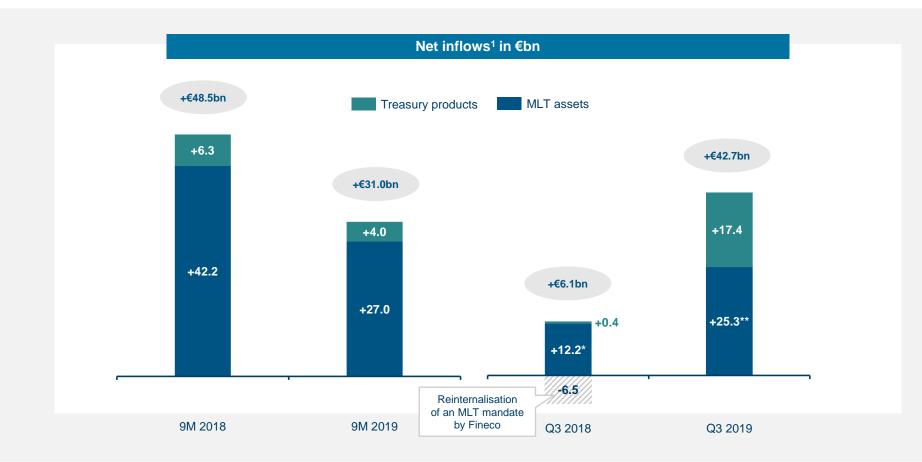
Amundi: AuM of €1,563bn at end-September 2019, up +5.1% vs. end-June 2019



Note: Assets under management and net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis.



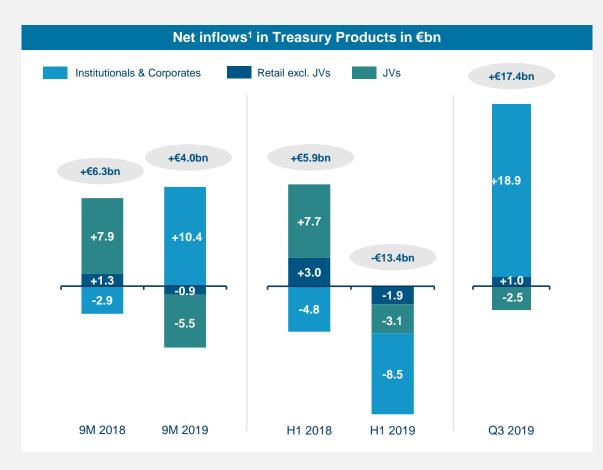
Record net inflows, mainly driven by MLT assets



 Net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis.
 *Excluding the €6.5bn in assets reinternalised by Fineco in Q3 2018 - **Including a new +€14.6bn mandate for the JV in India in Q3 2019.



Treasury products: return to net inflows in Q3 2019

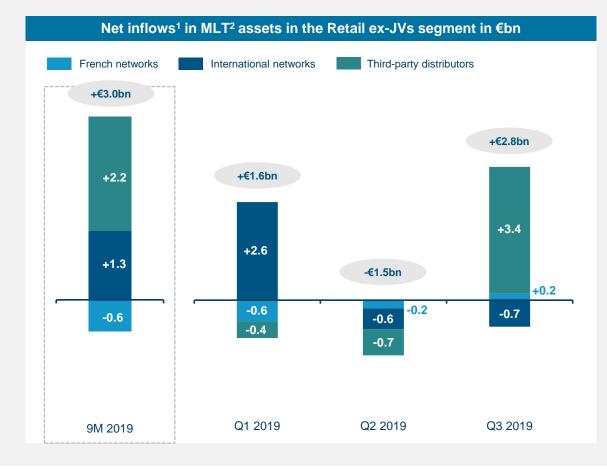


A return to net inflows on treasury products in Q3, concentrated on corporate and institutional clients, following the seasonal outflows seen in H1 (dividend payments by corporates)

1. Net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis.



Retail ex-JVs in Q3 2019: activity on MLT² assets recovering



Recovery of net inflows in Q3 2019 in MLT assets in the Retail segment (+€2.8bn vs -€1.5bn in Q2 2019), driven by third-party distributors (+€3.4bn)

Third-party distributors: sharp rebound in activity in Q3, especially in Europe and Asia

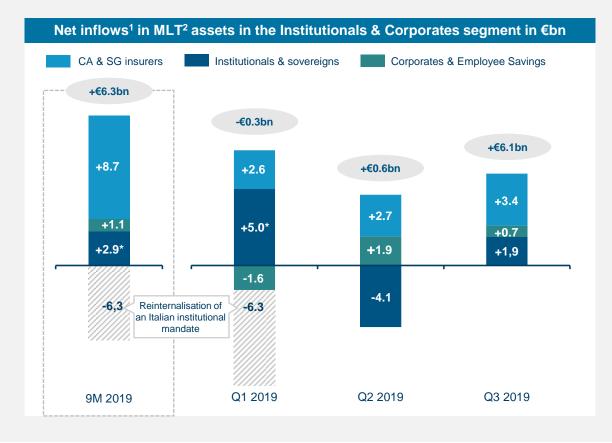
French networks: slightly positive net inflows in Q3 2019 thanks to Unit Linked (UL) accounts

International networks: moderate outflows in Italy, despite solid levels of activity on Unit Linked (UL) accounts and maturity funds

1. Net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis - 2. Medium-Long-Term (MLT) Assets: excl. Treasury products.



Institutionals & Corporates: MLT² asset net inflows driven by insurance mandates in particular



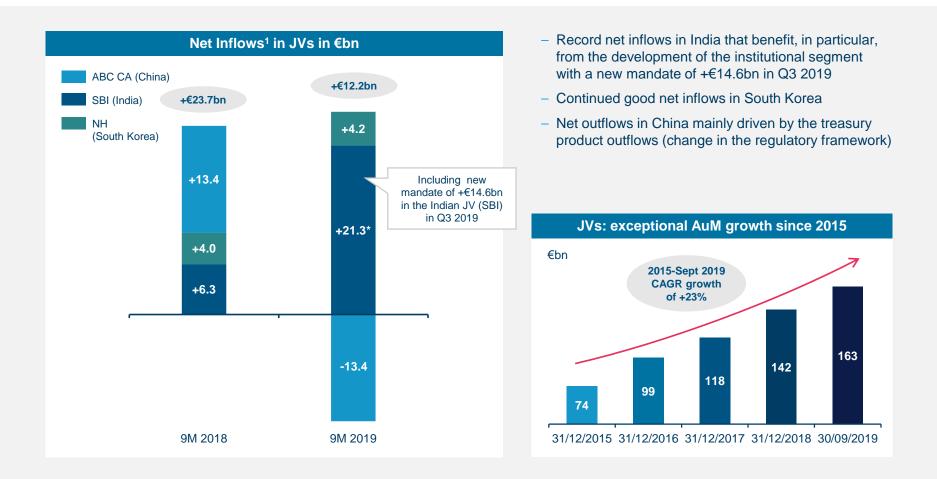
Recovery in MLT inflows:

- Flows remain brisk and driven by CA & SG insurers, thanks to substantial subscriptions in euro-denominated life-insurance policies
- Recovery of inflows on Institutional and Sovereign clients

1. Net inflows include assets under advisory and assets sold - 2. Medium-Long-Term (MLT) assets: excl. treasury products - *Excluding the reinternalisation of an Italian institutional mandate for -€6.3bn in Q1 2019.



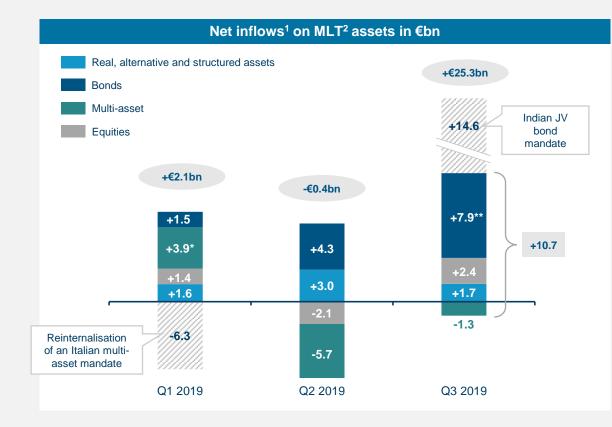
Strong net inflows in the JVs driven by India and Korea



1. AuM and net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis - *including new mandate of +€14.6bn in the Indian JV in Q3 2019.



Expertise in Q3 2019: net inflows in MLT² assets driven by bonds, equities and real assets



Excluding the new Indian JV mandate (+€14.6bn), inflows on MLT assets totalled +€10.7bn in Q3 2019, a sharp improvement (vs. -€0.4bn in Q2 2019)

Excluding JVs, inflows on MLT assets totalled +€8.9bn in Q3 2019 (vs. -€0.9bn in Q2 2019)

Activity driven by solutions tailored to the market backdrop:

- Bond management: expertise in insurance management, emerging market and US debt, maturity funds
- Real and alternative assets
- Structured products

A good quarter for passive management, ETF/Index-linked/Smart Beta products (+€4.3bn), bringing AuM to €122.3bn at end-September 2019

1. Net inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis - 2. Medium-Long-Term (MLT) Assets excl. Treasury products. *Excl. reinternalisation of an Italian multi-asset mandate for -€6.3bn in Q1 2019 - **Excl. a +€14.6bn mandate for the JV in India in Q3 2019.



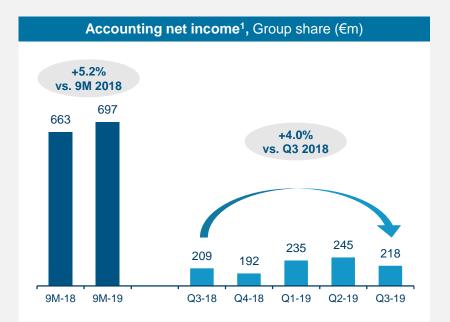
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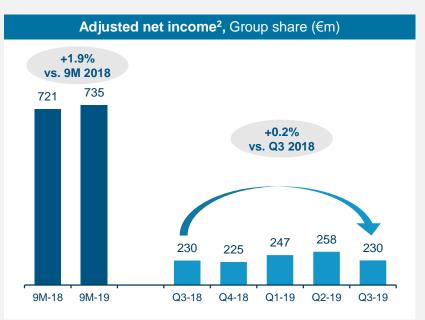
Results



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Accounting net income up more than +5% over 9M 2019





High and increasing profitability, thanks to solid operating performance

Adjusted Gross Operating Income² up:

- +1.7% in 9M 2019 vs. 9M 2018
- +9.7% in Q3 2019 vs. Q3 2018

1. Incl. amortisation of distribution contracts and, in 2018, integration costs - 2. Excl. amortisation of distribution contracts and, in 2018, excluding integration costs.



Net revenues up sharply (+5.7% vs. Q3 2018)

(in €m)	Q3 2018	Q3 2019	Change (%)
Net revenue¹ (€m)	622	657	+5.7%
Net asset management revenue	622	656	+5.6%
o/w Net management fees	615	631	+2.6%
o/w Performance fees	6	25	x4
Financial income and other net income	0	1	NS
Average assets under management, excl. JVs (€bn)	1,334	1,378	+3.3%

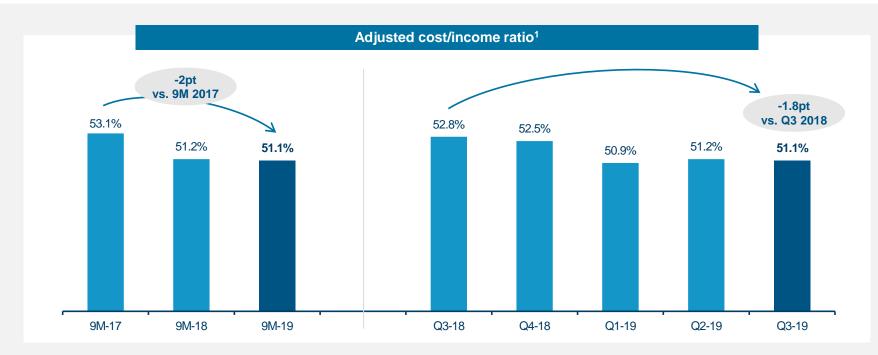
Net asset management revenue up sharply, thanks to:

- Steady growth in net management fees thanks to the rise in average AuM
- Performance fees that held at a good level

1. Excluding amortisation of distribution contracts.



Cost/income ratio of 51.1%



Operating expenses under control: impact of synergies associated with the integration of Pioneer are offsetting investments in business development (targeted hires)

Since the integration of Pioneer (July 2017), the cost/income ratio has been reduced by 2 points (and by almost 5 points compared to combined Amundi and Pioneer figures in 2016)

An operating expenses to average AuM ratio (excl. JVs) that remains one of the lowest in the industry: 10.1bp²

^{1.} Excl. integration costs related to Pioneer in 2017 and 2018 and excl. amortisation of distribution contracts - 2. Operating expenses / average AuM (ex-JVs) ratio in 9M 2019.



Detailed income statements (9M and Q3 2019 & 2018)

€m	9M 2019	9M 2018	Change	Q3 2019	Q3 2018	Change
Adjusted net revenue	1,989	1,962	+1.4%	657	622	+5.7%
Net asset management revenue	1,955	1,968	-0.7%	656	622	+5.6%
o/w net management fees	1,870	1,874	-0.2%	631	615	+2.6%
o/w performance fees	85	94	-9.4%	25	6	x4
o/w net financial income and other net income	34	(6)	NS	1	0	NS
Adjusted operating expenses	(1,016)	(1,005)	+1.1%	(335)	(328)	+2.1%
Adjusted gross operating income	973	957	+1.7%	321	293	+9.7%
Adjusted cost/income ratio	51.1%	51.2%	-0.2 pt	51.1%	52.8%	-1.8 pt
Cost of risk & Other	(7)	2	NS	(9)	12	NS
Equity-accounted entities	33	38	-13.7%	8	13	-36.6%
Adjusted income before taxes	999	996	+0.3%	320	317	+0.7%
Taxes	(264)	(275)	-4.1%	(90)	(88)	+2.5%
Adjusted net income, Group share	735	721	+1.9%	230	230	+0.2%
Amortisation of distribution contracts after tax	(38)	(37)	+0.7%	(13)	(12)	+0.7%
Pioneer integration costs after tax	0	(21)	NS	0	(8)	NS
Net income, Group share	697	663	+5.2%	218	209	+4.0%

The change in the JVs net contribution is driven by two opposite trends:

- A continued progression in India and South Korea
- A decline in China

NB: Adjustments: excluding amortisation of distribution contracts in 2018 and excluding costs associated with the integration of Pioneer. See slides 29 and 30 for definitions and methodology.



Conclusion

- 1. Strong recovery in activity, against a still uncertain global backdrop
- 2. Solid operating performances (increase in Gross Operating Income and improvement in Cost/income ratio to 51.1%), due to two factors:
 - A recovery in activity
 - The impact of synergies associated with the integration of Pioneer
- 3. With the integration of Pioneer now complete, Amundi is fully focused on its development





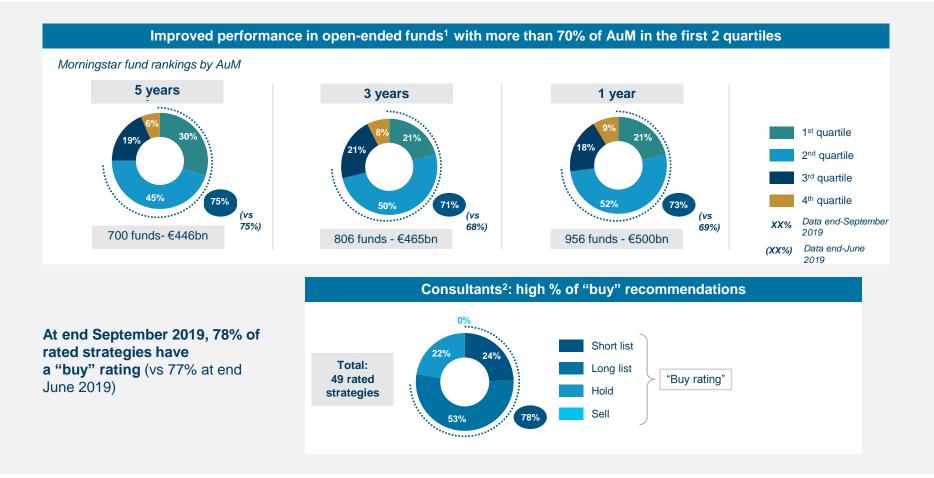


Appendices



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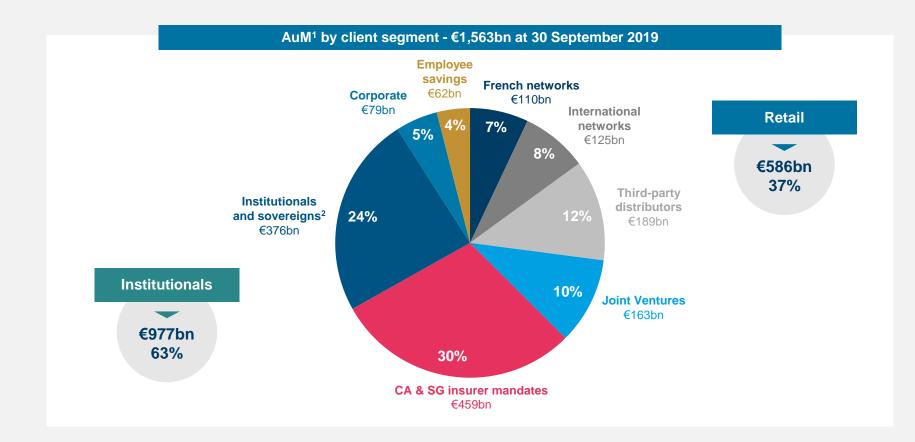
Solid performances in portfolio management



1. Source: Morningstar Direct, open-ended funds and ETFs, global scope, excluding feeder funds, end-September 2019 - 2. Global consultants: AonHewitt, Cambridge Associates, Mercer, Russel, Willis Towers Watson, Bfinance, August 2019 rating.



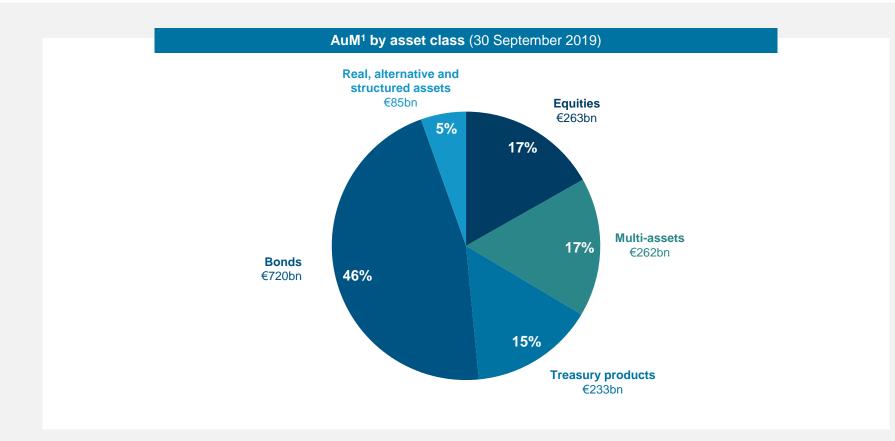
Breakdown of AuM by client segment



 Assets under management include assets under advisory and assets sold and take into account 100% of assets under management and inflows on the Asian JVs. For Wafa in Morocco, assets are reported on a proportional consolidation basis.
 Including funds of funds.



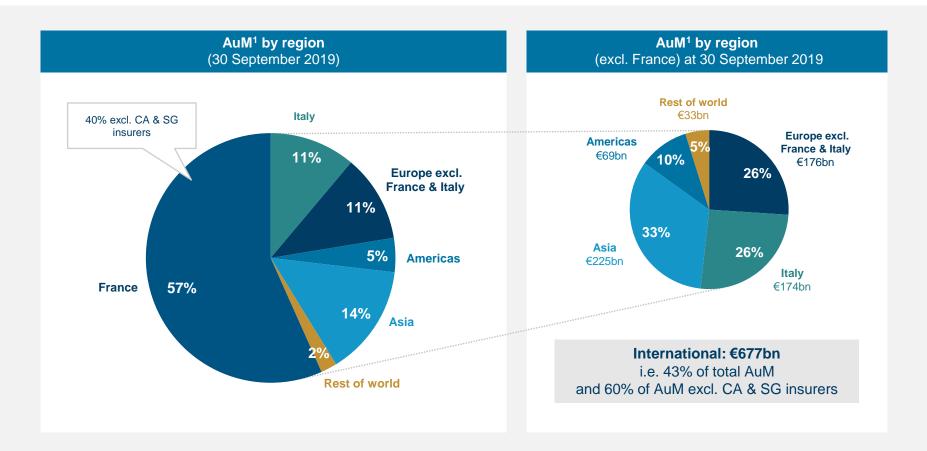
Breakdown of AuM by asset class



1. Assets under management include assets under advisory and assets sold and take into account 100% of assets under management on the Asian JVs. For Wafa in Morocco, assets are reported on a proportional consolidation basis.



Breakdown of AuM by region



1. Assets under management include assets under advisory and assets sold and take into account 100% of assets under management from inflows on the Asian JVs. For Wafa in Morocco, assets are reported on a proportional consolidation basis.



Combined AuM and inflows by client segment

Assets under management ¹ at 30 September 2019 and 2018 9M and Q3 combined net inflows ¹ by client segment, 2019 and 2018								
	A N A	004		luflee	la flavua	la flaura	Le fleure	Le fleure
(€bn)	AuM 30.09.19	AuM 30.09.18	% chg. vs. 30.09.18	Inflows Q3 2019	Inflows Q2 2019	Inflows Q3 2018	Inflows 9M 2019	Inflows 9M 2018
French networks ²	110	110	-0.0%	+0.4	+0.4	-0.8	-2.3	+2.4
International networks	125	123	+1.5%	-0.6	-0.1	+0.4	+1.7	+5.4
JVs	163	137	+19.0%	+14.0**	+1.0	+0.3	+12.2**	+23.7
Third-party distributors	189	181	+4.2%	+4.0	+0.5	-4.3*	+2.6	-1.3*
Retail	586	550	+6.4%	+17.8**	+1.9	-4.4*	+14.2**	+30.2*
Institutionals ³ and sovereigns	376	380	-1.0%	+4.0	-7.0	+2.4	-4.4	+23.0
Corporates	79	65	+22.3%	+11.2	-2.3	+7.8	+3.0	-5.4
Employee Savings	62	60	+4.5%	-0.2	+2.8	+0.3	+2.0	+2.8
CA & SG insurers	459	420	+9.3%	+9.9	-0.1	-0.0	+16.2	-2.1
Institutionals	977	925	+5.7%	+24.9	-6.7	+10.5	+16.7	+18.3
TOTAL	1,563	1,475	+5.9%	+42.7**	-4.8	+6.1*	+31.0**	+48.5*
Average AuM (excl. JVs)	1,340	1,333	+0.5%					

1. Assets under management and inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis - 2. French networks: net inflows on medium/long-term assets of -€0.6bn at 9M 2019 and +€0.2bn in Q3 2019 - 3. Including funds of funds - *Including the €6.5bn in assets reinternalised by Fineco in Q3 2018 - **Including a new +€14.6bn mandate for the JV in India in Q3 2019.



AuM and inflows by asset class and region

Combined AuM ¹ at 30 September 2019 and 2018 9M and Q3 combined net inflows ¹ by asset class, 2019 and 2018										
AuM AuM % chg. vs. Inflows In										
Equities	263	253	+3.7%	+2.4	-2.1	+4.3	+1.8	+15.6		
Multi-asset	262	263	-0.3%	-1.3	-5.7	-3.4*	-9.4	+11.8*		
Bonds	720	657	+9.7%	+22.5**	+4.3	+0.7	+28.3**	+10.4		
Real, alternative and structured assets	85	74	+14.4%	+1.7	+3.0	+4.0	+6.3	+4.5		
MLT ASSETS	1,330	1,247	+6.6%	+25.3	-0.4	+5.7*	+27.0**	+42.2*		
Treasury products	233	228	+2.2%	+17.4	-4.4	+0.4	+4.0	+6.3		
TOTAL	1,563	1,475	+5.9%	+42.7**	-4.8	+6.1*	+31.0**	+48.5*		

Combined AuM ¹ at 30 September 2019 and 2018 9M and Q3 combined net inflows ¹ by region, 2019 and 2018									
AuM AuM % chg. vs. Inflows Inflows Inflows Inflows Inflows Inflow (€bn) 30.09.19 30.09.18 30.09.18 Q3 2019 Q2 2019 Q3 2018 9M-19 9M-1									
France ³	886 ²	846	+4.8%	+20.8	-2.9	+1.5	+17.3	+2.1	
Italy	174	174	-0.0%	-1.2	-0.7	-4.0*	-5.7	+2.7*	
Europe excl. France and Italy	176	161	+9.2%	+6.1	+2.2	+8.1	+5.6	+10.0	
Asia	225	204	+10.2%	+15.6**	-1.4	+0.7	+9.1**	+30.8	
Rest of world ⁴	102	90	+12.9%	+1.3	-2.0	-0.3	+4.7	+2.9	
TOTAL	1,563	1,475	+5.9%	+42.7**	-4.8	+6.1*	+31.0**	+48.5*	
TOTAL excl. France	677	630	+7.5%	+21.9**	-1.9	+4.5*	+13.7**	+46.4*	

1. Assets under management and inflows include assets under advisory and assets sold and take into account 100% of the Asian JVs' inflows and assets under management. For Wafa in Morocco, assets are reported on a proportional consolidation basis - 2. Of which \in 441bn from CA and SG insurers - 3. France: net inflows on medium/long-term assets: $+\in$ 4.4bn in Q3 2019; $+\in$ 2.7bn in Q2 2019; $+\in$ 2.4bn in Q1 2019 - 4. Mostly US - *Including the reinternalisation of an Italian Multi-asset mandate for $-\in$ 6.3bn in Q1 2019 - **Including a new $+\in$ 14.6bn mandate for the JV in India in Q3 2019.



Definitions and methodology (1/2)

1. Income statement

Accounting data

- In Q3 and at 9M 2019, information corresponds to data after amortisation of distribution contracts
- In Q3 and at 9M 2018, information corresponds to data after amortisation of distribution contracts and after integration costs related to Pioneer.

Adjusted data

To present an income statement that is closer to the economic reality, the following adjustments have been made:

- In Q3 and at 9M 2019: restatement of amortisation of distribution contracts (deducted from net revenues) with SG, Bawag and UniCredit.
- In Q3 and at 9M 2018: restatement of Pioneer-related integration costs and amortisation of distribution contracts (deducted from net revenues) with SG, Bawag and UniCredit.

2. Amortisation of distribution contracts with UniCredit

- When Pioneer was acquired, 10-year distribution contracts were entered into with UniCredit networks in Italy, Germany, Austria, and the Czech Republic; the gross valuation of these contracts came to €546m (posted to the balance sheet under Intangible Assets). At the same time, a Deferred Tax Liability of €161m was recognised. Thus the net amount is €385m which is amortised using the straight-line method over 10 years, as from 1 July 2017.
- In the Group's income statement, the net tax impact of this amortisation is €38m over a full year (or €55m before tax), posted under "Other revenues", and is added to existing amortisations of the SG and Bawag distribution contracts of €12m after tax over a full year (€17m before tax).

Note on accounting data

Costs associated with the integration of Pioneer:

- First nine months of 2018: €30m before tax and €21m after tax
- Q3 2018: €12m before tax and €8m after tax

Amortisation of distribution contracts:

- First nine months of 2018: €53m before tax and €37m after tax
- First nine months of 2019: €53m before tax and €38m after tax
- Q3 2019: €18m before tax and €13m after tax
- Q3 2019: €18m before tax and €12m after tax



Definitions and methodology (2/2)

3. Alternative Performance Indicators

Accounting data

Adjusted data

in €million	9M 2019	9M 2018	Q3 2019	Q3 2018
Net revenues (a)	- 1,935	1,908	639	604
+ Amortization of distribution contract	53	53	18	18
Adjusted Net revenues (b)	1,989	1,962	657	622
Operating expenses (c)	-1,016	-1,035	-335	-340
+ Pioneer integration costs before tax	0	30	0	12
Adjusted operating expenses (d)	-1,016	-1,005	-335	-328
Gross Operating Profit (e) = (a) + (c)	920	874	304	263
Adjusted Gross Operating Profit $(f) = (b) + (d)$	973	957	321	293
Cost income ratio (c) / (a)	52.5%	54.2%	52.5%	56.4%
Adjusted Cost income ratio (d) / (b)	51.1%	51.2%	51.1%	52.8%
Risk costs and provisions (g)	-7	2	-9	12
Share of net income of equity-accounted entities (h)	33	38	8	13
Profit before tax (i) = (e) + (g) + (h)	946	914	302	288
Adjusted Profit before tax $(j) = (f) + (g) + (h)$	999	996	320	317
Income tax (k)	-248	-251	-85	-79
Adjusted Income tax (I)	-264	-275	-90	-88
Net income group share (i) + (k)	697	663	218	209
Adjusted Net income group share (j) + (l)	735	721	230	230



Shareholder structure

	31 December 2017		31 Decemb	oer 2018	30 September 2019	
	Number of shares	% of capital	Number of shares	% of capital	Number of shares	% of capital
Crédit Agricole Group	141,057,399	70.0%	141,057,399	69.9%	141,057,399	69.9%
Employees	426,085	0.2%	602,329	0.3%	567,622	0.3%
Free float	59,985,943	29.8%	59,230,545	29.4%	58,181,656	28.8%
Treasury shares	41,135	0.0%	814,081	0.4%	1,897,677	1.0%
Number of shares at end of period	201,510,562	100.0%	201,704,354	100.0%	201,704,354	100.0%
Average number of shares for the period	192,401,181	1	201,591,264	/	201,704,354	/

 Treasury shares stood at 1.0% of the share capital at 30 September 2019, primarily as a result of the share buyback programme launched in November 2018 and the ongoing liquidity contract.

- The results of the capital increase reserved for employees will be known on 14 November 2019.

- Average number of shares on a prorata temporis basis.



Contacts and calendar

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