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The sum of values set out in the tables and analyses may differ slightly from the total reported due to rounding.



## **Agenda**

- 1. Third-Party Distribution: A Powerful Growth Engine for Amundi
- 2. Amundi Capabilities
  - 2.a Investment Management
  - 2.b Amundi Technology
  - 2.c Wealth Solutions
- 3. Client Success Stories
  - 3.a Meeting the Needs of Third-party Distribution Clients
  - 3.b Focus on Digital Wealth
- 4. Continuing our Growth Journey
- 5. Q&A
- 6. Appendix



## **Speakers**





Head of Distribution & Wealth & ETF Divisions - Chair of Asia

#### **Vincent Mortier**



**Group Chief Investment Officer** 

#### **Guillaume Lesage**



**Chief Operating Officer** 

#### **Thierry Ancona**



Global Head of Sales
Distribution & Wealth

#### **Gaëtan Delculée**



Deputy Global Head of Sales
Distribution & Wealth

#### **Matthieu Guignard**



Global Head of Wealth Solutions

#### **Eddy Wong**



**Chief Executive Officer Asia** 

#### **Marta Marin Romano**



**Chief Executive Officer Iberia** 





# Third-Party Distribution: A Powerful Growth Engine for Amundi



**Fannie Wurtz Head of Distribution & Wealth & ETF Divisions Chair of Asia** 



## **Third-party distribution – Executive summary**

€401bn

## A fast-growing, large and scalable platform

- 18% of Amundi AuM,57% of the Retail segment
- 2020-24 CAGR +21%
- Already at Ambitions 2025 target, one year ahead of schedule

## Supportive market tailwinds

- Global wealth growth
- Retirement opportunities
- Continued fast-growth of digital savings
- Concentration of AM relationships in favour of large players

## An agile platform, ready to seize opportunities

- Scale and diversification
- Investment performance
- Global reach with in-depth knowledge of local markets
- Solutions-driven, with capacity to serve end-to-end needs of clients
- Leading Technology offer

Well-placed to capitalise on opportunities and continue momentum in 2025 & beyond



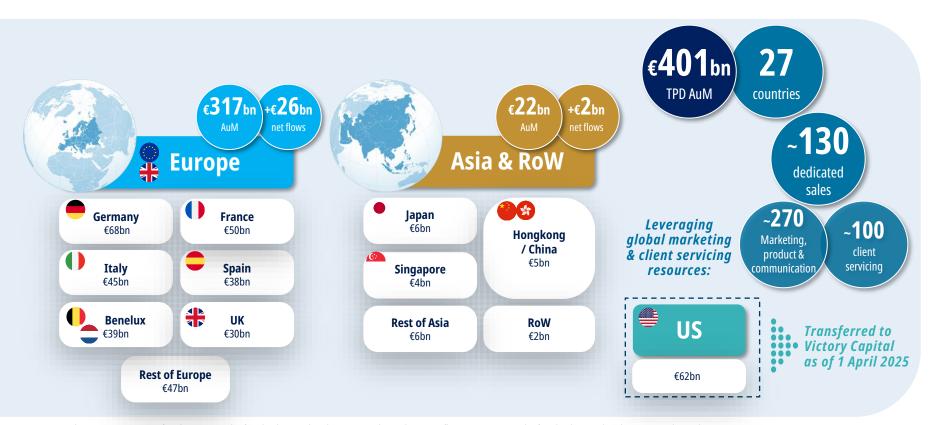
## Third-party distribution – A large, strong & diversified franchise in a highly competitive market



Data as of 31.12.2024, total AuM €2,247bn for Amundi Group, of which €401bn for Third-party distribution 1. Number of distribution contracts



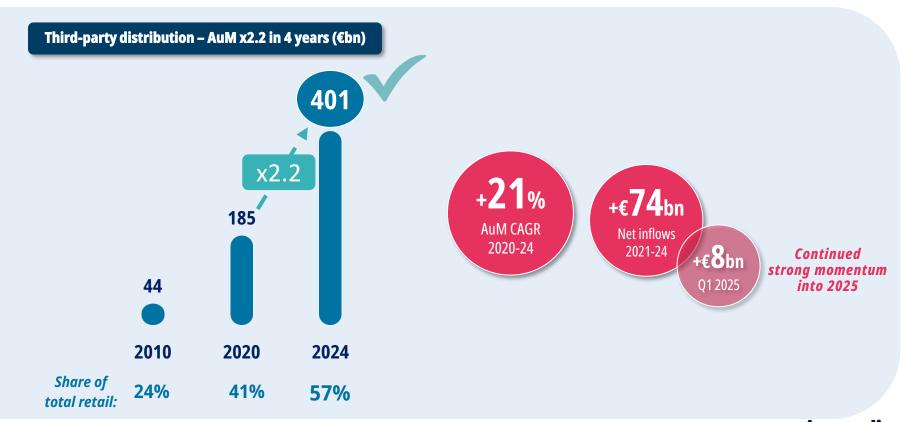
## A global player with a strong footprint in Europe and Asia



Assets under management as of end-2024: €401bn for Third-party distribution, €339bn excl. US; net flows FY-2024: +€32bn for Third-party distribution, +€28bn excl. US 1. FTE: full-time equivalent, including sales, marketing, product and communication experts



## **Strong AuM growth & inflows since 2020**





## **Accelerating in fastest-growing Wealth & Digital segments**



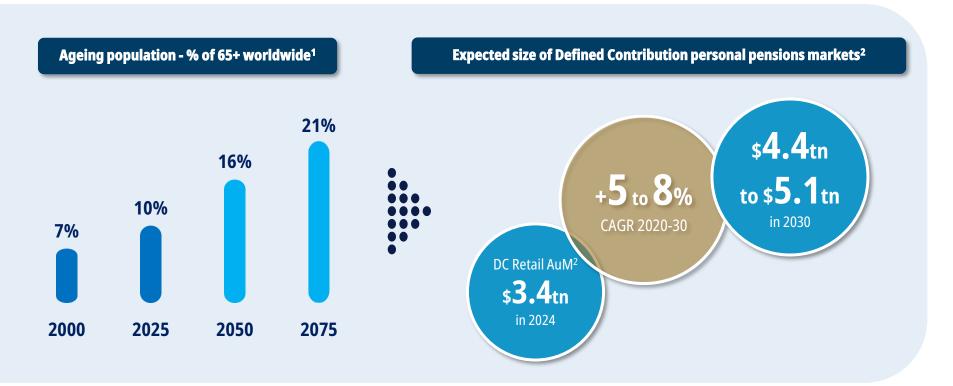


## Market trends – Growth of global financial wealth 2023-2028<sup>1</sup>





## **Market trends – Retirement opportunities**

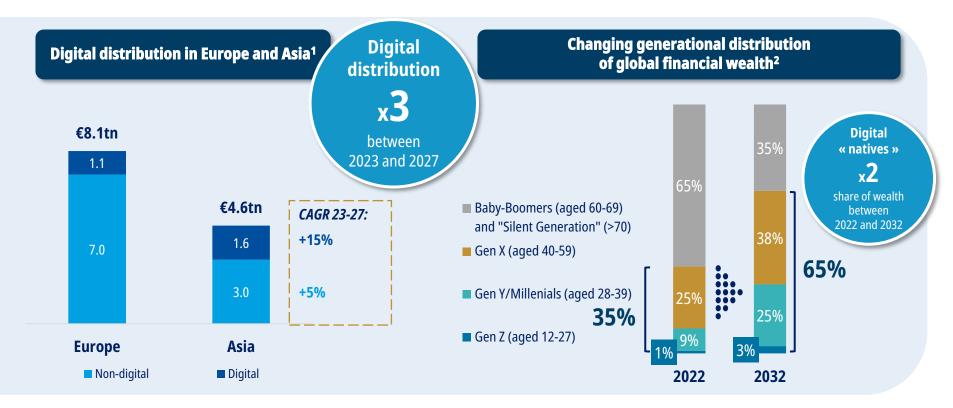


<sup>1.</sup> Oliver Wyman & Morgan Stanley

<sup>2.</sup> sources: Oliver Wyman Asset Management Model on a panel of European, Asian and North American countries: UK, Netherlands, Switzerland, Germany, Italy, Japan, Korea, China, India, Hong Kong, Singapore, Canada;



## **Market trends – Acceleration in the digital investment segment**



<sup>1.</sup> Bain analysis based on a Cerulli publication ("Cerulli Asset Management Report", 2022), McKinsey; digital here includes D2C platforms and digital third-party distributors; scope includes investment solutions (excluding cash and deposits). 2. BCG global wealth market sizing 2022



## **Market trends – concentration of asset manager relationships** in favour of large players



<sup>1.</sup> Broadridge Fund Buyers (third-party fund selectors only)

<sup>2.</sup> BCG analysis based on Simfund; scope focusing on mutual funds, ETFs and fund of funds; excluding institutional mandates/separate accounts, money market funds, and US variable annuities



## Strong and holistic platform focused on the needs of our clients





## More clients, more solutions, closer relationships



**Distribution** partnerships 600 contracts1

**Digital wealth** partners in Europe & Asia

**MORE diversification & cross selling** of products and services

**Clients** equipped with ≥5 solutions



**CLOSER client relationships** 





# Amundi capabilities: Investment Management



**Vincent Mortier Group Chief Investment Officer** 



## An investment culture built on strong pillars



listening to our clients every day

addressing together the major challenges

developing investment solutions for our clients



For all investors:

Retail

**Wealth & Private Banking** 

**Institutional** 



#### Support third-party distribution through a wide range of products & services

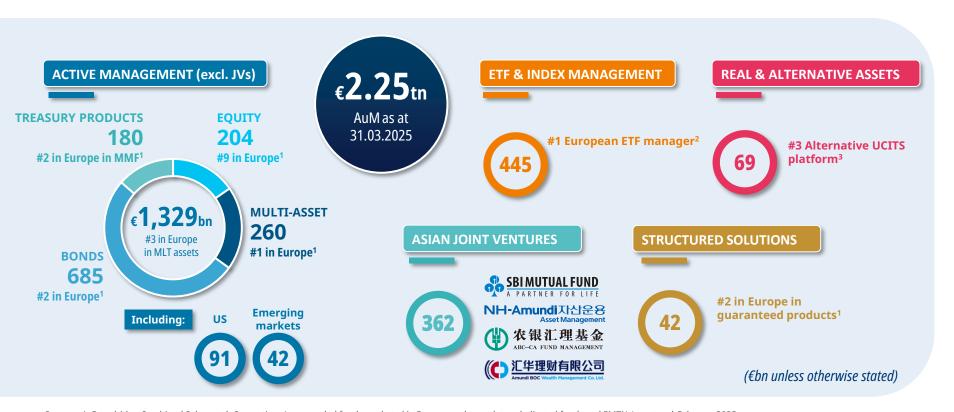
A holistic array of **portfolio solutions** across asset classes, geographies and investment styles

Savings solutions tailored to individual **goals** (education, property, retirement...), risk **profiles** and investment **horizons** 

Customised investment solutions & **OCIO Services,** as advisory or discretionary management



## A holistic platform – recognised investment management capabilities

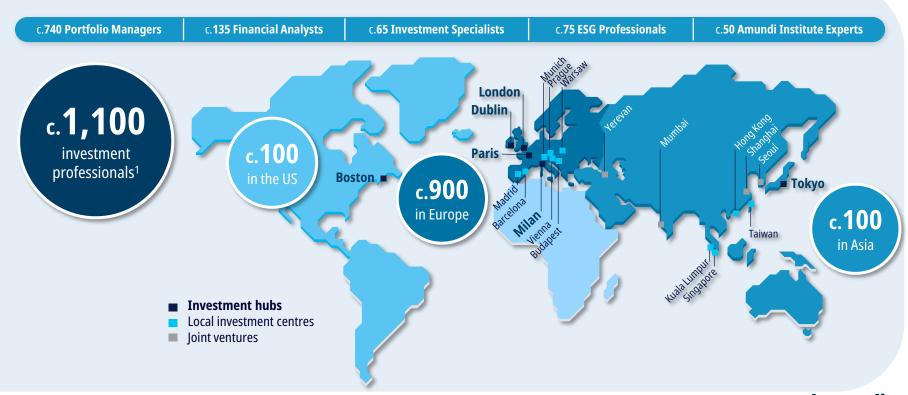


Sources: 1. Broadridge Combined Saleswatch Consortium (open-ended funds marketed in Europe, excl. mandates, dedicated funds and EMTNs) as at end-February 2025 2. ETFGI (for ETFs) as at end-February 2025

3. Kepler Absolute Hedge (for alternative assets) at end-December 2024, data as at 30/09/2024



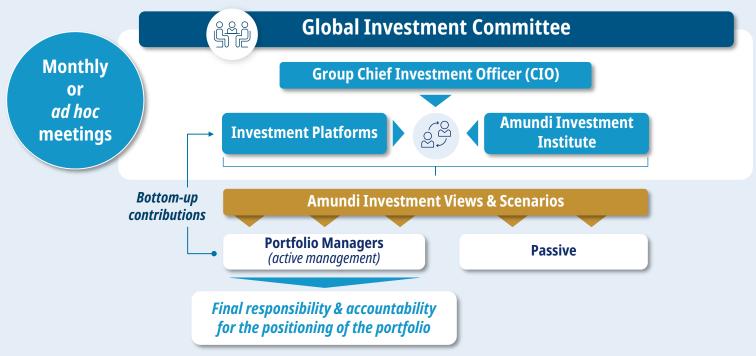
## In-depth investment coverage across Europe, Asia & the US, in close proximity to both markets and clients





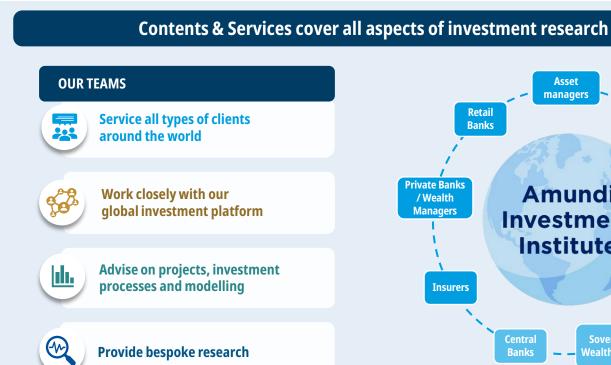
## **Effective Investment Governance to Deliver Superior Performance**

Collaborative Global Investment Committee - incorporating all platforms & geographies





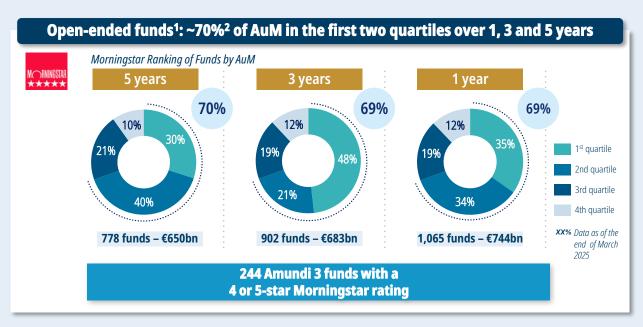
## **Amundi Investment Institute: close to investment, client-oriented**

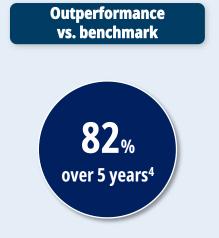






## **Sustained high performance across time horizons**

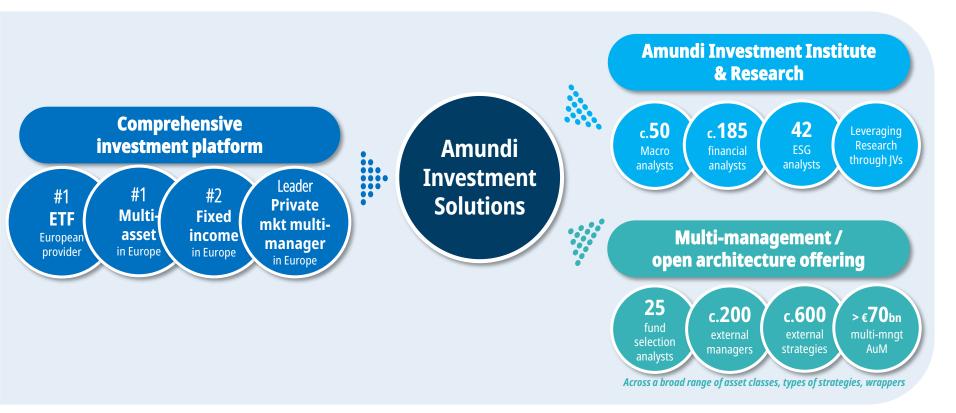




- 1. Source: Morningstar Direct, Broadridge FundFile Open-ended funds and ETFs, global fund scope, March 2025
- 2. As a percentage of the AuM of the funds in question
- 3. The number of Amundi's open-ended funds rated by Morningstar was 1.071 at the end of March 2025. © 2025 Morningstar, all rights reserved
- 4. As of 31.03.2025; share of AuM of active funds, including money market funds, of which gross performance is higher than that of the benchmark; ETFs, indices, IVs, delegated management. non-discretionary mandates, structured products, real assets are excluded; in the absence of a benchmark, absolute gross performance is taken into account; source Amundi / Risk Department



### **Investment capabilities driving Amundi's success in Third-party Distribution**





## **Extensive and adaptable Investment Solutions**

### Flagship funds

Best ideas Europe & Asia

#### **Dedicated funds**

• e.g. portfolio of ETFs dedicated to distribution partners & digital banks

#### **Research services**

- 900 client interactions in 2024
- Sharing insight: geopolitics / macro economy / advisory needs
- Research content for digital platform (videos & print)

## **Amundi Investment Solutions**

#### **Discretionary Portfolio Management**

• Over 1000 model portfolios / Individual DPM

#### **Delegated Management**

- From third-party Asset & Wealth Managers
- For Amundi to offer investment capabilities they do not have, including multi-management

#### **Retirement solutions**

- Holistic capabilities: Defined Contribution, glidepath, etc.



## What distinguishes Amundi from our competitors?

### **A Global Player**

- International dimension
- European leader & key player in Asia
- Tailored solutions to meet regional needs, regulations and goals

### A Partnership Model

- Client-led
- Our resources are at your disposal
- We accompany our clients on their journey to deliver effective and efficient solutions



**Flexibility** & Adaptability





# Amundi capabilities: Technology



**Guillaume Lesage Group Chief Operating Officer** 



## **Amundi Technology** — on the path to be a leader of the fintech industry

#### ~€100m

revenue pro forma run-rate in 2024 from external clients (+31% CAGR since 2021)

82

clients incl. global Tier 1 banks & leading asset and wealth managers

countries around the world with a client footprint

#### €8tn

assets managed on ALTO Platforms

5k+

**ALTO Investment** Platform users

120k+

**ALTO Wealth & Distribution** Platform users

0.5m

API calls per day

Technology supporting the

largest

dealing desk in Europe

250+

trade execution counterparties



#### **ALTO leverages** Amundi's global capabilities



#### **Connected Technology**

- 3 hubs France, Ireland & Germany
- 1,300 IT experts
- 19 local offices



#### **Global Dealing Services**

- 3 hubs
- 60+ traders
- 3.5m trades



#### **International Middle Office**

- 2 hubs Paris & Dublin
- 12 local offices
- 400 middle-officers





- 160 Market Data Providers
- 20 FSG Data Providers



## **ALTO** — a suite of products and services that provide scale across the investment and wealth management industry

#### **ALTO platform's modular and cloud-based offering:**



#### **ALTO** Investment

A solution with rich functional coverage across the **Investment Management** value chain



#### **ALTO** Wealth & Distribution

A scalable end-to-end solution with comprehensive capabilities to suit retail banking & wealth management firms



#### **ALTO Sustainability**

An analysis and reporting solution providing unique ESG datasets to empower sustainable and responsible investing



#### **ALTO Asset Servicing**

A solution supporting the business of Asset Servicers covering Investment Compliance Oversight, **Portfolio Analysis** and Reporting



#### **ALTO Employee Savings** & Retirement

A scalable front-to-back employee savings and retirement platform for banking and insurance groups

**Trusted by** clients globally:



FINECO VAJBell COMMERZBANK ( BNP PARIBAS VONTOBEL HSBC











## aixigo: accelerating the expansion of our wealth capabilities



- 25+ years of experience in WealthTech
- 150 highly skilled employees
- Strong footprint in DACH<sup>1</sup> and the UK
- Tier 1 to Tier 3 client base
- Unique modular API solution
- A tailored approach to support specific client needs



### Our combined offering delivers...

New API-based modular solutions or an integrated platform

**Extensive experience** across the wealth management value chain

**Reinforced teams** (e.g. R&D, professional services, sales)

**Expanded geographical footprint:** 20 clients in 6 countries

**Greater cross-sell opportunities** across business and technology



## Client case study - Supporting a major **European bank with a multi-channel solution**



#### Commerzbank's needs

- **High-performance** data delivery
- **High-quality client experience**
- **Digitization** of multi-asset investment
- Long-term **innovation** and **scalability**

#### **Our solution**

Commerzbank supports multiple business **lines** and **use cases**, including:



- Portfolio Analysis
- **Portfolio Reporting**
- Classic Portfolio Management
- Hybrid Digital Portfolio Management



#### **Value generated**

Our platform enabled the bank to deliver high quality and digitised experience for clients across their business:

- Private clients (1.7m custody accounts)
- 30,000 corporate clients
- Wealth clients and family offices
- 1m **comdirect** digital wealth clients

Multi-15k 4.5<sub>m</sub> €400bn 11<sub>m</sub> **HNWI** asset to Retail AuM advisors clients portfolios risk profiles product

Powered by



*since 2008* 



## Fast-growing market creates significant opportunity for WealthTech providers

Banks & Wealth managers are investing more in their technology...

... particularly in Advisory tooling...

creating
a significant and
growing opportunity
for WealthTech
providers

Wealth Management technology market predicted to grow from c.\$6bn to \$12bn by 20301



## Amundi strongly-positioned to be a partner of choice

#### The Market needs:





Tools that support their needs for **efficiency**, flexibility and scale



**Secure and trusted technology** that is compliant with regulations



**Innovative solutions**, which complement the core asset management offering



**Partners** building relationships for the long-term



#### "Asset Management as a Service"

Amundi brings together the leading expertise from our business teams, combined with our cutting-edge technology, to provide holistic solutions to existing and prospective clients





# **Amundi capabilities: Wealth Solutions**



Matthieu Guignard
Global Head of Wealth Solutions

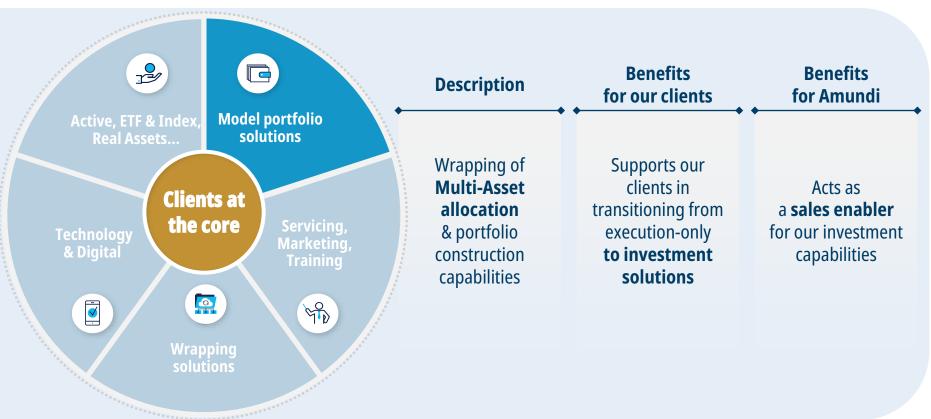


## A comprehensive suite of services to serve our clients' needs

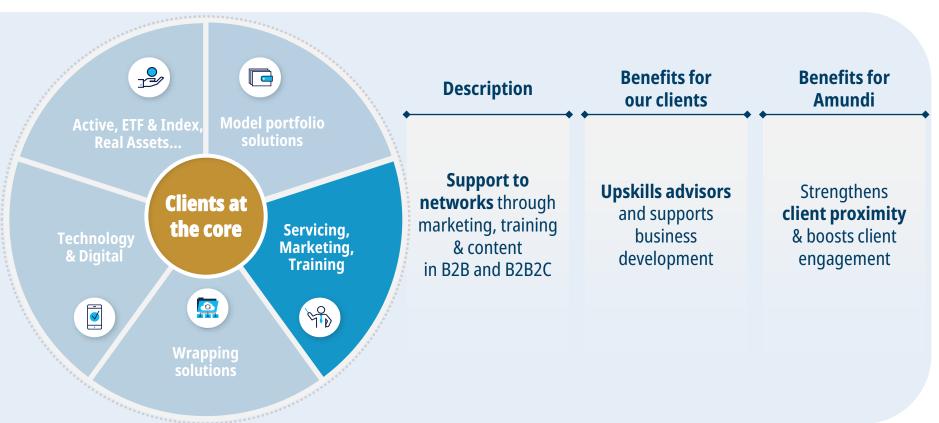




## Model portfolio solutions to help clients transition to investments

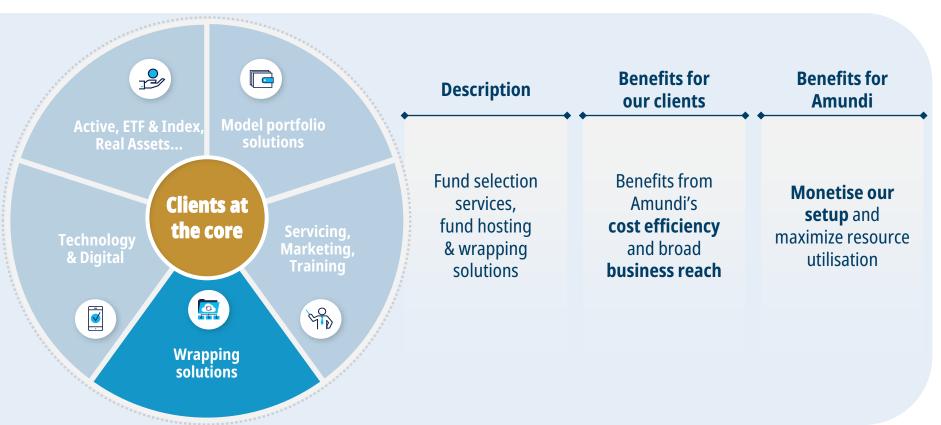


### Supporting advisor networks through upskilling & marketing





### Supporting our partners in managing the open architecture





# Client story | Supporting Standard Chartered to roll-out its "Signature CIO Funds" across 12 countries



#### **Standard Chartered objectives**

- Roll-out its in-house CIO views across key geographies
- Efficient communication to its clients, e.g. market information, newsletters, portfolio visions



#### **Amundi Solution**

A range of 4 multi asset funds incorporating Standard Chartered's CIO views and wrapped by Amundi









standard

chartered

### **Client success stories: Standard Chartered**



Video presentation – **Sumeet Bhambri**, Global Head Advisory & Managed Investments, Wealth Management, Standard Chartered Bank





## **Client Success Stories: Meeting the Needs of Clients**



Thierry Ancona
Global Head of Sales Distribution & Wealth Division



### Delivering across all client types, in all regions, in all products

#### A broad range of distributors

**Private banks and wealth managers** 

Digital banks and platforms

**Banking networks (excluding partners)** 

**Asset managers** 

**Insurers, IFA and others** 





### **Client success stories: CaixaBank**



Video presentation – **Belén Martin**, Head of Private Banking, CaixaBank interviewed by Marta Marin Romano, CEO Amundi Iberia



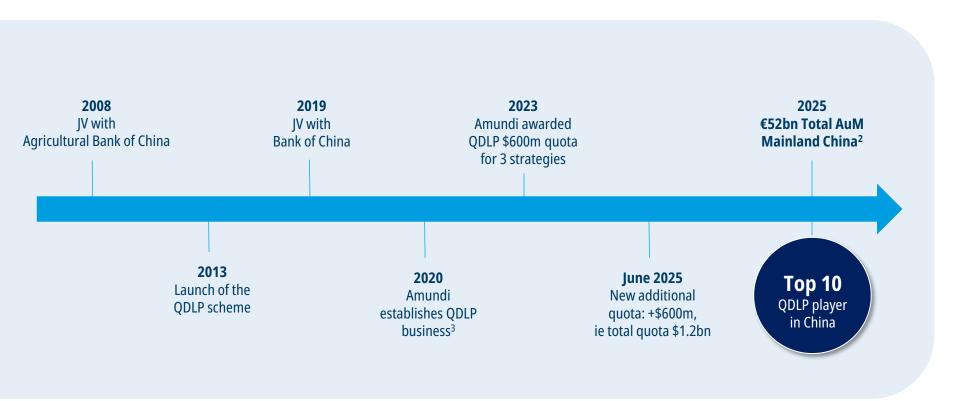
### **Client success stories: Citi**



Video presentation – Winnie Choi, Alternate Chief Executive & Managing Director, Head of Onshore Citigold and Citigold Private Client



### TPD opportunities in Mainland China through QDLP¹ scheme



<sup>1.</sup> Qualified Domestic Limited Partner, ie asset managers allowed to invest in overseas markets and raise RMB funds from domestic investors



<sup>2.</sup> Including JVs

<sup>3.</sup> Amundi Private Fund Management (Beijing) Co. Ltd



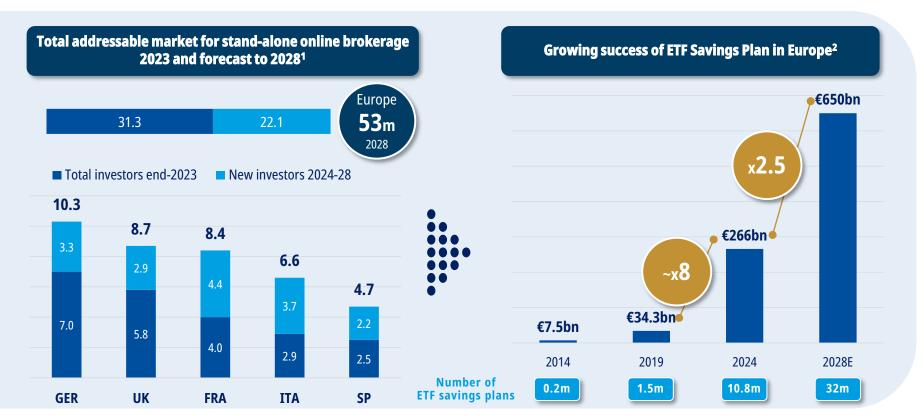
## **Client success stories: Focus on digital wealth**



**Gaëtan Delculée Deputy Global Head of Sales Distribution & Wealth** 



### The digital wealth opportunity: more and more self-direct investors



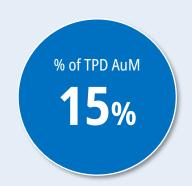
<sup>1-</sup> Analysis by Oliver Wyman Online brokers in Europe - Self care



<sup>2-</sup> Extra Magazin study on ETF savings plans in Europe

### Digital - a dynamic & growing segment within Amundi TPD















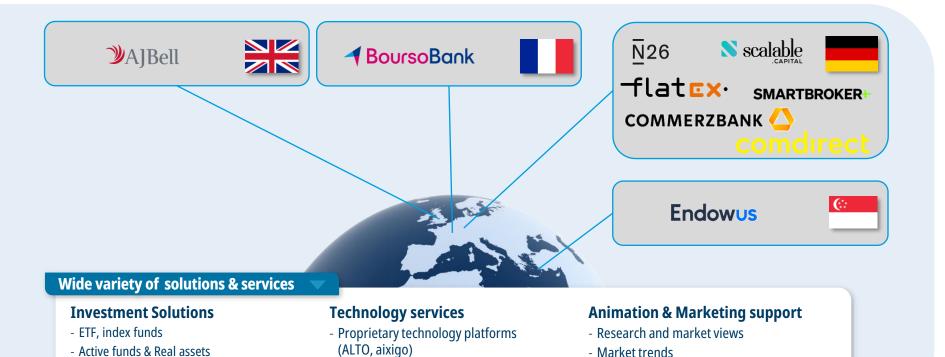
Endowus
moneyfarm



### **Digital - A variety of needs and opportunities for Amundi**

- Robo-advisors

- Reporting



- Product content & financial education

- Best practice sharing

- Model portfolios

- New DPM solutions

# Uniquely positioned to help our clients embrace the digital wealth opportunity

#### **Established Retail & Private Banks**

- Implement Hybrid Advice model
- Develop digital proposition
- Address new generation of clients

## Digital Native players

- Build investment proposition
- Go-to-Market strategies
- Scaling up with modular technology

"Supporting **growth** and **hybridisation**"



### 2025 edition of Decoding Digital investment research



#### Embracing the new digital norm

- Digital adoption and usage
- Investor goals and retirement
- Financial advice and education
- The influence of influencers

- **11,355** investors
- 25 markets in 4 continents
- 47% female, 53% male
- 4 age brackets (20s/30s/40s/50s)
- 3 wealth brackets (<€48k HHI, €48-96k HHI and >€96k HHI)



### **Key global takeaways**

**Digital investing** transcends age, wealth & geography



- -77% of retail investors use digital investment platforms
- People hold an average of 50% of their portfolio digitally
- -Over **2/3 of people aged** 51-60 hold digital investments

**Growing role of** digital in financial education



- -Nearly ¾ of investors source investment info and advice online
- -56% rely on online influencers for investment decisions with high satisfaction
- -31% use investment provider websites

Retirement planning is key to confidence



- Half of retail investors lack a solid long-term financial plan
- -Only **26% feel they are** on course to achieve their retirement goals
- -Those with a welldeveloped plan are 4X more confident in achieving a financially secure retirement

**Investment** advice is going hybrid



- Professional advice boosts planning by nearly 3x
- -Most **people prefer** human guidance for long-term planning
- -1 in 4 investors who use digital platforms want them to integrate human advice and more financial planning features





# **Continuing our growth journey**



**Fannie Wurtz Head of Distribution & Wealth & ETF Divisions Chair of Asia** 



### Third-party distribution is a powerful growth engine for Amundi

#### The business line:

# **DRAWS** on Amundi's **core strengths**

- scale
- diversification
- investment performance
- partnership approach
- technology offer

#### **CAPITALISES**

on market trends & opportunities

offering significant further growth potential,

with all client types and in all countries

### **FOCUSES on 2025 priorities** and beyond:

- Grow in all geographies
- Progress on each client segment
- Accelerate revenue diversification

New MTP and targets to be announced with our new strategic plan in Q4 2025





Q&A





# **Appendix**



### Amundi – a European leader with a global reach, based on a unique strategic positioning







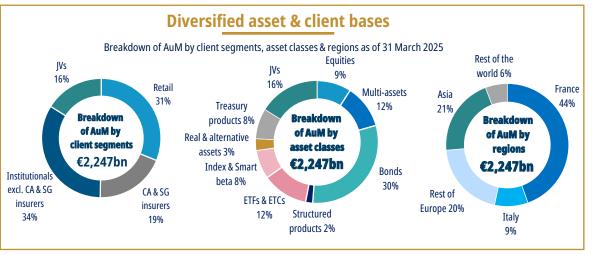


€1.4bn Net income<sup>2</sup> **52.5**%

Cost income ratio<sup>2</sup>

5,700 employees (excl. JV) countries

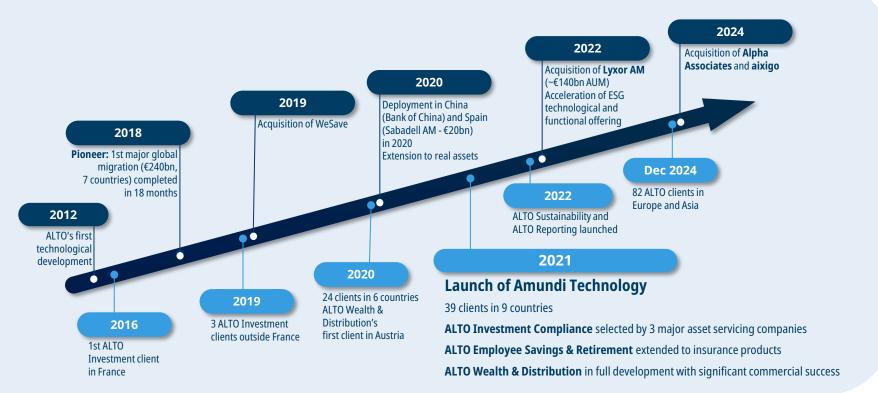




- 1. Source: IPE "Top 500 Asset Managers" published in June 2025, based on assets under management as at 31/12/2024
- 2. FY 2024 adjusted data: see Alternative Performance Measures (APM) in appendix
- 3. Assets under management and net inflows including assets under advisory, marketed assets and funds of funds, and taking into account 100% of assets under management and net inflows from Asian IVs; for Wafa Gestion in Morocco, assets under management and net inflows are reported in proportion to Amundi's share in the capital of the IV



### Amundi Technology & ALTO – Developed for over a decade to provide cutting-edge capabilities





### **Shareholding**

	31 March 2025		31 December 2024		31 March 2024	
	Number	% of share	Number	% of share	Number	% of share
(units)	of shares	capital	of shares	capital	of shares	capital
Crédit Agricole Group	141,057,399	68.67%	141,057,399	68.67%	141,057,399	68.93%
Employees	4,128,079	2.01%	4,272,132	2.08%	2,869,026	1.40%
Treasury shares	1,961,141	0.95%	1,992,485	0.97%	1,259,079	0.62%
Free float	58,272,643	28.37%	58,097,246	28.28%	59,462,130	29.06%
Number of shares at end of period	205,419,262	100.0%	205,419,262	100.0%	204,647,634	100.0%
Average number of shares year-to-date	205,419,262	-	204,776,239	-	204,647,634	-
Average number of shares quarter-to-date	205,419,262	-	205,159,257	-	204,647,634	-

Average number of shares on a prorata basis

The average number of shares increased by +0.1% between Q4 2024 and Q1 2025 and increased by +0.4% between Q1 2024 and Q1 2025

A capital increase reserved for employees was booked on 31 October 2024. 771,628 shares (~0.4% of the capital before the transaction) were created.

On 7 october 2024, Amundi announced a share repurchase programme for 1m shares (~0.5% of the capital before the operation). It is intended to cover the performance share plans. It was completed on 27 November 2024.



#### **Contacts & Calendar**

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#### Calendar

Q2 and H1 2025 Earnings release – 29 July 2025

Q3 and 9M 2025 Earnings Release – 28 October 2025

New strategic three-year plan – in the fourth guarter 2025

#### **Amundi shares**

**Listed on Euronext Paris** 

Tickers: AMUN. PA AMUN. FP

Main indices: **SBF 120** FTSE4Good **MSCI** 

#### www.amundi.com

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