

Investor & Analyst Presentation I 28 July 2023

Q2 & H1 2023 results

Trust must be earned



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# 01

# **Highlights**

# Valérie Baudson, Chief Executive Officer



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# Q2 2023: robust net income amid persistent risk aversion

Solid financial performance	<ul> <li>Net income<sup>1</sup>: €320M, +19% Q2/Q2 thanks to a diversified profile and operational efficiency</li> <li>Management fees rise in Q2/Q2 and Q2/Q1 despite the decline in average assets under management, thanks to the customer mix effect on margins</li> <li>Very good cost control against a backdrop of inflation: cost/income ratio<sup>1</sup> improved to 52.3%</li> </ul>
An adapted range of products and services	<ul> <li>Risk-averse environment: weak Q2 inflows on the asset management market in Europe<sup>2</sup>, especially in MLT assets<sup>3</sup>, outflows in active management</li> <li>Positive inflows for Amundi: +€3.7bn, both in MLT assets<sup>3</sup> and treasury products, for Retail and Institutional clients</li> <li>Reflecting risk aversion: inflows focused on treasury products, structured products and the "Buy &amp; Watch" bond range</li> <li>Record inflows in Employee Savings &amp; Retirement: +€3.4bn in MLT assets<sup>3</sup></li> </ul>
Continued development	Amundi Technology: +3 clients in Q2, +7 in H1, 6 of which internationally, revenues +31% Q2/Q2 Continued development of the SBI MF JV in India: strong inflows (+ $\in$ 3.6bn) and net income growth Responsible investment: extension of the range aligned with a Net Zero trajectory and of the share of the ETF range in ESG <sup>4</sup> (30% at 30 June 2023)

1. Adjusted, excluding amortisation of intangible assets and excluding integration costs related to Lyxor

2. Sources: Morningstar FundFile, ETFGI. European & Cross-border open-ended funds (excluding mandates and dedicated funds). Data at end June 2023

3. Medium/Long-Term Assets excl. JVs

4. In number of ETFs



# 02

# Activity & Results in Q2 and H1 2023

Nicolas Calcoen, Deputy Chief Executive Officer



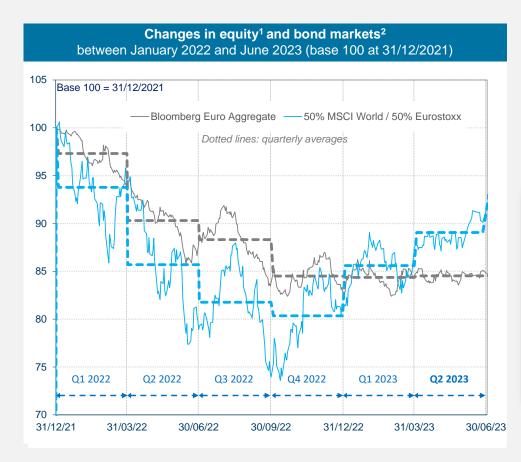
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# Activity



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# Q2/Q2: equities on the rise<sup>1</sup>, bonds on the decline<sup>2</sup>





#### **Equities**<sup>1</sup>

- Q2/Q2 up +4.2% and Q2/Q1 +4.1%, but H1/H1 decline: -2.6% (average)

#### **Fixed Income**

- Euro bond markets<sup>2</sup>: Q2/Q2 down -6.4% (Q2/Q1 stable) and H1/H1: -10.0% (average)
- Long rates<sup>3</sup> up sharply Q2/Q2: +~130bp; stable Q2/Q1, (H1/H1: +175bp) *(average)*
- **Short rates**<sup>4</sup> up Q2/Q2 > +370bp<sup>2</sup> (average)

Sources: Bloomberg, Refinitiv

1. composite index 50% MSCI World + 50% EuroStoxx 600, quarterly averages; 2. Bloomberg Euro Aggregate Index, quarterly averages; 3. 10-year OAT, quarterly averages;

4. 3-month Euribor, quarterly averages



# European asset management market: modest inflows in Q2 and continued risk aversion

Net inflows on the European market (open-ended funds) since 2021 (€bn)

#### European market inflows in Q2 2023: +€23bn

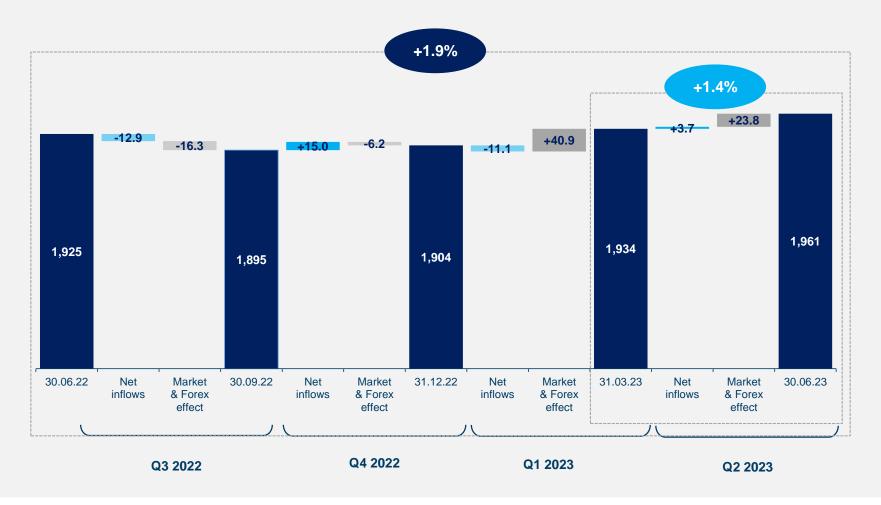
- Driven by treasury products (+€8bn) and passive management (+€39bn)
- MLT<sup>1</sup> active management recorded outflows over the quarter and half-year



Sources: Morningstar FundFile, ETFGI. European & Cross-border open-ended funds (excluding mandates and dedicated funds). Data at end June 2023 1. Medium/Long-Term Assets



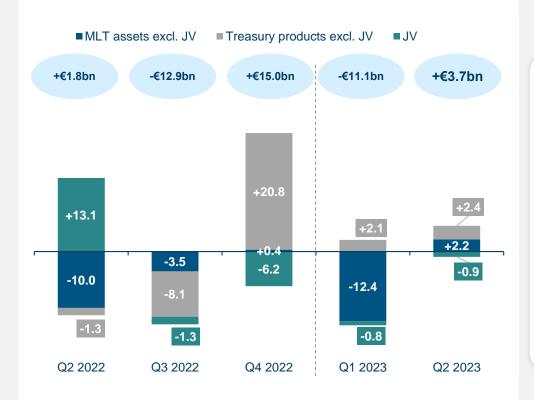
### AUM<sup>1</sup> at 30 June: €1,961bn





# Return to positive MLT<sup>2</sup> inflows despite high risk aversion

#### Net inflows<sup>1</sup> by major asset class, Q2 2022 - Q2 2023 (€bn)



1. Net inflows including assets under advisory, marketed assets and funds of funds

2. Medium/Long-Term Assets excl. JVs

# **Q2: positive net inflows of +€3.7bn,** balanced between MLT assets<sup>2</sup> and Treasury

#### MLT assets<sup>2:</sup> positive inflows of +€2.2bn

- despite outflows on CA & SG insurance mandates (in relation with euro contracts): -€2.4bn

#### Treasury products: +€2.4bn

- despite seasonal redemptions from corporates to pay their dividends

#### JVs: -€0.9bn

- Strong inflows in India (SBI FM, +€3.6bn) and Korea (Amundi-NH, +€0.6bn)
- Continued outflows in China (ABC-CA, -€5.5bn) in the low-margin institutional segment



# Liquidity Solutions: recognised, differentiating and profitable expertise

A leader in Europe in treasury products	<ul> <li>Assets under management<sup>1</sup>: €192bn at 30 June 2023 (excl. JVs)</li> <li>Net inflows; +€4.5bn in H1 2023 <ul> <li>o/w +€2.0bn in Retail and +€2.5bn in Institutionals/Corporates</li> </ul> </li> <li>European market share: ~10% in AuM (25% in EUR), ~20% in H1 inflows</li> <li>Very broad and diversified client base: &gt; 1,000 clients, 57% outside France<sup>2</sup></li> <li>Size generates profitability, despite modest fee levels</li> </ul>	AuM €192bn at 30.06.2023
	Recognised expertise since the launch of treasury SICAVs (1982)	A highly diversified client base
A differentiating offer	<b>Very secure management:</b> liquidity buffers of 22.5%, +15pp vs. money market fund regulations	Banks Bmployee Savings Sovereigns Other
	<b>Comprehensive Euro range</b> , from overnight money market funds to ultra short-term bond funds	Other other institutionals
	<ul> <li>Sizeable fund offering excellent liquidity at all times</li> <li>⇒ As it facilitated inflows and outflows for our clients, this feature explains higher flow volatility</li> </ul>	CA & SG Insurance Partner networks
A favourable	Contributes to Amundi's comprehensive offer aimed at meeting client needs regardless of the market environment	Increase in AuM
environment and an	Strong client interest in the current environment	+€20bn
appropriate offering	<ul> <li>Short rates once again positive since July 2022, inverted yield curve</li> <li>Protection against market uncertainty</li> <li>Promise of more sustainable returns compared to what banks can offer</li> </ul>	+11% yoy
1 Including monoy market and	ultra-short (<12-month) bond funds net inflows including assets under advisory, marketed assets and funds of funds	

1. Including money market and ultra-short (<12-month) bond funds, net inflows including assets under advisory, marketed assets and funds of funds 2. In terms of assets under management



# Retail: continued risk aversion



1. Net inflows including assets under advisory, marketed assets and funds of funds

2. Medium/Long-Term Assets

#### Net inflows: +€2.1bn, up Q2/Q1, MLT<sup>2</sup> inflows at breakeven

#### High level of risk aversion, resulting in:

- renewed inflows in treasury products (+€1.9bn), especially from the Third-party Distribution segment
- sustained strong activity in structured products (+€2.2bn), offering capital protection and returns, and Buy & Watch bond funds (+€2.7bn) internationally
- strong competition from direct investment in Italian government bonds (e.g. +€18bn raised in June by BTP Valore)

#### Amundi BOC WM: return to breakeven

- More fixed-term funds reaching maturity
- Ramp-up of the product offering, particularly in open-ended funds



# Institutional clients: positive MLT<sup>2</sup> inflows, driven by employee savings



Net inflows of +€2.4bn vs. -€11.7bn in Q1, o/w MLT<sup>2</sup> inflows of +€2.0bn

#### Positive flows this quarter thanks to:

- a record level of seasonal inflows in Employee Savings (+€3.4bn in MLT assets vs. +€2.9bn in Q2 2022)
- despite continued withdrawals from CA & SG insurance mandates (in euro contracts):
   -€2.4bn in MLT assets

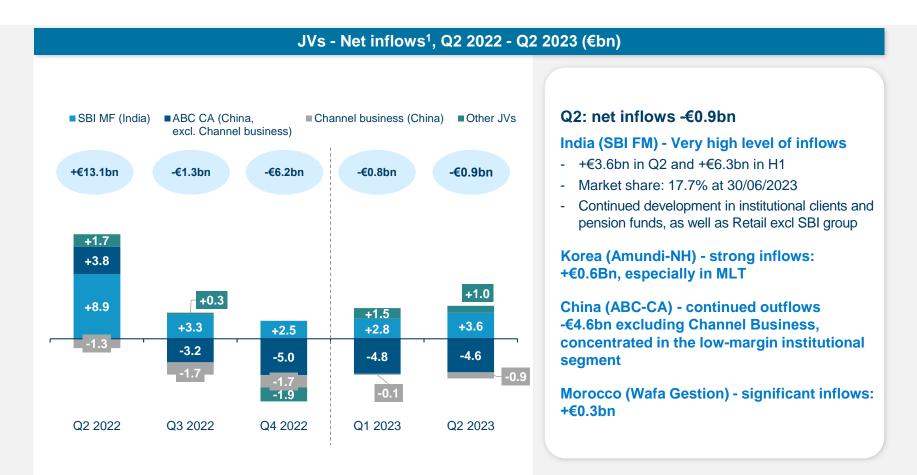
Slight net inflows in treasury products (+€0.5bn), despite significant seasonal redemptions by Corporates, related to dividend payments

1. Net inflows including assets under advisory, marketed assets and funds of funds

2. Medium/Long-Term Assets



# JV: strong inflows in India



1. Net inflows include assets under advisory, marketed assets and funds of funds, taking into account 100% of the Asian JVs' net inflows and assets under management. For Wafa Gestion in Morocco, net inflows are reported for Amundi's share in the JV's share capital.

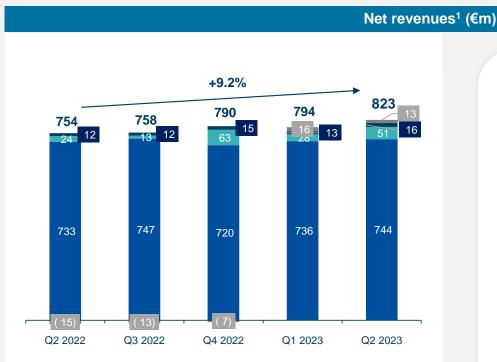


# Q2 2023 Results



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# Revenues: continued growth over the past 4 quarters



■Net management fees ■Performance fees ■Technology ■Net financial income & other

#### Net management fees: +1.6% Q2/Q2

- vs. -1.6% decrease Q2/Q2 in average AuM<sup>2</sup>
- reflecting the positive trend in the average margin: from 17.8bp in 2022 to 17.9bp in H1 2023, thanks to the client mix effect

#### Performance fees: €51M

- Greater crystallisation<sup>3</sup> in Q2 vs. Q1

#### Amundi Technology: €16M, +31% Q2/Q2

- Sustained strong growth (+33% H1/H1)
- +3 new clients in Q2, in Europe outside France,
   +7 in H1 (including +6 internationally); 54 clients at the end of the quarter

#### Net financial income: positive at €13M

mainly linked to positive returns on the investment portfolio and dividends received in Q2 (Note: Q2 2022 -€15M)



1. Adjusted data : excluding amortisation of intangible assets (see p. 29)

2. Assets under management excluding JVs

3. Fund anniversary dates triggering the recognition of these fees

# Cost control in an inflationary environment

#### Adjusted operating expenses<sup>1</sup> (€m)



#### Expenses under control: +2.1% Q2/Q2 (+1.3% H1/H1)

- despite the impact of inflation (+5.5% in the eurozone over the last 12 months at the end of June<sup>2</sup>)
- thanks to Lyxor synergies already achieved (around 80% of the target) and cost efficiency efforts

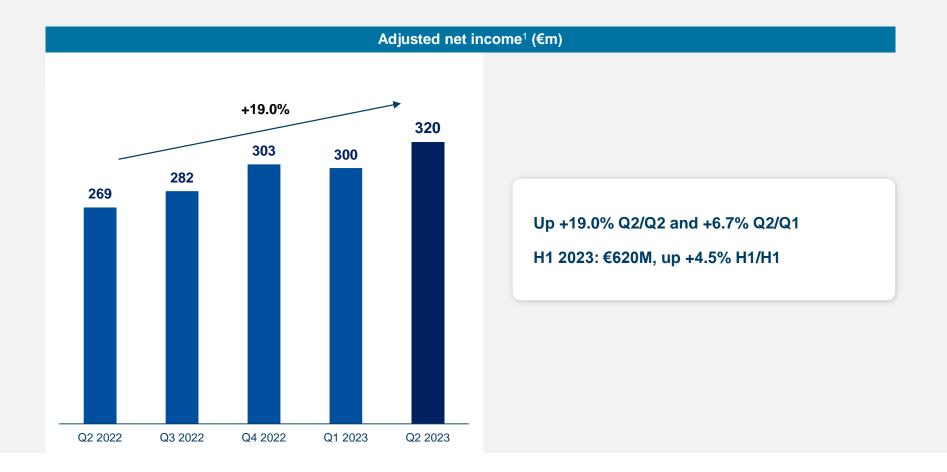
#### Cost/income ratio<sup>1</sup> in Q2: 52.3%

Positive jaws effect Q2/Q2 and Q2/Q1

1. Adjusted data: excluding amortisation of intangible assets and Lyxor integration costs in 2022 (see p. 29); 2. Source Eurostat



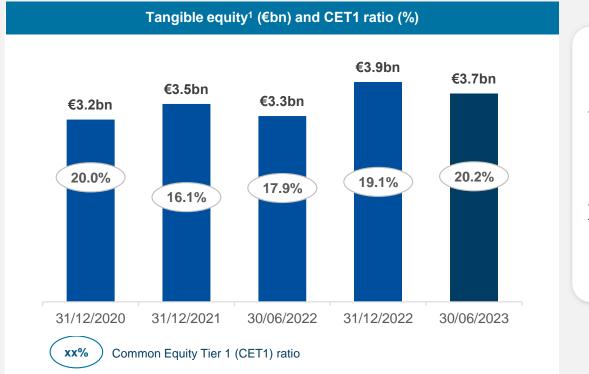
# High net income<sup>1</sup>: €320M



1. Adjusted data: excluding amortisation of intangible assets and Lyxor integration costs in 2022 (see p. 29)



# A very solid financial structure





1. Shareholders' equity excluding goodwill and other intangibles.



### Conclusion

In the second quarter and first half of 2023 Amundi posted a solid financial performance despite uncertain markets and strong risk aversion, thanks to revenue growth and very good cost control.

**Q2 inflows were positive**, both in MLT assets and treasury products, retail and institutional clients, focused on products that demonstrate Amundi's ability to adapt its offering: treasury, structured and *Buy & Watch* bond funds

**Amundi continued its development,** with 7 new clients for Amundi Technology in H1, 6 of which outside France, and revenues up by more than 30%, while also expanding its responsible investment offering, including in particular its Net Zero range and ESG ETFs

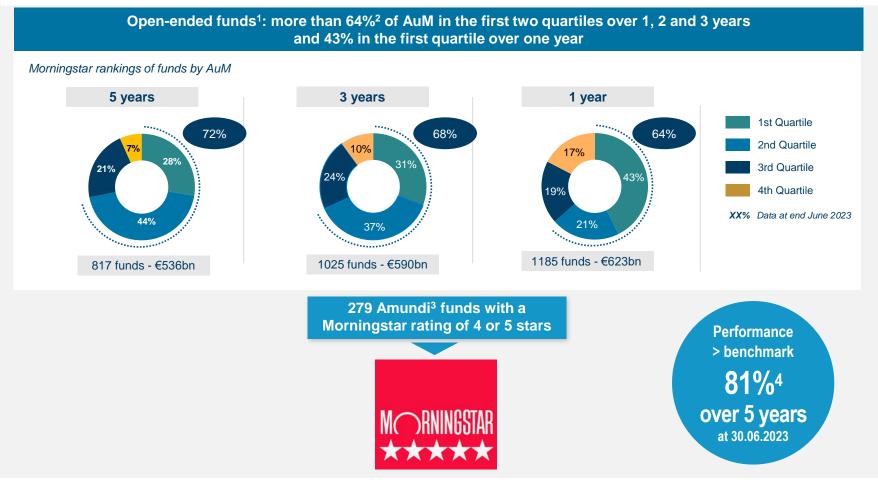




# Appendices



# Morningstar ranking of open-ended funds



1, Source: Morningstar Direct, Broadridge FundFile - Open-ended funds and ETFs, global fund scope, June 2023

2. As a percentage of AuM comprising the funds in question

3. The number of Amundi open-ended funds rated by Morningstar was 1153 at end-June 2023. © 2023 Morningstar. All rights reserved.

4, Gross performance calculated vs. benchmark in managed assets of active funds; excluding ETFs, indices, JVs, delegated management, mandates, structured products, real assets; In the absence of a benchmark, taking into account absolute gross performance; source Amundi / Risk Department



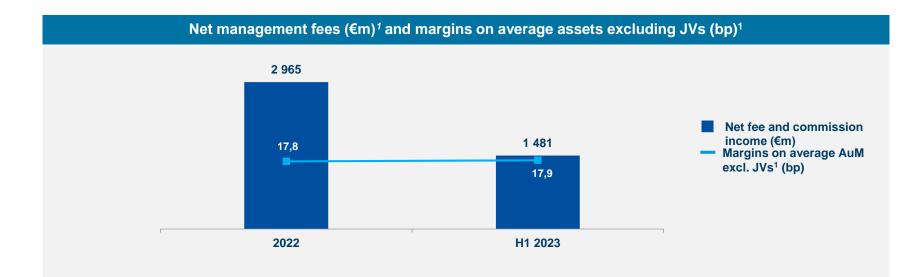
# Income statement for the second quarter and first half of 2023

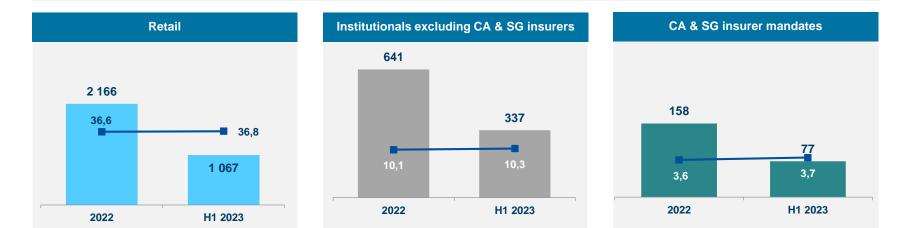
(€M)	H1 2023	H1 2022	% YoY ch.	Q2 2023	Q2 2022	% YoY ch.	Q1 2023	% QoQ ch.
Net revenue - Adjusted	1,617	1,589	+1.8%	823	754	+9.2%	794	+3.7%
Net management fees	1,481	1,499	-1.2%	744	733	+1.6%	736	+1.1%
Performance fees	79	95	-17.0%	51	24	NM	28	+78.1%
Technology	29	22	+33.0%	16	12	+31.4%	13	+21.2%
Net financial income & other net income	29	(27)	NM	13	(15)	NM	16	-21.5%
Operating expenses - Adjusted	(856)	(844)	+1.3%	(430)	(422)	+2.1%	(425)	+1.2%
Cost income ratio - Adjusted	52.9%	53.1%	-0.2pp	52.3%	55.9%	-3.7рр	53.6%	-1.3pp
Gross operating income - Adjusted	762	744	+2.3%	393	332	+18.3%	369	+6.6%
Cost of risk and others	(3)	(4)	-26.2%	(2)	(0)	NM	(1)	NM
Share of net income of equity accounted companies	49	41	+20.6%	27	21	+29.5%	22	+24.0%
Income before tax - Adjusted	808	781	+3.4%	418	353	+18.4%	390	+7.2%
Corporate tax - Adjusted	(190)	(187)	+1.6%	(99)	(84)	+17.7%	(91)	+8.7%
Non-controlling interests	2	(1)	NM	1	0	NM	1	+31.4%
Net income group share - Adjusted	620	593	+4.5%	320	269	+19.0%	300	+6.7%
Amortisation of intangible assets (net of tax)	(29)	(29)	+0.1%	(15)	(15)	-0.0%	(15)	-0.2%
Integration costs (net of tax)	0	(37)	NM	0	(30)	NM	0	NM
Net income group share	591	527	+12.2%	305	224	+36.1%	285	+7.1%
Earnings per share - Adjusted (€)	3.04	2.92	+4.1%	1.57	1.33	+18.5%	1.47	+6.7%

1. Adjusted data: excluding amortisation of intangible assets, Lyxor integration costs in 2022 (see note p. 29 for definitions and methodology).



# Margin improvement in H1 vs. 2022





1. Excluding performance fees; net management fees/average AuM



# Assets under management & inflows<sup>1</sup> by client segment

(€bn)	AuM 30.06.2023	AuM 30.06.2022	% ch. /30.06.2022	Inflows Q2 2023	Inflows Q2 2022	Inflows H1 2023	Inflows H1 2022
French networks	127	115	+10.1%	+1.1	-1.3	+3.8	-2.6
International networks o/w Amundi BOC WM	158 <i>4</i>	160 <i>12</i>	-0.9% -66.0%	-0.6 + <i>0.0</i>	-1.9 <i>-2.1</i>	-2.2 -2.8	+1.6 +0.3
Third-party distributors	305	298	+2.3%	+1.6	+1.0	+2.0	+12.9
Retail	590	573	+3.0%	+2.1	-2.3	+3.6	+11.9
Institutionals & Sovereigns (*)	473	448	+5.5%	-4.5	-7.8	-3.5	-10.7
Corporates	101	86	+18.0%	+4.3	-5.5	-3.6	-18.9
Employee savings	83	74	+12.1%	+4.1	+3.4	+3.6	+2.0
CA & SG insurers	416	435	-4.4%	-1.5	+0.9	-5.7	-0.8
Institutionals	1,073	1,042	+3.0%	+2.4	-9.1	-9.3	-28.5
JVs	298	308	-3.5%	-0.9	+13.1	-1.7	+21.5
TOTAL	1,961	1,925	+1.9%	+3.7	+1.8	-7.4	+5.0

\* Including funds of funds



## Assets under management & inflows<sup>1</sup> by asset class

(€bn)	AuM 30.06.2023	AuM 30.06.2022	% ch. /30.06.2022	Inflows Q2 2023	Inflows Q2 2022	Inflows H1 2023	Inflows H1 2022
Equities	439	398	+10.4%	-2.1	+3.2	-5.0	+11.5
Multi-assets	284	300	-5.3%	-3.9	-6.1	-11.1	+4.8
Bonds	621	619	+0.4%	+5.7	-5.8	+2.4	-5.3
Real, alternative & structured ass	127	125	+1.3%	+2.5	-1.3	+3.5	+0.1
MLT ASSETS excl. JVs	1,471	1,444	+1.9%	+2.2	-10.0	-10.2	+11.0
Treasury products excl. JVs	192	173	+11.4%	+2.4	-1.3	+4.5	-27.6
ASSETS excl. JVs	1,664	1,616	+2.9%	+4.6	-11.3	-5.7	-16.6
JVs	298	308	-3.5%	-0.9	+13.1	-1.7	+21.5
TOTAL	1,961	1,925	+1.9%	+3.7	+1.8	-7.4	+5.0
o/w MLT assets	1,738	1,716	+1.3%	-0.7	+1.3	-12.0	+31.6
o/w Treasury products	223	208	+7.2%	+4.4	+0.5	+4.6	-26.7



# Assets under management & inflows<sup>1</sup> by geographic area

(€bn)	AuM 30.06.2023	AuM 30.06.2022	% ch. /30.06.2022	Inflows Q2 2023	Inflows Q2 2022	Inflows H1 2023	Inflows H1 2022
France	907	887	+2.2%	-2.9	+0.0	-5.3	-22.8
Italy	200	194	+3.3%	+0.0	+0.9	-0.7	+4.8
Europe excl. France and Italy	356	326	+9.4%	+6.5	-7.3	+6.8	+1.3
Asia	376	393	-4.3%	+0.9	+11.8	-3.8	+26.0
Rest of the world	121	124	-2.6%	-1.0	-3.6	-4.4	-4.3
TOTAL	1,961	1,925	+1.9%	+3.7	+1.8	-7.4	+5.0
TOTAL outside France	1,054	1,037	+1.6%	+6.6	+1.8	-2.1	+27.8



# Assets under management & inflows<sup>1</sup> by type of management and asset class

(€bn)	AuM 30.06.2023	AuM 30.06.2022	% ch. /30.06.2022	Inflows Q2 2023	Inflows Q2 2022	Inflows H1 2023	Inflows H1 2022
Active management	1,033	1,034	-0.1%	-0.6	-9.5	-13.7	-0.4
Equities Multi-assets	189 276	170 293	+11.2% -5.9%	+0.4 -4.3	+3.6 -6.1	-0.9 -11.8	+2.9 +4.9
Bonds	569	572	-0.5%	+3.2	-7.0	-1.0	-8.2
Structured products	36	28	+26.0%	+2.0	-1.6	+3.1	-2.9
Passive management	311	284	+9.6%	+0.3	+0.8	+0.0	+11.2
ETFs & ETCs Index & Smart beta	190 121	176 108	+8.4% +11.6%	+2.5 -2.2	+0.1 +0.7	+4.4 -4.4	+9.2 +1.9
Real assets & Alternatives	91	97	-6.0%	+0.5	+0.3	+0.4	+2.9
Real assets Alternative assets	66 25	66 31	-0.4% -17.9%	+0.6 -0.1	+0.6 -0.3	+0.5 -0.1	+2.8 +0.1
MLT ASSETS excl. JVs	1,471	1,444	+1.9%	+2.2	-10.0	-10.2	+10.8
Treasury products excl. JVs	192	173	+11.4%	+2.4	-1.3	+4.5	-27.3
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TOTAL	1,961	1,925	+1.9%	+3.7	+1.8	-7.4	+5.0
o/w MLT assets	1,738	1,716	+1.3%	-0.7	+1.3	-12.0	+31.6
o/w Treasury products	223	208	+7.2%	+4.4	+0.5	+4.6	-26.7



# Methodology and IAP (1/2)

#### 1. Accounting and adjusted data

#### Accounting data

Accounting data include the amortisation of intangible assets as well as Lyxor's integration costs in 2022.

#### Adjusted data

In order to present an income statement closer to economic reality, the following adjustments are made: restatement of the amortisation of distribution agreements with Bawag, UniCredit and Banco Sabadell and the intangible asset representing Lyxor's client contracts, recognised as a deduction from net revenues, and restatement of Lyxor's integration costs in 2022.

In accounting data, amortisation of distribution agreements and intangible assets (Lyxor client contracts):

- Q2 2022: -€20M before tax and -€15m after tax
- **H1 2022:** -€41m before tax and -€29m after tax
- Q1 2023: -€20M before tax and -€15m after tax
- Q2 2023: -€20M before tax and -€15m after tax
- H1 2023: -€41m before tax and -€29m after tax

#### 2. Acquisition of Lyxor

- In accordance with IFRS3, recognition in Amundi's balance sheet at 31/12/2021:
  - of goodwill amounting to €652m;
  - of an intangible asset (representing client contracts) of €40m before tax (€30m after tax), which will be amortised on a straight-line basis over 3 years;
- In the Group's income statement, the impact of this amortisation is -€10m after tax over a full year (€13m before tax).
- This amortisation is recognised as a deduction from net revenues and is added to the existing amortisation of distribution agreements.
  - In Q2 2022, Q1 2023 and Q2 2023, the amortisation expense for this intangible asset after tax was -€2m (i.e. -€3m before tax).
  - In H1 2022 and H1 2023, it was -€5m (-€7m before tax).
  - Integration costs were fully recognised in 2021 and 2022, for a total of -€77m before tax and €57m after tax, o/w-€40m and -€51m before tax in Q2 and H1 2022 (€30m and €37m after tax, respectively).



# Methodology and IAP (2/2)





(€m)	H1 2023	H1 2022	% YoY ch.	Q2 2023	Q2 2022	% YoY ch.	Q1 2023	% QoQ ch.
		1,548		803		+9.5%		+3.8%
Net revenue	1,577		+1.9%		734		773	
- Amortisation of intangible assets (bef. Tax)	(41)	(41)	+0.1%	(20)	(20)	+0.1%	(20)	-0.0%
Net revenue - Adjusted	1,617	1,589	+1.8%	823	754	+9.2%	794	+3.7%
Operating expenses	(856)	(895)	-4.4%	(430)	(462)	-6.9%	(425)	+1.2%
- Integration costs (bef. tax)	0	(51)	NM	0	(40)	NM	0	NM
Operating expenses - Adjusted	(856)	(844)	+1.3%	(430)	(422)	+2.1%	(425)	+1.2%
Gross operating income	721	653	+10.4%	373	271	+37.3%	348	+7.0%
Gross operating income - Adjusted	762	744	+2.3%	393	332	+18.3%	369	+6.6%
Cost of risk and others	(3)	(4)	-26.2%	(2)	(0)	NM	(1)	NM
Share of net income of equity accounted companies	49	41	+20.6%	27	21	+29.5%	22	+24.0%
Income before tax	767	690	+11.2%	398	292	+36.1%	370	+7.6%
Income before tax - Adjusted	808	781	+3.4%	418	353	+18.4%	390	+7.2%
Corporate tax	(178)	(162)	+9.9%	(93)	(68)	+37.3%	(85)	+9.3%
Corporate tax - Adjusted	(190)	(187)	+1.6%	(99)	(84)	+17.7%	(91)	+8.7%
Non-controlling interests	2	(1)	NM	1	0	NM	1	+31.4%
Net income group share	591	527	+12.2%	305	224	+36.1%	285	+7.1%
Net income group share - Adjusted	620	593	+4.5%	320	269	+19.0%	300	+6.7%
Earnings per share (€)	2.90	2.59	+11.8%	1.50	1.11	+35.5%	1.40	+7.1%
Earnings per share - Adjusted (€)	3.04	2.92	+4.1%	1.57	1.33	+18.5%	1.47	+6.7%



# Share ownership

	31 December 2022		31 March	1 2023	30 June 2023	
	Number of shares	% of share capital	Number of shares	% of share capital	Number of shares	% of share capital
Crédit Agricole Group	141,057,399	69.19%	141,057,399	69.19%	141,057,399	69.19%
Employees	2,279,907	1.12%	2,238,508	1.10%	2,319,318	1.14%
Treasury shares	1,343,479	0.66%	1,331,680	0.65%	1,315,690	0.65%
Free float	59,179,346	29.03%	59,232,544	29.06%	59,167,724	29.02%
Number of shares at end of period	203,860,131	100.0%	203,860,131	100.0%	203,860,131	100.0%
Average number of shares during the period	203,414,667	/	203,860,131	/	203,860,131	

- Average number of shares on a pro rata basis.
- Employee share ownership increased at 31 December 2022 in particular due to the capital increase reserved for employees on 26 July 2022 (0.8 million shares created).
- The 2023 capital increase reserved for employees "We Share Amundi" was successfully implemented on 27 July 2023. The number of shares created is 787,503 shares (~0.4% of the capital before the transaction). Employees now hold approx. 1.5% of Amundi's capital, compared to 1.14% before the transaction.



### **Contacts & Calendar**

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#### Calendar

Publication of Q3 and 9M 2023 results: 27 October 2023 Publication of Q4 and 2023 results: 07 February 2024 Publication of Q1 2024 results: 26 April 2024 Annual General Meeting: 24 May 2024 Publication of H1 2024 results: 26 July 2024 Publication of 9M 2024 results: 30 October 2024

#### Press

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