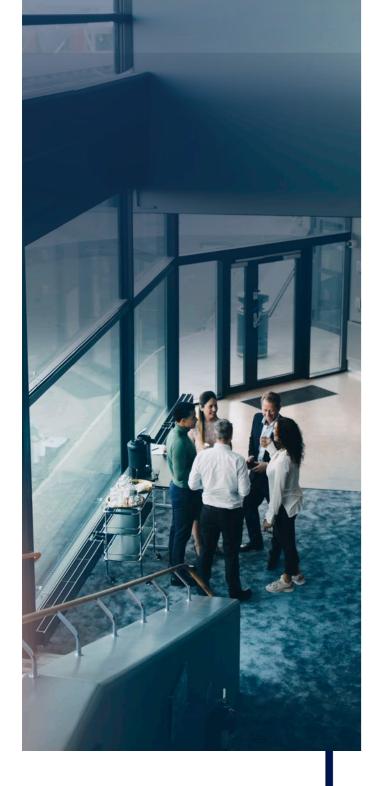


Trust must be earned

## Shaping the future together, with savings solutions tailored to your needs 2024 INTEGRATED REPORT

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# **OUR RAISON D'ÊTRE**

Amundi, your trusted partner working every day in your interest and for society

## **OUR MANIFESTO**

### Being your trusted partner means listening to you every day

Whether you are a Retail or an Institutional investor, a Corporate, a banking network partner or a third-party distributor, our priority is to work with you each day to build investment solutions adapted to your needs and the market environment.

Our aim is to develop guality investment products for Retail and professional investors in line with your risk profile, investment projects and investment horizon, by leveraging our expertise in all asset classes and investment styles. We invest in the real economy, to help finance companies and governments.

We also empower you to enhance your investment decisions through innovative financial services and technology solutions across the entire savings value chain.

### Being your trusted partner means addressing together the major challenges in savings and investment

As the leading European asset manager, among the top 10 global players, <sup>(1)</sup> we have developed a robust, diversified business model to navigate in a fast-changing market environment.

Present in 35 countries, we aim to address the major challenges of our industry: providing retirement solutions adapted to changing demographics all over the world, offering savings solutions to a new middle class in Asia, helping to finance the energy transition and providing services that incorporate major technology innovation.

To achieve this, we leverage our six investment platforms, our technology, our local experts and our unique experience in research and analysis.

### Being your trusted partner means working with you for a just transition

Our long-term relationship based on mutual trust, combined with investments that help to shape society and our future, means that we can play a major role in the energy transition.

As a pioneer in Responsible investment, we continue to lead the way through our savings and investment solutions and our continued dialogue with companies to encourage them to accelerate their transition.

(1) Source: IPE "Top 500 Asset Managers" published in June 2024, based on assets under management as at 31/12/2023.



# "

2024 witnessed the accelerated diversification of Amundi's growth drivers. Multiple objectives set out in the Ambitions 2025 plan have already been achieved, a year ahead of schedule, across topics as diverse as financial ratios, asset levels or extra-financial commitments.

> VALÉRIE BAUDSON Chief Executive Officer

Amundi has turned in yet another record year for 2024. Net inflows doubled compared with 2023, bringing total assets under management to more than  $\notin$ 2.2 trillion, their highest levels ever. Net income also rose sharply by +13% to  $\notin$ 1.4 billion, <sup>(2)</sup> demonstrating the Group's ability to sustainably generate profitable growth. Indeed, Amundi's cost/income ratio<sup>(2)</sup> further improved, falling below 53%.

This excellent operating performance confirms the relevance of those strategic priorities set out in the Ambitions 2025 plan. Across financial ratios, asset levels and extra-financial commitments, several of these have already been achieved a year ahead of schedule.

Close to its clients and attentive to their needs, Amundi is well positioned on the megatrends of the savings industry. Here, the Group occupies a major position, and one that grows stronger every year. In 2024, the Group increased its presence among third-party distributors (+27% in assets under management), a segment that now accounts for 57% of its Retail clients. Assets under management in Asia, where savings markets are expanding significantly, accelerated their growth (+17%) to €469 billion. Amundi also confirmed its leading position in the ETF segment, passing the €250 billion mark in assets under management (+30% year-onyear) thanks to another steep increase of inflows. The Group consolidated its leadership in fixedincome strategies as well, with almost €1.2 trillion in assets under management. With Amundi Technology, it has also succeeded in building a comprehensive technology platform that has



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"

In 2024, Amundi consolidated its status as the European leader in asset management and confirmed its position in the top 10 worldwide.<sup>(1)</sup> The firm contributed actively to Crédit Agricole group's international development thanks to its diversified expertise and the creation of new offerings.

PHILIPPE BRASSAC

Once again, Amundi contributed significantly to Crédit Agricole's operational efficiency in 2024 by delivering a year of excellence both in terms of results and activity, mirroring that of the Group as a whole.

**EDITORIALS** 

Amundi significantly broadened its client base while strengthening its position among historical networks by offering innovative solutions tailored to prevailing market volatility. In 2024, Amundi once again demonstrated the relevance of its twofold business model based both on its ties to the Group and the latter's *Banque Universelle de Proximité* (universal client-focused banking model) business, and on its ability to grow independently. In 2024, Amundi consolidated its status as the European leader in asset management and confirmed its position in the top 10 worldwide.<sup>(1)</sup>

Amundi is making progress in all of the most buoyant savings markets. This advancement spans client base, expertise (fixed income, passive management, etc.), services (e.g. Amundi Technology) and geographies. Amundi had a particularly excellent year in Asia, with strong growth of inflows and assets under management; it also strengthened its presence in the US market through a new partnership. Amundi contributed actively to Crédit Agricole group's international development thanks to its diversified expertise and creation of new offerings. All this was accomplished with the operational efficiency Amundi has demonstrated time and again. This year once again marked a new level: net income<sup>(2)</sup> rose by more than +9%, a testament to the quality of management services Amundi provided. Costs remained under wraps, leading to a further reduction of the cost/income ratio, <sup>(2)</sup> which stood at 52.5%, showing improvement versus 2023 and the best in the industry. Net profit<sup>(2)</sup> rose by +13%.

In light of these factors, the Board of Directors has proposed a dividend of  $\notin$ 4.25 per share to the Annual General Meeting, an increase relative to that paid on 2023 results. This dividend corresponds to a payout ratio of 67% of net income, Group share.<sup>(3)</sup>

The Crédit Agricole group is fully confident that Amundi will continue to develop successfully over the long term, adapt to the major changes in our society and remain a trusted partner for all its clients.

> (1) Sc base (2) Ai (3) C



become a decisive factor for many clients, and whose revenues also accelerated this year (+34%).

Meanwhile, three external growth transactions further enhanced Amundi's expertise: the acquisition of private asset multi-management specialist Alpha Associates, the partnership with US asset manager Victory Capital, and the acquisition of the wealth tech firm aixigo. These new additions will boost the Group's development in key segments and create value for its clients and shareholders.

On the strength of its increasingly diversified business model, its solid financial structure and the reservoir of trust the Group has built, Amundi steps forward with the same determination that has governed its path so far, to serve the interests of its clients and pursue profitable and sustainable growth.

(1) Source: IPE "Top 500 Asset Managers" published in June 2024, based on assets under management as at 31/12/2023.

(2) Adjusted data.

(3) Calculated on the basis of accounting net income, Group share.

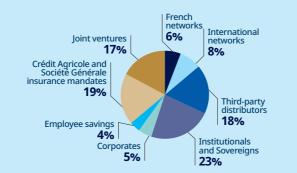
# THE LEADING EUROPEAN **ASSET MANAGER**

	<b>1</b> European asset manager, in the top 10 global players <sup>(1)</sup>		<b>1</b> market capitalisation for the sector in Europe <sup>(2)</sup>	
Ś	+ <b>100</b> million Retail clients	1555	<b>600</b> savings and wealth managers	C (δ) Institutional and Corporate clients
% *	+ <b>60,000</b> users on our technology platforms	÷20	<b>1</b> st among the 10 largest global asset managers for its votes or environment and social-relater shareholder resolutions <sup>(3)</sup>	

#### **BREAKDOWN OF AUM**<sup>(5)</sup> AS AT 31/12/2024

€**2,240**bn

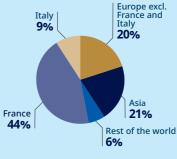
#### **BY CLIENT SEGMENT**



BY ASSET CLASS<sup>(5)</sup>

A second second







#### Investment hubs Local investment centres • Other Amundi entities • Joint ventures\*

\* Joint ventures with partners: Agricultural Bank of China and Bank of China in China State Bank of India in India, NongHyup Financial Group in South Korea. Wafa Bank in Morocco and Acba Bank in Armenia.





(1) Source: IPE "Top 500 Asset Managers" published in June 2024, based on assets under management as at 31/12/2023.

(2) Among traditional asset managers. Source: Refinitiv, December 2024.

(3) UK organisation ShareAction's Voting Matters 2024 report.

(4) Excluding joint ventures.

(5) As at 01/01/2024, reclassification of short-term bond strategies (€30 billion in assets under management) previously classified as treasury products until 31/12/2023.

(6) Assets under management and net inflows including assets under advisory, marketed assets, and funds of funds and taking into account 100% of the net inflows and assets under management of the joint ventures in Asia; for Wafa Gestion in Morocco, assets under management and inflows are reported in proportion to Amundi's share in its capital. (7) Exchange Traded Fund.

Amundi data as at 31/12/2024.

BY REGION<sup>(6)</sup>

Italy

20%

Asia

21%

## FOCUSING OUR COMMITMENTS ON OUR STAKEHOLDERS' NEEDS

Better anticipating the needs of our stakeholders means we can work in their interests every day, while seeking to have a positive influence on society and the environment. Thanks to our global and local organisation, and to our unique financial and non-financial research capabilities, we address effectively the challenges of each stakeholder.



#### Employees

- Candidates
- Work Council
- Committee in charge of health, security and work conditions matters

#### NEEDS

- Skills and employability development
- Meaningful individual and collective action
- action
- A trusting, supportive environment
- that empowers people to take initiatives • A corporate culture that promotes
- A corporate culture that promote integrity and performance

## THE ECONOMIC COMMUNITY

— Corporates and other issuers

- Suppliers
- Partners

#### NEEDS

- Financing to accelerate their economic growth
- Support for their environmental and technological transformation
- An ethical, responsible and sustainable relationship based on trust



#### PUBLIC AND REGULATORY AUTHORITIES

- Regulators and legislators
- National and local authorities
- Standardisation bodies

#### NEEDS

- Compliance with regulations, codes of conduct and professional standards with rigorous Risk and Compliance functions
- Participation in consultations in the Paris and European financial centres, promoting high standards and best practices





#### INDIVIDUAL INVESTORS

**Savings solutions** tailored to their personal goals (education, property, retirement...), risk profile and investment horizon, through their usual advisors.

#### SAVINGS AND WEALTH MANAGERS

MANAGERS

#### The **best financial services** and **innovative technology solutions**

across the entire savings value

- chain for:
- retail banksprivate banks
- independent financial advisors
- family offices
- tamily offices
  asset managers
- online banks and digital platforms

#### NEEDS

- · Innovative, responsible savings solutions
- Technological solutions
- Tailor-made support
- A close relationship, notably via partner networks and third-party distributors

INSTITUTIONAL INVESTORS

**OUR CLIENTS** 

**AND PARTNERS** 

### Customised investment

**solutions** to seize opportunities in a regulated environment for:

- insurers
- corporates (including employee savings and
- retirement solutions) • pension funds
- central banks
- sovereign wealth funds





#### THE FINANCIAL AND NON-FINANCIAL COMMUNITY

- Shareholders
- Analysts and investors
   Rating agencies

#### NEEDS

- High economic and financial value creation and sustainable growth
- Non-financial performance in line with the highest standards, including climate reporting following the TCFD<sup>(1)</sup> recommendations
- Integrate ESG into investment decisions
- Accurate and transparent public information

(1) Task Force on Climate-related Financial Disclosures.





#### CIVIL SOCIETY

- Economic ecosystems
- Trade associations
- Opinion leaders, media and think tanks
- Non-governmental organisations (NGOs)

#### NEEDS

- A commitment to act as a responsible asset manager in investments and operations (socially responsible, supportive and respectful of the environment)
- Transparent information
- Ongoing, relevant dialogue with all stakeholders

## DECIPHERING THE CHALLENGES OF SAVINGS AND INVESTMENT

In the coming years, economies will be reshaped by the challenges of climate transition, ongoing geopolitical upheavals and the adoption of artificial intelligence. Long-term trends – economic and demographic growth, the rise of the middle classes in Asia and an ageing population in various parts of the world – will continue to drive growth in asset management.



#### SOCIO-ECONOMIC CHALLENGES

Rapid and far-reaching socio-economic changes are a real challenge for our industry, underlining the need to remain agile, diversified and innovative, with ever more personalised savings solutions.

#### **Opportunities**

- Growth in the need for private retirement savings
- Need to finance public policies
- Expanding savings in emerging markets
- Growing need for low-cost, easy-to-access solutions

#### Factors to keep an eye on

- Weak growth in advanced economiesFinancial market volatility linked to
- geopolitical risks
- Maintain portfolio yields against a backdrop of inflation and falling interest rates
- Fiscal adjustments and increased taxation in advanced economies

#### **Our actions**

- Develop tailor-made, innovative solutions that combine capital protection and long-term investment
- Support the growth of emerging economies and the ecological transition
- Offer one of the most comprehensive and extensive investment platforms in the sector

#### **GEOPOLITICAL CHALLENGES**

Ongoing geopolitical upheavals exacerbate rivalries between world powers, and increase protectionism, with sharp trade tensions looming. Europe will now have to invest more to ensure the continent's security. Emerging markets, particularly India and China, will play a crucial role thanks to their resilience and solid political frameworks.

#### Opportunities

- Investment in economies where demand and domestic investment are driving growth
- Financing defence and strengthening Europe's sovereignty

#### Factors to keep an eye on

- Rising tariffs, trade tensions and economic sanctions between countries
- Reduction in capital flows, a source of economic development

#### Our actions

- Anticipate geopolitical risks in our investment processes and decisions, leveraging the expertise of our Research and Investment teams
- Amplify our leadership in Europe, take advantage of the consolidation of our businesses in the United States, and be a major player in Asia
- Forge international strategic alliances

#### **ENVIRONMENTAL CHALLENGES**

To be in line with the Paris Agreement, annual investment in clean energy in emerging and developing countries will have to triple by 2030 to reach USD2.8 trillion a year.<sup>(1)</sup> We are convinced that Responsible investment brings long-term value to our savings clients and that social and climate issues cannot be dealt with separately.

#### Opportunities

- Long-term investment needs to finance projects that can mitigate climate change
- New financial instruments to make these investments economically viable

#### Factors to keep an eye on

• Increased costs and economic risks for our clients and for Amundi

#### **Our actions**

- Give priority, in our savings and investment solutions, to companies or countries with the most credible environmental strategies
- Help companies move towards a low-carbon economy
- Engage with businesses to help them in their transition
- and encourage them to adopt best practices

(1) Source: https://www.iea.org/reports/scaling-up-private-finance-for-cleanenergy-in-emerging-and-developing-economies

#### **TECHNOLOGICAL CHALLENGES**

Technology is transforming the asset management industry, from portfolio management to client engagement. The integration of artificial intelligence (AI) means that large amounts of data can be processed to make more informed and effective investment decisions. That said, AI also raises social, democratic and data protection challenges.

#### Opportunities

- Seize the opportunities offered by new technologies to develop our business lines
- Reassert our role as a trusted third party for responsible finance

#### Factors to keep an eye on

- Massive, global cyberattacks disrupting banking and financial systems
- Emergence of new technological challengers

#### Our actions

- Maximise the potential of AI in all our businesses, with an ethical and responsible approach to its use
- Offer innovative, secure technological and service solutions to help our clients reshape their operating model



#### **HUMAN CHALLENGES**

Against a backdrop of changing markets, technologies and regulatory constraints, skills development and professional well-being are priorities shared by employees and managers. In an international market conducive to mobility, attracting and retaining talents and ensuring their commitment are key factors in Amundi's success.

#### **Opportunities**

• Boost operational efficiency and develop jobs with higher added value

#### Factors to keep an eye on

• Mismatch between profiles and the evolution of jobs

#### **Our actions**

- Encourage the individual and collective development of our employees, in the interests of the company's performance, through ongoing training and internal mobility
- Develop work organisations that encourage individual and collective responsibility
- Test the benefits of AI in various business lines to anticipate how they will evolve

#### ETHICAL AND REGULATORY CHALLENGES

Regulatory requirements – whether local, European or international – are strengthened every year to provide a transparent, robust framework for the benefit of clients and society. Fighting corruption, market abuse and financial crime is essential to the protection of our clients and our business.

#### Opportunities

• Greater protection and transparency for investors

#### Factors to keep an eye on

- Increased costs and risks associated with regulatory requirements
- Distorted competition from new, less regulated players

#### Our actions

• Anticipate increasingly stringent regulatory changes to adapt our offerings, our information systems and our organisation

## **OUR BUSINESS LINES GEARED TOWARDS INVESTMENT AND SAVINGS**

Our daily priority is to support our clients across all asset classes, by offering them a comprehensive, high-performance and responsible range of savings products, as well as innovative services and technological solutions.



**INVESTMENT INSTITUTE**  60 experts delivering world-class research and advice

#### FINANCIAL ANALYSIS 190 economists and analysts in major financial centres

**EXTRA-FINANCIAL** ANALYSIS • 40 ESG and corporate governance analysts

# Investment

#### ACTIVE MANAGEMENT

- Equity
- Fixed income
- Multi-asset
- Liquidity solutions
- Equity and bond index management Smart beta and factor investing

PASSIVE

• ETFs

MANAGEMENT

- ALTERNATIVE ASSETS Real estate Private debt Private equity Infrastructure • Hedge funds
- STRUCTURED SOLUTIONS CPPI • Formula funds Strategy funds Structured notes Employee stock

ownership funds

An integrated risk management process securing the delivery of our client promise.

# Technology

 Portfolio management systems

#### • Wealth and distribution platforms

 Robo-advisors Data management

Services

- Open architecture solutions, including fund selection
- Fund distribution services
- Dealing services
- Outsourced Chief Investment Officer (OCIO) Institutional solutions
- Wealth management and family offices
- Business Process Outsourcing Training programmes



Clients seek guidance in navigating a complex investment landscape marked by geoeconomic uncertainty and elevated asset valuations. We are dedicated to supporting them by enhancing our insights into Asian opportunities, long-term trends like retirement and artificial intelligence, and providing models for actionable, dynamic asset allocation.

**MONICA DEFEND** 

Head of Amundi Investment Institute



Our bond and money market platform is ideally positioned to pursue sustained growth and increase its market share in a buoyant interest-rate environment. In 2024, we consolidated our European and global leadership in target maturity funds, treasury products and Responsible investment strategies. The strong level of inflows also extended to short-term bond solutions, securitisation, euro credit and Buy and Maintain insurance strategies. This recognition bears witness to our constant focus on our clients' needs and our drive for innovation.

AMAURY D'ORSAY Head of Fixed Income and Money Market

- Responsible investment solutions • continued dialogue with companies to encourage
- them to accelerate their transition
- our own governance





In today's data-driven environment, we have created an innovative 'Data-as-a-Service' data management solution that enables our clients to focus on their core business. By offering them the benefit of our ability to integrate, enrich and manage a large number of data sources, we enable them to work with confidence in a constantly evolving environment.

#### **JEANNE DUVOUX**

Head of Business Support & Operations



In 2024, our ETF range reached a record €268 billion in AuM, reflecting a remarkable +30% yearon-year increase. This success underscores the growing adoption of ETFs across all types of investors, be they institutions or individual investors, notably through digital platforms. The record net inflows of +€28 billion demonstrate strong demand for our 300 efficient and innovative solutions, tailored to our clients' needs. We are committed to partnering with our clients to empower their investment decisions, leveraging our best-in-class platform to serve as a true scale partner across all segments.

#### **GAËTAN DELCULÉE**

Deputy Head of Sales of Distribution, Wealth and ETF

## **RIGOROUS RISK MANAGEMENT**

Driven by a culture of prudence, Amundi has developed expertise and a risk-management framework and model to manage the risks associated with its activities.

#### **RISK CULTURE**

Asset management is first and foremost about managing risk activity, which is why Amundi consistently ensures its organisation and processes are set up to identify and control risks.

This approach involves sharing experience and best practice on understanding and managing risk, including in particular:

- operating across transverse business lines;
- systematic representation of the Risk, Compliance and Security control functions on the various investment management committees (products, investments, ESG, etc.);
- a single IT platform with risk assessment tools and methods, creating a common reference system for all teams;
- initiatives aimed at informing and discussing the various risks associated with the company's activity.

Maintaining a risk culture also involves making clients aware of the risks to which their assets are exposed. Amundi publishes studies for its clients that describe these risks and their economic evolution, as well as the solutions to capitalise on them.

#### MAIN RISKS<sup>(1)</sup>

In the course of its business, Amundi is mainly exposed to risks related to third-party asset management activities and financial risks, arising mostly from the management of its investment portfolio and the guarantees granted to certain products:

#### Asset management risks

- Operational risks, including:
   Single of pop compliance with client provide
- > risk of non-compliance with client promises and with investment rules;
- > risk of process malfunction and human error;
- > risk of non-compliance with applicable laws and regulations;
- > risk of business discontinuity (including cybersecurity).

#### Activity risks:

- > business risks;
- > non-financial risks: non-alignment with clients' expectations in terms of ESG integration and engagement objectives.

#### **Financial risks**

- Credit risks.
- Market risks.

#### MONITORING THE INTEGRITY OF OUR RESPONSIBLE INVESTMENT POLICY

Earning and maintaining our clients' trust is paramount. Any failure to meet their CSR or Responsible investment expectations could harm Amundi's reputation. In this respect, non-financial risks in the portfolios are strictly controlled by exposure limits, defined on the basis of ratings resulting from analyses carried out by a dedicated team according to ESG criteria. This work is supplemented by additional indicators and limits, depending on internal policy and/or regulatory developments (carbon footprint, risks associated with climate change, etc.). Compliance with these limits is monitored daily. The non-financial risks borne by the company are addressed by specific policies (human resources, procurement, etc.) implemented by the business lines concerned.

(1) For further details, please refer to section 5.2 Risk factors of the 2024 Universal Registration Document.

#### RISK MANAGEMENT FRAMEWORK

The Executive Management team clearly defines the roles and responsibilities for internal control and allocates the appropriate resources.

#### The internal control system covers the entire Group in France and around the world and is based on the following fundamental principles:

- systematic reporting to the Board of Directors on risk management, monitoring of limits, controls and results, and material incidents;
- comprehensive coverage of businesses and risks;
- a clear definition of responsibilities, through formalised and updated delegations;
- effective separation of operational and control functions.

## The internal control system centres around two main pillars:

- risk measurement, monitoring and control systems;
- a control mechanism.

AMUNDI BOARD COMMITTEES	Risk Committee and Audit Committee				
PERIODIC CONTROL LEVEL 3	Internal Control Committee Audit/Inspection				
PERMANENT CONTROL LEVEL 2	Group Risk Committee <b>Risk Department</b> <b>Checks:</b> — Investment — Operational — Proprietary risk	e, Compliance Committee, Security Compliance Department Checks: — Financial security — Market integrity — Ethics — Client protection and ESG — Fraud and corruption	<ul> <li>Committee</li> <li>Security Department Checks:         <ul> <li>IT Security</li> <li>Personal data</li> <li>Operational resilience</li> <li>Safety</li> <li>Security of persons and property</li> </ul> </li> </ul>		
PERMANENT CONTROL LEVEL 1	Level 1 Permanent Control, carried out by operating entities, ensures that internal procedures relating to operational processes are respected and that they comply with the laws and regulations in force and with professional and ethical standards. Level 1 checks are used to prevent or detect any risk arising as a result of Amundi's activities.				

#### HEADCOUNT BY BUSINESS LINE AS AT 31/12/2024











**OLICIES AND PROCEDURES** 

## **A UNIQUE, CLIENT-CENTRED BUSINESS MODEL**

Built on asset management and Responsible investment, our business model has evolved to adapt to new needs, notably technology and advisory services, and to continue creating sustainable value for all our stakeholders.

# 000

#### OUR RESOURCES

#### THE TRUST **OF OUR CLIENTS** AND PARTNERS

- Individual investors
- Savings and wealth managers
- Institutional investors

#### **FINANCIAL AND NON-FINANCIAL** EXPERTISE

- Active management of listed assets
- Passive management
- Real and alternative assets
- Structured solutions
- Responsible investment Advisory and support services

#### **A PROPRIETARY TECHNOLOGY AND ASSOCIATED SERVICES**

- Cutting edge investment management tools built on an open architecture
- Trading and data management services
- Technological solutions for the distribution of savings products

#### THE COMMITMENT **OF OUR EMPLOYEES**

- More than 5,600 employees - Sense of pride:
- 88% of our employees say they are proud to work for Amundi<sup>(1)</sup>
- Upholding our values: courage, team spirit, entrepreneurship, solidarity

#### A ROBUST **INTERNATIONAL** ORGANISATION

- Presence in 35 countries in Europe, Asia and the Americas
- Six international investment platforms (Boston, Dublin, London, Milan, Paris and Tokyo)

#### SOLID FINANCIALS

- The leading European asset manager: €2,240bn in assets
- under management - Fitch Ratings: A+ with stable
- outlook - A solid balance sheet and a stable shareholder base: 68.7% of the capital held by the Crédit Agricole group

Access to and development of these resources are taken into account in Amundi's permanent control and risk management system. In order to secure them, the various departments implement specific operational actions.

### **OUR INTEGRATED, EFFICIENT ORGANISATION IN CLOSE PROXIMITY WITH OUR CLIENTS**

- Integrated active, passive and real asset investment platforms
- Centralised IT platform, support services and risk control
- A department dedicated to Responsible investment

#### $\checkmark$

Dedicated sales and marketing teams for each client segment and for each geographical area

# % <del>-</del>

#### **OUR FINANCIAL**, **TECHNOLOGICAL** AND SERVICE SOLUTIONS

- Savings and investment services and solutions tailored to our clients' needs, across all asset classes and investment styles
- Responsible investments for a more sustainable economy
- An advisory offering based on our unique experience in Research (Amundi Investment Institute) and Analysis, as well as our presence in the main financial markets
- Personalised support, tools and training, with the aim of increasing everyone's expertise
- Innovative technological and digital solutions developed by Amundi Technology
- Recognised expertise in open architecture, with the B2B fund distribution platform Fund Channel and the Sub-advisory platform

### **OUR RAISON D'ÊTRE:** WORK EVERY DAY IN THE INTEREST OF OUR CLIENTS AND SOCIETY

(1) Source: 2024 Accountability Index.

(2) Source: Morningstar Direct, Broadridge FundFile – open-ended funds and ETFs, global fund scope, over five years, December 2024. Share of funds in quartiles 1 and 2 expressed as a percentage of the assets under management of these funds in relation to the total of Amundi's open-ended funds ranked by Morningstar. (3) Compensation of the Chief Executive Officer allocated for 2024 compared with the average compensation of employees in 2024. (4) Volontariat International en Entreprise (French International Volunteers in Business) (5) Convention Industrielle de Formation par la Recherche (industrial research agreement). (6) The dividend pay-out ratio is calculated on the basis of accounting net income Group share (€1,305m). (7) Taxes and social security contributions.

Data as at 31/12/2024.



#### **OUR VALUE CREATION FOR...**

#### **OUR CLIENTS**

- Over **70%** of assets under management
- in the first and second Morningstar quartiles<sup>(2)</sup> 82 clients benefit from Amundi Technology expertise
- 600 asset managers connected to more than 100 distributors in Europe and Asia through Fund Channel

#### **OUR EMPLOYEES**

- Global fairness ratio: **14.3**<sup>(3)</sup>
- Capital increase reserved for employees (30% discount)
- More than 1,400 young people in training (internships, work-study programmes, VIE,<sup>(4)</sup> CIFRE,<sup>(5)</sup> etc.)

#### THE ECONOMIC COMMUNITY

- Around €300bn of investments in non-financial companies in the European Union (equity and debt)
- 82% of votes in favour of shareholder climate resolutions at the Annual General Meetings of companies in which Amundi is a shareholder

#### **OUR SHAREHOLDERS**

- Solid organic growth
- Dividend pay-out ratio of 67% of net income, Group share<sup>(6)</sup>

#### SOCIETY

- €983bn in Responsible investment assets under management
- €675m in taxes paid, of which €389m in France<sup>(7)</sup>

## A STRATEGIC PLAN LEVERAGING THE SECTOR'S STRONG GROWTH POTENTIAL



#### OUR AMBITION FOR 2025

2024 was a record year for Amundi, marking an acceleration in the diversification of our growth drivers, initiated with the Ambitions 2025 plan, several objectives of which have already been achieved a year ahead of schedule. Our assets under management are at an all-time high, with very dynamic inflows in several strategic areas, and we carried out three external growth operations, accelerating our development and creating value for our clients. Attentive to their needs, we are very well positioned on the megatrends of the savings industry.

VALÉRIE BAUDSON Chief Executive Officer

#### **OUR STRATEGIC PRIORITIES**

STRENGTHEN our leadership in asset management

**OUR FINANCIAL** 

Strong

organic

growth

~5%

average annual growth in 2021-2025 net income<sup>(1</sup>

VALUE-CREATION LEVERS

CONTINUE TO LEAD the way in Responsible

investment

Operational

efficiency

maintained

cost/income ratio

**3** BECOME

Attractive

returns

shareholder

<u>>h5%</u>

pay-out ratio

a first-class provider of technology and services across the entire savings value chain 4 PURSUE value-creative M&A

Additional value creation through external growth

Return on investment

>10% in the case of an acquisition within three years, respecting our strict risk criteria of limited execution risk and financial discipline

#### PROGRESS REVIEW AT END-2024 OF OUR ESG AMBITIONS 2025 PLAN

## Strengthen our range of savings solutions for sustainable development

- 1 Introduce a new environmental transition rating that assesses companies' efforts in decarbonising their operations and the development of their sustainable activities, covering actively managed open funds.<sup>(1)</sup>
- The implementation project of a Transition rating assessment for actively managed open funds is currently carried out.
- **2** Offer, in all asset classes, <sup>(2)</sup> open funds with a Net Zero 2050 investment objective.
- Four asset classes offer a minimum of one Net Zero 2050 Ambition solution.
- 3 Reach €20bn of assets under management in impact funds.
- These assets under management rose to €16.1bn at end-2024, compared with €13.2bn at end-2023.
- 4 Ensure that 40% of our ETF range is made up of ESG funds.
- 37% of the passive fund range is composed of ESG funds, versus 33% at end-2023.
- 5 Develop Amundi Technology's ALTO Sustainability offer.
- The first module of ALTO Sustainability has been commercialised since 2023 and the second module on climate has been defined for launch in 2025.

#### Amplify our outreach to companies

- 6 Work with 1,000 additional companies to define credible strategies to reduce their greenhouse gas emissions.
- Our climate engagement plan has been extended to 1,478 new companies, versus 966 at end-2023.

Commitment achieved at end-2024.

The level of progress at end-2024 is in line with the pace needed to achieve the targets set for the end of the plan, i.e. the end of 2025.

(1) Scope of actively managed open-ended funds when a rating methodology is possible.
(2) Real estate, multi-asset, developed market bonds, developed market equities.
(3) Scope defined by Amundi's Responsible Investment policy – Non-conventional extraction: oil sands, shale oil and gas.
(4) For any Amundi group entity with more than 100 employees.

(1) Adjusted data: excludes amortisation of intangible assets and integration costs.(2) Calculated on the basis of accounting net income, Group share.



From 2022, exclude from our portfolios companies that generate over 30% of their activity from unconventional oil and gas sectors.<sup>(3)</sup>
 These companies have been excluded from Amundi's investments in 2024, as has been the case since 2022.

## Set internal alignment goals that match the commitment

Take into account the level of achievement of these ESG objectives (weighting 20%) in the KPI calculation of performance shares for our 200 senior executives.
 ESG objectives were incorporated in the annual objectives of 99.6% of portfolio managers and sales representatives and the implementation of the ESG Ambitions 2025 plan accounted for 20% of the criteria supporting the performance share plan awarded to more than 200 Amundi senior executives in April 2024.

Reduce our own direct greenhouse gas emissions<sup>(4)</sup> by approximately 30% (vs 2018) per employee in 2025.
 The action plan to reduce greenhouse gas emissions related to energy (scopes 1 and 2) and business travel (scope 3) has continued. At end-2024, emissions were reduced by 62% by employee compared with 2018.

10 Present our climate strategy to shareholders (Say on Climate) at the Annual General Meeting since 2022.

 The progress report reporting on the implementation of the climate strategy was presented to the shareholders at the Annual General Meeting of May 24 2024 and approved at 96.73%.

## LOCAL TEAMS WORKING CLOSELY WITH INVESTORS IN ASIA

Firmly established in Asia for 50 years through its local subsidiaries and joint ventures, Amundi has made the region a strategic focus for its development and has set itself the ambitious goal of becoming a major player in the region.



There are three main reasons why Asia is a strategic development axis for Amundi: the growth of population and wealth, the development of the middle class, and the rise in the demand for savings solutions. With a full range of investment solutions, our goal is to become the 'top-of-the-mind' expert for our Asian clients on their investment needs, by leveraging our global core capabilities in ETF, ESG and retirement. We also aim to be their partner of choice for the integration of innovative technological solutions. 🔳 📕

#### **EDDY WONG**

Chief Executive Officer of Asia

In 2024, Amundi Technology launched a new entity in China, Amundi Fintech (Shanghai) Co., Ltd and developed a version adapted to the Chinese market of its ALTO system, positioning itself uniquely in China. This version was selected and deployed at Bank of Beijing Wealth Management.

€**≣\ €**469bn The amount of our assets under management in Asia at the end of 2024 (+17% year-on-year), a four-fold increase since 2015.



Japan presents a significant opportunity for Amundi, as its substantial household wealth shifts from bank deposits to investments, driven by tax reforms and a growing interest in asset management. For over 50 years, Amundi Japan has offered tailored solutions to meet clients' unique investment needs, providing both Japanese and global strategies. The recent launch of the Amundi Index Series addresses diverse domestic demands. Additionally, Amundi Japan functions as a key international investment hub, enhancing Amundi's global presence and commitment to innovative investment solutions.

**KATSUMI FUJIKAWA** Head of Japan

## **SBI FM IN INDIA**

SBI FM is the joint venture between Amundi and the State Bank of India (SBI), India's largest bank. At the end of 2024, SBI FM registered €292bn in assets under management, and a net inflow increase of €20.6bn (+23% year-on-year and 37% of Amundi total net inflows) coming from both Institutional and Retail clients. SBI FM's contribution to Amundi's net income was €104 million. SBI FM confirmed its leading position

### ASIA, A MAJOR GROWTH DRIVER



#### NH-AMUNDI ASSET MANAGEMENT IN SOUTH KOREA

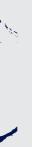
Since its creation in 2003, NH-Amundi Asset Management has grown its assets under management, making the joint venture Korea's sixth-largest asset manager.<sup>(1)</sup> The close and successful collaboration with NongHyup Financial Group has enabled the development of a local management capability, a broad range of expertise and a leadership position in Responsible investment. The joint venture's ambition is to become one of Korean top five asset managers by diversifying

its international offering, product range and technological tools. The implementation of numerous cooperation projects, such as training programmes and knowledge sharing, demonstrates the common desire of both shareholders to deepen their relationship and enhance the expertise offered to clients.

(1) Source: Korea Financial Investment Association.

in the Indian market for the 4<sup>th</sup> year in a row, supported by a strong distribution network and a comprehensive product range. The strategic alignment between SBI and Amundi has been decisive to the success of the joint venture with numerous areas of cooperation, either to develop the Indian asset management industry or to promote SBI FM expertise to Amundi's international clients.





• Asian joint ventures (ABC-CA FMC, SBI FM, NH-Amundi AM, Amundi BOC WM) Asian subsidiaries

Source: Amundi data as at 31/12/2024.

#### **ABC-CA FMC AND AMUNDI BOC** WEALTH MANAGEMENT IN CHINA

Launched in 2008, ABC-CA FMC is the joint venture between Amundi and Agricultural Bank of China (ABC). In 2024, it recorded moderate but positive inflows for the first time since 2019, with good momentum for non-Group clients. A new thematic equity fund focusing on new energies in China was launched in September 2024 for international clients. The joint venture acts as an advisor on this fund.

In 2020, Amundi and Bank of China, one of the four largest commercial banks in China, created Amundi BOC Wealth Management, the first foreign majority-owned asset management joint venture in China. The aim was to offer wealth management products to the 300 million Retail clients of Bank of China's extensive distribution network. 2024 was a year of contrasts for the joint venture in a challenging market environment, although there were some signs of stabilisation at the end of the year.

## **INNOVATIONS AND SERVICES TAILORED TO YOUR NEEDS**

In a constantly evolving sector, Amundi is committed to offering its clients solutions that combine its asset management expertise, advisory capabilities and technological innovation.

#### **AMUNDI ALPHA ASSOCIATES** FOR NEW SOLUTIONS IN REAL ASSETS

The acquisition of Alpha Associates positions Amundi as a leading European player in private asset multimanagement encompassing private debt, infrastructure, private equity and venture capital. Amundi Alpha Associates, which manages assets of around €20bn, has 70 experts and two management hubs (Zurich and Paris). Amundi is expanding its range of funds and tailor-made private asset solutions for its Institutional clients worldwide. We will also be developing new private asset investment solutions tailored to the needs of Retail clients.

#### AN ESG ETF RANGE TO STRENGTHEN **OUR LEADERSHIP POSITION IN ETFs**



Amundi continually adapts to the evolving needs of Institutional clients. Also, our range of ESG ETF solutions offers the flexibility to optimise portfolio allocation while integrating sustainability considerations. This commitment to sustainability reinforces our leadership in the ETF market and enables us to deliver long-term value to our Institutional clients. A great example: the creation of an ESG ETF with the Latin American Reserve Fund for Latin American central banks in 2024, is promising.

FRANCESCA CICERI Head of Institutional Clients Sales

#### A PARTNERSHIP WITH VICTORY CAPITAL TO STRENGTHEN **OUR OFFERING IN US ASSETS**



Our long-term partnership with Victory Capital through the business combination with Amundi US provides us with a unique opportunity to strengthen Amundi's presence in the United States and its access to the US market. Thanks to a broader investment platform, Amundi's clients will benefit from an enhanced range of high-performance dollar-denominated investment solutions across all asset classes.

**GIORGIO GRETTER** Head of Strategy

### FUND CHANNEL CONFIRMED AS THE BEST **INSTITUTIONAL B2B PLATFORM IN EUROPE**

At the end of December 2024, the Fund Channel fund distribution platform had reached €521bn in assets under distribution, perfectly positioned to meet the Ambitions 2025 strategic plan target of €600bn by the end of 2025. In 2024, ING Deutschland selected the platform to streamline its fund distribution services, reinforcing its position on the German market, while the digital platform dedicated to private assets welcomed its first clients. For the third year running, Fund Channel remains the "Best Distribution Platform", according to research and consultancy firm Platforum. In addition, a dedicated offering for treasurers and money market funds was launched in April 2025.

#### **CUSTOMISABLE SOLUTIONS** TO SUPPORT INSTITUTIONAL CLIENTS



Amundi offers Institutional clients a range of fully customisable solutions, from pure advisory services to the full implementation of portfolios and investment platforms. In 2024, we worked with a major European bank to set up the infrastructure needed to launch a new type of fund. Multi-disciplinary teams from Amundi and the client worked closely together to cover all aspects, from the legal framework to the investment activity and operational flows. The fund's launch was hugely successful, raising almost €1 billion in record time.

MARTA MARIN Head of Amundi Iberia





45 Number of digital wealth partners

### EMBRACING THE DIGITAL EVOLUTION IN SAVINGS

The savings industry is evolving quickly with the digital segment expanding almost 3 times faster than traditional retail investing. This trend represents a powerful opportunity to respond to demographic shifts, retirement needs and to democratise access to both financial education and high-quality investments for all investors. As a leading asset manager, anchored in the retail world, we have a unique perspective and position that makes us the ideal partner for any type of clients - be they digitalnative players or traditional banks - willing to embrace into the digital wealth opportunity.

### THE ACQUISITION OF AIXIGO TO ENHANCE OUR ALTO WEALTH AND DISTRIBUTION SOLUTION



At Amundi, we recognise the growing demand for operational efficiency and personalised services in the financial sector. By integrating aixigo's expertise, we are poised to enhance our technological offerings and innovate our approach to wealth management. This collaboration will empower us to deliver exceptional solutions that meet diverse client needs, driving value for all stakeholders. Together, we are committed to shaping the future of financial advisory with excellence and growth at the forefront.

**BENIAMIN LUCAS** Head of Amundi Technology

across Europe and Asia (at the end of 2024)

## A RESPONSIBLE APPROACH TO EMPLOYABILITY

Forging a more sustainable economy also means designing and implementing a responsible employment policy. And Amundi has always made the professional development and long-term employability of talent a cornerstone of the Group's duty as an employer.

> Built around four key values: courage, entrepreneurship, team spirit and solidarity, Amundi's employer culture is grounded on an employment policy designed to promote internal mobility, upskilling through continuous learning, and ensure continued employability. This goes hand-inhand with the aim of social cohesion, based on values that include diversity and non-discrimination, dialogue, workplace well-being, and employee commitment. Preparing human resources for transformations in business lines and evolving operational and geographical scope is at the heart of the Group's HR strategy.

> To this end, Amundi relies on a number of measures for enhancing mobility and employability. These include cross-functional training programmes, which have increased in number and variety over the years, and managerial programmes aimed at developing tomorrow's employees or preparing talent to occupy key roles within the company.



Human Resources work to ensure a nurturing employee experience, one that allows individuals to achieve long-term professional satisfaction and is anchored in fairness and inclusion. Aptly, the longterm sustainability of our business and its attractiveness rests on our ability to foster talent and prepare strong succession plans that will renew the ranks of leadership as needed. All actions aimed at training employees, ensuring the relevance of their skills and encouraging their internal mobility contribute to buttressing team at peak performance that focused on the future.

#### **ADRIENNE MEUNIER**

Head of People Development and Senior Executives Career Support



#### AMUNDI FORMALISES ITS ONBOARDING PROGRAMME

Amundi is not content solely to nurture and preserve existing talent. The Group also has the reach to attract new employees, particularly to reinforce its teams in rapidly growing business lines or geographies. In late 2024, the Human Resources department launched a cross-functional project for structuring the induction process for recent hires, adapted worldwide. The Amundi Welcome programme is now designed around onboarding guides for new arrivals and their managers, with systematic mentor assignment.

## AMUNDI TOMORROW: PREPARING FUTURE LEADERS TODAY

Identifying and promoting internal career paths for talent within the company and planning the appointment of future leaders to key positions is the stated mission of Amundi Tomorrow, the Group's talent management and support programme. Launched in 2023, the programme has established a pool of some 150 employees, divided according to experience into three groups. Over a two-year cycle, they receive dedicated support (mentoring, coaching, networking, etc.) and are matched with career opportunities. Each year, this programme helps consolidate succession plans and anticipate the skills and profiles Amundi will need for its key positions. The programme covers all the Group's countries and business lines to ensure the diversity and geographical representativeness of future leaders. The Amundi Tomorrow programme has been renewed for 2025, focusing on a new set of talents.



## Linked in Learning

#### A NEW TRAINING PLATFORM TO FOSTER CAREER MOBILITY

In October 2024, Amundi offered employees access to LinkedIn Learning, LinkedIn's online learning platform. The initial aim was to encourage and facilitate continuous learning by making available modules tailored to all career paths, in a library of over 21,000 content items. The initiative was an immediate success: over 44% of employees had activated the module by early 2025. A number of developments have already been implemented, some to enhance effectiveness, such as building career paths by profession, integrating LinkedIn modules into in-house training courses, others to serve a separate objective: encouraging internal mobility. LinkedIn Learning also relays all the Crédit Agricole group's job offers. Better still, specific positions and training courses may be suggested according to the individual career objectives employees define for themselves.





**Percentage of women** on the Executive Committee

262 Internal transfers (between functions and/or regions)

At end-2024.

## A SUSTAINABLE TRANSFORMATION DYNAMIC

Supporting change also means adapting our own institution to ensure its sustainability. Amundi has launched a wave of transformation to optimise how it manages strategic orientation and operational processes, so they contribute to a trajectory of increasingly sustainable practices.



To strengthen our overall efficiency and better serve our clients over the long term, we must act on both the essential links in the sustainable transformation process: processes and people. At an individual level, this means constantly questioning the utility and quality of what we produce and devising methods to simplify its implementation. Every employee must be an entrepreneur in the sustainable transformation of Amundi. Our role

is to provide the tools and the project management methodologies and help them take a step back. 📕

**CHRISTINE GENTIL** Head of Transversal and Organisational Projects

Leading major strategic cross-functional projects and helping the business lines simplify their processes and organisations are the two main missions of the Transversal and Organisational Projects division, set up in May 2023. Since then, its work has made it possible to speed up the industrialisation of several processes. In 2024, for example, management control procedures were simplified and optimised. The division also supported Amundi's teams in restructuring the ETF product range.

To support a deployment of artificial intelligence, the division works with the IT teams, assisting the business lines in structuring their needs and rethinking their processes. These steps are key to identifying the most sustainable and adaptable solutions. One last project worth citing is the redesign of Amundi's head office, which is being carried out using an ecoresponsible approach to adapting to new ways of working.



## **A CULTURE OF COMPLIANCE**

Above and beyond strict adherence to legislative, regulatory and professional rules, Amundi is committed to ensuring that its actions, and those of its employees, are consistent with the highest ethical standards, and always serves the best interests of its clients.

Amundi cultivates a "culture of compliance", which aims to ensure every employee takes their responsibility seriously. This framework includes awareness-raising initiatives such as targeted training and campaigns or specific documents.

This culture of compliance revolves around three main principles:

#### Respecting the regulatory framework

Amundi has established a procedural framework, as well as various control tools and processes designed to ensure the Group and all its employees comply with these regulations. In particular, these actions seek to forestall any form of market abuse, money laundering and the financing of terrorism, as well as protecting clients' interests directly. Additionally, Amundi applies sustainable finance regulations as part of its internal rules and complies with local regulations in the countries where it operates.

#### **Behaving ethically**

The Group has drawn up a number of documents summarising the principles of action and behaviour to be respected vis-à-vis its various stakeholders. These documents include an Ethics Charter and a Code of Conduct to guide employees in their decision-making, help them identify deviations and take appropriate action, as for instance, in the event of attempted corruption, fraud, or conflicts of interest.

#### Acting in the best interest of clients

Amundi strives to ensure that its clients' interests prevail, by acting competently and diligently to manage the assets entrusted to the Group, and by providing full and transparent information on the characteristics of all products it makes available to clients.

#### **CONSTANT ADAPTATION TO KEEP PACE** WITH EVOLVING REGULATIONS

The Compliance department comprises 150 employees working hand in glove with other support functions and operational entities within the Group. Its role is to ensure that all business activities and transactions, as well as all internal documentation, training and communications are systematically consistent with applicable local and international regulations. More broadly, these teams work to improve the efficiency and reliability of controls, and to offer employees tools that facilitate their access to regulatory documents, notably by incorporating artificial intelligence within processes.

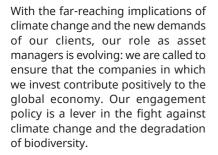


In a constantly evolving financial environment, the commitment to behave ethically and in the best interests of clients is not just an obligation – it's a strategic imperative. Amundi's culture of compliance reinforces the Group's ability to control the risks it is exposed to, including reputational risks. Meanwhile, compliance guarantees the sustainability of our activities and contributes to long-term value creation. It is one of the pillars of the trust our clients place in us, and a valuable asset. 📕 📕

MARC NOËL Head of Compliance

## A DEMANDING ENGAGEMENT POLICY

Since its creation, Amundi has integrated the tools of voting and engagement into its Responsible investment philosophy, employing proactive engagement as well as a dedicated stringent voting policy aiming to enhance transparency and accountability on sustainability issues.



Voting is a key aspect of shareholder stewardship. Each vote at a company's Annual General Meeting represents an opportunity to influence its direction, from board composition to climaterelated resolutions. In 2024, Amundi participated in 10,515 meetings of 7,703 companies, supporting 82% of climate-related resolutions and 81% of social issues.

While voting is crucial, ongoing engagement allows asset managers to exert sustained influence through direct communication with company management. In 2024, Amundi engaged with 2,883 unique issuers critical themes such as energy transition, nature preservation, human rights, and governance for sustainable development.

Our engagement efforts aim to encourage meaningful change regarding the climate strategies of issuers, greater disclosure on environment impacts and dependencies or improved human rights policies across supply chains. Corporates are moving in the right direction: the number of companies with Science-Based Targets (SBTi<sup>(1)</sup>) commitments rose by +67% from 2022 to 2023, with this trend continuing in 2024 (+40%).



(1) The global Science-Based Targets Initiative is designed to help companies reduce their greenhouse gas emissions. (2) UK organisation ShareAction's Voting Matters 2024 report.

## **GIVING AS MANY PEOPLE AS POSSIBLE** THE KEYS TO SAVINGS

Financial education is a major societal issue. In 2024, Amundi continued its initiatives tailored to individual investors, with the aim of democratising investment, overcoming preconceived ideas and promoting good savings practice.

### "Back to basics".

the La Martingale podcast series Amundi has teamed up with La Martingale, France's

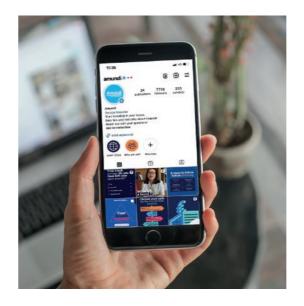
leading podcast dedicated to personal finance, to create a 12-episode special in which Amundi experts go over the basics of investment and explain a concept or product category in an educational way. The partnership generated over 2 million views on social networks and 433,000 listens.



In March 2025, Amundi won the SPAK Financial Education Grand Prix in the Influencer Collaboration category.

#### An Instagram account that demystifies financial concepts

Amundi's Instagram account is now dedicated to producing educational content to make savings accessible to everyone.





Amundi co-produced twelve episodes of the La Martingale podcast series.

#### **Dedicated platforms** and innovative partnerships

To provide investors with accessible and practical resources, Amundi has launched:

- online platforms, such as Amundi Investment ABC in Austria and Amundi SecondaPensione Plus in Italy;
- new formats: podcasts such as Spotlight on behavioural finance and videos such as All about my retirement (France) or Erklärvideos (Germany);
- collaborations with influencers: in Japan (Tapazou29 - 241K followers and Russi.firelife -42K followers) and Hungary (Magyarosi Csaba -400K followers).

This educational content, which allows us to go further in supporting individual investors, has generated more than 50 million views.



## **RECORD RESULTS IN 2024**

#### FINANCIAL PERFORMANCE



2020

(€m)

1,729

2021

Adjusted net income,

2,064

2020 2021 2022

Group share<sup>(1)</sup>

1,382 1.315 1,178 1,224 962

2022 2023 2024

1,904 <sup>2,037</sup>

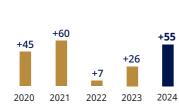
2,240

2023 2024



Adjusted cost/income ratio<sup>(1)</sup>

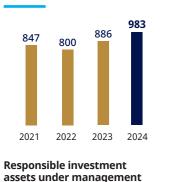
**CET1 RATIO** 

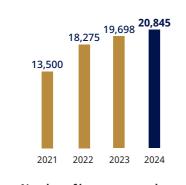


Assets under management (€bn)



EXPANDING OUR **RESPONSIBLE INVESTMENTS** 



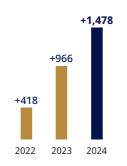


Number of issuers covered by Amundi's proprietary ESG rating



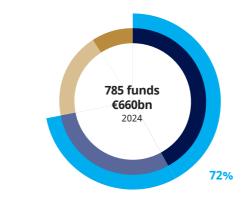
In 2024, Amundi once again demonstrated the effectiveness of its business model. The strong growth in our revenues, driven by the performance of our asset management activities, and the excellent results of our Asian joint ventures, have enabled us to step up the pace of investment in our growth drivers. This momentum is enabling us to prepare for tomorrow's growth, while maintaining a cost/income ratio that is among the best in the sector.

**AURÉLIA LECOURTIER Chief Financial Officer** 



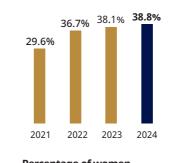
Number of additional companies engaged on climate

INVESTMENT PERFORMANCE



Morningstar fund ranking by assets under management (five-year performance)

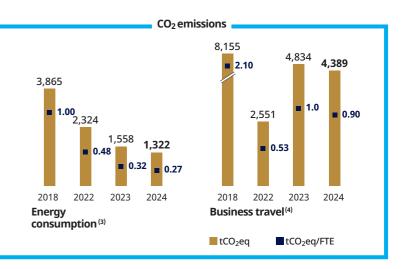




Percentage of women on the Executive Committee score<sup>(2)</sup>

(2) Rate of positive replies to the statement "I would recommend my company to my friends and relations as a good employer" in the annual survey of all employees conducted by Willis Towers Watson in September-October 2024.

(3) On scopes 1 and 2, excluding cooling fluids. (4) Air and rail travel (scope 3). This increase is explained by the controlled and welcome resumption of business travel at the end of the Covid-19 pandemic. Travel-related emissions still remain below the levels to meet the target of a 30% reduction per FTE by 2025 compared with 2018.



(1) Adjusted data: excludes amortisation of intangible assets and integration costs for Lyxor in 2022.

(€bn)

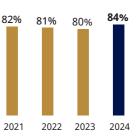
Source: Morningstar Direct as at 31/12/2024, open-ended funds and ETFs, global scope excluding feeder funds, as a percentage of assets under management of the funds in question. © 2024 Morningstar. All rights reserved.

1st quartile 42%

2<sup>nd</sup> guartile **30%** 3rd quartile 19% 4th quartile 9%



Percentage of assets under management in funds that have outperformed their benchmark (over five years) Data as at 31/12/2024, share of assets under management in active funds, including money market funds, whose gross performance outstrips that of the benchmark. ETFs, indices, joint ventures, delegated management, mandates, structured products and real assets are excluded. If there is no benchmark, the gross absolute performance is taken into account. Source: Amundi/Risk Department.



## Amundi recommendation

#### **BOARD OF DIRECTORS** At 31/12/2024



PHILIPPE BRASSAC Chairman since 2023 Chief Executive Officer of Crédit Agricole S.A.



VIRGINIE CAYATTE Independent Director since 2015

GÉRALD GRÉGOIRE

Director since 2024

Deputy General Manager

of Crédit Agricole S.A.



**BÉNÉDICTE CHRÉTIEN** Director since 2023 Head of Human Resources, Crédit Agricole S.A. Group



Independent Director since 2015





MICHÈLE GUIBERT Director since 2020 **Chief Executive Officer** of the Côtes d'Armor Regional Bank of Crédit Agricole



Independent Director

#### MAIN CHANGES

There were few changes in 2024. For the record, Gérald Grégoire, Deputy General Manager of Crédit Agricole S.A., in charge of the Customer and Development division, succeeded Michel Mathieu, who retired.

17+1 Directors<sup>(1)</sup> Independent Directors<sup>(2)</sup>

**4.8** years Average time spent

#### MATRIX OF BOARD **MEMBERS' COMPETENCIES**

Non-voting member

	Governance and compensation	Accounting and financial reporting	Social and environmental issues	Risk management, compliance, m internal audit fir		
	92.85%	92.85%	85.71%	85.71%		
Philippe Brassac	•	•	•	•		
Virginie Cayatte	•	•	٠	•		
Bénédicte Chrétien	•	٠	٠	٠		
Laurence Danon-Arnaud	•	•	٠			
Patrice Gentié	•	•	٠	•		
Gérald Grégoire	•	•		•		
Christine Grillet	•	•		•		
Michèle Guibert	•	•	•	•		
Robert Leblanc	•	•	•	•		
Hélène Molinari	•		•			
Joseph Ouedraogo		•	•	•		
Christian Rouchon	•	•	٠	•		
Nathalie Wright	•	•	•	•		
Nicolas Mauré	•	•	•	•		

on the Board

As in 2023, the majority of Board members considered that they had made progress in the area of social and environmental matters during the year. With regard to each of the ESG themes covered by this expertise:

· competence in environmental matters progressed further in 2024. The Directors have continued to develop their expertise on climate matters during 2024, in line with the commitments they made as part of the Say on Climate initiative. At the end of the year, they took part in a training session on climate change, advances and prospects, which complemented the discussions on Responsible investment

(1) Twelve directors are appointed by the Annual General Meeting and one is elected under the employee representation scheme.



**PATRICE GENTIÉ** Director since 2021 Chair of the Aquitaine Regional Bank of Crédit Agricole



Independent Director since 2015



**IOSEPH OUEDRAOGO** Director elected by the employees since 2022 Head of Investment Risk business team. Amundi Asset Management

**HÉLÈNE MOLINARI** 

Independent Director

since 2015

NICOLAS MALIRÉ Non-voting member since 2023 Chair of the Toulouse 31 Regional Bank of Crédit Agricole



CHRISTINE GRILLET

Chair of the Franche-Comté

Regional Bank of Crédit Agricole

Director since 2023

**CHRISTIAN ROUCHON** Director since 2009 **Chief Executive Officer** of the Languedoc Regional Bank of Crédit Agricole

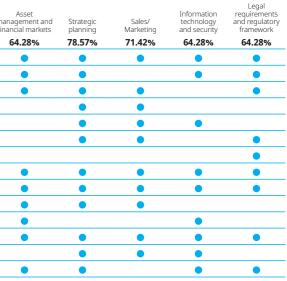
NATHALIE WRIGHT since 2022

**RESPONSIBLE GOVERNANCE THAT SERVES OUR STRATEGY** 

In addition, at its last meeting of the year, the Board decided to strengthen its Audit Committee's sustainability skills by appointing Nathalie Wright as the fourth member of the Committee, for her expertise in this area.







matters at Board meetings. They also devoted part of their strategy seminar to the major themes of Responsible investment, and in particular to the development of more specific areas of investment on climate and nature/ biodiversity;

• competence in social matters remain essential, in particular since the arrival of Bénédicte Chrétien, who brings a specific perspective to this subject;

• expertise in governance continues to be strong, particularly as it is culturally prevalent in the banking sector.

(2) Not including the employee-elected director. In the absence of regulatory constraints, non-voting directors are not included in the calculations.

## **GENERAL MANAGEMENT COMMITTEE**

At 31/12/2024

#### **Main missions**

The General Management Committee is involved in all major business, organisational and human resources management decisions. It ensures coordination between Amundi's main business lines, sets priorities and makes the main governance decisions for the Group.



Chief Executive Officer



Deputy Chief Executive Officer Head of Strategy, Finance and Control Division

#### **Compensation policy for executive company officers:** Valérie Baudson, Chief Executive Officer and Nicolas Calcoen, Deputy Chief Executive Officer

The compensation policy applicable to executive company officers was approved by the Board of Directors on 3 February 2025 on the recommendation of the Compensation Committee. This policy will be submitted to the shareholders for approval at the Annual General Meeting on 27 May 2025. The compensation policy applicable to executive company officers is defined in accordance with CRD V regulations. This policy promotes the alignment of executive company officers' long-term interests with those of the shareholders by paying a portion of the variable compensation in the form of Amundi performance shares.



38.

of women

on the General



**Management Committee IEAN-IACOUES BARBÉRIS** Head of the Institutional and Corporate Clients Division and ESG



**CÉLINE BOYER-CHAMMARD** Head of Sustainable Transformation and Organisation



NIQUE CARREL-BILLIARD Head of Real Assets and Alternatives - Supervision of North America



**GUILLAUME LESAGE Chief Operating Officer** 



**OLIVIER MARIÉE** Head of International Partner Networks and Joint Ventures



VINCENT MORTIER Chief Investment Officer



ISABELLE SENÉTERRE Head of Human Resources



Head of Italy



BENOÎT TASSOU Head of the French Partner Networks Divisior



ÉRIC VANDAMM Chief Risk Officer



**FANNIE WURTZ** Head of the Distribution & Wealth Division, ETF & Passive business lines - Supervision of Asia





TARGET STRUCTURE

Fixed compensation

40%

14.3

fairness ratio (3)

Global

(1) Net income, Group share. (2) Return On Tangible Equity.

(adjusted NIGS, (1) Ne adjusted cost/incom

Crédit Agricole S.A. s cost/income ratio, R

#### Non-economic cr

Finalise implementa

Implement Amundi's

Participate in the dep

CSR Societal and Envi \* 20% of the variable is linked to CSR and E

CINZIA TAGLIABUE

#### **CRITERIA FOR DETERMINING VARIABLE COMPENSATION FOR 2025**

RIA	70%
	60%
et Banking Income, le ratio, adjusted net inflows)	
scope (NIGS, <sup>(1)</sup> OTE <sup>(2)</sup> )	10%
iteria	30%
tion of ESG Ambitions 2025 plan	12.5% *
s development plan	10.0%
bloyment of the Crédit Agricole group's ironmental projects	7.5% *
compensation of executive company offic SG topics	ers

(3) Remuneration of the Chief Executive Officer allocated for 2024 compared with the average remuneration of employees in 2024.

## **EXECUTIVE COMMITTEE**

At 31/12/2024

#### **Main missions**

The Executive Committee ensures the strategy is coherently and efficiently deployed in all countries where the Amundi Group is present. The Committee, which includes the heads of the main countries, monitors business development and ensures the right balance is struck between the Amundi Group's global orientations and their implementation at local level.

#### Members of the General Management Committee

+



THIERRY ANCONA Head of Sales of Distribution, Wealth and ETF



ÉRIC BRAMOULLÉ Head of UK



MONICA DEFEND Head of the Amundi Investment Institute



KATSUMI FUJIKAWA Head of Japan





FRANCESCA CICERI Head of Institutional Clients Sales



GAËTAN DELCULÉE Deputy Head of Sales of Distribution, Wealth and ETF



CHRISTINE GENTIL Head of Transversal and Organisational Projects



ALICE DE BAZIN Chief Executive Officer of CPRAM



CLAIRE CORNIL Chief Executive Officer of Société Générale Gestion



JEANNE DUVOUX Head of Business Support & Operations



BARRY GLAVIN CIO Equities



NATHANAËL BENZAKEN Head of Business Development – Real Assets and Alternatives



GILLES CUTAYA Head of Marketing and Products



JULIEN FONTAINE Head of Joint Ventures and Partnerships Supervision



GIORGIO GRETTER Head of Strategy

49 members **38.8%** of women on the Executive Committee





DAVID HARTE Head of Ireland and Deputy Chief Operating Officer

LISA JONES Head of the Americas





Head of Amundi Technology

CATHERINE LEROY Head of Employee Savings and Retirement



MARC NOËL Head of Compliance



PHILIPPE D'ORGEVAL Deputy Chief Investment Officer



LIONEL PAQUIN Deputy Head of Real Assets and Alternatives



BENOÎT SOREL Head of ETF, Index and Smart Beta



Head of Germany



GABRIELE TAVAZZANI Head of Joint Ventures Business Development



ÉLODIE LAUGEL Chief Responsible Investment Officer



MARTA MARIN Head of Amundi Iberia



AMAURY D'ORSAY Head of Fixed Income and Money Market



DOROTHÉE PIREL Head of Internal Audit



EDDY WONG Chief Executive Officer of Asia



AURÉLIA LECOURTIER Chief Financial Officer



ADRIENNE MEUNIER Head of People Development and Senior Executives Career Support



JOHN O'TOOLE CIO Multi-Asset Solutions



FRANCESCO SANDRINI CIO Multi-Asset Strategies



XIAOFENG ZHONG Vice-Chairman of Asia

# GLOSSARY

#### **AMUNDI FUNDS**

Net Zero 2050, page 17 / Buy & Maintain, page 11 / Amundi Index Series, page 18 These funds do not guarantee performance and present a risk of capital loss.

#### **BUSINESS PROCESS OUTSOURCING**

#### Page 10

Business Process Outsourcing (BPO) involves delegating certain internal processes to specialist service providers or suppliers.

#### ETF

#### Pages 3, 4, 5, 11, 15, 18, 20, 24, 29, 32, 35

An ETF (Exchange Traded Fund), sometimes called a tracker, is a listed index fund whose objective is to replicate the performance of an index (or sometimes a currency or commodity). By buying an ETF, investors are exposed to the ups and downs of an index without needing to buy all its component securities.

#### **FAMILY OFFICE**

#### Pages 6, 10

Private company specialising in managing the assets of one or more families.

#### **HEDGE FUND**

#### Page 10

A hedge fund is an investment vehicle that uses advanced and unconventional management techniques and strategies (short selling, leverage, derivatives, etc.) to invest in various asset classes, including non-traditional assets, in order to generate absolute returns.

#### JOINT VENTURE



Pages 4, 5, 18, 19, 28, 29, 32, 34, 35 A joint venture between two or more companies as part of international economic cooperation.

#### **MULTI-MANAGEMENT**

Pages 3, 5, 20

Multi-management involves building a fund not by buying shares, bonds and other financial securities directly on the markets, but by buying other fund units.

#### **PRIVATE EQUITY**

#### Pages 10, 20

Private equity is an investment fund that acquires a stake in a company that is not listed on the stock market. This financial vehicle, managed by a portfolio management company, pools the capital of several investors to make joint investments.

#### RAISON D'ÊTRE

#### Pages 1, 15

According to the Notat-Senard report of March 2018 entitled "L'entreprise, objet d'intérêt collectif", raison d'être is defined as what is "essential to fulfil the corporate object, i.e. the scope of the company's activities". The *raison d'être* of Amundi and Crédit Agricole group, "Working every day in the interest of our clients and society", is not a statutory concept and was formulated as part of the Group's project and the 2019-2022 Medium-Term Plan.

#### **RESPONSIBLE INVESTMENT UNIVERSE**

Pages 1, 9, 10, 11, 12, 14, 15, 16, 17, 19, 26, 28, 31, 35 The Responsible Investment universe is made up of investment products, funds and mandates that integrate non-financial criteria into their investment process, known as "responsible" criteria (ESG: Environmental, Social and Governance; sustainability objectives; ethical considerations).

#### RETAIL

#### Pages 3, 21

Client segment including the following distribution channels: French networks, international networks, third-party distributors and joint ventures.

#### **ROBO-ADVISOR**

#### Page 10

The robo-advisor takes the form of an online platform. It provides financial investment advice using algorithms that incorporate a large amount of data. A robo-advisor allows portfolio simulations.

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#### SAY ON CLIMATE

#### Pages 17, 31

A resolution submitted to the Annual General Meeting for advisory vote; it can be tabled by the company itself or by its shareholders. Its purpose is to have shareholders vote each year on the company's climate policy and, in so doing, to ensure ongoing dialogue on the subject.

#### **SMART BETA**

#### Pages 5, 10, 35

A stock market investment strategy that moves away from holding a segment of a market portfolio to concentrate on individual subsets of securities that are expected to outperform the market.

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Amundi, your trusted partner working every day in your interest and for society



Trust must be earned