

Presentation to Investors & Analysts I 26 April 2024

# First Quarter 2024 Results



### Disclaimer

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More detailed information on risks that may affect Amundi's financial situation and results can be reviewed in the "Risk factors" chapter of our Universal Registration Document filed with the French Autorité des Marchés Financiers. The reader should take all of these uncertainties and risks into consideration before forming their own opinion.

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Nicolas Calcoen, Deputy CEO



# Highlights of Q1 2024

Healthy sales & marketing momentum: +€17bn in net inflows, and increase in net income¹: +6%



#### **Good performance**

- Net income¹ up +6% Q1/Q1 to €318m
- Cost/income ratio<sup>1</sup> still at the best level: 53.3%
- Record assets: €2,116bn
- High net inflows of +€17bn, positive in active and passive management

#### **Continued development**

- -Third Party Distribution: net inflows +€7bn
- -Asia: assets of €422bn,+6% over the quarter
- Amundi Technology:
   61 clients, revenues up +36%
   Q1/Q1, acceleration of investments

#### **Value-creating operations**

# αlpha associates

 Completion of the transaction on 2 April, three months in advance



 Announcement on 16 April of a memorandum of understanding for a strategic partnership in the US

<sup>1.</sup> Adjusted data: excluding amortisation of intangible assets (see pages 30 and 31)





# Positive net flows in active and passive management, Europe, Asia and US

Strong net inflows on expertise adapted to client needs

#### Q1 2024 Net inflows<sup>1</sup>

Asia +**€6.8**bn JV +€4.4bn, o/w +€4.2bn in MLT assets

**Excluding JVs** +€2.4bn, diversified by country: Hong Kong (+€0.7bn), China (+€0.7bn), Singapore (+€0.6bn), Japan (+€0.4bn)

ETF<sup>2</sup>

+€**5.0**bn

Success of fixed income ETFs: +€1.6bn

Bond² +€**14.0**bn

Of which active management: +€12.0bn<sup>2</sup>

Continued success of **Target maturity funds**: +€3.5bn

+€**8.7**bn

Treasury<sup>2</sup>

Balanced between **Retail** +€4.8bn and **Institutional** +€3.9bn

In a context of attractive short-term yields, thanks to Amundi's wide range of products

<sup>2.</sup> Excluding JVs.





<sup>1.</sup> Net inflows including assets under advisory, marketed assets and funds of funds

# αlpha associates: integration starting in Q2

Closing of the transaction on 2 April, 3 months ahead of schedule

#### **Closing of the** Amundi ARA + Alpha Associates transaction Real & Alt. assets pro forma as of 31 March Closing of the transaction on 2 April, Direct Private Debt 3 months in advance Direct Real Estate Direct Private Equity 2% Integration of the assets Direct Infra 1% under management and net income of Alpha AuM Associates as from Multi-manager Amundi Q2 2024 €75bn Total Net inflows in Q1: multi-

**Alpha** 

**Associates** 

€9bn

AuM

A European leader in multi-management of private assets

Alpha Associates' **recognised expertise** in private asset multi-management

At the service of Amundi's global distribution capacities

- Institutional: expansion of Alpha's clients (Switzerland, Germany) to Amundi's global distribution
- Retail: co-construction of dedicated solutions

#### Value creation

Net revenue synergies > €20m before tax (in year 5, > €10m in year 3)

**Return on investment > 13%** after 3 years

- including **revenue synergies** achieved in year 3
- and taking into account the payment of the price paid in instalments over the course of the next 5 years depending on revenue growth

**EPS accretion of +~2%** including revenue synergies

1. Taking into account the initial consideration in cash and the estimated portion of the deferred consideration and the price supplement paid until the third year following the project's completion

Multi-manager

Alpha

Amund

Alternatives

management

€21bn.

27%

3. Based on the initial payment in cash and a financing cost after taxes of 3%, and on an estimated consensus EPS for 2024E



+€0.5bn. before

integration



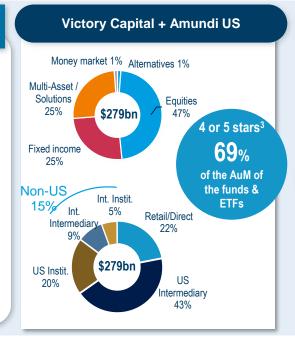
# VictoryCapital<sup>®</sup>: a value-creating partnership Signing of a MoU<sup>1</sup> on 15 April

# Partnership with Victory Capital

# Signing on 15 April of a MoU<sup>1</sup> with Victory Capital

- Amundi would combine Amundi US into Victory Capital
- Amundi would become a strategic shareholder of Victory, at 26.1%<sup>2</sup>
- 15-year exclusive reciprocal distribution agreements<sup>3</sup>

Signing of the expected agreement before the end of Q2, closing before the end of the year



# An opportunity in line with Amundi's US strategy, with the ideal partner

Access for our clients in Europe and Asia to a wider range of high-performing US strategies

Creation of a broader investment platform and increase of distribution capacities in the US

# Attractive value creation without cash outflow

**Significant increase** in the contribution of **US activities** to adjusted net income

Annual cost synergies identified by the new entity of approximately \$100m

EPS accretion even before revenue synergies

No additional capital allocation or cash outflow

<sup>3.</sup> Source: Morningstar as of 31 March 2024, calculated on the total AuM of mutual funds and ETFs of the new entity rated by Morningstar, ie \$166bn





<sup>1.</sup> Non-binding Memorandum of Understanding at this stage, subject to due diligence and negotiation of definitive agreements. Definitive agreements will be subject to customary closing conditions, and regulatory approvals. There can be no assurance that the parties will reach agreement on definitive documentation and, if entered into, that the transactions will be completed.

<sup>2.</sup> Economic participation, 4.9% of voting rights

<sup>3.</sup> Subject to certain exceptions



# **Q1 2024 Activity**



Aurélia Lecourtier, CFO



# Rising markets...

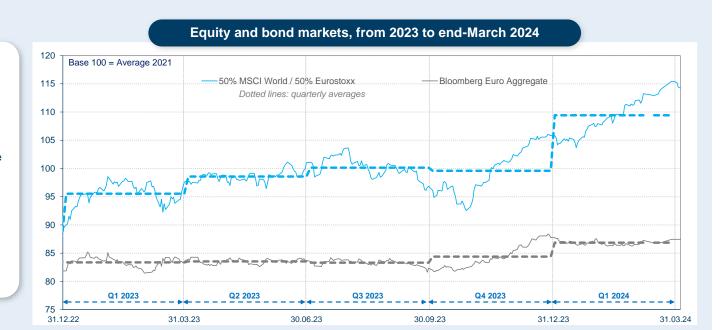
#### Positive net market effect Q1/Q1 and Q1/Q4

#### Q1 2024

Equity markets on average +14.5% Q1/Q1 and +9.9% Q1/Q4

Bond markets on average +4.2% Q1/Q1 and +2.9% Q1/Q4, thanks to the tightening of credit spreads (-14 bps Q1/Q1 and Q1/Q4 on average)

Globally neutral markets compared to the 2021 average



Source: Refinitiv, Bloomberg

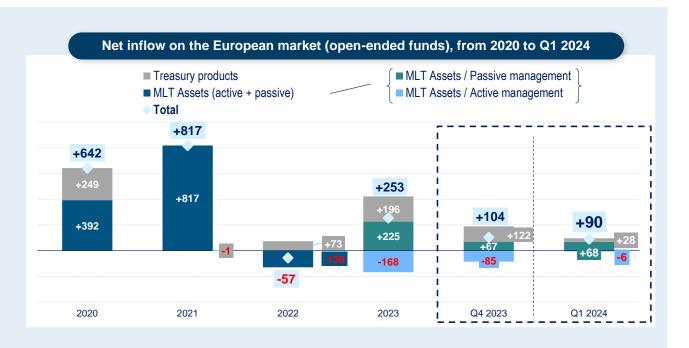




### ... but without resumption of net inflows on the European open-ended fund market

Continued slow net inflows, driven by passive management and treasury products





Sources: Morningstar FundFile, ETFGI. European & cross-border open-ended funds (excluding mandates and dedicated funds). Data as of end of March 2024.

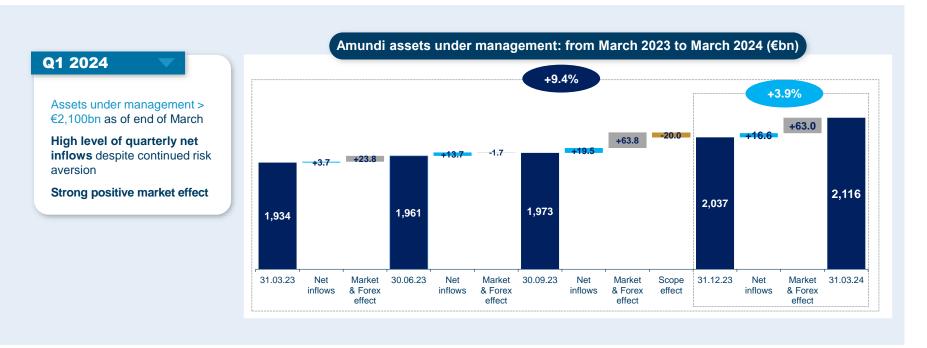
1. Medium/Long-Term Assets





### Record level of assets under management<sup>1</sup>, more than €2,100bn

Progress in Q1 and over 1 year



<sup>1.</sup> 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 JV in Asia; for Wafa Gestion in Morocco, the assets under management and net inflows are reported in proportion to Amundi's holding in the capital of the JV





### Net inflows +€16.6bn in Q1 2024

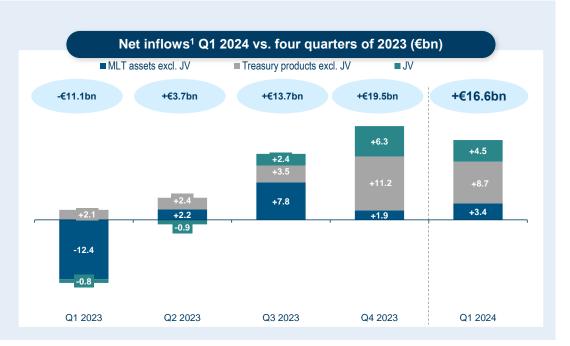
High level of net inflows, driven by treasury products and passive management, record level in bonds

#### Q1 2024

Continued strong activity in treasury products, attractive in the context of the inversion of the vield curve

#### **Increasing MLT net inflows:**

- Active management became positive again this quarter (first time since Q3 2022), in particular thanks to the record level in bonds (+€12bn), in a European fund market with sustained outflows in actively managed funds
- ETF: net inflows of +€5bn



<sup>1.</sup> 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 JV in Asia; for Wafa Gestion in Morocco, the net inflows are reported in proportion to Amundi's holding in the capital of the JV.

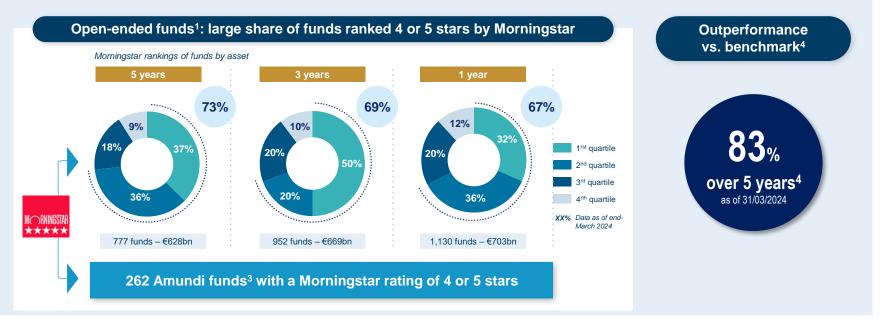
<sup>2.</sup> Medium/Long-Term Assets excluding JVs





# Good performance for open-ended funds

>67%<sup>2</sup> of AuM in the first two quartiles over 1, 3, & 5 years, 50% in the 1<sup>st</sup> quartile over 3 years



- 1. Source: Morningstar Direct, Broadridge FundFile Open-ended funds and ETFs, worldwide funds scope, March 2024
- 2. In percentage of assets under management for the funds in question
- 3. The number of Amundi open-ended funds ranked by Morningstar was 1,187 funds as of end-March 2024. ©2024 Morningstar. All rights reserved.
- 4. Portion of assets under management in active funds, including money market funds, whose gross performance outstrips that of the benchmark; does not include: ETFs, index funds, JVs, delegated management, insurance, structured products, real assets; where no benchmark exists, absolute gross performance is taken into account; source: Amundi/Risk Department

# Retail: high net inflows driven by Third-Party Distributors

#### Record level of net inflows since Q1 2022

### Q1 2024

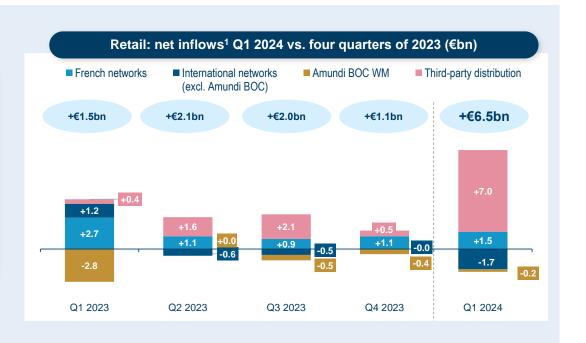
Strong net inflows from Third-party

**Distributors**, driven by passive management and treasury products

**Still positive net inflows** in the French Networks, thanks to treasury products

Continued outflows in International Networks (excluding Amundi BOC): outflows in Italy like the market, positive net inflows in Spain

**Amundi BOC** (China): regular subscriptions in mutual funds (+€0.4bn), offset by outflows on maturing products (-€0.6bn)



- 1. Net inflows including assets under advisory, marketed assets and funds of funds
- 2. Structured products and Target Maturity Funds



# Institutional: high net inflows despite exit from a low-margin mandate

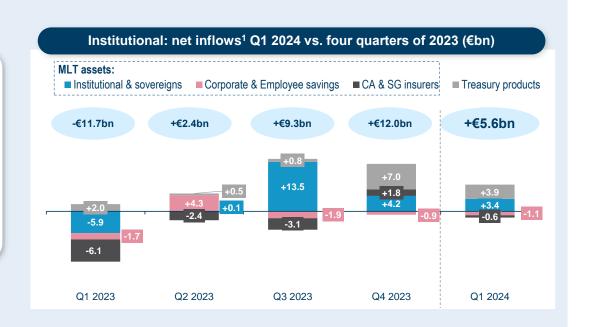
Net inflows driven by treasury products and bonds

#### Q1 2024

Net inflows driven by treasury products (+€3.9bn), positive in MLT assets (+€1.7bn) despite the exit of a low-margin index mandate for -€5bn

MLT net inflows driven by Institutional & Sovereign clients, offset by seasonal outflows in Employee & Corporate Savings

Continuation of withdrawals for CA&SG Insurers' euro contracts, in line with the trend in the life market in France



- 1. Net inflows including assets under advisory, marketed assets and funds of funds
- 2. Medium/Long-Term Assets excluding JVs



### JV: continued strong growth in India and Korea

#### Positive Q1 net inflows in all countries, stabilisation in China

#### Q1 2024

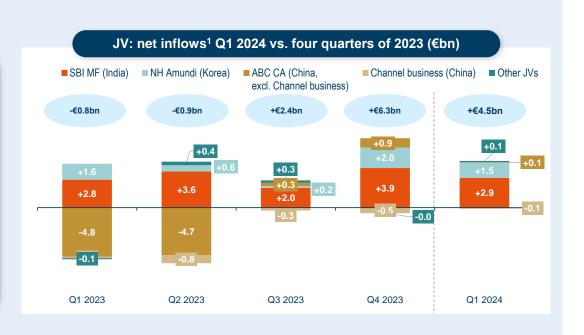
Positive net inflows in all countries, driven by India and Korea

**SBI MF:** +€2.9bn, good net inflows in MLT assets (+€2.5bn in active management), outflows in treasury products at the end of the fiscal year

**Note:** ongoing request for proposal (RFP) by the EPFO<sup>2</sup> pension fund related to its bond mandate, which could result in the extension of the number of asset managers (from 2 currently, including SBI MF); significant outflows are therefore expected in H2 2024, but with a very negligible effect on revenues

NH Amundi (Korea): +€1.5bn, in Treasury products

**ABC-CA** at equilibrium, positive net inflows in mutual funds offset by the outflows on the Channel business



<sup>2.</sup> EPFO: Employees' Provident Fund Organisation, India's largest pension fund with €239bn in assets at end-March 2023; SBI MF earned in Q4 2019 the EPFO fixed income mandate for €60bn, representing €98bn in assets under management as of 31 March 2024; this mandate is likely to be split with other asset managers after the RFP



<sup>1.</sup> Net inflows, including assets under advisory, marketed assets and funds of funds, taking into account 100% of the net inflows and assets under management of the JV in Asia; for Wafa Gestion in Morocco, the net inflows are reported in proportion to Amundi's holding in the capital of the JV;



# **Q1 2024 - Results**



Aurélia Lecourtier, Chief Financial Officer



# Revenues up +4% Q1/Q1

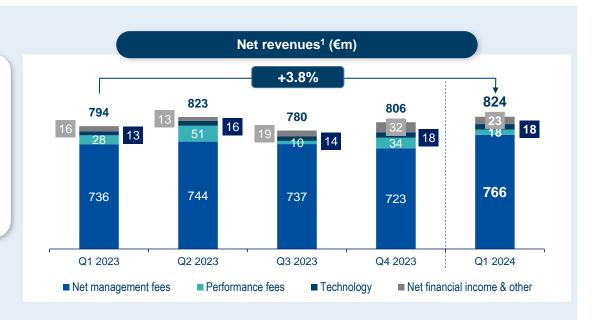
#### Healthy growth in Net management fees and Technology revenues

#### Q1 2024

Net management fees up +4% Q1/Q1 (vs. +5.9% Q1/Q1 of average assets under management) in a favourable context of assessment of the markets

**Technology Revenue** +35.7% Q1/Q1 +4 new clients in Q1

**Net financial income** driven by the increase in short-term Q1/Q1 yields, stable Q1/Q4



<sup>1.</sup> Adjusted data: excluding amortisation of intangible assets (see pages 30 and 31)





# Controlled expenses up +3% Q1/Q1

#### Positive jaws effect

#### Q1 2024

#### **Expenses under control in Q1**

- in spite of the acceleration of investments in the identified growth segments (Technology, Asia, etc.)
- thanks to constant productivity efforts

Adjusted cost-income ratio<sup>1</sup>: 53.3%



<sup>1.</sup> Adjusted data: excluding amortisation of intangible assets (see p. 30 and 31)





#### Net income of €318m

#### Growth of +6% Q1/Q1

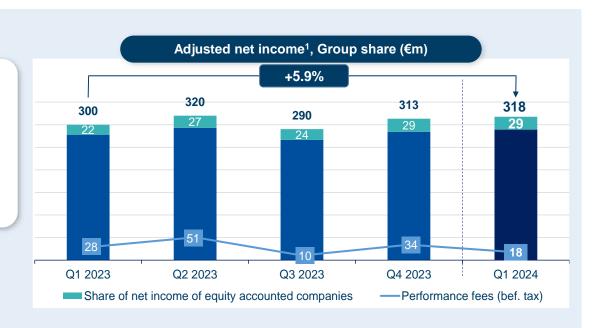
#### Q1 2024

High profitability, sustained at a high level

Asian JVs net income up +30.2% Q1/Q1, driven by the good sales momentum of SBI MF (India)

Adjusted net income¹ up +5.9% Q1/Q1 with performance fees of €18m (vs. €28m in Q1 2023)

Adjusted net earnings per share¹: €1.55



<sup>1.</sup> Adjusted data: excluding amortisation of intangible assets (see pages 30 and 31)







# **Conclusion**



Nicolas Calcoen, Deputy Chief Executive Officer



### Conclusion

Healthy sales & marketing momentum: +€17bn in net inflows, and increase in net income¹: +6%



#### **Good performance**

- **Net income**<sup>1</sup> up +6% Q1/Q1 to €318m
- Cost/income ratio<sup>1</sup> still at the best level: 53.3%
- Record assets: €2,116bn
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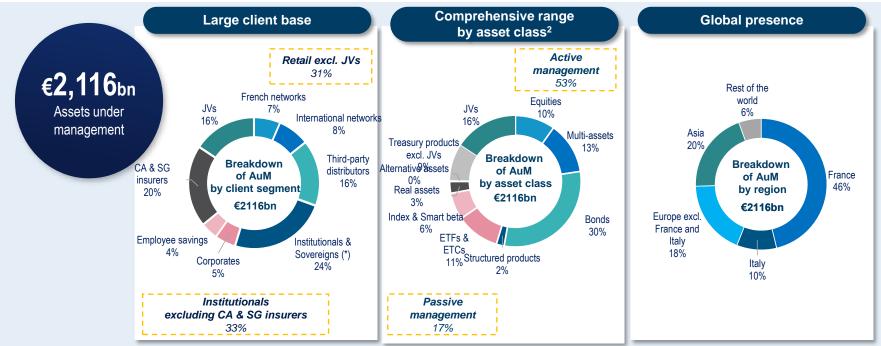


# **Appendices**





# Assets diversified by client, asset class, & geography



<sup>(\*)</sup> including funds of funds

<sup>2.</sup> As of 31/03/2024, reclassification as short-term bond strategies (€30bn in AuM) previously classified as Treasury products until 31/12/2023





<sup>1</sup> Assets under management and net inflows including assets under advisory and marketed assets 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 holding

# First quarter 2024 Income Statement

(€M)	Q1 2024	Q1 2023	% YoY ch.	Q4 2023	% QoQ ch.
Net revenue - Adjusted	824	794	+3.8%	806	+2.2%
Net management fees	766	736	+4.0%	723	+5.9%
Performance fees	18	28	-38.3%	34	-48.7%
Technology	18	13	+35.7%	18	-0.1%
Net financial income & other net income	23	16	+43.1%	32	-27.2%
Operating expenses - Adjusted	(439)	(425)	+3.3%	(426)	+3.1%
Cost income ratio - Adjusted	53.3%	53.6%	-0.3pp	52.8%	+0.5pp
Gross operating income - Adjusted	385	369	+4.4%	381	+1.1%
Cost of risk and others	(0)	(1)	-75.8%	(2)	-93.9%
Share of net income of equity accounted companies	29	22	+30.2%	29	-0.9%
Income before tax - Adjusted	413	390	+5.9%	407	+1.5%
Corporate tax - Adjusted	(97)	(91)	+6.2%	(96)	+0.1%
Non-controlling interests	1	1	+20.4%	2	-65.0%
Net income group share - Adjusted	318	300	+5.9%	313	+1.4%
Earnings per share - Adjusted (€)	1.55	1.47	+5.5%	1.53	+1.4%

<sup>1</sup> Adjusted excluding the amortisation of intangible assets and integration costs in Q4 and over the 2022 year (see p. 30 and 31)





# AuM & Net flows<sup>1</sup> by client segments

(€bn)	AuM 31.03.2024	AuM 31.03.2023	% ch. /31.03.2023	Inflows Q1 2024	Inflows Q1 2023
French networks	137	124	+10.1%	+1.5	+2.7
International networks o/w Amundi BOC WM	165 3	157 <i>4</i>	+4.8% -29.6%	-2.0 -0.2	-1.6 -2.8
Third-party distributors	345	296	+16.5%	+7.0	+0.4
Retail	647	578	+11.9%	+6.5	+1.5
Institutionals & Sovereigns (*)	511	472	+8.2%	+9.7	+1.0
Corporates	108	96	+12.4%	-4.2	-7.9
Employee savings	90	79	+14.2%	-0.9	-0.6
CA & SG insurers	427	416	+2.7%	+1.0	-4.3
Institutionals (*)	1,137	1,064	+6.9%	+5.6	-11.7
JVs	332	292	+13.7%	+4.5	-0.8
TOTAL	2,116	1,934	+9.4%	+16.6	-11.1

<sup>(\*)</sup> incl. funds of funds



<sup>1</sup> Assets under management and net inflows including assets under advisory and marketed assets 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 holding

# AuM & Net flows<sup>1</sup> by asset classes

(€bn)	AuM 31.03.2024	AuM 31.03.2023	% ch. /31.03.2023	Inflows Q1 2024	Inflows Q1 2023
Equities	505	425	+18.7%	-2.6	-2.9
Multi-assets	280	286	-2.2%	-7.6	-7.2
Bonds	700	616	+13.6%	+13.9	-3.2
Real, alternative & structured assets	107	125	-15.1%	-0.3	+0.9
MLT ASSETS excl. JVs	1,591	1,453	+9.5%	+3.4	-12.4
Treasury products excl. JVs	193	189	+2.3%	+8.7	+2.1
ASSETS excl. JVs	1,784	1,642	+8.7%	+12.1	-10.3
JVs	332	292	+13.7%	+4.5	-0.8
TOTAL	2,116	1,934	+9.4%	+16.6	-11.1
o/w MLT assets	1,892	1,716	+10.2%	+7.7	-11.3
o/w Treasury products	224	218	+3.2%	+8.9	+0.3



<sup>1</sup> Assets under management and net inflows including assets under advisory and marketed assets 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 holding; as of 01/01/2024, reclassification into Bonds of short-term bond strategies (€30bn in AuM) previously classified as Treasury products until 31/12/2023; the assets and net flows up to that date have not been reclassified in this table.

# AuM & Net flows<sup>1</sup> by types of management & asset classes

(€bn)	AuM 31.03.2024	AuM 31.03.2023	% ch. /31.03.2023	Inflows Q1 2024	Inflows Q1 2023
Active management	1,117	1,027	+8.7%	+1.3	-13.1
Equities	209	183	+13.9%	-2.8	-1.3
Multi-assets	270	278	-3.1%	-8.0	-7.6
Bonds	639	566	+12.8%	+12.0	-4.2
Structured products	41	33	+22.0%	+0.6	+1.1
Passive management	368	301	+22.4%	+2.5	-0.2
ETFs & ETCs	227	181	+25.5%	+5.0	+1.9
Index & Smart beta	140	119	+17.6%	-2.5	-2.2
Real assets & Alternatives	66	92	-28.6%	-0.9	-0.1
Real assets	61	66	-7.3%	-0.2	-0.1
Alternative assets	4	26	-82.7%	-0.7	-0.0
MLT ASSETS excl. JVs	1,591	1,453	+9.5%	+3.4	-12.4
Treasury products excl. JVs	193	189	+2.3%	+8.7	+2.1
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# AuM & Net flows<sup>1</sup> by geographic areas

(€bn)	AuM 31.03.2024	AuM 31.03.2023	% ch. /31.03.2023	Inflows Q1 2024	Inflows Q1 2023
France	978	903	+8.3%	+10.0	-2.4
Italy	208	197	+5.1%	-1.1	-0.7
Europe excl. France and Italy	391	343	+14.2%	+4.0	+0.3
Asia	422	371	+13.8%	+6.8	-4.8
Rest of the world	117	120	-2.3%	-3.0	-3.4
TOTAL	2,116	1,934	+9.4%	+16.6	-11.1
TOTAL outside France	1,138	1,031	+10.4%	+6.6	-8.6



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# Methodology & Alternative Performance Measures - APM (1/2)

#### **Accounting & adjusted data**

#### **Accounting data**

This includes amortisation of intangible assets.

#### 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, recognized as a deduction from net revenues.

The amortisation of distribution agreements and intangible assets (Lyxor's client contracts) had the following impact on accounting data:

Q1 2023: -€20M before tax and -€15m after tax Q4 2023: -€20M before tax and -€15m after tax 2023: -€82M before tax and -€59m after tax Q1 2024: -€20M before tax and -€15m after tax



# Methodology & Alternative Performance Measures - APM (2/2)

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	Q1 2024	Q1 2023	% YoY ch.	Q4 2023	% QoQ ch.
Net revenue (a)	804	773	+3.9%	786	+2.2%
- Amortisation of intangible assets (bef. Tax)	(20)	(20)	-0.1%	(20)	-0.0%
Net revenue - Adjusted (b)	824	794	+3.8%	806	+2.2%
Operating expenses (c)	(439)	(425)	+3.3%	(426)	+3.1%
- Integration costs (bef. tax)	0	0	NM	0	NM
Operating expenses - Adjusted (d)	(439)	(425)	+3.3%	(426)	+3.1%
Gross operating income (e)=(a)+(c)	364	348	+4.6%	360	+1.2%
Gross operating income - Adjusted (f)=(b)+(d)	385	369	+4.4%	381	+1.1%
Cost / Income ratio (%) -(a)/(c)	54.6%	55.0%	-0.32pp	54.2%	0. <b>4</b> 7pp
Cost / Income ratio, adjusted (%) -(b)/(d)	53.3%	53.6%	-0.26рр	52.8%	0.48pp
Cost of risk and others (g)	(0)	(1)	-75.8%	(2)	-93.9%
Share of net income of equity accounted companies (h)	29	22	+30.2%	29	-0.9%
Income before tax (i)=(e)+(g)+(h	393	370	+6.3%	387	+1.6%
Income before tax - Adjusted (j)=(f)+(g)+(h)	413	390	+5.9%	407	+1.5%
Corporate tax (k)	(91)	(85)	+6.6%	(91)	+0.1%
Corporate tax - Adjusted (I)	(97)	(91)	+6.2%	(96)	+0.1%
Non-controlling interests (m)	1	1	+20.4%	2	-65.0%
Net income group share (n)=(i)+(k)+(m)	303	285	+6.2%	299	+1.5%
Net income group share - Adjusted (o)=(j)+(l)+(m)	318	300	+5.9%	313	+1.4%
Earnings per share (€)	1.49	1.40	+6.2%	1.46	+1.9%
Earnings per share - Adjusted (€)	1.56	1.47	+5.9%	1.53	+1.8%





### Shareholder structure

	31 December 2022		31 March	31 March 2023		31 December 2023		31 March 2024	
	Number of shares	% of share capital	Number of shares	% of share capital	Number of shares	% of share capital	Number of shares	% of share capital	
Credit Agricole Group	141,057,399	69.19%	141,057,399	69.19%	141,057,399	68.93%	141,057,399	68.93%	
Employees	2,279,907	1.12%	2,238,508	1.10%	2,918,391	1.43%	2,869,026	1.40%	
Treasury shares	1,343,479	0.66%	1,331,680	0.65%	1,247,998	0.61%	1,259,079	0.62%	
Free float	59,179,346	29.03%	59,232,544	29.06%	59,423,846	29.04%	59,462,130	29.06%	
Number of shares at end of period	203,860,131	100.0%	203,860,131	100.0%	204,647,634	100.0%	204,647,634	100.0%	
Average number of shares year-to-date	203,414,667		203,860,131		204,201,023		204,647,634	_	
Average number of shares quarter-to-date	203,860,131		203,860,131		204,647,634		204,647,634	_	

Average number of shares on a pro-rata basis.

The capital increase reserved for employees took place on 27 July 2023. 787,503 shares (~0.4% of the capital before the transaction) were created, bringing the portion of capital owned by employees to 1.47%, compared to 1.14% before the transaction. As of 31 March 2024 this portion was 1.40%.

The average number of shares was stable between Q4 2023 and Q1 2024, and increased by +0.4% between Q1 2023 and Q1 2024.





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### Contacts & Calendar

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#### Calendar

Annual General Meeting: 24 May 2024

Dividend: ex date 3 June 2024; payout as from 5 June 2024

Publication of Q2 and H1 2024 results: 26 July 2024

Publication of Q3 and 9M 2024 results: 30 October 2024

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#### **Amundi shares**

#### **Listed on Euronext Paris**

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