

#### Q3 and 9M 2020 results

Inflows of €35bn in Q3 2020, and net income<sup>1</sup> of €235m, i.e. +2.3% vs Q3 2019 Ambitious targets for Asia, thanks in particular to the new subsidiary in China with BoC<sup>2</sup>

Business activity	<ul> <li>AuM³ of €1,662bn at 30 September 2020, an increase of +6.4% year-on-year (+4.4% vs. the end of June 2020)</li> <li>High inflows of +€34.7bn in Q3, fuelled by all segments:         <ul> <li>+€22.0bn⁴ in treasury products</li> <li>+€4.7bn in MLT assets³, ⁵</li> <li>Sustained momentum in the JVs (+€8.1bn)</li> </ul> </li> </ul>
Results	<ul> <li>Solid results:</li> <li>In Q3:</li> <li>adjusted net income¹ still high: €235m (+2.3% vs. Q3 2019 and +1.0% vs. Q2 2020)</li> <li>cost/income ratio of 51.2%¹, stable</li> <li>Over the first nine months of the year, adjusted net income¹ of €674m (-8.3% vs. 9M 2019), virtually stable excluding financial income (impacted by the market downturn)</li> </ul>
Asia	<ul> <li>Positions that are already strong across the entire region (€303bn in AuM<sup>6</sup>), thanks to a pragmatic approach combining JVs and subsidiaries</li> <li>The new subsidiary with BoC WM has significantly enhanced the potential for growth in China</li> <li>Ambitious targets for 2025:         <ul> <li>For Amundi BoC WM: more than €60bn in AuM and more than €50m in net income<sup>7</sup></li> <li>In Asia, an AuM target of €500bn</li> </ul> </li> </ul>

#### Paris, 30 October 2020

Amundi's Board of Directors, chaired by Xavier Musca, convened on 29 October 2020 to review the financial statements for the third quarter and first nine months of 2020.

Commenting on the figures, Yves Perrier, CEO, said:

"In the third quarter of 2020, Amundi posted **solid operating performance** both in terms of **business activity** and **results**. The high level of inflows (+€35bn) was driven by all client segments, and net income¹ (€235m) increased +2.3% compared to Q3 2019.

Thanks to its diversified business model and its operating efficiency, Amundi is therefore confirming its ability to combine growth and profitability, in spite of a market environment, which remains fragile due to the Covid-19 crisis.

Asia is a major focus of Amundi's expansion strategy. In the space of five years, Amundi's Asian AuM tripled, reaching more than €300bn. The launch of the new subsidiary in China with BoC give Amundi a unique position in this fast-developing market. Thanks to this new growth driver and the favourable momentum of its other activities in Asia, Amundi is targeting AuM of €500bn in the region by 2025."

<sup>&</sup>lt;sup>1</sup> Adjusted data: excluding amortisation of distribution contracts; See page 8 for definitions and methods.

<sup>&</sup>lt;sup>2</sup> Bank of China

<sup>&</sup>lt;sup>3</sup> Assets under management and net inflows including Sabadell AM as of Q3 2020 and including assets under advisory and assets marketed and take into account 100% of the Asian JVs' assets under management and net inflows. For Wafa in Morocco, assets are reported on a proportional consolidation basis.

<sup>&</sup>lt;sup>4</sup> Excl. JVs

<sup>&</sup>lt;sup>5</sup> Medium-Long-Term Assets: excluding treasury products

<sup>6</sup> At 30/09/2020

<sup>&</sup>lt;sup>7</sup> Net contribution at 100%

# I. <u>A high level of inflows: +€35bn in Q3, driven by all segments</u> Assets under management at €1,662bn, an increase of +6.4% year-on-year.

Amundi's assets under management totalled €1,662bn at 30 September 2020, an increase of +6.4% year-on-year and +4.4% vs. the end of June 2020. This rise in assets under management is due to a high level of inflows (+€35bn), the integration of the assets under management of Sabadell AM on 1 July 2020 (+€21bn) and a positive market effect (+€15bn).

#### A market environment that is still uncertain

Overall, the market environment remains lacklustre:

- After the major shock in March due to the Covid-19 epidemic, the Equity markets still look weak to us (-2.7% between 30/06 and 30/09/2020 for the CAC 40 and a flat Stoxx 600), against an uncertain macroeconomic and health backdrop.
  - Equity market averages in Q3 2020 (4,967 pts for the CAC 40) recovered but remain significantly lower compared to Q3 2019 (5,512 pts, i.e. down 10%).
- Furthermore, against a backdrop of lingering risk aversion by savers and investors, the European asset management industry has staged a partial recovery. Although inflows returned to positive territory beginning in Q2 2020, year-to-date cumulated inflows have been due almost exclusively to treasury products<sup>8</sup>.

## A high level of net inflows in Q3 2020

In Q3 2020, Amundi reported a high level of net inflows (+€34.7bn) across all segments, driven by the recovery in treasury products (+€22.0bn), resilient activity in MLT products (+€4.7bn) and the continuing good trend in the JVs (+€8.1bn).

- Retail: recovery of inflows (+€5.2bn in Q3 2020 vs. -€4.5bn in Q2 2020)
  - **Inflows in Medium/Long-Term Assets turned positive (+€2.4bn),** driven by Third-party distributors (+€2.8bn). The French and International Networks are still feeling the effects of a widespread wait-and-see attitude by clients, with inflows concentrated in treasury products (+€2.8bn).
- Institutionals: sharp rebound in activity (+€21.4bn in Q3 2020 vs. +€0.6bn in Q2 2020)
  - This quarter was marked by a significant turnaround in treasury product flows (+€19.2bn) especially in the Institutionals & Corporates segments. As for MLT assets, inflows of +€2.2bn were driven by all client segments.
- **JVs:** continued **growth trend** with a high level of inflows (+€8.1bn), particularly in China (+€7.2bn) in India (+€1.8bn).
- Expertises: MLT flows driven by ETF/index and real assets<sup>9</sup>

The trend was driven by successful growth drivers and product innovation:

- Passive management, ETFs¹⁰ and smart beta had a good third quarter with +€3.2bn in net inflows, bringing AuM to €138bn at end-September 2020. With inflows of +€2.3bn in Q3 2020 in ETFs, Amundi is the number five provider in Europe¹¹. In total, ETF assets totalled €57bn at 30 September 2020 (ranked fifth in Europe¹⁰). The success of the Amundi Prime ETF range (launched in March 2019 at very competitive prices) with more than €2bn in AuM, illustrates the ability to develop products that are tuned to the market.
- The trend in Real and Structured Assets continued, with +€1.0bn in net inflows in Q3 2020 (bringing AuM to more than €90bn at end-September 2020). Private Equity and Private Debt expertises posted solid net inflows of +€0.8bn (i.e. €16bn in AuM at end-September 2020).

<sup>&</sup>lt;sup>8</sup> Sources: Broadridge FundFile, ETFGI. European open-ended & cross-border funds (excluding mandates and dedicated funds). Data at end-August 2020.

<sup>&</sup>lt;sup>9</sup> Data excluding JVs

<sup>&</sup>lt;sup>10</sup> Data including all Exchange-traded products (ETF + ETC)

<sup>&</sup>lt;sup>11</sup> Source: Morningstar

# Gradual recovery in business activity in the first nine months of 2020

Overall, in the first nine months of the year, the high level of inflows (+€30.7bn) was primarily driven by the continuing growth trend in the JVs (+€20.8bn), institutionals (+€6.7bn) and in *Retail* excluding JV (+€3.2bn). To be noted was the resilient activity in the French networks (+€3.8bn) and Third-party distributors (+€2.3bn).

The trend was positive for Medium/Long-Term assets (+€22.1bn) driven by Joint Ventures and Retail; inflows in treasury products (+€8.6bn) were mostly attributable to flows in the Institutional and Sovereign segments.

# II. Solid results

In Q3 2020, high level of adjusted net income<sup>12</sup>: €235m (+2.3% vs. Q3 2019 and +1.0% vs. Q2 2020)

Cost/income ratio<sup>11</sup> of 51.2%, stable

A strengthened financial structure

Amundi's results remained high, confirming its business model is solid. The impact of the market downturn on revenues was countered by the reduction in operating expenses, which kept the cost/income ratio low and profitability high.

# Solid results in the 3<sup>rd</sup> quarter of 2020<sup>12</sup>

Total net revenue (€630m) was down compared to Q3 2019 (-4.1%) but higher vs. Q2 2020 (+0.8%); these differences were attributable in large part to the market situation.

- As such, net management fees were:
  - down compared to Q3 2019 in light of the decline in average market levels (CAC 40 down 10% Q3/Q3) and the pressure on margins (change in the product/client mix), in line with previous quarters;
  - up compared to Q2 2020 thanks to the integration of Sabadell AM and rising market averages (+7% for the CAC 40 Q3/Q2 average).
- Performance fees were maintained at a good level (€30m vs. €25m in Q3 2019).

**Operating expenses were down markedly** (€323m or -3.8% vs Q3 2019), thanks to continuing cost-cutting efforts, lower travel and marketing expenses due to the pandemic and the adjustment of variable remuneration. The slight rise relative to Q2 2020 is due to the full consolidation of Sabadell AM.

The operating expenses to average AuM ratio (excl. JVs) remains one of the lowest in the industry at 9.2bp.

Consequently, the cost/income ratio stood at 51.2%, stable compared to Q3 2019.

Taking into consideration the improved contribution to €17m from equity-accounted entities (primarily the Asian joint ventures) and the tax charge, **adjusted net income**, **Group share**, **totalled €235m** (+2.3% vs. Q3 2019 and +1.0% vs. Q2 2020).

#### First nine months of 2020<sup>12</sup>

Total revenues were €1,866m (-6.2%) primarily due to the market slump's strong negative effect on financial earnings, which fell from €34m (9M 2019) to -€46m (9M 2020). The trend in net asset management fees stemmed from lower average equity market levels and a less-favourable client/product mix. Performance fees increased (€106m, +24% vs. 9M 2019).

With operating expenses down (-4.4%), the cost/income ratio came to 52.0%, and Gross Operating Income was €895m.

After the contribution from equity-accounted entities (primarily the Asian joint ventures), which increased sharply (+39.5% vs. 2019) and tax expenses, **adjusted net income**, **Group share was maintained at a solid level at €674m** (-8.3% vs. end-September 2019). Excluding the financial income (impacted by the market downturn), it was comparable to that of the first nine months of 2019.

<sup>&</sup>lt;sup>12</sup> Adjusted data: excluding amortisation of distribution contracts.

#### A strengthened financial structure

At 30 September 2020, Amundi's tangible equity<sup>13</sup> stood at €2.9bn, compared to €2.7bn at 31 December 2019. The CET 1 ratio came out to 18.6% at 30 September 2020, factoring in the acquisition of Sabadell AM on 30 June 2020 for €430m and no dividend payment in May 2020 in respect of 2019.

Amundi benefits from surplus capital estimated at around €1bn compared to a minimum "managerial" level of 10% of CET 1 capital.

As a reminder, in May 2020, rating agency Fitch confirmed Amundi's A+ rating, the best in the sector.

# III. Asia, a growth driver

In Asia, a rapidly developing area, Amundi has benefitted for years from **solid positions across the region's major markets** (€303bn in AuM¹⁴) with a pragmatic strategy that combines two approaches: JVs with major retail banks¹⁵ (leaders in their markets) and wholly owned subsidiaries.

As an example, SBI FM, the joint venture in partnership with the No. 1 Indian bank, has itself become No. 1 on the market (assets under management of €136bn¹³, up substantially since 2018) with successful growth in Retail and well-established franchise with institutionals.

With the creation of the new subsidiary in partnership with BoC Wealth Management, Amundi will now have a unique position in China. Amundi covers all segments of the Chinese Asset Management market thanks to partnerships with two large banks: ABC (No. 3 in the country with over 400 million Retail clients and 23,000 branches) and BoC (No. 4 in the country with 300 million Retail clients and 11,000 branches).

The new subsidiary in which Amundi has a 55% ownership interest will be the first company in China with majority foreign capital to offer Wealth Management products. The implementation of this project took place in accordance with the announced schedule: approval from the regulator was obtained in September, the teams and the infrastructures are in place and operational start-up is expected in Q4 2020 with the launch of the first products intended primarily for the BoC network.

The subsidiary, which should break even financially by the end of 2021, is aiming at €60bn in AuM and more than €50m in net income<sup>16</sup> by 2025.

For Asia as a whole, the Amundi Group has set an AuM objective of €500bn by 2025.

#### Change in Amundi's assets under management in Asia from 2010 to end-September 2020 and the 2025 target



<sup>&</sup>lt;sup>13</sup> Equity excluding goodwill and other intangibles

<sup>14</sup>At 30/09/2020

<sup>&</sup>lt;sup>15</sup> JVs with SBI in India (37% stake), with ABC in China (33% stake), with NH in South Korea (30% stake)

<sup>&</sup>lt;sup>16</sup> Net contribution of 100%

<sup>\*</sup> incl. Amundi BoC Wealth Management

# IV. Responsible Investing

Amundi is continuing to implement its ESG plan: AuM rose to €345bn at end-September 2020, driven by a high level of inflows of +€9bn in Q3 2020( +€16bn for the 9 months of 2020).

### This trend is being fuelled by product innovation and ESG solutions:

- Climate change: launch of a fixed incom fund dedicated to green projects in emerging countries and the *Climate Change Investment Framework*, the preferred tool for investors to help them assess the risks linked to climate change in line with the objectives of the Paris Agreement in partnership with AIIB<sup>17</sup>.
- Launch of the "ESG Improvers" range, an approach that selects companies demonstrating long-term improvement in ESG criteria.

**Amundi's contribution to international initiatives continues,** with the publication in September 2020 of a report on *"Responsible Capitalism: An Opportunity For Europe"*, by the Institut Montaigne and Comité Médicis, a think tank supported by Amundi.

Furthermore, in connection with the annual PRI assessment<sup>18</sup> in September 2020, Amundi was awarded an A+ (the highest score) across all the categories in which it competed, confirming the deployment of our ESG plan in our different asset classes.

# V. Other information

### Capital increase reserved for employees

The issue of share capital reserved for employees is underway. It will be completed on 17 November2020. This operation, meant to strengthen employees' sense of belonging, is carried out in the context of existing powers as approved by the General Shareholders' Meeting of May 2019.

The impact of this operation on net earnings per share should be negligible. The maximum number of securities to be created will be 0.5 million (i.e. 0.2% of capital and voting rights).

#### Financial disclosure schedule

10 February 2021: Publication of 2020 annual results
 29 April 2021: Publication of Q1 2021 results

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<sup>&</sup>lt;sup>17</sup> AIIB: Asian Infrastructure Investment Bank

<sup>&</sup>lt;sup>18</sup> PRI: Principles for Responsible Investment, which Amundi signed when they were drafted in 2006.

#### **Income statements**

(in €m)	Q3 2020	Q2 2020	Q3/Q2 chg.	Q3 2019	Q3/Q3 chg.	9M 2020	9M 2019	Change
Adjusted net revenue	630	625	0,8%	657	-4,1%	1 866	1 989	-6,2%
Net AM revenue	631	608	3,8%	656	-3,9%	1 912	1 955	-2,2%
o/w net management fees	601	573	4,8%	631	-4,8%	1 806	1 870	-3,4%
o/w performance fees	30	34	-13,7%	25	18,7%	106	85	24,4%
Net financial income and other net income	(1)	17	NS	1	NS	(46)	34	NS
Operating expenses	(323)	(318)	1,5%	(335)	-3,8%	(971)	(1 016)	-4,4%
Adjusted gross operating income	307	307	0,1%	321	-4,5%	895	973	-8,1%
Adjusted cost/income ratio	51,2%	50,9%	+0,3 pt	51,1%	+0,2 pt	52,0%	51,1%	+ 1 pt
Cost of risk & Other	(3)	(4)	NS	(9)	NS	(20)	(7)	NS
Equity-accounted entities	17	15	10,9%	8	NS	46	33	39,5%
Adjusted income before taxes	321	318	1,1%	320	0,4%	921	999	-7,8%
Taxes	(86)	(85)	1,2%	(90)	-4,7%	(247)	(264)	-6,7%
Adjusted net income, Group share	235	233	1,0%	230	2,3%	674	735	-8,3%
Amortisation of distribution contracts after tax	(15)	(12)	16,4%	(13)	16,4%	(40)	(38)	5,3%
Net income, Group share	221	221	0,1%	218	1,5%	634	697	-9,0%

Adjusted data: excluding amortisation of distribution contracts.

# Change in assets under management<sup>1</sup> from end-December 2018 to end-September 2020

(€bn)	AuM	Net inflows	Market and foreign exchange effect	Scope effect	Change in AuM vs. previous quarter
At 31/12/2018	1,425			/	-3.4%
Q1 2019		-6.9	+58.3	/	
At 31/03/2019	1,476				+3.6%
Q2 2019		-4.8	+15.1	/	
At 30/06/2019	1,487				+0.7%
Q3 2019		+42.7	+33.5	/	
At 30/09/2019	1,563				+5.1%
Q4 2019		+76.8	+13.7	/	
At 31/12/2019	1,653				+5.8%
Q1 2020		-3.2	-122.7	/	
At 31/03/2020	1,527			-7.6	%
Q2 2020		-0.8	+64.9	1	
At 30/06/2020	1,592				+4.2%
Q3 2020		+34.7	+15.2	+20.7	
At 30/09/2020	1,662				+4.4%

<sup>1.</sup> Assets under management and net inflows including Sabadell AM as of Q3 2020 and including assets under advisory and assets marketed and take into account 100% of the Asian JVs' assets under management and net inflows. For Wafa in Morocco, assets are reported on a proportional consolidation basis.

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

(€bn)	AuM 30/09/2020	AuM 30/09/2019	% chg. vs. 30/09/2019	Inflows Q3 2020	Inflows Q3 2019	Inflows 9M 2020	Inflows 9M 2019
French networks	109	110	-0.9%	+2.52	+0.4	+3.8	-2.3
International networks	138	125	+10.8%	-0.2	-0.6	-2.9	+1.7
Third-party distributors	180	189	-5.0%	+2.9	+4.0	+2.3	+2.6
Retail (excl. JVs)	426	423	+0.7%	+5.2	+3.8	+3.2	+2.1
Institutionals <sup>2</sup> and sovereigns	389	376	+3.4%	+9.3	+4.0	+7.8	-4.4
Corporates	79	79	-1.0%	+10.2	+11.2	+1.7	+3.0
Employee Savings	62	62	-1.0%	+0.5	-0.2	+3.4	+2.0
CA & SG insurers	458	459	-0.3%	+1.4	+9.9	-6.2	+16.2
Institutionals	987	977	+1.0%	+21.4	+24.9	+6.7	+16.7
JVs	249	163	+53.1%	+8.1	+14.0	+20.8	+12.2
TOTAL	1,662	1,563	+6.4%	+34.7	+42.7	+30.7	+31.0
Average 9M AuM (excl. JVs)	1,381	1,340	+3.1%	1	1	1	1

<sup>1.</sup> Assets under management and net inflows including Sabadell AM as of Q3 2020 and including assets under advisory and assets marketed and take into account 100% of the Asian JVs' assets under management and net inflows. For Wafa in Morocco, assets are reported on a proportional consolidation basis. 2. Including funds of funds.

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

		•			•		
(€bn)	AuM 30/09/2020	AuM 30/09/2019	% chg. vs. 30/09/2019	Inflows Q3 2020	Inflows Q3 2019	Inflows 9M 2020	Inflows 9M 2019
Equities	243	234	+3.9%	+3.3	+0.7	9.9	-2.3
Multi-asset	251	245	+2.1%	+1.3	-1.1	-4.0	-8.7
Bonds	625	633	-1.3%	-0.9	+7.5	-10.2	+14.9
Real, alternative and structured assets	90	82	+9.8%	+1.0	+1.7	+3.6	+5.4
MLT ASSETS excl. JVs	1,208	1,194	+1.2%	+4.7	+8.9	-0.8	+9.3
Treasury products excl. JVs	205	206	-0.6%	+22.0	+19.8	+10.7	+9.5
ASSETS excl. JVs	1,413	1,400	+0.9%	+26.7	+28.7	+9.9	+18.8
JVs	249	163	+53.1%	+8.1	+14.0	+20.8	+12.2
TOTAL	1,662	1,563	+6.4%	+34.7	+42.7	+30.7	+31.0
o/w MLT Assets	1,429	1,330	+7.5%	+15.9	+25.3	+22.1	+27.0
o/w Treasury products	233	233	+0.0%	+18.8	+17.4	+8.6	+4.0

<sup>1.</sup> Assets under management and net inflows including Sabadell AM as of Q3 2020 and including assets under advisory and assets marketed and take into account 100% of the Asian JVs' assets under management and net inflows. For Wafa in Morocco, assets are reported on a proportional consolidation basis.

# Assets under management and net inflows by region<sup>1</sup>

(€bn)	AuM 30/09/2020	AuM 30/09/2019	% chg. vs. 30/09/2019	Inflows Q3 2020	Inflows Q3 2019	Inflows 9M 2020	Inflows 9M 2019
France <sup>3</sup>	892 <sup>2</sup>	886	+0.7%	+17.3	+20.8	+13.2	+17.3
Italy	171	174	-1.5%	-0.4	-1.2	-2.7	-5.7
Europe excl. France and Italy	201	176	+14.2%	+10.6	+6.1	+12.1	+5.6
Asia	303	225	+35.1%	+8.6	+15.6	+14.2	+9.1
Rest of world <sup>4</sup>	94	102	-7.9%	-1.3	+1.3	-6.1	+4.7
TOTAL	1,662	1,563	+6.4%	+34.7	+42.7	+30.7	+31.0
TOTAL excl. France	770	677	+13.7%	+17.4	+21.9	+17.6	+13.7

<sup>1.</sup> Assets under management and net inflows including Sabadell AM as of Q3 2020 and including assets under advisory and assets marketed and take into account 100% of the Asian JVs' assets under management and net inflows. For Wafa in Morocco, assets are reported on a proportional consolidation basis. 2. Of which €439bn for CA & SG insurers. 3. France: net inflows on medium/long-term assets: +€2.0bn in Q3 2020; +€4.4bn in Q3 2019. 4. Mostly the United States.

### Methodological appendix

#### I. Income statements (9M and Q3 2020 & 2019)

#### Accounting data:

At 9M 2020 and 2019, information corresponds to data after amortisation of distribution contracts.

#### Adjusted data

To present an income statement that is closer to the economic reality, adjustments have been made: restatement of amortisation of distribution contracts (deducted from net revenues) with SG, Bawag, UniCredit and Banco Sabadell.

#### Amortisation of distribution contracts:

Q3 2019: €18m before tax and €13m after tax Q3 2020: €21m before tax and €15m after tax 9M 2019: €53m before tax and €38m after tax 9M 2020: €56m before tax and €40m after tax

#### II. Reminder of amortisation of distribution contracts with Banco Sabadell

When Sabadell AM was acquired, a 10-year distribution contract was entered into with the Banco Sabadell networks in Spain; this contract's gross valuation is €108m (posted to the balance sheet under Intangible Assets). At the same time, a Deferred Tax Liability of €27m was recognised. Thus the net amount is €81m which is amortised using the straight-line method over 10 years, as from 1 July 2020. In the Group's income statement, the net tax impact of this amortisation is €8m over a full year (or €11m before tax), posted under "Other revenues", and is added to existing amortisations of the distribution contracts:

- with SG in the amount of €10m after tax over a full year (€14m before tax);
- with Bawag in the amount of €2m after tax over a full year (€3m before tax);
- with Unicredit in the amount of €38m after tax over a full year (€55m before tax).

NB: the SG contract will no longer be amortised as of 1 November 2020

# III. Alternative Performance Indicators 19

accounting data

To present an income statement that is closer to the economic reality, Amundi publishes adjusted data which excludes amortisation of the distribution contracts with SG, Bawag, UniCredit and Banco Sabadell since 1 July 2020 (see above).

These combined and adjusted data are reconciled with accounting data as follows: adjusted data

€m	9M 2020	9M 2019	Q3 2020	Q3 2019
Net revenues (a)	1810	1935	609	639
+ Amortisation of distribution contracts before tax	56	53	21	18
Adjusted net revenues (b)	1866	1989	630	657
Operating expenses (c)	-971	-1016	-323	-335
Gross operating income (d) = (a)+(c)	839	920	287	304
Adjusted gross operating income (e) = (b)+(c)	895	973	307	321
Cost/income ratio (c)/(a)	53.7%	52.5%	53.0%	<b>52.5%</b>
Adjusted cost/income ratio (c)/(b)	<b>52.0%</b>	51.1%	51.2%	51.1%
Cost of risk & Other (f)	-20	-7	-3	-9
Equity-accounted entities (g)	46	33	17	8
Income before tax (h) = (d)+(f)+(g)	865	946	301	302
Adjusted income before tax (i) = (e)+(f)+(g)	921	999	321	320
Taxes (j)	-230	-248	-80	-85
Adjusted taxes (k)	-247	-264	-86	-90
Net income, Group share (h)+(j)	634	697	221	218
Adjusted net income, Group share (i)+(k)	674	735	235	230

<sup>&</sup>lt;sup>19</sup> Please refer to section 4.3 of the 2019 Universal Registration Document filed with the French AMF on 14/04/2020

#### **About Amundi**

Amundi, the leading European asset manager, ranking among the top 10 global players<sup>20</sup>, offers its 100 million clients - retail, institutional and corporate - a complete range of savings and investment solutions in active and passive management, in traditional or real assets.

With its six international investment hubs21, financial and extra-financial research capabilities and long-standing commitment to responsible investment, Amundi is a key player in the asset management landscape.

Amundi clients benefit from the expertise and advice of 4.500 employees in nearly 40 countries. A subsidiary of the Crédit Agricole group and listed on the stock exchange, Amundi currently manages more than €1.650 trillion of assets<sup>22</sup>.

Amundi, a trusted partner, working every day in the interest of its clients and society.







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<sup>&</sup>lt;sup>20</sup> Source: IPE "Top 500 Asset Managers" published in June 2020, based on assets under management as at 31/12/2019

<sup>&</sup>lt;sup>21</sup> Boston, Dublin, London, Milan, Paris and Tokyo

<sup>&</sup>lt;sup>22</sup> Amundi data as at 30/09/2020