

Sustainable Supply Chain Finance e Fintech

Pietro Campagna, Global Head of Working Capital Solutions –
UniCredit S.p.A.

Maggio 2022

La Sustainable Finance Value Chain di UniCredit

Contesto

- **Crescente attenzione da parte di investitori, regolatori e del pubblico** per **piani a lungo termine** che includano la sostenibilità
- **Maggiore consapevolezza delle aziende sul ruolo di un approccio orientato allo sviluppo sostenibile**
- **Il settore bancario deve integrare l'approccio ai fattori ESG nel proprio modello di business**



Serve la **capacità di individuare e sostenere l'innovazione funzionale ai temi ESG**, due aspetti **indissolubilmente legati**

Risposta UniCredit

- Value proposition **ampliata verso l'innovazione e integrando la vista ESG** in tutte le aree e funzioni.
- **Modelli di servizio dedicati** ai diversi segmenti e **prodotti modulati** su standard internazionali
- **I dati come elemento cruciale** per fare la differenza
- **Nuovo paradigma di profonda cooperazione fra noi e i clienti** basata sui dati



Il nostro impegno su ESG

Ambiente

Le nostre emissioni di gas serra

32%

riduzione 2020 vs 2017,
in base al mercato



Net Zero
entro 2030

Energia rinnovabile

79%

utilizzo nel 2020 nelle nostre sedi

Eliminazione della plastica

Eliminazione prodotti in plastica monouso
nelle sedi UniCredit entro fine 2022



Emissione di obbligazioni sostenibili

12 mld

In credito a LT da obbligazioni verdi,
sociali, ESG e legate alla sostenibilità¹

Sociale

Cittadinanza d'impresa e iniziative filantropiche

36 mln

in contributi alle comunità²

Istruzione e sensibilizzazione

123 mila

Beneficiari di
iniziative
di educazione
finanziaria



206 mila

Beneficiari di iniziative
di sensibilizzazione
finanziaria e ESG

Social Impact Banking

0.4 mld³

Prestiti cumulativi di Micro
credito e Impact Financing

3.7 mln

beneficiari diretti e
indiretti di finanziamenti
per il sociale

Governance

Policy Globali

- **ESG:** Policy, dichiarazioni e impegni assunti
- **Human Capital:** Policy e dichiarazioni congiunte
- **Compliance:** Policy principali

Ottimo livello di diversità e inclusione del team manageriale

46%

donne nel
CdA

40%

donne nel
GEC

33%

donne nel
Leadership team



Azioni in favore della parità
retributiva di genere

38%

presenza
internazionale
nel CdA

53%

presenza
internazionale
nel GEC

14

Gruppi di risorse per
impiegati LGBTI,
Genere, Disabilità,
Cultura, Generazioni

¹Tutte le regioni, comprese le obbligazioni indicizzate alla sostenibilità, FY 2021; ²Misurato dall'ex London Benchmarking Group (BG), ora Business for Societal Impact (B4SI); ³Valore cumulato ar 2021



Impegno ESG, soluzioni digitali e partnership con Fintech per una SCF sostenibile: la nostra esperienza

La sostenibilità nelle soluzioni di Supply Chain Finance ed il ruolo delle Fintech

La **SCF** è **strategica nel supportare e sostenere le catene di fornitura**, particolarmente impattate dagli eventi eccezionali dell'attuale contesto storico

Interesse crescente del mercato per soluzioni in grado di contribuire alla realizzazione degli obiettivi di **sostenibilità** degli attori della filiera

Le **Fintech, acceleratori dell'innovazione e della trasformazione digitale**, possono supportare nella definizione ed implementazione di soluzioni di SCF sostenibile

Un caso concreto: il Dynamic Discounting sostenibile di FinDynamic per i nostri clienti

Soluzione sviluppata da **FinDynamic** e offerta **ai nostri clienti** dal **2020**

L'azienda capo-filiera **supporta i propri fornitori**, attraverso il pagamento anticipato delle fatture a **tassi di sconto agevolati**

Programma inseribile tra le misure di sostenibilità grazie ad un claim etico (**ISO 17033**) validato da **un ente terzo indipendente**



La sostenibilità nella SCF: le opportunità derivanti dalla capacità di innovazione delle Fintech



Scoring

Facilitare la predisposizione di **metriche rappresentative della sostenibilità** aziendale che consentano l'assegnazione di **scoring ESG**



Dati

Agevolare l'**ottenimento dei dati relativi alla sostenibilità**, soprattutto relativamente a **imprese di piccole dimensioni**



Offerta

Permettere lo sviluppo di **prodotti di nuova generazione** che integrino i **fattori ESG**



Rapidità

Efficientare i processi al fine di proporre ai Clienti un accesso più rapido e veloce anche a **soluzioni ESG compliant**



Filiera

Integrare **piattaforme condivise** che **facilitino la partecipazione** a livello di intera **filiera**



L'applicazione di metriche ESG è ancora in una fase embrionale: molteplici i punti di attenzione



**Contesto
Normativo**



- Contesto normativo fluido e ancora in fase di definizione



**Eterogeneità
rating**



- Eterogeneità tra rating adottati dallo stesso supplier in funzione di quanto richiesto da differenti buyer



Metriche



- Assenza di principi standardizzati minimi generali e/o settoriali
- Difficoltà di individuare metriche comuni rispetto all'eterogeneità e alla numerosità dei soggetti da certificare



**Onere
economico**



- Definizione della distribuzione dell' "onere economico" nel caso di meccanismi premianti



Disclaimer

This publication is presented to you by:
Client Solutions
UniCredit S.p.A.
Piazza Gae Aulenti 3
Tower A
20154 Milano, Italy

The information in this publication is based on carefully selected sources believed to be reliable. However we do not make any representation as to its accuracy or completeness. Any opinions herein reflect our judgement at the date hereof and are subject to change without notice. Any investments presented in this report may be unsuitable for the investor depending on his or her specific investment objectives and financial position. Any reports provided herein are provided for general information purposes only and cannot substitute the obtaining of independent financial advice. Private investors should obtain the advice of their banker/broker about any investments concerned prior to making them. Nothing in this publication is intended to create contractual obligations. Client Solutions of UniCredit consists of UniCredit Bank AG, Munich, UniCredit Bank Austria AG, Vienna, UniCredit S.p.A., Rome and other members of the UniCredit. UniCredit Bank AG is regulated by the German Financial Supervisory Authority (BaFin), UniCredit Bank Austria AG is regulated by the Austrian Financial Market Authority (FMA) and UniCredit S.p.A. is regulated by both the Banca d'Italia and the Commissione Nazionale per le Società e la Borsa (CONSOB).

Note to UK Residents:

In the United Kingdom, this publication is being communicated on a confidential basis only to clients of Client Solutions of UniCredit (acting through UniCredit Bank AG, London Branch) who (i) have professional experience in matters relating to investments being investment professionals as defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 ("FPO"); and/or (ii) are falling within Article 49(2) (a) – (d) ("high net worth companies, unincorporated associations etc.") of the FPO (or, to the extent that this publication relates to an unregulated collective scheme, to professional investors as defined in Article 14(5) of the Financial Services and Markets Act 2000 (Promotion of Collective Investment Schemes) (Exemptions) Order 2001, and/or (iii) to whom it may be lawful to communicate it, other than private investors (all such persons being referred to as "Relevant Persons"). This publication is only directed at Relevant Persons and any investment or investment activity to which this publication relates is only available to Relevant Persons or will be engaged in only with Relevant Persons. Solicitations resulting from this publication will only be responded to if the person concerned is a Relevant Person. Other persons should not rely or act upon this publication or any of its contents. The information provided herein (including any report set out herein) does not constitute a solicitation to buy or an offer to sell any securities. The information in this publication is based on carefully selected sources believed to be reliable but we do not make any representation as to its accuracy or completeness. Any opinions herein reflect our judgement at the date hereof and are subject to change without notice.

We and/or any other entity of Client Solutions of UniCredit may from time to time with respect to securities mentioned in this publication (i) take a long or short position and buy or sell such securities; (ii) act as investment bankers and/or commercial bankers for issuers of such securities; (iii) be represented on the board of any issuers of such securities; (iv) engage in "market making" of such securities; (v) have a consulting relationship with any issuer. Any investments discussed or recommended in any report provided herein may be unsuitable for investors depending on their specific investment objectives and financial position. Any information provided herein is provided for general information purposes only and cannot substitute the obtaining of independent financial advice.

This information is issued and approved by UniCredit Bank AG. UniCredit Bank AG London Branch, Moor House, 120 London Wall, London, EC2Y 5ET, is authorised by Bundesanstalt für Finanzdienstleistungsaufsicht (BaFin) and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available from us on request. Notwithstanding the above, if this publication relates to securities subject to the Prospectus Directive (2005) it is sent to you on the basis that you are a Qualified Investor for the purposes of the directive or any relevant implementing legislation of a European Economic Area ("EEA") Member State which has implemented the Prospectus Directive and it must not be given to any person who is not a Qualified Investor. By being in receipt of this publication you undertake that you will only offer or sell the securities described in this publication in circumstances which do not require the production of a prospectus under Article 3 of the Prospectus Directive or any relevant implementing legislation of an EEA Member State which has implemented the Prospectus Directive.

Note to US Residents:

The information provided herein or contained in any report provided herein is intended solely for institutional clients of Client Solutions of UniCredit acting through UniCredit Bank AG, New York Branch and UniCredit Capital Markets LLC (together "UniCredit") in the United States, and may not be used or relied upon by any other person for any purpose. It does not constitute a solicitation to buy or an offer to sell any securities under the Securities Act of 1933, as amended, or under any other US federal or state securities laws, rules or regulations. Investments in securities discussed herein may be unsuitable for investors, depending on their specific investment objectives, risk tolerance and financial position.

In jurisdictions where UniCredit is not registered or licensed to trade in securities, commodities or other financial products, any transaction may be effected only in accordance with applicable laws and legislation, which may vary from jurisdiction to jurisdiction and may require that a transaction be made in accordance with applicable exemptions from registration or licensing requirements.

All information contained herein is based on carefully selected sources believed to be reliable, but UniCredit makes no representations as to its accuracy or completeness. Any opinions contained herein reflect UniCredit's judgement as of the original date of publication, without regard to the date on which you may receive such information, and are subject to change without notice.

UniCredit may have issued other reports that are inconsistent with, and reach different conclusions from, the information presented in any report provided herein. Those reports reflect the different assumptions, views and analytical methods of the analysts who prepared them. Past performance should not be taken as an indication or guarantee of further performance, and no representation or warranty, express or implied, is made regarding future performance.

UniCredit and/or any other entity of Client Solutions of UniCredit may from time to time, with respect to any securities discussed herein: (i) take a long or short position and buy or sell such securities; (ii) act as investment and/or commercial bankers for issuers of such securities; (iii) be represented on the board of such issuers; (iv) engage in "market-making" of such securities; and (v) act as a paid consultant or adviser to any issuer.

The information contained in any report provided herein may include forward-looking statements within the meaning of US federal securities laws that are subject to risks and uncertainties. Factors that could cause a company's actual results and financial condition to differ from its expectations include, without limitation: Political uncertainty, changes in economic conditions that adversely affect the level of demand for the company's products or services, changes in foreign exchange markets, changes in international and domestic financial markets, competitive environments and other factors relating to the foregoing. All forward-looking statements contained in this report are qualified in their entirety by this cautionary statement.

This product is offered by UniCredit S.p.A. who is solely responsible for the Product and its performance and/or effectiveness.

Client Solutions
UniCredit S.p.A.
as of 4 May, 2022

