

# Research under MiFID II

Pricing Model

Munich, September 2018

# Executive summary

When MiFID II became effective at the beginning of 2018, UniCredit introduced the necessary paywalls for access to the relevant research for those clients that fall within the scope of the directive.

Asset managers, who on a firm-wide basis state to us that our research is to them a minor non-monetary benefit, are able to continue to receive our research free of charge.

For MiFID regulated clients, who cannot make such a declaration, the price is determined on the basis of the total cost of producing and delivering the UniCredit's award winning research. Because of UniCredit's large and diverse client base, most of whom do not fall within MiFID II, we are able to offer our high quality research to the impacted clients at relatively modest prices.

Specifically, for all UniCredit Clients, all macro and strategy research remains free. Paying is required only for credit research. For credit research, we charge EUR 10,000 a year per asset manager for continued full access (i.e. Research reports and unlimited access to analysts), or EUR 2,500 for a basic package (i.e. publications-only package – no access to credit analysts).



# At a glance

At a glance

- With the implementation of MiFID II applying to Research as of 3 January 2018, European asset managers **have to pay for some research services.**
- **Research is an inducement**, but in many cases one of the acceptable inducements, the so-called minor non-monetary benefits (MNMB), which are allowed to be received/provided free of charge.
- The intention of UniCredit's research pricing methodology is to give our clients the possibility to consume our research **as easily as possible.**
- We do not intend to have European asset managers subsidize all our research costs. We bear in mind that **we do not produce research for European asset managers only.**



# UniCredit's "easy-to-deal-with" approach

EUR 10,000 for the full package  
EUR 2,500 for access to all publications

UniCredit's Research offer

- Prices are **annual flat-fees**.
- **Unlimited access** to all users of the client's group.
- We consider a huge part of our research as qualifying as **acceptable minor non-monetary benefits** and therefore as acceptable inducements, which can be consumed free of charge by most of our asset managers.
- Asset managers, who on a firm-wide basis confirm to us that our research is a minor non-monetary benefit to them or who are not subject to inducement provisions under MiFID II for other reasons, **will be able to continue to receive our research free of charge**.
- **Individual selection** of publications and services possible.
- Access to "**UniCredit Research Portal**" and to external aggregators is included (Bloomberg, Factset, Thomson Reuters and S&P Capital IQ).
- **To receive a draft contract**, please send an email to your Sales or to [matthias.dax@unicredit.de](mailto:matthias.dax@unicredit.de) or [ingo.heimig@unicredit.de](mailto:ingo.heimig@unicredit.de)



# UniCredit's Research offer

UniCredit's Research offer

## Free-of-charge package

= Macro & Strategy Publications  
+ Access to Economists and Strategists

0 €

## Basic package

= All publications (Macro and Strategy and Credit)  
+ Access to Economists and Strategists  
No access to Credit Analysts

2,500 €

## Full package

= All other publications  
+ Access to Economists and Strategists  
+ Access to Credit Analysts

10,000 €



# UniCredit's Research offer

UniCredit's Research offer

FREE OF CHARGE PACKAGE		= EUR 0
<b>Macro Publications</b>	Economics Thinking/Themes Pieces Sunday Wrap Ad-hoc pieces on breaking news, etc. Macro & Markets	
<b>FI Publications</b>	FI Perspectives FI Flash / FI Trades	
<b>FX Publications</b>	FX Perspectives FX Flash	
<b>Cross Asset Publications</b>	Equity Derivatives Equity Strategy Commodities	
<b>Credit Publications</b>	Deal Research (Issuer Profiles, Credit Views)	
<b>Access to Economists via</b>	Email/Chat/ Phone Data requests 1:1	
BASIC PACKAGE = FREE-OF-CHARGE PACKAGE + ALL CREDIT PUBLICATIONS NO ACCESS TO CREDIT ANALYSTS		= EUR 2,500
<b>Credit Publications</b>	Euro Credit Pilot Strategy Flash Securitization Market Watch Covered Bond & Agency Monitor Daily Credit Briefing High Yield Daily / High Yield Pacenotes Credit Flashes	
FULL PACKAGE		= EUR 10,000
<b>Access to Credit Analysts via</b>	Email/Chat/Phone Data requests 1:1 Access to Senior Executives	

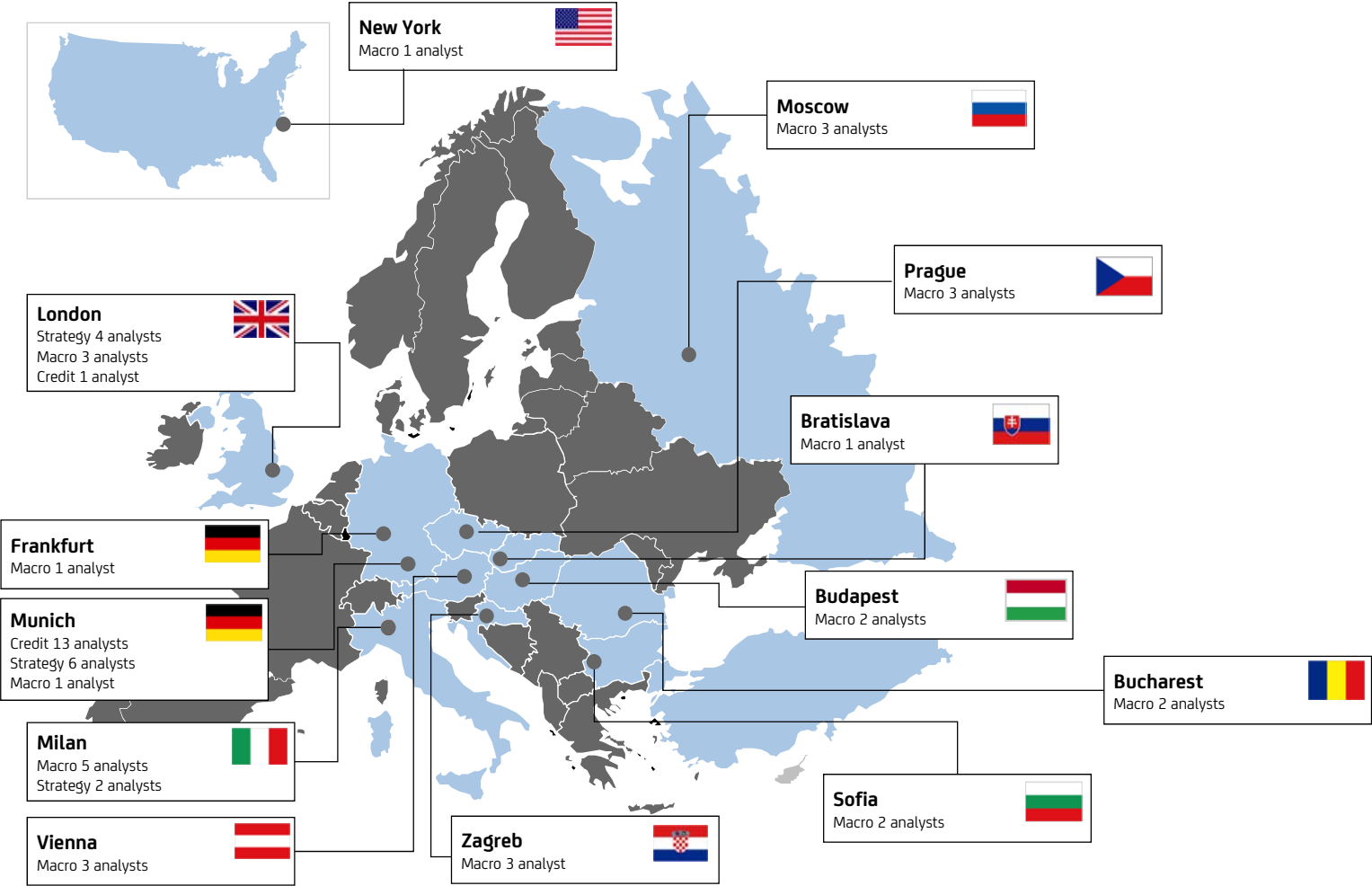
Note: Conferences & Events and Deal Research are explicitly exempted by Art. 12 No. 3 of the Delegated Directive and qualify as minor non-monetary benefit. These services are included in all packages



# UniCredit CIB Research

Local presence in 13 locations

Macro Research  
Strategy Research  
Credit Research



# Fixed Income and Credit Research's rankings & awards



## UniCredit - Credit Research once again secures high rankings in the Euromoney poll

- UniCredit's Credit Research has constantly achieved Top 5 and Top 10 rankings consistently over the last years.
- The Euromoney poll is a pan-European investor survey for credit research, covering the top-20 US and European banks.
- **UniCredit was ranked No. 8 overall in Europe and has top rankings in its home markets of Italy, Germany and Austria.**

## The poll results highlight the following:

- UniCredit's position as a strong competitive force at the forefront of European research
- CIB's robust debt value chain

Euromoney Fixed Income Research Survey	2018	2017	2016
Securitization & ABS	3	2	5
Autos	4	3	3
General Industries	5	3	6
High Yield Bonds	5	4	6
Covered Bonds & Pfandbriefe	6	4	4
Utilities	6	5	7
Green Bonds/ESG	7	5	--
Non-Bank Financial Institutions*	7	9	4
Telecom, Media & Technology	8	5	8
Consumer Products & Retail	8	7	8
Corporate Hybrid Bonds	8	7	9
Supranational & Agencies	8	7	3
Fixed Income Research (incl. of all research)	8	8	--
Banks*	9	10	5
Emerging Market Corporates	10	--	9
Emerging Market Banks	10	--	--

Institutional Investor Survey	2018	2017	2016
Investment Grade	n.a.	4	6
High Yield	n.a.	5	5
Manufacturing / General Industrials (incl. Autos & Auto parts) High Yield	RU	3	--
Manufacturing / General Industrials (incl. Autos & Auto parts) Investment Grade	1	2	--
<b>Total team</b>	<b>8</b>	<b>7</b>	<b>10</b>

RU: Runner-up

## GlobalCapital Bond Awards

### 2017

#3 Most Impressive Corporate Bond Research

### 2018

Most Impressive Research House for Corporate Bonds (joint winner)





# Disclaimer

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UniCredit Bank AG

Arabellastr. 12

D-81925 Munich

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## Corporate & Investment Banking

UniCredit Bank AG

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# Your contacts

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## Corporate & Investment Banking

UniCredit Bank AG  
UniCredit CIB Research  
Dr. Ingo Heimig  
Head of Research Operations & Regulatory Control  
+49 89 378 13952  
ingo.heimig@unicredit.de

## Corporate & Investment Banking

UniCredit Bank AG  
UniCredit CIB Research  
Matthias Dax  
Research Operations & Regulatory Control  
+49 89 378 13946  
matthias.dax@unicredit.de

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Corporate & Investment Banking  
UniCredit Bank AG  
UniCredit Research  
Am Eisbach 4  
D-80538 Munich

