

# Bit Market Services

Informazione Regolamentata n. 1615-14-2016	Data/Ora Ricezione 04 Marzo 2016 14:52:43	MTA
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Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN01 - Spolini  
Tipologia : IRAG 10  
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Diffusione presunta  
Oggetto : PR\_Total net sales February

*Testo del comunicato*

Vedi allegato.



## PRESS RELEASE

### FinecoBank:

- **€1,014 million Net sales since the beginning of the year (+12% y/y) of which €513 million in February**
- **Almost 24 thousand new clients since the beginning of the year (+15% y/y) of which more than 13 thousand in February**
- **February is still one of the best months ever for brokerage activity**

**Milan, March 4<sup>th</sup> 2015**

The strong growth trend compared to the already record high data in 2015 continued: net sales in February amounted to €513 million bringing the total net sales since the beginning of the year at €1,014 million, an increase of 12% year on year. The mix is in line with the high market volatility recorded these months: assets under administration were at €687 million coherent with the increase in customers' brokerage activity, while direct deposits stood at €575 million and assets under management at €-248 million.

Since the beginning of the year net sales through the network of personal financial advisors increased at €862 million, up 5% compared to 2015.

Customers' acquisition continued to accelerate: since the beginning of the year around 23,700 new customers were acquired (of which more than 13 thousands in February), increased by 15% compared to the previous year. The total number of customers at February 29<sup>th</sup>, 2016 was 1,067,400, up 9% compared to February 2015.

February, as the month before, has been one of the best months ever for brokerage activities, confirming the solidity of a diversified and well balanced business model.

Alessandro Foti, CEO and General Manager of FinecoBank, commented:

*"These results confirm our ability to successfully face complex market phase like the current one, characterized by high volatility and a deep evolution in the Banking sector. As in January, we recorded solid results both in terms of total net sales and brokerage, the latter achieving in February one of its best months ever. Furthermore, February confirms the acceleration in acquisition of new customers, thanks to the growing digitalization and*

*the need of well diversified asset allocation with the support of our Personal Financial Advisors.”*

*figures in € million*

<b>TOTAL NET SALES</b>	<b>February 2016</b>	<b>Jan-Feb 2016</b>	<b>Jan-Feb 2015</b>
Assets under management	-76.33	-247.69	628.57
Assets under custody	273.06	687.09	-351.57
Direct deposits	316.38	574.90	630.88
<b>TOTAL NET SALES</b>	<b>513.11</b>	<b>1,014.30</b>	<b>907.87</b>

*figures in € million*

<b>PFA NETWORK NET SALES</b>	<b>February 2016</b>	<b>Jan-Feb 2016</b>	<b>Jan-Feb 2015</b>
Assets under management	-71.08	-231.13	597.15
Assets under custody	198.74	498.78	-291.70
Direct deposits	304.99	593.87	516.51
<b>NET SALES PFA NETWORK</b>	<b>432.65</b>	<b>861.52</b>	<b>821.96</b>

### **FinecoBank**

FinecoBank is UniCredit Group's direct multichannel bank. It has one of the largest advisory networks in Italy, and is the number one broker in Italy for equity trades in terms of volume of orders and number one broker in Europe for number of executed orders. FinecoBank offers an integrated business model combining direct banking and financial advice, with a single free-of-charge account including a full range of banking, credit, trading and investment services, which are also available through applications for smartphone and tablet. With its fully integrated platform, FinecoBank is the benchmark for modern investors.

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