

Bit Market Services

Informazione Regolamentata n. 1615-21-2016	Data/Ora Ricezione 07 Aprile 2016 11:32:59	MTA
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Societa' : FINECOBANK
Identificativo : 72220
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN05 - Spolini
Tipologia : IRAG 10
Data/Ora Ricezione : 07 Aprile 2016 11:32:59
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Diffusione presunta
Oggetto : Press Release Total net sales March 2016

<i>Testo del comunicato</i>

Vedi allegato.



PRESS RELEASE

FinecoBank:

- **€1,433 million Net sales since the beginning of the year (-11% y/y) of which €419 million in March**
- **Guided Products/AuM increased at 47% (+8pp y/y)**
- **More than 33 thousands new clients since the beginning of the year (+6% y/y)**

Milan, April 7th 2016

Net sales in March amounted to €419 million bringing total net sales since the beginning of the year to one of the best quarter ever at €1,433 million (-11% compared to the first quarter 2015). Fineco continues its healthy and sustainable growth strategy through the acquisition of net inflows and highly loyal and satisfied customers without any kind of short-term offers on interest rates.

In March assets under management were at €193 million, assets under administration were at €-95 million while direct deposits stood at €320 million.

The growth trend in Guided products and services continues: the penetration out of total AuM increased at 47% compared to 39% in March 2015 and 45% in December 2015.

Since the beginning of the year net sales through the network of personal financial advisors increased at €1.218 million, -16% compared to 2015.

Total financial assets were at € 54,980 million as of March 2016 (respectively -0.6% and +2.4% compared to December and March 2015).

Customers' acquisition continues to accelerate: since the beginning of the year more than 33 thousands new customers were acquired (of which more than 9 thousands in March), increased by 6% compared to the previous year. The total number of customers as of March 31st, 2016 was 1,073,000, up by 9% compared to March 2015.

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

"Fineco recorded in March a solid result in terms of Total net sales. Those figures confirm a trend of steady, physiological and long-term growth, leveraging on a strategy focused on

the sustainability of the business and on customers' loyalty thanks to an elevated satisfaction for our services; a goal reached without any short-term or particularly aggressive commercial campaign".

figures in € million

TOTAL NET SALES	March 2016	Jan-Mar 2016	Jan-Mar 2015
Assets under management	193.082	-54.610	1,197.749
Assets under custody	-94.684	592.407	-195.432
Direct deposits	320.460	895.363	609.752
TOTAL NET SALES	418.858	1,433.159	1,612.069

figures in € million

PFA NETWORK NET SALES	March 2016	Jan-Mar 2016	Jan-Mar 2015
Assets under management	188.914	-42.211	1,149.723
Assets under custody	-36.382	462.394	-196.680
Direct deposits	203.539	797.410	493.922
NET SALES PFA NETWORK	356.071	1,217.593	1,446.965

figures in € million

TOTAL TFA	March 2016	December 2015	March 2015
Assets under management	25,564.504	26,277.425	26,120.703
Assets under custody	12,888.599	13,418.599	13,218.673
Direct deposits	16,526.997	15,630.645	14,371.267
TOTAL TFA	54,980.100	55,326.669	53,710.644



figures in € million

PFA NETWORK TFA	March 2016	December 2015	March 2015
Assets under management	25,073.471	25,747.691	25,536.853
Assets under custody	9,547.216	9,866.169	9,531.367
Direct deposits	12,137.044	11,337.507	10,177.619
TFA PFA NETWORK	46,757.732	46,951.367	45,245.839

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.

Contatti:

Fineco - *Media Relations*
Tel.: +39 02 2887 2256
ufficiostampa@fineco.it

Fineco - *Investor Relations*
Tel. +39 02 8862 3820
investors@fineco.it

Barabino & Partners
Tel. +39 02 72023535
Emma Ascani
e.ascani@barabino.it
+39 335 390 334
Tommaso Filippi
t.filippi@barabino.it
+39 366 644 4093

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