

# Bit Market Services

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Regolamentata  
Nome utilizzatore : FINECOBANKN01 - Spolini  
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Oggetto : PR\_total net sales July

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- **Net sales July 2016: €481 million, +31% y/y (€3,131 million since the beginning of the year)**
- **Net sales in Guided Products: new record month in 2016 at €588 million, +267% y/y (€2,263 million in 2016). Guided Products/AuM increased at 53%, +11 p.p. y/y**
- **More than 1,094,000 total customers, +8% y/y (over 67,400 new customers in 2016)**

### *Milan, August 4th 2016*

Net sales in July were €481 million, up 31% compared to the same month in 2015, bringing the figure to €3,131 million since the start of the year (-€68 million compared to the same period of last year).

The growth of “Guided products & services” continues: July recorded a record in 2016 net inflows at €588 million (+267% y/y) bringing net sales in Guided products and services at €2,263 million in 2016, increasing the penetration rate on total AuM at 53% compared to 42% in July 2015 and 45% in December 2015.

In July, Assets under Management totalled €354.8 million, Assets under Custody was -€137.5 million and direct deposits were €264.1 million.

Net sales through the network of personal financial advisors totalled €419 million in July, up 24% compared to July 2015.

Customers’ acquisition also continued: since the beginning of the year over 67,400 new clients have been acquired (of which more than 7,770 in July), almost in line with about 68,700 new clients acquired in the previous year. Total number of customers exceeded 1,094,000 as of July 31st, 2016, up 8% compared to July 2015.

Total Financial Assets were at € 57,244 million (respectively +3.5% and +5.1% compared to December and July 2015).

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

*“In July Fineco recorded solid total net sales, despite a complex and volatile market phase. They confirm the importance of financial advisory activity together with growing Italian savers’ awareness towards a professional and diversified management of their assets.”*

figures in € million

<b>TOTAL NET SALES</b>	<b>July 2016</b>	<b>Jan-July 2016</b>	<b>Jan-July 2015</b>
Assets under management	354.76	667.92	1,879.81
Assets under custody	-137.51	834.30	119.27
Direct deposits	264.12	1,628.74	1,199.41
<b>TOTAL NET SALES</b>	<b>481.38</b>	<b>3,130.96</b>	<b>3,198.49</b>

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>July 2016</b>	<b>Jan-July 2016</b>	<b>Jan-July 2015</b>
Assets under management	355.09	682.94	1,845.48
Assets under custody	-97.35	656.12	63.27
Direct deposits	161.73	1,350.47	1,012.40
<b>TOTAL NET SALES PFA NETWORK</b>	<b>419.47</b>	<b>2,689.52</b>	<b>2,921.16</b>

figures in € million

<b>TOTAL FINANCIAL ASSETS</b>	<b>July 2016</b>	<b>December 2015</b>	<b>July 2015</b>
Assets under management	27,044.62	26,277.42	26,310.81
Assets under custody	12,969.81	13,418.60	13,199.67
Direct deposits	17,229.60	15,630.64	14,967.77
<b>TOTAL FINANCIAL ASSETS</b>	<b>57,244.02</b>	<b>55,326.67</b>	<b>54,478.25</b>

figures in € million

<b>PFA NETWORK TFA</b>	<b>July 2016</b>	<b>December 2015</b>	<b>July 2015</b>
Assets under management	26,546.39	25,747.69	25,759.98
Assets under custody	9,640.96	9,866.17	9,637.87
Direct deposits	12,692.07	11,337.51	10,707.67
<b>PFA NETWORK TFA</b>	<b>48,879.42</b>	<b>46,951.37</b>	<b>46,105.52</b>

### FinecoBank

FinecoBank is the direct, multi-channel bank of the UniCredit Group, with one of the largest advisory networks in Italy. It is the leading bank in Italy for equity trades in terms of volume of orders and the top online broker in Europe for number of orders executed. 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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