

Bit Market Services

Informazione Regolamentata n. 1615-48-2016	Data/Ora Ricezione 06 Dicembre 2016 16:08:20	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 NOVEMBER

<i>Testo del comunicato</i>

Vedi allegato.

PRESS RELEASE

FinecoBank:

- November 2016 net sales: **€ 209 million, net of record-high customers' payment of taxes at € 296 million**
- Net sales since the beginning of the year: **€ 4,147 million**, of which **Guided Products net sales: € 3,465 million, +14% y/y. Guided products on AUM stock at 56% (+11 p.p. y/y)**
- **1,112,556 total customers, +7% y/y** (of which 100,256 new customers acquired in 2016)

Milan, December 6th 2016

In November, net sales amounted at € 209 million, net of record-high amount of taxes paid by customers, € 296 million, confirming that Fineco is more and more used by its clients as primary bank.

FinecoBank recorded total net sales of € 4,147 million since the beginning of 2016 (-5% compared to the same period in 2015). The growth of "Guided products & services" continues: since the beginning of the year, their net sales amounted to € 3,465 million, of which € 185 during the month of November. The penetration rate increased at 56% on total AuM compared to 44% in November 2015 and 45% in December 2015.

In November, Assets under Management totaled € 28.1 million, Assets under Custody were € 36.6 million and direct deposits € 144.1 million.

Since the beginning of the year net sales through the network of personal financial advisors totaled € 3,642 million, -9% compared to last year.

In terms of customers' acquisition, since the beginning of the year 100,256 new clients have been acquired (of which 8,975 in November). Total number of customers was 1,112,556 as of November 30th 2016, up 7% compared to November 2015.

Total Financial Assets were at € 58,025 million (respectively +4.9% and +5.0% compared to December and November 2015).

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

"We are very satisfied of November total net sales, particularly positive considering the extraordinary effect due to tax payment from our customers. These results confirm once again how our clients perceive Fineco's offer as complete of all banking services, with excellent growth opportunities for its new credit solutions, among which mortgages, Lombard loans and personal loans. Moreover, the solid inflows of our cyborg-advisory solutions confirm once again the key role of a professional financial advisory in the management of our customers' savings."

figures in € million

TOTAL NET SALES	November 2016	Jan-Nov 2016	Jan-Nov 2015
Assets under management	28.13	1,452.17	2,363.70
Assets under custody	36.56	912.80	615.02
Direct deposits	144.08	1,781.82	1,403.97
TOTAL NET SALES	208.77	4,146.79	4,382.69

figures in € million

PFA NETWORK NET SALES	November 2016	Jan-Nov 2016	Jan-Nov 2015
Assets under management	34.07	1,470.89	2,323.36
Assets under custody	0.90	690.40	428.65
Direct deposits	165.07	1,480.74	1,244.84
TOTAL NET SALES PFA NETWORK	200.05	3,642.03	3,996.85

figures in € million

TOTAL FINANCIAL ASSETS	November 2016	December 2015	November 2015
Assets under management	27,757.01	26,277.42	26,512.52
Assets under custody	12,884.20	13,418.60	13,567.37
Direct deposits	17,383.60	15,630.64	15,175.46
TOTAL FINANCIAL ASSETS	58,024.81	55,326.67	55,255.35

figures in € million

PFA NETWORK TFA	November 2016	December 2015	November 2015
Assets under management	27,268.37	25,747.69	25,970.50
Assets under custody	9,575.95	9,866.17	9,955.17
Direct deposits	12,824.57	11,337.51	10,944.24
PFA NETWORK TFA	49,668.89	46,951.37	46,869.91

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



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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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