



SPAFID CONNECT

Informazione Regolamentata n. 1615-38-2017	Data/Ora Ricezione 07 Aprile 2017 10:00:14	MTA
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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN05 - Spolini
Tipologia : IRAG 10
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Diffusione presunta
Oggetto : PR March total net sales

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- March 2017 net sales: **€ 657 million (+57% y/y)**, of which **€ 401 million AuM (+108% y/y)**
- Net sales since the beginning of the year: **€ 1,380 million**, of which **Guided Products net sales: € 1,029 million (+145% y/y)**. **Guided products on AuM stock at 59% (+11.5 p.p. y/y)**
- **Total financial assets Private: €23.3 billion (+19% y/y)**
- **Over 1,142,000 total customers, +6% y/y** (of which 10,644 new customers acquired in March, +14% y/y)

Milan, April 7th 2017

In March, net sales amounted at € 657 million (+57 % y/y), with a continuous improvement in the asset mix with respect to 2016, as highlighted in previous months. In March Asset under Management totaled € 401 million (+108% y/y) and “Guided products & services” net sales totaled € 481 million (+33% y/y), increasing the penetration rate at 59% on total AuM compared to 47% in March 2016 and 56% in December 2016.

FinecoBank recorded total net sales of € 1,380 million since the beginning of 2017, of which € 846 million Asset under Management (+€ 901 million y/y), € 458 million Asset under Custody and € 76 million direct depos. “Guided products & services” net sales amounted at € 1,029 million (+145% y/y).

Since the beginning of the year net sales through the network of personal financial advisors totaled € 1,246 million, +2 % compared to last year.

In terms of customers’ acquisition, since the beginning of the year 32,075 new clients have been acquired, of which 10,644 in March (+14% y/y). Total number of customers was over 1,142,000 as of March 31st 2017, up 6% compared to March 2016.

Total Financial Assets were at € 62,202 million (+13% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 23,255 million, +19% compared to 2016.

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

“We continue to register extremely good results with very solid total net sales. March was characterized by high quality inflows, sustained by organic growth, thus confirming the long-term sustainability of the business model. The positive trend for advance advisory solutions continues, further confirming that our cyborg advisory model is increasingly strengthening the ability of our Network of Personal Financial Advisors to meet the financial needs of our customers, who continue to appreciate our approach, based on transparency and customer focus”.

figures in € million

TOTAL NET SALES	MAR 2017	JAN - MAR 2017	JAN - MAR 2016
Assets under management	401	846	-55
Assets under custody	-122	458	592
Direct deposits	377	76	895
TOTAL NET SALES	657	1,380	1,433

figures in € million

PFA NETWORK NET SALES	MAR 2017	JAN - MAR 2017	JAN - MAR 2016
Assets under management	401	840	-42
Assets under custody	-90	319	462
Direct deposits	258	87	797
TOTAL NET SALES PFA NETWORK	569	1,246	1,218

figures in € million

TOTAL FINANCIAL ASSETS	MAR 2017	DEC 2016	MAR 2016
Assets under management	29,742	28,608	25,565
Assets under custody	13,895	13,078	12,889
Direct deposits	18,566	18,509	16,527
TOTAL FINANCIAL ASSETS	62,202	60,195	54,980

figures in € million

PFA NETWORK TFA	MAR 2017	DEC 2016	MAR 2016
Assets under management	29,231	28,105	25,073
Assets under custody	10,334	9,736	9,547
Direct deposits	13,661	13,593	12,137
PFA NETWORK TFA	53,225	51,434	46,758



B A N K

FinecoBank

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

*Source: Assoreti

**Source: Assosim

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