



SPAFID CONNECT

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| Informazione Regolamentata n. 1615-55-2017 | Data/Ora Ricezione 08 Giugno 2017 09:39:53 | MTA |
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Societa' : FINECOBANK
Identificativo : 90539
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN01 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 08 Giugno 2017 09:39:53
Data/Ora Inizio : 08 Giugno 2017 09:39:54
Diffusione presunta
Oggetto : PR FINECO TOTAL NET SALES MAY

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales since the beginning of the year: **€ 2,436 million (+9% y/y)**, of which **Guided Products net sales: € 1,656 million (+40% y/y)**. **Guided products on AuM stock at 60% (+10 p.p. y/y)**
- May 2017 net sales: **€ 464 million (+9% y/y)**, of which **€ 308 million AuM (+159% y/y)**
- **Nearly 1,155,000 total customers (+7% y/y)**, of which 10,851 new customers acquired in May (+12% y/y)

Milan, June 8th 2017

FinecoBank recorded total net sales of € 2,436 million since the beginning of 2017 (+9% y/y), of which € 1,463 million Asset under Management (around 8x compared to the first five months of 2016), € 478 million Asset under Custody and € 496 million direct depositions. “Guided products & services” net sales amounted at € 1,656 million (+40% y/y), increasing the penetration rate at 60% on total AuM compared to 50% in May 2016 and 56% in December 2016.

In May, net sales amounted at € 464 million (+9 % y/y), with a continuous improvement in the asset mix with respect to 2016, as highlighted in previous months. In May Asset under Management totaled € 308 million (+159% y/y).

Since the beginning of the year net sales through the network of personal financial advisors totaled € 2,216 million, +15 % compared to last year.

In terms of customers’ acquisition, since the beginning of the year 52,378 new clients have been acquired, of which 10,851 in May (+12% y/y). Total number of customers was close to 1,155,000 as of May 31st 2017, up 7% compared to May 2016.

Total Financial Assets were at € 63,423 million (+5% compared to December 2016 and +13% y/y).

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

“Fineco has recorded solid total net sales and an high-quality asset mix even in May. Last month we have seen good inflows towards assets under management solutions, confirming once again the appreciation of our customers towards an approach based on quality, transparency and fair pricing. The results also highlight the importance of a strategy focused on organic growth of our Personal Financial Advisors network, a further confirmation of the long-term sustainability of our business model.”

figures in € million

| TOTAL NET SALES | MAY 2017 | JAN - MAY 2017 | JAN - MAY 2016 |
|-------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 307.97 | 1,462.51 | 173.55 |
| Assets under custody | 249.56 | 478.08 | 892.66 |
| Direct deposits | -93.12 | 495.89 | 1,166.71 |
| TOTAL NET SALES | 464.41 | 2,436.48 | 2,232.92 |

figures in € million

| PFA NETWORK NET SALES | MAY 2017 | JAN - MAY 2017 | JAN - MAY 2016 |
|------------------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 308.40 | 1,452.96 | 183.72 |
| Assets under custody | 172.15 | 331.86 | 691.27 |
| Direct deposits | -44.92 | 431.22 | 1,050.53 |
| TOTAL NET SALES PFA NETWORK | 435.63 | 2,216.04 | 1,925.52 |

figures in € million

| TOTAL FINANCIAL ASSETS | MAY 2017 | DECEMBER 2016 | MAY 2016 |
|-------------------------------|---------------------|--------------------------|---------------------|
| Assets under management | 30,450.77 | 28,607.92 | 26,177.08 |
| Assets under custody | 13,987.23 | 13,077.69 | 13,259.07 |
| Direct deposits | 18,985.35 | 18,509.50 | 16,798.89 |
| TOTAL FINANCIAL ASSETS | 63,423.35 | 60,195.11 | 56,235.04 |

figures in € million

| PFA NETWORK TFA | MAY 2017 | DECEMBER 2016 | MAY 2016 |
|-------------------------|---------------------|--------------------------|---------------------|
| Assets under management | 29,940.13 | 28,105.21 | 25,679.06 |
| Assets under custody | 10,422.04 | 9,736.10 | 9,837.97 |
| Direct deposits | 14,004.67 | 13,593.01 | 12,391.13 |
| PFA NETWORK TFA | 54,366.85 | 51,434.32 | 47,908.16 |



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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