



SPAFID CONNECT

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Regolamentata
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Tipologia : REGEM
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Diffusione presunta
Oggetto : PR Total Net Sales June 2017

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales since the beginning of the year: **€ 2,892 million (+9% y/y)**, of which **Guided Products net sales: € 1,952 million (+17% y/y)**. **Guided products on AuM stock at 60% (+9 p.p. y/y)**
- June 2017 net sales: **€ 456 million (+9% y/y)**, of which **€ 296 million AuM (+112% y/y)**
- **Total financial assets Private: €24.0 billion (+22% y/y)**
- **Over 1,161,600 total customers (+7% y/y)**, of which 61,756 new customers acquired in the first half of the year (+4% y/y)

Milan, July 6th 2017

FinecoBank recorded total net sales of € 2,892 million since the beginning of 2017 (+9% y/y), of which € 1,758 million Asset under Management (4.6x compared to the first six months of 2016), € 481 million Asset under Custody and € 653 million direct depositions. "Guided products & services" net sales amounted at € 1,952 million (+17% y/y), increasing the penetration rate at 60% on total AuM compared to 51% in June 2016 and 56% in December 2016.

In June, net sales amounted at € 456 million (+9% y/y), with a continuous improvement in the asset mix with respect to 2016, as highlighted in the previous months. In June Asset under Management totaled € 296 million (+112% y/y). In June, taxes paid by customers amounted to € 258 million, confirming that Fineco is more and more used by its clients as primary bank.

Since the beginning of the year net sales through the network of personal financial advisors totaled € 2,643 million, +16% compared to last year.

In terms of customers' acquisition, since the beginning of the year 61,756 new clients have been acquired (+4% y/y), of which 9,378 in June. Total number of customers was close to 1,162,000 as of June 30th 2017, up 7% compared to June 2016.

Total Financial Assets were at € 63,627 million (+6% compared to December 2016 and +15% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 23,978 million, +22% compared to 2016.

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

"FinecoBank's total net sales in the first half of the year recorded a significant growth, both in terms of inflows and of asset mix. These results have been reached thanks to advanced advisory services, with our Network of Personal Financial Advisors able to better exploit Fineco's cyborg-advisory model. Customers continue to appreciate our approach based on transparency and our broad range of financial services offered through our "one-stop-solution", strengthening the sustainability of Fineco's business model in the long term."

figures in € million

TOTAL NET SALES	JUN 2017	JAN - JUN 2017	JAN - JUN 2016
Assets under management	295.71	1,758.22	313.16
Assets under custody	3.40	481.48	971.81
Direct deposits	156.89	652.78	1,364.61
TOTAL NET SALES	456.00	2,892.48	2,649.58

figures in € million

PFA NETWORK NET SALES	JUN 2017	JAN - JUN 2017	JAN - JUN 2016
Assets under management	292.69	1,745.65	327.85
Assets under custody	-3.78	328.08	753.47
Direct deposits	138.47	569.68	1,188.74
TOTAL NET SALES PFA NETWORK	427.38	2,643.42	2,270.05

figures in € million

TOTAL FINANCIAL ASSETS	JUN 2017	DEC 2016	JUN 2016
Assets under management	30,614.15	28,607.92	25,911.01
Assets under custody	13,870.23	13,077.69	12,687.87
Direct deposits	19,142.24	18,509.50	16,965.27
TOTAL FINANCIAL ASSETS	63,626.62	60,195.11	55,564.15

figures in € million

PFA NETWORK TFA	JUN 2017	DEC 2016	JUN 2016
Assets under management	30,104.55	28,105.21	25,432.68
Assets under custody	10,352.52	9,736.10	9,428.35
Direct deposits	14,143.14	13,593.01	12,529.87
PFA NETWORK TFA	54,600.21	51,434.32	47,390.90

figures in €

EXECUTED ORDERS	JUN 2017	JUN 2016
Equity Italy	6,685,204	7,073,200
<i>o/w internalized</i>	1,753,009	1,694,193
Equity US + other markets	1,468,264	1,497,319
Bond, derivatives, cfd, other	5,384,107	6,264,653
TOTAL EXECUTED ORDERS	13,537,575	14,835,172

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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Fine Comunicato n.1615-61

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