



SPAFID CONNECT

Informazione Regolamentata n. 1615-70-2017	Data/Ora Ricezione 07 Settembre 2017 09:34:50	MTA
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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN05 - Spolini
Tipologia : REGEM
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Diffusione presunta
Oggetto : PR - Total Net Sales August

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales in August 2017: **€ 441 million** (+92% y/y) of which **€ 281 million in AuM** (+69% y/y)
- Net sales since the beginning of the year: **€ 3,862 million** (+15% y/y), with continuous improvement in the asset mix (**€ 2,394 million in AuM**, +187% y/y)
- **Guided Products net sales in August 2017: € 271 million** (+22% y/y), **€ 2,561 million** (+3% y/y) since the beginning of the year. **Guided products on AuM stock at 61%** (+8 p.p. y/y)
- **Nearly 1,174,000 total customers** (+7% y/y), of which 6,851 new customers acquired in August (+15% y/y)

Milan, September 7th 2017

FinecoBank recorded total net sales of € 3,862 million since the beginning of 2017 (+15% y/y), of which € 2,394 million Asset under Management (+187% compared to the first eight months of 2016) equal to 62% on total net inflows, € 643 million Asset under Custody and € 824 million direct depos. Since the beginning of the year “Guided products & services” net sales amounted at € 2,561 million (+3% y/y), increasing the penetration rate at 61% on total AuM compared to 53% in August 2016 and 56% in December 2016.

In August, net sales amounted at € 441 million (+92% y/y), of which € 281 million in AuM (+69% y/y) confirming the continuous improvement in the asset mix with respect to 2016, as highlighted in the previous months.

Since the beginning of the year net sales through the network of personal financial advisors totaled € 3,531 million, +22% compared to last year.

Total Financial Assets were at € 64,507 million (+7% compared to December 2016 and +12% y/y).

In terms of customers’ acquisition, since the beginning of the year 77,932 new clients have been acquired (+6% y/y), of which 6,851 in August (+15% y/y). Total number of customers was nearly 1,174,000 as of August 31st 2017, up 7% compared to August 2016.

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

“In August total net sales recorded an extremely positive result and a strong increase compared to last year, confirming both the key contribution coming from organic growth and the continuous improvement of new inflows’ asset mix. These results, even more significant as they have been achieved in a month traditionally characterized by seasonality, confirm once again the excellent feedback by our customers towards advanced advisory solutions and the ability of our network of Personal Financial Advisors to fully exploit Fineco’s cyborg advisory model.”

figures in € million

TOTAL NET SALES	AUG 2017	JAN - AUG 2017	JAN - AUG 2016
Assets under management	280.74	2,394.37	834.52
Assets under custody	151.01	643.24	951.55
Direct deposits	9.32	824.13	1,574.21
TOTAL NET SALES	441.07	3,861.74	3,360.27

figures in € million

PFA NETWORK NET SALES	AUG 2017	JAN - AUG 2017	JAN - AUG 2016
Assets under management	281.01	2,377.89	848.98
Assets under custody	109.36	461.98	759.95
Direct deposits	7.95	691.15	1,291.52
TOTAL NET SALES PFA NETWORK	398.32	3,531.02	2,900.45

figures in € million

TOTAL FINANCIAL ASSETS	AUG 2017	DEC 2016	AUG 2016
Assets under management	30,930.67	28,607.92	27,344.60
Assets under custody	14,262.58	13,077.69	13,192.64
Direct deposits	19,313.67	18,509.50	17,175.41
TOTAL FINANCIAL ASSETS	64,506.93	60,195.11	57,712.64

figures in € million

PFA NETWORK TFA	AUG 2017	DEC 2016	AUG 2016
Assets under management	30,427.56	28,105.21	26,845.58
Assets under custody	10,685.44	9,736.10	9,827.52
Direct deposits	14,264.71	13,593.01	12,633.77
PFA NETWORK TFA	55,377.70	51,434.32	49,306.87



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.1615-70

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