



SPAFID CONNECT

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Regolamentata
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Tipologia : REGEM
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Diffusione presunta
Oggetto : Press Release - Total Net Sales November

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales in November 2017: **€ 280 million** (+34% y/y) net of customers' payment of taxes
- Guided products net sales in the month: **€ 749 million** (4.1x y/y)
- Net sales since the beginning of the year: **€ 4,970 million** (+20% y/y), with continuous improvement in the asset mix (**€ 3,420 million in AuM**, +136% y/y)
- **Guided products on AuM stock at 63%** (+7.7 p.p. y/y)
- **Almost 1,196,000 total customers** (+7% y/y), of which **9,840** new customers acquired in November (+10% y/y)

Milan, December 6th 2017

In November, net sales amounted at € 280 million (+34% y/y), net of € 296 million taxes paid by customers, confirming that Fineco is used by its clients as primary bank. Net sales in Asset under Management were at € 537 million, Asset under Custody totaled € 84 million and direct deposits amounted at € -342 million.

FinecoBank recorded total net sales of € 4,970 million since the beginning of 2017 (+20% y/y), confirming the continuous improvement in the asset mix with respect to 2016, as highlighted in the previous months: Asset under Management totaled € 3,420 million (+136% compared to the same period of 2016) equal to 69% on total net inflows, Asset under Custody amounted at € 590 million and direct deposes totaled € 960 million. Since the beginning of the year "Guided products & services" net sales amounted at € 3,975 million, increasing the penetration rate at 63% on total AuM compared to 56% in November 2016 and December 2016.

Since the beginning of the year net sales through the network of personal financial advisors reached € 4,607 million, +26% compared to last year.

Total Financial Assets were at € 66,218 million (+10% compared to December 2016 and +14% y/y).

In terms of customers' acquisition, since the beginning of the year 107,147 new clients have been acquired (+7% y/y), of which 9,840 in November (+10% y/y). Total number of customers was close to 1,196,000 as of November 30th 2017, up 7% compared to November 2016.

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

"The month of November confirms the trend of solid growth in total net sales with an asset mix extremely positive. A result recorded in a month seasonally characterized by the tax payment by our customers, confirming once again their use of Fineco as their primary bank because of the quality and range of services

offered. November has also registered a strong acceleration of AUM sales and of our advanced advisory solutions, increasingly appreciated by customers asking for a professional management of their assets. “.

figures in € million

TOTAL NET SALES	NOV 2017	JAN - NOV 2017	JAN - NOV 2016
Assets under management	537.2	3,420.1	1,452.2
Assets under custody	84.5	589.8	912.8
Direct deposits	-342.0	960.1	1,781.8
TOTAL NET SALES	279.7	4,970.0	4,146.8

figures in € million

PFA NETWORK NET SALES	NOV 2017	JAN - NOV 2017	JAN - NOV 2016
Assets under management	533.8	3,398.3	1,470.9
Assets under custody	50.6	399.2	690.4
Direct deposits	-290.8	809.6	1,480.7
TOTAL NET SALES PFA NETWORK	293.6	4,607.1	3,642.0

figures in € million

TOTAL FINANCIAL ASSETS	NOV 2017	DEC 2016	NOV 2016
Assets under management	32,485.7	28,607.9	27,757.0
Assets under custody	14,282.9	13,077.7	12,884.2
Direct deposits	19,449.7	18,509.5	17,383.6
TOTAL FINANCIAL ASSETS	66,218.3	60,195.1	58,024.8

figures in € million

PFA NETWORK TFA	NOV 2017	DEC 2016	NOV 2016
Assets under management	31,968.2	28,105.2	27,268.4
Assets under custody	10,723.9	9,736.1	9,575.9
Direct deposits	14,383.2	13,593.0	12,824.6
PFA NETWORK TFA	57,075.3	51,434.3	49,668.9



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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.1615-83

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