



SPAFID CONNECT

Informazione Regolamentata n. 1615-2-2018	Data/Ora Ricezione 08 Gennaio 2018 11:25:37	MTA
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Societa' : FINECOBANK
Identificativo : 97747
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN01 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 08 Gennaio 2018 11:25:37
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Diffusione presunta
Oggetto : FinecoBank PR total net sales December

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales in December 2017: **€ 988 million** (+11% y/y), of which Guided products net sales: **€ 584 million** (+42% y/y)
- 2017 Net sales: **€ 5,958 million** (+18% y/y), with continuous improvement in the asset mix (**€ 3,943 million** in AuM, +121% y/y)
- 2017 Net sales in Guided Products: **€ 4,559** (+18% y/y). Guided products on AuM stock at **64%** (+7.8 p.p. y/y)
- **Total financial assets Private: €25.9 billion** (+16% y/y)
- **Almost 1,200,000 total customers** (+7% y/y), of which 114,509 (+4% y/y) new customers acquired in the year 2017
- **25.8 million** of executed orders in 2017

Milan, January 8th 2018

In December, net sales amounted at € 988 million (+11% y/y). Net sales in Asset under Management were at € 523 million, Asset under Custody totaled € -25 million and direct deposits amounted at € 491 million.

In 2017, FinecoBank recorded total net sales of € 5,958 million (+18% y/y), confirming the continuous improvement in the asset mix with respect to 2016, as highlighted during the year: Asset under Management totaled € 3,943 million (+121% y/y) equal to 66% on total net inflows, Asset under Custody amounted at € 564 million and direct depositions totaled € 1,451 million. “Guided products & services” net sales amounted at € 4,559 million, increasing the penetration rate at 64% on total AuM compared to 56% in December 2016.

In 2017 net sales through the network of personal financial advisors reached € 5,404 million, +25% compared to 2016.

Total Financial Assets were at € 67,185 million (+12% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 25,886 million, +16% compared to 2016.

In terms of customers’ acquisition, since the beginning of the year 114,509 new clients have been acquired (+4% y/y), of which 7,362 in December (-22% y/y). Total number of customers was close to 1,200,000 as of December 31st 2017, up 7% compared to December 2016.

As regards to brokerage, 25.8 million orders were executed since the beginning of 2017, -7% y/y.

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

“In 2017 Fineco has further confirmed its sustainable growth path, reaching its best result ever in terms of total net sales. A record also enhanced by an outstanding result in term of asset mix, with best inflows ever towards our advanced advisory solutions, once again confirming the ability of our personal financial

advisors to meet our customers' financial planning needs. Furthermore, 2017 has been an important year for Fineco's positioning in the Private Banking segment, where we continue to grow at a strong pace".

figures in € million

TOTAL NET SALES	DEC 2017	JAN - DEC 2017	JAN - DEC 2016
Assets under management	522.6	3,942.7	1,782.0
Assets under custody	-25.5	564.3	346.7
Direct deposits	491.0	1,451.1	2,907.5
TOTAL NET SALES	988.1	5,958.1	5,036.2

figures in € million

PFA NETWORK NET SALES	DEC 2017	JAN - DEC 2017	JAN - DEC 2016
Assets under management	521.3	3,919.6	1,802.2
Assets under custody	-23.3	376.0	287.5
Direct deposits	299.3	1,108.9	2,248.5
TOTAL NET SALES PFA NETWORK	797.3	5,404.4	4,338.2

figures in € million

TOTAL FINANCIAL ASSETS	DEC 2017	DEC 2016
Assets under management	33,080.2	28,607.9
Assets under custody	14,163.6	13,077.7
Direct deposits	19,940.7	18,509.5
TOTAL FINANCIAL ASSETS	67,184.6	60,195.1

figures in € million

PFA NETWORK TFA	DEC 2017	DEC 2016
Assets under management	32,564.7	28,105.2
Assets under custody	10,639.7	9,736.1
Direct deposits	14,682.5	13,593.0
PFA NETWORK TFA	57,886.9	51,434.3

figures in €

EXECUTED ORDERS	DEC 2017	DEC 2016
Equity Italy	12,331,652	13,318,863
<i>o/w internalized</i>	<i>3,047,966</i>	<i>3,192,278</i>
Equity US + other markets	3,053,611	2,767,832
Bond, derivatives, cfd, other	10,426,964	11,726,439
TOTAL EXECUTED ORDERS	25,812,227	27,813,134

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.1615-2

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