



SPAFID CONNECT

Informazione Regolamentata n. 1615-34-2018	Data/Ora Ricezione 05 Aprile 2018 14:24:55	MTA
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Societa' : FINECOBANK
Identificativo : 101665
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN05 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 05 Aprile 2018 14:24:55
Data/Ora Inizio : 05 Aprile 2018 14:24:56
Diffusione presunta
Oggetto : PR - Total Net Sales march 2018

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales since the beginning of the year: **€ 1,659 million (+20% y/y)**, o/w **€ 728 million in AuM**. Guided products net sales: **€ 692 million**
- Net sales in March 2018: **€ 638 million**, o/w AuM at **52%**
- **Guided products on AuM stock at 65%** (+6 p.p. y/y)
- **Total financial assets Private: €26.1 billion** (+12% y/y)
- **Almost 1,220,000 total customers** (+7% y/y), of which **9,299** new customers acquired in March

Milan, April 5th 2018

FinecoBank recorded total net sales of € 1,659 million since the beginning of 2018 (+20% y/y). Asset under Management totaled € 728 million (-14% compared to the same period of 2017) equal to 44% on total net inflows, Asset under Custody amounted at € 248 million and direct depos totaled € 683 million. The mix is in line with the market volatility recorded these months. Since the beginning of the year “Guided products & services” net sales amounted at € 692 million, increasing the penetration rate at 65% on total AuM compared to 59% in March 2017 and to 64% in December 2017.

Since the beginning of the year net sales through the network of personal financial advisors reached € 1,530 million, +23% compared to last year.

In March, we confirm very strong net sales amounting at € 638 million (-3% y/y). Net sales in Asset under Management were at € 330 million, Asset under Custody totaled € 182 million and direct deposits amounted at € 126 million.

Total Financial Assets were at € 68,050 million (+1% compared to December 2017 and +9% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 26,109 million, +12% compared to 2017.

Total number of customers was almost 1,220,000 as of March 31st 2018, up 7% compared to the same period of 2017. Since the beginning of the year 29,922 new clients have been acquired, of which 9,299 in March.

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

“Total net sales in the first quarter recorded a strong growth compared to 2017, thanks to a diversified business model and to an offer able to meet all customers’ financial needs. The first months of the year, which saw an increase in volatility compared to 2017, confirmed very solid inflows for Fineco. In this market scenario, the role of our Financial Advisors and Private Bankers becomes even more important, as they continue to help customers in their financial planning needs, supported by the Bank’s technologically advanced tools”.

figures in € million

TOTAL NET SALES	MAR 2018	JAN - MAR 2018	JAN - MAR 2017
Assets under management	329.7	727.8	846.4
Assets under custody	182.4	248.4	457.5
Direct deposits	126.0	682.9	76.2
TOTAL NET SALES	638.1	1,659.1	1,380.1

figures in € million

PFA NETWORK NET SALES	MAR 2018	JAN - MAR 2018	JAN - MAR 2017
Assets under management	333.1	725.1	839.8
Assets under custody	153.3	182.2	318.8
Direct deposits	80.8	622.4	87.3
TOTAL NET SALES PFA NETWORK	567.2	1,529.7	1,246.0

figures in € million

TOTAL FINANCIAL ASSETS	MAR 2018	DEC 2017	MAR 2017
Assets under management	33,061.6	33,080.2	29,742.0
Assets under custody	14,364.8	14,163.6	13,894.5
Direct deposits	20,623.6	19,940.7	18,565.6
TOTAL FINANCIAL ASSETS	68,050.0	67,184.6	62,202.1

figures in € million

PFA NETWORK TFA	MAR 2018	DEC 2017	MAR 2017
Assets under management	32,564.7	32,564.7	29,230.9
Assets under custody	10,836.5	10,639.7	10,333.6
Direct deposits	15,304.9	14,682.5	13,660.5
PFA NETWORK TFA	58,706.1	57,886.9	53,225.1



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.1615-34

Numero di Pagine: 5