



# SPAFID CONNECT

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| Informazione<br>Regolamentata n.<br>1615-56-2018 | Data/Ora Ricezione<br>06 Giugno 2018<br>13:07:37 | MTA |
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Societa' : FINECOBANK  
Identificativo : 104881  
Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN01 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 06 Giugno 2018 13:07:37  
Data/Ora Inizio : 06 Giugno 2018 13:07:38  
Diffusione presunta  
Oggetto : FINECOBANK PR TOTAL NET SALES  
MAY 2018

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- Net sales since the beginning of the year: **€ 2,922 million** (+20% y/y), o/w **€ 1,262 million in AuM**.
- Guided products net sales since the beginning of the year: **€ 1,046 million. Guided products on AuM stock at 64%** (+5 p.p. y/y)
- Net sales in May 2018: **€ 686 million** (+48% y/y), o/w AuM at **38%**
- New service **Plus** very welcomed by our clients: **€ 896 million** at the end of May 2018
- **Almost 1,233,000 total customers** (+7% y/y), of which **10,131** new customers acquired in May

### *Milan, June 6<sup>th</sup> 2018*

FinecoBank recorded total net sales of € 2,922 million since the beginning of 2018 (+20% y/y). Asset under Management totaled € 1,262 million (-17% compared to the same period of 2017) equal to 43% on total net inflows, Asset under Custody amounted at € 565 million and direct depositions totaled € 1,095 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 € 1,046 million, of which Plus € 896 million. Penetration rate at 64% on total AuM compared to 59% in May 2017 and to 63% in December 2017.

Since the beginning of the year net sales through the network of personal financial advisors reached € 2,648 million, +20% compared to last year.

In May, we confirm very solid net sales amounting at € 686 million (+48% y/y). Net sales in Asset under Management were at € 264 million, Asset under Custody totaled € 573 million and direct depositions amounted at € -150 million.

Total Financial Assets were at € 69,411 million (+3% compared to December 2017 and +9% y/y).

Total number of customers was almost 1,233,000 as of May 31<sup>st</sup> 2018, up 7% compared to the same period of 2017. Since the beginning of the year 47,773 new clients have been acquired, of which 10,131 in May.

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

*“Total net sales were once again solid in May, despite a complex market phase characterized by high volatility. A result confirming the strength of a very diversified model, able to catch the trends in place that are shaping Italian society: the growing request for a professional management of customers’ asset and the growing digitalization. Very appreciated Fineco Plus, the new global advisory platform, the evolution of cyborg-advisory model that maximizes the use of technology at the service of financial advisors”.*

figures in € million

| <b>TOTAL NET SALES</b>  | <b>MAY<br/>2018</b> | <b>JAN - MAY<br/>2018</b> | <b>JAN - MAY<br/>2017</b> |
|-------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 263.6               | 1,262.4                   | 1,515.3                   |
| Assets under custody    | 573.0               | 565.0                     | 418.5                     |
| Direct deposits         | -150.2              | 1,095.1                   | 502.7                     |
| <b>TOTAL NET SALES</b>  | <b>686.4</b>        | <b>2,922.5</b>            | <b>2,436.5</b>            |

figures in € million

| <b>PFA NETWORK NET SALES</b>       | <b>MAY<br/>2018</b> | <b>JAN - MAY<br/>2018</b> | <b>JAN - MAY<br/>2017</b> |
|------------------------------------|---------------------|---------------------------|---------------------------|
| Assets under management            | 265.1               | 1,259.3                   | 1,505.8                   |
| Assets under custody               | 409.3               | 391.3                     | 272.2                     |
| Direct deposits                    | -78.2               | 997.5                     | 438.0                     |
| <b>TOTAL NET SALES PFA NETWORK</b> | <b>596.2</b>        | <b>2,648.2</b>            | <b>2,216.0</b>            |

figures in € million

| <b>TOTAL FINANCIAL ASSETS</b> | <b>MAY<br/>2018</b> | <b>DEC<br/>2017</b> | <b>MAY<br/>2017</b> |
|-------------------------------|---------------------|---------------------|---------------------|
| Assets under management       | 34,403.9            | 33,562.8            | 30,900.6            |
| Assets under custody          | 13,971.0            | 13,681.1            | 13,541.5            |
| Direct deposits               | 21,035.8            | 19,940.7            | 18,981.3            |
| <b>TOTAL FINANCIAL ASSETS</b> | <b>69,410.7</b>     | <b>67,184.6</b>     | <b>63,423.4</b>     |

figures in € million

| <b>PFA NETWORK TFA</b>  | <b>MAY<br/>2018</b> | <b>DEC<br/>2017</b> | <b>MAY<br/>2017</b> |
|-------------------------|---------------------|---------------------|---------------------|
| Assets under management | 33,901.9            | 33,047.3            | 30,390.0            |
| Assets under custody    | 10,404.4            | 10,157.1            | 9,976.3             |
| Direct deposits         | 15,680.1            | 14,682.5            | 14,000.6            |
| <b>PFA NETWORK TFA</b>  | <b>59,986.3</b>     | <b>57,886.9</b>     | <b>54,366.8</b>     |

Please note that starting from May 2018, AuC and Deposits under advisory services Advice and Plus (AuC 567mn, o/w net sales 91mn) have been reclassified within AuM in order to have a better representation of the advisory nature of the services Advice and Plus. Data reported for 2017 have been reclassified for comparative purposes.



## **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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