



SPAFID CONNECT

Informazione Regolamentata n. 1615-60-2018	Data/Ora Ricezione 05 Luglio 2018 15:45:13	MTA
--	--	-----

Societa' : FINECOBANK
Identificativo : 105991
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN05 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 05 Luglio 2018 15:45:13
Data/Ora Inizio : 05 Luglio 2018 15:45:14
Diffusione presunta
Oggetto : PR - June Total Net Sales

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net sales in June 2018: **€ 674 million** (+48% y/y), of which AuM at **€ 312 million** (+5% y/y)
- Net sales since the beginning of the year: **€ 3,596 million** (+24% y/y), of which **44% AuM**
- Guided products net sales since the beginning of the year: **€ 1,417 million**, of which **€ 371 million** in June (+25% a/a). **Guided products on AuM stock at 64%** (+5 p.p. y/y)
- Total Financial Assets related to Private segment: **€ 27.0 billion** (+13% y/y)
- **Over 1,240,000 total customers** (+7% y/y), of which **10,766** new customers acquired in June (+15% y/y)
- **14.4 million** of executed orders in the first half 2018 (+6% y/y)

Milan, July 5th 2018

In June, we confirm very solid net sales amounting at € 674 million (+48% y/y). Net sales in Asset under Management were at € 312 million, Asset under Custody totaled € 430 million and direct deposits amounted at € -68 million. Direct deposits in June are affected by the typical seasonality related to taxes paid by customers confirming that Fineco is more and more used by its clients as primary bank. In June 2018 these taxes amounted to € 186 million and additional € 113 million will affect July net inflows given the date July 2nd. Please remind that taxes paid by customers in June 2017 amounted to € 258 million.

FinecoBank recorded total net sales of € 3,596 million since the beginning of 2018 (+24% y/y) with a mix in line with the market volatility recorded these months: Asset under Management totaled € 1,574 million (-13% compared to the first half of 2017), Asset under Custody amounted at € 995 million and direct deposits totaled € 1,027 million. Since the beginning of the year “Guided products & services” net sales amounted at € 1,417 million and the new Plus service is very appreciated by clients reaching € 1,688 million since its recent launch. Penetration rate of Guided Products increased at 64% on total AuM compared to 59% in June 2017 and to 63% in December 2017.

Since the beginning of the year net sales through the network of personal financial advisors reached € 3,237 million, +22% compared to last year.

Total Financial Assets were at € 69,830 million (+4% compared to December 2017 and +10% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 26,992 million, +13% compared to 2017.

Since the beginning of the year 58,539 new clients have been acquired, of which 10,766 in June (+15% y/y). Total number of customers was over 1,240,000 as of June 30th 2018, up 7% compared to the same period of 2017.

As regards to brokerage, 14.4 million orders were executed in the first half of the year, +6% y/y.

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

“Total net sales were robust also in June, confirming on the one hand the solidness of a very diversified business model and of a strategy based on organic growth, and on the other hand the ability of our personal advisers to answer customers’ needs with advanced advisory. These results are in line with a scenario where Fineco is exploiting the two trends shaping the Italian society: digitalization and financial advisory request. A trend that in June is confirmed by a further acceleration of new inflows into advanced advisory solutions. In this scenario, the strengthening of Fineco’s Private Banking segment confirms the perfect mix of evolved financial advisory with advanced technological services. “

figures in € million

TOTAL NET SALES	JUN 2018	JAN - JUN 2018	JAN - JUN 2017
Assets under management	311.7	1,574.1	1,809.7
Assets under custody	430.2	995.1	422.3
Direct deposits	-68.3	1,026.8	660.4
TOTAL NET SALES	673.6	3,596.1	2,892.5

figures in € million

PFA NETWORK NET SALES	JUN 2018	JAN - JUN 2018	JAN - JUN 2017
Assets under management	315.3	1,574.6	1,797.2
Assets under custody	317.5	708.8	268.9
Direct deposits	-44.2	953.3	577.3
TOTAL NET SALES PFA NETWORK	588.6	3,236.8	2,643.4

figures in € million

TOTAL FINANCIAL ASSETS	JUN 2018	DEC 2017	JUN 2017
Assets under management	34,496.2	33,562.8	31,058.6
Assets under custody	14,366.5	13,681.1	13,429.0
Direct deposits	20,967.6	19,940.7	19,139.0
TOTAL FINANCIAL ASSETS	69,830.2	67,184.6	63,626.6

figures in € million

PFA NETWORK TFA	JUN 2018	DEC 2017	JUN 2017
Assets under management	34,000.8	33,047.3	30,549.0
Assets under custody	10,702.2	10,157.1	9,911.3
Direct deposits	15,635.8	14,682.5	14,139.9
PFA NETWORK TFA	60,338.8	57,886.9	54,600.2

figures in €

EXECUTED ORDERS	JUN 2018	JUN 2017
Equity Italy	6,785,314	6,685,204
<i>o/w internalized</i>	<i>1,645,055</i>	<i>1,753,009</i>
Equity US + other markets	1,889,227	1,468,264
Bond, derivatives, cfd, other	5,732,734	5,384,385
TOTAL EXECUTED ORDERS	14,407,275	13,537,853

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

Contacts:

Fineco - *Media Relations*

Tel.: +39 02 2887 2256

mediarelations@finecobank.com

Fineco - *Investor Relations*

Tel. +39 02 2887 3295

investors@finecobank.com

Barabino & Partners

Tel. +39 02 72023535

Emma Ascani

e.ascani@barabino.it

+39 335 390 334

Tommaso Filippi

t.filippi@barabino.it

+39 366 644 4093

Fine Comunicato n.1615-60

Numero di Pagine: 5