



# SPAFID CONNECT

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Regolamentata  
Nome utilizzatore : FINECOBANKN05 - Spolini  
Tipologia : REGEM  
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Diffusione presunta  
Oggetto : PR July Total Net Sales

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- Net sales in July 2018: **€ 499 million** (+16% y/y net of clients' taxes)
- Net sales since the beginning of the year: **€ 4,095 million** (+20% y/y), of which **43% AuM**
- **Guided products on AuM stock at 65%** (+5 p.p. y/y)
- Total Financial Assets: **€ 70.9 billion** (+10% y/y)
- Total Assets managed by Fineco Asset Management: **€ 6.7 billion**, of which **€ 6.5 billion** retail class
- **Almost 1,250,000 total customers** (+7% y/y), of which **67,388** new customers acquired since the beginning of the year

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

In July, we confirm very solid net sales amounting to € 499 million (-6% y/y). As announced last month, we highlight that the comparison with the previous year is affected by -€ 113 million related to taxes paid by customers with date July 2<sup>nd</sup>, that last year were accounted in June. Net of this item, net sales would increase by +16% y/y.

Net sales in Asset under Management were at € 183 million, Asset under Custody totaled € 106 million and direct deposits amounted at € 210 million.

FinecoBank recorded total net sales of € 4,095 million since the beginning of 2018 (+20% y/y) with a mix in line with the market volatility recorded these months: Asset under Management totaled € 1,757 million, Asset under Custody amounted at € 1,101 million and direct depositions totaled € 1,237 million.

Since the beginning of the year "Guided products & services" net sales amounted at € 1,701 million and the new Plus service is very appreciated by clients reaching € 2,110 million since its recent launch. Penetration rate of Guided Products increased at 65% on total AuM compared to 60% in July 2017 and to 63% in December 2017.

Since the beginning of the year net sales through the network of personal financial advisors reached € 3,669 million, +17% compared to last year.

Total Financial Assets were at € 70,861 million (+5% compared to December 2017 and +10% y/y).

We remind that, starting from July 2<sup>nd</sup> 2018, Fineco Asset Management is fully operating and at July 31<sup>st</sup>, 2018 it managed € 6.7 billion of assets, of which € 6.5 billion retail class and around € 0.2 billion institutional class.

Since the beginning of the year 67,388 new clients have been acquired (-5% y/y), of which 8,799 in July. Total number of customers was almost 1,250,000 as of July 31<sup>st</sup> 2018, up 7% compared to the same period of 2017.

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

*“The second half of the year opens with solid inflows, thanks to a diversified business model and to the ability of our Personal Financial Advisor to support customers in a financial planning increasingly advanced and aware. An element of high relevance also in the most complex market phases. These results confirm once again the appreciation for the ‘one-stop-solution’ model adopted by Fineco, increasingly used by customers as their main bank for all of their financial needs”.*

*figures in € million*

<b>TOTAL NET SALES</b>	<b>JUL 2018</b>	<b>JAN - JUL 2018</b>	<b>JAN - JUL 2017</b>
Assets under management	182.8	1,756.9	2,171.1
Assets under custody	105.8	1,100.9	425.7
Direct deposits	210.5	1,237.3	823.9
<b>TOTAL NET SALES</b>	<b>499.1</b>	<b>4,095.2</b>	<b>3,420.7</b>

*figures in € million*

<b>PFA NETWORK NET SALES</b>	<b>JUL 2018</b>	<b>JAN - JUL 2018</b>	<b>JAN - JUL 2017</b>
Assets under management	182.3	1,757.0	2,154.3
Assets under custody	82.1	790.9	286.0
Direct deposits	167.7	1,121.0	692.3
<b>TOTAL NET SALES PFA NETWORK</b>	<b>432.1</b>	<b>3,668.9</b>	<b>3,132.7</b>

*figures in € million*

<b>TOTAL FINANCIAL ASSETS</b>	<b>JUL 2018</b>	<b>DEC 2017</b>	<b>JUL 2017</b>
Assets under management	35,035.6	33,562.8	31,270.9
Assets under custody	14,647.3	13,681.1	13,591.4
Direct deposits	21,178.1	19,940.7	19,302.5
<b>TOTAL FINANCIAL ASSETS</b>	<b>70,861.0</b>	<b>67,184.6</b>	<b>64,164.8</b>

figures in € million

<b>PFA NETWORK TFA</b>	<b>JUL 2018</b>	<b>DEC 2017</b>	<b>JUL 2017</b>
Assets under management	34,532.9	33,047.3	30,761.9
Assets under custody	10,927.2	10,157.1	10,058.1
Direct deposits	15,803.5	14,682.5	14,254.9
<b>PFA NETWORK TFA</b>	<b>61,263.6</b>	<b>57,886.9</b>	<b>55,075.0</b>

### **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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