



# SPAFID CONNECT

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Nome utilizzatore : FINECOBANKN01 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 06 Settembre 2018 16:23:07  
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Diffusione presunta  
Oggetto : PR TOTAL NET SALES AUGUST 2018

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- Net sales since the beginning of the year: **€ 4,452 million** (+15% y/y), of which **42% AuM**
- Net sales in August 2018: **€ 357 million** (-3% y/y net of clients' taxes)
- **Guided products on AuM stock at 65%** (+5 p.p. y/y)
- Total Financial Assets: **€ 70.4 billion** (+9% y/y)
- Total Assets managed by Fineco Asset Management: **€ 8.6 billion**, of which **€ 6.5 billion** retail class
- **Over 1,251,000 total customers** (+7% y/y), of which **73,995** new customers acquired since the beginning of the year

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

FinecoBank recorded total net sales of € 4,452 million since the beginning of 2018 (+15% y/y) with a mix in line with a more complex market environment compared to the previous year: Asset under Management totaled € 1,858 million, Asset under Custody amounted at € 1,326 million and direct depositions totaled € 1,269 million.

Since the beginning of the year "Guided products & services" net sales amounted to € 1,862 million and the new Plus service is very appreciated by clients reaching € 2,299 million since its recent launch. Penetration rate of Guided Products increased at 65% on total AuM compared to 60% in August 2017 and to 63% in December 2017.

In August, net sales amounting to € 357 million: taxes paid by customers strongly affected direct depositions (€221 million, +€ 66 million y/y), mainly related to double tax deadline on income taxes and VAT. Net of taxes, in August net sales would result slightly lower compared to last year (-3% y/y).

Net sales in Asset under Management were at € 101 million, Asset under Custody totaled € 224 million and direct depositions amounted at € 32 million.

Since the beginning of the year net sales through the network of personal financial advisors reached € 3,990 million, +13% compared to last year.

Total Financial Assets were at € 70,409 million (+5% compared to December 2017 and +9% y/y).

Fineco Asset Management managed € 8.6 billion of assets, of which € 6.5 billion retail class and around € 2.1 billion institutional class as of August 31<sup>st</sup>, 2018.

Total number of customers exceeded 1,251,000 as of August 31<sup>st</sup> 2018, up 7% compared to the same period of 2017. Since the beginning of the year 73,995 new clients have been acquired of which 6,657 in August (-3% y/y).

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

*“In a month traditionally characterized by seasonality, total net sales in August have been very solid, confirming FinecoBank’s diversified and well balanced business model.*

*Moreover, we point out that Fineco’s ‘one-stop-solution’ approach is increasingly appreciated by our customers, who trust our Bank for managing all their financial needs”.*

*figures in € million*

<b>TOTAL NET SALES</b>	<b>AUG 2018</b>	<b>JAN - AUG 2018</b>	<b>JAN - AUG 2017</b>
Assets under management	101.4	1,858.3	2,458.6
Assets under custody	223.6	1,324.6	569.4
Direct deposits	31.5	1,268.8	833.8
<b>TOTAL NET SALES</b>	<b>356.5</b>	<b>4,451.7</b>	<b>3,861.7</b>

*figures in € million*

<b>PFA NETWORK NET SALES</b>	<b>AUG 2018</b>	<b>JAN - AUG 2018</b>	<b>JAN - AUG 2017</b>
Assets under management	102.8	1,859.8	2,442.1
Assets under custody	162.8	953.7	388.1
Direct deposits	55.8	1,176.7	700.8
<b>TOTAL NET SALES PFA NETWORK</b>	<b>321.3</b>	<b>3,990.2</b>	<b>3,531.0</b>

*figures in € million*

<b>TOTAL FINANCIAL ASSETS</b>	<b>AUG 2018</b>	<b>DEC 2017</b>	<b>AUG 2017</b>
Assets under management	34,927.8	33,562.8	31,386.3
Assets under custody	14,271.6	13,681.1	13,808.2
Direct deposits	21,209.6	19,940.7	19,312.4
<b>TOTAL FINANCIAL ASSETS</b>	<b>70,409.0</b>	<b>67,184.6</b>	<b>64,506.9</b>

*figures in € million*

<b>PFA NETWORK TFA</b>	<b>AUG 2018</b>	<b>DEC 2017</b>	<b>AUG 2017</b>
Assets under management	34,429.4	33,047.3	30,883.2
Assets under custody	10,629.8	10,157.1	10,231.0
Direct deposits	15,859.3	14,682.5	14,263.5
<b>PFA NETWORK TFA</b>	<b>60,918.5</b>	<b>57,886.9</b>	<b>55,377.7</b>



B A N K

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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