



# SPAFID CONNECT

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

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- Net sales since the beginning of the year: **€ 4,780 million** (+15% y/y), of which **40% AuM**
- Net sales in September 2018: **€ 329 million** (+5% y/y), of which Guided Products: **€ 199 million** (+18% y/y)
- Guided products on AuM stock at **66%** (+5 p.p. y/y)
- Total Financial Assets: **€ 70.9 billion** (+8% y/y)
- Total Assets managed by Fineco Asset Management: **€ 8.9 billion**, of which **€ 6.4 billion** retail class
- Total Financial Assets related to Private segment: **€ 27.5 billion** (+10% y/y)
- Almost **1,260,000** total customers (+7% y/y), of which **82,376** new customers acquired since the beginning of the year

### *Milan, October 4<sup>th</sup> 2018*

FinecoBank recorded total net sales of € 4,780 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 € 1,934 million, Asset under Custody amounted at € 1,251 million and direct deposits totaled € 1,595 million.

Since the beginning of the year “Guided products & services” net sales amounted at € 2,061 million and the new Plus service is very appreciated by clients reaching € 2,891 million since its recent launch. Penetration rate of Guided Products increased at 66% on total AuM compared to 60% in September 2017 and to 63% in December 2017.

In September, we confirm very solid net sales amounting at € 329 million (+5% y/y). Net sales in Asset under Management were at € 76 million, Asset under Custody totaled € -74 million and direct deposits amounted at € 326 million. Guided Products net sales amounted to € 199 million.

Since the beginning of the year net sales through the network of personal financial advisors reached € 4,255 million.

Total Financial Assets were at € 70,861 million (+5% compared to December 2017 and +8% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 27,474 million, +10% compared to 2017.

Fineco Asset Management managed € 8.9 billion of assets, of which € 6.4 billion retail class and around € 2.5 billion institutional class as of September 30<sup>th</sup>, 2018.

Since the beginning of the year 82,376 new clients have been acquired, of which 8,381 in September. Total number of customers was almost 1,260,000 as of September 30<sup>th</sup> 2018, up 7% compared to the same period of 2017.

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

*“In the month of September, Fineco delivers a growing result, confirming the attractiveness of Fineco thanks to a solid and diversified business model. This result is particularly relevant as achieved in a month characterized by seasonality and a complex market phase. A context which confirms the ability of our Financial Advisors to support customers and to manage their emotionality, very appreciated especially by private clients, as confirmed by the growing strengthening of Private Banking segment”.*

*figures in € million*

<b>TOTAL NET SALES</b>	<b>SEP 2018</b>	<b>JAN - SEP 2018</b>	<b>JAN - SEP 2017</b>
Assets under management	76.1	1,934.5	2,570.9
Assets under custody	-73.8	1,250.8	407.8
Direct deposits	326.1	1,595.0	1,195.1
<b>TOTAL NET SALES</b>	<b>328.5</b>	<b>4,780.2</b>	<b>4,173.7</b>

*figures in € million*

<b>PFA NETWORK NET SALES</b>	<b>SEP 2018</b>	<b>JAN - SEP 2018</b>	<b>JAN - SEP 2017</b>
Assets under management	78.0	1,937.8	2,555.3
Assets under custody	-88.5	865.2	266.0
Direct deposits	275.7	1,452.4	991.2
<b>TOTAL NET SALES PFA NETWORK</b>	<b>265.2</b>	<b>4,255.4</b>	<b>3,812.5</b>

*figures in € million*

<b>TOTAL FINANCIAL ASSETS</b>	<b>SEP 2018</b>	<b>DEC 2017</b>	<b>SEP 2017</b>
Assets under management	34,929.7	33,562.8	31,797.3
Assets under custody	14,395.1	13,681.1	13,883.8
Direct deposits	21,535.7	19,940.7	19,673.7
<b>TOTAL FINANCIAL ASSETS</b>	<b>70,860.6</b>	<b>67,184.6</b>	<b>65,354.8</b>

*figures in € million*

<b>PFA NETWORK TFA</b>	<b>SEP 2018</b>	<b>DEC 2017</b>	<b>SEP 2017</b>
Assets under management	34,434.2	33,047.3	31,287.8
Assets under custody	10,702.7	10,157.1	10,296.7
Direct deposits	16,134.9	14,682.5	14,553.8
<b>PFA NETWORK TFA</b>	<b>61,271.8</b>	<b>57,886.9</b>	<b>56,138.3</b>

**FinecoBank**

FinecoBank, the multichannel bank of the UniCredit Group, is one of the most important FinTech banks in Europe. It offers from a single account banking, credit, trading and investment services through transactional and advisory platform developed with proprietary technologies, and combined with one of the largest financial advisory network in Italy. Fineco is a bank leader in brokerage in Europe, and one of the most important player in Private Banking in Italy, offering tailor-made advisory services. Since 2017, FinecoBank is also in UK with an offer focused on brokerage and banking services.

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