



SPAFID CONNECT

| | | |
|--|--|-----|
| Informazione Regolamentata n. 1615-81-2018 | Data/Ora Ricezione 06 Dicembre 2018 15:22:16 | MTA |
|--|--|-----|

Societa' : FINECOBANK
Identificativo : 111660
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN05 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 06 Dicembre 2018 15:22:16
Data/Ora Inizio : 06 Dicembre 2018 15:22:17
Diffusione presunta
Oggetto : PR - Total Net Sales November 2018

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net Sales since the beginning of the year: **€ 5,425 million** (+9% y/y)
- Net sales in November 2018: **€ 205 million**, -9% y/y not considering customers' payment of taxes (equal to **€ 317 million**, +7% y/y, confirming a continuous improvement in the quality of our clients)
- **Asset mix more skewed towards AuM** thanks to a new generation of products and advanced advisory services recently launched (**Plus and Core Multiramo Target**)
- Total Financial Assets: **€ 69.8 billion** (+5% y/y)
- Guided products on AuM stock at **66%** (+4 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 10.3 billion**, of which **€ 6.2 billion** retail class
- Almost **1,274,000** total customers (+7% y/y), of which **9,709** new customers acquired in November

Milan, December 6th 2018

Solid November net sales despite the typical seasonality related to taxes paid by customers. Net sales in the month at € 205 million, -9% y/y not considering € 317 million related to taxes paid by customers, up +7% y/y confirming a continuous improvement in the quality of our clients that more and more chose Fineco as primary bank.

Asset mix more skewed towards Asset under Management thanks to the launch of a new generation of products and services coherent with current market phase (Plus and Core Multiramo Target). Asset under Management totaled € 174 million, Asset under Custody amounted at € 139 million and direct depos totaled € -108 million. "Guided products and services" amounted at € 312 million in the month.

FinecoBank recorded total net sales of € 5,425 million since the beginning of 2018 (+9% y/y): Asset under Management totaled € 2,108 million, Asset under Custody amounted at € 1,743 million and direct depos totaled € 1,574 million.

Since the beginning of the year "Guided products & services" net sales amounted at € 2,542 million and the new Plus service is very appreciated by clients reaching € 3,867 million in few months since its launch. Penetration rate of Guided Products increased at 66% on total AuM compared to 63% in November 2017 and December 2017.

Since the beginning of the year net sales through the network of personal financial advisors reached € 4,831 million (+5% y/y).

Total Financial Assets were at € 69,790 million (+5% compared to November 2017 and +4% compared to December 2017).

Fineco Asset Management managed € 10.3 billion of assets, of which € 6.2 billion retail class and around €4.1 billion institutional class as of November 30th, 2018.

Since the beginning of the year 104,675 new clients have been acquired, of which 9,709 in November substantially aligned with the previous year. Total number of customers was almost 1,274,000 as of November 30th 2018, up 7% compared to the same period of 2017.

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

“Fineco recorded very satisfying figures also in November, in a month where the seasonality linked to the tax payments highlights an improvement in the quality and loyalty of customers, that increasingly use Fineco as primary bank. In particular, the asset mix benefits from the recent launch of a new generation of advanced advisory products and services, which records an increasing interest by our customers. An interest confirming the ability of Fineco and its advisors to offer solutions which meet their financial needs.”

figures in € million

| TOTAL NET SALES | NOV 2018 | JAN - NOV 2018 | JAN - NOV 2017 |
|-------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 174.1 | 2,107.9 | 3,494.2 |
| Assets under custody | 139.0 | 1,742.6 | 504.8 |
| Direct deposits | -107.6 | 1,574.0 | 971.0 |
| TOTAL NET SALES | 205.5 | 5,424.5 | 4,970.0 |

figures in € million

| PFA NETWORK NET SALES | NOV 2018 | JAN - NOV 2018 | JAN - NOV 2017 |
|------------------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 176.5 | 2,115.9 | 3,472.4 |
| Assets under custody | 83.3 | 1,224.8 | 314.2 |
| Direct deposits | -78.4 | 1,490.0 | 820.5 |
| TOTAL NET SALES PFA NETWORK | 181.3 | 4,830.8 | 4,607.1 |

figures in € million

| TOTAL FINANCIAL ASSETS | NOV 2018 | DEC 2017 | NOV 2017 |
|-------------------------------|-----------------|-----------------|-----------------|
| Assets under management | 34,146.6 | 33,562.8 | 32,959.9 |
| Assets under custody | 14,147.2 | 13,681.1 | 13,808.7 |
| Direct deposits | 21,496.5 | 19,940.7 | 19,449.7 |
| TOTAL FINANCIAL ASSETS | 69,790.3 | 67,184.6 | 66,218.3 |

figures in € million

| PFA NETWORK TFA | NOV 2018 | DEC 2017 | NOV 2017 |
|-------------------------|-----------------|-----------------|-----------------|
| Assets under management | 33,676.9 | 33,047.3 | 32,442.4 |
| Assets under custody | 10,552.5 | 10,157.1 | 10,249.7 |
| Direct deposits | 16,172.6 | 14,682.5 | 14,383.2 |
| PFA NETWORK TFA | 60,402.0 | 57,886.9 | 57,075.3 |

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.

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.1615-81

Numero di Pagine: 5