



# SPAFID CONNECT

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| Informazione<br>Regolamentata n.<br>1615-2-2019 | Data/Ora Ricezione<br>08 Gennaio 2019<br>13:09:01 | MTA |
|---|---|-----|

Societa' : FINECOBANK  
Identificativo : 112657  
Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN01 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 08 Gennaio 2019 13:09:01  
Data/Ora Inizio : 08 Gennaio 2019 13:09:02  
Diffusione presunta  
Oggetto : PR Total Net Sales December 2018

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- **2018 net sales best result ever at € 6,222 million (+4% y/y)** despite the complex market scenario
- Net sales in December at **€ 797 million**, of which net sales in Guided Products and services **€ 223 million**
- Total Financial Assets: **€ 69.3 billion (+3% y/y)**
- Guided products on AuM stock at **67% (+4 p.p. y/y)**
- Total Assets managed by Fineco Asset Management: **€ 10.0 billion**, of which **€ 6.0 billion** retail class
- Almost **1,280,000** total customers (+6% y/y), of which **111,541** new customers acquired in 2018
- **25.9 million** of executed orders in 2018

*Milan, January 8<sup>th</sup> 2019*

Despite the complex market scenario, in 2018 FinecoBank achieved best result ever in terms of net sales: € 6,222 million (+4% y/y), with high quality inflows gathered without short-term commercial incentives. The net sales mix was coherent with a more complex market environment compared to the previous year: Asset under Management totaled € 2,263 million, Asset under Custody amounted at € 1,830 million and direct depositions totaled € 2,128 million.

Since the beginning of the year “Guided products & services” net sales amounted at € 2,766 million and the launch of a new generation of products and services is very appreciated by clients: Plus service reached € 4,243 million since its recent launch and Core Multiramo Target € 740 million. Penetration rate of Guided Products increased at 67% on total AuM compared to 63% in December 2017.

In December, we confirm solid net sales amounting at € 797 million (-19% y/y). Net sales in Asset under Management were at € 155 million, Asset under Custody totaled € 88 million and direct deposits amounted at € 554 million.

Since the beginning of the year net sales through the network of personal financial advisors reached € 5,453 million (+1% y/y).

Total Financial Assets were at € 69,333 million (+3% compared to December 2017). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 25,830 million, aligned to 2017.

Fineco Asset Management managed € 10.0 billion of assets, of which € 6.0 billion retail class and around €4.0 billion institutional class as of December 31<sup>st</sup>, 2018.

Since the beginning of the year 111,541 new clients have been acquired (-3% y/y), of which 6,866 in December. Total number of customers was almost 1,280,000 as of December 31<sup>st</sup> 2018, up 6% compared to 2017.

As regards to brokerage, 25.9 million orders were executed in 2018, in line with 2017.

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

*“In 2018 Fineco registered new record net sales. A great achievement for two main reasons: firstly, we have once again been able to gain the trust of our customers thanks to the quality of our services, without any aggressive commercial offers; secondly, this result was achieved in a very complex market scenario. A context in which our financial advisors confirm their professionalism and drive customers in a process of long-term financial planning. All these reasons allow us to look with optimism to 2019 challenges”.*

*figures in € million*

| <b>TOTAL NET SALES</b>  | <b>DEC<br/>2018</b> | <b>JAN - DEC<br/>2018</b> | <b>JAN - DEC<br/>2017</b> |
|-------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 155.0               | 2,262.9                   | 4,025.6                   |
| Assets under custody    | 87.8                | 1,830.4                   | 470.5                     |
| Direct deposits         | 554.2               | 2,128.2                   | 1,462.0                   |
| <b>TOTAL NET SALES</b>  | <b>797.0</b>        | <b>6,221.5</b>            | <b>5,958.1</b>            |

*figures in € million*

| <b>PFA NETWORK NET SALES</b>       | <b>DEC<br/>2018</b> | <b>JAN - DEC<br/>2018</b> | <b>JAN - DEC<br/>2017</b> |
|------------------------------------|---------------------|---------------------------|---------------------------|
| Assets under management            | 157.0               | 2,273.0                   | 4,002.5                   |
| Assets under custody               | 70.5                | 1,295.4                   | 282.1                     |
| Direct deposits                    | 395.0               | 1,885.0                   | 1,119.8                   |
| <b>TOTAL NET SALES PFA NETWORK</b> | <b>622.6</b>        | <b>5,453.3</b>            | <b>5,404.4</b>            |

*figures in € million*

| <b>TOTAL FINANCIAL ASSETS</b> | <b>DEC<br/>2018</b> | <b>DEC<br/>2017</b> |
|-------------------------------|---------------------|---------------------|
| Assets under management       | 33,484.7            | 33,562.8            |
| Assets under custody          | 13,779.0            | 13,681.1            |
| Direct deposits               | 22,068.9            | 19,940.7            |
| <b>TOTAL FINANCIAL ASSETS</b> | <b>69,332.6</b>     | <b>67,184.6</b>     |

figures in € million

| PFA NETWORK TFA         | DEC<br>2018     | DEC<br>2017     |
|-------------------------|-----------------|-----------------|
| Assets under management | 33,034.6        | 33,047.3        |
| Assets under custody    | 10,307.4        | 10,157.1        |
| Direct deposits         | 16,567.6        | 14,682.5        |
| <b>PFA NETWORK TFA</b>  | <b>59,909.6</b> | <b>57,886.9</b> |

| EXECUTED ORDERS               | Full Year 2018    | Full Year 2017    |
|-------------------------------|-------------------|-------------------|
| Equity Italy                  | 12,356,441        | 12,331,652        |
| <i>o/w internalized</i>       | <i>3,120,906</i>  | <i>3,047,966</i>  |
| Equity US + other markets     | 3,686,237         | 3,053,611         |
| Bond, derivatives, cfd, other | 9,884,220         | 10,426,964        |
| <b>TOTAL EXECUTED ORDERS</b>  | <b>25,926,898</b> | <b>25,812,227</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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