



SPAFID CONNECT

Informazione Regolamentata n. 1615-13-2019	Data/Ora Ricezione 07 Febbraio 2019 13:27:47	MTA
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Informazione
Regolamentata
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Tipologia : REGEM
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Diffusione presunta
Oggetto : Fineco PR-Total net sales January

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net Sales in January 2019: **€ 348** million
- **Asset mix more skewed towards AuM: AuM net sales 40%** on total net sales
- Total Financial Assets: **€ 71.3** billion (+5% y/y)
- Guided products on AuM stock at **67%** (+3 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 10.2 billion**, of which **€ 6.1 billion** retail class
- Almost **1,290,000** total customers (+6.5% y/y), of which **10,755** new customers acquired in January

Milan, February 7th 2019

High quality Net sales in the month, amounting at € 348 million, gathered without short-term commercial incentives despite the continuous complex market scenario compared to January 2018.

Asset under Management totaled € 139 million, Asset under Custody amounted at € 75 million and direct depos totaled € 134 million. Asset mix more skewed towards Asset under Management (40% on total net sales) thanks to the new generation of products and services coherent with current market phase. Net sales into advanced advisory service Plus and Core Multiramo Target equaled to € 307 million.

Penetration rate of Guided Products increased at 67% on total AuM compared to 64% in January 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 339 million in January 2019.

Total Financial Assets were at € 71,309 million (+5% compared to January 2018 and +2% compared to December 2018).

Fineco Asset Management managed € 10.2 billion of assets, of which € 6.1 billion retail class and around €4.1 billion institutional class as of January 31st, 2019.

In January 10,755 new clients have been acquired, -2%. Total number of customers was almost 1,290,000 as of January 31st 2019, up 6.5% y/y.

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

“2019 starts with solid net sales. A result that confirms once again Fineco’s ability to gain customers’ trust thanks to the quality of its offer, without relying on aggressive and short-term offers.

In this complex phase our network is strongly involved in supporting and guiding customers in a long-term financial planning.”

figures in € million

TOTAL NET SALES	JAN 2019	JAN 2018
Assets under management	138.5	248.7
Assets under custody	75.2	-164.6
Direct deposits	134.5	328.1
TOTAL NET SALES	348.2	412.2

figures in € million

PFA NETWORK NET SALES	JAN 2019	JAN 2018
Assets under management	135.2	239.1
Assets under custody	65.9	-145.8
Direct deposits	137.6	321.6
TOTAL NET SALES PFA NETWORK	338.7	414.8

figures in € million

TOTAL FINANCIAL ASSETS	JAN 2019	JAN 2018
Assets under management	34,585.1	33,976.3
Assets under custody	14,520.1	13,872.2
Direct deposits	22,203.4	20,268.8
TOTAL FINANCIAL ASSETS	71,308.6	68,117.3

figures in € million

PFA NETWORK TFA	JAN 2019	JAN 2018
Assets under management	34,115.1	33,449.3
Assets under custody	10,873.5	10,298.9
Direct deposits	16,705.1	15,004.0
PFA NETWORK TFA	61,693.7	58,752.2



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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Fine Comunicato n.1615-13

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