



SPAFID CONNECT

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Oggetto : PR Total Net Sales February 2019

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net Sales in February 2019: **€ 571 million**, of which AuM **€ 207 million** (+47% y/y)
- Net Sales since the beginning of the year: **€ 919 million**
- Total Financial Assets: **€ 72.9 billion** (+7% y/y)
- Guided products on AuM stock at **67%** (+3 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 10.8 billion**, of which **€ 6.2 billion** retail class
- Almost **1,293,000** total customers (+6.5% y/y), of which **9,758** new customers acquired in February

Milan, March 6th 2019

High quality net sales in February, amounting at € 571 million, gathered without short-term commercial incentives. As announced last month, asset mix returns to be more skewed towards Asset under Management, equal to € 207 million (+47% y/y), which in particular highlights a more cautious approach by customers, who prefer more conservative products consistently with the current market phase.

FinecoBank recorded total net sales of € 919 million since the beginning of 2019: Asset under Management totaled € 346 million, Asset under Custody amounted at € 167 million and direct depots totaled € 407 million. Since the beginning of the year “Guided products & services” net sales amounted at € 314 million and net sales from the new advanced advisory services Plus and Core Multiramo Target equaled to € 711 million. Penetration rate of Guided Products increased at 67% on total AuM compared to 64% in February 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 847 million in the first two months of 2019.

Total Financial Assets were at € 72,857 million (+7% compared to February 2018 and +2% compared to December 2018).

Fineco Asset Management managed € 10.8 billion of assets, of which € 6.2 billion retail class and around €4.6 billion institutional class as of February 28th, 2019.

Since the beginning of the year 20,513 new clients have been acquired, of which 9,758 in February (+1% y/y). Total number of customers was almost 1,293,000 as of February 28th, 2019 (+6.5% y/y).

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

“This result confirms once again Fineco’s capability to attract solid total net sales thanks to a sustainable model based on quality services. A quality which is clear also in this month’s asset mix, as customers

appreciate the new advisory solutions launched by the Bank, able to answer to their needs in every market phase.

In this context, the professionalism of our financial planners emerges once again, confirming themselves as a point of reference for an efficient management of savings in the long period even in complex market phases.”

figures in € million

TOTAL NET SALES	FEB 2019	JAN - FEB 2019	JAN - FEB 2018
Assets under management	207.0	345.6	389.9
Assets under custody	91.3	166.5	74.1
Direct deposits	272.5	407.0	556.9
TOTAL NET SALES	570.8	919.1	1,021.0

figures in € million

PFA NETWORK NET SALES	FEB 2019	JAN - FEB 2019	JAN - FEB 2018
Assets under management	207.5	342.7	383.9
Assets under custody	71.3	137.2	37.0
Direct deposits	229.9	367.5	541.6
TOTAL NET SALES PFA NETWORK	508.7	847.4	962.5

figures in € million

TOTAL FINANCIAL ASSETS	FEB 2019	FEB 2018
Assets under management	35,435.0	33,671.4
Assets under custody	14,946.1	13,846.0
Direct deposits	22,475.9	20,497.6
TOTAL FINANCIAL ASSETS	72,857.1	68,015.0

figures in € million

PFA NETWORK TFA	FEB 2019	FEB 2018
Assets under management	34,954.6	33,158.7
Assets under custody	11,208.7	10,299.6
Direct deposits	16,935.0	15,224.1
PFA NETWORK TFA	63,098.3	58,682.4



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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