



SPAFID CONNECT

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Oggetto : Fineco PR Total net sales March

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net Sales in March 2019: **€ 792 million** (+24% y/y), of which AuM **€ 337 million**
- Net Sales since the beginning of the year: **€ 1,711 million** (+3% y/y)
- Total Financial Assets: **€ 74.1 billion** (+9% y/y)
- Guided products on AuM stock at **68%** (+4 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 11.4 billion**, of which **€ 6.4 billion** retail class
- Almost **1,299,000** total customers (+6.5% y/y), of which **10,089** new customers acquired in March

Milan, April 4th 2019

Solid, high quality net sales in March, amounting at € 792 million (+24% y/y), gathered without short-term commercial incentives. Asset mix continues to be more skewed towards Asset under Management, equal to € 337 million, which in particular highlights a more cautious approach by customers, who prefer more conservative products.

FinecoBank recorded total net sales of € 1,711 million since the beginning of 2019 (+3% y/y): Asset under Management totaled € 682 million, Asset under Custody amounted at € 157 million and direct deposits totaled € 872 million. Since the beginning of the year “Guided products & services” net sales amounted at € 648 million and net sales from the new advanced advisory services Plus and Core Multiramo Target equaled to € 1,196 million. Penetration rate of Guided Products increased at 68% on total AuM compared to 64% in March 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 1,533 million in the first quarter of 2019.

Total Financial Assets were at € 74,116 million (+9% compared to March 2018 and +2% compared to December 2018). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 29,041 million (+11% y/y).

Fineco Asset Management managed € 11.4 billion of assets, of which € 6.4 billion retail class and around €5.0 billion institutional class.

Since the beginning of the year 30,602 new clients have been acquired, of which 10,089 in March (+8% y/y). Total number of customers was almost 1,299,000 as of March 31st, 2019 (+6.5% y/y).

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

“The first quarter ends with very solid total net sales results, as customers keep on choosing Fineco for the quality of its offer. Moreover, the asset mix is once again focused on AUM, confirming the ability of our financial advisors to meet customers’ need in every market phase. In particular, the complex environment on financial markets over the last months has led our customers to appreciate the advanced advisory solutions recently launched by the Bank, which allow a more gradual investment approach.”

figures in € million

TOTAL NET SALES	MAR 2019	JAN - MAR 2019	JAN - MAR 2018
Assets under management	336.5	682.1	726.7
Assets under custody	-9.2	157.3	249.5
Direct deposits	464.6	871.6	682.9
TOTAL NET SALES	792.0	1,711.0	1,659.1

figures in € million

PFA NETWORK NET SALES	MAR 2019	JAN - MAR 2019	JAN - MAR 2018
Assets under management	338.5	681.2	724.0
Assets under custody	-2.2	135.0	183.3
Direct deposits	349.2	716.7	622.4
TOTAL NET SALES PFA NETWORK	685.5	1,532.8	1,529.7

figures in € million

TOTAL FINANCIAL ASSETS	MAR 2019	DEC 2018	MAR 2018
Assets under management	35,988.4	33,484.7	33,536.2
Assets under custody	15,187.4	13,779.0	13,890.2
Direct deposits	22,940.5	22,068.9	20,623.6
TOTAL FINANCIAL ASSETS	74,116.3	69,332.6	68,050.0

figures in € million

PFA NETWORK TFA	MAR 2019	DEC 2018	MAR 2018
Assets under management	35,507.7	33,034.6	33,039.3
Assets under custody	11,407.5	10,307.4	10,361.9
Direct deposits	17,284.3	16,567.6	15,304.9
PFA NETWORK TFA	64,199.5	59,909.6	58,706.1



B A N K

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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