



SPAFID CONNECT

Informazione Regolamentata n. 1615-56-2019	Data/Ora Ricezione 07 Giugno 2019 11:36:24	MTA
--	--	-----

Societa' : FINECOBANK
Identificativo : 119508
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN01 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 07 Giugno 2019 11:36:24
Data/Ora Inizio : 07 Giugno 2019 11:36:25
Diffusione presunta
Oggetto : PR FinecoBank total net sales May

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net Sales since the beginning of the year: **€ 2,709 million**, of which Guided Products **€ 1,099 million** (+5% y/y)
- Net Sales in May: **€ 489 million**
- Total Financial Assets: **€ 74.5 billion** (+7% y/y)
- Guided products on AuM stock at **68%** (+4 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 11.5 billion**, of which **€ 6.5 billion** retail class
- About **1,313,000** total customers (+7% y/y), of which **10,729** new customers acquired in May (+6% y/y)

Milan, June 7th 2019

FinecoBank recorded total net sales of € 2,709 million since the beginning of 2019 (-7% y/y). Total net sales were solid and gathered without short-term commercial incentives: asset under Management totaled € 972 million, Asset under Custody amounted at € 395 million and direct deposits totaled € 1,341 million.

Since the beginning of the year “Guided products & services” net sales amounted at € 1,099 million (+5% y/y) and net sales from the new advanced advisory services Plus and Core Multiramo Target equaled to € 1,810 million. The penetration rate of Guided Products increased at 68% on total AuM compared to 64% in May 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 2,371 million.

Net sales in May were robust and amounting at € 489 million, of which € 36 million in Asset under Management, € 321 million in Asset under Custody and € 132 million in direct deposits. The asset mix is coherent with a more complex market environment compared to last year and with a cautious approach by customers.

Total Financial Assets were at € 74,544 million (+7% compared to May 2018 and December 2018).

Fineco Asset Management managed € 11.5 billion of assets, of which € 6.5 billion retail class and around € 5.0 billion institutional class.

Since the beginning of the year 50,680 new clients have been acquired, of which 10,729 in May (+6% y/y). Total number of customers was about 1,313,000 as of May 31th, 2019 (+7% y/y).

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

“Total net sales in May were solid, achieved without short-term commercial offers. Asset mix is coherent with a more complex market phase, in comparison with last year. A context which highlights a cautious

approach by customers who prefer more conservative products. These results confirm once again the ability of our personal financial advisors to support customers and to manage their emotionality”.

figures in € million

TOTAL NET SALES	MAY 2019	JAN - MAY 2019	JAN - MAY 2018
Assets under management	36.4	972.3	1,262.4
Assets under custody	321.3	394.9	565.0
Direct deposits	131.7	1,341.5	1,095.1
TOTAL NET SALES	489.4	2,708.6	2,922.5

figures in € million

PFA NETWORK NET SALES	MAY 2019	JAN - MAY 2019	JAN - MAY 2018
Assets under management	43.3	978.9	1,259.3
Assets under custody	218.1	291.6	391.3
Direct deposits	141.0	1,101.0	997.5
TOTAL NET SALES PFA NETWORK	402.4	2,371.5	2,648.2

figures in € million

TOTAL FINANCIAL ASSETS	MAY 2019	DEC 2018	MAY 2018
Assets under management	36,270.2	33,484.7	34,403.9
Assets under custody	14,863.2	13,779.0	13,971.0
Direct deposits	23,410.4	22,068.9	21,035.8
TOTAL FINANCIAL ASSETS	74,543.8	69,332.6	69,410.7

figures in € million

PFA NETWORK TFA	MAY 2019	DEC 2018	MAY 2018
Assets under management	35,802.3	33,034.6	33,901.9
Assets under custody	11,168.0	10,307.4	10,404.4
Direct deposits	17,668.5	16,567.6	15,680.1
PFA NETWORK TFA	64,638.8	59,909.6	59,986.3



B A N K

FinecoBank

FinecoBank 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 3736/2358

investors@finecobank.com

Barabino & Partners

Tel. +39 02 72023535

Emma Ascani

e.ascani@barabino.it

Fine Comunicato n.1615-56

Numero di Pagine: 5