



# SPAFID CONNECT

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Regolamentata  
Nome utilizzatore : FINECOBANKN02 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 04 Luglio 2019 16:18:59  
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Diffusione presunta  
Oggetto : PR FinecoBank total net sales June

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- Net Sales since the beginning of the year: **€ 3,334 million**, of which Guided Products **€ 1,602 million** (+13% y/y)
- Net Sales in June: **€ 626 million**
- Total Financial Assets: **€ 75.9 billion** (+9% y/y)
- Guided products on AuM stock at **69%** (+5 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 11.9 billion**, of which **€ 6.8 billion** retail class
- About **1,318,000** total customers (+6% y/y), of which **8,725** new customers acquired in June

### *Milan, July 4<sup>th</sup> 2019*

In June Fineco recorded total net sales equal to € 626 million, solid and high-quality and gathered without short-term commercial incentives. In particular, net sales in asset under management totaled € 446 million (+43% y/y), equal to 71% of total net sales.

FinecoBank recorded total net sales of € 3,334 million since the beginning of 2019 (-7% y/y): Asset under Management totaled € 1,419 million, Asset under Custody amounted at € 140 million and direct deposits totaled € 1,775 million.

Since the beginning of the year “Guided products & services” net sales amounted at € 1,602 million (+13% y/y) and net sales from the new advanced advisory services Plus and Core Multiramato Target equaled to € 2,227 million. The penetration rate of Guided Products increased at 69% on total AuM compared to 64% in June 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 2,910 million.

Total Financial Assets were at € 75,892 million (+9% compared to June 2018 and December 2018). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 29,970 million, +11% y/y.

Fineco Asset Management managed € 11.9 billion of assets, of which € 6.8 billion retail class and around € 5.1 billion institutional class.

Since the beginning of the year 59,405 new clients have been acquired, of which 8,725 in June. Total number of customers was about 1,318,000 as of June 30<sup>th</sup>, 2019 (+6% y/y).

As regards to brokerage, 11.95 million orders were executed in the first half of the year.

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

*"We're particularly satisfied with June total net sales, as it confirms the high quality in the mix of new inflows and a further acceleration towards our advanced advisory services. The first half of the year confirms the attractiveness of a sustainable and robust model, focused on organic growth and customer loyalty. Customers continue to appreciate our approach based on transparency and our broad range of financial services, strengthening Fineco's sustainability on the long term".*

*figures in € million*

<b>TOTAL NET SALES</b>	<b>JUN 2019</b>	<b>JAN - JUN 2019</b>	<b>JAN - JUN 2018</b>
Assets under management	446,4	1.418,6	1.574,1
Assets under custody	-254,4	140,5	995,1
Direct deposits	433,9	1.775,4	1.026,8
<b>TOTAL NET SALES</b>	<b>625,9</b>	<b>3.334,5</b>	<b>3.596,1</b>

*figures in € million*

<b>PFA NETWORK NET SALES</b>	<b>JUN 2019</b>	<b>JAN - JUN 2019</b>	<b>JAN - JUN 2018</b>
Assets under management	445,1	1.423,9	1.574,6
Assets under custody	-180,0	111,6	708,8
Direct deposits	273,2	1.374,2	953,3
<b>TOTAL NET SALES PFA NETWORK</b>	<b>538,2</b>	<b>2.909,7</b>	<b>3.236,8</b>

*figures in € million*

<b>TOTAL FINANCIAL ASSETS</b>	<b>JUN 2019</b>	<b>DEC 2018</b>	<b>JUN 2018</b>
Assets under management	36.818,8	33.484,7	34.496,2
Assets under custody	15.229,0	13.779,0	14.366,5
Direct deposits	23.844,3	22.068,9	20.967,6
<b>TOTAL FINANCIAL ASSETS</b>	<b>75.892,1</b>	<b>69.332,6</b>	<b>69.830,2</b>

*figures in € million*

<b>PFA NETWORK TFA</b>	<b>JUN 2019</b>	<b>DEC 2018</b>	<b>JUN 2018</b>
Assets under management	36.352,7	33.034,6	34.000,8
Assets under custody	11.459,8	10.307,4	10.702,2
Direct deposits	17.941,7	16.567,6	15.635,8
<b>PFA NETWORK TFA</b>	<b>65.754,3</b>	<b>59.909,6</b>	<b>60.338,8</b>

EXECUTED ORDERS	JUN 2019	JUN 2018
Equity Italy	5.935.056	6.785.314
<i>o/w internalized</i>	1.706.794	1.645.055
Equity US + other markets	2.064.573	1.889.227
Bond, derivatives, cfd, other	3.949.510	5.732.734
<b>TOTAL EXECUTED ORDERS</b>	<b>11.949.139</b>	<b>14.407.275</b>

### 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.

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