



# SPAFID CONNECT

Informazione Regolamentata n. 1615-74-2019	Data/Ora Ricezione 05 Settembre 2019 15:03:31	MTA
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Societa' : FINECOBANK  
Identificativo : 122291  
Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN05 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 05 Settembre 2019 15:03:31  
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Diffusione presunta  
Oggetto : PR - August Total Net Sales

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

### FinecoBank:

- Net Sales since the beginning of the year: **€ 4,151 million**, of which Guided Products **€ 1,906 million**
- Net Sales in August: **€ 397 million** (+11% y/y)
- Total Financial Assets: **€ 77.6 billion** (+10% y/y)
- Guided products on AuM stock at **69%** (+4 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 12.3 billion**, of which **€ 7.1 billion** retail class
- About **1,330,500** total customers (+6% y/y), of which **7,287** new customers acquired in August

### *Milan, September 5<sup>th</sup> 2019*

In August Fineco recorded total net sales equal to € 397 million (+11% y/y), solid and high-quality and gathered without short-term commercial incentives. In particular, net sales in asset under management totaled € 123 million (+21% y/y).

FinecoBank recorded total net sales of € 4,151 million since the beginning of 2019 (-7% y/y): Asset under Management totaled € 1,599 million, Asset under Custody amounted at € -142 million and direct deposits totaled € 2,694 million.

Since the beginning of the year “Guided products & services” net sales amounted at € 1,906 million (+2% y/y) and net sales from the new advanced advisory services Plus and Core Multiramato Target equaled to € 2,653 million. The penetration rate of Guided Products increased at 69% on total AuM compared to 65% in August 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 3,614 million since the beginning of the year.

Total Financial Assets were at € 77,620 million (+10% compared to August 2018 and December 2018).

Fineco Asset Management managed € 12.3 billion of assets, of which € 7.1 billion retail class and around € 5.2 billion institutional class.

Since the beginning of the year 76,865 new clients have been acquired, of which 7,287 in August. Total number of customers was about 1,330,500 as of August 31<sup>st</sup>, 2019 (+6% y/y).

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

*“Total net sales were once again very solid in August, confirming our personal financial advisors’ ability to support customers and to concretely meet their financial needs, with a wide range of advisory products and*

services. This result is particularly relevant as achieved in a month characterized by seasonality, confirming a sustainable and sound growth, enhanced by a fair and transparent approach towards our customers".

figures in € million

<b>TOTAL NET SALES</b>	<b>AUG 2019</b>	<b>JAN - AUG 2019</b>	<b>JAN - AUG 2018</b>
Assets under management	122.5	1,599.4	1,858.3
Assets under custody	77.2	-142.2	1,324.6
Direct deposits	197.1	2,693.6	1,268.8
<b>TOTAL NET SALES</b>	<b>396.8</b>	<b>4,150.8</b>	<b>4,451.7</b>

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>AUG 2019</b>	<b>JAN - AUG 2019</b>	<b>JAN - AUG 2018</b>
Assets under management	120.4	1,608.8	1,859.8
Assets under custody	59.4	-130.2	953.7
Direct deposits	161.8	2,135.7	1,176.7
<b>TOTAL NET SALES PFA NETWORK</b>	<b>341.6</b>	<b>3,614.4</b>	<b>3,990.2</b>

figures in € million

<b>TOTAL FINANCIAL ASSETS</b>	<b>AUG 2019</b>	<b>DEC 2018</b>	<b>AUG 2018</b>
Assets under management	37,569.5	33,484.7	34,927.8
Assets under custody	15,288.1	13,779.0	14,271.6
Direct deposits	24,762.5	22,068.9	21,209.6
<b>TOTAL FINANCIAL ASSETS</b>	<b>77,620.2</b>	<b>69,332.6</b>	<b>70,409.0</b>

figures in € million

<b>PFA NETWORK TFA</b>	<b>AUG 2019</b>	<b>DEC 2018</b>	<b>AUG 2018</b>
Assets under management	37,099.1	33,034.6	34,429.4
Assets under custody	11,464.9	10,307.4	10,629.8
Direct deposits	18,703.3	16,567.6	15,859.3
<b>PFA NETWORK TFA</b>	<b>67,267.3</b>	<b>59,909.6</b>	<b>60,918.5</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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