



SPAFID CONNECT

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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 04 Ottobre 2019 15:00:09
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Diffusione presunta
Oggetto : PR - September Total Net Sales

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- **Net sales since the beginning of the year: € 4,348 million**, of which **Guided Products € 2,251 million** (+9% y/y, reaching penetration of 70% on AuM stock)
- **Solid net sales in the month of September with an improving asset mix**, despite the month's usual seasonality and **taxes paid** by customers, equal to **€ 195 million (€ 60 million in September 2018)**. **AuM Net sales at € 320 million, 4x y/y**
- **Best monthly retail net sales ever for Fineco Asset Management (€ 248 million)**, thanks to its ability to quickly and effectively answer customers' needs in every market context

Milan, October 4th 2019

In September Fineco recorded total net sales equal to € 197 million, solid and high-quality and gathered without short-term commercial incentives, despite the month's usual seasonality and € 195 million of taxes paid by customers (€ 60 million in September 2018).

The asset mix has been particularly positive, with inflows in Assets under Management equal to € 320 million (4x y/y), thanks to the ability of Fineco Asset Management to quickly and effectively develop investment solutions in line with customers' needs in every market phase.

Net sales in Assets under Custody were equal to € -460 million. The figure is in line with the trend registered over the last months, with customers taking profits on BTPs and equity bought in the past, and confirming once again how Fineco's best-in-class brokerage platform is massively used by customers.

Fineco Asset Management recorded in September its best month ever in terms of retail total net sales (€ 248 million), in particular thanks to the recently launched products FAM Target and FAM Megatrends.

FinecoBank recorded total net sales of € 4,348 million since the beginning of 2019 (-9% y/y): Asset under Management totaled € 1,920 million, Asset under Custody amounted at € -602 million and direct deposits totaled € 3,030 million.

Since the beginning of the year "Guided products & services" net sales amounted at € 2,251 million (+9% y/y) and net sales from the decumulation products equaled € 642 million. The penetration rate of Guided Products increased at 70% on total AuM compared to 66% in September 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 3,827 million since the beginning of the year.

Total Financial Assets were at € 78,583 million (+11% compared to September 2018 and December 2018). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 31,891 million, +16% y/y.

Fineco Asset Management managed € 12.6 billion of assets, of which € 7.4 billion retail class (+15% y/y) and € 5.2 billion institutional class.

Since the beginning of the year 87,467 new clients have been acquired, of which 10,602 in September (+27% y/y). Total number of customers was about 1,338,000 as of September 30th, 2019 (+6% y/y).

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

"We're extremely satisfied with September total net sales results, confirming the high quality mix of new inflows with a relevant growth of asset under management. These results are very solid and robust despite the effect coming from taxes paid by clients, which consider Fineco as their primary bank. Furthermore, Fineco Asset Management strongly accelerated its net sales in September, best month ever, thanks to new products able to meet all customers' needs."

figures in € million

TOTAL NET SALES	SEPT 2019	JAN - SEPT 2019	JAN - SEPT 2018
Assets under management	320.4	1,919.8	1,934.5
Assets under custody	-459.9	-602.1	1,250.8
Direct deposits	336.8	3,030.4	1,595.0
TOTAL NET SALES	197.2	4,348.1	4,780.2

figures in € million

PFA NETWORK NET SALES	SEPT 2019	JAN - SEPT 2019	JAN - SEPT 2018
Assets under management	321.9	1,930.6	1,937.8
Assets under custody	-313.6	-443.8	865.2
Direct deposits	204.2	2,339.9	1,452.4
TOTAL NET SALES PFA NETWORK	212.4	3,826.8	4,255.4

figures in € million

TOTAL FINANCIAL ASSETS	SEPT 2019	DEC 2018	SEPT 2018
Assets under management	38,325.0	33,484.7	34,929.7
Assets under custody	15,158.4	13,779.0	14,395.1
Direct deposits	25,099.3	22,068.9	21,535.7
TOTAL FINANCIAL ASSETS	78,582.7	69,332.6	70,860.6

figures in € million

PFA NETWORK TFA	SEPT 2019	DEC 2018	SEPT 2018
Assets under management	37,848.0	33,034.6	34,434.2
Assets under custody	11,418.5	10,307.4	10,702.7
Direct deposits	18,907.5	16,567.6	16,134.9
PFA NETWORK TFA	68,174.0	59,909.6	61,271.8

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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