

PRESS RELEASE

FinecoBank:

- **Net sales September 2016: €224 million, of which €381 million in Guided Products & Services (more than 16x compared to last year)**
- **Net sales since the beginning of the year: € 3,585 million (€ 3,713 million in 2015)**
- **1,101,500 total customers, +7% y/y (81,925 new customers in 2016)**

Milan, October 6th 2016

In September net sales were €224 million bringing the year-to-date figure to €3,585 million (-3% compared to the same period of last year).

The strong growth of “Guided products & services” continues: net sales year-to-date amounted at €2,865 million, of which €381 million in September (more than 16x compared to last year). The penetration rate increased at 54% on total AuM compared to 43% in September 2015 and 45% in December 2015.

In September, Assets under Management totalled €264.7 million, Assets under Custody were €146.1 million and direct deposits -€186.5 million.

Since the beginning of the year net sales through the network of personal financial advisors totalled € 3,125 million, -8% compared to last year.

In terms of customers’ acquisition, since the beginning of the year almost 81,925 new clients have been acquired (of which almost 8,500 in September). Total number of customers was almost 1,101,500 as of September 30th 2016, up 7% compared to September 2015.

Total Financial Assets were at € 57,562 million (respectively +4.0% and +9.6% compared to December and September 2015).

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

“The month of September confirmed once again the path of solid total net sales, especially in sophisticated advisory solutions, the so called ‘Guided Products & Services’, whose growth trend is strongly confirmed. These figures are the result of Italian savers’ increased awareness of the importance of a professional financial planning. A trend that perfectly fits in the ‘Cyborg advisory model’, where the role of Financial Advisors is enhanced thanks to the essential help of technology, supporting their everyday activity.”

figures in € million

TOTAL NET SALES	September 2016	Jan-Sept 2016	Jan-Sept 2015
Assets under management	264.73	1,099.25	1,920.57
Assets under custody	146.14	1,097.69	735.02
Direct deposits	-186.51	1,387.69	1,057.49
TOTAL NET SALES	224.36	3,584.63	3,713.09

figures in € million

PFA NETWORK NET SALES	September 2016	Jan-Sept 2016	Jan-Sept 2015
Assets under management	263.57	1,112.55	1,887.17
Assets under custody	95.62	855.57	491.87
Direct deposits	-134.81	1,156.71	1,024.13
TOTAL NET SALES PFA NETWORK	224.38	3,124.83	3,403.18

figures in € million

TOTAL FINANCIAL ASSETS	September 2016	December 2015	September 2015
Assets under management	27,522.09	26,277.42	24,824.88
Assets under custody	13,050.71	13,418.60	12,868.33
Direct deposits	16,989.08	15,630.64	14,827.77
TOTAL FINANCIAL ASSETS	57,561.87	55,326.67	52,520.98

figures in € million

PFA NETWORK TFA	September 2016	December 2015	September 2015
Assets under management	27,027.33	25,747.69	24,325.41
Assets under custody	9,714.25	9,866.17	9,418.42
Direct deposits	12,499.70	11,337.51	10,722.14
PFA NETWORK TFA	49,241.28	46,951.37	44,465.97



FinecoBank

FinecoBank is the direct, multi-channel bank of the UniCredit Group, with one of the largest advisory networks in Italy. It is the leading bank in Italy for equity trades in terms of volume of orders and the top online broker in Europe for number of orders executed. FinecoBank offers an integrated business model combining direct banking and financial advice, with a single free-of-charge account including a full range of banking, credit, trading and investment services, which are also available through applications for smartphone and tablet. With its fully integrated platform, FinecoBank is the benchmark for modern investors.

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