

PRESS RELEASE

FinecoBank:

- Net sales in July 2017: **€ 528 million** (+10% y/y), of which **€ 355 million in AuM**. Net sales since the beginning of the year: **€ 3,421 million** (+9% y/y), with continuous improvement in the asset mix (**€ 2,114 million in AuM**, +216% y/y)
- **Guided Products net sales: € 2,290 million** (+1% y/y). **Guided products on AuM stock at 60%** (+8 p.p. y/y)
- **Nearly 1,169,000 total customers** (+7% y/y), of which 9,325 new customers acquired in July (+20% y/y)

Milan, August 4th 2017

FinecoBank recorded total net sales of € 3,421 million since the beginning of 2017 (+9% y/y), of which € 2,114 million Asset under Management (+216% compared to the first seven months of 2016) equal to 62% on total net inflows, € 492 million Asset under Custody and € 815 million direct depos. Since the beginning of the year “Guided products & services” net sales amounted at € 2,290 million (+1% y/y), increasing the penetration rate at 60% on total AuM compared to 53% in July 2016 and 56% in December 2016.

In July, net sales amounted at € 528 million (+10% y/y), with a continuous improvement in the asset mix with respect to 2016, as highlighted in previous months.

Since the beginning of the year net sales through the network of personal financial advisors totaled € 3,133 million, +16 % compared to last year.

Total Financial Assets were at € 64,165 million (+7% compared to December 2016 and +12% y/y).

In terms of customers’ acquisition, since the beginning of the year 71,081 new clients have been acquired (+5% y/y), of which 9,325 in July (+20% y/y). Total number of customers was close to 1,169,000 as of July 31st 2017, up 7% compared to July 2016.

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

“Total Net Sales in July confirmed once again the solid trend of growth recorded over past months in 2017. These results once again testify the sustainability of a business model based on organic growth and characterized by quality, transparency and a 360° offer. The month also confirmed the appreciation among customers of our advanced advisory services, with new inflows in line with the focus of the Bank towards the quality of the asset mix.”

figures in € million

TOTAL NET SALES	JUL 2017	JAN - JUL 2017	JAN - JUL 2016
Assets under management	355.41	2,113.63	667.92
Assets under custody	10.75	492.23	834.30
Direct deposits	162.03	814.81	1,628.74
TOTAL NET SALES	528.18	3,420.66	3,130.96

figures in € million

PFA NETWORK NET SALES	JUL 2017	JAN - JUL 2017	JAN - JUL 2016
Assets under management	351.22	2,096.87	682.94
Assets under custody	24.54	352.62	656.12
Direct deposits	113.52	683.20	1,350.47
TOTAL NET SALES PFA NETWORK	489.28	3,132.70	2,689.52

figures in € million

TOTAL FINANCIAL ASSETS	JUL 2017	DEC 2016	JUL 2016
Assets under management	30,820.71	28,607.92	27,044.62
Assets under custody	14,039.74	13,077.69	12,969.81
Direct deposits	19,304.33	18,509.50	17,229.60
TOTAL FINANCIAL ASSETS	64,164.79	60,195.11	57,244.02

figures in € million

PFA NETWORK TFA	JUL 2017	DEC 2016	JUL 2016
Assets under management	30,311.74	28,105.21	26,546.39
Assets under custody	10,506.52	9,736.10	9,640.96
Direct deposits	14,256.71	13,593.01	12,692.07
PFA NETWORK TFA	55,074.96	51,434.32	48,879.42



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FinecoBank

FinecoBank is UniCredit Group's direct multichannel bank. It has one of the largest financial advisors' network in Italy*, and is the number one broker in Italy for equity trades in terms of volume of orders**. FinecoBank offers an integrated business model combining direct banking and financial advice, with a single free-of-charge account including banking, credit, trading and investment services, also available through applications for smartphone and tablet. With its fully integrated platform, FinecoBank is the benchmark for modern investors.

*Source: Assoreti

**Source: Assosim

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