

PRESS RELEASE

FinecoBank:

- Net sales since the beginning of the year: **€ 4,174 million** (+16% y/y), with continuous improvement in the asset mix (**€ 2,507 million in AuM**, +128% y/y)
- Net sales in September 2017: **€ 312 million** (+39% y/y)
- **Guided products on AuM stock at 61%** (+7 p.p. y/y)
- **Total financial assets Private: €25.1 billion** (+20% y/y)
- **Over 1,180,000 total customers** (+7% y/y), of which 9,118 new customers acquired in September (+7% y/y)

Milan, October 5th 2017

FinecoBank recorded total net sales of € 4,174 million since the beginning of 2017 (+16% y/y), confirming the continuous improvement in the asset mix with respect to 2016, as highlighted in the previous months: Asset under Management totaled € 2,507 million (+128% compared to the first nine months of 2016) equal to 60% on total net inflows, Asset under Custody amounted at € 482 million and direct deposits totaled € 1,185 million. Since the beginning of the year “Guided products & services” net sales amounted at € 2,729 million, increasing the penetration rate at 61% on total AuM compared to 54% in September 2016 and 56% in December 2016.

In September, net sales amounted at € 312 million (+39% y/y), of which € 112 million in Asset under Management, - € 161 million Asset under Custody and € 361 direct deposits.

Since the beginning of the year net sales through the network of personal financial advisors totaled € 3,813 million, +22% compared to last year.

Total Financial Assets were at € 65,355 million (+9% compared to December 2016 and +14% y/y). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, totaled € 25,054 million, +20% compared to 2016.

In terms of customers’ acquisition, since the beginning of the year 87,050 new clients have been acquired (+6% y/y), of which 9,118 in September (+7% y/y). Total number of customers was more than 1,180,000 as of September 30th 2017, up 7% compared to September 2016.

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

“We are extremely satisfied by these monthly figures, recording a clear acceleration if compared to last year and confirming the robustness of a business model centered on organic growth. The results are even more important because of the seasonality generally characterizing September, a further evidence of our Personal Financial Advisor Network’s ability to answer to our customers’ needs. The figures also confirm the ongoing strengthening of Fineco within the Private Banking segment, with growth rates particularly significant”.

figures in € million

| TOTAL NET SALES | SEPT 2017 | JAN - SEPT 2017 | JAN - SEPT 2016 |
|-------------------------|----------------------|----------------------------|----------------------------|
| Assets under management | 112.4 | 2,506.8 | 1,099.2 |
| Assets under custody | -161.1 | 482.2 | 1,097.7 |
| Direct deposits | 360.7 | 1,184.8 | 1,387.7 |
| TOTAL NET SALES | 312.0 | 4,173.7 | 3,584.6 |

figures in € million

| PFA NETWORK NET SALES | SEPT 2017 | JAN - SEPT 2017 | JAN - SEPT 2016 |
|------------------------------------|----------------------|----------------------------|----------------------------|
| Assets under management | 113.3 | 2,491.2 | 1,112.6 |
| Assets under custody | -121.6 | 340.4 | 855.6 |
| Direct deposits | 289.7 | 980.9 | 1,156.7 |
| TOTAL NET SALES PFA NETWORK | 281.5 | 3,812.5 | 3,124.8 |

figures in € million

| TOTAL FINANCIAL ASSETS | SEPT 2017 | DEC 2016 | SEPT 2016 |
|-------------------------------|----------------------|---------------------|----------------------|
| Assets under management | 31,339.4 | 28,607.9 | 27,522.1 |
| Assets under custody | 14,341.0 | 13,077.7 | 13,050.7 |
| Direct deposits | 19,674.4 | 18,509.5 | 16,989.1 |
| TOTAL FINANCIAL ASSETS | 65,354.8 | 60,195.1 | 57,561.9 |

figures in € million

| PFA NETWORK TFA | SEPT 2017 | DEC 2016 | SEPT 2016 |
|-------------------------|----------------------|---------------------|----------------------|
| Assets under management | 30,829.9 | 28,105.2 | 27,027.3 |
| Assets under custody | 10,753.9 | 9,736.1 | 9,714.3 |
| Direct deposits | 14,554.5 | 13,593.0 | 12,499.7 |
| PFA NETWORK TFA | 56,138.3 | 51,434.3 | 49,241.3 |



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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

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Contatti:

Fineco - Media Relations

Tel.: +39 02 2887 2256

mediarelations@finecobank.com

Fineco - Investor Relations

Tel. +39 02 2887 3295

investors@finecobank.com

Barabino & Partners

Tel. +39 02 72023535

Emma Ascani

e.ascani@barabino.it

+39 335 390 334

Tommaso Filippi

t.filippi@barabino.it

+39 366 644 4093