

PRESS RELEASE

FinecoBank:

- Net sales since the beginning of the year: **€ 1,021 million** (+41% y/y), o/w **€ 398 million in AuM**. Guided products net sales: **€ 464 million**
- Net sales in February 2018: **€ 609 million** (+33% y/y), o/w Guided products net sales in the month: **€ 212 million**
- **Guided products on AuM stock at 65%** (+7 p.p. y/y)
- **Over 1,214,000 total customers** (+7% y/y), of which **9,641** new customers acquired in February (+1% y/y)

Milan, March 6th 2018

FinecoBank recorded total net sales of € 1,021 million since the beginning of 2018 (+41% y/y). Asset under Management totaled € 398 million (-11% compared to the same period of 2017) equal to 39% on total net inflows, Asset under Custody amounted at € 66 million and direct depos totaled € 557 million. The mix is in line with the market volatility recorded these months. Since the beginning of the year “Guided products & services” net sales amounted at € 464 million, increasing the penetration rate at 65% on total AuM compared to 58% in February 2017 and to 64% in December 2017.

Since the beginning of the year net sales through the network of personal financial advisors reached € 962 million, +42% compared to last year.

In February, net sales amounted at € 609 million (+33% y/y). Net sales in Asset under Management were at € 145 million, Asset under Custody totaled € 235 million and direct deposits amounted at € 229 million.

Total Financial Assets were at € 68,015 million (+1% compared to December 2017 and +11% y/y).

Total number of customers was over 1,214,000 as of February 28th 2018, up 7% compared to the same period of 2017. Since the beginning of the year 20,623 new clients have been acquired (-4% y/y), of which 9,641 in February (+1% y/y).

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

“Total net sales were once again solid in February, confirming how customers are satisfied with an offer based on quality services and fair pricing. These figures are also the confirmation of two trends that are changing customers’ demand of financial services, a great opportunity Fineco is effectively taking advantage of. On one hand, the growing request for a professional management of customers’ asset and, on the other hand, the growing digitalization of Italian families”.

figures in € million

| TOTAL NET SALES | FEB 2018 | JAN - FEB 2018 | JAN - FEB 2017 |
|-------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 145.3 | 398.1 | 445.1 |
| Assets under custody | 234.7 | 66.0 | 579.1 |
| Direct deposits | 228.8 | 556.9 | -301.1 |
| TOTAL NET SALES | 608.7 | 1,021.0 | 723.2 |

figures in € million

| PFA NETWORK NET SALES | FEB 2018 | JAN - FEB 2018 | JAN - FEB 2017 |
|------------------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 148.8 | 392.0 | 438.8 |
| Assets under custody | 178.8 | 28.9 | 408.4 |
| Direct deposits | 220.0 | 541.6 | -170.8 |
| TOTAL NET SALES PFA NETWORK | 547.6 | 962.5 | 676.5 |

figures in € million

| TOTAL FINANCIAL ASSETS | FEB 2018 | DEC 2017 | FEB 2017 |
|-------------------------------|---------------------|---------------------|---------------------|
| Assets under management | 33,199.4 | 33,080.2 | 29,222.4 |
| Assets under custody | 14,318.0 | 14,163.6 | 13,673.4 |
| Direct deposits | 20,497.6 | 19,940.7 | 18,189.1 |
| TOTAL FINANCIAL ASSETS | 68,015.0 | 67,184.6 | 61,084.9 |

figures in € million

| PFA NETWORK TFA | FEB 2018 | DEC 2017 | FEB 2017 |
|-------------------------|---------------------|---------------------|---------------------|
| Assets under management | 32,686.7 | 32,564.7 | 28,710.6 |
| Assets under custody | 10,771.6 | 10,639.7 | 10,168.1 |
| Direct deposits | 15,224.1 | 14,682.5 | 13,403.1 |
| PFA NETWORK TFA | 58,682.4 | 57,886.9 | 52,281.8 |



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

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