

## PRESS RELEASE

### FinecoBank:

- Net sales in November 2017: **€ 280 million** (+34% y/y) net of customers' payment of taxes
- Guided products net sales in the month: **€ 749 million** (4.1x y/y)
- Net sales since the beginning of the year: **€ 4,970 million** (+20% y/y), with continuous improvement in the asset mix (**€ 3,420 million in AuM**, +136% y/y)
- **Guided products on AuM stock at 63%** (+7.7 p.p. y/y)
- **Almost 1,196,000 total customers** (+7% y/y), of which **9,840** new customers acquired in November (+10% y/y)

### *Milan, December 6<sup>th</sup> 2017*

In November, net sales amounted at € 280 million (+34% y/y), net of € 296 million taxes paid by customers, confirming that Fineco is used by its clients as primary bank. Net sales in Asset under Management were at € 537 million, Asset under Custody totaled € 84 million and direct deposits amounted at € -342 million.

FinecoBank recorded total net sales of € 4,970 million since the beginning of 2017 (+20% y/y), confirming the continuous improvement in the asset mix with respect to 2016, as highlighted in the previous months: Asset under Management totaled € 3,420 million (+136% compared to the same period of 2016) equal to 69% on total net inflows, Asset under Custody amounted at € 590 million and direct deposits totaled € 960 million. Since the beginning of the year "Guided products & services" net sales amounted at € 3,975 million, increasing the penetration rate at 63% on total AuM compared to 56% in November 2016 and December 2016.

Since the beginning of the year net sales through the network of personal financial advisors reached € 4,607 million, +26% compared to last year.

Total Financial Assets were at € 66,218 million (+10% compared to December 2016 and +14% y/y).

In terms of customers' acquisition, since the beginning of the year 107,147 new clients have been acquired (+7% y/y), of which 9,840 in November (+10% y/y). Total number of customers was close to 1,196,000 as of November 30<sup>th</sup> 2017, up 7% compared to November 2016.

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

*"The month of November confirms the trend of solid growth in total net sales with an asset mix extremely positive. A result recorded in a month seasonally characterized by the tax payment by our customers, confirming once again their use of Fineco as their primary bank because of the quality and range of services*

offered. November has also registered a strong acceleration of AUM sales and of our advanced advisory solutions, increasingly appreciated by customers asking for a professional management of their assets. “.

*figures in € million*

<b>TOTAL NET SALES</b>	<b>NOV 2017</b>	<b>JAN - NOV 2017</b>	<b>JAN - NOV 2016</b>
Assets under management	537.2	3,420.1	1,452.2
Assets under custody	84.5	589.8	912.8
Direct deposits	-342.0	960.1	1,781.8
<b>TOTAL NET SALES</b>	<b>279.7</b>	<b>4,970.0</b>	<b>4,146.8</b>

*figures in € million*

<b>PFA NETWORK NET SALES</b>	<b>NOV 2017</b>	<b>JAN - NOV 2017</b>	<b>JAN - NOV 2016</b>
Assets under management	533.8	3,398.3	1,470.9
Assets under custody	50.6	399.2	690.4
Direct deposits	-290.8	809.6	1,480.7
<b>TOTAL NET SALES PFA NETWORK</b>	<b>293.6</b>	<b>4,607.1</b>	<b>3,642.0</b>

*figures in € million*

<b>TOTAL FINANCIAL ASSETS</b>	<b>NOV 2017</b>	<b>DEC 2016</b>	<b>NOV 2016</b>
Assets under management	32,485.7	28,607.9	27,757.0
Assets under custody	14,282.9	13,077.7	12,884.2
Direct deposits	19,449.7	18,509.5	17,383.6
<b>TOTAL FINANCIAL ASSETS</b>	<b>66,218.3</b>	<b>60,195.1</b>	<b>58,024.8</b>

*figures in € million*

<b>PFA NETWORK TFA</b>	<b>NOV 2017</b>	<b>DEC 2016</b>	<b>NOV 2016</b>
Assets under management	31,968.2	28,105.2	27,268.4
Assets under custody	10,723.9	9,736.1	9,575.9
Direct deposits	14,383.2	13,593.0	12,824.6
<b>PFA NETWORK TFA</b>	<b>57,075.3</b>	<b>51,434.3</b>	<b>49,668.9</b>

### **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

### **Contatti:**

*Fineco - Media Relations*

Tel.: +39 02 2887 2256

[mediarelations@finecobank.com](mailto:mediarelations@finecobank.com)

*Fineco - Investor Relations*

Tel. +39 02 2887 3295

[investors@finecobank.com](mailto:investors@finecobank.com)

*Barabino & Partners*

Tel. +39 02 72023535

Emma Ascani

[e.ascani@barabino.it](mailto:e.ascani@barabino.it)

+39 335 390 334

Tommaso Filippi

[t.filippi@barabino.it](mailto:t.filippi@barabino.it)

+39 366 644 4093