

PRESS RELEASE

FinecoBank:

- Net sales in October 2018: **€ 439 million**, leading net sales year-to-date at **€ 5,219 million** (+11% y/y)
- Total Financial Assets: **€ 69.4 billion** (+5% y/y)
- Guided products on AuM stock at **66%** (+5 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 9.2 billion**, of which **€ 6.35 billion** retail class
- Almost **1,270,000** total customers (+7% y/y), of which **12,590** new customers acquired in October (+23% y/y)

Milan, November 7th 2018

FinecoBank recorded total net sales of € 5,219 million since the beginning of 2018 (+11% y/y) with a mix coherent with a more complex market environment compared to the previous year: Asset under Management totaled € 1,934 million, Asset under Custody amounted at € 1,604 million and direct deposits totaled € 1,682 million.

Since the beginning of the year “Guided products & services” net sales amounted at € 2,230 million and the new Plus service is very appreciated by clients reaching € 3,429 million since its recent launch. Penetration rate of Guided Products increased at 66% on total AuM compared to 61% in October 2017 and to 63% in December 2017.

In October, we confirm solid net sales amounting at € 439 million (-15% y/y). Net sales in Asset under Management were at € -0.6 million, Asset under Custody totaled € 353 million and direct deposits amounted at € 87 million. Guided Products net sales amounted to € 169 million.

Since the beginning of the year net sales through the network of personal financial advisors reached € 4,649 million (+8% y/y).

Total Financial Assets were at € 69,415 million (+5% compared to October 2017 and +3% compared to December 2017).

Fineco Asset Management managed € 9.2 billion of assets, of which € 6.35 billion retail class and around €2.83 billion institutional class as of October 31st, 2018.

Since the beginning of the year 94,966 new clients have been acquired, of which 12,590 in October (+23% y/y). Total number of customers was almost 1,270,000 as of October 31st 2018, up 7% compared to the same period of 2017.

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

"Fineco has recorded very solid net inflows also in the month of October, with an asset mix coherent with the current market phase.

A challenging context, in which our network of Personal Advisors and Private Bankers is committed to support closely its customers".

figures in € million

| TOTAL NET SALES | OCT 2018 | JAN - OCT 2018 | JAN - OCT 2017 |
|-------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | -0.63 | 1,933.84 | 2,950.13 |
| Assets under custody | 352.82 | 1,603.63 | 427.39 |
| Direct deposits | 86.59 | 1,681.56 | 1,312.76 |
| TOTAL NET SALES | 438.78 | 5,219.03 | 4,690.29 |

figures in € million

| PFA NETWORK NET SALES | OCT 2018 | JAN - OCT 2018 | JAN - OCT 2017 |
|------------------------------------|---------------------|---------------------------|---------------------------|
| Assets under management | 1.61 | 1,939.42 | 2,931.74 |
| Assets under custody | 276.42 | 1,141.60 | 270.66 |
| Direct deposits | 116.06 | 1,568.45 | 1,111.08 |
| TOTAL NET SALES PFA NETWORK | 394.09 | 4,649.47 | 4,313.49 |

figures in € million

| TOTAL FINANCIAL ASSETS | OCT 2018 | DEC 2017 | OCT 2017 |
|-------------------------------|---------------------|---------------------|---------------------|
| Assets under management | 33,857.76 | 33,562.76 | 32,502.80 |
| Assets under custody | 13,935.20 | 13,681.07 | 13,975.91 |
| Direct deposits | 21,622.32 | 19,940.71 | 19,791.43 |
| TOTAL FINANCIAL ASSETS | 69,415.28 | 67,184.55 | 66,270.15 |

figures in € million

| PFA NETWORK TFA | OCT 2018 | DEC 2017 | OCT 2017 |
|-------------------------|---------------------|---------------------|---------------------|
| Assets under management | 33,389.49 | 33,047.31 | 31,984.87 |
| Assets under custody | 10,398.39 | 10,157.12 | 10,366.80 |
| Direct deposits | 16,250.99 | 14,682.46 | 14,673.75 |
| PFA NETWORK TFA | 60,038.88 | 57,886.89 | 57,025.43 |



FinecoBank

FinecoBank, the multichannel bank of the UniCredit Group, is one of the most important FinTech banks in Europe. It offers from a single account banking, credit, trading and investment services through transactional and advisory platform developed with proprietary technologies, and combined with one of the largest financial advisory network in Italy. Fineco is a bank leader in brokerage in Europe, and one of the most important player in Private Banking in Italy, offering tailor-made advisory services. Since 2017, FinecoBank is also in UK with an offer focused on brokerage and banking services.

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