



SPAFID CONNECT

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Regolamentata
Nome utilizzatore : FINECOBANKN01 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 09 Maggio 2019 14:59:18
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Diffusione presunta
Oggetto : Total Net Sales April 2019

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FinecoBank:

- Net Sales in April 2019: **€ 508 million**, of which AuM **€ 254 million**
- Net Sales since the beginning of the year: **€ 2,219 million** (flat y/y)
- Total Financial Assets: **€ 75.6 billion** (+9% y/y)
- Guided products on AuM stock at **68%** (+4 p.p. y/y)
- Total Assets managed by Fineco Asset Management: **€ 11.7 billion**, of which **€ 6.53 billion** retail class
- About **1,305,400** total customers (+6.6% y/y), of which **9,349** new customers acquired in April (+21% y/y)

Milan, May 9th 2019

Solid, high quality net sales in April, amounting at € 508 million, gathered without short-term commercial incentives. Net sales in Asset Under Management reached € 254 million, equal to 50% on total net sales, highlighting a cautious approach by customers, who prefer more conservative products.

FinecoBank recorded total net sales of € 2,219 million since the beginning of 2019 (flat y/y): Asset under Management totaled € 936 million, Asset under Custody amounted at € 74 million and direct depos totaled € 1.210 million. Since the beginning of the year “Guided products & services” net sales amounted at € 919 million (+14% y/y) and net sales from the new advanced advisory services Plus and Core Multiramo Target equaled to € 1,549 million. The penetration rate of Guided Products increased at 68% on total AuM compared to 64% in April 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 1,969 million.

Total Financial Assets were at € 75,565 million (+9% compared to April 2018 and December 2018).

Fineco Asset Management managed € 11.7 billion of assets, of which € 6.53 billion retail class and around € 5.12 billion institutional class.

Since the beginning of the year 39,951 new clients have been acquired, of which 9,349 in April (+21% y/y). Total number of customers was about 1,305,400 as of April 30th, 2019 (+6.6% y/y).

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

“Total net sales are very solid in April and confirm Fineco’s ability to gain the trust of our customers, who continue to appreciate the wide range and quality of our services. In particular, this month’s results confirm a constant asset mix improvement, more focused on asset management.”

figures in € million

TOTAL NET SALES	APR 2019	JAN - APR 2019	JAN - APR 2018
Assets under management	253.7	935.8	998.8
Assets under custody	-83.7	73.6	-8.1
Direct deposits	338.1	1,209.7	1,245.3
TOTAL NET SALES	508.2	2,219.2	2,236.1

figures in € million

PFA NETWORK NET SALES	APR 2019	JAN - APR 2019	JAN - APR 2018
Assets under management	254.4	935.6	994.2
Assets under custody	-61.4	73.6	-17.9
Direct deposits	243.3	960.0	1,075.7
TOTAL NET SALES PFA NETWORK	436.2	1,969.1	2,052.0

figures in € million

TOTAL FINANCIAL ASSETS	APR 2019	DEC 2018	APR 2018
Assets under management	36,873.7	33,484.7	34,085.1
Assets under custody	15,412.6	13,779.0	14,031.7
Direct deposits	23,278.7	22,068.9	21,186.0
TOTAL FINANCIAL ASSETS	75,565.0	69,332.6	69,302.8

figures in € million

PFA NETWORK TFA	APR 2019	DEC 2018	APR 2018
Assets under management	36,383.6	33,034.6	33,580.5
Assets under custody	11,587.0	10,307.4	10,466.9
Direct deposits	17,527.5	16,567.6	15,758.3
PFA NETWORK TFA	65,498.1	59,909.6	59,805.7

FincoBank

FincoBank, 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. Finco 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, FincoBank is also in UK with an offer focused on brokerage and banking services.



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