

PRESS RELEASE

FinecoBank:

- **Net sales August 2016: €229 million, of which €222 million in Guided Products & Services (the double compared to last year)**
- **Net sales since the beginning of the year: € 3,360 million (€ 3,435 million in 2015)**
- **1,096,200 total customers, +8% y/y (73,400 new customers in 2016)**

Milan, September 7th 2016

Net sales in August were €229 million, -3% compared to the same month in 2015, bringing the figure to €3,360 million since the start of the year (-2% compared to the same period of last year).

The strong growth of “Guided products & services” continues: since the beginning of the year net sales in Guided products and services amounted at €2,484 million, of which €222 million in August (the double compared to last year). The penetration rate increased at 53% on total AuM compared to 43% in August 2015 and 45% in December 2015.

In August, Assets under Management totalled €166.6 million (4x compared to last year), Assets under Custody was €117.3 million and direct deposits were -€54.5 million.

Net sales through the network of personal financial advisors totalled €211 million in August, -3% compared to August 2015.

In terms of customers’ acquisition, since the beginning of the year almost 73,400 new clients have been acquired (of which almost 6,000 in August, +5% compared to last year). Total number of customers was almost 1,096,200 as of August 31st, 2016, up 8% compared to August 2015.

Total Financial Assets were at € 57,713 million (respectively +4.3% and +8.6% compared to December and August 2015).

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

“Despite the seasonality traditionally affecting August, total net sales recorded a positive result, in line with its ongoing positive trend. A result confirming once again our ability to grow organically and to catch the financial needs of our customers, who have an increasingly modern approach to the management of their savings.”

figures in € million

TOTAL NET SALES	August 2016	Jan-August 2016	Jan-August 2015
Assets under management	166.59	834.52	1,912.92
Assets under custody	117.25	951.55	464.53
Direct deposits	-54.53	1,574.21	1,057.17
TOTAL NET SALES	229.31	3,360.27	3,434.63

figures in € million

PFA NETWORK NET SALES	August 2016	Jan-August 2016	Jan-August 2015
Assets under management	166.04	848.98	1,879.16
Assets under custody	103.83	759.95	313.55
Direct deposits	-58.95	1,291.52	946.93
TOTAL NET SALES PFA NETWORK	210.92	2,900.45	3,139.65

figures in € million

TOTAL FINANCIAL ASSETS	August 2016	December 2015	August 2015
Assets under management	27,344.60	26,277.42	25,330.03
Assets under custody	13,192.64	13,418.60	12,990.14
Direct deposits	17,175.41	15,630.64	14,826.50
TOTAL FINANCIAL ASSETS	57,712.64	55,326.67	53,146.68

figures in € million

PFA NETWORK TFA	August 2016	December 2015	August 2015
Assets under management	26,845.58	25,747.69	24,814.84
Assets under custody	9,827.52	9,866.17	9,505.00
Direct deposits	12,633.77	11,337.51	10,643.29
PFA NETWORK TFA	49,306.87	46,951.37	44,963.13

FinecoBank

FinecoBank is the direct, multi-channel bank of the UniCredit Group, with one of the largest advisory networks in Italy. It is the leading bank in Italy for equity trades in terms of volume of orders and the top



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online broker in Europe for number of orders executed. FinecoBank offers an integrated business model combining direct banking and financial advice, with a single free-of-charge account including a full range of banking, credit, trading and investment services, which are also available through applications for smartphone and tablet. With its fully integrated platform, FinecoBank is the benchmark for modern investors.

Contact info:

Fineco - Media Relations

Tel.: +39 02 2887 2256

ufficiostampa@finecobank.com

Fineco - Investor Relations

Tel. +39 02 8862 3820

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