

Patrimoni - 23 November 2015

BEST PERFORMING
Assets managed by the
leading private banks in Italy

50

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BANK	ASSETS MANAGED AT 30/06/2015 (M Euro)	ASSETS MANAGED AT 30/06/2014	% CHANGE	ENTRY THRESH- HOLD	MANAGER
Fideuram intesa Sanpaolo PB	135,900	125,000	8.7	500,000	Paolo Molesini
Unicredit	90,292	88,292	2.3	500,000	Salvatore Pisconti
Ailianz Bank Private	36,500	31,838	14.6	custom	Agostino Ferrara
Azimut	35,184	27,600	27.5	custom	Paolo Martini and Silvano Bramati
Ubi Banca	33,800	33,500	0.9	500,000	Luca Monti
Banca Aletti	31,100	28,200	10.3	1,000,000	Franco Dentella
Bnl-Bnp Paribas Private Banking	30,400	27,600	10.1	500,000	Gianpietro Giuffrida
UBS	28,253	26,854	5.2	custom	Fabio Innocenzi
Deutsche Bank				250,000	Sandro Daga
Deutsche Bank Awm	27,000	15,000	80.0	custom	Federico Gerardini
Deutsche Bank Private Advisory Unit				2,000,000	Roberto Parazzini
Gruppo Montepaschi	24,600	22,000	11.8	500,000	Francesco Fanti
Credit Suisse	21,800	20,000	9.0	1,000,000	Stefano Vecchi
FinecoBank	20,000	14,300	39.9	custom	Alessandro Foti
Banca Esperia	17,600	15,509	13.5	custom	Andrea Cingoli
Banca Generali	16,777	13,500	24.3	na	Domenico Del Borrello
Credem Private Banking	14,700	13,100	12.2	500,000	Matteo Benetti

Banca Intermobiliare	12,928	12,755	1.4	500,000	Stefano Piantelli
Cariparma Credit Agricole	9,970	9,013	10.6	500,000	Paolo Contini
Ersel	9,700	8,000	21.3	custom	Fabrizio Greco
Banca Mediolanum PB Division	9,620	7,791	23.5	500,000	Massimo Doris
Banca Euromobiliare	9,600	8,800	9.1	500,000	Giuseppe Rovani
Banca Patrimoni Sella & Co.	9,083	7,780	16.7	none	Federico Sella
Bper:	8,551	7,605	12.4	500,000	Francesco Altilia
Banca Leonardo	8,000	7,300	9.6	500,000	Gianluca Attimis
BPM	8,000	8,170	-2.1	1,000,000	Gianfranco Venuti
Kairos Julius Baer	8,000	3,200	150.0	1,000,000	Paolo Basilico
Barclays Bank	6,347	na	-	100,000	Lorenzo Bassani
Veneto Banca	5,800	5,600	3.6	500,000	Giulia Alessandra Pedrazzi
Banca Sella PB	5,600	4,870	15.0	500,000	Leonardo Cervelli
Banca Finnat Euramerica	5,020	4,670	7.5	custom	Arturo Nattino
Nextam Partners	4,600	4,000	15.0	custom	Carlo Gentili
Banca Profilo	4,432	4,100	8.1	custom	Mario Aragnetti Bellardi
Cassa Lombarda	4,402	3,972	10.8	500,000	Andrea Jesi Ferrara
Banca Albertini Syz	3,306	3,203	3.2	500,000	Daniele Piccolo
Banor SIM	3,500	3,200	9.4	3,000,000	Massimiliano Cagliero
JCI Capital	2,600	2,400	8.3	custom	Francesco Masino
Banca Ifigest	2,285	2,000	14.3	250,000	Gianni Bizzarri
Banca Akros	2,157	1,900	13,5	500,000	Francesco Cosmelli
Edmond de Rothschild	1,550	1,350	14.8	500,000	Stefano Rossi
CFO SIM	1,300	1,200	8.3	1,000,000	Andrea Caraceni
Banca Etruria	930	1,129	-17.6	500,000	Paolo Mencarelli
Frame Asset Management	830	825	0.6	custom	Michele De Michelis
Zenit SGR	704	672	4.8	250,000	Marco Rosati
FIA	625	545	14.7	250,000	Marco Caldana

Anthilia Capital Partners	600	550	9.1	500,000	Gianni Piazzoli
Banca Federico Del Vecchio	375	357	5.0	500,000	Paolo Manuelli
Indosuez Wealth Management	47	0	-	1,000,000	Luca Caramaschi
Banca del Fucino	na	na	-	500,000	Giuseppe Di Paola
Schroders Wealth Management	na	2,000	-	500,000	Giuseppe Marsi
TOTAL	714,368	631,250	13.2		
JP Morgan	1,000,000	977,000	2.4		
Goldman Sachs	na	na		custom	

Banor

Banor SIM S.p.A., with about 4 billion euro (at 31 December 2014) under direct management and over 1000 clients, is the biggest of Italy's independent securities brokerages and specialises in asset management and high wealth investors. The company has offices in Milan, Turin and in London, following its acquisition of a holding in Banor Capital Ltd. (formerly Proxima Investment Management Ltd.). BANOR, which has a staff of over 75, supports institutional and private investors and some of Italy's great families to maintain and grow their wealth and hand it down to the new generations.

15 years ago, the company was bought by a group of private investors/managers – led by Massimiliano Cagliero, the current CEO. Since then it has seen exponential growth, thanks to the experience of its management team, led by Luca Riboldi, and a business model based on continuity of results and performance and on the high quality of the service. BANOR is one of the few asset management firms to have obtained investment process certification that meets the Global International Performance Standards (GIPS) certification issued by PricewaterhouseCoopers.

BANOR

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Number of private bankers: **25**