

Informazione Regolamentata n. 1615-19-2024	Data/Ora Inizio Diffusione 6 Marzo 2024 10:39:20	Euronext Milan
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Societa' : FINECOBANK

Identificativo Informazione
Regolamentata : 186934

Utenza - Referente : FINECOBANKN11 - Spolini

Tipologia : REGEM

Data/Ora Ricezione : 6 Marzo 2024 10:39:20

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Oggetto : PR - FinecoBank_Total Net Sales February
2024

Testo del comunicato

Vedi allegato



PRESS RELEASE

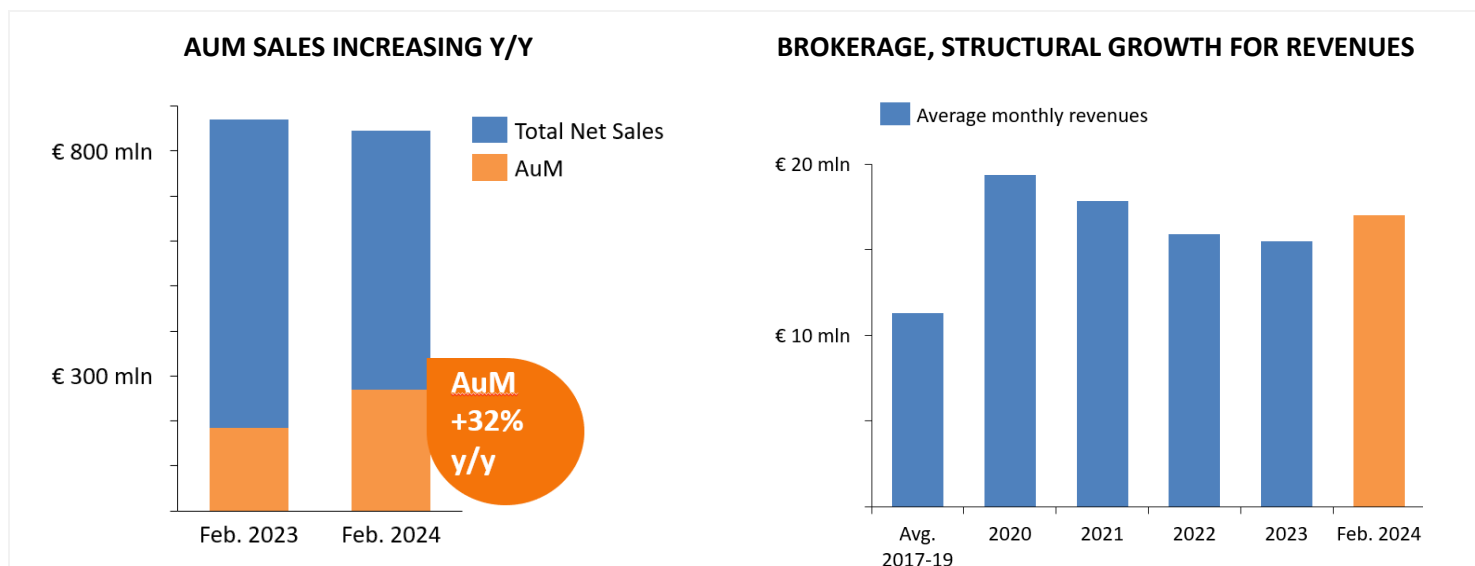
FEBRUARY NET SALES CLOSE TO € 850 MILLION, WITH STRONG INVESTMENTS ACCELERATION IN NEW CLIENTS' ACQUISITION, +26% Y/Y

- February net sales at **€ 845 million**. Asset under Management at **€ 269 million**
- Net Sales YTD at **€ 1.4 billion**. Asset under Management at **€ 348 million**
- **FAM:** February retail net sales at **€ 160 million**, assets at **€ 31.5 billion**
- **Brokerage:** estimated revenues in February at **€ 17 million**

Milan, March 6th, 2024

Total net sales in February 2024 were particularly solid at € 845 million, confirming more and more Fineco as the reference platform for all financial needs, while the acceleration of the number of new customers remains very high in the month at +26% y/y. The asset mix highlights Asset under Management net sales at € 269 million, thanks to € 160 million retail net sales by Fineco Asset Management, and despite outflows from insurance products (€ -196 million). Asset under Custody were equal to € 647 million and deposits were at € -71 million.

Estimated brokerage revenues equalled to around € 17 million in February (+48% compared in the period 2017/2019). Since the beginning of the year, estimated revenues reached around € 33 million (+1% y/y).



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

“Robust total net sales in February, together with the increase of new customers confirm Fineco’s ability to attract an audience significantly interested in investments, through in-house platforms and the continuous support of our financial advisors. Even in a phase characterized by strong attraction towards bond market, the solid asset under management reflects the growing increase of advanced advisory which allows to use the full range of asset classes. At the same time, the offer of Fineco Asset Management’s investment solutions is more and more appreciated by our customers, while the efficiency of brokerage platform, constantly updated, delivers a further way to interact real time with markets.”



B A N K

figures in € million

TOTAL NET SALES	FEB 2024	FEB 2023	JAN-FEB '24	JAN-FEB '23
Assets under management	269.3	184.9	348.3	885.9
Assets under custody	647.3	1,044.9	1,522.4	1,364.9
<i>o/w Third party deposit current accounts</i>	-14.7	38.3	-18.5	107.2
Direct deposits	-71.1	-360.0	-445.5	-635.5
TOTAL NET SALES	845.4	869.8	1,425.3	1,615.3
TOTAL FINANCIAL ASSETS	FEB 2024	DEC 2023	FEB 2023	
Assets under management	59,354.8	58,016.1	54,188.0	
Assets under custody	38,145.4	36,098.5	27,054.4	
<i>o/w Third party deposit current accounts</i>	611.3	629.8	468.5	
Direct deposits	27,996.4	28,441.8	29,934.4	
TOTAL FINANCIAL ASSETS	125,496.6	122,556.5	111,176.8	

FAM, retail net sales at € 160 million, TFA at € 31.5 billion

In February, Fineco Asset Management recorded retail net sales equal to € 160 million, bringing the total since the beginning of the year at € 313 million. FAM assets as of February 29th, 2024 reached € 31.5 billion, of which € 20.6 billion retail class (+20% y/y) and € 10.9 billion institutional class (+4% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 34.7% compared to 31.6% a year ago.

Total Financial Assets above € 125 billion, Private Banking at € 58 billion

Total Financial Assets were equal to € 125.5 billion, compared to € 111.2 billion in February 2023 (+13%). In particular, TFA related to Private Banking were at € 58.0 billion, compared to € 48.5 billion in February 2023 (+20%).

More than 12,000 new clients in February

In February, 12,486 new clients were acquired, growing by 26% y/y and leading to 26,715 new clients since the beginning of the year (+28% y/y). Total number of clients reached 1,581,343 as of February 29th, 2024.

figures in € million



PFA NETWORK NET SALES	FEB 2024	FEB 2023	JAN-FEB '24	JAN-FEB '23
Assets under management	272.9	184.2	357.0	883.0
Assets under custody	476.1	813.9	1,105.1	1,027.3
<i>o/w Third party deposit current accounts</i>	-5.3	23.7	-5.8	61.0
Direct deposits	-75.7	-255.8	-314.7	-542.3
TOTAL NET SALES	673.3	742.2	1,147.4	1,368.1

PFA NETWORK TFA	FEB 2024	DEC 2023	FEB 2023
Assets under management	58,886.5	57,551.2	53,723.1
Assets under custody	28,530.6	27,020.9	20,107.0
<i>o/w Third party deposit current accounts</i>	338.9	344.7	237.9
Direct deposits	21,819.4	22,133.3	23,334.6
TOTAL FINANCIAL ASSETS	109,236.5	106,705.5	97,164.7

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