



SPAFID
CONNECT

Informazione Regolamentata n. 1615-14-2022	Data/Ora Ricezione 04 Marzo 2022 11:32:44	Euronext Milan
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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 04 Marzo 2022 11:32:44
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Diffusione presunta
Oggetto : PR - Total Net Sales February 2022

Testo del comunicato

Vedi allegato.

PRESS RELEASE

FEBRUARY NET SALES ABOVE € 900 MILLION, SOLID CONTRIBUTION BY AUM FAM SPEEDS UP, RETAIL NET SALES YTD +43% Y/Y

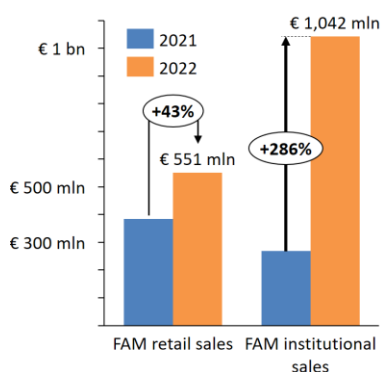
- February net sales at **€ 945 million**. Asset under Management at **€ 272 million**
- Net Sales YTD at **€ 1.6 billion**. Asset under Management at **€ 600 million**
- **FAM:** retail net sales at **€ 299 million**, assets at **€ 25.2 billion**
- **Brokerage:** estimated revenues in February at **€ 19 million**

Milan, March 4th, 2022

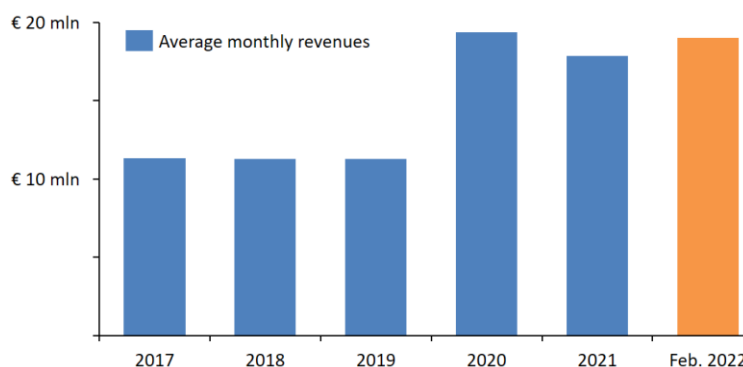
In February net sales confirmed to be very high at € 945 million, despite the difficult market context, characterized in a first moment by fears for the acceleration of inflation, and in the last week of the month by the international tensions. Despite this, net sales in Asset under Management were solid at € 272 million, thanks to the ability of our Network of Personal Financial Advisors to support clients in a long term financial planning also in a volatility context. Net sales in Asset Under Custody were equal to € 267 million and deposits amounted to € 406 million. FAM institutional sales (€ 524 million in February) highlights the acceleration of the company's growth process, allowing a more complete internalization of the value chain.

Estimated brokerage revenues equalled around € 19 million in February. The higher volatility in the last days of the month led to the new daily record for brokerage revenues, with the solidity of the platform that allowed the Bank to manage extremely high volumes with no disruptions for clients. Since the beginning of the year, estimated revenues reached around € 38 million.

FAM, INSTITUTIONAL NET SALES YTD >3x Y/Y



BROKERAGE REVENUES INCREASING



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

“February net sales figures confirmed to be positive also in a month characterized by strong tensions on the market. In such a complex context, the relationship based on trust built over time with our customers is allowing our financial advisors to keep under control emotional reactions, in favour of a more professional management of their assets. It is worth highlighting the very strong result reached by Fineco Asset Management which, also thanks to the recently launched new products, is proposing the right investment solutions also in the present context. The acceleration of volatility is at the same time confirming our Brokerage as the perfect countercyclical business, underlying the strong interest from an increasingly higher client base to interact with global markets.”

figures in € million

TOTAL NET SALES	FEB 2022	FEB 2021	JAN-FEB '22	JAN-FEB '21
Assets under management	271.6	687.1	600.5	1,157.3
Assets under custody	267.2	36.7	607.0	406.0
Direct deposits	406.0	541.0	410.1	592.4
TOTAL NET SALES	944.9	1,264.8	1,617.5	2,155.6
TOTAL FINANCIAL ASSETS	FEB 2022	DEC 2021	FEB 2021	
Assets under management	53,162.5	55,450.2	47,113.5	
Assets under custody	21,975.6	22,969.9	19,297.3	
Direct deposits	29,905.4	29,495.3	28,606.3	
TOTAL FINANCIAL ASSETS	105,043.4	107,915.4	95,017.1	

FAM, retail net sales at around € 300 million, TFA above € 25 billion

Fineco Asset Management retail net sales in February amounted to around € 300 million, with a strong interest by clients for FAM Series, among which also the investment solutions recently launched focused on sustainability. Net sales in institutional classes was equal to € 524 million. As of February 28th, 2022 FAM managed € 25.2 billion of assets, of which € 14.9 billion retail class (+36% y/y) and € 10.3 billion institutional class (+68% y/y).

Total Financial Assets at € 105 billion, Private Banking at €46 billion

Total Financial Assets were equal to € 105 billion (+11% y/y). In particular, TFA related to Private Banking were at € 46 billion, increasing by 14% compared to € 40.4 billion in February 2021.

Net sales in Guided Products & Services stood at € 256 million in February. Since the beginning of the year, net sales totalled € 522 million. The penetration rate of Guided Products reached 76% on total Asset under Management compared to 73% in February 2021.

9,300 new clients in February

In February, 9,330 new clients were acquired. Figures confirm the improvement of the client base, more interested in investing, and the increase in average Total Financial Assets of new current accounts. Total number of clients reached 1,439,566 as of February 28th, 2022.

figures in € million

PFA NETWORK NET SALES	FEB 2022	FEB 2021	JAN-FEB '22	JAN-FEB '21
Assets under management	273.7	679.1	602.3	1,142.8
Assets under custody	205.0	34.4	429.9	292.9
Direct deposits	377.8	376.6	462.2	480.6
TOTAL NET SALES	856.5	1,090.1	1,494.5	1,916.3

PFA NETWORK TFA	FEB 2022	DEC 2021	FEB 2021
Assets under management	52,652.0	54,891.9	46,622.4
Assets under custody	16,320.6	17,050.0	14,395.8
Direct deposits	23,151.5	22,689.3	21,607.9
TOTAL FINANCIAL ASSETS	92,124.2	94,631.1	82,626.1

FinecoBank

FinecoBank is one of the most important FinTech banks in Europe. Listed on the FTSE MIB, Fineco offers a unique business model in Europe, combining advanced platforms with a large network of financial advisors. It offers a single account with banking, trading and investment services, through transactional and advisory platforms developed with proprietary technologies. Fineco is a leading bank in brokerage in Europe, and one of the most important players in Private Banking in Italy, offering advanced and tailor-made advisory services. Since 2017, FinecoBank is in the UK with an offer focused on brokerage, banking and investment services. Fineco Asset Management was founded in Dublin in 2018, with the mission to develop investment solutions in partnership with top international asset managers.

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Fine Comunicato n.1615-14

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