



SPAFID
CONNECT

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Oggetto : PR FinecoBank_Total Net Sales March
2022

Testo del comunicato

Vedi allegato.

PRESS RELEASE

MARCH NET SALES ABOVE € 1.2 BILLION, 1Q22 ABOVE € 2.8 BILLION

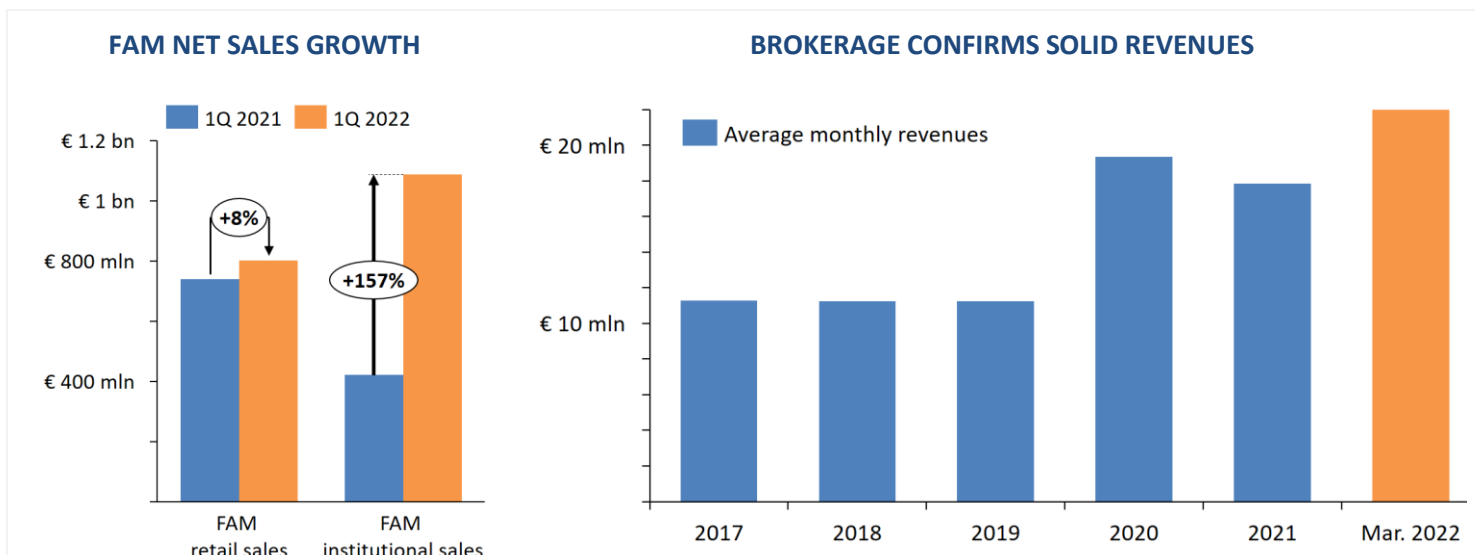
SOLID AUM NET SALES ALSO IN A COMPLEX CONTEXT

- March net sales at **€ 1.2 billion**. Asset under Management at **€ 329 million**
- Net Sales YTD at **€ 2.8 billion**. Asset under Management at **€ 930 million**
- **FAM:** retail net sales at **€ 251 million**, assets at **€ 25.5 billion**
- **Brokerage:** estimated revenues in March at **€ 22 million**

Milan, April 6th, 2022

In March net sales were higher than € 1.2 billion, showing once again the soundness of the Fineco growth path also in particularly complex market context. The asset mix confirms the robustness of Asset Under Management net sales, which were equal to € 329 million, thanks to the ability of our Network of Personal Financial Advisors to support clients in a long term financial planning. Net sales in Asset Under Custody were equal to € 422 million and deposits amounted to € 456 million. In the first quarter, total net sales stood above € 2.8 billion, of which € 930 million in AUM.

Confirming the capacity of our business model to generate revenues in every market condition, estimated brokerage revenues equalled around € 22 million in March, with volatility focused only in the very first days of the month. Since the beginning of the year, estimated revenues reached around € 60 million.



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

“Fineco records very positive total net sales also in March, confirming the strong trend of the previous months, despite a very complex context. A further confirmation that even in the most uncertain phases Fineco is a benchmark for customers, thanks to the constant commitment of our financial advisors to support their customers and to manage their emotivity. Very appreciated by our customers the innovative and diversified solutions created by Fineco Asset Management, especially those that allow a gradual entrance to markets, as they are able to contain the volatility, typical of these phases, stimulating investors to invest in real economy.”

figures in € million

TOTAL NET SALES	MAR 2022	MAR 2021	JAN-MAR '22	JAN-MAR '21
Assets under management	329.0	713.1	929.5	1,870.3
Assets under custody	422.0	358.7	1,029.0	764.7
Direct deposits	456.3	80.3	866.4	672.7
TOTAL NET SALES	1,207.3	1,152.1	2,824.9	3,307.6

TOTAL FINANCIAL ASSETS	MAR 2022	DEC 2021	MAR 2021
Assets under management	53,650.9	55,450.2	48,018.2
Assets under custody	22,804.0	22,969.9	20,347.2
Direct deposits	30,361.7	29,495.3	28,686.6
TOTAL FINANCIAL ASSETS	106,816.6	107,915.4	97,052.0

FAM, retail net sales above € 250 million, TFA at € 25.5 billion

Fineco Asset Management retail net sales in March amounted to € 251 million, with a strong interest by clients for FAM Series. Since the beginning of the year, retail net sales were equal to € 802 million (+8% y/y) and net sales in institutional classes were equal to € 1.1 billion (+157%), leading FAM assets as of March 31st, 2022 at € 25.5 billion, of which € 15.2 billion retail class (+33% y/y) and € 10.2 billion institutional class (+59% y/y).

Total Financial Assets at € 107 billion, Private Banking at € 47 billion

Total Financial Assets were equal to € 106.8 billion (+10% y/y). In particular, TFA related to Private Banking were at € 47.1 billion, increasing by 13% compared to € 41.8 billion in March 2021.

Net sales in Guided Products & Services stood at € 321 million in March. Since the beginning of the year, net sales totalled € 843 million. The penetration rate of Guided Products reached 76% on total Asset under Management compared to 74% in March 2021.

9,200 new clients in March

In March, 9,182 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 1,444,710 as of March 31st, 2022.

figures in € million

PFA NETWORK NET SALES	MAR 2022	MAR 2021	JAN-MAR '22	JAN-MAR '21
Assets under management	332.4	705.9	934.7	1,848.6
Assets under custody	304.5	215.3	734.4	508.3
Direct deposits	370.1	160.9	832.3	641.5
TOTAL NET SALES	1,006.9	1,082.1	2,501.4	2,998.4

PFA NETWORK TFA	MAR 2022	DEC 2021	MAR 2021
Assets under management	53,141.0	54,891.9	47,520.0
Assets under custody	16,917.2	17,050.0	15,157.6
Direct deposits	23,521.6	22,689.3	21,768.8
TOTAL FINANCIAL ASSETS	93,579.9	94,631.1	84,446.3

FincoBank

FincoBank is one of the most important FinTech banks in Europe. Listed on the FTSE MIB, Finco 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. Finco 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, FincoBank is in the UK with an offer focused on brokerage, banking and investment services. Finco 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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