



SPAFID CONNECT

Informazione Regolamentata n. 1615-87-2019	Data/Ora Ricezione 06 Dicembre 2019 09:59:32	MTA
--	--	-----

Societa' : FINECOBANK
Identificativo : 125580
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 06 Dicembre 2019 09:59:32
Data/Ora Inizio : 06 Dicembre 2019 09:59:33
Diffusione presunta
Oggetto : PR Total Net Sales November

Testo del comunicato

Vedi allegato.

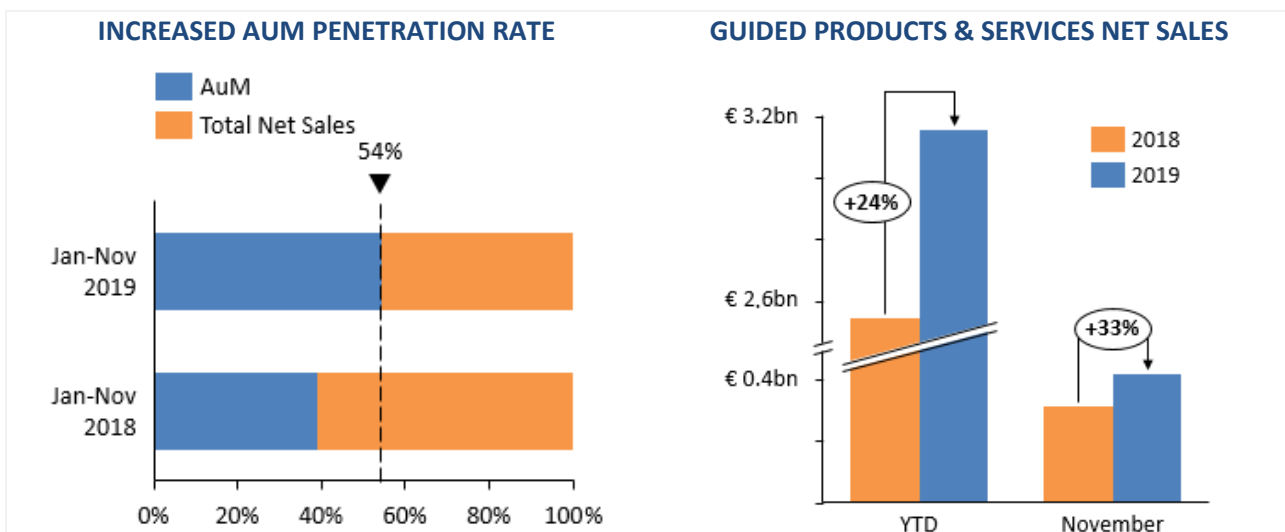
NOVEMBER TOTAL NET SALES: +87% Y/Y
AUM DOUBLED COMPARED TO THE PREVIOUS YEAR

- Solid and robust net sales in the month of November at **€ 384 million**. AuM net sales equal to **€ 352 million**
- Net sales since the beginning of the year: **€ 5,119 million**, of which Guided Products **€ 3,152 million**
- **Fineco Asset Management**: November retail net sales at **€ 199 million**, assets at **€ 13.4 billion**

Milan, December 5th 2019

In November Fineco recorded solid and high-quality total net sales equal to € 384 million (+87% y/y). The asset mix was particularly positive: AuM at € 352 million doubled compared to the previous year, highlighting the ongoing conversion towards Asset under Management. Asset under Custody amounted at € -148 million. Direct deposits totaled € 180 million, with a positive impact due to a calendar effect as € 173 million of taxes were paid by customers on the first December business day.

Asset under Management was supported once again by Fineco Asset Management: in November FAM totaled net sales equal to € 199 million, in particular thanks to the recently launched product FAM Target. Total assets stood at € 13.4 billion, of which € 8.0 billion retail class (+30% y/y) and € 5.4 billion institutional class (+30% y/y).



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

“Total net sales were excellent in November, confirming the effectiveness of the strategies deployed by the Bank to accelerate the conversion of customer assets into Asset under Management, and in particular towards Guided Products. Furthermore, Fineco Asset Management added momentum thanks to the ability of its new generation of products to attract customers’ interest even during an uncertain market phase”.

figures in € million

TOTAL NET SALES	NOV 2019	NOV 2018	JAN-NOV 2019	JAN-NOV 2018
<i>Assets under management</i>	351.9	174,1	2,788.3	2,107.9
<i>Assets under custody</i>	-148.1	139,0	-746.3	1,742.6
<i>Direct deposits</i>	180.2	-107,6	3,076.9	1,574.0
TOTAL NET SALES	384.0	205,5	5,119.0	5,424.5

TOTAL FINANCIAL ASSETS	NOV 2019	DEC 2018	NOV 2018
<i>Assets under management</i>	39,698.7	33,484.7	34,146.6
<i>Assets under custody</i>	15,487.1	13,779.0	14,147.2
<i>Direct deposits</i>	25,145.9	22,068.9	21,496.5
TOTAL FINANCIAL ASSETS	80,331.6	69,332.6	69,790.3

Net sales since the beginning of the year over € 5.1 billion, AuM at 54% from 39% of Nov. 2018

FinecoBank recorded total net sales of € 5.1 billion since the beginning of 2019 (-6% y/y): Asset under Management totaled € 2.8 billion (+32% y/y), Asset under Custody amounted at € -746 million due to profit taking by customers, confirming how they are massively using Fineco's brokerage platform; direct deposits totaled € 3.1 billion. The penetration rate of AuM increased at 54% of total net sales compared to 39% in November 2018.

Net sales through the Personal Financial Advisors network reached € 4.6 billion.

"Guided products & services" net sales since the beginning of the year over € 3 billion, +24% y/y

Since the beginning of the year "Guided products & services" net sales amounted at € 3.2 billion (+24% y/y), while November net sales reached € 415 million (+33% compared to € 312 million in November 2018). The penetration rate of Guided Products increased at 70% on total AuM compared to 66% in November 2018 and 67% in December 2018.

Total financial assets over € 80 billion, Private Banking reaches a new historic high at € 33 billion

Total financial assets were at € 80.3 billion (+15% compared to November 2018 and December 2018). In particular, TFA related to Private Banking segment, i.e. with assets above € 500,000, reached a new historic high at € 33 billion, +24.4% compared to € 26.5 billion in November 2018.

Over 111,000 new clients acquired since January

Since the beginning of the year 111,042 new clients were acquired, of which 10,672 in November (+10% y/y). Total number of customers was 1,355,239 as of November 30th, 2019 (+6% y/y).

figures in € million

PFA NETWORK NET SALES	NOV 2019	NOV 2018	JAN-NOV 2019	JAN-NOV 2018
<i>Assets under management</i>	352.6	176.5	2,798.4	2,115.9
<i>Assets under custody</i>	-132.3	83.3	-592.6	1,224.9
<i>Direct deposits</i>	144.5	-78.4	2,373.3	1,490.0
TOTAL NET SALES PFA NETWORK	364.9	181.3	4,579.1	4,830.8
PFA NETWORK PFA	NOV 2019	DEC 2018	NOV 2018	
<i>Assets under management</i>	39,210.5	33,034.6	33,676.9	
<i>Assets under custody</i>	11,633.2	10,307.4	10,552.5	
<i>Direct deposits</i>	18,940.9	16,567.6	16,172.6	
PFA NETWORK TFA	69,784.7	59,909.6	60,402.0	

FinecoBank

FinecoBank is one of the most important FinTech banks in Europe. It offers from a single account banking, credit, trading and investment services through transactional and advisory platform developed with proprietary technologies, and combined with one of the largest financial advisory network in Italy. Fineco is a bank leader in brokerage in Europe, and one of the most important player in Private Banking in Italy, offering tailor-made advisory services. Since 2017, FinecoBank is also in UK with an offer focused on brokerage and banking services.

Contatti:

Fineco - *Media Relations*

Tel.: +39 02 2887 2256

mediarelations@finecobank.com

Fineco - *Investor Relations*

Tel. +39 02 2887 3736/2358

investors@finecobank.com

Barabino & Partners

Tel. +39 02 72023535

Emma Ascani

e.ascani@barabino.it

+39 335 390 334

Fine Comunicato n.1615-87

Numero di Pagine: 5