



SPAFID CONNECT

Informazione Regolamentata n. 1615-10-2020	Data/Ora Ricezione 07 Febbraio 2020 09:47:37	MTA
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Societa' : FINECOBANK
Identificativo : 127460
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 07 Febbraio 2020 09:47:37
Data/Ora Inizio : 07 Febbraio 2020 09:47:39
Diffusione presunta
Oggetto : PR January Net Sales

Testo del comunicato

Vedi allegato.

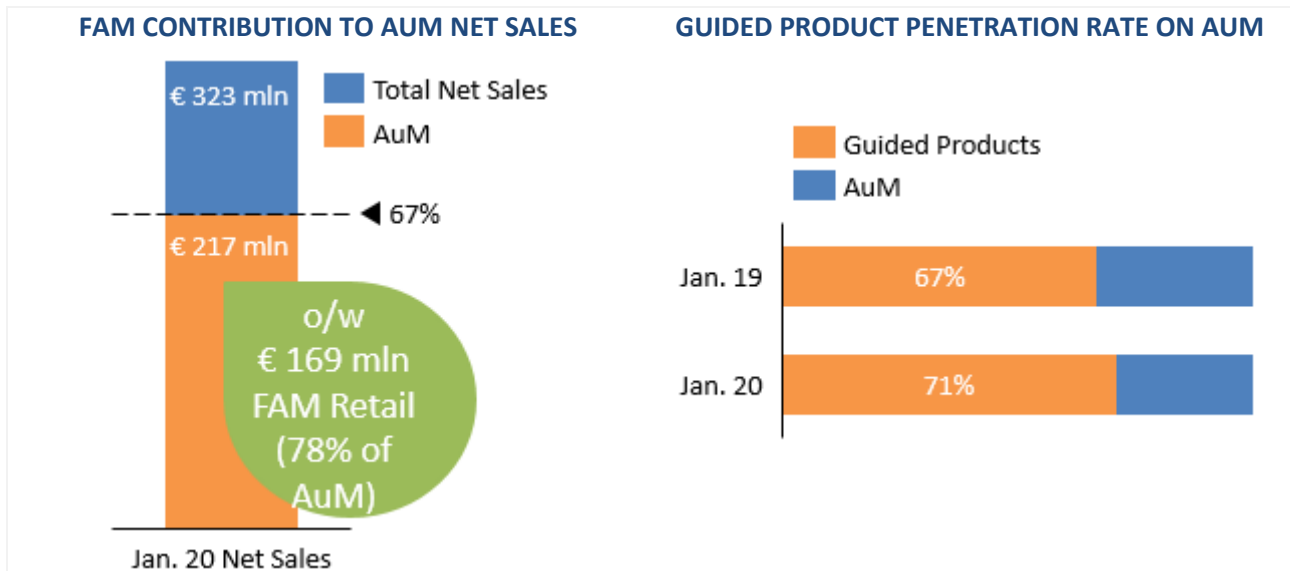
JANUARY TOTAL NET SALES, AUM +57% Y/Y
GUIDED PRODUCTS GROWING MORE THAN 3X Y/Y

- Solid January net sales at **€ 323 million**. AuM net sales equal to **€ 217 million**
- Net sales in Guided Products at **€ 269 million**
- **FAM:** January retail net sales at **€ 169 million**, assets at **€ 14.2 billion**

Milan, February 7th, 2020

In January, Fineco recorded total net sales equal to € 323 million, high quality and gathered without short-term commercial incentives. The asset mix highlights the ongoing conversion towards Asset under Management by customers: Asset under Management totaled € 217 million, climbing by 57% compared to € 139 million in January 2019. Asset under Custody amounted at € 161 million, and direct deposits totaled € -55 million.

“Guided products & services” net sales showed a strong growth at € 269 million, 3.2x year on year (€ 82.8 million in January 2019). The penetration rate of Guided Products reached 71% on total AuM compared to 67% of January 2019.



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

“The beginning of 2020 highlights the consolidation of a reallocation trend of liquidity towards a more efficient management of clients’ savings. Fineco is supporting the ongoing conversion thanks to our new products, services, and to the increase of productivity of the network. In this contest, FAM recorded good results thanks to products optimized for different profiles, from the more conservative ones to the risk-takers”.

figures in € million

TOTAL NET SALES	JAN 2020	JAN 2019
<i>Assets under management</i>	217.3	138.5
<i>Assets under custody</i>	161.0	75.2
<i>Direct deposits</i>	-55.0	134.5
TOTAL NET SALES	323.4	348.2

TOTAL FINANCIAL ASSETS	JAN 2019	JAN 2018
<i>Assets under management</i>	40,858.8	34,585.1
<i>Assets under custody</i>	15,539.3	14,520.1
<i>Direct deposits</i>	25,534.7	22,203.4
TOTAL FINANCIAL ASSETS	81,932.8	71,308.6

FAM, retail net sales at € 169 million, asset € 14.2 billion

Asset under Management figures were supported once again by Fineco Asset Management: in January FAM retail net sales amounted to € 169 million, in particular thanks to the FAM Evolution Series. As of January 31st, 2020 FAM managed € 14.2 billion of assets, of which € 8.6 billion retail class (+41% y/y) and € 5.6 billion institutional class (+37% y/y).

Total financial assets close to € 82 billion

Total financial assets were at € 81.9 billion (+15% compared to December 2018).

Over 8,000 new clients since the beginning of 2020

In January 8,047 new clients have been acquired. Total number of customers reached 1,361,138 as of January 31st, 2020 (+6% y/y).

figures in € million

PFA NETWORK NET SALES	JAN 2020	JAN 2019
<i>Assets under management</i>	213.7	135.2
<i>Assets under custody</i>	113.2	65.9
<i>Direct deposits</i>	72.1	137.6
TOTAL NET SALES PFA NETWORK	399.0	338.7
PFA NETWORK PFA	JAN 2020	JAN 2019
<i>Assets under management</i>	40.359.6	34.115.1
<i>Assets under custody</i>	11.630.0	10.873.5
<i>Direct deposits</i>	19.279.8	16.705.1
PFA NETWORK TFA	71.269.4	61.693.7

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.

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Fine Comunicato n.1615-10

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