



SPAFID
CONNECT

Informazione Regolamentata n. 1615-77-2020	Data/Ora Ricezione 04 Settembre 2020 16:45:48	MTA
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Regolamentata
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Tipologia : REGEM
Data/Ora Ricezione : 04 Settembre 2020 16:45:48
Data/Ora Inizio : 04 Settembre 2020 16:45:49
Diffusione presunta
Oggetto : PR - Total Net Sales August 2020

Testo del comunicato

Vedi allegato.

TOTAL NET SALES AT € 5.8 BLN, SAME LEVEL AS OF FY19

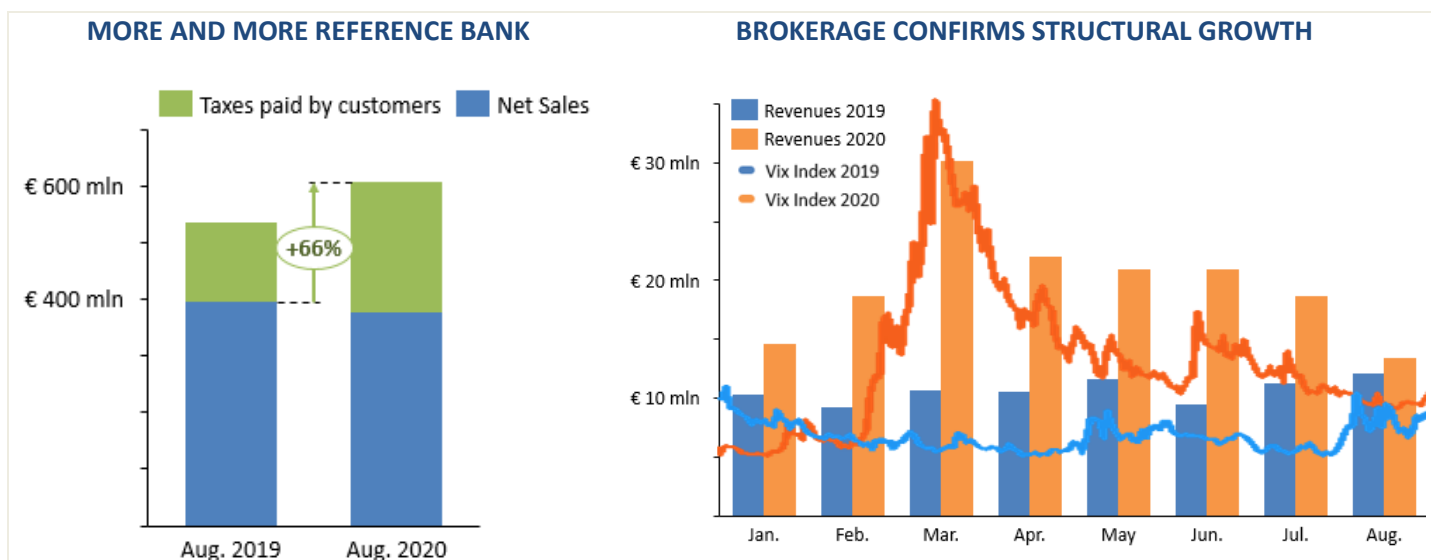
BROKERAGE: ESTIMATED REVENUES IN AUGUST +11% Y/Y, JAN-AUG +88% Y/Y

- August net sales at **€ 377 million**. AuM net sales equal to **€ 81 million**
- Net sales in Guided Products at **€ 66 million**
- **FAM**: August retail net sales at **€ 20 million**, assets at **€ 14.9 billion**

Milan, September 4th, 2020

Total Net Sales stood at € 5.8 billion since the beginning of the year, already reaching the level recorded in the whole FY19. In the month of August Fineco recorded net sales at € 377 million, gathered without short-term commercial incentives, reflecting the typical seasonality of the month and taking into account € 231 million of taxes paid by customers. The payment of taxes (see the graph on the left) increased by € 92 million compared to August 2019 (+66% y/y), a growth definitely above the one recorded by Italian fiscal authority, confirming the quality of our clients that more and more choose FinecoBank as their reference bank. In the month of August Asset under Management stood at € 81 million, Asset under Custody at € 23 million while deposits were € 273 million.

Brokerage growth confirms its structural trend, thanks to both the reshaping of our offer and the enlargement of the base of clients. In August revenues were estimated at € 13.4 million, increasing by 11% y/y. Estimated revenues since the beginning of the year reached around € 160.2 million, +88% y/y.



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

“August net sales figures, coherent with the seasonality of the summer period, show that Fineco is getting more and more considered as the reference bank from its clients. The growth of taxes paid by customers is in fact strongly above the Italian figure, confirming that customers prefer a one-stop-solution offering banking, credit, brokerage and investing services. A view furthermore strengthened by the structural increase in

brokerage revenues, highlighting a larger base of active investors interested in interacting with markets leveraging on the solidity of our platform”.

figures in € million

TOTAL NET SALES	AUG 2020	AUG 2019	JAN-AUG '20	JAN-AUG '19
<i>Assets under management</i>	80.9	122.5	2,336.4	1,599.4
<i>Assets under custody</i>	23.2	77.2	2,676.3	-142.2
<i>Direct deposits</i>	272.9	197.1	792.9	2,693.6
TOTAL NET SALES	377.0	396.8	5,805.6	4,150.8

TOTAL FINANCIAL ASSETS	AUG 2020	DEC 2019	AUG 2019
<i>Assets under management</i>	41,868.3	40,505.4	37,569.5
<i>Assets under custody</i>	17,134.8	15,323.8	15,288.1
<i>Direct deposits</i>	26,301.3	25,589.7	24,762.5
TOTAL FINANCIAL ASSETS	85,304.3	81,418.8	77,620.2

Total financial assets at € 85.3 billion

Total financial assets were at € 85.3 billion, +10% compared to August 2019.

Since the beginning of the year, total net sales stood at € 5.8 billion (+40% y/y), of which € 2.3 billion in AuM (+46% y/y), € 2.7 billion in AuC and € 0.8 billion in deposits.

Guided Products & Services 2019 net sales above € 2.3 billion

Net sales in “Guided products & services” in August amounted at € 66 million. Since the beginning of the year net sales totaled € 2.3 billion (+23% y/y). The penetration rate of Guided Products reached 73% on total AuM compared to 69% a year ago.

FAM, assets close to € 15 billion

Fineco Asset Management retail net sales amounted in August to € 20 million. As of August 31st, 2020 FAM managed € 14.9 billion of assets, of which € 9.5 billion retail class (+35% y/y) and € 5.4 billion institutional class (+4.5% y/y).

4,900 new clients in the month

In August 4,909 new clients have been acquired, confirming the trend highlighted after the announcement of the Smart Repricing on our banking services with a better quality of new customers, and an increase in average Total Financial Assets of new current accounts. Total number of customers reached 1,361,273 as of August 31st, 2020 (+2.3% y/y).

figures in € million

PFA NETWORK NET SALES	AUG 2020	AUG 2019	JAN-AUG '20	JAN-AUG '19
<i>Assets under management</i>	79.9	120.4	2,345.1	1,608.8
<i>Assets under custody</i>	1.1	59.4	1,914.7	-130.2
<i>Direct deposits</i>	242.6	161.8	772.8	2,135.7
TOTAL NET SALES	323.6	341.6	5,032.6	3,614.4

PFA NETWORK TFA	AUG 2020	DEC 2019	AUG 2019
<i>Assets under management</i>	41,413.0	40,012.3	37,099.1
<i>Assets under custody</i>	12,763.0	11,467.4	11,464.9
<i>Direct deposits</i>	19,899.2	19,207.7	18,703.3
TOTAL FINANCIAL ASSETS	74,075.2	70,687.3	67,267.3

FinecoBank

FinecoBank is one of the most important FinTech banks in Europe. Listed on the FTSE MIB, Fineco offers a business model that is unique in Europe, combining the best platforms with a large network of financial advisors. It offers a single account with banking, trading and investment services, on 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 has also been in the UK with an offer focused on brokerage, banking and investment services. Fineco Asset Management was founded in Dublin in 2018, with a mission to develop investment solutions in partnership with top international asset managers.

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