



SPAFID  
CONNECT

Informazione Regolamentata n. 1615-88-2020	Data/Ora Ricezione 04 Dicembre 2020 09:30:16	MTA
--	--	-----

Societa' : FINECOBANK  
Identificativo : 140068  
Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN02 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 04 Dicembre 2020 09:30:16  
Data/Ora Inizio : 04 Dicembre 2020 09:30:17  
Diffusione presunta  
Oggetto : PR - Net Sales November 2020

<i>Testo del comunicato</i>
-----------------------------

Vedi allegato.

## NOVEMBER AUM NET SALES MORE THAN DOUBLED Y/Y BROKERAGE: ESTIMATED REVENUES +67% Y/Y, JAN-NOV +75% Y/Y

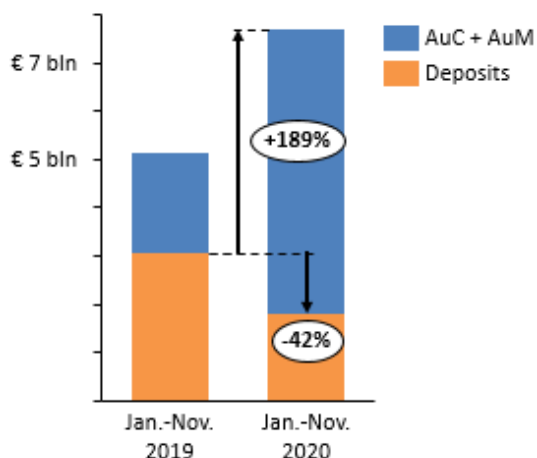
- November net sales at **€ 611 million**. AuM net sales equal to **€ 749 million**
- Net sales in Guided Products at **€ 705 million**
- **FAM:** November retail net sales at **€ 281 million**, assets at **€ 16.0 billion**
- Total Financial Assets close to **€ 90 billion**

*Milan, December 4<sup>th</sup>, 2020*

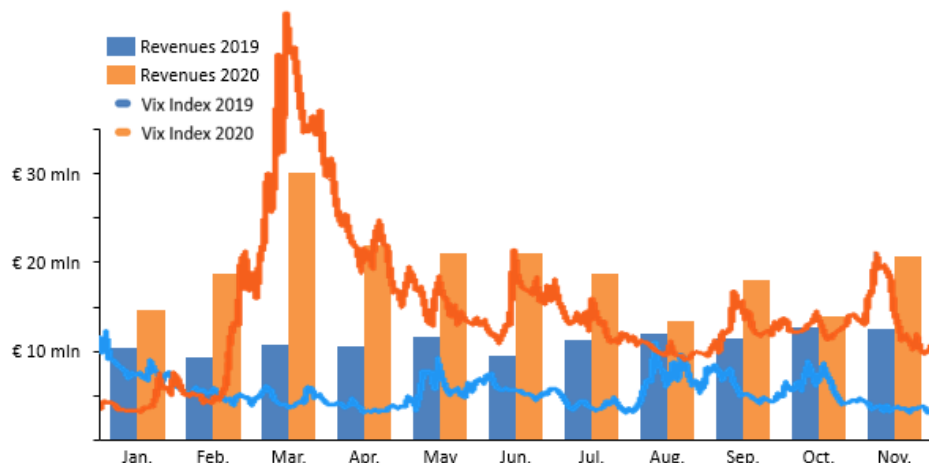
In November Fineco recorded strong and robust net sales at € 611 million (+59% compared to € 384 million in the same month of 2019), gathered without short-term commercial incentives. The asset mix recorded a strong contribution by Asset under Management with € 749 million, more than doubling the amount gathered in November 2019 (€ 352 million). Asset under Custody were equal to € -450 million while deposits were € 311 million.

Brokerage growth confirms its structural trend, thanks to both the reshaping of our offer and the enlargement of the base of clients. In November revenues were estimated at around € 21 million, increasing by 67% y/y. Estimated revenues since the beginning of the year reached around € 213 million, +75% y/y.

**INCREASING AUM AND AUC,  
LOWER DEPOSITS**



**BROKERAGE CONFIRMS STRUCTURAL GROWTH**



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

*“The excellent total net sales in November confirm the strong commitment by our Personal Financial Advisors in offering our clients investment solutions able to transform their liquidity, which would otherwise be inactive on their current account. This confirms to be a steady trend over the year, supported by Fineco Asset Management which, also this month, has given a strong contribution thanks to the launch of solutions able to deal with a complex market environment. On top of this, also the growth of our brokerage clients is confirmed, with the business that is approaching the end of the year with revenues structurally higher compared to the same period of 2019”.*

figures in € million

TOTAL NET SALES	NOV 20	NOV 2019	JAN-NOV '20	JAN-NOV '19
Assets under management	749.4	351.9	3,504.8	2,788.3
Assets under custody	-449.8	-148.1	2,396.2	-746.3
Direct deposits	311.2	180.2	1,799.6	3,076.9
<b>TOTAL NET SALES</b>	<b>610.7</b>	<b>384.0</b>	<b>7,700.6</b>	<b>5,119.0</b>

TOTAL FINANCIAL ASSETS	NOV 20	DEC 2019	NOV 2019
Assets under management	44,181.1	40,505.4	39,698.7
Assets under custody	17,989.8	15,323.8	15,487.1
Direct deposits	27,308.0	25,589.7	25,145.9
<b>TOTAL FINANCIAL ASSETS</b>	<b>89,478.9</b>	<b>81,418.8</b>	<b>80,331.6</b>

### ***FAM, retail net sales growing by 41% y/y, assets at € 16 billion***

Fineco Asset Management retail net sales amounted in November to € 281 million, growing by 41% y/y compared to € 199 million gathered in the same month of 2019. Clients have particularly appreciated the new products launched in the previous month, after the postponement due to the increase of time needed by the Irish regulator for the approval process during this complex market phase. As of November 30<sup>th</sup>, 2020 FAM managed € 16.0 billion of assets, of which € 10.3 billion retail class (+28% y/y) and € 5.7 billion institutional class (+6% y/y).

### ***Guided Products & Services 2020 net sales close to € 3.5 billion***

Net sales in “Guided products & services” in November amounted at € 705 million, increasing by 70% compared to € 415 million gathered in November 2019. Since the beginning of the year net sales totaled € 3.5 billion (+10% y/y). The penetration rate of Guided Products reached 73% on total AuM compared to 70% a year ago.

### ***Total financial assets close to € 90 billion, new record high for Private Banking at € 37.6 billion***

Total financial assets were at € 89.5 billion, +11% compared to November 2019. In particular, TFA related to Private Banking hit a new record at € 37.6 billion, increasing by 14% compared to € 33.0 billion in November 2019.

Since the beginning of the year, total net sales stood at € 7.7 billion (+50% y/y), of which € 3.5 billion in AuM (+26% y/y), € 2.4 billion in AuC and € 1.8 billion in deposits.

### ***Over 8,500 new clients in the month***

In November 8,524 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 1,364,984 as of November 30<sup>th</sup>, 2020.

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>NOV 20</b>	<b>NOV 2019</b>	<b>JAN-NOV '20</b>	<b>JAN-NOV '19</b>
Assets under management	748.4	352.6	3,518.4	2,798.4
Assets under custody	-358.5	-132.2	1,677.7	-592.6
Direct deposits	168.7	144.5	1,543.9	2,373.3
<b>TOTAL NET SALES</b>	<b>558.5</b>	<b>364.9</b>	<b>6,740.0</b>	<b>4,579.1</b>

<b>PFA NETWORK TFA</b>	<b>NOV 20</b>	<b>DEC 2019</b>	<b>NOV 2019</b>
Assets under management	43,720.7	40,012.3	39,210.5
Assets under custody	13,413.7	11,467.4	11,633.2
Direct deposits	20,670.3	19,207.7	18,940.9
<b>TOTAL FINANCIAL ASSETS</b>	<b>77,804.7</b>	<b>70,687.3</b>	<b>69,784.7</b>

### 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.

### Contacts:

Fineco - *Media Relations*

Tel.: +39 02 2887 2256

[mediarelations@finecobank.com](mailto:mediarelations@finecobank.com)

Fineco - *Investor Relations*

Tel. +39 02 2887 3736/2358

[investors@finecobank.com](mailto:investors@finecobank.com)

*Barabino & Partners*

Tel. +39 02 72023535

Emma Ascani

[e.ascani@barabino.it](mailto:e.ascani@barabino.it)

+39 335 390 334

Fine Comunicato n.1615-88

Numero di Pagine: 5