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Regolamentata  
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Diffusione presunta  
Oggetto : PR: Net Inflows Banca Generali november  
2020

*Testo del comunicato*

Vedi allegato.

**PRESS  
RELEASE**

## Total net inflows amounted to €406 million in November (€5,084 million YTD)

## Net inflows of managed solutions at €439 million (€2,445 million YTD)

## Assets under Advisory at €5.8 billion (+24% YTD)

Milan, 7 December 2020 - Banca Generali's total net inflows amounted to €5.1 billion in November (€4.5 billion in the same period of 2019). Net inflows of managed solutions grew sharply to €2.4 billion (+65% compared to €1.5 billion in November 2019). Assets under Advisory (BGPA) reached €5.8 billion (€4.6 billion in the same period of 2019).

**Managed solutions** attracted most net inflows for the month, growing significantly both on a monthly basis (+36% YoY to €439 million), and on a yearly basis (+65% to €2.4 billion). Among products, worthy of notice was the performance of the Luxembourg-based Sicav **LUX IM** (€184 million, €1.6 billion YTD) and **insurance wrappers** (€127 million, €747 million YTD). Subscriptions of **third-party funds** totaled €177 million (€540 million YTD), confirming the versatility and effectiveness of the open-architecture range of products.

**Assets under Advisory** grew sharply to **€5.8 billion (+€395 million in November)**.

*Chief Executive Officer and General Manager Gian Maria Mossa stated: "November was yet another very solid month in term of net inflows, especially regarding the managed solutions component, which performed among the best for the year, showing an extraordinary growth of 65% compared to the same month of 2019. This testifies to the great work of our bankers in helping our customers to grasp market opportunities through high-quality solutions. Despite the pandemic-related criticalities and uncertainties, we have already reached the same performance of last year, a month in advance, thanks to our strong structure and to the quality of a highly customizable and constantly evolving range of products and services. Distinctive features such as our innovative theme-based managed solutions and the in-depth analysis provided by our advanced advisory service continue to be increasingly appreciated by our customers. The attention we are receiving from both expert professionals and customers with complex needs, such as companies and entrepreneurs, give us confidence in the final part of the year and the beginning of 2021".*

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**NET INFLOWS AND LIFE NEW BUSINESS IN NOVEMBER 2020**

**PRESS  
RELEASE**

<i>Million of Euros</i>		<b>Nov. 2020</b>	<b>Nov. 2019</b>	<b>Jan-Nov 2020</b>	<b>Jan-Nov 2019</b>
Mutual Funds and SICAVs		320	213	1,654	1,427
	of which LUX IM	184	216	1,605	1,914
Financial Wrappers		-8	-21	44	-411
Insurance Wrappers		127	130	747	462
<b>Managed Solutions</b>		<b>439</b>	<b>322</b>	<b>2,445</b>	<b>1,478</b>
<b>Traditional life Insurance policies</b>		<b>-30</b>	<b>-26</b>	<b>184</b>	<b>933</b>
<b>Managed solutions and life insurance</b>		<b>409</b>	<b>296</b>	<b>2,629</b>	<b>2,411</b>
Assets Under Custody		-21	224	1,446	768
	of which: Structured products, Securitisations	25	143	800	920
Deposits		18	-147	1009	1,337
<b>AuC products and current accounts</b>		<b>-3</b>	<b>77</b>	<b>2,455</b>	<b>2,105</b>
<b>Total Net Inflows</b>		<b>406</b>	<b>373</b>	<b>5,084</b>	<b>4,516</b>

	<b>Nov. 2020</b>	<b>Nov. 2019</b>	<b>S.I. to Nov. 2020</b>	<b>S.I. to Nov. 2019</b>
<b>Assets Under Advanced Advisory</b>	<b>395</b>	<b>64</b>	<b>5,839</b>	<b>4,603</b>

	<b>Nov. 2020</b>	<b>Nov. 2019</b>	<b>Jan-Nov 2020</b>	<b>Jan-Nov 2019</b>
<b>Life New Business</b>	<b>281</b>	<b>247</b>	<b>2,170</b>	<b>2,727</b>

*The Manager responsible for preparing the company's financial reports (Tommaso di Russo) declares, pursuant to Paragraph 2 of Art. 154-bis of the Italian Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the documentary results, books and accounting records. Tommaso di Russo (CFO of Banca Generali)*

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