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| Informazione Regolamentata n. 1615-43-2021 | Data/Ora Ricezione 06 Maggio 2021 11:25:49 | MTA |
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Societa' : FINECOBANK
Identificativo : 146631
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 06 Maggio 2021 11:25:49
Data/Ora Inizio : 06 Maggio 2021 11:25:50
Diffusione presunta
Oggetto : PR FinecoBank - Total net sales April 2021

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| <i>Testo del comunicato</i> |
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Vedi allegato.

APRIL TOTAL NET SALES € 949 MLN, AUM AT 95%

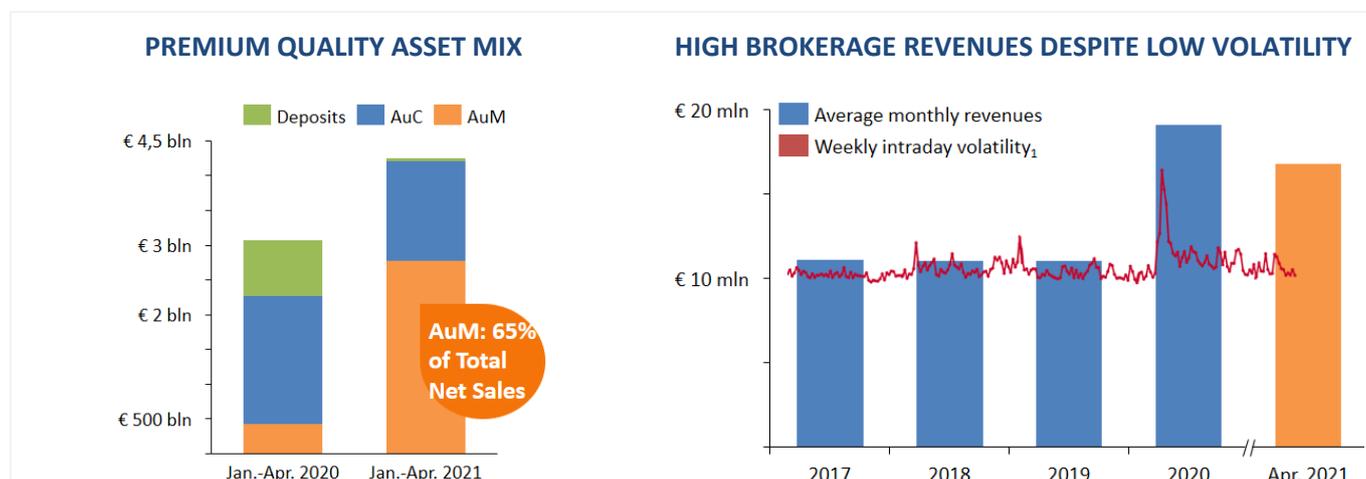
DEPOSITS DECREASING, RECORD NET SALES FOR FINECO ASSET MANAGEMENT

- April net sales at **€ 949 million**. Asset under Management at **€ 904 million**
- Net Sales YTD at **€ 4.3 billion**. Asset under Management at **€ 2.8 billion**
- **FAM:** April retail net sales at **€ 513 million**, assets at **€ 18.6 billion**
- **Brokerage:** estimated revenues in April at **€ 17 million**

Milan, May 6th, 2021

April total net sales were at € 949 million in April (in line compared to € 959 million a year ago), gathered without short-term commercial initiatives and confirming Fineco's entrance in a new dimension of growth. The asset mix records a strong contribution of Asset under Management, equal to € 904 million (+36% compared to € 664 million in April 2020) and representing 95% of total net sales. Asset under Custody were equal to € 667 million, while deposits recorded a strong decrease at € -622 million.

Brokerage revenues were estimated around € 17 million (-22% y/y) due to low market volatility and volumes. The figure is about 50% higher if compared to revenues generated during periods with similar volatility, thanks to the enlargement of our base of active clients and the continuous updating of our offer. Since January revenues were estimated at about € 82 million (-4% y/y).



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

"Total net sales were solid in April, maintaining in absolute figures the same excellent level reached a year ago and further improving the asset mix. The major contribution from Fineco Asset Management, with a new monthly record in retail net sales, highlights both its ability to continuously innovate its offer. Finally, brokerage figures were positive despite low market volatility: the enlargement of the base of clients using our platform to invest on a medium-long term horizon has led to higher revenues when compared with similar market phases in previous times."

¹ Volatility calculated as average weekly volatility of BUND, BTP, SP, EUROSTOXX, MINIDAX, DAX, FIB, MINIFIB, NASDAQ, DOW weighted on volumes related to futures traded by our clients

figures in € million

| TOTAL NET SALES | APR 2021 | APR 2020 | JAN-APR '21 | JAN-APR '20 |
|-------------------------|--------------|--------------|----------------|----------------|
| Assets under management | 904.0 | 663.9 | 2,774.4 | 430.3 |
| Assets under custody | 667.5 | 824.9 | 1,432.1 | 1,838.3 |
| Direct deposits | -622.3 | -529.7 | 50.4 | 805.5 |
| TOTAL NET SALES | 949.2 | 959.1 | 4,256.9 | 3,074.1 |

| TOTAL FINANCIAL ASSETS | APR 2021 | DEC 2020 | APR 2020 |
|-------------------------------|-----------------|-----------------|-----------------|
| Assets under management | 49,521.3 | 45,381.5 | 37,731.6 |
| Assets under custody | 21,001.0 | 18,313.7 | 14,968.0 |
| Direct deposits | 28,064.4 | 28,014.0 | 26,395.2 |
| TOTAL FINANCIAL ASSETS | 98,586.7 | 91,709.1 | 79,094.9 |

FAM, record retail net sales at € 513 million

Fineco Asset Management retail net sales in April amounted to € 513 million, hitting a new monthly record, with a strong interest by clients for the new FAM Target decumulation product which allows to gradually invest in the Chinese market, and Fam Series family. As of April 30th, 2021 FAM managed € 18.6 billion of assets, of which € 12.1 billion retail class (+48% y/y) and € 6.5 billion institutional class (+30% y/y).

Over 10,000 new clients in April, total clients near 1.4 million

In April, 10,084 new clients were acquired (+39% y/y), confirming the accelerating trend and an increase in average Total Financial Assets of new current accounts, after the introduction of the Smart Repricing on our banking services in 2020. Total number of clients reached 1,395,761 as of April 30th, 2021.

Total Financial Assets above € 98 billion. Private Banking further growth

Total Financial Assets were equal to € 98.6 billion (+25% y/y). In particular, TFA related to Private Banking were at € 42.8 billion, increasing by 39% compared to € 30.9 billion in April 2020.

Net sales in Guided Products & Services stood at € 888 million in April, compared to € 476 million in April 2020. The penetration rate of Guided Products reached 74% on total Asset under Management compared to 72% in April 2020.

figures in € million

| PFA NETWORK NET SALES | APR 2021 | APR 2020 | JAN-APR '21 | JAN-APR '20 |
|-------------------------|--------------|--------------|----------------|----------------|
| Assets under management | 897.0 | 654.0 | 2,745.6 | 450.2 |
| Assets under custody | 439.4 | 593.4 | 947.7 | 1,385.8 |
| Direct deposits | -350.5 | -473.4 | 291.1 | 857.4 |
| TOTAL NET SALES | 986.0 | 774.1 | 3,984.4 | 2,693.4 |

| PFA NETWORK TFA | APR 2021 | DEC 2020 | APR 2020 |
|-------------------------------|-----------------|-----------------|-----------------|
| Assets under management | 49,006.6 | 44,893.8 | 37,315.7 |
| Assets under custody | 15,619.9 | 13,622.9 | 11,220.9 |
| Direct deposits | 21,418.3 | 21,127.2 | 20,065.1 |
| TOTAL FINANCIAL ASSETS | 86,044.8 | 79,644.0 | 68,601.7 |

FinecoBank

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

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Fine Comunicato n.1615-43

Numero di Pagine: 5