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Societa' : FINECOBANK
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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN11 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 09 Agosto 2021 13:47:26
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Diffusione presunta
Oggetto : FInecoBank_PR: Total Net Sales July 2021

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

**JULY TOTAL NET SALES CONFIRM THE ESTIMATES ABOVE € 900 MILLION, +35% Y/Y
AUM YTD AT HIGHER LEVEL THAN FY20**

- July net sales at **€ 919 million**. Asset under Management at **€ 485 million**
- Net Sales YTD at **€ 6.7 billion**. Asset under Management at **€ 4.5 billion**
- **FAM**: retail net sales at **€ 240 million**, assets at **€ 20.7 billion**
- **Brokerage**: estimated revenues in July at **€ 15 million**

Milan, July 9th, 2021

July total net sales confirmed the estimates disclosed to the market at the time of the release of 1H21 results, totalling € 919 million (+35% compared to € 679 million a year ago), without any short-term commercial initiatives and strengthening Fineco's entrance in a new dimension of growth. The asset mix sees Asset under Management at € 485 million, Asset under Custody stood at € 73 million, while deposits were € 360 million.

Estimated brokerage revenues stood at around € 15 million in July, compared to € 19 million in July 2020 due to lower market volatility than in the past: nevertheless, revenues were +30% higher than the average 2017-2019, thanks to the enlargement of our base of active clients and to the continuous update of our offer. Since the beginning of the year, estimated revenues reached around € 130 million (-12% y/y).

figures in € million

| TOTAL NET SALES | JUL 2021 | JUL 2020 | JAN-JUL '21 | JAN-JUL '20 |
|-------------------------|-----------------|-----------------|--------------------|--------------------|
| Assets under management | 484.7 | 650.5 | 4,531.9 | 2,255.4 |
| Assets under custody | 73.4 | 77.1 | 1,554.5 | 2,653.0 |
| Direct deposits | 360.5 | -48.9 | 619.1 | 520.1 |
| TOTAL NET SALES | 918.5 | 678.6 | 6,705.4 | 5,428.5 |

| TOTAL FINANCIAL ASSETS | JUL 2021 | DEC 2020 | JUL 2020 |
|-------------------------------|------------------|-----------------|-----------------|
| Assets under management | 51,905.0 | 45,381.5 | 41,168.8 |
| Assets under custody | 21,829.1 | 18,313.7 | 16,586.5 |
| Direct deposits | 28,633.1 | 28,014.0 | 26,028.4 |
| TOTAL FINANCIAL ASSETS | 102,367.2 | 91,709.1 | 83,783.7 |

FAM, retail net sales at € 240 million, assets at € 20.7 billion,

Fineco Asset Management retail net sales in July amounted to € 240 million, with a strong interest by clients for the new FAM Target decumulation product which allows to gradually invest in the Usa, European and Chinese markets.

As of July 31st, 2021 FAM managed € 20.7 billion of assets, of which € 13.5 billion retail class (+45% y/y) and € 7.2 billion institutional class (+36% y/y).

Total Financial Assets above € 102 billion, Private Banking above €45 billion

Total Financial Assets were equal to € 102.4 billion (+22% y/y). In particular, TFA related to Private Banking were at € 45.2 billion, increasing by 34% compared to € 33.7 billion in July 2020.

Net sales in Guided Products & Services stood at € 432 million in July, compared to € 582 million in July 2020. The penetration rate of Guided Products reached 75% on total Asset under Management compared to 73% in July 2020.

Over 74,000 new clients YTD, +38% y/y

In July, 7,951 new clients were acquired, totalling 74,228 new clients acquired in 1H21 (+38% comparing to 53,699 acquired in the first seven months of 2020), confirming the improvement of the client base and the 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 1,409,051 as of July 31st, 2021.

figures in € million

| PFA NETWORK NET SALES | JUL 2021 | JUL 2020 | JAN-JUL '21 | JAN-JUL '20 |
|-------------------------------|-----------------|-----------------|--------------------|--------------------|
| Assets under management | 481.9 | 648.3 | 4,490.8 | 2,265.2 |
| Assets under custody | 20.8 | 46.2 | 980.9 | 1,913.6 |
| Direct deposits | 314.6 | -88.0 | 890.9 | 530.3 |
| TOTAL NET SALES | 817.3 | 606.4 | 6,362.6 | 4,709.1 |
| PFA NETWORK TFA | JUL 2021 | DEC 2020 | JUL 2020 | |
| Assets under management | 51,368.2 | 44,893.8 | 40,723.9 | |
| Assets under custody | 16,261.3 | 13,622.9 | 12,377.6 | |
| Direct deposits | 22,018.1 | 21,127.2 | 19,656.6 | |
| TOTAL FINANCIAL ASSETS | 89,647.6 | 79,644.0 | 72,758.0 | |



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.

Contacts:

Fineco - Media Relations

Tel.: +39 02 2887 2256

mediarelations@finecobank.com

Fineco - Investor Relations

Tel. +39 02 2887 3736/2358

investors@finecobank.com

Barabino & Partners

Tel. +39 02 72023535

Emma Ascani

e.ascani@barabino.it

+39 335 390 334

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