



SPAFID
CONNECT

Informazione Regolamentata n. 1615-74-2021	Data/Ora Ricezione 06 Dicembre 2021 13:06:59	Euronext Milan
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Societa' : FINECOBANK
Identificativo : 154998
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 06 Dicembre 2021 13:06:59
Data/Ora Inizio : 06 Dicembre 2021 13:07:00
Diffusione presunta
Oggetto : PR - Total Net Sales November 2021

<i>Testo del comunicato</i>

Vedi allegato.

QUALITY ASSET MIX IN NOVEMBER, AUM ABOVE TOTAL NET SALES

YTD DEPOSITS HALVED Y/Y, AUM +84% Y/Y

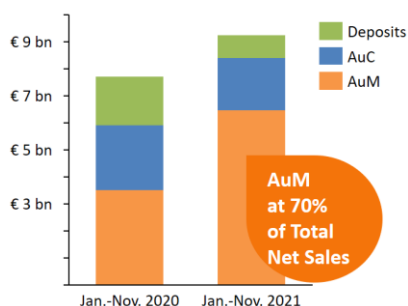
- November net sales at **€ 479 million**. Asset under Management at **€ 558 million**
- Net Sales YTD at **€ 9.2 billion**. Asset under Management at **€ 6.5 billion**
- **FAM:** retail net sales at **€ 295 million**, assets at **€ 23 billion**
- **Brokerage:** estimated revenues in November at **€ 21 million**

Milan, December 6th, 2021

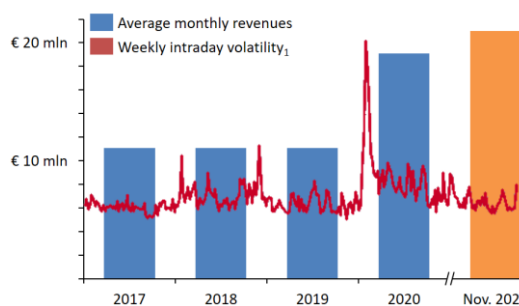
Total net sales stood at € 479 million in November, recording a strong improvement in the asset mix. Net sales in Asset Under Management, in fact, reached € 558 million (€ 6.5 billion since the beginning of the year, +84% y/y) exceeding total net sales. At the same time, deposits recorded a marked decrease at € -430 million, bringing the total from the beginning of the year to € 846 million (-53% y/y). Figures highlight the ongoing conversion of liquidity towards AuM, in a context that sees Fineco as primary financial platform for an increasing number of clients. The evidence is also confirmed by higher taxes paid by customers in November (€ 454 million, +24% y/y) and strong Asset under Custody at € 351 million thanks to a greater use of the brokerage platform with investment purposes.

Estimated brokerage revenues equalled to around € 21 million in November, in line with a year ago, with a lower volatility despite the recent acceleration. The comparison with average revenues for 2017-2019, when volatility was similar, shows a growth in the region of 83%, 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 € 198 million (-8% y/y).

AUM YTD AT 70% OF TOTAL NET SALES



BROKERAGE REVENUES, +83% VS AVERAGE 2017/19



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

“Fineco records solid total net sales also in November, confirming the high quality mix of new inflows with a relevant growth of asset under management. A further confirmation of our financial planners’ ability to meet the increasing need of a professional management of savings, together with the technological platform which allows a real time interaction with the market. Furthermore, Fineco Asset Management strongly accelerated its net sales in November, thanks to new innovative and advanced solutions, able to meet all customers’ needs, even the most sophisticated.”

¹ Volatility calculated as average weighted weekly volatility of BUND, BTP, SP, EUROSTOXX, MINIDAX, DAX, FIB, MINIFIB, NASDAQ, DOW futures

figures in € million

TOTAL NET SALES	NOV 2021	NOV 2020	JAN-NOV '21	JAN-NOV '20
Assets under management	557.8	749.4	6,460.3	3,504.8
Assets under custody	351.0	-449.8	1,940.1	2,396.2
Direct deposits	-430.2	311.2	846.1	1,799.6
TOTAL NET SALES	478.7	610.7	9,246.5	7,700.6
TOTAL FINANCIAL ASSETS	NOV 2021	DEC 2020	NOV 2020	
Assets under management	54,286.3	45,381.5	44,181.1	
Assets under custody	22,692.5	18,313.7	17,989.8	
Direct deposits	28,860.1	28,014.0	27,308.0	
TOTAL FINANCIAL ASSETS	105,838.8	91,709.1	89,478.9	

FAM, retail net sales at € 295 million, TFA above € 23 billion

Fineco Asset Management retail net sales in November amounted to € 295 million, with a strong interest by clients for FAM Target products, allowing clients to invest gradually in stock markets. As of November 30th, 2021 FAM managed € 23 billion of assets, of which € 14.7 billion retail class (+43% y/y) and € 8.4 billion institutional class (+47% y/y).

Total Financial Assets close to € 106 billion, Private Banking at €47.6 billion

Total Financial Assets were equal to € 105.8 billion (+18% y/y). In particular, TFA related to Private Banking were at € 47.6 billion, increasing by 27% compared to € 37.6 billion in November 2020.

Net sales in Guided Products & Services stood at € 548 million in November. The penetration rate of Guided Products reached 76% on total Asset under Management compared to 73% in November 2020.

Above 100,000 new clients YTD

In November, 9,184 new clients were acquired, totalling 103,926 new clients acquired since the beginning of the year and widely exceeding 94,105 clients acquired in FY20. Figures confirm the improvement of the client base, more interested in investing, and the increase in average Total Financial Assets of new current accounts. Total number of clients reached 1,424,311 as of November 30th, 2021.

figures in € million

PFA NETWORK NET SALES	NOV 2021	NOV 2020	JAN-NOV '21	JAN-NOV '20
Assets under management	558.2	748.4	6,404.0	3,518.4
Assets under custody	217.8	-358.5	1,149.1	1,677.7
Direct deposits	-294.1	168.7	1,140.9	1,543.9
TOTAL NET SALES	481.9	558.5	8,693.9	6,740.0

PFA NETWORK TFA	NOV 2021	DEC 2020	NOV 2020
Assets under management	53,736.3	44,893.8	43,720.7
Assets under custody	16,845.8	13,622.9	13,413.7
Direct deposits	22,268.1	21,127.2	20,670.3
TOTAL FINANCIAL ASSETS	92,850.2	79,644.0	77,804.7

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.

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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Numero di Pagine: 5