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Data/Ora Ricezione : 07 Luglio 2022 10:41:51  
Data/Ora Inizio : 07 Luglio 2022 10:41:53  
Diffusione presunta  
Oggetto : FinecoBank\_PR Total Net Sales June 2022

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

## JUNE TOTAL NET SALES ABOVE € 850 MILLION, 1H22 ABOVE € 5.6 BILLION GROWING INTEREST FOR INVESTMENTS BY SOPHISTICATED CUSTOMERS

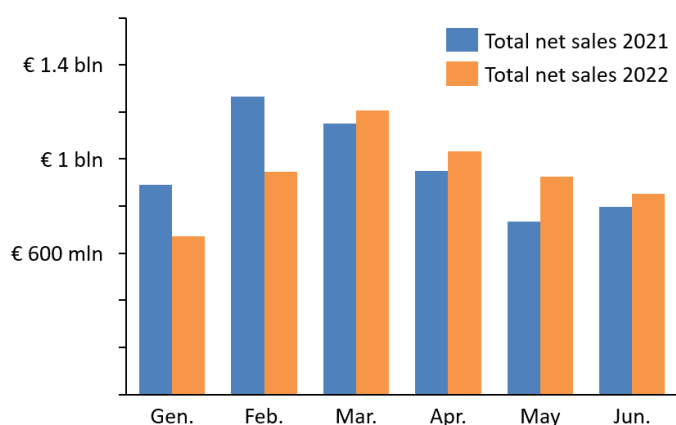
- June net sales at **€ 851 million**. Asset under Management at **€ 247 million**
- Net Sales YTD at **€ 5.6 billion**. Asset under Management at **€ 1.7 billion**
- **FAM:** retail net sales at **€ 147 million**, assets at **€ 24.5 billion**
- **Brokerage:** estimated revenues in June at **€ 17 million**

*Milan, July 7<sup>th</sup>, 2022*

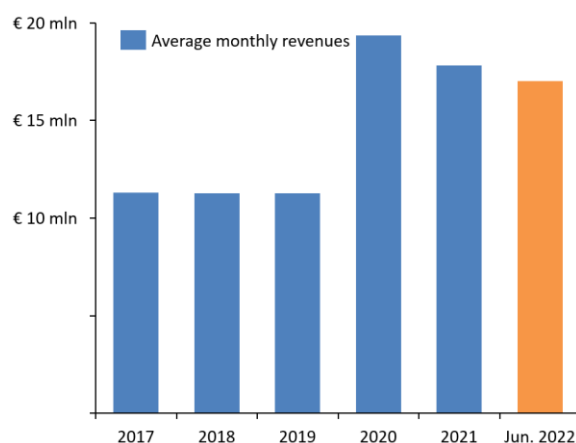
In June net sales were at € 851 million (+7% y/y from € 796 million in June 2021), strengthening the soundness of the Fineco growth path also in a particularly complex market phase. The asset mix highlights the interest of the clients in investing also during the current uncertain context: positive Asset Under Management sales were equal to € 247 million, while Asset Under Custody were above € 1 billion, also thanks to the subscriptions of the new Btp Italia. Deposits were at € - 440 million. Confirming a continuous improvement in the quality of our clients that more and more chose Fineco as primary transactional platform, in June taxes paid by customers amounted to € 442 million (+28% y/y). In 1H22, total net sales were above € 5.6 billion, in line with the record-high result reached in the same period a year ago.

Estimated brokerage revenues equalled around € 17 million in June, confirming the effectiveness of our business model in every market condition. Since the beginning of the year, estimated revenues reached around € 107 million. In 1H22 executed orders reached 24.4 million.

**ROBUST TOTAL NET SALES ALSO IN JUNE**



**BROKERAGE, REVENUES IN JUNE +14% Y/Y**



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

*“Fineco records solid total net sales figures also in June, despite a particularly difficult scenario. A result that confirms on one hand the effectiveness of a business model able to face complex market phases, and on the other hand a growing interest for investments by our sophisticated customers. In fact, our customers appreciate the support of our financial advisors as well as the efficiency of an integrated transactional platform. An evidence confirmed by brokerage, which records once again an extremely solid result.”*

figures in € million

TOTAL NET SALES	JUN 2022	JUN 2021	JAN-JUN '22	JAN-JUN '21
Assets under management	246.8	645.3	1,701.7	4,047.2
Assets under custody	1,045.0	28.4	2,911.4	1,481.1
Direct deposits	-440.4	122.8	1,023.1	258.6
<b>TOTAL NET SALES</b>	<b>851.4</b>	<b>796.5</b>	<b>5,636.2</b>	<b>5,786.9</b>
TOTAL FINANCIAL ASSETS	JUN 2022	DEC 2021	JUN 2021	
Assets under management	50,788.6	55,450.2	51,398.9	
Assets under custody	21,497.3	22,969.9	21,759.6	
Direct deposits	30,518.4	29,495.3	28,272.6	
<b>TOTAL FINANCIAL ASSETS</b>	<b>102,804.3</b>	<b>107,915.4</b>	<b>101,431.0</b>	

#### **FAM, retail net sales at € 147 million, TFA at € 24.5 billion**

Fineco Asset Management retail net sales in June amounted to € 147 million, with a strong interest by clients for FAM Series. Since the beginning of the year, retail net sales were equal to € 1.4 billion and net sales in institutional classes were equal to € 1.5 billion, leading FAM assets as of June 30<sup>th</sup>, 2022 at € 24.5 billion, of which € 14.6 billion retail class (+11% y/y) and € 9.9 billion institutional class (+39% y/y).

#### **Total Financial Assets near € 103 billion, Private Banking above € 43 billion**

Total Financial Assets were equal to € 102.8 billion. In particular, TFA related to Private Banking were at € 43.3 billion.

Net sales in Guided Products & Services stood at € 230.6 million in June. Since the beginning of the year, net sales totalled € 1.6 billion. The penetration rate of Guided Products reached 76% on total Asset under Management compared to 75% in June 2021.

#### **6,300 new clients in June**

In June, 6,317 new clients were acquired. 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 1,454,645 as of June 30<sup>th</sup>, 2022.

**FINECO**

B A N K

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>JUN 2022</b>	<b>JUN 2021</b>	<b>JAN-JUN '22</b>	<b>JAN-JUN '21</b>
Assets under management	248.2	640.3	1,710.8	4,009.0
Assets under custody	742.2	-9.7	2,090.3	960.1
Direct deposits	-267.9	87.8	1,134.2	576.3
<b>TOTAL NET SALES</b>	<b>722.5</b>	<b>718.4</b>	<b>4,935.3</b>	<b>5,545.3</b>

<b>PFA NETWORK TFA</b>	<b>JUN 2022</b>	<b>DEC 2021</b>	<b>JUN 2021</b>
Assets under management	50,336.6	54,891.9	50,862.8
Assets under custody	15,917.6	17,050.0	16,225.7
Direct deposits	23,823.5	22,689.3	21,703.5
<b>TOTAL FINANCIAL ASSETS</b>	<b>90,077.7</b>	<b>94,631.1</b>	<b>88,792.0</b>

<b>EXECUTED ORDERS</b>	<b>JUN 2022</b>	<b>JUN 2021</b>
Equity Italy	8,715,541	8,758,848
<i>o/w internalized</i>	2,200,444	1,894,193
Equity US + other markets	4,365,454	7,225,426
Bonds	282,876	248,242
Derivatives	6,840,757	4,839,226
<i>o/w internalized Italy</i>	358,112	320,770
CFD	1,810,945	1,536,800
Other	2,385,041	2,289,831
<b>TOTAL EXECUTED ORDERS</b>	<b>24,400,614</b>	<b>24,898,373</b>

**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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