



SPAFID
CONNECT

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Regolamentata
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Tipologia : REGEM
Data/Ora Ricezione : 04 Agosto 2022 10:39:45
Data/Ora Inizio : 04 Agosto 2022 10:39:46
Diffusione presunta
Oggetto : FinecoBank_PR Total net sales July 2022

<i>Testo del comunicato</i>

Vedi allegato.

JULY TOTAL NET SALES CLOSE TO € 1 BILLION

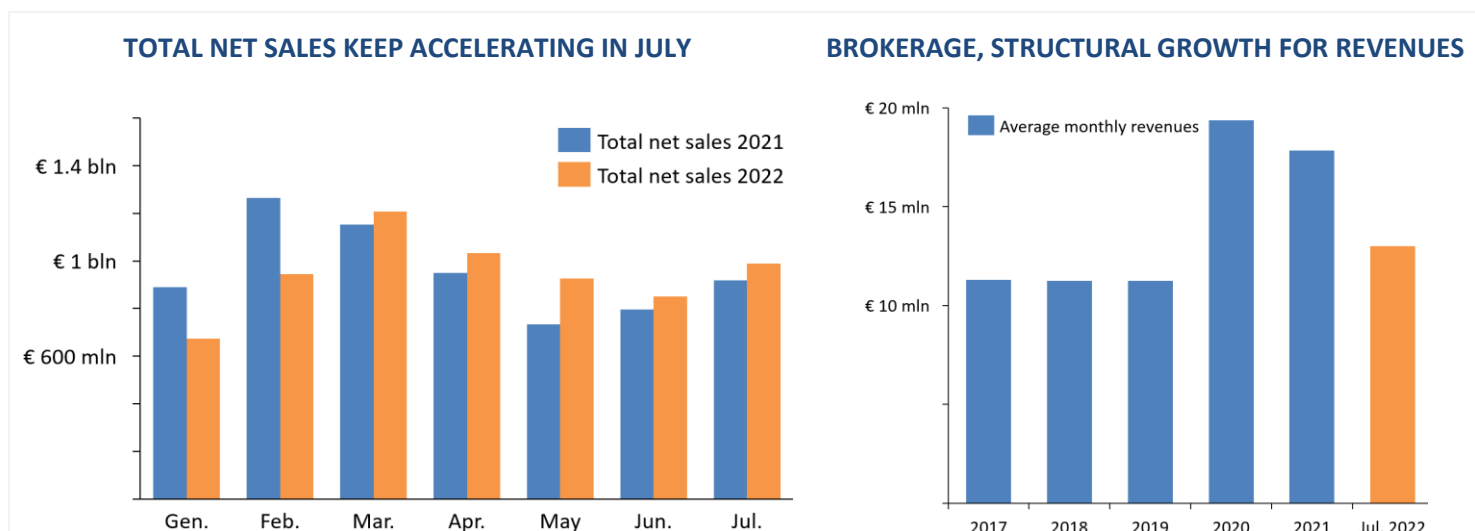
ASSET UNDER MANAGEMENT AND ASSET UNDER CUSTODY ABOVE € 650 MILLION

- July net sales at **€ 988 million**. Asset under Management at **€ 337 million**
- Net Sales YTD at **€ 6.6 billion**. Asset under Management at **€ 2 billion**
- **FAM:** retail net sales at **€ 173 million**, assets at **€ 26.1 billion**
- **Brokerage:** estimated revenues in July at **€ 13 million**

Milan, August 4th, 2022

Total net sales confirmed to be extremely solid also in July, at € 988 million (+8% y/y from € 919 million in July 2021), highlighting our clients' growing interest for investments also during the current market phase. Positive asset mix, with Asset Under Management net sales above € 337 million, Asset Under Custody net sales at € 320 and Deposits at € 331 million.

Estimated brokerage revenues equalled around € 13 million in July confirming the effectiveness of our business model in every market condition: around 30% more than the average July 2017/19, despite the strong volumes contraction in the market. Since the beginning of the year, estimated revenues reached around € 120 million.



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

"July net sales figures records a strong commercial activity for Fineco. The strengthening trend for net sales is continuing, even if compared to the historical high reached in 2021: the network of financial advisor is confirming the ability to support customers to meet their investment needs, while Fineco AM is highlighting its timeliness in providing investment solutions coherent with the upcoming market phases. Finally, brokerage results are particularly relevant, confirming that the floor of the business is structurally higher than before the pandemic."

figures in € million

TOTAL NET SALES	JUL 2022	JUL 2021	JAN-JUL '22	JAN-JUL '21
Assets under management	337.1	484.7	2,038.8	4,531.9
Assets under custody	320.4	73.4	3,231.8	1,554.5
Direct deposits	330.5	360.5	1,353.6	619.1
TOTAL NET SALES	988.0	918.5	6,624.2	6,705.4
TOTAL FINANCIAL ASSETS	JUL 2022	DEC 2021	JUL 2021	
Assets under management	52,952.6	55,450.2	51,905.0	
Assets under custody	22,699.4	22,969.9	21,829.1	
Direct deposits	30,848.9	29,495.3	28,633.1	
TOTAL FINANCIAL ASSETS	106,500.9	107,915.4	102,367.2	

FAM, retail net sales at € 173 million, TFA at € 26.1 billion

Fineco Asset Management retail net sales in July amounted to € 173 million, with a strong interest by clients for FAM Target decumulation products. Since the beginning of the year, retail net sales were equal to € 1.5 billion and net sales in institutional classes were equal to € 1.6 billion, leading FAM assets as of July 31st, 2022 at € 26.1 billion, of which € 15.5 billion retail class (+15% y/y) and € 10.6 billion institutional class (+46% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 29% compared to 26% in July 2021.

Total Financial Assets at € 106.5 billion, Private Banking above € 46 billion

Total Financial Assets were equal to € 106.5 billion (+4% y/y). In particular, TFA related to Private Banking were at € 46.0 billion, increasing by 2% compared to € 45.2 billion in July 2021.

6,900 new clients in July

In July, 6,887 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 1,458,633 as of July 31st, 2022.

figures in € million

PFA NETWORK NET SALES	JUL 2022	JUL 2021	JAN-JUL '22	JAN-JUL '21
Assets under management	336.1	481.9	2,046.8	4,490.8
Assets under custody	242.9	20.8	2,333.2	980.9
Direct deposits	252.3	314.6	1,386.5	890.9
TOTAL NET SALES	831.2	817.3	5,766.6	6,362.6

PFA NETWORK TFA	JUL 2022	DEC 2021	JUL 2021
Assets under management	52,477.3	54,891.9	51,368.2
Assets under custody	16,797.2	17,050.0	16,261.3
Direct deposits	24,075.8	22,689.3	22,018.1
TOTAL FINANCIAL ASSETS	93,350.3	94,631.1	89,647.6

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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