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Data/Ora Ricezione : 06 Ottobre 2022 12:12:29
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Oggetto : PR FINECOBANK_September 2022 Total
Net Sales

Testo del comunicato

Vedi allegato.

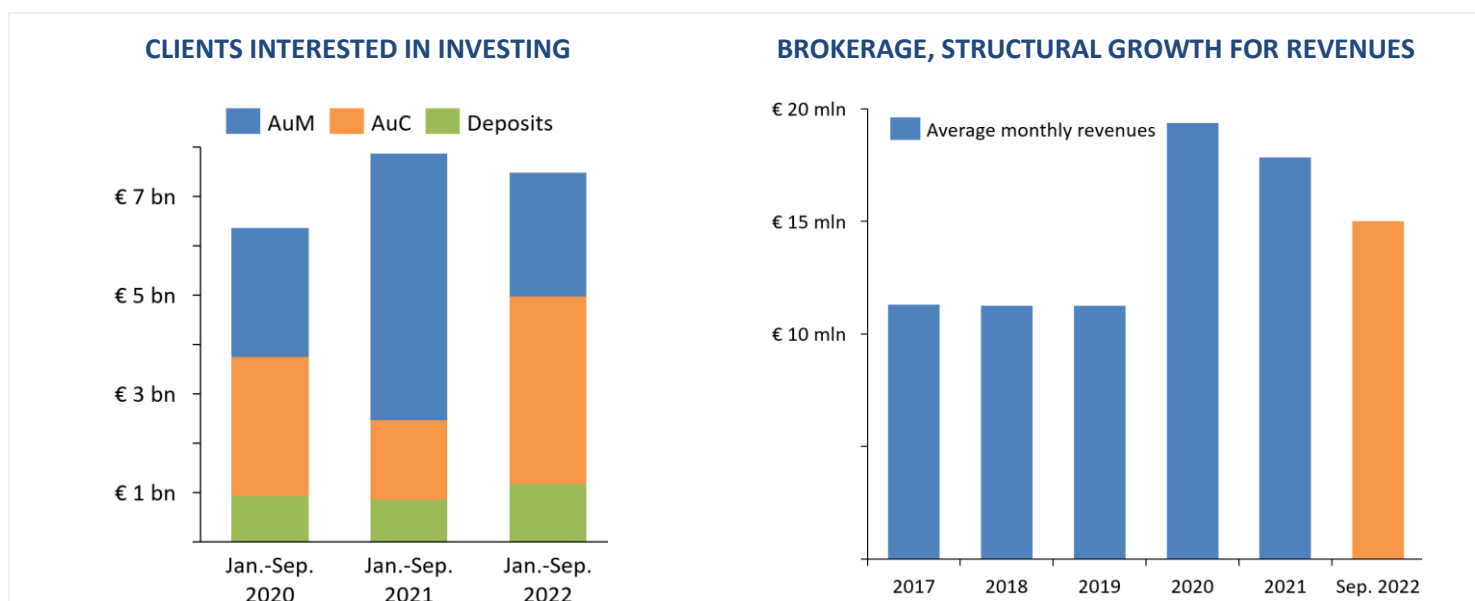
SEPTEMBER TOTAL NET SALES AT € 515 MILLION GROWING INTEREST FOR INVESTMENTS, SOLID AUM AND AUC

- September net sales at **€ 515 million**. Asset under Management at **€ 223 million**
- Net Sales YTD at **€ 7.5 billion**. Asset under Management at **€ 2.5 billion**
- **FAM:** retail net sales at **€ 202 million**, assets at **€ 24.5 billion**
- **Brokerage:** estimated revenues in September at **€ 15 million**

Milan, October 6th, 2022

Total net sales in September were robust at € 515 million, highlighting the soundness of the Fineco growth path and the trend which sees the customers continuing their investment programs also in a particularly uncertain market phase. The asset mix sees Asset Under Management at € 223 million, while Asset Under Custody stood at € 412 million in the month of September. Deposits were equal to € -120 million.

Estimated brokerage revenues equalled around € 15 million in September: around 30% more than monthly average in 2017/19. Since the beginning of the year, estimated revenues reached around € 149 million.



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

“Solid total net sales figures in September were even more positive considering the complex situation on the financial markets. confirming both the personal advisors’ ability in supporting customers for a professional management of their savings, and Fineco Asset Management’s effectiveness in offering suitable investment solutions for different market phases. The trend towards investing the liquidity is confirmed by the growth in Asset under Custody, highlighting the continuous development of a wider range of active investors, interested in interacting directly with markets. In this regard, the positive result of brokerage in September confirms that revenues are maintaining on structurally higher levels compared to the years before the pandemic.”

TOTAL NET SALES	SEP 2022	SEP 2021	JAN-SEP '22	JAN-SEP '21
Assets under management	222.5	495.0	2,518.5	5,401.9
Assets under custody	412.4	132.2	3,800.2	1,609.9
Direct deposits	-120.3	-55.0	1,163.1	853.0
TOTAL NET SALES	514.6	572.2	7,481.7	7,864.8
TOTAL FINANCIAL ASSETS	SEP 2022	DEC 2021	SEP 2021	
Assets under management	50,708.1	55,450.2	52,647.5	
Assets under custody	21,547.0	22,969.9	22,037.5	
Direct deposits	30,658.4	29,495.3	28,866.9	
TOTAL FINANCIAL ASSETS	102,913.5	107,915.4	103,551.9	

FAM, retail net sales at € 202 million, TFA at € 24.5 billion

Fineco Asset Management retail net sales in September amounted to € 202 million, with a strong interest by clients for new products aimed at conservative investors and distinguished by a strong protection. Since the beginning of the year, retail net sales were equal to € 1.9 billion and net sales in institutional classes were equal to € 1.6 billion, leading FAM assets as of September 30th, 2022 at € 24.5 billion, of which € 14.8 billion retail class (+6% y/y) and € 9.7 billion institutional class (+27% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 29% compared to 26% in September 2021.

Total Financial Assets at € 103 billion

Total Financial Assets were equal to € 102.9 billion, in line with September 2021. In particular, TFA related to Private Banking were at € 43.2 billion.

More than 9,200 new clients in September

In September, 9,264 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 1,468,434 as of September 30th, 2022.

figures in € million

PFA NETWORK NET SALES	SEP 2022	SEP 2021	JAN-SEP '22	JAN-SEP '21
Assets under management	223.3	488.6	2,524.0	5,348.4
Assets under custody	283.8	76.6	2,723.3	979.9
Direct deposits	-61.7	-52.7	1,268.6	1,059.7
TOTAL NET SALES	445.3	512.5	6,515.8	7,388.0

PFA NETWORK TFA	SEP 2022	DEC 2021	SEP 2021
Assets under management	50,262.8	54,891.9	52,104.1
Assets under custody	15,928.4	17,050.0	16,415.5
Direct deposits	23,957.8	22,689.3	22,186.9
TOTAL FINANCIAL ASSETS	90,149.0	94,631.1	90,706.6

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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