



SPAFID
CONNECT

Informazione Regolamentata n. 1615-63-2022	Data/Ora Ricezione 07 Dicembre 2022 09:31:00	Euronext Milan
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Informazione
Regolamentata
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Tipologia : REGEM
Data/Ora Ricezione : 07 Dicembre 2022 09:31:00
Data/Ora Inizio : 07 Dicembre 2022 09:31:02
Diffusione presunta
Oggetto : FinecoBank_PR November 2022 Total Net
Sales

Testo del comunicato

Vedi allegato.

SOLID NOVEMBER TOTAL NET SALES THANKS TO AUM AND AUC STRONG DEMAND FOR FAM NEW PROTECTED SOLUTIONS

- November net sales at **€ 480 million**. Asset under Management at **€ 336 million**
- Net Sales YTD at **€ 8.7 billion**. Asset under Management at **€ 3.0 billion**
- **FAM:** retail net sales at **€ 342 million**, assets at **€ 26.2 billion**
- **Brokerage:** estimated revenues in November at **€ 17 million**

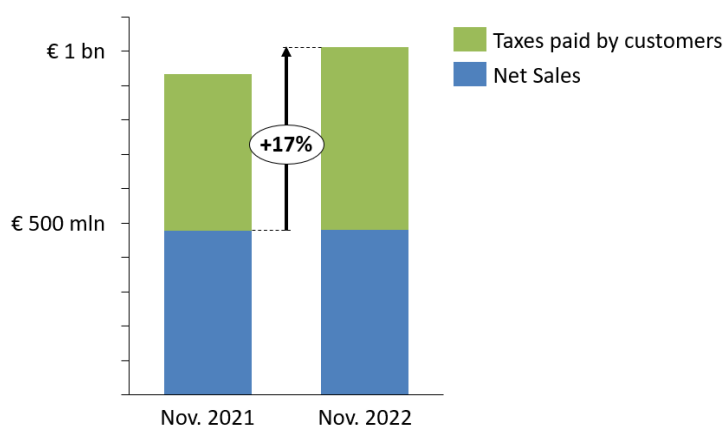
Milan, December 7th, 2022

Total net sales in November were robust at € 480 million, confirming more and more Fineco as the reference platform for all financial needs, from investment to banking.

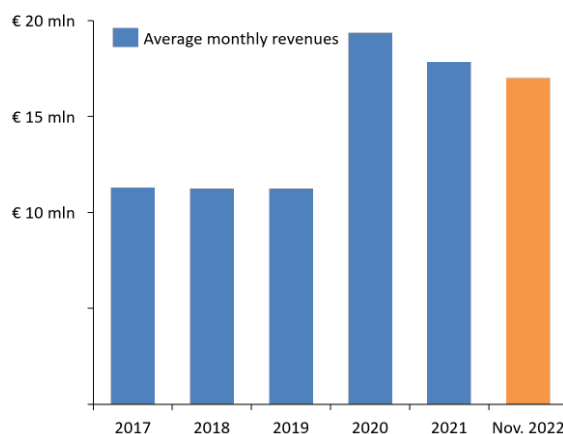
The asset mix highlights the tendency of customers to continue on their investment path even in a particularly uncertain market phase: Asset under Management amounted to € 336 million, with a strong interest in a new protected fund launched by Fineco Asset Management. Asset under Custody reached € 761 million, also thanks to the subscription of the new “Btp Italia”. In line with November usual seasonality, deposits amounted to € -617 million due to both the continuous propensity to invest and to the higher taxes paid by customers (see the left graph), equal to € 533 million in the month (+17% y/y) confirming the continuous improvement in quality of our clients who choose Fineco as their reference bank.

Estimated brokerage revenues equalled to around € 17 million in November: around 53% more than monthly average in 2017/19. Since the beginning of the year, estimated revenues reached around € 180 million.

EFFECT OF TAXES ON TOTAL NET SALES



BROKERAGE, STRUCTURAL GROWTH FOR REVENUES



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

“The robust November total net sales confirm a strong push from customers towards new investments on both Asset under Management and Asset under Custody. The success achieved by Fineco Asset Management in the placement of a new protected fund highlights the ability to propose solutions suited to any market scenario. In a complex phase, Fineco is in the sweet spot to support customers and to continue its growth path thanks to the strong attention to transparency and costs, as demonstrated by the introduction of passive solutions in advisory services.”

figures in € million

TOTAL NET SALES	NOV 2022	NOV 2021	JAN-NOV '22	JAN-NOV '21
Assets under management	335.5	557.8	2,951.0	6,460.3
Assets under custody	760.7	351.0	4,866.6	1,940.1
Direct deposits	-616.6	-430.2	852.2	846.1
TOTAL NET SALES	479.6	478.7	8,669.8	9,246.5

TOTAL FINANCIAL ASSETS	NOV 2022	DEC 2021	NOV 2021
Assets under management	52,619.7	55,450.2	54,286.3
Assets under custody	24,131.4	22,969.9	22,692.5
Direct deposits	30,347.5	29,495.3	28,860.1
TOTAL FINANCIAL ASSETS	107,098.6	107,915.4	105,838.8

FAM, retail net sales at € 342 million, TFA at € 26.2 billion

In November, Fineco Asset Management retail net sales amounted to € 342 million, with a strong interest by clients for new products aimed at conservative investors and distinguished by a strong protection: as an example, the first issuance of FAM Smart Global Defence 2028 was entirely placed within 24 hours. Since the beginning of the year, retail net sales were equal to € 2.3 billion and net sales in institutional classes were equal to € 1.7 billion, leading FAM assets as of November 30th, 2022 at € 26.2 billion, of which € 15.8 billion retail class (+8% y/y) and € 10.4 billion institutional class (+24% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 30.0% compared to 27.0% in November 2021.

Total Financial Assets at € 107 billion

Total Financial Assets were equal to € 107.1 billion, in line with November 2021. In particular, TFA related to Private Banking were at € 46.2 billion.

More than 10,600 new clients in November

In November, 10,608 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 1,481,804 as of November 30th, 2022.

figures in € million

PFA NETWORK NET SALES	NOV 2022	NOV 2021	JAN-NOV '22	JAN-NOV '21
Assets under management	335.3	558.2	2,956.6	6,404.0
Assets under custody	537.7	217.8	3,474.9	1,149.1
Direct deposits	-457.2	-294.1	1,084.9	1,140.9
TOTAL NET SALES	415.8	481.9	7,516.4	8,693.9

PFA NETWORK TFA	NOV 2022	DEC 2021	NOV 2021
Assets under management	52,156.5	54,891.9	53,736.3
Assets under custody	17,861.3	17,050.0	16,845.8
Direct deposits	23,774.2	22,689.3	22,268.1
TOTAL FINANCIAL ASSETS	93,792.0	94,631.1	92,850.2

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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