

Informazione Regolamentata n. 1615-1-2023	Data/Ora Ricezione 10 Gennaio 2023 10:22:36	Euronext Milan
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Societa' : FINECOBANK  
Identificativo : 171302  
Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN02 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 10 Gennaio 2023 10:22:36  
Data/Ora Inizio : 10 Gennaio 2023 10:22:40  
Diffusione presunta  
Oggetto : PR FinecoBank\_Total Net Sales December  
2022

*Testo del comunicato*

Vedi allegato.

## RECORD NET SALES IN DECEMBER, BEST 2022 MONTH FOR FAM

### 2022 NET SALES CONFIRMS TO BE ABOVE € 10 BILLION

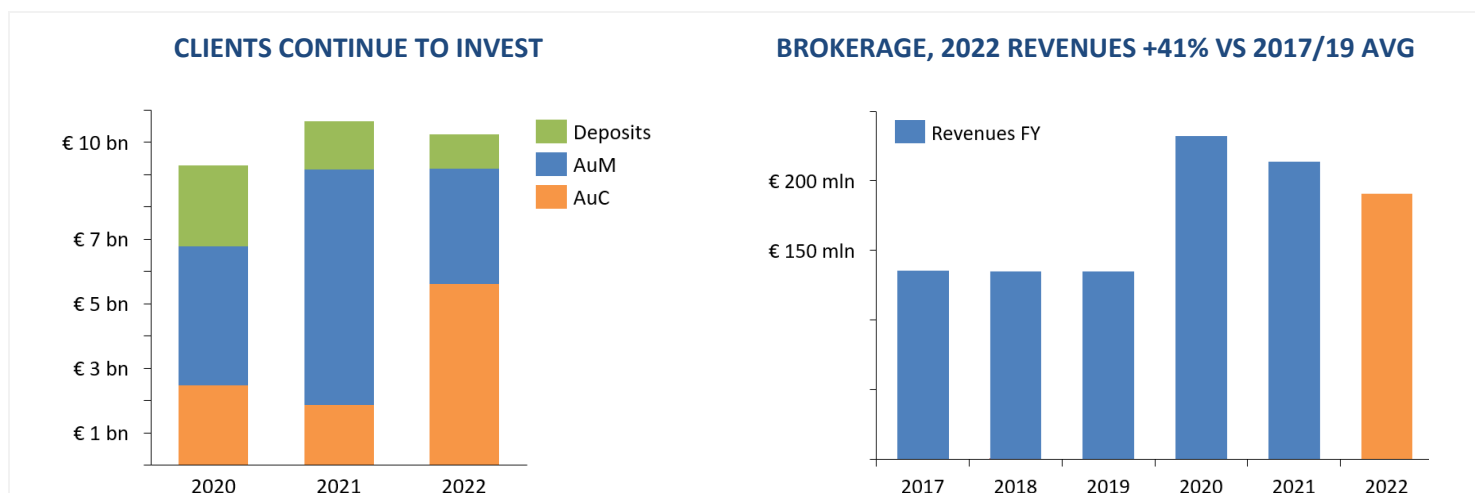
- December net sales at **€ 1.6 billion**. Asset under Management at **€ 628 million**
- Net Sales YTD at **€ 10.3 billion**. Asset under Management at **€ 3.6 billion**
- **FAM:** retail net sales at **€ 433 million**, assets at **€ 25.9 billion**
- **Brokerage:** estimated revenues in December at **€ 11 million**

*Milan, January 10<sup>th</sup>, 2023*

Total net sales in December recorded the best month ever, at € 1,589 million (+13% compared to € 1.4 billion in December 2022), confirming more and more Fineco as the reference platform for all financial needs. 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 € 628 million, Asset under Custody reached € 739 million and deposits amounted to € 222 million.

In 2022, total net sales confirmed to be above € 10 billion for the second year in a row, with Asset under Management equal to € 3.6 billion and Asset under Custody to € 5.6 billion.

Estimated brokerage revenues equalled to around € 11 million in December (+8% compared to average December in the period 2017/2019), confirming to be solid in a month characterized by the usual seasonality and by volumes particularly low. Since the beginning of the year, estimated revenues reached around € 191 million. In 2022 executed orders reached 43.7 million.



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

*“Fineco records robust total net sales in December, despite a very complex context, confirming the tendency of our customers to continue, and even to accelerate their investment path. A trend, highlighted during the whole 2022, driven by the constant commitment of our financial advisors to support their customers in a particularly complex phase, and by a wide and diversified offer proposed by Fineco Asset Management. New passive solutions and protected funds contributed to an efficient portfolio rebalancing, helping to protect the savings from the inflation and leading the way to new growth opportunities during the year ahead of us.”*

figures in € million

TOTAL NET SALES	DEC 2022	DEC 2021	JAN-DEC '22	JAN-DEC '21
Assets under management	628.0	833.6	3,578.9	7,293.9
Assets under custody	739.1	-64.2	5,605.7	1,875.9
Direct deposits	222.3	635.2	1,074.6	1,481.3
<b>TOTAL NET SALES</b>	<b>1,589.5</b>	<b>1,404.6</b>	<b>10,259.3</b>	<b>10,651.1</b>
TOTAL FINANCIAL ASSETS	DEC 2022	DEC 2021		
Assets under management	52,072.6	55,450.2		
Assets under custody	23,915.4	22,969.9		
Direct deposits	30,569.9	29,495.3		
<b>TOTAL FINANCIAL ASSETS</b>	<b>106,557.9</b>	<b>107,915.4</b>		

### ***FAM, retail net sales at € 433 million, TFA at € 25.9 billion***

In December, Fineco Asset Management recorded its best month for 2022 with retail net sales equal to € 433 million. Clients interest was focused in particular on new products aimed at conservative investors and distinguished by a strong protection: the second issuance of FAM Smart Global Defence 2028 was entirely placed in few hours. In 2022, retail net sales were equal to € 2.8 billion and net sales in institutional classes were equal to € 1.8 billion, leading FAM assets as of December 31<sup>st</sup>, 2022 at € 25.9 billion, of which € 15.8 billion retail class (+4% y/y) and € 10.1 billion institutional class (+5% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 30.3% compared to 27.3% in December 2021.

### ***Total Financial Assets above € 106 billion***

Total Financial Assets were equal to € 106.6 billion, compared to € 107.9 billion in December 2021. In particular, TFA related to Private Banking were at € 45.3 billion.

### ***More than 8,500 new clients in December***

In December, 8,531 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 1,487,250 as of December 31<sup>st</sup>, 2022.

**FINECO**

B A N K

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>DEC 2022</b>	<b>DEC 2021</b>	<b>JAN-DEC '22</b>	<b>JAN-DEC '21</b>
Assets under management	624.4	829.6	3,581.0	7,233.6
Assets under custody	538.1	-75.4	4,013.0	1,073.7
Direct deposits	102.6	421.2	1,187.5	1,562.0
<b>TOTAL NET SALES</b>	<b>1,265.1</b>	<b>1,175.4</b>	<b>8,781.6</b>	<b>9,869.4</b>

<b>PFA NETWORK TFA</b>	<b>DEC 2022</b>	<b>DEC 2021</b>
Assets under management	51,622.6	54,891.9
Assets under custody	17,712.8	17,050.0
Direct deposits	23,876.8	22,689.3
<b>TOTAL FINANCIAL ASSETS</b>	<b>93,212.2</b>	<b>94,631.1</b>

figures in €

<b>EXECUTED ORDERS</b>	<b>DEC 2022</b>	<b>DEC 2021</b>
Equity Italy	15,051,480	16,702,111
o/w internalized	4,275,586	3,489,552
Equity US + other markets	7,545,892	12,127,431
Bonds	721,915	453,075
Derivatives	12,511,096	9,845,076
o/w internalized Italy	772,434	633,496
CFD	3,491,723	2,876,147
Other	4,417,392	4,586,827
<b>TOTAL EXECUTED ORDERS</b>	<b>43,739,498</b>	<b>46,590,667</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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