

<p>Informazione Regolamentata n. 1615-18-2023</p>	<p>Data/Ora Ricezione 06 Marzo 2023 10:31:37</p>	<p>Euronext Milan</p>
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Societa' : FINECOBANK

Identificativo : 173058

Informazione  
Regolamentata

Nome utilizzatore : FINECOBANKN02 - Spolini

Tipologia : REGEM

Data/Ora Ricezione : 06 Marzo 2023 10:31:37

Data/Ora Inizio : 06 Marzo 2023 10:31:41

Diffusione presunta

Oggetto : PR FINECOBANK\_ TOTAL NET SALES  
FEBRUARY 2023

*Testo del comunicato*

Vedi allegato.

PRESS RELEASE

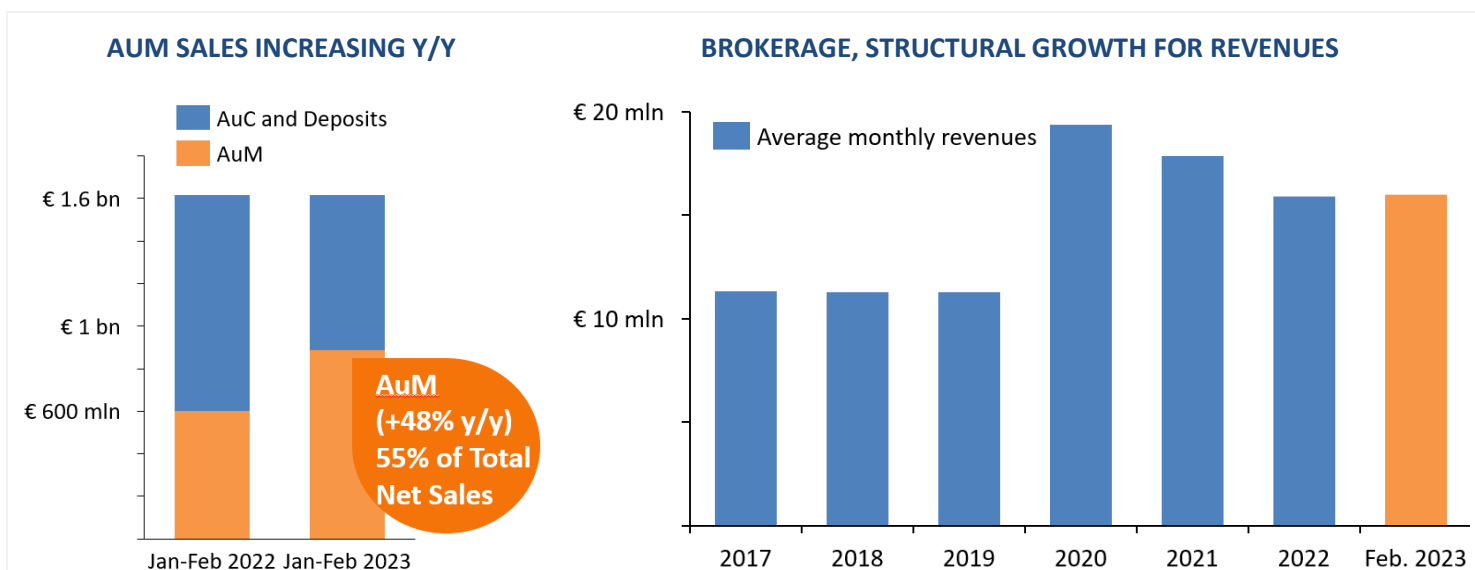
**FEBRUARY NET SALES CLOSE TO €900 MLN, INVESTMENTS REMAIN ATTRACTIVE  
CLIENTS EXCEED 1.5 MILLION**

- February net sales at **€ 870 million**. Asset under Management at **€ 185 million**
- Net Sales YTD at **€ 1.6 billion**. Asset under Management at **€ 886 million**
- **FAM:** retail net sales at **€ 266 million**, assets at **€ 27.6 billion**
- **Brokerage:** estimated revenues in February at **€ 16 million**

*Milan, March 6<sup>th</sup>, 2023*

Total net sales in February were robust at € 870 million, confirming how customers continue their investment path. The asset mix shows Asset Under Management at € 185 million, Asset Under Custody at € 1,045 million, deposits at € -360 million. In the meantime, also the enlargement of the client base continues, with 9,938 new clients acquired in the month, bringing total number of clients to 1,500,028 at the end of February.

Estimated brokerage revenues equalled to around € 16 million in February: around 40% more than monthly average in 2017/19. Since the beginning of the year, estimated revenues reached around € 32 million.



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

*“Robust net sales figures in February highlights that customers are approaching the current market phase focusing on investing, thanks to long term relationship with their financial advisors, thus encouraging rational choices in the management of their savings. In this context, the new protected solutions proposed by Fineco AM meet the interest of our customers, and contribute to improve the penetration of its offer on total AuM. In addition, solid brokerage revenues confirm the Bank’s growth path, strengthening as a benchmark platform for all financial needs and exceeding 1.5 million customers during the month.”*

figures in € million

<b>TOTAL NET SALES</b>	<b>FEB 2023</b>	<b>FEB 2022</b>	<b>JAN-FEB '23</b>	<b>JAN-FEB '22</b>
Assets under management	184.9	271.6	885.9	600.5
Assets under custody	1,044.9	267.2	1,364.9	607.0
<i>o/w Third party deposit current accounts</i>	38.3	8.3	107.2	21.7
Direct deposits	-360.0	406.0	-635.5	410.1
<b>TOTAL NET SALES</b>	<b>869.8</b>	<b>944.9</b>	<b>1,615.3</b>	<b>1,617.5</b>
<b>TOTAL FINANCIAL ASSETS</b>	<b>FEB 2023</b>	<b>DEC 2022</b>	<b>FEB 2022</b>	
Assets under management	54,188.0	52,072.6	53,162.5	
Assets under custody	27,054.4	23,915.4	21,975.6	
<i>o/w Third party deposit current accounts</i>	468.5	361.2	113.3	
Direct deposits	29,934.4	30,569.9	29,905.4	
<b>TOTAL FINANCIAL ASSETS</b>	<b>111,176.8</b>	<b>106,557.9</b>	<b>105,043.4</b>	

### **FAM, retail net sales at € 266 million, TFA at € 27.6 billion**

In February, Fineco Asset Management retail net sales amounted to € 266 million, with a strong interest by clients both for new products aimed at conservative investors and distinguished by a strong protection and for FAM Series sub-advisory mandates.

Since the beginning of the year, retail net sales were equal to € 961 million and net sales in institutional classes were equal to € 30 million, leading FAM assets as of February 28<sup>th</sup>, 2023 at € 27.6 billion, of which € 17.1 billion retail class (+14% y/y) and € 10.5 billion institutional class (+2% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 31.6% compared to 28.1% in February 2022.

### **Total Financial Assets above € 111 billion**

Total Financial Assets were equal to € 111.2 billion, compared to € 105 billion on February 2022. In particular, TFA related to Private Banking were at € 48.5 billion compared to € 46 billion of the previous year (+5% y/y).

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>FEB 2023</b>	<b>FEB 2022</b>	<b>JAN-FEB '23</b>	<b>JAN-FEB '22</b>
Assets under management	184.2	273.7	883.0	602.3
Assets under custody	813.9	205.0	1,027.3	429.9
<i>o/w Third party deposit current accounts</i>	23.7	3.8	61.0	9.6
Direct deposits	-255.8	377.8	-542.3	462.2
<b>TOTAL NET SALES</b>	<b>742.2</b>	<b>856.5</b>	<b>1,368.1</b>	<b>1,494.5</b>
<b>PFA NETWORK TFA</b>	<b>FEB 2023</b>	<b>DEC 2022</b>	<b>FEB 2022</b>	
Assets under management	53,723.1	51,622.6	52,652.0	
Assets under custody	20,107.0	17,712.8	16,320.6	
<i>o/w Third party deposit current accounts</i>	237.9	176.9	54.2	
Direct deposits	23,334.6	23,876.8	23,151.5	
<b>TOTAL FINANCIAL ASSETS</b>	<b>97,164.7</b>	<b>93,212.2</b>	<b>92,124.2</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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