

Informazione Regolamentata n. 1615-54-2023	Data/Ora Ricezione 07 Giugno 2023 09:02:45	Euronext Milan
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Regolamentata  
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Diffusione presunta  
Oggetto : FinecoBank\_PR Total Net Sales May 2023

<i>Testo del comunicato</i>
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Vedi allegato.

PRESS RELEASE

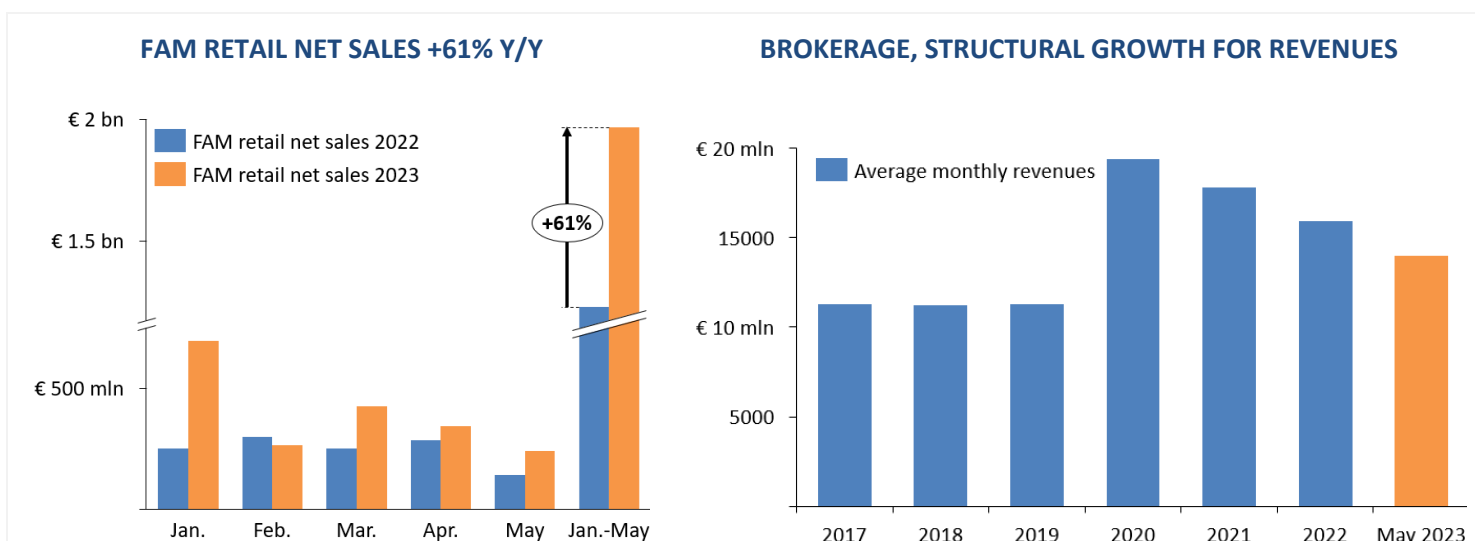
**STRONG NET SALES IN MAY, CLIENTS ACQUISITION ACCELERATES  
FAM, RETAIL NET SALES AT € 2 BILLION SINCE THE BEGINNING OF THE YEAR**

- May net sales at **€ 867 million**. Asset under Management at **€ 180 million**
- Net Sales YTD at **€ 4.4 billion**. Asset under Management at **€ 1.5 billion**
- **FAM:** retail net sales at **€ 241 million**, assets at **€ 28.6 billion**
- **Brokerage:** estimated revenues in May at **€ 14 million**

*Milan, June 7<sup>th</sup>, 2023*

Total net sales in May were extremely robust, at € 867 million. The Bank’s growth path is again confirmed, thanks to both a further improvement in the acquisition of new clients, at around 11 thousand in the month (+49% compared to the same month of 2022) and the tendency of customers to continue in their investments. Asset Under Custody net sales were equal to € 868 million and Asset Under Management to € 180 million. The latter has been driven by Fineco Asset Management net sales (€ 241 million) which once again was able to catch outflows coming from insurance products (€ -165 million), which slowed down compared to the outflows recorded in the previous month. Deposits net sales were equal to -180 million.

Estimated brokerage revenues equalled to around € 14 million in May: around 20% higher than monthly average in 2017/19. Since the beginning of the year, estimated revenues reached around € 79 million.



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

*“Robust net sales figures in May confirm Fineco’s growth path and highlight the attractiveness of the Bank’s offer, able to meet the customers interest towards investing thanks to both the long term relationship with their financial advisors and efficient investing solutions. Fineco AM latest products have been well received by customers, contributing to accelerate the asset manager’s retail net sales growth by more than 60% year on year. Fineco is thus strengthening its positioning as a benchmark platform for all financial needs, while simultaneously accelerating the acquisition of new customers.”*

figures in € million

TOTAL NET SALES	MAY 2023	MAY 2022	JAN-MAY '23	JAN-MAY '22
Assets under management	180.3	155.8	1,487.8	1,454.9
Assets under custody	867.5	220.7	4,552.5	1,866.4
o/w Third party deposit current accounts	19.1	16.1	187.7	45.6
Direct deposits	-180.3	550.0	-1,601.0	1,463.5
<b>TOTAL NET SALES</b>	<b>867.5</b>	<b>926.5</b>	<b>4,439.3</b>	<b>4,784.8</b>

TOTAL FINANCIAL ASSETS	MAY 2023	DEC 2022	MAY 2022
Assets under management	54,891.2	52,072.6	52,272.3
Assets under custody	30,039.9	23,915.4	22,285.0
o/w Third party deposit current accounts	548.9	361.2	137.2
Direct deposits	28,968.8	30,569.9	30,958.8
<b>TOTAL FINANCIAL ASSETS</b>	<b>113,900.0</b>	<b>106,557.9</b>	<b>105,516.0</b>

### **FAM, retail net sales at € 241 million, TFA at € 28.6 billion**

In May, Fineco Asset Management retail net sales amounted to € 241 million, thanks in particular to the strong interest by clients for the new solutions with a cautious approach, characterized by a strong protection.

Since the beginning of the year retail net sales were equal to € 2.0 billion, leading FAM assets as of May 31<sup>st</sup>, 2023 at € 28.6 billion, of which € 18.1 billion retail class (+20% 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 33.0% compared to 28.9% in May 2022.

### **Total Financial Assets at € 114 billion, Private Banking above € 50 billion**

Total Financial Assets were equal to € 113.9 billion, compared to € 105.5 billion in May 2022. In particular, TFA related to Private Banking were at € 50.2 billion compared to € 45.7 billion of the previous year (+10% y/y).

### **In May more than 10,700 new clients**

In May, 10,734 new clients were acquired (+49% y/y), bringing new clients since the beginning of the year at 50,973 (+22% y/y). 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 1,518,011 as of May 31<sup>st</sup>, 2023, increasing by 4.6% y/y.

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>MAY 2023</b>	<b>MAY 2022</b>	<b>JAN-MAY '23</b>	<b>JAN-MAY '22</b>
Assets under management	182.5	158.2	1,487.8	1,462.5
Assets under custody	666.1	175.5	3,446.6	1,348.1
<i>o/w Third party deposit current accounts</i>	13.5	6.4	113.7	18.6
Direct deposits	-131.2	473.3	-1,284.2	1,402.1
<b>TOTAL NET SALES</b>	<b>717.3</b>	<b>807.0</b>	<b>3,650.3</b>	<b>4,212.8</b>

<b>PFA NETWORK TFA</b>	<b>MAY 2023</b>	<b>DEC 2022</b>	<b>MAY 2022</b>
Assets under management	54,426.8	51,622.6	51,796.6
Assets under custody	22,385.7	17,712.8	16,550.2
<i>o/w Third party deposit current accounts</i>	290.6	176.9	63.3
Direct deposits	22,592.7	23,876.8	24,091.4
<b>TOTAL FINANCIAL ASSETS</b>	<b>99,405.1</b>	<b>93,212.2</b>	<b>92,438.2</b>

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