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Oggetto : PR FINECOBANK_Total Net Sales June
2023

Testo del comunicato

Vedi allegato.

PRESS RELEASE

ROBUST TOTAL NET SALES IN JUNE, AUM AT 60%

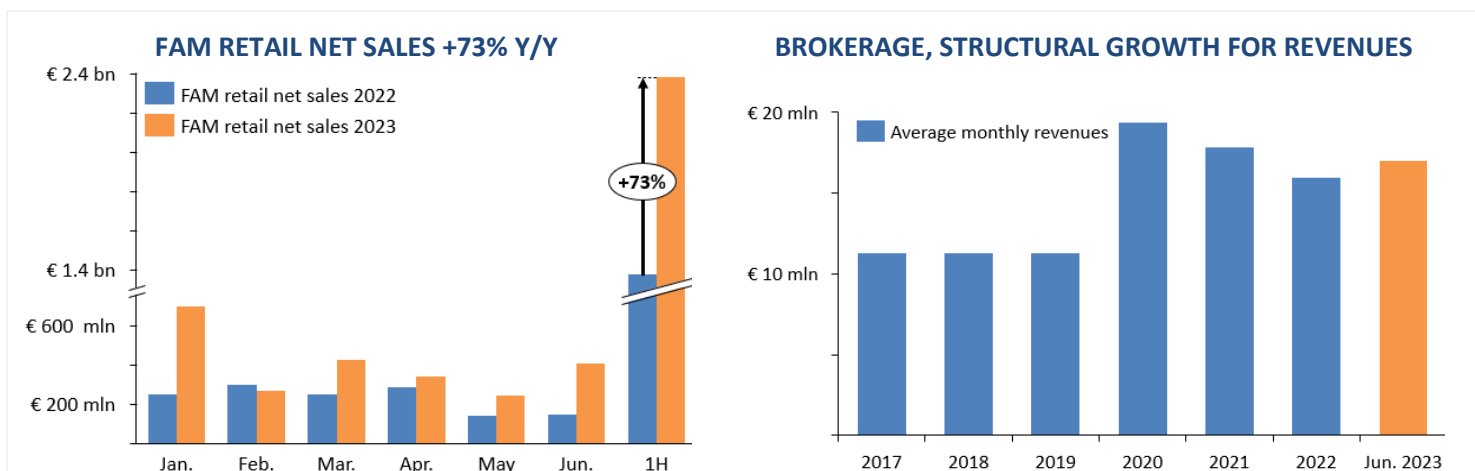
FAM, JUNE RETAIL NET SALES AT € 409 MILLION. NEW CLIENTS 1H23 +25% Y/Y

- June net sales at **€ 765 million**. Asset under Management at **€ 458 million**
- Net Sales YTD at **€ 5.2 billion**. Asset under Management at **€ 1.9 billion**
- **FAM:** retail net sales at **€ 409 million**, assets at **€ 29.1 billion**
- **Brokerage:** estimated revenues in June at **€ 17 million**

Milan, July 6th, 2023

Total net sales in June keep solid at € 765 million, exceeding for the third consecutive year the threshold of € 5 billion in the first six months. The Bank’s growth path is again confirmed, thanks to both a further improvement in the acquisition of new clients, and the tendency of customers to continue in their investments. Asset Under Custody net sales were equal to € 765 million, also thanks to the placement of the new Btp Valore, while Asset Under Management were € 458 million (60% of total net sales). The figure is supported by Fineco Asset Management retail sales a € 409 million, confirming its ability to catch outflows coming from insurance products (in further contraction at € -107 million), and to attract the interest of the customers thanks to the new protected solutions. Deposits net sales were equal to -459 million.

Estimated brokerage revenues equalled to around € 17 million in June: around 50% higher than monthly average in 2017/19. Since the beginning of the year, estimated revenues reached around € 97 million. Executed orders in first half of 2023 were 20.1 million.



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

“In the first 6 months of the year Fineco delivered very positive and robust total net sales results, even more relevant as achieved without rates-related commercial offers. These figures confirm Fineco’s business model appeal for a growing number of customers interested in leveraging on the strength of investment platforms in synergy with our financial advisors. In addition, the important contribution of Fam allows an increasingly value creation, thanks to a wide offer of efficient and innovative solutions, confirming the ability to meet customers’ new needs in the current market phase.”

figures in € million

TOTAL NET SALES	JUN 2023	JUN 2022	JAN-JUN '23	JAN-JUN '22
Assets under management	458.5	246.8	1,946.3	1,701.7
Assets under custody	764.8	1,045.0	5,317.3	2,911.4
o/w Third party deposit current accounts	14.9	6.3	202.6	51.9
Direct deposits	-458.7	-440.4	-2,059.7	1,023.1
TOTAL NET SALES	764.6	851.4	5,203.9	5,636.2
TOTAL FINANCIAL ASSETS	JUN 2023	DEC 2022	JUN 2022	
Assets under management	55,803.2	52,072.6	50,788.6	
Assets under custody	31,567.2	23,915.4	21,497.3	
o/w Third party deposit current accounts	563.9	361.2	143.5	
Direct deposits	28,510.2	30,569.9	30,518.4	
TOTAL FINANCIAL ASSETS	115,880.6	106,557.9	102,804.3	

FAM, retail net sales at € 409 million, TFA at € 29.1 billion

In June, Fineco Asset Management retail net sales amounted to € 409 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 € 2.4 billion, leading FAM assets as of June 30th, 2023 at € 29.1 billion, of which € 18.6 billion retail class (+27% y/y) and € 10.5 billion institutional class (+6% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 33.4% compared to 28.8% in June 2022.

In June more than 9,100 new clients, more than 60k since the beginning of the year

In June, 9,118 new clients were acquired (+44% y/y), bringing new clients since the beginning of the year at 60,091 (+25% 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 1,523,777 as of June 30th, 2023, increasing by 4.8% y/y.

Total Financial Assets close to € 116 billion, Private Banking above € 51 billion

Total Financial Assets were equal to € 115.9 billion, +13% compared to € 102.8 billion in June 2022. In particular, TFA related to Private Banking were at € 51.6 billion compared to € 43.3 billion of the previous year (+19% y/y).

figures in € million

PFA NETWORK NET SALES	JUN 2023	JUN 2022	JAN-JUN '23	JAN-JUN '22
Assets under management	458.7	248.2	1,946.5	1,710.8
Assets under custody	551.8	742.2	3,998.4	2,090.3
<i>o/w Third party deposit current accounts</i>	10.9	2.8	124.7	21.4
Direct deposits	-386.5	-267.9	-1,670.7	1,134.2
TOTAL NET SALES	624.0	722.5	4,274.2	4,935.3

PFA NETWORK TFA	JUN 2023	DEC 2022	JUN 2022
Assets under management	55,332.7	51,622.6	50,336.6
Assets under custody	23,523.7	17,712.8	15,917.6
<i>o/w Third party deposit current accounts</i>	301.6	176.9	66.0
Direct deposits	22,206.2	23,876.8	23,823.5
TOTAL FINANCIAL ASSETS	101,062.5	93,212.2	90,077.7

EXECUTED ORDERS	JUN 2023	JUN 2022
Equity Italy	7,298,470	8,715,541
<i>o/w internalized</i>	2,101,768	2,200,444
Equity US + other markets	3,185,829	4,365,454
Bonds	655,411	282,876
Derivatives	5,457,732	6,840,757
<i>o/w internalized Italy</i>	413,242	358,112
CFD	1,562,977	1,810,945
Other	1,984,150	2,385,041
TOTAL EXECUTED ORDERS	20,144,569	24,400,614

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