

<b>Informazione Regolamentata n. 1615-64-2023</b>	<b>Data/Ora Inizio Diffusione 04 Agosto 2023 09:53:50</b>	<b>Euronext Milan</b>
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Identificativo : 180084  
Informazione  
Regolamentata  
Nome utilizzatore : FINECOBANKN02 - Spolini  
Tipologia : REGEM  
Data/Ora Ricezione : 04 Agosto 2023 09:53:47  
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Diffusione  
Oggetto : FINECOBANK\_TOTAL NET SALES JULY  
2023

*Testo del comunicato*

Vedi allegato.

PRESS RELEASE

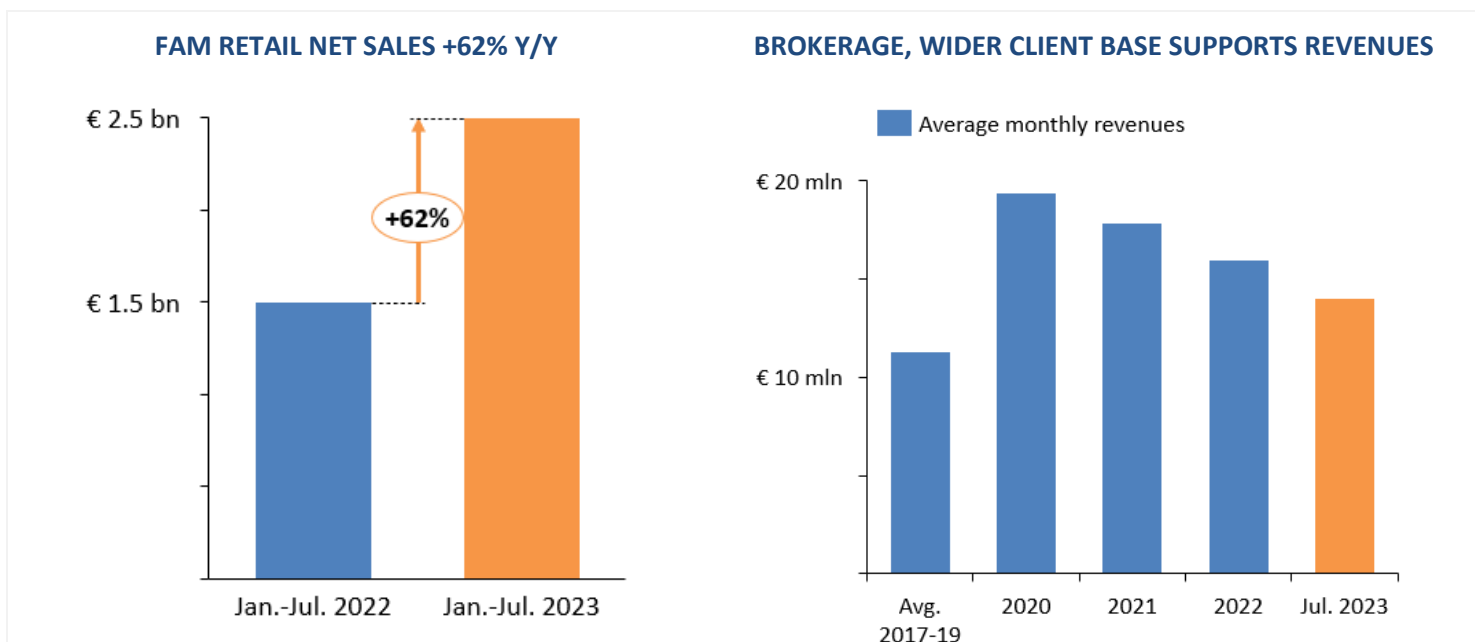
**TOTAL NET SALES IN JULY NEAR € 500 MILLION  
FAM, ASSETS CLOSE TO € 30 BILLION. NEW CLIENTS IN ACCELERATION**

- July net sales at **€ 486 million**. Asset under Management at **€ 36 million**
- Net Sales YTD at **€ 5.7 billion**. Asset under Management at **€ 2 billion**
- **FAM**: retail net sales at **€ 122 million**, assets at **€ 29.9 billion**
- **Brokerage**: estimated revenues in July at **€ 14 million**

*Milan, August 4<sup>th</sup>, 2023*

Total net sales in July stood at € 486 million, in line with the estimates previously communicated along with the 1H23 results and highlighting that the Bank’s growth path is again confirmed. Asset mix sees positive deposits at € 199 million, despite the strong increase in taxes paid by customers compared to last year: about € 260 million more than July 2022, due to the anticipation of the deadline set in August last year. Asset Under Custody net sales were equal to € 251 million, while Asset Under Management were € 36 million, supported by Fineco Asset Management retail sales (€ 122 million) confirming its ability to catch outflows coming from insurance products (€ -165 million).

Estimated brokerage revenues equalled to around € 14 million in July: more than 35% higher than the average July in 2017/19. Since the beginning of the year, estimated revenues reached around € 110 million.



figures in € million

TOTAL NET SALES	JUL 2023	JUL 2022	JAN-JUL '23	JAN-JUL '22
Assets under management	36.0	337.1	1,982.2	2,038.8
Assets under custody	250.7	320.4	5,568.0	3,231.8
o/w Third party deposit current accounts	19.6	8.5	222.3	60.5
Direct deposits	199.2	330.5	-1,860.5	1,353.6
<b>TOTAL NET SALES</b>	<b>485.9</b>	<b>988.0</b>	<b>5,689.7</b>	<b>6,624.2</b>
TOTAL FINANCIAL ASSETS	JUL 2023	DEC 2022	JUL 2022	
Assets under management	56,468.3	52,072.6	52,952.6	
Assets under custody	32,553.5	23,915.4	22,699.4	
o/w Third party deposit current accounts	583.5	361.2	152.0	
Direct deposits	28,709.3	30,569.9	30,848.9	
<b>TOTAL FINANCIAL ASSETS</b>	<b>117,731.1</b>	<b>106,557.9</b>	<b>106,500.9</b>	

### **FAM, retail net sales at € 122 million, TFA at € 29.9 billion**

In July, Fineco Asset Management retail net sales amounted to € 122 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 € 2.5 billion and institutional net sales were € 77 million (of which € 175 million in July) leading FAM assets as of July 31<sup>st</sup>, 2023 at € 29.9 billion, of which € 19 billion retail class (+22% y/y) and € 10.9 billion institutional class (+3% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 33.6% compared to 29.3% in July 2022.

### **In July more than 8,500 new clients**

In July, 8,501 new clients were acquired (+23% y/y), bringing new clients since the beginning of the year at 68,592 (+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 1,529,436 as of July 31<sup>st</sup>, 2023, increasing by 4.9% y/y.

### **Total Financial Assets above € 117 billion, Private Banking near € 53 billion**

Total Financial Assets were equal to € 117.7 billion, +11% compared to € 106.5 billion in July 2022. In particular, TFA related to Private Banking were at € 52.9 billion compared to € 46 billion of the previous year (+15% y/y).

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>JUL 2023</b>	<b>JUL 2022</b>	<b>JAN-JUL '23</b>	<b>JAN-JUL '22</b>
Assets under management	37.5	336.1	1,984.1	2,046.8
Assets under custody	223.4	242.9	4,221.8	2,333.2
<i>o/w Third party deposit current accounts</i>	12.4	2.8	137.0	24.2
Direct deposits	115.3	252.3	-1,555.3	1,386.5
<b>TOTAL NET SALES</b>	<b>376.3</b>	<b>831.2</b>	<b>4,650.5</b>	<b>5,766.6</b>

<b>PFA NETWORK TFA</b>	<b>JUL 2023</b>	<b>DEC 2022</b>	<b>JUL 2022</b>
Assets under management	55,992.7	51,622.6	52,477.3
Assets under custody	24,303.8	17,712.8	16,797.2
<i>o/w Third party deposit current accounts</i>	313.9	176.9	68.8
Direct deposits	22,321.5	23,876.8	24,075.8
<b>TOTAL FINANCIAL ASSETS</b>	<b>102,618.0</b>	<b>93,212.2</b>	<b>93,350.3</b>

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