

Informazione Regolamentata n. 1615-67-2023	Data/Ora Inizio Diffusione 07 Settembre 2023 10:33:51	Euronext Milan
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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 07 Settembre 2023 10:33:47
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Diffusione
Oggetto : PR FINECOBANK_Total Net Sales August
2023

Testo del comunicato

Vedi allegato.

PRESS RELEASE

AUGUST TOTAL NET SALES CLOSE TO € 650 MILLION, +89% Y/Y
STRONG INVESTMENTS IN AUGUST, NEW CLIENTS' GROWTH CONTINUES

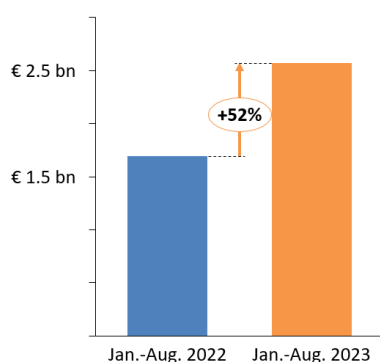
- August net sales at **€ 648 million**. Asset under Management at **€ 157 million**
- Net Sales YTD at **€ 6.3 billion**. Asset under Management at **€ 2.1 billion**
- **FAM:** retail net sales at **€ 73 million**, assets at **€ 29.7 billion**
- **Brokerage:** estimated revenues in August at **€ 15 million**

Milan, September 7th, 2023

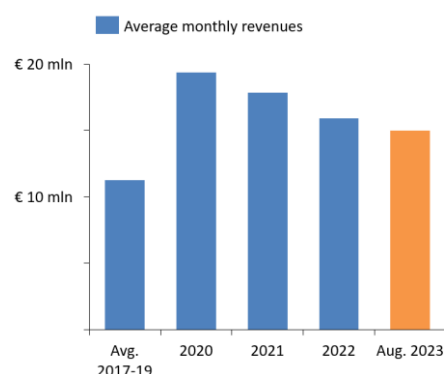
Total net sales in August were solid at € 648 million (compared to € 343 in August 2022), confirming the acceleration in the growth of the Bank thanks to both a further improvement in the acquisition of new clients, and the tendency of customers to continue in their investments. Asset Under Management net sales were equal to € 157 million, of which around half represented by Fineco Asset Management retail net sales, which confirmed its ability to catch outflows coming from insurance products (at only € -95 million in August). Asset Under Custody net sales were equal to € 1 billion, while deposits net sales were equal to € -517 million: the figure is supported by liquidity inflows (salary, pensions and net bank transfers) equal to €2.3 billion before clients' expenses, taxes and investments in Asset under Custody and Asset under Management through Fineco platform.

Estimated brokerage revenues equalled to around € 15 million in August: around 40% higher than monthly average in 2017/19 for the month of August. Since the beginning of the year, estimated revenues reached around € 126 million.

FAM RETAIL NET SALES +52% Y/Y



BROKERAGE, STRUCTURAL GROWTH FOR REVENUES



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

“Total net sales in August, historically characterized by seasonality, confirm the ongoing trend in the last months: a strong tendency towards investments by our customers who continue to address their liquidity through Fineco platform. The growth of brokerage is driven also by interest towards equity market, with customers who leverage on the recent market drawdowns to build new investment positions. August confirms the acceleration in acquisition of new customers, exclusively thanks to the growing attractiveness of our solutions, without short term rates-related commercial offers.”

figures in € million

TOTAL NET SALES	AUG 2023	AUG 2022	JAN-AUG '23	JAN-AUG '22
Assets under management	156.5	257.1	2,138.8	2,296.0
Assets under custody	1,008.5	156.0	6,576.6	3,387.7
o/w Third party deposit current accounts	28.9	9.9	251.2	70.3
Direct deposits	-517.4	-70.2	-2,377.9	1,283.4
TOTAL NET SALES	647.7	342.9	6,337.4	6,967.1

TOTAL FINANCIAL ASSETS	AUG 2023	DEC 2022	AUG 2022
Assets under management	56,117.8	52,072.6	52,764.5
Assets under custody	33,178.9	23,915.4	22,444.2
o/w Third party deposit current accounts	612.4	361.2	161.9
Direct deposits	28,192.0	30,569.9	30,778.7
TOTAL FINANCIAL ASSETS	117,488.6	106,557.9	105,987.4

FAM, retail net sales at € 73 million, TFA at € 29.7 billion

In August, Fineco Asset Management retail net sales amounted to € 73 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 € 2.6 billion, leading FAM assets as of August 31st, 2023 at € 29.7 billion, of which € 18.8 billion retail class (+23% y/y) and € 10.9 billion institutional class (+5% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 33.6% compared to 29% in August 2022.

In August around 8,000 new clients, more than 75k since the beginning of the year

In August, 7,974 new clients were acquired (+18% y/y), bringing new clients since the beginning of the year at 76,566 (+24% 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 1,534,434 as of August 31st, 2023, increasing by 4.9% y/y.

Total Financial Assets close to € 117 billion, Private Banking above € 52 billion

Total Financial Assets were equal to € 117.5 billion, +11% compared to € 106 billion in August 2022. In particular, TFA related to Private Banking were at € 52.7 billion compared to € 45.6 billion of the previous year (+15% y/y).

figures in € million

PFA NETWORK NET SALES	AUG 2023	AUG 2022	JAN-AUG '23	JAN-AUG '22
Assets under management	157.6	253.9	2,141.7	2,300.8
Assets under custody	753.4	106.2	4,975.2	2,439.4
<i>o/w Third party deposit current accounts</i>	14.9	3.5	151.9	27.7
Direct deposits	-392.5	-56.2	-1,947.9	1,330.3
TOTAL NET SALES	518.5	303.9	5,169.0	6,070.5

PFA NETWORK TFA	AUG 2023	DEC 2022	AUG 2022
Assets under management	55,650.5	51,622.6	52,291.1
Assets under custody	24,791.9	17,712.8	16,602.2
<i>o/w Third party deposit current accounts</i>	328.9	176.9	72.3
Direct deposits	21,929.0	23,876.8	24,019.6
TOTAL FINANCIAL ASSETS	102,371.3	93,212.2	92,912.9

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