

Informazione Regolamentata n. 1615-71-2023	Data/Ora Inizio Diffusione 05 Ottobre 2023 10:32:59	Euronext Milan
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Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 05 Ottobre 2023 10:32:58
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Diffusione
Oggetto : PR FinecoBank_Total net sales September
2023

Testo del comunicato

Vedi allegato.

PRESS RELEASE

SEPTEMBER TOTAL NET SALES AT € 450 MILLION

FAM RETAIL SALES YTD ABOVE € 2.6 BILLION, CLIENTS AT 1.54 MILLION

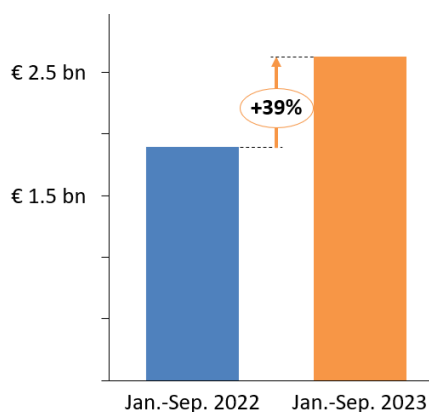
- September net sales at **€ 447 million**. Asset under Management at **€ 112 million**
- Net Sales YTD at **€ 6.8 billion**. Asset under Management at **€ 2.3 billion**
- **FAM**: retail net sales at **€ 55 million**, assets at **€ 29.1 billion**
- **Brokerage**: estimated revenues in September at **€ 14.5 million**

Milan, October 5th, 2023

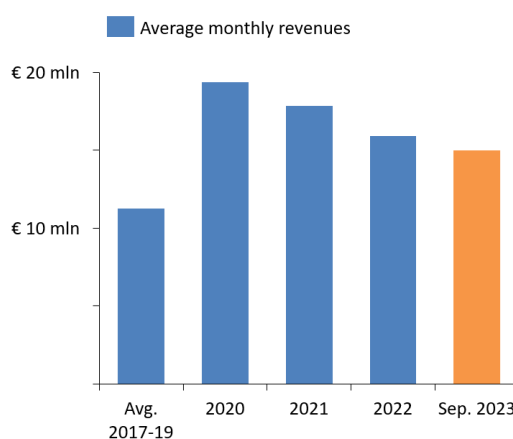
Total net sales in September stood at € 447 million and proved once again the tendency of customers to continue in their investments, confirming the acceleration in the growth of the Bank thanks to a further improvement in the acquisition of new clients. Asset Under Management net sales were equal to € 112 million, of which around half represented by Fineco Asset Management retail net sales, which showed its ability to catch outflows coming from insurance products (at € -84 million this month). Asset Under Custody net sales were equal to € 836 billion, while deposits net sales were equal to € -502 million.

Estimated brokerage revenues equalled to around € 14.5 million in September: around 35% higher than monthly average in 2017/19 for the same month. Since the beginning of the year, estimated revenues reached around € 140 million.

FAM RETAIL NET SALES +39% Y/Y



BROKERAGE, STRUCTURAL GROWTH FOR REVENUES



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

“September net sales figures reflect Fineco’s ability to face every market phase, supporting the tendency towards investments by our customers who can find within our platform all the tools to meet their needs. In fact, the positive performance of brokerage is combined with the growth of advanced advisory services, recently renewed, which allow financial advisors to support clients even in the current context, thanks to the opportunity to use a wide range of financial solutions, thus enhancing personalized portfolios.”

figures in € million

TOTAL NET SALES	SEP 2023	SEP 2022	JAN-SEP '23	JAN-SEP '22
Assets under management	112.5	222.5	2,251.2	2,518.5
Assets under custody	836.2	412.4	7,412.8	3,800.2
o/w Third party deposit current accounts	37.3	4.2	288.5	74.6
Direct deposits	-502.0	-120.3	-2,879.9	1,163.1
TOTAL NET SALES	446.7	514.6	6,784.2	7,481.7

TOTAL FINANCIAL ASSETS	SEP 2023	DEC 2022	SEP 2022
Assets under management	55,399.9	52,072.6	50,708.1
Assets under custody	33,199.5	23,915.4	21,547.0
o/w Third party deposit current accounts	649.7	361.2	166.2
Direct deposits	27,690.0	30,569.9	30,658.4
TOTAL FINANCIAL ASSETS	116,289.4	106,557.9	102,913.5

FAM, retail net sales at € 55 million, TFA at € 29.1 billion

In September, Fineco Asset Management retail net sales amounted to € 55 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 September 30th, 2023 at € 29.1 billion, of which € 18.6 billion retail class (+26% y/y) and € 10.6 billion institutional class (+9% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 33.5% compared to 29% in September 2022.

In September around 9,700 new clients, more than 86k since the beginning of the year

In September, 9,691 new clients were acquired (+5% y/y), bringing new clients since the beginning of the year at 86,257 (+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 1,540,864 as of September 30th, 2023, increasing by 4.9% y/y.

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

Total Financial Assets were equal to € 116.3 billion, +13% compared to € 102.9 billion in September 2022. In particular, TFA related to Private Banking were at € 51.6 billion compared to € 43.2 billion of the previous year (+20% y/y).

figures in € million

PFA NETWORK NET SALES	SEP 2023	SEP 2022	JAN-SEP '23	JAN-SEP '22
Assets under management	113.3	223.3	2,255.0	2,524.0
Assets under custody	605.3	283.8	5,580.5	2,723.3
<i>o/w Third party deposit current accounts</i>	24.6	3.1	176.5	30.8
Direct deposits	-368.1	-61.7	-2,316.0	1,268.6
TOTAL NET SALES	350.5	445.3	5,519.5	6,515.8

PFA NETWORK TFA	SEP 2023	DEC 2022	SEP 2022
Assets under management	54,943.0	51,622.6	50,262.8
Assets under custody	24,803.6	17,712.8	15,928.4
<i>o/w Third party deposit current accounts</i>	353.4	176.9	75.4
Direct deposits	21,560.9	23,876.8	23,957.8
TOTAL FINANCIAL ASSETS	101,307.5	93,212.2	90,149.0

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