

Informazione Regolamentata n. 1615-78-2023	Data/Ora Inizio Diffusione 11 Dicembre 2023 10:36:25	Euronext Milan
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Societa' : FINECOBANK
Identificativo : 184286
Informazione
Regolamentata
Nome utilizzatore : FINECOBANKN02 - Spolini
Tipologia : REGEM
Data/Ora Ricezione : 11 Dicembre 2023 10:36:23
Data/Ora Inizio : 11 Dicembre 2023 10:36:25
Diffusione
Oggetto : PR FinecoBank_Total Net Sales November
2023

<i>Testo del comunicato</i>

Vedi allegato.

PRESS RELEASE

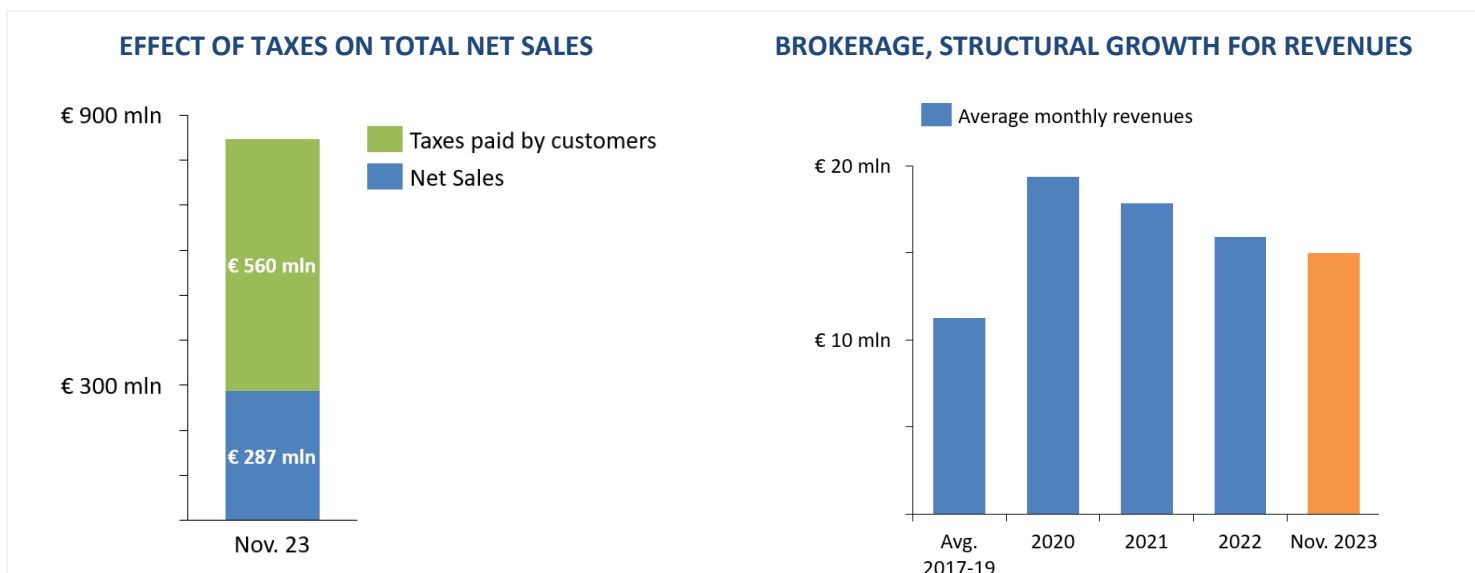
**NOVEMBER NET SALES, AUM CLOSE TO 75%
SOLID DEPOSITS NET SALES, MORE THAN 100,000 NEW CLIENTS YTD**

- November net sales at **€ 287 million**. Asset under Management at **€ 214 million**
- Net Sales YTD at **€ 7.6 billion**. Asset under Management at **€ 2.5 billion**
- **FAM:** retail net sales at **€ 238 million**, assets at **€ 29.8 billion**
- **Brokerage:** estimated revenues in November at **€ 15 million**

Milan, December 11th, 2023

Total net sales in November stood at € 287 million, confirming Fineco as the reference platform for all financial needs of customers, from investment to banking, while the acceleration in new clients acquisition remains to the elevated levels of the previous. The asset mix recorded a solid contribution of Asset Under Management net sales, equal to € 214 million: Fineco Asset Management recorded € 238 million retail net sales, confirming its ability to catch outflows coming from insurance products (at € -206 million in November). Asset Under Custody net sales were equal to € -313 million, while deposits were positive at € 386 million, despite seasonality related to the usual tax payments by clients in the month (€ 560 million).

Estimated brokerage revenues equalled to around € 15 million in November: around 30% higher than monthly average in 2017/19. Since the beginning of the year, estimated revenues reached around € 172 million.



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

“Positive total net sales in November confirm the successful investment solutions put in place in the second half of the year, together with Fineco’s ability to offer the appropriate tools to face all market phases. The solutions available to our personal financial advisors, among which Fineco Asset Management’s ones, successfully meet long term customers’ needs, while brokerage platform completes the offer. All this is enhanced by the strong acceleration of number of clients, which confirm the attractiveness of our business model”.

figures in € million

TOTAL NET SALES	NOV 2023	NOV 2022	JAN-NOV '23	JAN-NOV '22
Assets under management	214.1	335.5	2,478.4	2,951.0
Assets under custody	-313.4	760.7	8,491.1	4,866.6
o/w Third party deposit current accounts	-23.2	106.6	290.6	208.1
Direct deposits	385.9	-616.6	-3,403.3	852.2
TOTAL NET SALES	286.6	479.6	7,566.2	8,669.8

TOTAL FINANCIAL ASSETS	NOV 2023	DEC 2022	NOV 2022
Assets under management	56,364.4	52,072.6	52,619.7
Assets under custody	35,173.6	23,915.4	24,131.4
o/w Third party deposit current accounts	651.9	361.2	299.7
Direct deposits	27,166.6	30,569.9	30,347.5
TOTAL FINANCIAL ASSETS	118,704.6	106,557.9	107,098.6

FAM, retail net sales at € 238 million, TFA at € 29.8 billion

In November, Fineco Asset Management retail net sales amounted to € 238 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 € 2.9 billion, leading FAM assets as of November 30th, 2023 at € 29.8 billion, of which € 19.2 billion retail class (+22% y/y) and € 10.6 billion institutional class (+1% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 34% compared to 30% in November 2022.

Almost 11,400 new clients in November, more than 109k since the beginning of the year

In November, 11,388 new clients were acquired (+7% y/y), bringing new clients since the beginning of the year at 109,439 (+21% y/y). Total number of clients reached 1,556,383 as of November 30th, 2023, increasing by 5% y/y.

Total Financial Assets above € 118 billion, Private Banking above € 53 billion

Total Financial Assets were equal to € 118.7 billion, +11% compared to € 107.1 billion in November 2022. In particular, TFA related to Private Banking were at € 53.5 billion compared to € 46.2 billion of the previous year (+16% y/y).

figures in € million

PFA NETWORK NET SALES	NOV 2023	NOV 2022	JAN-NOV '23	JAN-NOV '22
Assets under management	217.6	335.3	2,490.1	2,956.6
Assets under custody	-275.1	537.7	6,346.8	3,474.9
<i>o/w Third party deposit current accounts</i>	-12.4	58.4	177.9	102.2
Direct deposits	302.5	-457.2	-2,665.4	1,084.9
TOTAL NET SALES	245.1	415.8	6,171.5	7,516.4

PFA NETWORK TFA	NOV 2023	DEC 2022	NOV 2022
Assets under management	55,911.9	51,622.6	52,156.5
Assets under custody	26,304.8	17,712.8	17,861.3
<i>o/w Third party deposit current accounts</i>	354.9	176.9	146.9
Direct deposits	21,211.6	23,876.8	23,774.2
TOTAL FINANCIAL ASSETS	103,428.3	93,212.2	93,792.0

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Fine Comunicato n.1615-78

Numero di Pagine: 5