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PRESS RELEASE

DECEMBER NET SALES AT 1.2 BILLION, BEST MONTH IN THE YEAR 2023: RECORD HIGH OF NEW CLIENTS, FAM RETAIL SALES ABOVE € 3 BILLION

- December net sales at € 1.2 billion. Asset under Management at € 184 million
- Net Sales YTD at € 8.8 billion. Asset under Management at € 2.7 billion
- FAM: December retail net sales at € 232 million, assets at € 30.9 billion
- Brokerage: estimated revenues in December at € 14 million

Milan, January 10th, 2024

Total net sales in December 2023 were particularly solid at € 1,226 million, confirming more and more Fineco as the reference platform for all financial needs, while the acceleration of the number of new customers remains very high reaching a new record since the beginning of the year above 119,000. The asset mix highlights Asset under Management net sales at € 184 million, thanks to € 232 million retail net sales by Fineco Asset Management, and despite outflows from insurance products (€ -447 million). Asset under Custody were equal to € -233 million and deposits were positive at € 1,275 million. In 2023, total net sales reached € 8.8 billion, Asset under Management € 2.7 billion and Asset under Custody € 8.3 billion.

Estimated brokerage revenues equalled to around € 14 million in December (+24% compared in the period 2017/2019), confirming to be solid in a month characterized by the usual seasonality and particularly low volumes. In 2023, estimated revenues reached around € 186 million, while executed orders were 38.5 million.



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

"December net sales results strengthens the positive indications emerged in in the last part of 2023, with the overall figure confirming the quality of the Bank's business model in any market phases. The crucial role of our financial advisors in supporting the investing needs of customers highlighted the potential of Fineco open platform, where the solutions developed by Fineco AM have been particularly appreciated. The record high of new customers confirms the attractiveness of the offer, completed by the possibility of direct interaction with the markets thanks to the brokerage platform."





figures in € million

TOTAL NET SALES	DEC 2023	DEC 2022	JAN-DEC '23	JAN-DEC '22
Assets under management	183.6	628.0	2,662.0	3,578.9
Assets under custody	-232.7	739.1	8,258.4	5,605.7
o/w Third party deposit current accounts	-22.0	61.5	268.6	269.6
Direct deposits	1,275.2	222.3	-2,128.1	1,074.6
TOTAL NET SALES	1,226.1	1,589.5	8,792.4	10,259.3
TOTAL FINANCIAL ASSETS	DEC 2023	DEC 2022		
Assets under management	58,016.1	52,072.6		
Assets under custody	36,098.5	23,915.4		
o/w Third party deposit current accounts	629.8	361.2		
Direct deposits	28,441.8	30,569.9		
TOTAL FINANCIAL ASSETS	122,556.5	106.557.9		

FAM, retail net sales at € 232 million, TFA at € 30.9 billion

In December, Fineco Asset Management recorded retail net sales equal to € 232 million, leading to 3.1 billion in retail net sales from the beginning of the year. FAM assets as of December 31st, 2023 reached € 30.9 billion, of which € 20.0 billion retail class (+22% y/y) and € 10.9 billion institutional class (+4% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 34.5% compared to 30.3% a year ago.

Total Financial Assets above € 122 billion, Private Banking above € 56 billion

Total Financial Assets were equal to € 122.6 billion, compared to € 106.6 billion in December 2022 (+15%). In particular, TFA related to Private Banking were at € 56.0 billion, compared to € 45.3 billion in December 2023 (+23.7%).

Close to 10,000 new clients in December, above 119,000 YTD

In December, 9,740 new clients were acquired, leading to 119,179 new clients in 2023, the highest yearly level on record for the Bank. Total number of clients reached 1,562,907 as of December 31st, 2023.





figures in € million

PFA NETWORK NET SALES	DEC 2023	DEC 2022	JAN-DEC '23	JAN-DEC '22
Assets under management	187.2	624.4	2,677.2	3,581.0
Assets under custody	-170.1	538.1	6,176.7	4,013.0
o/w Third party deposit current accounts	-10.2	30.1	167.8	132.3
Direct deposits	921.5	102.6	-1,743.9	1,187.5
TOTAL NET SALES	938.6	1,265.1	7,110.1	8,781.6
PFA NETWORK TFA	DEC 2023	DEC 2022		
Assets under management	57,551.2	51,622.6		
Assets under custody	27,020.9	17,712.8		
o/w Third party deposit current accounts	344.7	176.9		
Direct deposits	22,133.3	23,876.8		
TOTAL FINANCIAL ASSETS	106,705.5	93,212.2		

EXECUTED ORDERS	DEC 2023	DEC 2022
Equity Italy	14,011,941	15,051,480
o/w internalized	3,731,490	4,275,586
Equity US + other markets	6,212,134	7,545,892
Bonds	1,430,330	721,915
Derivatives	10,206,657	12,511,096
o/w internalized Italy	866,712	772,434
CFD	2,822,828	3,491,723
Other	3,830,558	4,417,392
TOTAL EXECUTED ORDERS	38,514,448	43,739,498

Contacts:

Fineco - *Media Relations* Tel.: +39 02 2887 2256

mediarelations@finecobank.com

Fineco - *Investor Relations* Tel. +39 02 2887 2358 <u>investors@finecobank.com</u>

Barabino & Partners
Tel. +39 02 72023535
Emma Ascani
e.ascani@barabino.it
+39 335 390 334

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