

Informazione Regolamentata n. 1615-48-2024	Data/Ora Inizio Diffusione 4 Luglio 2024 09:55:27	Euronext Milan
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Societa' : FINECOBANK

Identificativo Informazione
Regolamentata : 193043

Utenza - Referente : FINECOBANKN02 - Spolini

Tipologia : REGEM

Data/Ora Ricezione : 4 Luglio 2024 09:55:27

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Oggetto : PR FINECOBANK_TOTAL NET SALES JUNE
2024

Testo del comunicato

Vedi allegato



PRESS RELEASE

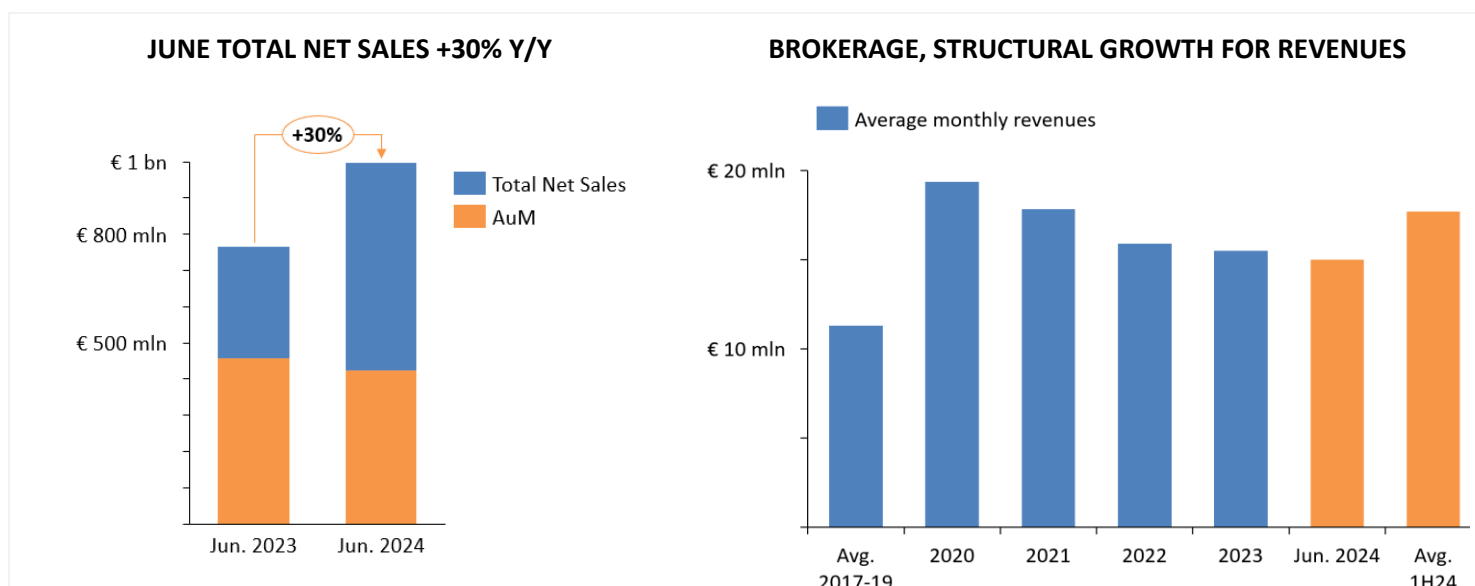
JUNE NET SALES CLOSE TO € 1 BILLION, AUM OVER € 400 MILLION € 5 BILLION NET SALES YTD, CUSTOMERS GROWTH CONTINUES

- June net sales at **€ 997 million**. Asset under Management at **€ 424 million**
- Net Sales YTD at **€ 5.0 billion**. Asset under Management at **€ 1.5 billion**
- **FAM:** June retail net sales at **€ 215 million**, assets at **€ 32.9 billion**
- **Brokerage:** estimated revenues in June at **€ 15 million**

Milan, July 4th, 2024

Total net sales in June 2024 continued at high levels at € 997 million, reaching the € 5 billion mark in the first half of the year for the fourth consecutive year. The asset mix records a significant boost towards investments, confirming more and more Fineco as the reference platform for all financial needs for its ever-increasing customers. Asset under Management net sales were solid at € 424 million, with retail net sales by Fineco Asset Management at € 215 million, which has more than offset the outflows from insurance (equal to € -84 million). Asset under Custody were equal to € 581 million, and deposits were at € -8 million.

Estimated brokerage revenues equaled to around € 15 million in June (+35% compared in the period 2017/2019). Since the beginning of the year, estimated revenues reached around € 106 million (+10% y/y) with 20,8 millions of executed orders.



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

“Solid total net sales in June reflect a further increase of interest towards investments by our customers. In the last months, the strengthening of asset under management confirms our financial advisors’ ability to meet customers’ all-round needs, even in a phase where advisory request is more and more growing. The continuous acceleration in the number of new customers confirms the attractiveness of Fineco’s business model characterized by innovation, especially in advanced advisory services, whose development will open further opportunities in the near future.”

figures in € million

TOTAL NET SALES	JUN 2024	JUN 2023	JAN-JUN '24	JAN-JUN '23
Assets under management	424.0	458.5	1,452.1	1,946.3
Assets under custody	580.7	764.8	4,431.5	5,317.3
<i>o/w Third party deposit current accounts</i>	-20.1	14.9	-95.6	202.6
Direct deposits	-7.9	-458.7	-866.0	-2,059.7
TOTAL NET SALES	996.8	764.6	5,017.6	5,203.9

TOTAL FINANCIAL ASSETS	JUN 2024	DEC 2023	JUN 2023
Assets under management	61,644.6	58,016.1	55,803.2
Assets under custody	42,053.4	36,098.5	31,567.2
<i>o/w Third party deposit current accounts</i>	534.3	629.8	563.9
Direct deposits	27,576.4	28,441.8	28,510.2
TOTAL FINANCIAL ASSETS	131,274.4	122,556.5	115,880.6

FAM, retail net sales at € 215 million, TFA at € 32.9 billion

In June, Fineco Asset Management recorded retail net sales equal to € 215 million, bringing the total since the beginning of the year at € 1.1 billion. FAM assets as of June 30th, 2024 reached € 32.9 billion, of which € 21.8 billion retail class (+17% y/y) and € 11.1 billion institutional class (+5% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 35.4% compared to 33.4% a year ago.

Total Financial Assets above € 131 billion, Private Banking close to € 62 billion

Total Financial Assets were equal to € 131.3 billion, compared to € 115.6 billion in June 2023 (+13%). In particular, TFA related to Private Banking were at € 61.8 billion, compared to € 51.6 billion in June 2023 (+20%).

More than 10,300 new clients in June

In June, 10,375 new clients were acquired, growing by 14% y/y and leading to 73,593 new clients since the beginning of the year (+22% y/y). Total number of clients reached 1,613,339 as of June 30th, 2024.

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figures in € million

PFA NETWORK NET SALES	JUN 2024	JUN 2023	JAN-JUN '24	JAN-JUN '23
Assets under management	424.6	458.7	1,476.1	1,946.5
Assets under custody	382.3	551.8	3,106.5	3,998.4
<i>o/w Third party deposit current accounts</i>	-10.8	10.9	-46.4	124.7
Direct deposits	-42.0	-386.5	-713.9	-1,670.7
TOTAL NET SALES	764.8	624.0	3,868.7	4,274.2

PFA NETWORK TFA	JUN 2024	DEC 2023	JUN 2023
Assets under management	61,182.5	57,551.2	55,332.7
Assets under custody	31,326.2	27,020.9	23,523.7
<i>o/w Third party deposit current accounts</i>	298.3	344.7	301.6
Direct deposits	21,422.1	22,133.3	22,206.2
TOTAL FINANCIAL ASSETS	113,930.9	106,705.5	101,062.5

EXECUTED ORDERS	JUN 2024	JUN 2023
Equity Italy	7,980,975	7,298,470
<i>o/w internalized</i>	<i>1,839,357</i>	<i>2,101,768</i>
Equity US + other markets	3,976,785	3,185,829
Bonds	836,672	655,411
Derivatives	4,858,244	5,457,732
<i>o/w internalized Italy</i>	<i>379,108</i>	<i>413,242</i>
CFD	1,198,090	1,562,977
Other	1,913,829	1,984,150
TOTAL EXECUTED ORDERS	20,764,595	20,144,569

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