

Informazione Regolamentata n. 1615-58-2024	Data/Ora Inizio Diffusione 7 Ottobre 2024 10:05:30	Euronext Milan
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Societa' : FINECOBANK

Identificativo Informazione
Regolamentata : 196502

Utenza - Referente : FINECOBANKN02 - Spolini

Tipologia : REGEM

Data/Ora Ricezione : 7 Ottobre 2024 10:05:30

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Oggetto : PR FINECOBANK_TOTAL NET SALES
SEPTEMBER 2024

Testo del comunicato

Vedi allegato



PRESS RELEASE

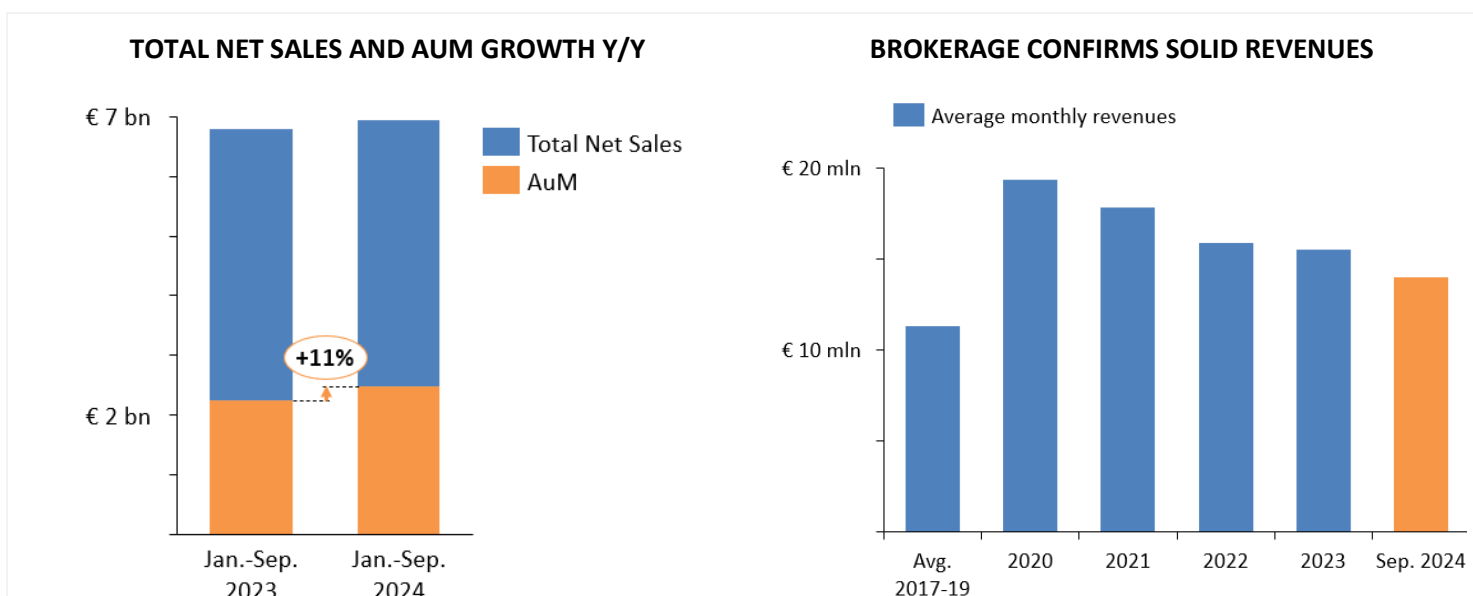
SEPTEMBER NET SALES DRIVEN BY AUM, MORE THAN QUADRUPLED Y/Y BEST MONTH OF 2024 FOR FAM RETAIL NET SALES, NEW CLIENTS ACCELERATE

- September net sales at **€ 466 million**. AuM at **€ 464 million**
- Net Sales YTD at **€ 6.9 billion**. Asset under Management at **€ 2.5 billion**
- **FAM**: September retail net sales at **€ 427 million**, assets at **€ 34.8 billion**
- **Brokerage**: estimated revenues in September at **€ 14 million**

Milan, October 7th, 2024

Total net sales in September 2024 continued at elevated levels at € 466 million (+4% compared to € 447 million as of last year), confirming the higher interest for Asset under Management by Fineco ever-increasing customers. Despite the usual monthly seasonality, the asset mix highlights a solid Asset under Management net sales component at € 464 million (+312% from € 112 million as of September 2023), while Fineco Asset Management records retail net sales at € 427 million, best monthly result from the beginning of the year, which has far more than offset the outflows from insurance (equal to € -63 million). Asset under Custody were equal to € -265 million, and deposits were at € 267 million.

Estimated brokerage revenues equaled to around € 14 million in September (more than 25% higher compared to the monthly average of the period 2017/2019). Since the beginning of the year, estimated revenues reached around € 160 million (+11% y/y).



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

“Total net sales in September highlight the growing interest of clients towards the opportunities offered by the asset under management. In this context, our Network of financial advisors once again demonstrates its ability to support customers with a long-term vision, relying on a wide range of investment solutions. Fineco Asset Management is also continuing its growth path, which has accelerated in the recent months, contributing in enhancing the Bank’s attractiveness: the continuous expansion of the customer base confirms the effectiveness of Fineco’s business model and its ability to successfully face different market phases.”



figures in € million

TOTAL NET SALES	SEP 2024	SEP 2023	JAN-SEP '24	JAN-SEP '23
Assets under management	463.8	112.5	2,494.2	2,251.2
Assets under custody	-265.1	836.2	4,704.8	7,412.8
o/w Third party deposit current accounts	-41.1	37.3	-196.2	288.5
Direct deposits	267.4	-502.0	-254.2	-2,879.9
TOTAL NET SALES	466.0	446.7	6,944.8	6,784.2

TOTAL FINANCIAL ASSETS	SEP 2024	DEC 2023	SEP 2023
Assets under management	63,808.4	58,016.1	55,399.9
Assets under custody	43,269.9	36,098.5	33,199.5
o/w Third party deposit current accounts	433.6	629.8	649.7
Direct deposits	28,188.7	28,441.8	27,690.0
TOTAL FINANCIAL ASSETS	135,267.0	122,556.5	116,289.4

FAM, retail net sales at € 427 million, above € 2 billion since the beginning of the year

In September, Fineco Asset Management recorded retail net sales equal to € 427 million, bringing the total since the beginning of the year at € 2.1 billion. FAM assets as of September 30st, 2024 reached € 34.8 billion, of which € 23.3 billion retail class (+26% y/y) and € 11.5 billion institutional class (+9% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 36.6% compared to 33.5% a year ago.

Total Financial Assets above € 135 billion, Private Banking near € 65 billion

Total Financial Assets were equal to € 135.3 billion, compared to € 116.3 billion in September 2023 (+16%). In particular, TFA related to Private Banking were at € 64.8 billion, compared to € 51.6 billion in September 2023 (+25%).

Almost 13,000 new clients in September, more than 100,000 from the beginning of the year

In September, 12,850 new clients were acquired, growing by 33% y/y and leading to 109,119 new clients since the beginning of the year (+27% y/y). Total number of clients reached 1,638,936 as of September 30st, 2024.



figures in € million

PFA NETWORK NET SALES	SEP 2024	SEP 2023	JAN-SEP '24	JAN-SEP '23
Assets under management	463.7	113.3	2,518.9	2,255.0
Assets under custody	-215.4	605.3	3,227.8	5,580.5
<i>o/w Third party deposit current accounts</i>	-20.7	24.6	-99.7	176.5
Direct deposits	123.3	-368.1	-346.5	-2,316.0
TOTAL NET SALES	371.6	350.5	5,400.2	5,519.5

PFA NETWORK TFA	SEP 2024	DEC 2023	SEP 2023
Assets under management	63,340.6	57,551.2	54,943.0
Assets under custody	32,193.7	27,020.9	24,803.6
<i>o/w Third party deposit current accounts</i>	244.9	344.7	353.4
Direct deposits	21,790.8	22,133.3	21,560.9
TOTAL FINANCIAL ASSETS	117,325.1	106,705.5	101,307.5

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