

Informazione Regolamentata n. 1615-68-2024	Data/Ora Inizio Diffusione 5 Dicembre 2024 11:42:55	Euronext Milan
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Societa' : FINECOBANK

Identificativo Informazione  
Regolamentata : 199076

Utenza - Referente : FINECOBANKN06 - Paola

Tipologia : REGEM

Data/Ora Ricezione : 5 Dicembre 2024 11:42:55

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Oggetto : PR FINECOBANK\_TOTAL NET SALES  
NOVEMBER 2024

*Testo del comunicato*

Vedi allegato



## PRESS RELEASE

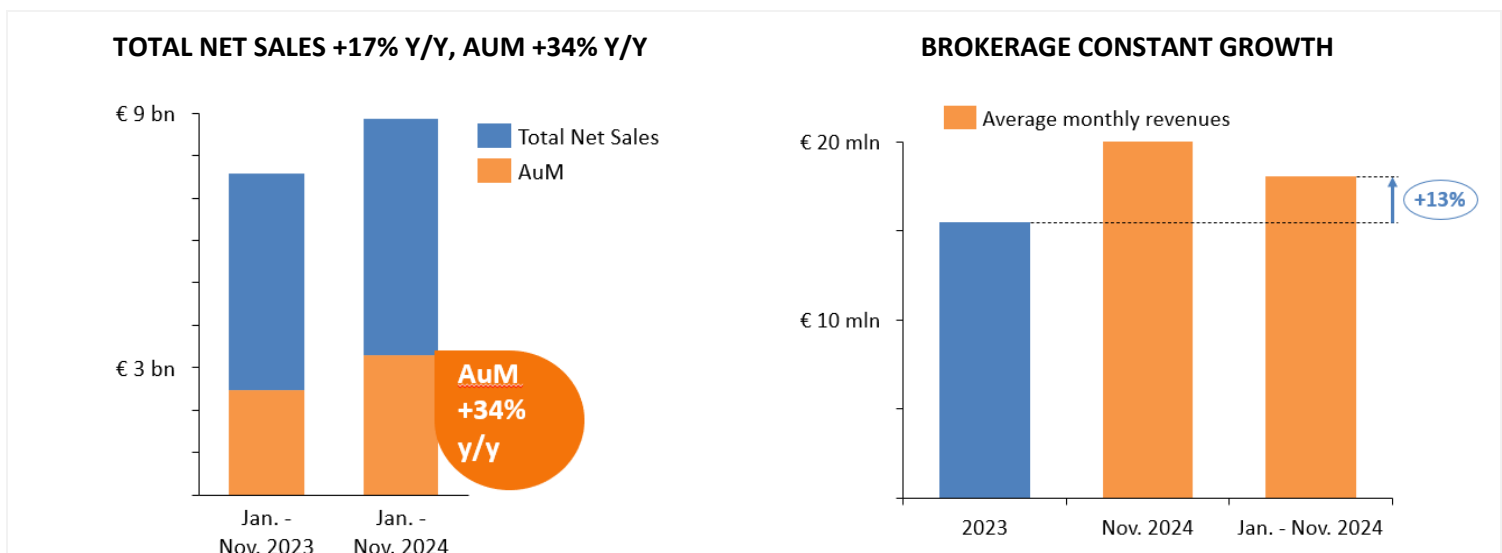
### NOVEMBER NET SALES MORE THAN TRIPLED Y/Y, SOLID AUM NEW CLIENTS KEEP ON GROWING, BROKERAGE ACCELERATES FURTHER

- November net sales at **€ 941 million**. AuM at **€ 387 million**
- Net Sales YTD at **€ 8.9 billion**. Asset under Management at **€ 3.3 billion**
- **FAM**: November retail net sales at **€ 396 million**, assets at **€ 36.6 billion**
- **Brokerage**: estimated revenues in November at **€ 20 million**

**Milan, December 5<sup>th</sup>, 2024**

Total net sales in November 2024 stood at € 941 million (+228% compared to € 287 million as of last year), equal to € 8.9 billion since the beginning of the year and overcoming the whole 2023 net sales. Fineco confirmed to be the reference platform for any financial need, and records in November the second best month ever in terms of new clients (14,574) after last month record. The asset mix highlights a strong growth of Asset under Management net sales component at € 387 million (from € 214 million in November 2023), while Fineco Asset Management records retail net sales at € 396 million, which has far more than offset the outflows from insurance (equal to € -92 million). Asset under Custody were equal to € 61 million, and deposits were at € 493 million.

Estimated brokerage revenues equaled to around € 20 million in November, reaching since the beginning of the year around € 199 million (+12% y/y).



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

*“Positive November net sales confirm the growth path of Fineco, whose results are already exceeding the whole last year also in asset under management. The role of our financial advisors proves once again to be crucial to support customers in a professional planning of their savings, thanks to the solutions offered by our advanced advisory platform and the contribution of Fineco Asset Management. The growing interest of clients towards an interaction with the financial markets is reflected in the increase of the brokerage business, supported by the continuous innovation and the enlargement of the customer base, keeping on high levels since the beginning of the year”.*



figures in € million

<b>TOTAL NET SALES</b>	<b>NOV 2024</b>	<b>NOV 2023</b>	<b>JAN-NOV '24</b>	<b>JAN-NOV '23</b>
Assets under management	387.2	214.1	3,310.0	2,478.4
Assets under custody	61.1	-313.4	5,321.2	8,491.1
<i>o/w Third party deposit current accounts</i>	-42.4	-23.2	-292.4	290.6
Direct deposits	492.6	385.9	233.8	-3,403.3
<b>TOTAL NET SALES</b>	<b>940.9</b>	<b>286.6</b>	<b>8,865.0</b>	<b>7,566.2</b>
<b>TOTAL FINANCIAL ASSETS</b>	<b>NOV 2024</b>	<b>DEC 2023</b>	<b>NOV 2023</b>	
Assets under management	66,000.2	58,016.1	56,364.4	
Assets under custody	45,031.4	36,098.5	35,173.6	
<i>o/w Third party deposit current accounts</i>	337.4	629.8	651.9	
Direct deposits	28,679.5	28,441.8	27,166.6	
<b>TOTAL FINANCIAL ASSETS</b>	<b>139,711.2</b>	<b>122,556.5</b>	<b>118,704.6</b>	

***FAM, retail net sales at € 396 million, € 3 billion since the beginning of the year***

In November, Fineco Asset Management recorded retail net sales equal to € 396 million, bringing the total since the beginning of the year at € 3 billion. FAM assets as of November 30<sup>th</sup>, 2024 reached € 36.6 billion, of which € 24.7 billion retail class (+29% y/y) and € 11.9 billion institutional class (+12% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 37.5% compared to 34.1% a year ago.

***Total Financial Assets close to € 140 billion, Private Banking above € 68 billion***

Total Financial Assets were equal to € 139.7 billion, compared to € 118.7 billion in November 2023 (+18%). In particular, TFA related to Private Banking were at € 68.1 billion, compared to € 53.5 billion in November 2023 (+27%).

***More than 14,500 new clients in November, total clients at 1.65 million***

In November, 14,574 new clients were acquired (+28% y/y), recording the second best month ever and leading to 138,776 new clients since the beginning of the year (+27% y/y). As of November 30<sup>th</sup>, 2024 total number of clients reached 1,646,100.



figures in € million

<b>PFA NETWORK NET SALES</b>	<b>NOV 2024</b>	<b>NOV 2023</b>	<b>JAN-NOV '24</b>	<b>JAN-NOV '23</b>
Assets under management	391.1	217.6	3,343.3	2,490.1
Assets under custody	-17.6	-275.1	3,553.6	6,346.8
<i>o/w Third party deposit current accounts</i>	-23.1	-12.4	-153.7	177.9
Direct deposits	368.7	302.5	-2.4	-2,665.4
<b>TOTAL NET SALES</b>	<b>742.2</b>	<b>245.1</b>	<b>6,894.4</b>	<b>6,171.5</b>
<b>PFA NETWORK TFA</b>	<b>NOV 2024</b>	<b>DEC 2023</b>	<b>NOV 2023</b>	
Assets under management	65,524.5	57,551.2	55,911.9	
Assets under custody	33,344.3	27,020.9	26,304.8	
<i>o/w Third party deposit current accounts</i>	191.0	344.7	354.9	
Direct deposits	22,138.9	22,133.3	21,211.6	
<b>TOTAL FINANCIAL ASSETS</b>	<b>121,007.7</b>	<b>106,705.5</b>	<b>103,428.3</b>	

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