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Informazione Regolamentata n. 1615-6-2021	Data/Ora Ricezione 04 Febbraio 2021 10:05:40	MTA
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Societa' : FINECOBANK

Identificativo : 142175

Informazione
Regolamentata

Nome utilizzatore : FINECOBANKN01 - Spolini

Tipologia : REGEM

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Oggetto : FinecoBank: PR Net Sales January 2021

Testo del comunicato

Vedi allegato.

PRESS RELEASE

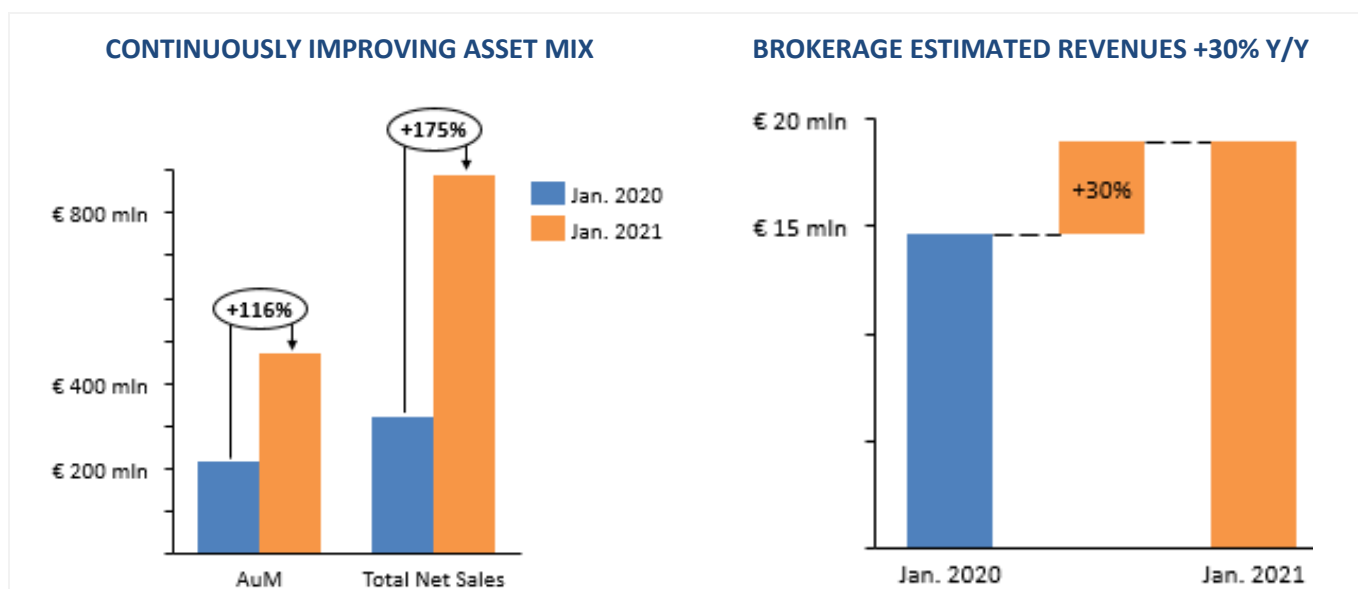
**JANUARY TOTAL NET SALES +175% Y/Y, AUM MORE THAN DOUBLED
INCREASING NEW CLIENTS, BROKERAGE STRENGTHENS ITS ACCELERATION**

- January net sales at **€ 891 million**. Asset under Management at **€ 470 million**
- Net Sales in Guided Products at **€ 323 million**
- **FAM:** January retail net sales at **€ 156 million**, assets at **€ 16.5 billion**
- **Brokerage:** estimated revenues in January at **€ 19 million**

Milan, February 4th, 2021

January total net sales were particularly solid and robust at € 891 million (+175% compared to € 323 million a year ago), gathered without short-term commercial initiatives and thus confirming that the Bank is speeding up in attracting new assets and clients in the current context. Asset under Management were € 470 million, more than doubling € 217 million as of January 2020. Asset under Custody were equal to € 369 million and deposits stood at € 51 million.

The first month of the year confirmed brokerage structural acceleration, thanks to both the reshaping of our offer and the enlargement of our base of active clients. In January, revenues were estimated at € 19 million, increasing by more than 30% y/y. In January for the first time executed orders were higher on foreign markets than on Italian one.



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

“The first month of 2021 confirms the strength of Fineco’s growth path, with very strong net sales figures achieved without any short-term commercial offers. The ability of our financial advisors to meet and satisfy our customers’ investment needs is confirmed by very positive results also in asset under management, also thanks to the appreciation of FAM’s solutions. Moreover, our best in class platform further increases our ability to attract new customers, with a strong acceleration in the number of new current accounts.”

figures in € million

TOTAL NET SALES	JAN 2021	JAN 2020
Assets under management	470.2	217.3
Assets under custody	369.3	161.0
Direct deposits	51.4	-55.0
TOTAL NET SALES	890.8	323.4

TOTAL FINANCIAL ASSETS	JAN 2021	JAN 2020
Assets under management	46,125.6	40,858.8
Assets under custody	18,838.0	15,539.3
Direct deposits	28,065.3	25,534.7
TOTAL FINANCIAL ASSETS	93,029.0	81,932.8

Almost 12,000 new clients in January, above 1,000 new accounts opened in a single day

In January, 11,950 new clients have been acquired (+49% y/y), confirming the accelerating trend highlighted after the announcement of the Smart Repricing on our banking services with a better quality of new customers, and an increase in average Total Financial Assets of new current accounts. On 25th of January 1,027 new accounts were opened, the second best result in openings during a single day. Total number of customers reached 1,374,218 as of January 31st, 2021.

Total Financial Assets above € 93 billion. Private Banking heading for € 40 billion

Total Financial Assets were slightly above € 93 billion (+14% y/y). In particular, TFA related to Private Banking were at € 39.3 billion, increasing by 16% compared to € 33.9 billion in January 2020.

Guided Products & Services, +20% y/y

Net sales in Guided Products & Services stood at € 323 million in January, increasing by 20% compared to January 2020 (€ 269 million). The penetration rate of Guided Products reached 73% on total Asset under Management compared to 71% in January 2020.

FAM, retail net sales at € 156 million, assets at 16.5 billion

Fineco Asset Management retail net sales in January amounted to € 156 million, with a strong customers' appreciation for FAM Series family. As of January 31st, 2021 FAM managed € 16.5 billion of assets, of which € 10.8 billion retail class (+25% y/y) and € 5.7 billion institutional class (+2% y/y).

figures in € million

PFA NETWORK NET SALES	JAN 2021	JAN 2020
Assets under management	463.7	213.7
Assets under custody	258.5	113.2
Direct deposits	104.0	72.1
TOTAL NET SALES	826.2	399.0
PFA NETWORK TFA	JAN 2021	JAN 2020
Assets under management	45,627.7	40,359.6
Assets under custody	14,013.6	11,630.0
Direct deposits	21,231.2	19,279.8
TOTAL FINANCIAL ASSETS	80,872.5	71,269.4

FinecoBank

FinecoBank is one of the most important FinTech banks in Europe. Listed on the FTSE MIB, Fineco offers a business model that is unique in Europe, combining the best platforms with a large network of financial advisors. It offers a single account with banking, trading and investment services, on transactional and advisory platforms developed with proprietary technologies. Fineco is a leading bank in brokerage in Europe, and one of the most important players in Private Banking in Italy, offering advanced and tailor-made advisory services. Since 2017, FinecoBank has also been in the UK with an offer focused on brokerage, banking and investment services. Fineco Asset Management was founded in Dublin in 2018, with a mission to develop investment solutions in partnership with top international asset managers.

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