



SPAFID
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Informazione Regolamentata n. 1615-20-2021	Data/Ora Ricezione 04 Marzo 2021 10:45:32	MTA
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Societa' : FINECOBANK

Identificativo : 143089

Informazione
Regolamentata

Nome utilizzatore : FINECOBANKN02 - Spolini

Tipologia : REGEM

Data/Ora Ricezione : 04 Marzo 2021 10:45:32

Data/Ora Inizio : 04 Marzo 2021 10:45:34

Diffusione presunta

Oggetto : PR FinecoBank - Total net sales February
2021

Testo del comunicato

Vedi allegato.

PRESS RELEASE

**FEBRUARY TOTAL NET SALES € 1.3 BN, AUM DOUBLED Y/Y
RECORD NEW CLIENTS, FURTHER INCREASE FOR BROKERAGE REVENUES**

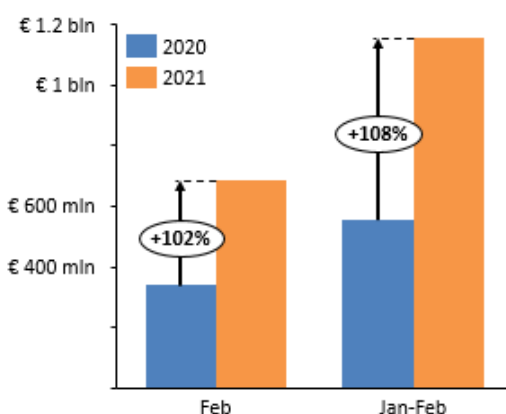
- February net sales at **€ 1.3 billion**. Asset under Management at **€ 687 million**
- Net Sales YTD at **€ 2.2 billion**. Asset under Management at **€ 1.2 billion**
- **FAM:** February retail net sales at **€ 227 million**, assets at **€ 17.1 billion**
- **Brokerage:** estimated revenues in February at **€ 22 million**

Milan, March 4th, 2021

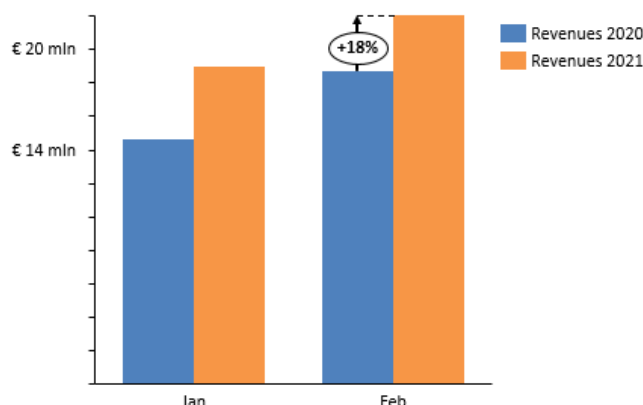
Fineco recorded very strong total net sales in February, reaching € 1.3 billion (+64% compared to € 771 million a year ago), gathered without short-term commercial initiatives and confirming its entrance in a new dimension of growth. The figures, particularly solid and robust, come along with an increased customer attractiveness: February recorded a record of 14,403 new clients. Asset under Management were € 687 million, more than doubling € 340 million as of February 2020. Asset under Custody were equal to € 37 million and deposits stood at € 541 million.

February also confirmed brokerage structural acceleration, thanks to both the reshaping of our offer and the enlargement of our base of active clients. Revenues were estimated at € 22 million (+18% y/y), bringing the estimated total revenues for 2021 at € 42 million (+24% y/y). For the second month in a row, executed orders were higher on foreign markets than on Italian one.

IN 2021 AUM MORE THAN DOUBLED Y/Y



BROKERAGE CONTINUOUS STRUCTURAL GROWTH



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

“Total net sales figure was extremely solid in February, particularly in Asset under Management, confirming Fineco’s ability to support its clients managing their holdings in a more efficient, aware and sustainable way. Our financial advisors’ success in meeting the investment needs of a more demanding and sophisticated customer base, also thanks to the much appreciated FAM solutions, together with the quality of our platform brought to a strong acceleration in new clients, more interested in approaching the financial markets. In fact, February figures came along together with very positive brokerage results.”

figures in € million

TOTAL NET SALES	FEB 2021	FEB 2020	JAN-FEB '21	JAN-FEB '20
Assets under management	687.1	340.2	1,157.3	557.5
Assets under custody	36.7	23.7	406.0	184.7
Direct deposits	541.0	406.7	592.4	351.8
TOTAL NET SALES	1,264.8	770.6	2,155.6	1,094.0

TOTAL FINANCIAL ASSETS	FEB 2021	DEC 2020	FEB 2020
Assets under management	47,113.5	45,381.5	40,578.0
Assets under custody	19,297.3	18,313.7	14,854.8
Direct deposits	28,606.3	28,014.0	25,941.4
TOTAL FINANCIAL ASSETS	95,017.1	91,709.1	81,374.2

Over 14,400 new clients in February, in 2021 +68% y/y

In February, 14,403 new clients were acquired (+88% y/y), confirming the accelerating trend and an increase in average Total Financial Assets of new current accounts, after the introduction of the Smart Repricing on our banking services in 2020. From the beginning of the year, new clients were 26,353 (+68% y/y). On February 8th Fineco opened 1,449 new accounts reaching the best result in a single day. Total number of customers reached 1,382,140 as of February 28th, 2021.

FAM, retail net sales at € 227 million, assets at 17.1 billion

Fineco Asset Management retail net sales in February amounted to € 227.5 million, with a strong customers' appreciation for FAM Series family. As of February 28th, 2021 FAM managed € 17.1 billion of assets, of which € 11.0 billion retail class (+26% y/y) and € 6.1 billion institutional class (+12% y/y).

Total Financial Assets above € 95 billion. Private Banking above € 40 billion

Total Financial Assets were slightly above € 95.0 billion (+17% y/y). In particular, TFA related to Private Banking were at € 40.4 billion, increasing by 22% compared to € 33.2 billion in February 2020.

Net sales in Guided Products & Services stood at € 523 million in February, increasing by 21% compared to February 2020 (€ 432 million). The penetration rate of Guided Products reached 73% on total Asset under Management compared to 72% in February 2020.

figures in € million

PFA NETWORK NET SALES	FEB 2021	FEB 2020	JAN-FEB '21	JAN-FEB '20
Assets under management	679.1	339.4	1,142.8	553.1
Assets under custody	34.4	50.0	292.9	163.3
Direct deposits	376.6	328.5	480.6	400.6
TOTAL NET SALES	1,090.1	717.9	1,916.3	1,117.0
PFA NETWORK TFA	FEB 2021	DEC 2020	FEB 2020	
Assets under management	46,622.4	44,893.8	40,094.9	
Assets under custody	14,395.8	13,622.9	11,176.0	
Direct deposits	21,607.9	21,127.2	19,608.3	
TOTAL FINANCIAL ASSETS	82,626.1	79,644.0	70,879.2	

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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Fine Comunicato n.1615-20	Numero di Pagine: 5
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