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Tipologia : REGEM  
Data/Ora Ricezione : 8 Aprile 2024 10:28:07  
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Oggetto : PR FINECOBANK\_TOTAL NET SALES  
MARCH 2024

*Testo del comunicato*

Vedi allegato



## PRESS RELEASE

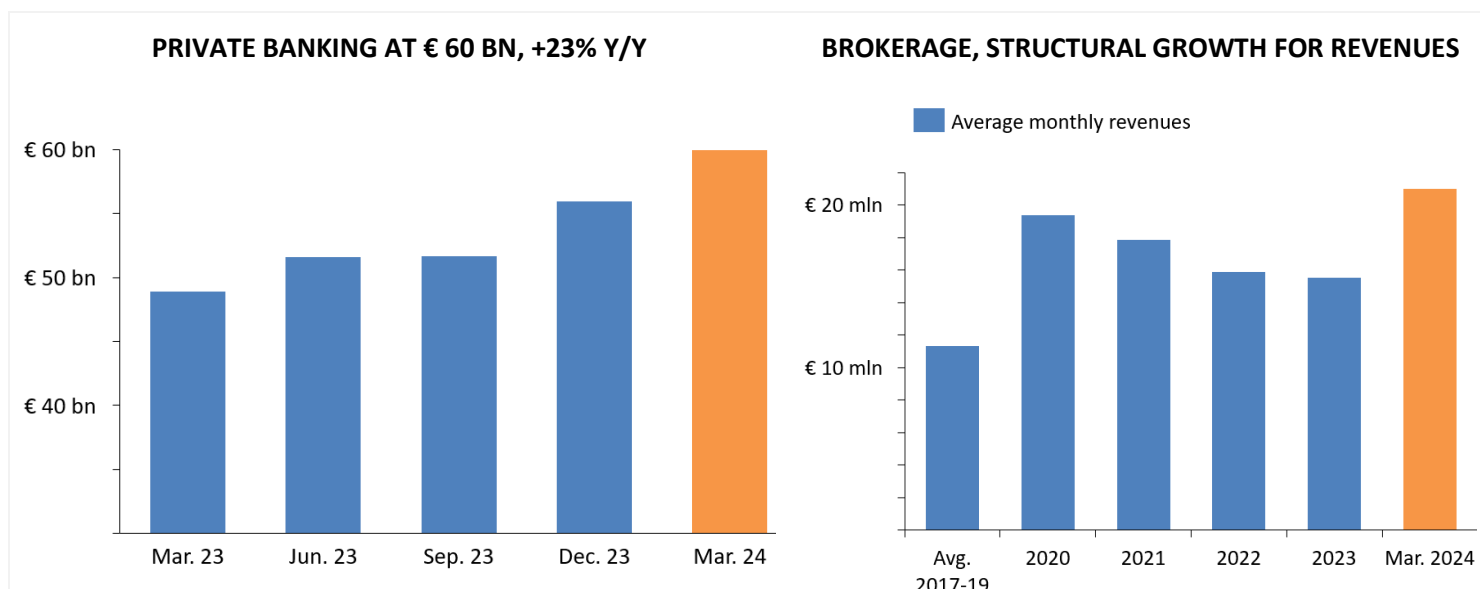
### STRONG NET SALES SOLID IN MARCH, 40 THOUSAND NEW CLIENTS YTD INVESTMENTS OVER € 1.1 BILLION, AUC BOOSTS BROKERAGE REVENUES

- March net sales at **€ 806 million**. Asset under Management at **€ 120 million**
- Net Sales YTD at **€ 2.2 billion**. Asset under Management at **€ 469 million**
- **FAM:** March retail net sales at **€ 127 million**, assets at **€ 32.3 billion**
- **Brokerage:** estimated revenues in March at **€ 21 million**

*Milan, April 8<sup>th</sup>, 2024*

Total net sales in March 2024 stood at € 806 million, confirming more and more Fineco as the reference platform for all financial needs, and recording a strong growth both in the number of new customers (+18% y/y) and in Private Banking, with total financial assets at around € 60 billion. The asset mix highlights Asset under Management net sales at € 120 million, thanks to € 127 million retail net sales by Fineco Asset Management, and despite outflows from insurance products (€ -151 million). Asset under Custody, in the month of the settlement of the last BTP Valore issuance, stood at € 1 billion, while deposits were at € -321 million.

Estimated brokerage revenues equaled to around € 21 million in March (+89% compared in the period 2017/2019). Since the beginning of the year, estimated revenues reached around € 54 million (+2% y/y).



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

*“March net sales figures confirm once again a strong tendency towards investments by our customers, not only in asset under custody but also in asset under management. The support of our financial advisors is crucial during this transitional market phase, together with the ability of the technological platform to encourage the interaction with the global markets. The growth in the Bank’s attractiveness reflects in the constant increase in the number of new clients, who find in Fineco an efficient response to all their financial needs.”*



figures in € million

TOTAL NET SALES	MAR 2024	MAR 2023	JAN - MAR '24	JAN - MAR '23
Assets under management	120.2	154.7	468.5	1,040.5
Assets under custody	1,007.1	1,565.0	2,529.6	2,929.9
<i>of which deposit accounts with third parties</i>	-6.5	36.2	-25.0	143.4
Direct deposits	-321.0	-594.5	-766.5	-1,230.0
<b>TOTAL NET SALES</b>	<b>806.4</b>	<b>1,125.2</b>	<b>2,231.6</b>	<b>2,740.5</b>
<b>TOTAL FINANCIAL ASSETS</b>	<b>MAR 2024</b>	<b>DEC 2023</b>	<b>MAR 2023</b>	
Assets under management	60,425.4	58,016.1	54,132.1	
Assets under custody	40,082.2	36,098.5	28,505.0	
<i>of which deposit accounts with third parties</i>	604.9	629.8	504.6	
Direct deposits	27,675.5	28,441.8	29,339.9	
<b>TOTAL FINANCIAL ASSETS</b>	<b>128,183.1</b>	<b>122,556.5</b>	<b>111,977.1</b>	

### **FAM, retail net sales at € 127 million, TFA at € 32.3 billion**

In March, Fineco Asset Management recorded retail net sales equal to € 127 million, bringing the total since the beginning of the year at € 440 million. FAM assets reached € 32.3 billion, of which € 21.1 billion retail class (+21% y/y) and € 11.2 billion institutional class (+7% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 34.9% compared to 32.2% a year ago.

### **Total Financial Assets above € 128 billion, Private Banking at € 60 billion**

Total Financial Assets were equal to € 128.2 billion, compared to € 112 billion in March 2023 (+14%). In detail, TFA related to Private Banking were at € 60 billion, compared to € 48.9 billion in March 2023 (+23%).

### **More than 12,800 new clients in March**

In March, 12,830 new clients were acquired, growing by 18% y/y and leading to 39,545 new clients since the beginning of the year (+24% y/y). Total number of clients reached 1,590,239 as of March 31<sup>st</sup>, 2024.



figures in € million

<b>PFA NETWORK NET SALES</b>	<b>MAR 2024</b>	<b>MAR 2023</b>	<b>JAN - MAR 2024</b>	<b>JAN - MAR 2023</b>
Assets under management	128.6	154.8	485.6	1,037.9
Assets under custody	698.6	1,170.3	1,803.7	2,197.6
<i>of which deposit accounts with third parties</i>	-2.5	22.7	-8.3	83.7
Direct deposits	-248.9	-421.5	-563.6	-963.7
<b>TOTAL NET SALES PFA NETWORK</b>	<b>578.3</b>	<b>903.6</b>	<b>1,725.6</b>	<b>2,271.7</b>
<b>PFA NETWORK TFA</b>	<b>MAR 2024</b>	<b>DEC 2023</b>	<b>MAR 2023</b>	
Assets under management	59,957.0	57,551.2	53,668.8	
Assets under custody	29,946.8	27,020.9	21,194.3	
<i>of which deposit accounts with third parties</i>	336.4	344.7	260.6	
Direct deposits	21,570.8	22,133.3	22,913.1	
<b>PFA NETWORK TFA</b>	<b>111,474.6</b>	<b>106,705.5</b>	<b>97,776.3</b>	

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