PRESS RELEASE

FinecoBank:

- **AuM net sales in October equal to € 517 million, the best month since January 2018**
- **Solid and robust net sales in the month of October at € 387 million, with an high-quality asset mix**
- **Net sales since the beginning of the year**: **€ 4,735 million**, of which **Guided Products € 2,737 million** (+23% y/y, reaching penetration of 70% on AuM stock)
- **Fineco Asset Management recorded its best retail net sales for the second consecutive month (€ 359 million)**, thanks to its ability to quickly and effectively answer customers' needs in every market context

Milan, November 7th 2019

In October Fineco recorded total net sales equal to € 387 million, solid and high-quality and gathered without short-term commercial incentives.
The asset mix has been particularly positive, with inflows in Assets under Management recording the best month since January 2018 at € 517 million, thanks to the ability of Fineco Asset Management to quickly and effectively develop investment solutions in line with customers' needs in every market phase.

Net sales in Assets under Custody were equal to € 4 million, while direct deposits totaled € -134 million due to both the conversion towards Assets under Management and tax payments by customers (€ 185 million, € 65 million more than in October 2018).

In October Fineco Asset Management recorded for the second consecutive time its best month ever in terms of retail net sales (€ 359 million), in particular thanks to the recently launched products FAM Target and FAM Megatrends.

FinecoBank recorded total net sales of € 4,735 million since the beginning of 2019 (-9% y/y): Asset under Management totaled € 2,436 million, Asset under Custody amounted at € -598 million and direct deposits totaled € 2,897 million.

Since the beginning of the year "Guided products & services" net sales amounted at € 2,737 million (+23% y/y) and net sales from the decumulation products equaled € 955 million, also thanks to the contribution of FAM Target. The penetration rate of Guided Products increased at 70% on total AuM compared to 66% in October 2018 and 67% in December 2018.

Net sales through the network of personal financial advisors reached € 4,214 million since the beginning of the year.

Total Financial Assets were at € 79,179 million (+14% compared to October 2018 and December 2018).

Fineco Asset Management managed € 13.0 billion of assets, of which € 7.7 billion retail class (+25% y/y) and € 5.3 billion institutional class.

Since the beginning of the year 100,370 new clients have been acquired, of which 12,903 in October (+2% y/y). Total number of customers was about 1,347,800 as of October 31st, 2019 (+6% y/y).

Alessandro Foti, CEO and General Manager of FinecoBank, commented:
"Total net sales were excellent in October, confirming a high quality asset mix. These results reflect the bank's commitment in offering customers products able to convert liquidity into asset under management, also thanks to FAM's new generation of investment solutions. Fineco confirms the ability to meet clients' needs for a more efficient management of their savings, and to successfully face complex market phases".

figures in € million

TOTAL NET SALES	OCT 2019	JAN - OCT 2019	JAN - OCT 2018
Assets under management	516.7	2,436.5	1,933.8
Assets under custody	3.9	-598.2	1,603.6
Direct deposits	-133.6	2,896.7	1,681.6
TOTAL NET SALES	**386.9**	**4,735.0**	**5,219.0**

figures in € million

PFA NETWORK NET SALES	OCT 2019	JAN - OCT 2019	JAN - OCT 2018
Assets under management	515.1	2,445.7	1,939.4
Assets under custody	-16.5	-460.3	1,141.6
Direct deposits	-111.1	2,228.8	1,568.4
TOTAL NET SALES PFA NETWORK	**387.4**	**4,214.2**	**4,649.5**

figures in € million

TOTAL FINANCIAL ASSETS	OCT 2019	DEC 2018	OCT 2018
Assets under management	38,900.7	33,484.7	33,857.8
Assets under custody	15,312.5	13,779.0	13,935.2
Direct deposits	24,965.7	22,068.9	21,622.3
TOTAL FINANCIAL ASSETS	**79,178.9**	**69,332.6**	**69,415.3**

figures in € million

PFA NETWORK TFA	OCT 2019	DEC 2018	OCT 2018
Assets under management	38,419.7	33,034.6	33,389.5
Assets under custody	11,523.1	10,307.4	10,398.4
Direct deposits	18,796.4	16,567.6	16,251.0
PFA NETWORK TFA	**68,739.1**	**59,909.6**	**60,038.9**

FinecoBank

FinecoBank is one of the most important FinTech banks in Europe. It offers from a single account banking, credit, trading and investment services though transactional and advisory platform developed with proprietary technologies, and combined with one of the largest financial advisory network in Italy. Fineco is a bank leader in brokerage in Europe, and one of the most important player in Private Banking in Italy, offering tailor-made advisory services. Since 2017, FinecoBank is also in UK with an offer focused on brokerage and banking services.

Contacts:

Fineco - *Media Relations*
Tel.: +39 02 2887 2256
mediarelations@finecobank.com

Fineco - *Investor Relations*
Tel. +39 02 2887 3736/2358
investors@finecobank.com

Barabino & Partners
Tel. +39 02 72023535
Emma Ascani
e.ascani@barabino.it