

## PRESS RELEASE

### MAY TOTAL NET SALES: 86% IN AUM, € 5 BN IN THE FIRST 5 MONTHS

### TOTAL CLIENTS EXCEEDED 1.4 MLN

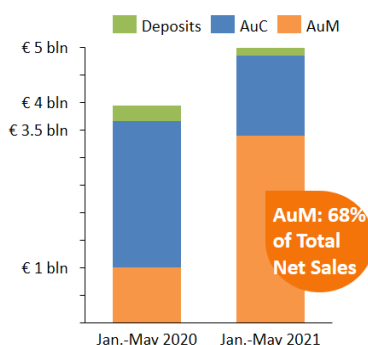
- May net sales at **€ 734 million**. Asset under Management at **€ 628 million**
- Net Sales YTD at **€ 5 billion**. Asset under Management at **€ 3.4 billion**
- **FAM:** May retail net sales at **€ 391 million**, assets at **€ 19 billion**
- **Brokerage:** estimated revenues in May at **€ 17 million**

*Milan, June 8<sup>th</sup>, 2021*

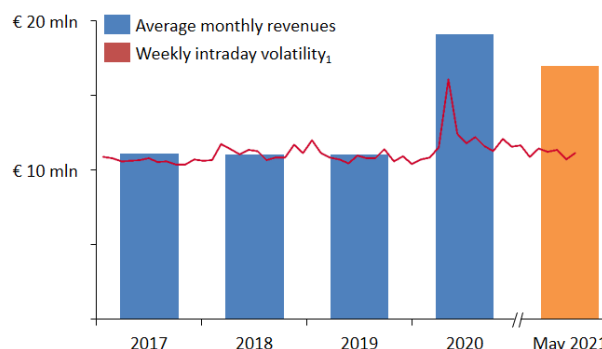
Total net sales stood at € 734 million in May (€ 875 million a year ago), bringing the figure since the beginning of the year at € 5 billion, without any short-term commercial initiatives and confirming Fineco's entrance in a new dimension of growth. Compared to May 2020, the asset mix has strongly improved thanks to the contribution of Asset under Management, equal to € 628 million (+9% compared to € 576) and representing 86% of total net sales (compared to 66% a year ago). Asset under Custody stood at € 21 million, while deposits reached € 85 million.

Estimated Brokerage revenues stood at around € 17 million. The figure is decreasing compared to € 21 million in May 2020 due to a particularly lower market volatility, while it is increasing by around 53% if compared to the average revenues generated during periods with similar volatility (2017-2019), thanks to the enlargement of our base of active clients and to the continuous update of our offer. Since the beginning of the year, estimated revenues reached around € 98 million (-8% y/y).

#### IMPROVED QUALITY ASSET MIX



#### STRONG BROKERAGE REVENUES DESPITE LOW VOLATILITY



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

*"Total net sales in May were once again very solid, confirming our focus in the financial planning of our customers' savings. The strong growth in Asset under Management highlights the effectiveness of the new initiatives set in order to build more efficient portfolios, together with a very positive feedback by our clients for the new investment solutions offered by FAM, which is recording growing net sales. The acquisition of new clients is proceeding very well, on the back of the strong demand for professional financial advisory. Lastly, May figures also confirm the very positive performance by brokerage, despite the particularly low level of volatility in the month."*

<sup>1</sup> Volatility calculated as average weighted weekly volatility of BUND, BTP, SP, EUROSTOXX, MINIDAX, DAX, FIB, MINIFIB, NASDAQ, DOW futures

figures in € million

TOTAL NET SALES	MAY 2021	MAY 2020	JAN-MAY '21	JAN-MAY '20
Assets under management	627.6	576.4	3,402.0	1,006.8
Assets under custody	20.5	820.4	1,452.6	2,658.7
Direct deposits	85.4	-522.3	135.8	283.2
<b>TOTAL NET SALES</b>	<b>733.5</b>	<b>874.5</b>	<b>4,990.4</b>	<b>3,948.7</b>

TOTAL FINANCIAL ASSETS	MAY 2021	DEC 2020	MAY 2020
Assets under management	49,869.5	45,381.5	38,885.5
Assets under custody	21,268.5	18,313.7	16,016.5
Direct deposits	28,149.8	28,014.0	25,791.6
<b>TOTAL FINANCIAL ASSETS</b>	<b>99,287.8</b>	<b>91,709.1</b>	<b>80,693.5</b>

**Total clients for the first time above 1.4 million, more than 8,800 new clients in May**

In May, 8,870 new clients were acquired (+12% 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. Total number of clients reached 1,400,336 as of May 31<sup>st</sup>, 2021.

**FAM, retail net sales at € 391 million, TFA at € 19 billion**

Fineco Asset Management retail net sales in May amounted to € 391 million, with a strong interest by clients for the new FAM Target product which allows to gradually invest in the Chinese market. Please note that in only two months since its launch, this product is already a best-seller through a single issuance by the Irish company. As of May 31<sup>st</sup>, 2021 FAM managed € 19 billion of assets, of which € 12.4 billion retail class (+46% y/y) and € 6.7 billion institutional class (+29% y/y).

**Total Financial Assets above € 99 billion, AUM at € 50 billion**

Total Financial Assets were equal to € 99 billion (+23% y/y). In particular, asset under management were equal to € 50 billion, up by 28% compared to € 39 billion in May 2020.

Net sales in Guided Products & Services stood at € 605 million in May, compared to € 480 million in May 2020. The penetration rate of Guided Products reached 74% on total Asset under Management compared to 72% in May 2020.

figures in € million

PFA NETWORK NET SALES	MAY 2021	MAY 2020	JAN-MAY '21	JAN-MAY '20
Assets under management	623.0	572.8	3,368.6	1,023.0
Assets under custody	22.1	562.8	969.8	1,948.6
Direct deposits	197.4	-419.9	488.5	437.5
<b>TOTAL NET SALES</b>	<b>842.5</b>	<b>715.6</b>	<b>4,826.9</b>	<b>3,409.0</b>

PFA NETWORK TFA	MAY 2021	DEC 2020	MAY 2020
Assets under management	49,353.6	44,893.8	38,458.2
Assets under custody	15,890.1	13,622.9	11,955.0
Direct deposits	21,615.7	21,127.2	19,563.9
<b>TOTAL FINANCIAL ASSETS</b>	<b>86,859.4</b>	<b>79,644.0</b>	<b>69,977.1</b>

### FinecoBank

FinecoBank is one of the most important FinTech banks in Europe. Listed on the FTSE MIB, Fineco offers a unique business model in Europe, combining advanced platforms with a large network of financial advisors. It offers a single account with banking, trading and investment services, through 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 is in the UK with an offer focused on brokerage, banking and investment services. Fineco Asset Management was founded in Dublin in 2018, with the mission to develop investment solutions in partnership with top international asset managers.

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