

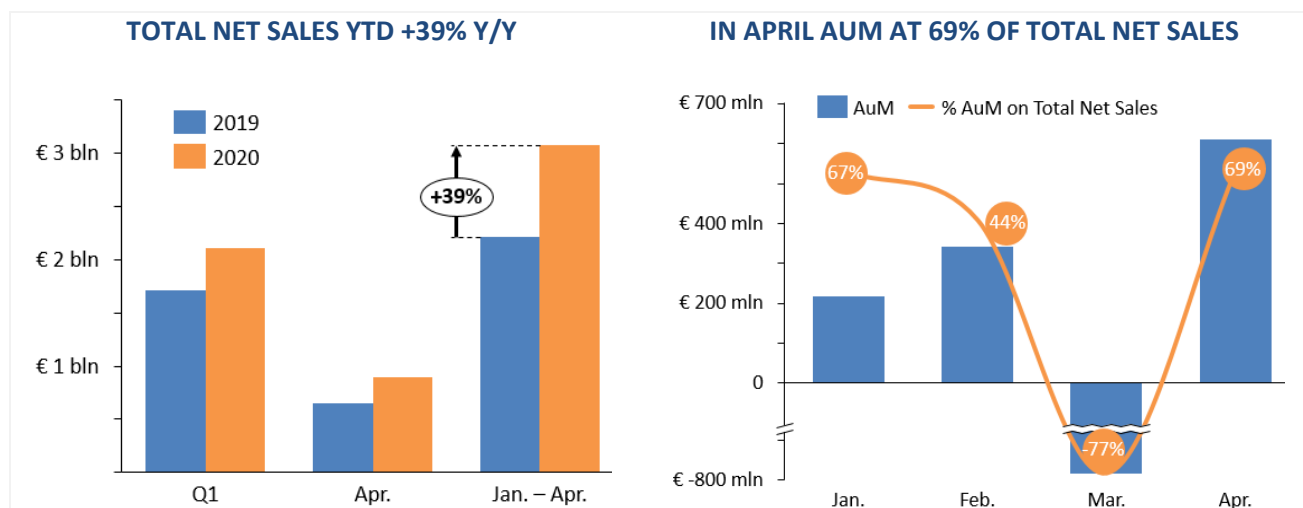
**APRIL TOTAL NET SALES NEAR € 1 BILLION, +89% Y/Y**  
**AUM NET SALES MORE THAN DOUBLED Y/Y**

- Robust April net sales at **€ 959 million**. AuM net sales equal to **€ 664 million**
- Net sales in Guided Products at **€ 476 million**
- **FAM**: April retail net sales at **€ 182 million**, assets at **€ 13.2 billion**
- **Brokerage** keeps accelerating, estimated revenues in April **+107% y/y**

**Milan, May 7<sup>th</sup>, 2020**

In April, Fineco recorded robust total net sales, equal to € 959 million, high quality and gathered without short-term commercial incentives. The asset mix highlights a strong recovery of AuM as volatility calmed down after its recent peak: Asset under Management totaled € 664 million, increasing by 162% compared to € 254 million in April 2019. Asset under Custody totaled € 825 million, while deposits decreased by € 530 million, further highlights customers' choice to invest the liquidity previously left on their accounts.

Brokerage keeps accelerating its pace: in April revenues were estimated at € 22 million, increasing by around 107% y/y. Estimated revenues since the beginning of the year reached around € 85 million, +109% compared to the first four months of 2019.



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

*“Figures in April confirm once again that Fineco is in the sweet spot to intercept the change of pace related to the secular trend of digitalization and the request for advisory by customers, accelerating the growth of the Bank also in the current situation. The solid net sales, in particular for Asset under Management, highlight both the ability of our PFA network to support clients in a more efficient management of their savings, and the increasing interest by our clients towards advanced advisory solutions and decumulation products. Brokerage figures were excellent, confirming once again the strength of our business model in every market phase”.*

figures in € million

<b>TOTAL NET SALES</b>	<b>APR 2020</b>	<b>APR 2019</b>	<b>JAN-APR '20</b>	<b>JAN-APR '19</b>
<i>Assets under management</i>	663.9	253.7	430.3	935.8
<i>Assets under custody</i>	824.9	-83.7	1,838.3	73.6
<i>Direct deposits</i>	-529.7	338.1	805.5	1,209.7
<b>TOTAL NET SALES</b>	<b>959.1</b>	<b>508.2</b>	<b>3,074.1</b>	<b>2,219.2</b>

<b>TOTAL FINANCIAL ASSETS</b>	<b>APR 2020</b>	<b>DEC 2019</b>	<b>APR 2019</b>
<i>Assets under management</i>	37,731.6	40,505.4	36,873.7
<i>Assets under custody</i>	14,968.0	15,323.8	15,412.6
<i>Direct deposits</i>	26,395.2	25,589.7	23,278.7
<b>TOTAL FINANCIAL ASSETS</b>	<b>79,094.9</b>	<b>81,418.8</b>	<b>75,565.0</b>

### **Guided products, in April +75% y/y**

Net sales in “Guided products & services” were particularly positive in April amounting at € 476 million, +75% compared to € 272 million in April 2019. Since the beginning of the year net sales totaled € 729 million. The penetration rate of Guided Products reached 72% on total AuM compared to 68% a year ago.

### **FAM, retail net sales at € 182 million, strong interest for new capital protection products**

Fineco Asset Management retail net sales amounted in April € 182 million, in particularly thanks to the decumulation products. The introduction of a new series of capital preservation products was very welcomed by our customers, as a confirm of FAM’s ability to timely deliver tailored solutions for every market phase. As of April 30<sup>th</sup>, 2020 FAM managed € 13.2 billion of assets, of which € 8.2 billion retail class (+25% y/y) and € 5.0 billion institutional class (-1.6% y/y).

### **Total financial assets at € 79.1 billion**

Total financial assets were at € 79.1 billion, +5% compared to April 2019 and decreasing by 3% compared to December 2019.

Since the beginning of the year, total net sales stood at € 3,074 million (+39% y/y), of which € 430 million on AuM, € 1,838 million on AuC and € 806 million on deposits.

### **Above 7,200 new clients in the month**

In April 7,275 new clients have been acquired. Total number of customers reached 1,363,119 as of April 30<sup>th</sup>, 2020 (+4.4% y/y).

figures in € million

<b>PFA NETWORK NET SALES</b>	<b>APR 2020</b>	<b>APR 2019</b>	<b>JAN-APR '20</b>	<b>JAN-APR '19</b>
<i>Assets under management</i>	654.0	254.4	450.2	935.6
<i>Assets under custody</i>	593.4	-61.4	1,385.8	73.6
<i>Direct deposits</i>	-473.4	243.3	857.4	960.0
<b>TOTAL NET SALES</b>	<b>774.1</b>	<b>436.2</b>	<b>2,693.4</b>	<b>1,969.1</b>

<b>PFA NETWORK TFA</b>	<b>APR 2020</b>	<b>DEC 2019</b>	<b>APR 2019</b>
<i>Assets under management</i>	37,315.7	40,012.3	36,383.6
<i>Assets under custody</i>	11,220.9	11,467.4	11,587.0
<i>Direct deposits</i>	20,065.1	19,207.7	17,527.5
<b>TOTAL FINANCIAL ASSETS</b>	<b>68,601.7</b>	<b>70,687.3</b>	<b>65,498.1</b>

### 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.

### Contatti:

Fineco - *Media Relations*

Tel.: +39 02 2887 2256

[mediarelations@finecobank.com](mailto:mediarelations@finecobank.com)

Fineco - *Investor Relations*

Tel. +39 02 2887 3736/2358

[investors@finecobank.com](mailto:investors@finecobank.com)

*Barabino & Partners*

Tel. +39 02 72023535

Emma Ascani

[e.ascani@barabino.it](mailto:e.ascani@barabino.it)

+39 335 390 334