

**PRESS  
RELEASE**

## Total net inflows at €617 million in May (€3,066 million YTD)

## Net inflows of managed solutions at €342 million (€1,953 million YTD)

## Assets under Advisory at €132 million (Total AuA<sup>1</sup> at €6,725 million YTD)

Milan, 9 June 2021 – Sharp growth of net inflows continued (€617 million in May; +52% YoY), totalling **€3.07 billion YTD (+33% YoY)**.

The composition of net inflows continued to be driven by **managed solutions** (€342 million in May) for a total of €1.95 billion YTD, accounting for 64% of total net inflows. Demand for **financial and insurance wrappers** accelerated further (€156 million in May; +147% YoY) to a total of €837 million YTD compared to €146 million for the previous year. **Retail Funds/Sicavs** also recorded excellent net inflows (€186 million in May; €1.1 billion YTD), with a strong contribution by Lux IM (€94 million; €599 million YTD).

AUC products also grew in May totalling €374 million, driven by the acquisition of new clients, with a temporary increase in current accounts (€228 million in May; €798 million YTD) that is expected to be reabsorbed over the next few months.

In May, **Assets under Advisory** continued to be high in demand and new AuA amounted to €132 million (€709 million YTD)<sup>2</sup>, reaching a total of **€6.7 billion** (+37% YoY; +12% YTD).

Chief Executive Officer and General Manager Gian Maria Mossa stated: *“Demand for financial advice remains very robust and mostly oriented towards managed solutions. The month’s strong inflows benefitted from our Financial Advisors’ ability to support households’ financial needs. The growth that we are seeing across all our main solutions — above all the managed ones — confirms that they are a perfect fit for our clients’ advisory needs. The ability to attract new bankers and new customers supports our optimism regarding our prospects for the coming months.”*

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<sup>1</sup> AuA: Assets under Advanced Advisory.

<sup>2</sup> Of which: €543 million new assets and €166 million performance.

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**NET INFLOWS AND LIFE NEW BUSINESS IN MAY 2021**

<i>Million of Euros</i>	<b>May 2021</b>	<b>May 2020</b>	<b>Jan-May 2021</b>	<b>Jan-May 2020</b>
Mutual Funds and SICAVs	186	191	1,116	721
of which LUX IM	94	105	599	946
Financial Wrappers	61	18	285	-129
Insurance Wrappers	95	45	552	275
<b>Managed Solutions</b>	<b>342</b>	<b>254</b>	<b>1,953</b>	<b>867</b>
<b>Traditional life Insurance policies</b>	<b>-99</b>	<b>76</b>	<b>-371</b>	<b>9</b>
<b>Managed solutions and life insurance</b>	<b>243</b>	<b>330</b>	<b>1,582</b>	<b>876</b>
Assets Under Custody	146	396	686	1,130
of which: Structured products, Securitisations	101	73	403	470
Deposits	228	-321	798	301
<b>AuC products and current accounts</b>	<b>374</b>	<b>75</b>	<b>1,484</b>	<b>1,431</b>
<b>Total Net Inflows</b>	<b>617</b>	<b>405</b>	<b>3,066</b>	<b>2,307</b>

	<b>May 2021</b>	<b>May 2020</b>	<b>S.I. to May 2021</b>	<b>S.I. to May 2020</b>
<b>Assets Under Advanced Advisory</b>	<b>132</b>	<b>94</b>	<b>6,725</b>	<b>4,915</b>

	<b>May 2021</b>	<b>May 2020</b>	<b>Jan-May 2021</b>	<b>Jan-May 2020</b>
<b>Life New Business</b>	<b>311</b>	<b>159</b>	<b>1,754</b>	<b>837</b>

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The Manager responsible for preparing the company's financial reports (Tommaso di Russo) declares, pursuant to Paragraph 2 of Art. 154-bis of the Italian Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the documentary results, books and accounting records. Tommaso di Russo (CFO of Banca Generali)