



PRESS RELEASE

OCTOBER NET SALES CLOSE TO € 1 BILLION, DOUBLED Y/Y NEW CLIENTS RECORD HIGH, BEST MONTH OF 2024 FOR FAM RETAIL NET SALES

- October net sales at **€ 979 million**. AuM at **€ 429 million**
- Net Sales YTD at **€ 7.9 billion**. Asset under Management at **€ 2.9 billion**
- **FAM**: October retail net sales at **€ 460 million**, assets at **€ 35.2 billion**
- **Brokerage**: estimated revenues in October at **€ 18 million**

Milan, November 7th, 2024

Total net sales in October 2024 stood at € 979 million (+98% compared to € 496 million as of last year) and confirmed the higher interest for Asset under Management solutions, as well Fineco ability to attract new customers. The asset mix highlights a strong growth of Asset under Management net sales component at € 429 million (from € 13 million as of October 2023), while Fineco Asset Management records retail net sales at € 460 million, best monthly result from the beginning of the year, which has far more than offset the outflows from insurance (equal to € -97 million). Asset under Custody were equal to € 555 million, and deposits were at € -5 million.

Estimated brokerage revenues equaled to around € 18 million in October, reaching since the beginning of the year around € 178 million (+10% y/y).

figures in € million

TOTAL NET SALES	OCT 2024	OCT 2023	JAN-OCT '24	JAN-OCT '23
Assets under management	428.6	13.1	2,922.8	2,264.3
Assets under custody	555.3	1,391.7	5,260.1	8,804.5
<i>o/w Third party deposit current accounts</i>	-53.8	25.3	-250.0	313.9
Direct deposits	-4.6	-909.2	-258.8	-3,789.1
TOTAL NET SALES	979.3	495.5	7,924.1	7,279.7
TOTAL FINANCIAL ASSETS	OCT 2024	DEC 2023	OCT 2023	
Assets under management	64,197.3	58,016.1	54,408.0	
Assets under custody	43,935.5	36,098.5	33,956.0	
<i>o/w Third party deposit current accounts</i>	379.8	629.8	675.1	
Direct deposits	28,182.0	28,441.8	26,780.8	
TOTAL FINANCIAL ASSETS	136,314.8	122,556.5	115,144.8	



FAM, retail net sales at € 460 million, around € 2.6 billion since the beginning of the year

In October, Fineco Asset Management recorded retail net sales equal to € 460 million, bringing the total since the beginning of the year at € 2.6 billion. FAM assets as of October 31st, 2024 reached € 35.2 billion, of which € 23.8 billion retail class (+30% y/y) and € 11.4 billion institutional class (+12% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 37.0% compared to 33.6% a year ago.

Total Financial Assets above € 136 billion, Private Banking above € 65 billion

Total Financial Assets were equal to € 136.3 billion, compared to € 115.1 billion in October 2023 (+18%). In particular, TFA related to Private Banking were at € 65.4 billion, compared to € 50.6 billion in October 2023 (+29%).

Historic high for new clients, above 15,000 in October

In October, 15,083 new clients were acquired, growing by 28% y/y and leading to 124,202 new clients since the beginning of the year (+27% y/y). As of October 31st, 2024 total number of clients reached 1,635,980, figure already including the closing of nearly half UK accounts, while approaching the closure of the Bank's business in that market.

figures in € million

PFA NETWORK NET SALES	OCT 2024	OCT 2023	JAN-OCT '24	JAN-OCT '23
Assets under management	433.3	17.4	2,952.2	2,272.4
Assets under custody	343.4	1,041.5	3,571.2	6,621.9
<i>o/w Third party deposit current accounts</i>	-30.9	13.8	-130.6	190.3
Direct deposits	-24.6	-652.0	-371.1	-2,967.9
TOTAL NET SALES	752.1	406.9	6,152.3	5,926.4
PFA NETWORK TFA	OCT 2024	DEC 2023	OCT 2023	
Assets under management	63,735.5	57,551.2	53,971.0	
Assets under custody	32,637.5	27,020.9	25,398.6	
<i>o/w Third party deposit current accounts</i>	214.1	344.7	367.2	
Direct deposits	21,765.2	22,133.3	20,908.9	
TOTAL FINANCIAL ASSETS	118,138.2	106,705.5	100,278.4	



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