



FINECO. SIMPLIFYING BANKING.

1Q22 Results

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Milan, May 10th 2022

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Agenda

✓ **Fineco Results**

☐ Next steps

☐ Fineco UK

☐ Key messages

☐ Focus on product areas

A new market structure enlarging our growth opportunities

A structurally higher profitability and capital light business model, leading to higher DPS and to invest in our growth

The current environment has significantly changed

Acceleration of structural trends reshaping our society

- ✓ Increasing demand for advice
- ✓ Increasing digitalization
- ✓ Consolidation in traditional banking system

New interest rates environment⁽¹⁾



+45 bps on 2022 AVG Euribor 3M vs beginning of the year
+149 bps expected at the end of 2022 on BTP 10Y vs beginning of the year
+114 bps on 2022 AVG EURIRS 10Y vs beginning of the year

Fineco as a fully-fledged Platform benefitting from the new market structure

Net Financial Income:

Expected strong increase vs recent past

Thanks to the strong gearing to the interest rates of our **quality and capital light NII: driven by our clients' valuable transactional liquidity** and not by lending as for other banks

Investing:

Strong results in a challenging environment thanks to robust inflows and FAM

Inflows driven by structural trends, top-quality product offer and fair pricing. Growing contribution by FAM, which is taking a higher control of the value chain

Brokerage:

Higher floor thanks to our quality target market and business model

Target market focused on wealthy and financially aware clients and our one-stop-solution business model

Executive Summary

Successful growth story: becoming more a Platform than a Bank, with the 3 product areas of our business model firing at once

Delivering strong net profit in every market condition

- **1Q22 adj. Net Profit at 124 mln, +30.5% y/y⁽¹⁾**, confirming the sustainability of our diversified business model
- **1Q22 adj. Revenues at 256 mln, +23% y/y⁽¹⁾** mainly supported by **Investing (+28% y/y)** thanks to volume effect and to the strong acceleration of AUM flows. Brokerage confirmed a structurally higher floor compared to pre-pandemic levels
- **Operating Costs well under control at -69 mln, +4.1% y/y**, excluding costs related to the acceleration of the growth of the business⁽²⁾
- **Strong operating leverage confirmed a key strength of the Bank.** Adj. C/I ratio at 27%

Growth of the Balance Sheet comfortably under control

- Thanks to new initiatives: boosting Fees to increase Revenues with a better mix

Strong capital position

- **CET1 ratio at 19.3%, TCR at 30.0%, Leverage ratio at 3.99%**

Accelerating commercial activity towards AUM

- **Net sales in 1Q22 at 2.8 bn, o/w AUM at 0.9 bn. TFA at 106.8 bn with Asset under Management at 53.7 bn (+12% y/y)** and the penetration of **Guided products on Asset under Management at 76%**
- **Fineco Asset Management 1Q22 TFA at 25.6bn (+43% y/y)⁽³⁾. Net Sales:**
 - **Retail: 0.8 bn (+6% y/y)**
 - **Funds underlyings of wrappers** (Institutional classes): **1.1 bn (+157% y/y)**, as our management company is taking more control of the investing value chain
- **April: Strong net sales at 1.0bn, o/w AUM 0.4bn and AUC 0.6bn. Brokerage revenues estimated at ~14mln (~24% higher vs average monthly revenues in 2017-2019 y/y)**

⁽¹⁾ 2022 non recurring items: 1Q22 -0.3 mln gross (-0.2 mln net) due to Voluntary Scheme; 2021 non recurring items: 4Q21 -0.7 mln gross (-0.5 mln net) due to Voluntary Scheme; 2Q21 realignment of the intangible assets: 32 mln net

⁽²⁾ Excluding costs strictly related to the growth of the business, mainly FAM (-1.7 mln y/y) and marketing (-1.6 mln y/y)

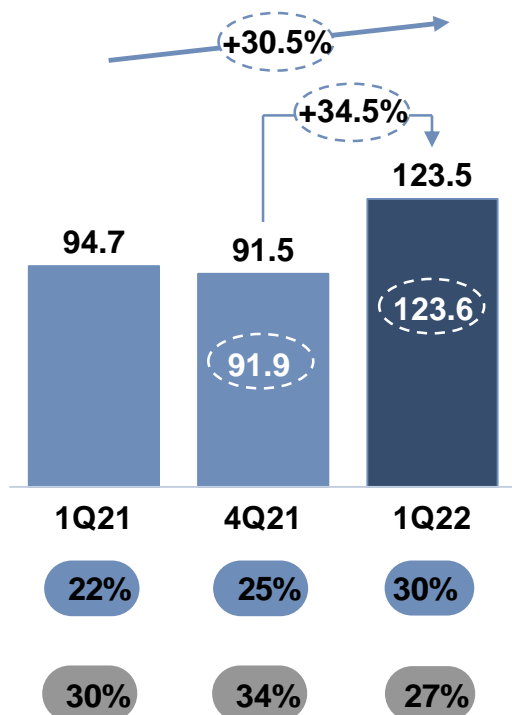
⁽³⁾ Final data vs March 2022 net sales press release (25.5bn)

Delivering strong Net Profit in every market condition

Adj. Net Profit at 123.6mIn, +30.5% y/y boosted by strong acceleration of Investing, confirming the effectiveness of our initiatives, and by robust Net Financial Income. Strong operating leverage confirmed

Net Profit, mIn

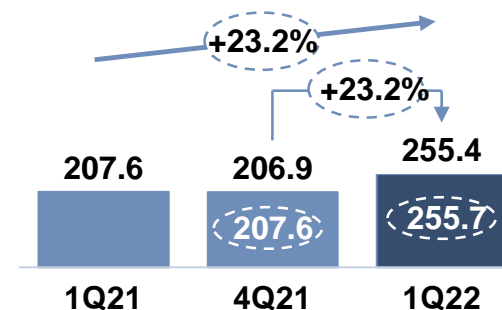
○ excluding non recurring items ⁽¹⁾ ● Adj. RoE ⁽²⁾ ● Adj. Cost/Income ⁽²⁾



Systemic charges:
1Q22: -7.7mIn (gross)
1Q20: -5.8mIn (gross)

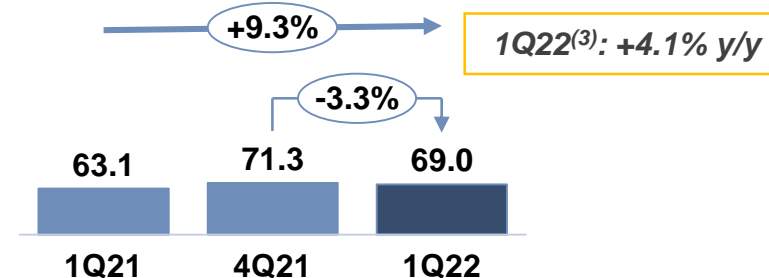
Revenues, mIn

○ excluding non recurring items ⁽¹⁾



Operating costs, mIn

The yearly increase is mainly linked to costs related to the growth of the business



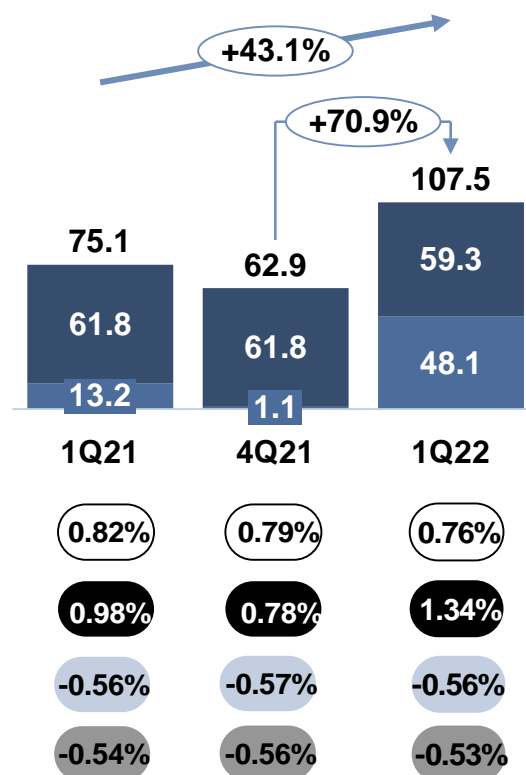
⁽¹⁾ 2022 non recurring items: 1Q22 -0.3 mIn gross (-0.2 mIn net) due to Voluntary Scheme; 2021 non recurring items: 4Q21 -0.7 mIn gross (-0.5 mIn net) due to Voluntary Scheme; 2Q21 realignment of the intangible assets: 32 mIn net
⁽²⁾ Adj. Cost/Income and Adj. RoE calculated net of non recurring items. ROE calculated as: annualized adj.net profit divided by average book equity for the period (excl. dividends for which distribution is expected and valuation reserves)
⁽³⁾ Excluding costs strictly related to the growth of the business, mainly FAM (-1.7 mIn y/y) and marketing (-1.6 mIn y/y)

Revenues growth supported by all our initiatives

Boosting Non Financial Income, thus becoming more a Platform than a Bank. More dynamic Treasury management sustaining Net Financial Income

Net Financial Income, mln

■ NII ■ Profit from Treasury management ■ 1M Euribor ■ 3M Euribor
○ NII Gross margins⁽¹⁾ ● Total yield⁽²⁾

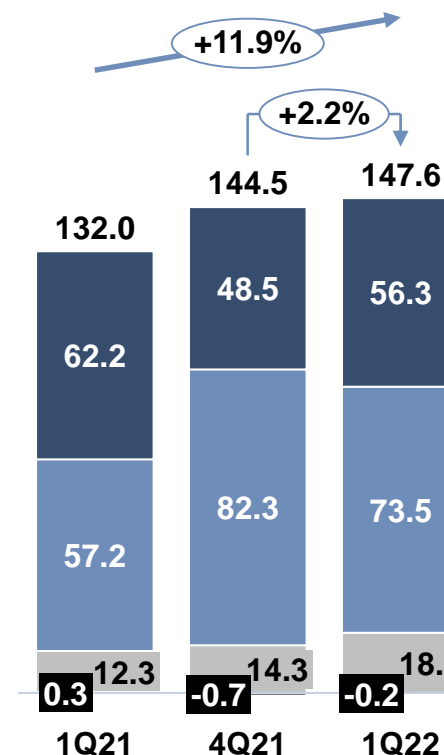


Given the new interest rates environment, **in FY22 and going forward we expect a significant increase of the NII contribution to the Net Financial Income.** We don't expect additional Profits from Treasury Management

Sensitivity analysis
+/- 100bps parallel shift:
+147mln NII / -123mln NII

Non Financial Income, mln

■ Brokerage⁽³⁾ ■ Investing ■ Banking ■ Other



Overall Brokerage revenues
(including NII)

59.7 mln in 1Q22

very solid, strongly higher than 4Q21 (+12.8% q/q) and y/y comparison influenced by record-high result in 1Q21, confirming a structurally higher floor

- ✓ 1Q22 Fees and Commissions: + 9.8% y/y
- ✓ Quarterly comparison on Investing characterized by usual seasonality on PFA costs (higher at the beginning of the year) and FAM (operating efficiencies achieved during the year and booked in the 4Q)

⁽¹⁾ NII gross margins: interest income related to financial investments, lending, leverage, security lending, other trading activities on interest-earning assets

⁽²⁾ Total yield: net financial income related to interest-earning assets

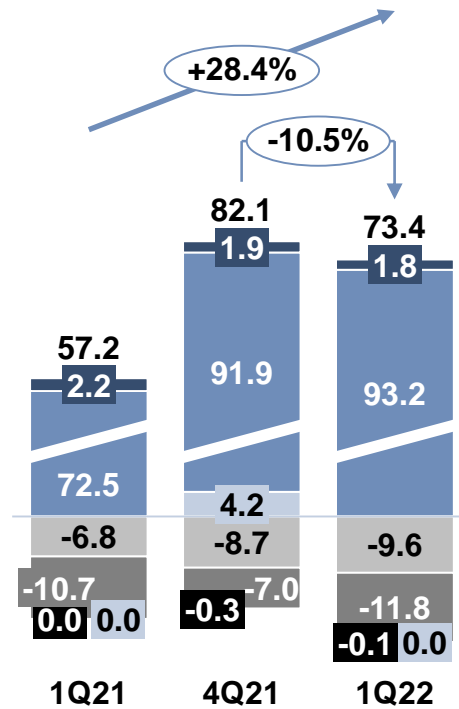
⁽³⁾ Sum of brokerage commissions and Trading income (net of Profit from Treasury Management)

Our priority: accelerating on Investing

1Q22 revenues increasing y/y thanks to volume effect and strong acceleration in AUM net sales. Improving margins thanks to the higher control on the Investing value chain through FAM and higher risk appetite by clients. Quarterly comparison characterized by usual seasonality on PFA and FAM

Investing Revenues, mln

Upfront fees PFA incentives Other commissions
 Management fees Other PFA costs Other income



Management fees:

1Q22: +28.5% y/y, +1.4% q/q

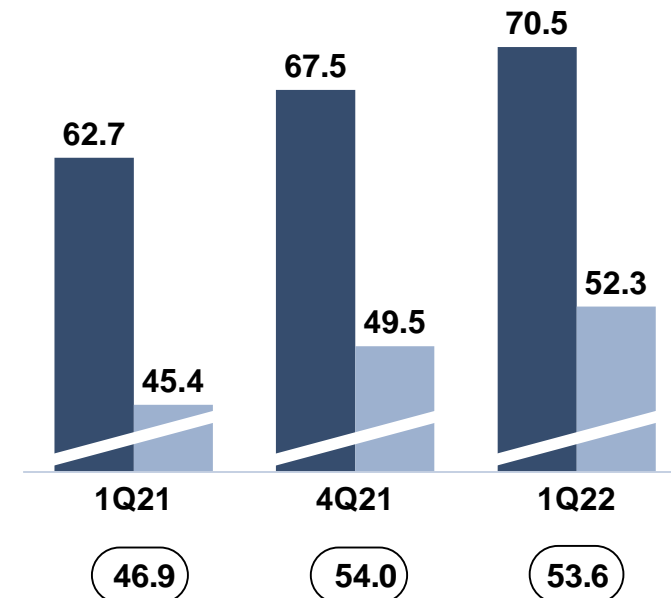
Note:

Investing fees q/q decline linked to usual seasonality in the first part of the year:

- on PFA costs (FIRR and Enasarco)
- and FAM (operating efficiencies achieved during the year and booked in other commissions in the 4Q)

Management fees Margins, bps

Manfee margins pre tax (bps) Avg AuM (on daily basis, bn)
 Manfee margins after tax (bps)



Margins benefitting from FAM discontinuity:

- ✓ strong retail net sales
- ✓ higher control of the value chain through the institutional classes (FAM funds underlyings of wrappers)

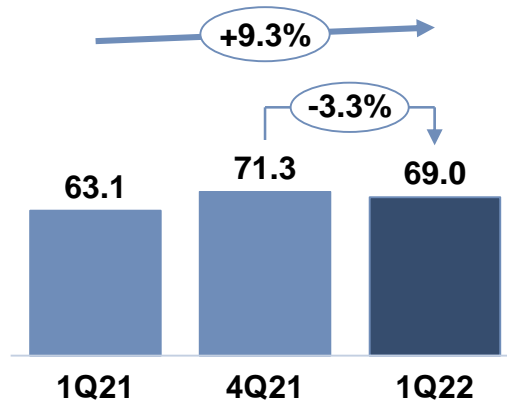
Cost efficiency and operating leverage confirmed in our DNA

Operating Costs, mln

The yearly increase is mainly linked **to costs related to the growth of the business**, mainly related to:

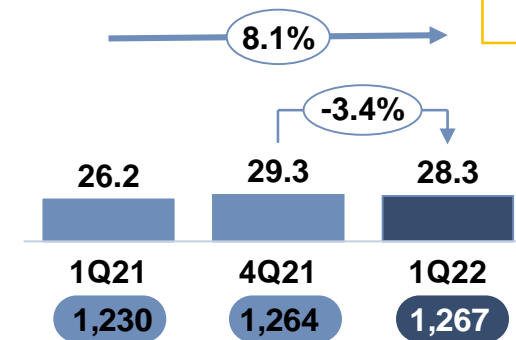
- **FAM** as it is progressively increasing the efficiency of the value chain
- **Marketing expenses**

Net of this items, 1Q22⁽¹⁾: +4.1% y/y



Staff expenses and FTE, mln

FTE #

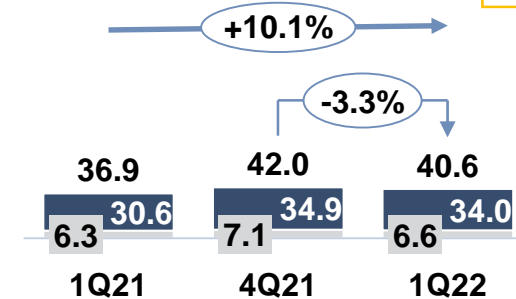


1Q22⁽¹⁾: +4.8% y/y

1Q22 FAM costs up by 0.8mln y/y as it is progressively increasing the efficiency of the Investing value chain

Non HR Costs, mln

OAE Write-downs/backes & depreciation



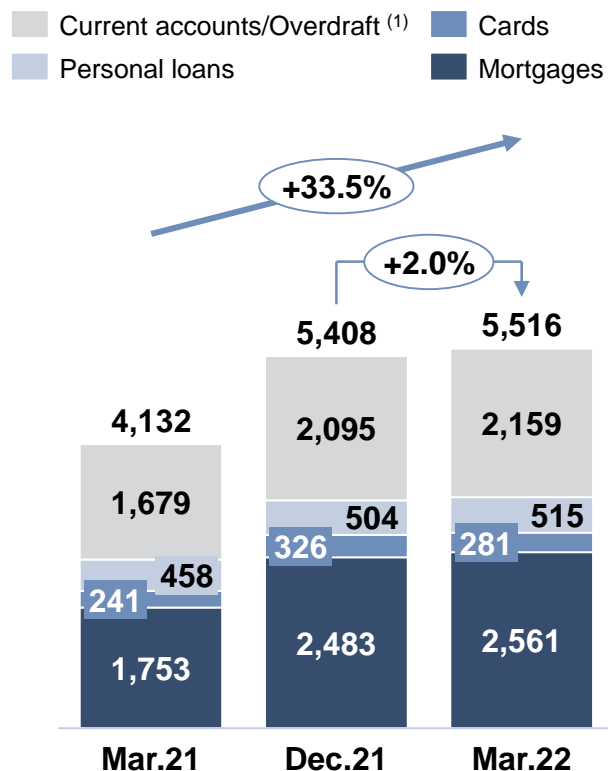
1Q22⁽¹⁾: +3.5% y/y

⁽¹⁾ Excluding costs strictly related to the growth of the business in 1Q22, mainly: FAM (-1.7mln y/y, o/w -0.8mln y/y related to Staff Expenses and -0.9mln y/y related to Non HR Cost) and marketing (-1.6 mln y/y)

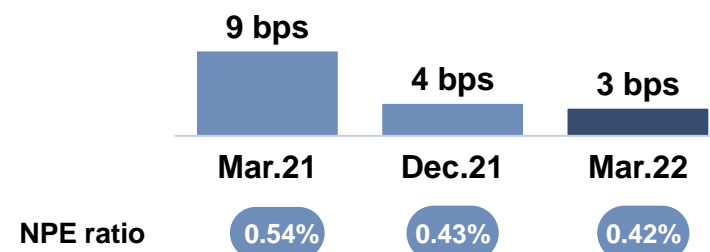
High quality lending

Offered exclusively to the existing base of clients, leveraging on our internal Big Data analytics

Commercial Loans Portfolio, eop mln



Cost of Risk on commercial loans (2)



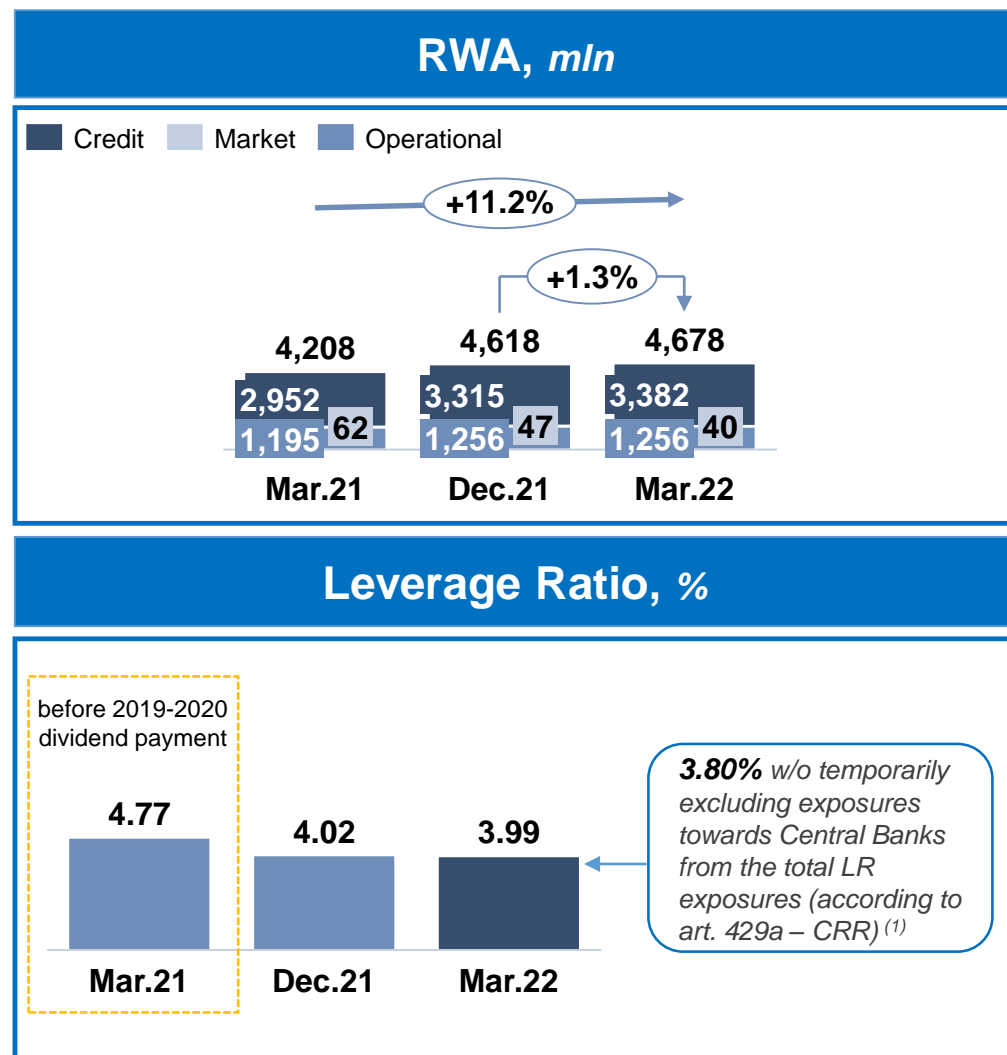
- **Cost of Risk well under control thanks** to the constant improvement in the quality of the credit which is mainly secured and low risk
- **We confirm our strategy aims to build a safe lending portfolio**, offering these products exclusively to our very well known base of clients, leveraging on a deep internal IT culture, powerful data warehouse system and Big Data analytics
- **NPE at 22.9 mln with a coverage ratio at 83%, NPE ratio at 0.42%**
- **LLP equal to 0.8 mln in 1Q22 (0.5 mln in 1Q21)**
- **Less than 300 mortgages moratories** have been granted until now, o/w only less than 10 are active

(1) Current accounts/overdraft Include Lombard loans

(2) Cost of Risk: commercial LLP of the last 12 months on average last 12 months commercial Loans; CoR as of Dec.21, Sep.21 and Dec.20 are pro-forma figures excluding a non recurring write-back

Capital Ratios

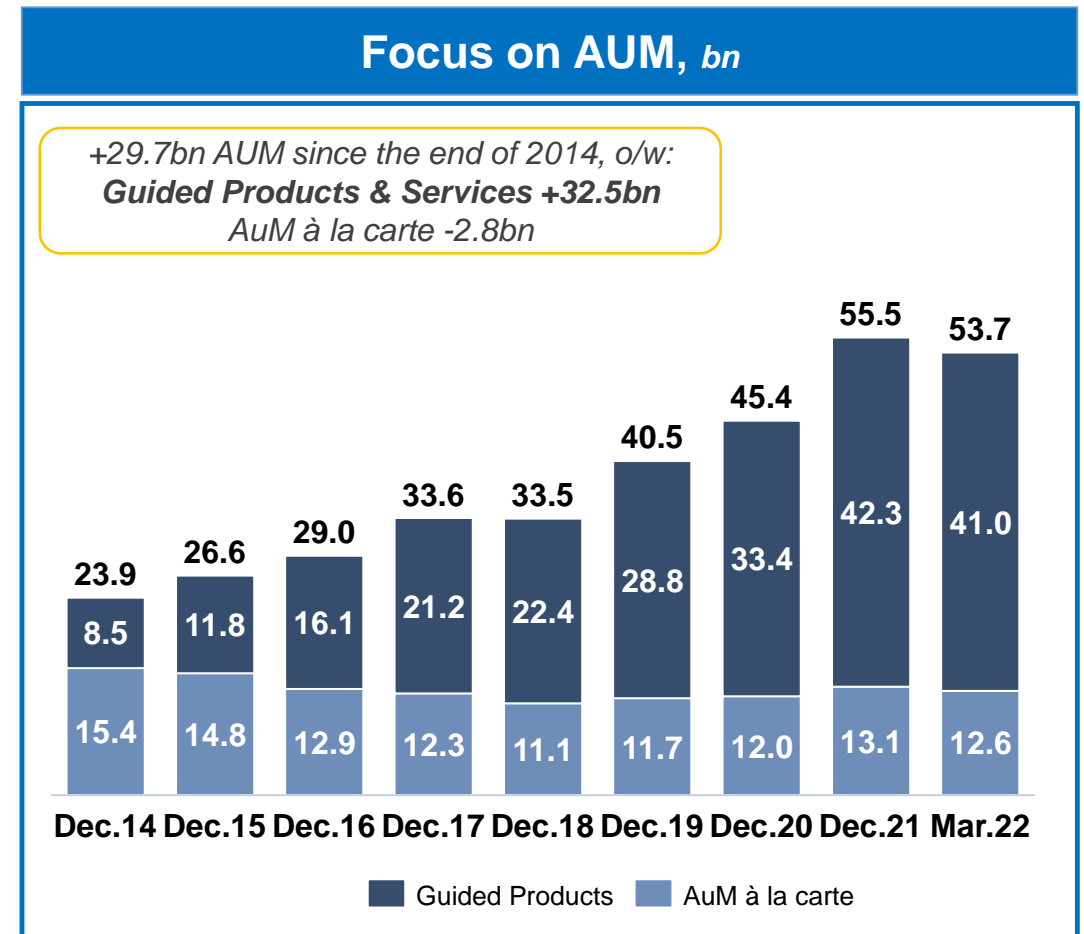
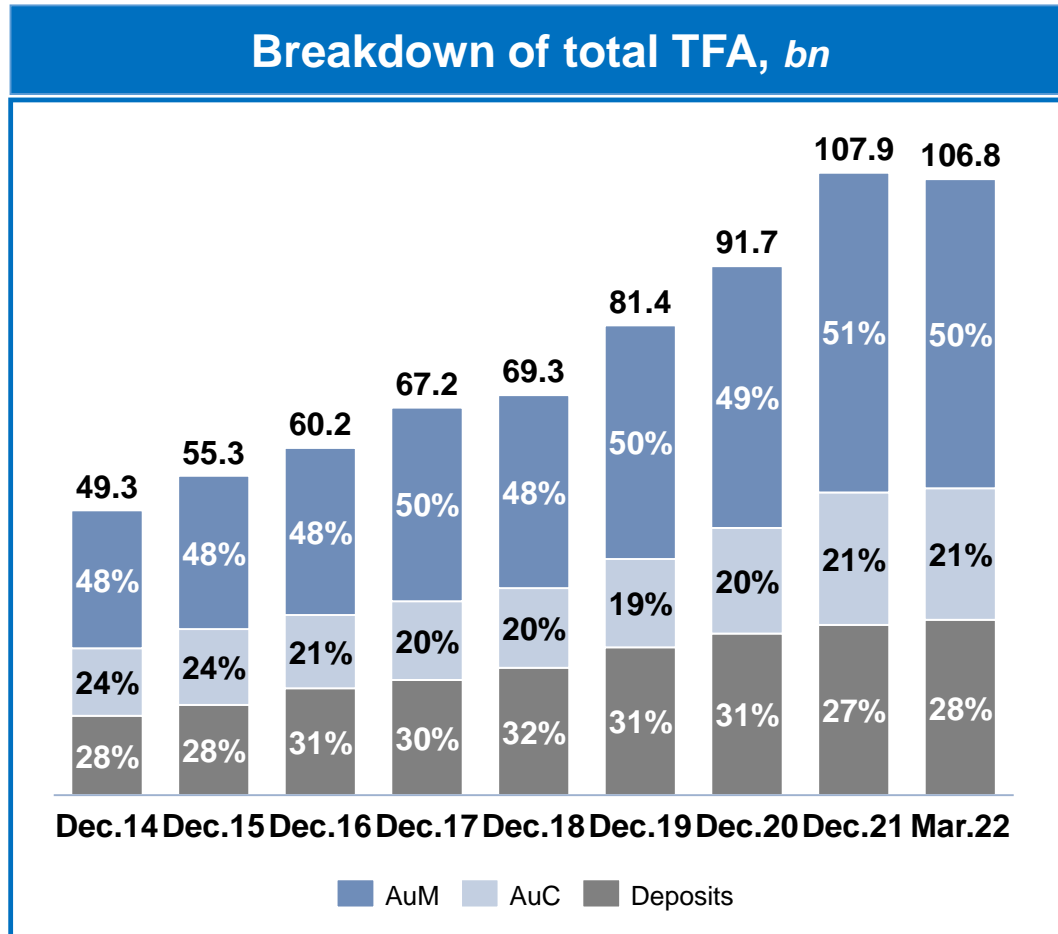
Best in class capital position and low risk balance sheet



⁽¹⁾ Following declarations by ECB (18th June 2021) and Bank of Italy (30th June 2021) to temporarily allow banks until March 2022 to exclude central bank exposures from their leverage ratio in exceptional macroeconomic circumstances

TFA breakdown

Successful shift towards high added value products thanks to strong productivity of the network

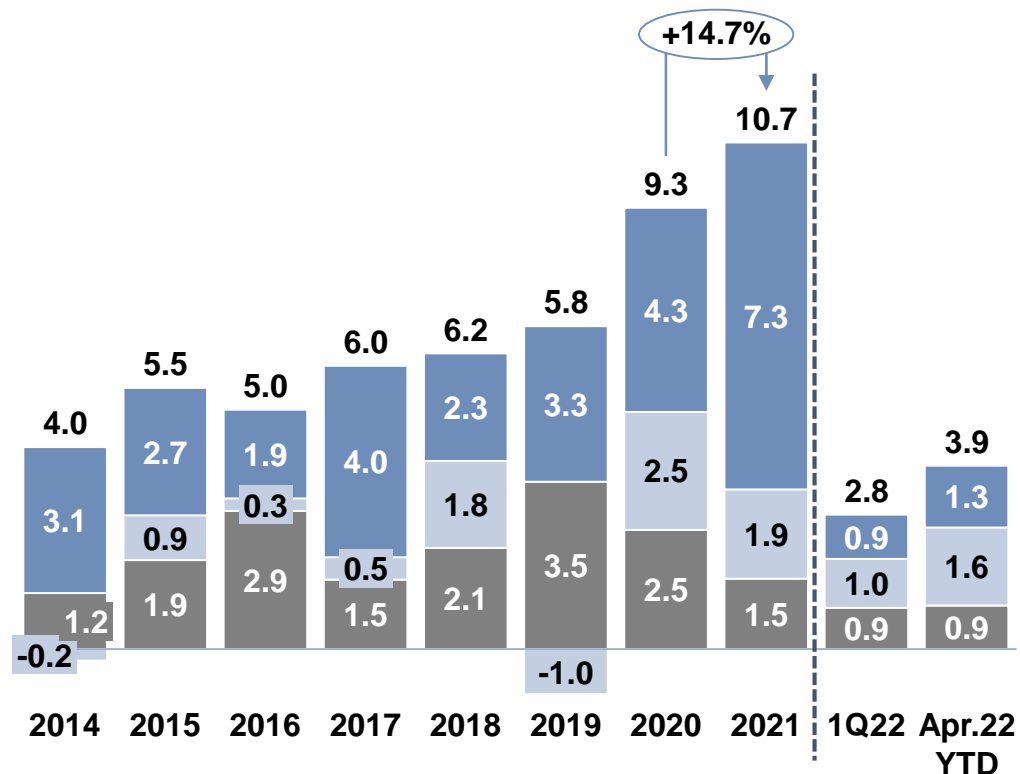


AuC and Deposits under advisory have been reclassified within AuM in order to have a better representation of the advisory nature of Advice and Plus services

Net sales breakdown

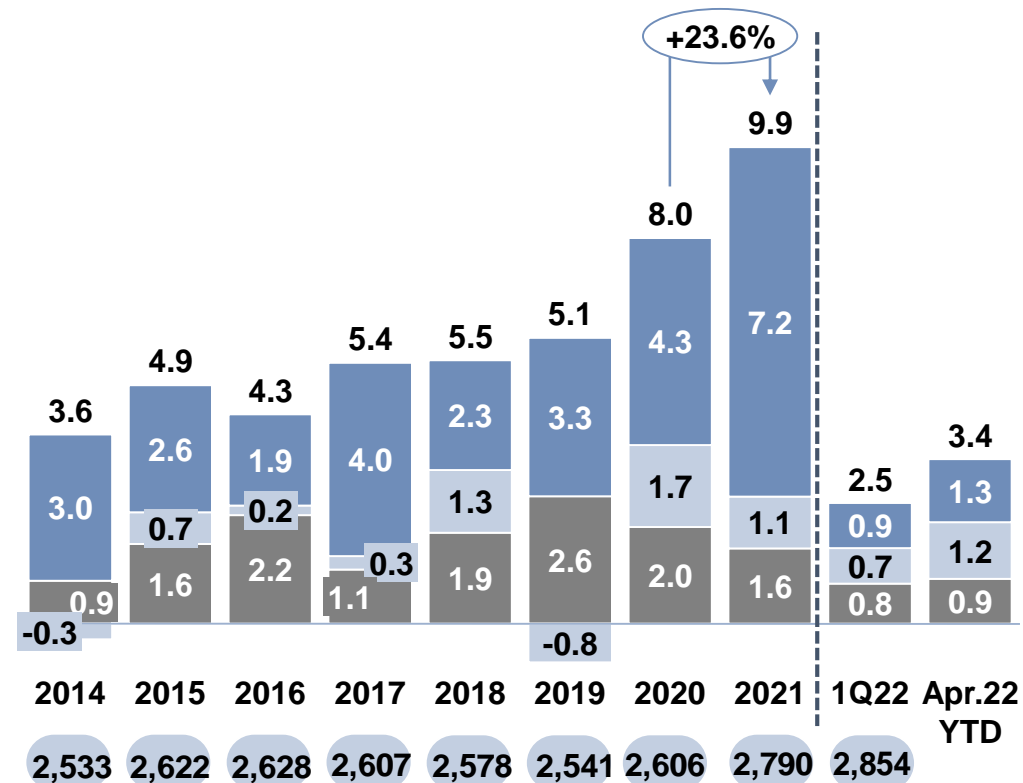
High quality net sales growth, on the wave of structural trends thanks to our diversified business model

Breakdown of total Net Sales, bn



AuM AuC Deposits

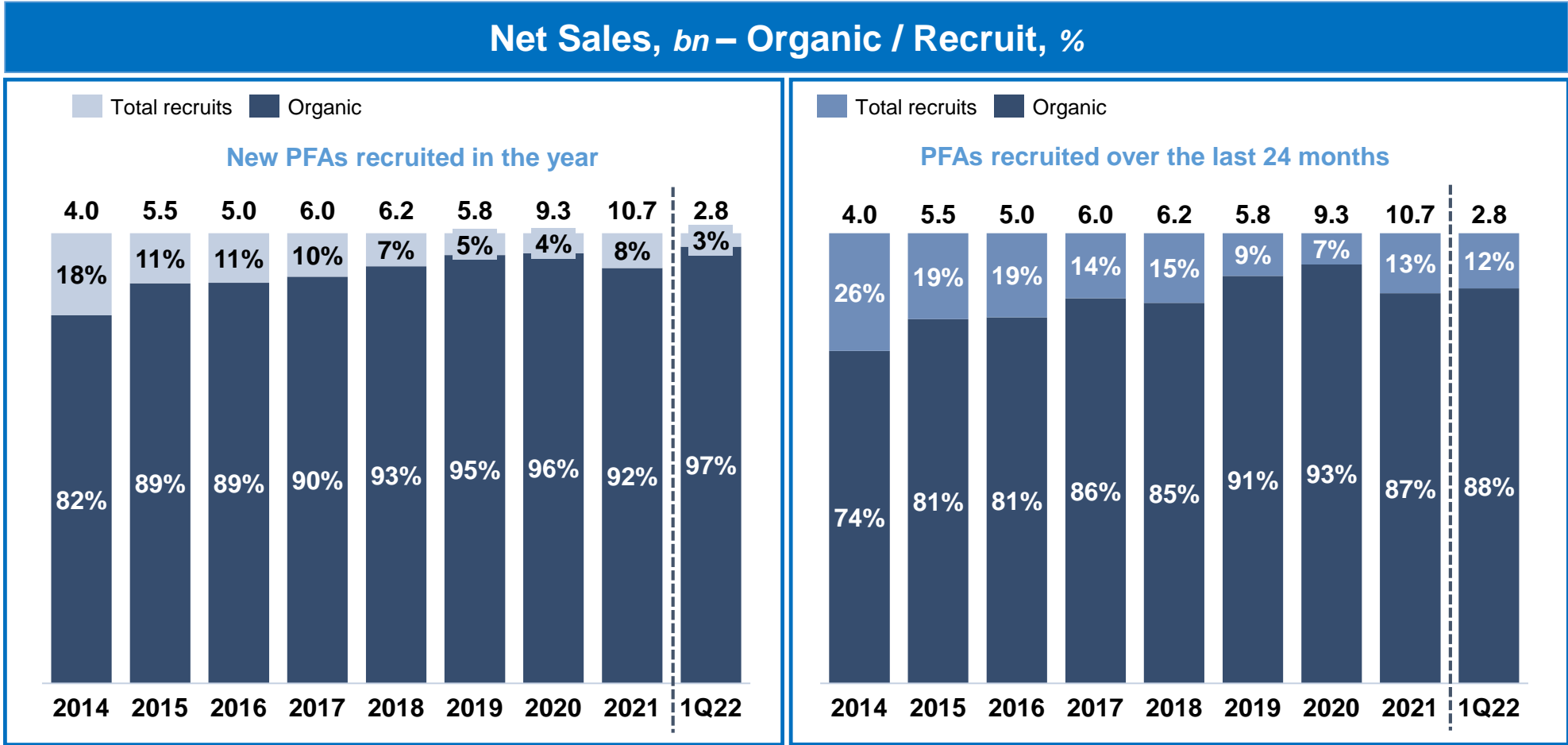
PFA Network – total Net Sales, bn



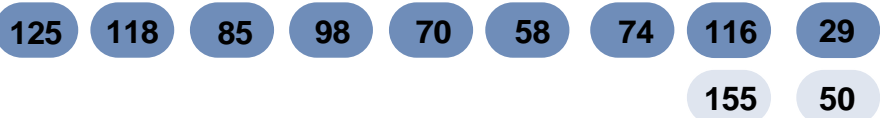
PFA Network - headcount

Net sales organically driven key in our strategy of growth

The structure of recruiting is changing: more interest in the quality of the business model by PFAs

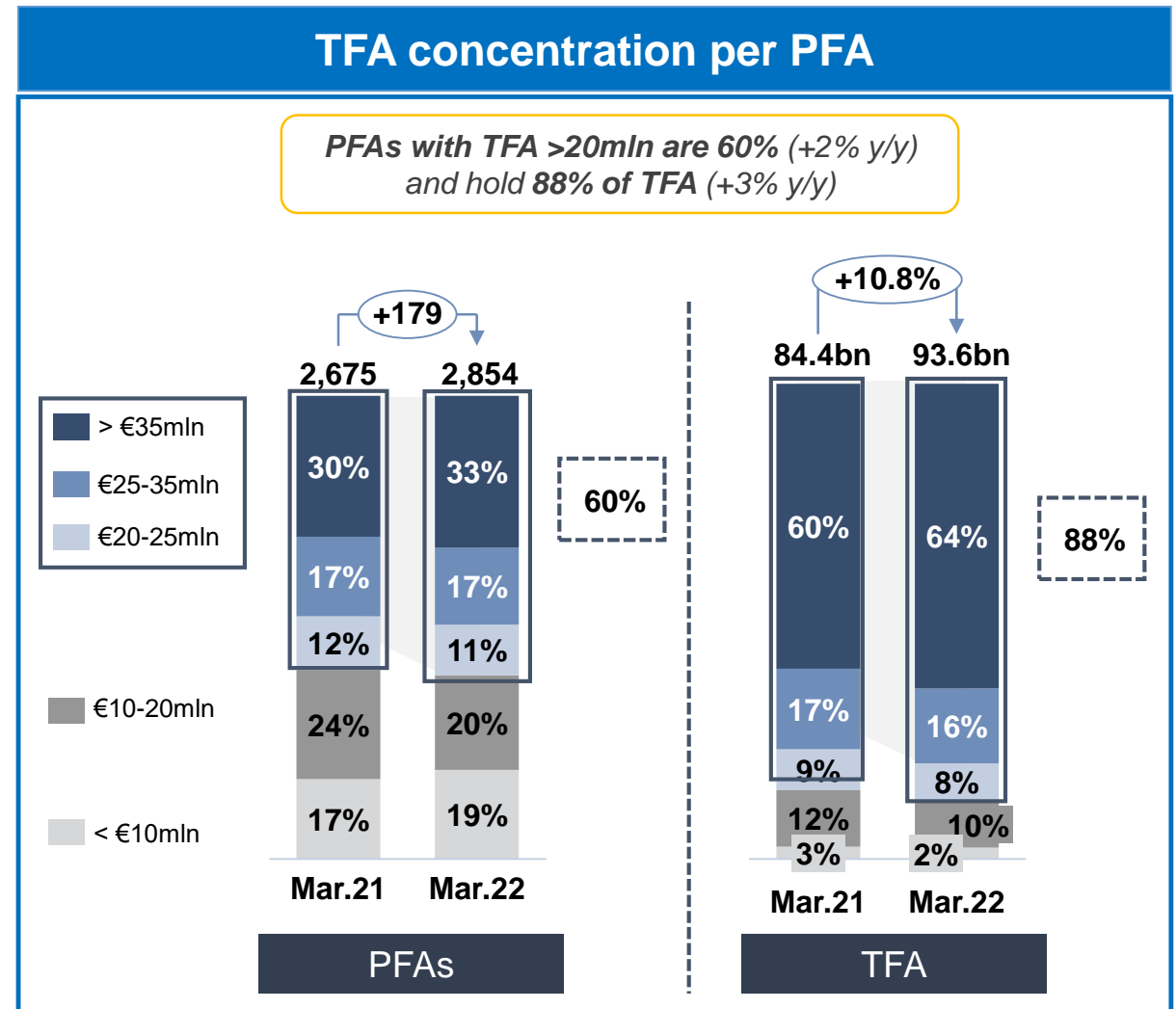
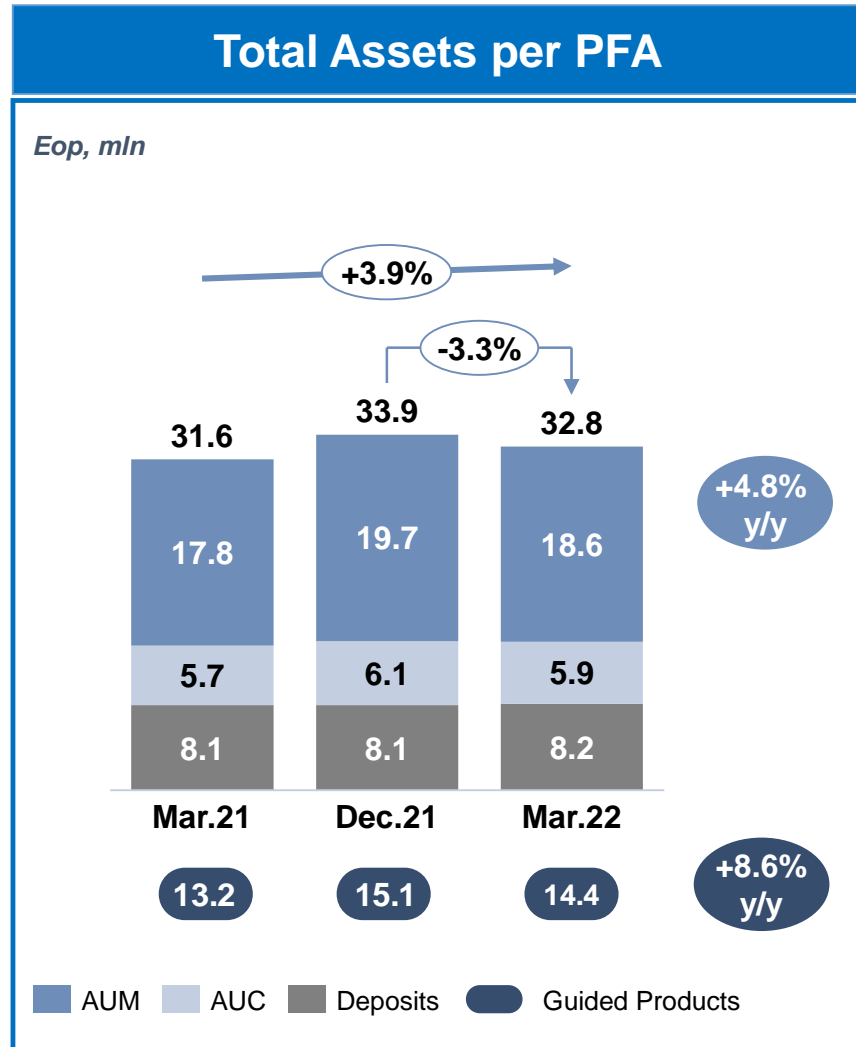


Recruitment costs
(to be amortized)
stock 39.2mln
as of Mar.22

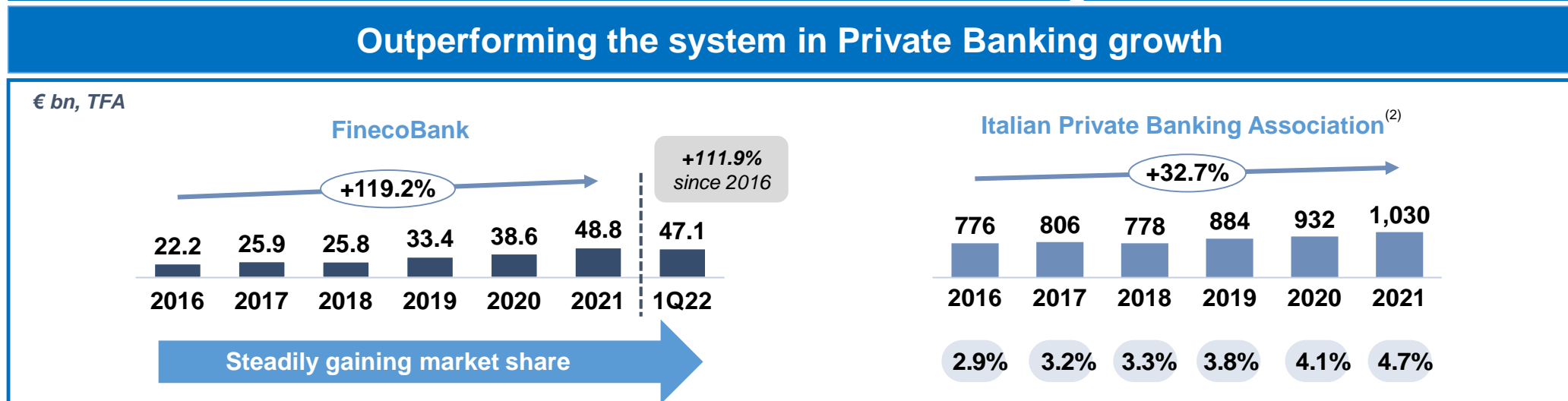
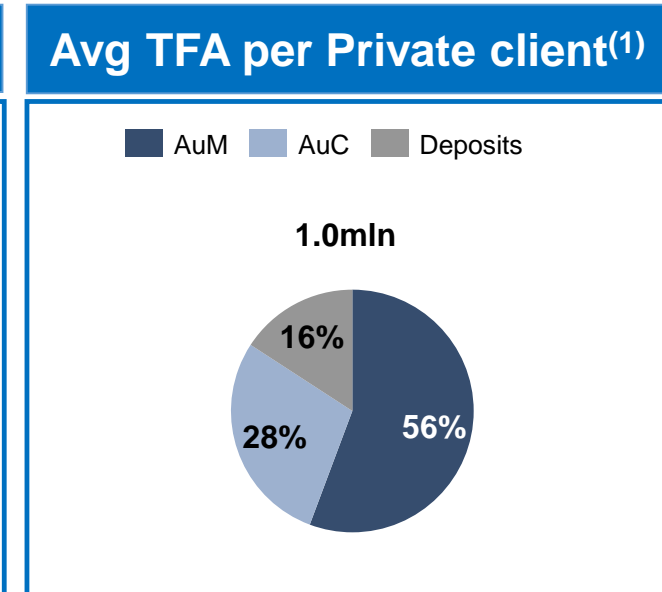
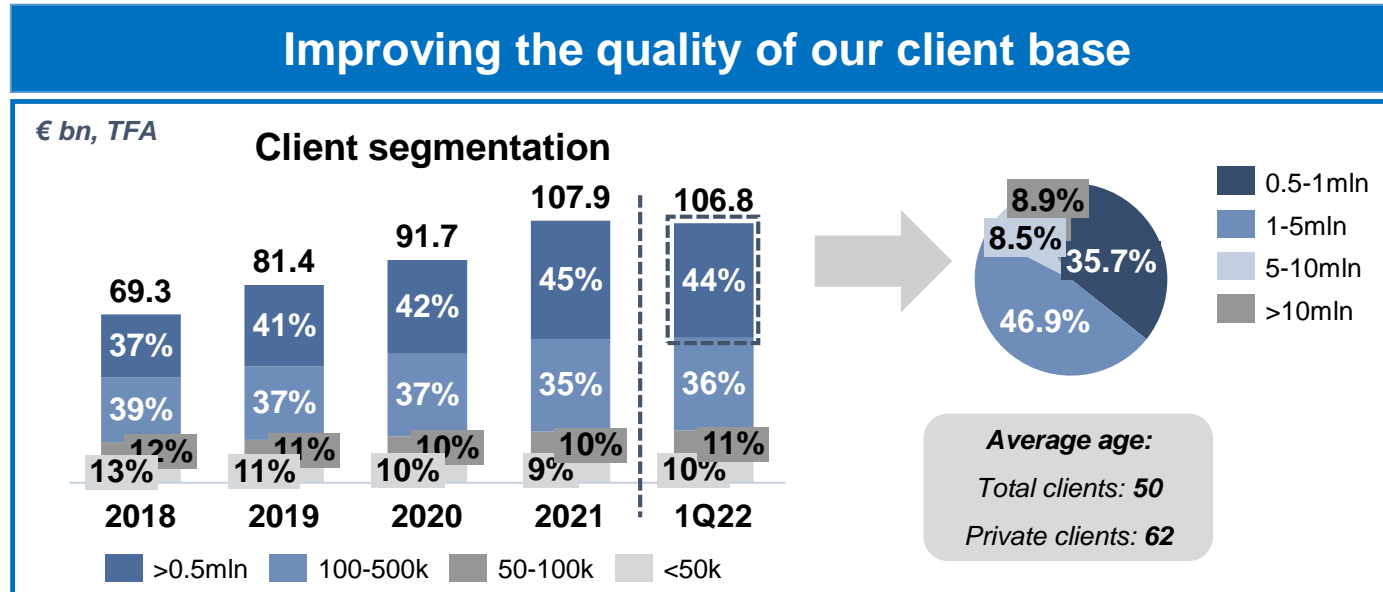


- No change in our recruiting policy
- Increase in the spontaneous interest to join Fineco, which emerged as the perfect partner for professionals looking to grow in a sustainable way

Increasing quality and productivity of the Network



Clients' profile and focus on Private Banking



⁽¹⁾ Private Banking clients are clients with more than € 0.5mln TFA with the Bank

⁽²⁾ AIPB (Associazione Italiana Private Banking) figures as of FY21

Agenda

☐ Fineco Results

☒ **Next steps**

☐ Fineco UK

☐ Key messages

☐ Focus on product areas

2022 Guidance and outlook going forward

■ BANKING REVENUES:

➤ **Net financial income (net interest income and Profit from Treasury management)**

For FY22: expected in a range between 300-310 mIn with the current forward rate curve

Going forward: we expect NII to significantly benefit from the new interest rates scenario thanks to the sensitivity and to the volume increase

➤ **Banking fees:**

For FY22 expected above 50mIn

Going forward: expected to keep on growing thanks to the increase of the client base and previous repricing

■ INVESTING REVENUES:

For FY22:

- **Revenues** expected to increase around mid-teens y/y, already including the negative market effect up to April
- **Higher management fees margins y/y**
- **AUM net sales** at around 5 bn (FAM retail net sales at around 5 bn)
- **PFA's:** net increase in a range of 100-120 PFA's expected

Going forward: strong acceleration in revenues and margins expected thanks to:

- 1) A further increase in our network productivity leading to higher volumes (**AUM net sales** expected at around ~6bn per year)
- 2) The implementation of the strategic discontinuity in **Fineco Asset Management**, which is going to increase its penetration in **Fineco AUM**, with **retail net sales** expected at around ~6bn per year

This is expected to generate a progressive increase of Fineco **management fees margins after-tax up to ~55bps in 2024 (margins pre-tax ~75bps)**. Based on the most recent numbers, we expect to reach that level before than 2024

■ **BROKERAGE REVENUES:** countercyclical business, it is **expected to remain strong with a floor** - in relative terms with respect to volatility - definitely **higher than in the pre-Covid period**

■ OPERATING COSTS:

For FY22: expected to grow **around 5% y/y**, not including ~7 million of additional costs related to FAM strategic discontinuity to improve the efficiency of the Investing value chain. We will consider in the coming months the possibility to further accelerate the marketing expenses to take advantage by the strengthening of the structural trends.

Going forward we expect FAM costs to stabilize

■ **COST / INCOME:** we confirm our guidance on a continuously declining **cost/income** in the long-run thanks to the scalability of our platform and to the strong operating gearing we have (excluding potential higher marketing expenses)

■ **SYSTEMIC CHARGES:** in a range -42/44mIn of DGS+SRF in provisions for risk and charges

■ **TAX RATE:** for 2022 in a range -0.5/-1 p.p. considering the most recent interest rates scenario

■ **CAPITAL RATIOS:** CET1 floor at 17%, **Leverage Ratio** very well under control and in a range 3.5%-4.0% (for details see slide 52 in Annex)

■ **DPS:** going forward we expect a **constantly increasing** dividend per share

■ **COST OF RISK:** below 10 basis points in 2022 thanks to the quality of our portfolio

■ **NET SALES:** robust, high quality and with a **mix mainly skewed towards Asset under Management** thanks to the new initiatives we are undertaking (see next slides)

Delivering on our discontinuities

Set of initiatives to improve our revenues mix, taking advantage from the acceleration of structural trends and our FinTech DNA

INITIATIVES TO KEEP UNDER CONTROL OUR BALANCE SHEET

1 STRONG COMMERCIAL FOCUS ON AUM:

- targeting **only AUM net sales and solutions with a strong RISK MANAGEMENT**. FAM already best-positioned thanks to the high-transparency and **daily look-through** on its solutions

2 WIDER PRODUCT RANGE TO FULLY CATCH THE WHOLE SPECTRUM OF CLIENTS' NEEDS ALSO THANKS TO FAM

- **Decumulation products** key to move clients from liquidity towards AUM: our wide gamma of FAM Target (~40 decumulation vehicles) fits all investment needs



- **New FAM offer:** launch of **investment solutions based on passive funds** with diversified solutions based on different risk profiles. Thanks to the full control of the value chain, FAM can at the same time both offer an efficient pricing for clients and retain higher margins: this will allow Fineco to be perfectly positioned to catch the long-term trend of passives and to better target Private Banking clients.
- **Coming soon:** FAM ETF offer
- **Pension funds** for risk-averse clients
- **Distribution of third-parties savings accounts live** to lower the amount of liquidity held by clients with no intention to invest

3 ROBUST ACCELERATION IN PFAs PRODUCTIVITY through:

- **New software developments dedicated to our advisory services** to improve PFAs productivity **in transforming deposits in AUM** leveraging on Big Data Analytics capabilities
- **New marketing campaigning tool in deployment phase.** **Coming soon: new Investing homepage** fed with dedicated contents to stimulate clients activity; coupled with our Big Data analytics, this will make it easier for our PFAs to propose tailor-made solutions for their long-term goals



4 IMPROVE THE QUALITY OF OUR CLIENT BASE:

- **Exploiting our pricing power:** more selective in our client acquisition thanks to the 2021 repricing on new current accounts (€6.95 euro per month with the possibility of a full bonus on the fee according to clients' activity with the Bank)

FAM: delivering on the strategic discontinuity

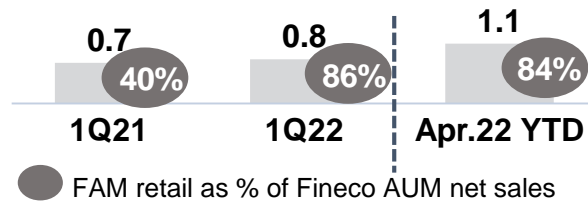
Key to sustain AUM margins thanks to its strong operating leverage and to a more efficient value chain

FAM progressively taking control of the value chain...

bn

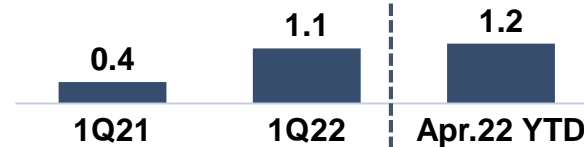
FAM NET SALES

FAM RETAIL:



- ✓ Strong commercial traction in any market environment
- ✓ Increasing contribution to Fineco's AUM net sales

FAM FUNDS UNDERLYING ⁽¹⁾:

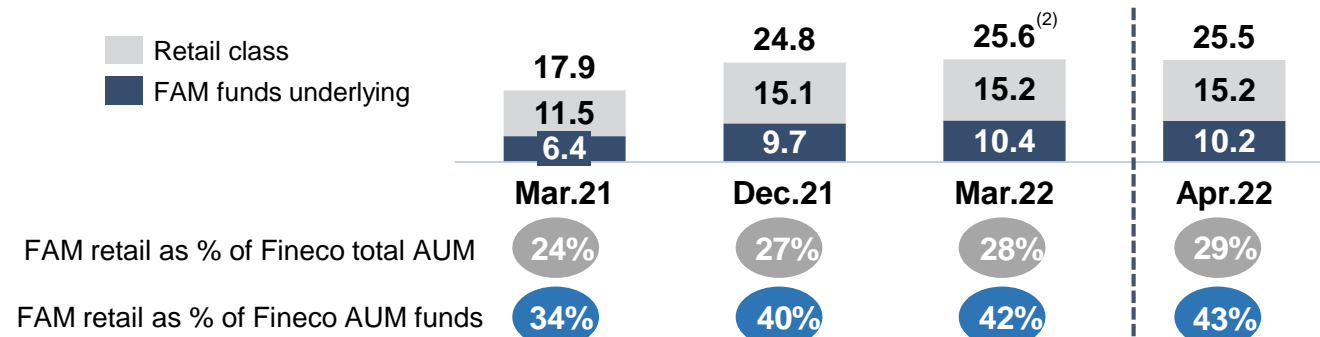


- ✓ Increase driven by the acceleration in the internalization of the value chain

...and becoming the cornerstone of our Investing business

bn

FAM AUM STOCK



Higher penetration on Fineco's AUM driven by strong net sales dynamics

FY22 FAM priorities

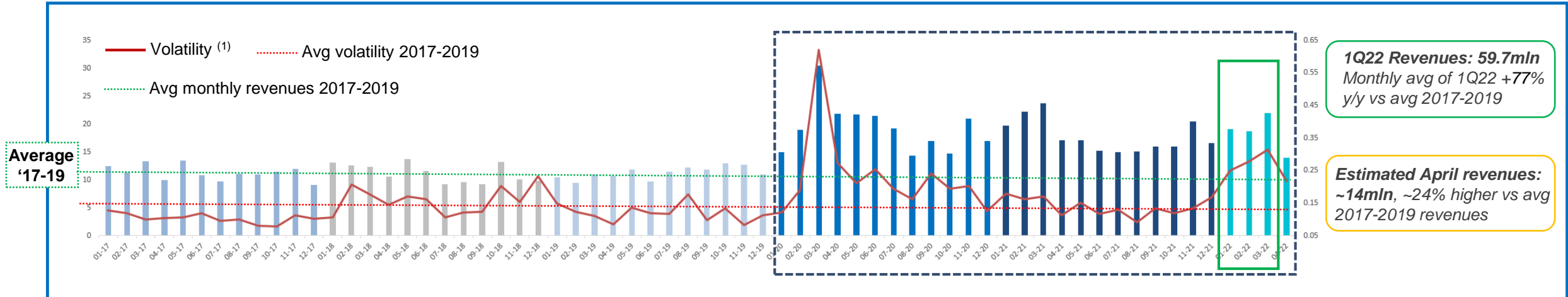
- ✓ Thanks to the **full control of the value chain**, FAM can offer at the same time both an efficient pricing for clients and retain higher margins
- ✓ FAM has launched its investment solutions based on passive funds with diversified solutions and different risk profiles.
- ✓ Following the strong success of the ESG Target Global Coupon strategy, FAM has launched a new release of the solution
- ✓ Continuous widening of sustainable offer through the launch of new investment solutions under SFDR art. 8 and 9



Brokerage: higher floor as the structure of the market is changing

Increased interest in financial markets by clients and big jump into a more digitalized society

Structural growth in brokerage revenues: the floor has gone up in a clear way regardless of volatility



Continuous reshape of brokerage offer: now live with crypto offer and certificates

- ✓ **Live with Crypto offer on Bitcoin and Ethereum** (through CFDs, options and listed ETPs) with our usual strict and rigorous target market
- ✓ **Live with the Turbo Leveraged certificates platform** listed on Hi-MTF, thus allowing us to **extract value from the vertical integration of the business** (i.e. recent extension of the trading time horizon up to 11.00 pm). Next steps: **completing leveraged certificates offer** and study-phase of **Investment certificates**

COMING SOON:

- ✓ Release of the **new Trading homepage** allowing clients to approach in an easier way opportunities through our brokerage platform. Release of **new trading platform in 3Q22**

Brokerage: enlargement of client base and increased market share

Client base growth mainly driven by “Active investors” starting to use brokerage platform and “sleeping” clients back on the market. New clients are coming from traditional banks

BROKERAGE CLIENTS EVOLUTION

Active investors

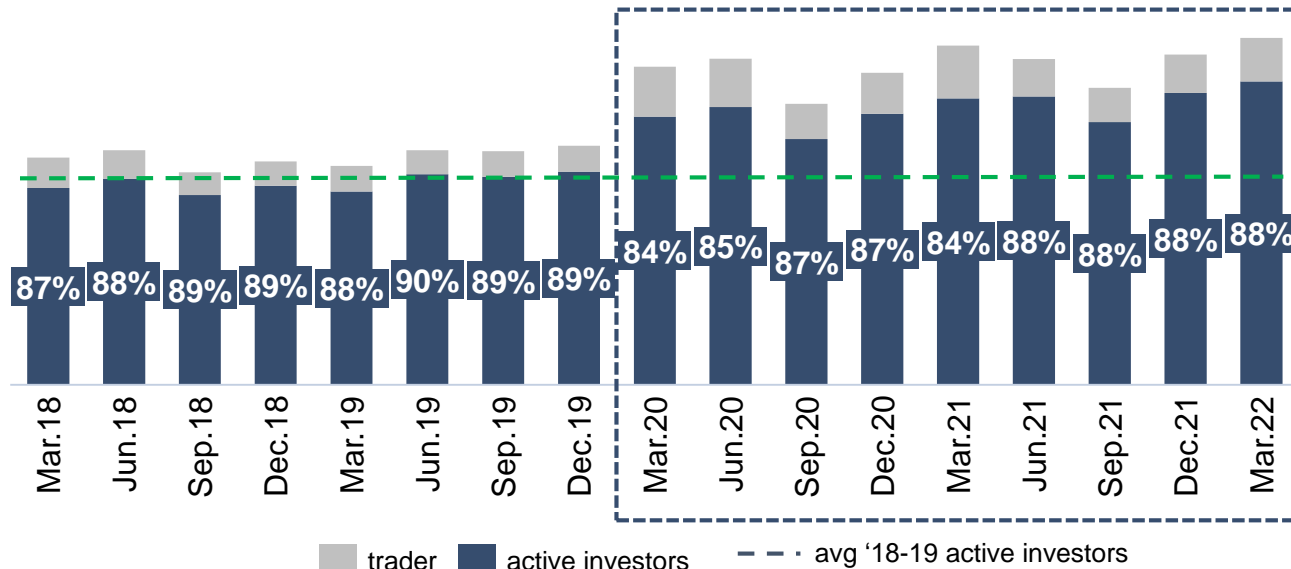
PROFILE:

- Avg **executed orders** per month: 4
- Avg age: **50 years old**
- Mostly **linked to a PFA to manage their savings**, and with **Avg TFA > €200k**

>35% higher

vs avg 2018/2019
after recent events created a bridge
between brokerage and investing

- **85% of new active clients investing on plain vanilla instruments** (i.e. listed equity, ETFs) and not leveraged products
- **Leadership confirmed in Italy** on equity traded volumes: market share at 26.1% in FY21 (Assosim)



Developing our Next Generation of active investors

In order to further position Fineco for its long term growth and build up on its sticky and high quality client base, we are **now live with the most competitive offer in Italy to catch the next generation of active investors.**

Clients with up to 30 years old have:

- **a very aggressive pricing for our investing and brokerage platform** to gain full access to global markets through shares, bonds, ETFs, mutual funds also through accumulation plans
- **current account for free**

Agenda

☐ Fineco Results

☐ Next steps

☒ **Fineco UK**

☐ Key messages

☐ Focus on product areas

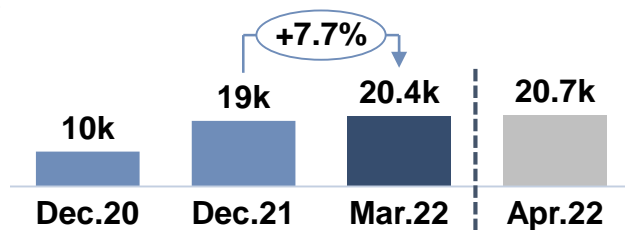
Fineco UK gaining traction

Strong acceleration in our quality customer acquisition translating in improving revenues dynamics

An increasing and better quality client base...

Targeting quality clients with the right offer

current accounts

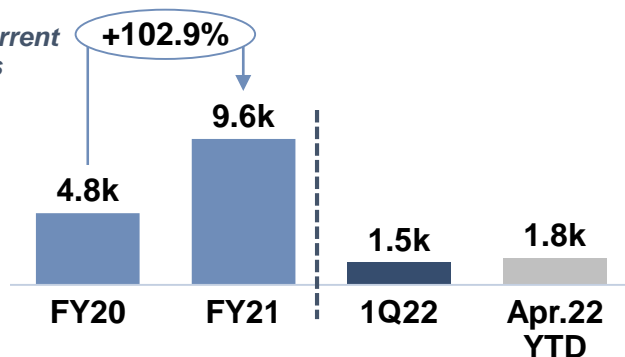


STRONG ACTIVATION RATE⁽¹⁾ on Brokerage in 2021

~65%

Improving client acquisition dynamics

new current accounts



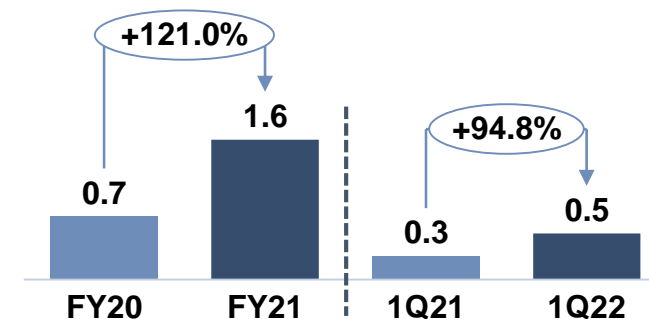
★ Trustpilot 4.2 (max 5)

- ✓ Smarter onboarding process
- ✓ Improved brand perception
- ✓ More efficient Marketing thanks to:
 - New proprietary model spotting the right moment to invest based on volatility and clients behaviours
 - New affiliation platform for an even more targeted clients' acquisition

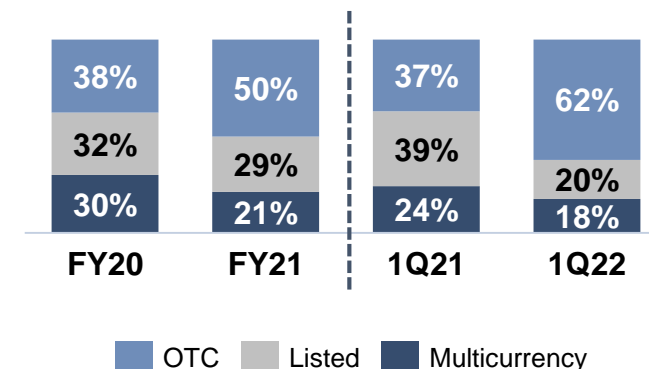
...translating in improving revenues metrics

€, mln

Higher brokerage revenues...



...with an improving mix



Fineco UK: Investing in the spotlight

ISA accounts offer, already ~2,000 subscriptions. Next step: improving our user experience

The new phase: building up our Investing offer and improving user experience

Step 1: Widening our offer

- ✓ Already **21 Asset managers** in our platform, which will be further increased
- ✓ **New ISA promo launched** to attract clients from traditional banks
- ✓ Already **~2,000 ISA subscriptions**
- ✓ **New section for funds** in our APP

Step 2: Improving user experience

Focus on **easy-to-use journeys and maps** to help clients choose the best investment solution based on their goals

**Grow your ambitions
investing in our ISA**

Maximise your tax-efficient ISA allowance.

OPEN ACCOUNT

ZERO % ISA PLATFORM FEE

Until the end of the 2022/23 tax year if you open your ISA by 30 April 2022. 0.25% max when promo ends.



Agenda

☐ Fineco Results

☐ Next steps

☐ Fineco UK

☒ **Key messages**

☐ Focus on product areas

Long term sustainability at the heart of Fineco business model (1/3)

We are a looking-forward organization playing for the long-run and able to generate a positive impact for all our stakeholders and the society as a whole

Our corporate purpose: to offer clients a quality and one-stop-solution with a fair pricing leveraging on our 3 pillars



TRANSPARENCY

Fairness and respect for all our stakeholders

- ✓ FAM as a champion of ESG: **PERFORMANCE FEES FREE** trademark
- ✓ **FAIR PRICING**
- ✓ **LOW UPFRONT FEES** (only ~2% of Investing fees)



EFFICIENCY

Fintech DNA: strong focus on IT & Operations, more flexibility, less costs

- ✓ Delivering **BEST-IN-CLASS CUSTOMER EXPERIENCE**
- ✓ **SHARING FAM BENEFITS WITH CLIENTS:** better quality and timely products with lower TER



INNOVATION

Quality offer for highly **SATISFIED CLIENTS**

- ✓ **NO short-term AGGRESSIVE COMMERCIAL OFFERS** and **ZERO REMUNERATION** on current accounts
- ✓ Focus on **ORGANIC GROWTH**

Long term sustainability at the heart of Fineco business model (2/3)

We are a looking-forward organization playing for the long-run and able to generate a positive impact for all our stakeholders and the society as a whole

Sustainable since inception

GOVERNANCE

MARKET FRIENDLY CORPORATE GOVERNANCE:

- ✓ Up to 3 lists for Board renewal
- ✓ 10 independent Board members out of 11, o/w 55% women: 1st FTSE MIB company with a predominance of women on the Board
- ✓ In 2020 AGM, 86% voted for the outgoing Board list proposal
- ✓ In 2022 AGM, 91% voted for 2022 remuneration policy

Ramping up the GOVERNANCE OF SUSTAINABILITY:

- ✓ Sustainability Committee at Board and Managerial level
- ✓ Sustainability Team within CFO Department
- ✓ Sustainability Compliance model with specialised oversights on non-financial reporting, other sustainability obligations and environmental protection

STRATEGY & GOALS

- ✓ FOCUS on **Cyber-Security** and **ESG risks** leveraging on **FINTECH DNA**
- ✓ Set of **ESG objectives** to be pursued by 2023 within 6 business areas: Human Resources, Responsible Finance, Financial Education and Community Support, Supply Chain, Shareholders and Environment.
- ✓ ESG target included in the **Identified Staff Scorecard** since 2016, related to STI.
- ✓ ESG targets included in the **2021-2023 Long Term Incentive Plan** of the CEO and Identified Staff within the "Stakeholder Value" goal:

KPI	TARGET	MEASUREMENT CRITERIA
Customer satisfaction	Average 2021-2023	TRI*M Index ⁽¹⁾
People engagement	Average 2021-2023	People Survey
ESG rating for all new funds ⁽²⁾	EOY 2023	% of new funds with ESG evaluation

⁽¹⁾ The index captures the strength of the relationship with the customer defined as performance but also as the degree of preference towards the brand

⁽²⁾ Excluding UK, which represents a new market for Fineco.

INITIATIVES & KPIs

- ✓ Broad **ESG product offer**⁽³⁾ both on:
 - **Investing** (i.e., 81% of funds have **ESG rating** by Morningstar; 52% of funds distributed and 36% of FAM funds are classified under **Art. 8 or 9 of SFDR**⁽⁴⁾)
 - and **Banking & Credit** ("**Green mortgages**", **Ecobonus** and **Sismabonus**; **zero-fee account** until age 30).
- ✓ Bank's contribution to the **PFA Network** to obtain the **EFPA ESG certification**
- ✓ **FinecoBank** has signed the **UN Global Compact** and **UN Principles for Responsible Banking**
- ✓ **Fineco AM** has signed the **UN Principles for Responsible Investing**
- ✓ **Environmental Management System** implemented, in line with the EU Eco-Management and Audit Scheme (**EMAS**) [certification pending]

⁽³⁾ As of 31st March 2022.

⁽⁴⁾ Regulation EU 2019/2088 - Sustainable Finance Disclosure Regulation.

Long term sustainability at the heart of Fineco business model (3/3)

We are a looking-forward organization playing for the long-run and able to generate a positive impact for all our stakeholders and the society as a whole

ESG RATINGS

	Eval. scale	2020	Today	
S&P Global	(0-100)	54	65	11pt improvement on previous year
SUSTAINALYTICS <small>a Morningstar company</small>	(100-0)	18.7	15.8	Among the best international banks with low ESG risk
MOODY'S ESG Solutions⁽¹⁾	(0-100)	35	54	Robust performance
REFINITIV	(0-100)	85	85	In the Top 3% among banking services companies
MSCI ESG RATINGS	(CCC-AAA)	A	A	In line with average for the diversified financials sector
MSCI IMPLIED TEMPERATURE RISE	(Lagging /Misaligned/ 2°C Aligned)	-(2)	Aligned: 1.53°C	Aligned with the Paris Agreement target (< 2°C)
standard ethics	(CCC-AAA)	EE+	EE+	Highest rating awarded to credit institutions

ESG INDICES

Fineco included in:



FTSE4Good



RECENT ESG AWARDS



Top Job 2021-2022
Top Employer Italy 2022



Best Practice Leader in the **Gender Diversity Index Report 2021**



MF Banking Awards and MF ESG Awards 2021 assigned for the Standard Ethics rating



Sustainability Leader 2021

Sustainability Yearbook Member 2022

S&P Global

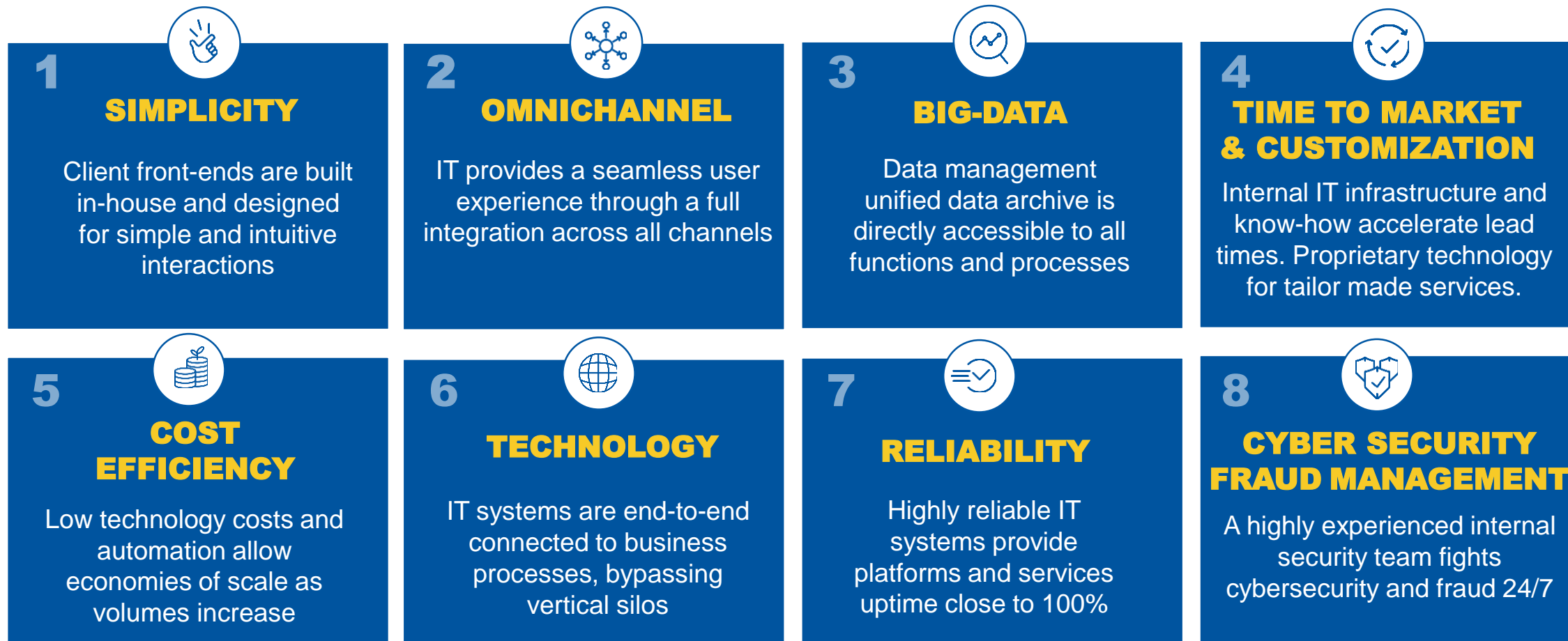
S&P's Sustainability Yearbook Member

⁽¹⁾ Moody's ESG Solutions is the source of this ESG score

⁽²⁾ The "MSCI Implied Temperature Rise" rating has been made available by the rating agency since the year 2021

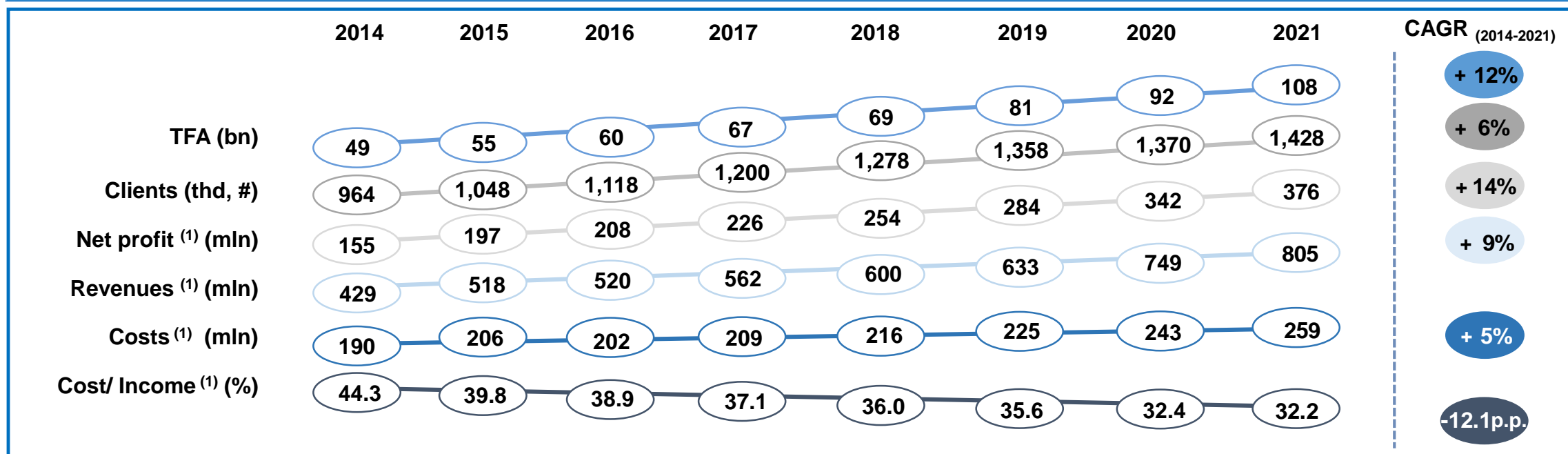
Fineco as a profitable FinTech Bank: ICT a key business driver

Leveraging on a deep-rooted internal know-how to expand platform scalability and operating gearing

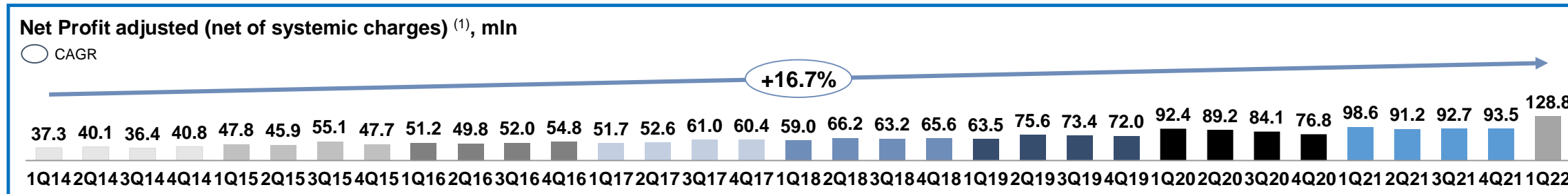


Healthy and sustainable growth with a long term horizon

Highly scalable operating platform...



...with a diversified revenues mix leading to consistent results in every market conditions



⁽¹⁾ Figures adjusted by non recurring items and Net Profit adjusted net of systemic charges (FY15: -3.1mln net, FY16: -7.1mln net, FY17: -7.1mln net, FY18: -9.6mln net, FY19: -12.1 mln net, 1Q20: -0.3mln gross, -0.2mln net, 2Q20: -0.7mln gross, -0.4mln net; 3Q20: -28.0mln gross, -18.7mln net; 4Q20: +2.1mln gross, +1.4mln net; 1Q21: -5.8mln gross, -3.9mln net; 2Q21: -1.9mln gross, -1.3 mln net; 3Q21: -30.0mln gross, -20.1mln net; 4Q21: -2.3mln gross, -1.6mln net; 1Q22: -7.7mln gross, -5.2mln net).

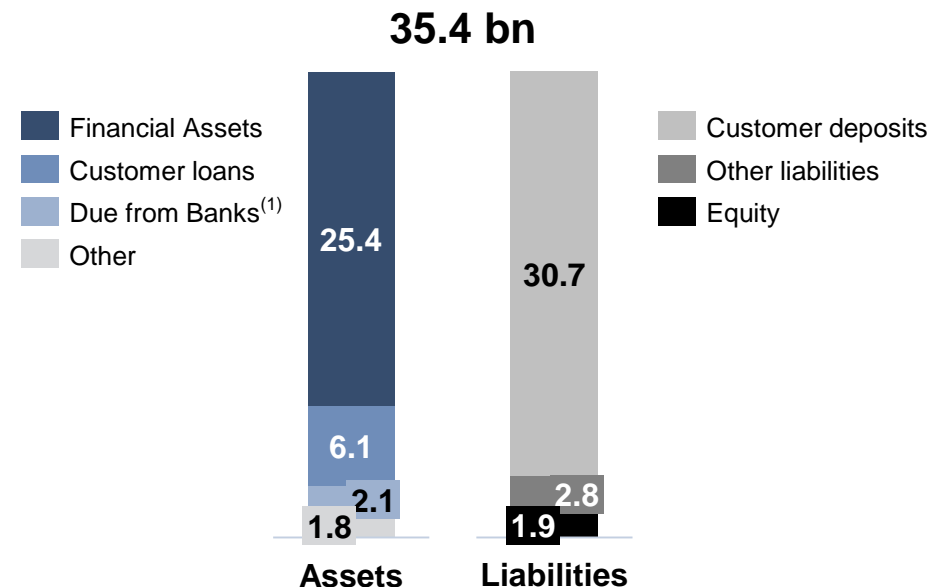
Safe Balance Sheet: simple, highly liquid

Diversified investment portfolio

- **Investment strategy announced during FY17 results unchanged:** UC bonds run-offs, blend of government bonds diversified across countries, covered bonds, supranational and agencies
- **99.9% not exposed to volatility** with no impact in our P&L and BS by the widening of spreads. HTC classification since November 2016
- **Avg maturity at ~ 5/6 years. Overall portfolio duration: 3.1 years**

High-quality lending growth

- Lending offered exclusively to our **well-known base of clients**
- **Low-risk:** CoR at 3bps, cautious approach on mortgages (LTV ~51%, avg maturity 19 yrs)
- **Strong competitive advantage leveraging on Big Data Analytics and internal IT culture** (resulting in unmatched user experience and high customer satisfaction), **continuous in-house innovation** (i.e. look-through implementation with significant benefits on CET1 ratio), **ownership and control of critical infrastructure**



Rock-solid capital position

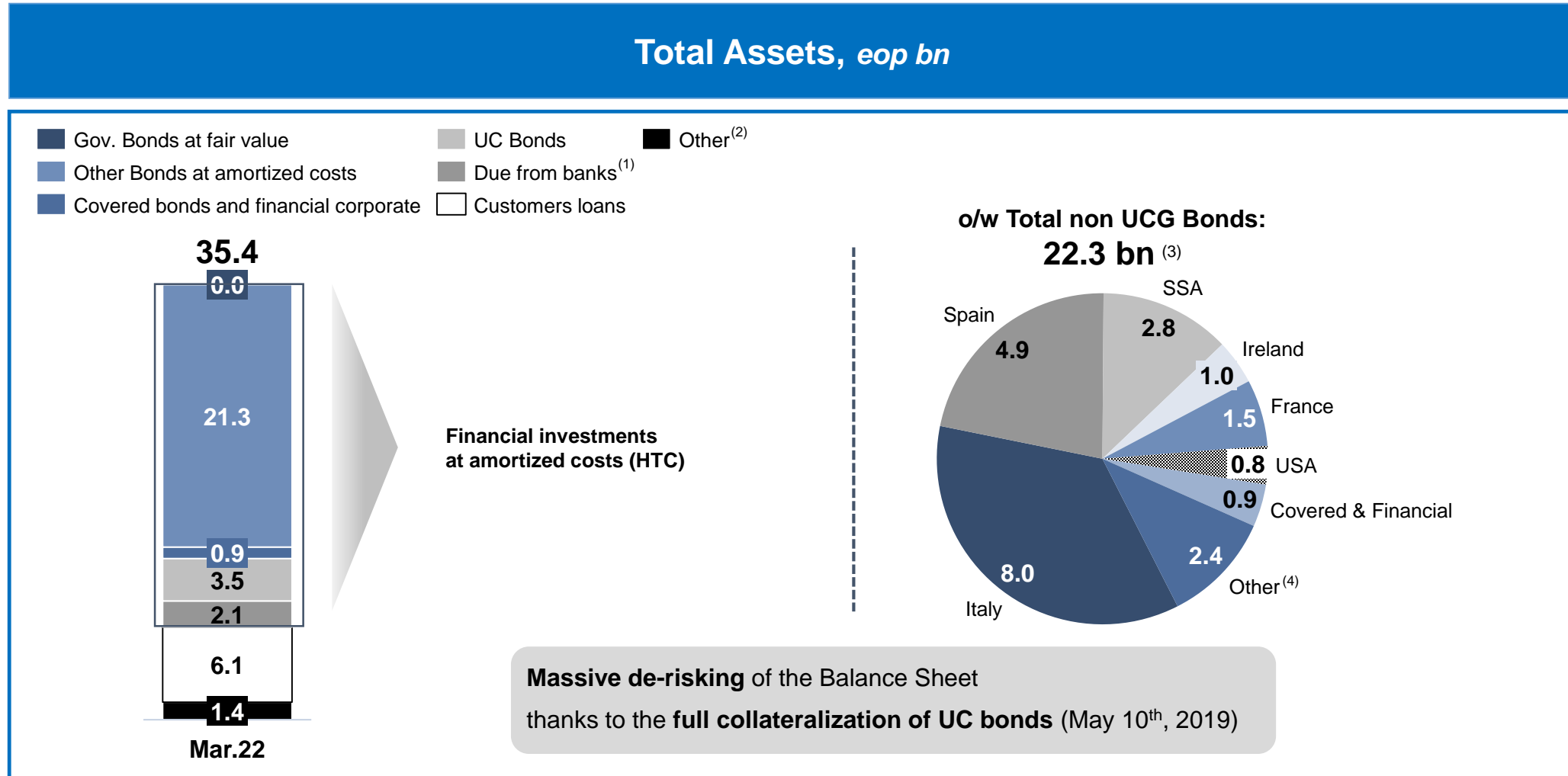
CET1	19.3%	LCR	813%
TCR	30.0%	NSFR	>300%
LEVERAGE RATIO ⁽²⁾		3.99%	

⁽¹⁾ Due from banks includes 1.5bn cash deposited at Bank of Italy and 0.3bn bank current accounts as of Mar.2022

⁽²⁾ Following declarations by ECB (18th June 2021) and Bank of Italy (30th June 2021) to temporarily allow banks to exclude central bank exposures from their leverage ratio in exceptional macroeconomic circumstances, starting from June 21 we temporary excluded exposures towards Central Banks from the total exposures (according to art. 429a – CRR). Without this exclusion exposures would be: 3.80%

Total assets: 99.9% not exposed to volatility in the Balance Sheet

Out of 35.4bn, only 0.03bn of assets at fair value with very limited impacts on Equity reserve



⁽¹⁾ Due from banks includes 1.5bn cash deposited at Bank of Italy and 0.3bn bank current accounts as of Mar.2022

⁽²⁾ Other refers to tangible and intangible assets, derivatives and other assets

⁽³⁾ 22.3bn equal to 21.7bn nominal value, o/w Italy 7.7bn nominal value

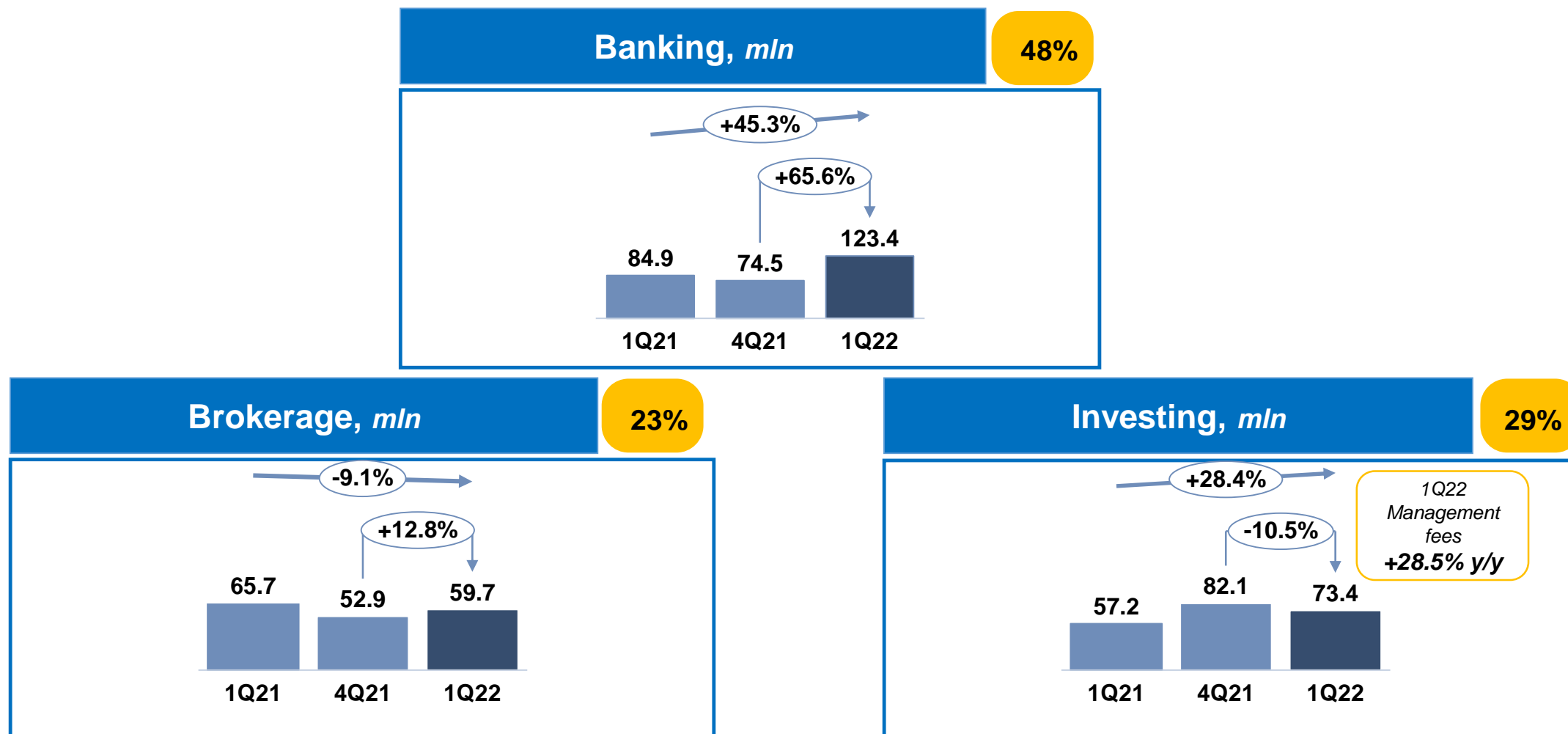
⁽⁴⁾ Other: Austria, Belgium, Germany, Portugal, United Kingdom, Switzerland, Chile, Saudi Arabia, China, Iceland, Latvia

Agenda

- ☐ Fineco Results
- ☐ Next steps
- ☐ Fineco UK
- ☐ Key messages
- ☒ **Focus on product areas**

Revenues by Product Area

Well diversified stream of revenues allow the bank to successfully face any market environment



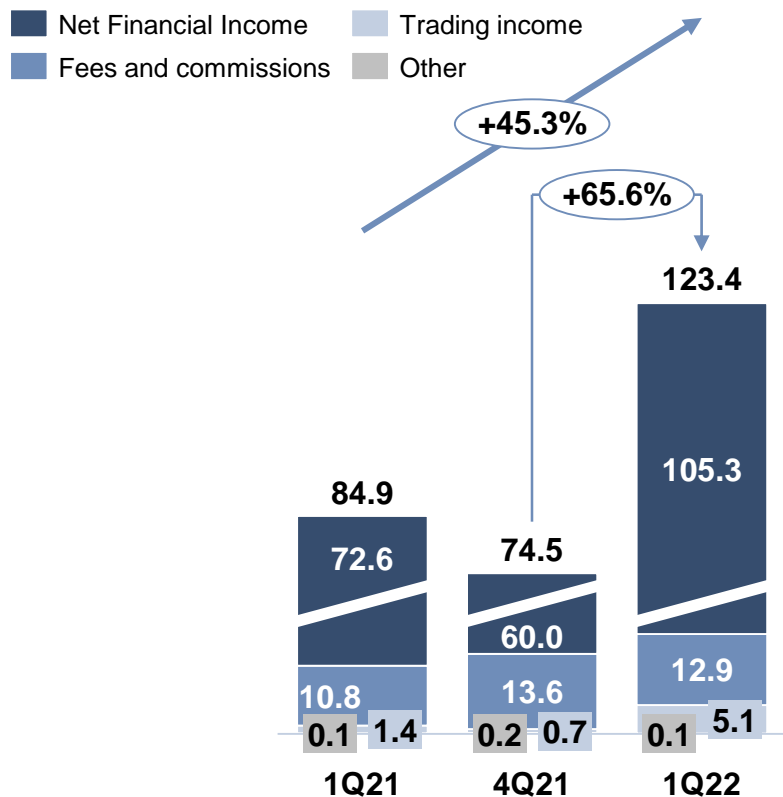
1Q22 weight on total revenues for each product area

Managerial Data. Revenues attributable to single each product area, generated by products / services offered to customers according to the link between products and product area. Banking includes revenues generated by deposits, treasury and credit products. Investing includes revenues generated by asset under management products; Brokerage includes revenues from trading activity.

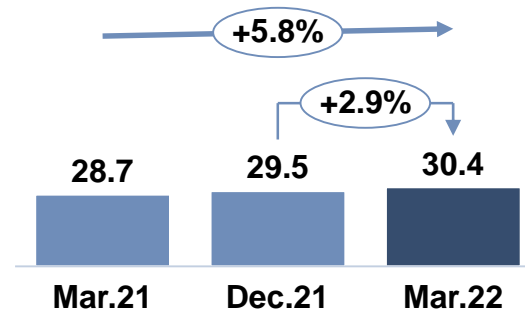
Banking

Sound performance and relentless clients' acquisition, thanks to high quality services and best-in-class customer satisfaction

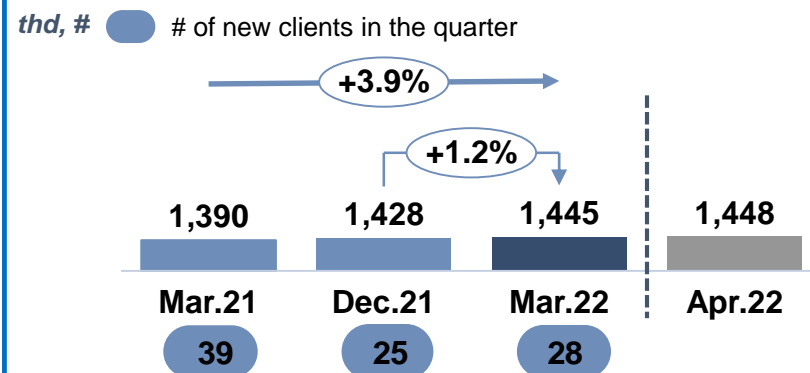
Revenues, mln



Deposits, eop bn



Clients and new clients

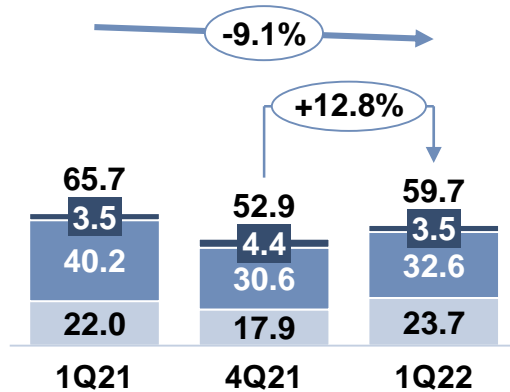


Brokerage

Structurally higher revenues floor compared to pre-pandemic levels

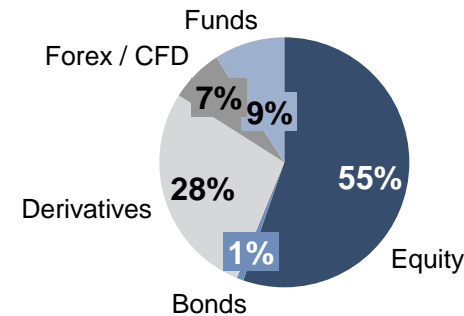
Revenues, *mln*

Net Interest Fees and commissions Trading profit

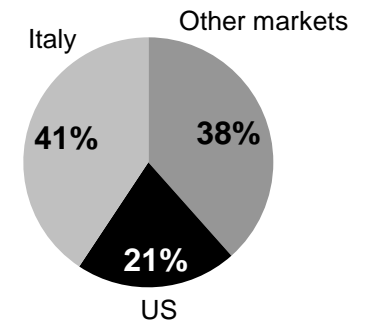


Well-diversified brokerage offer

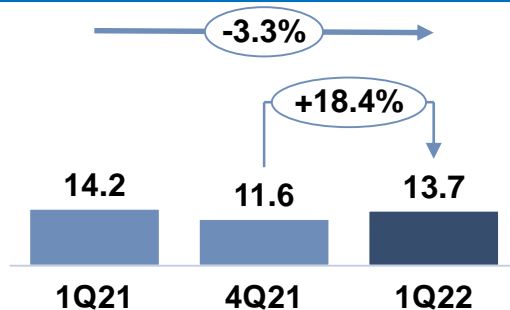
among products...



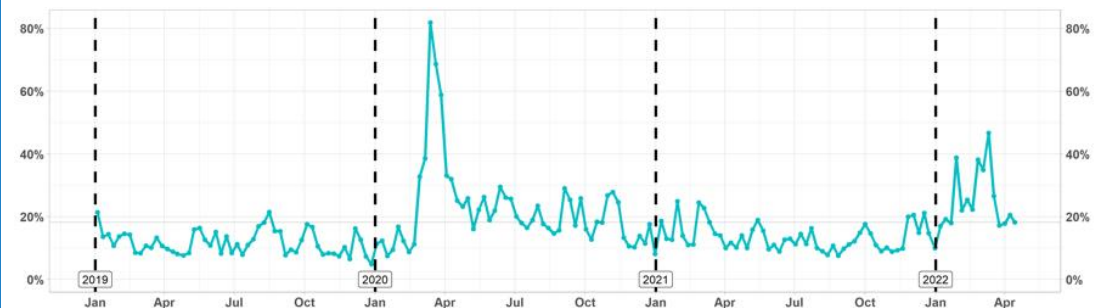
...and geographies



Executed orders, *mln*



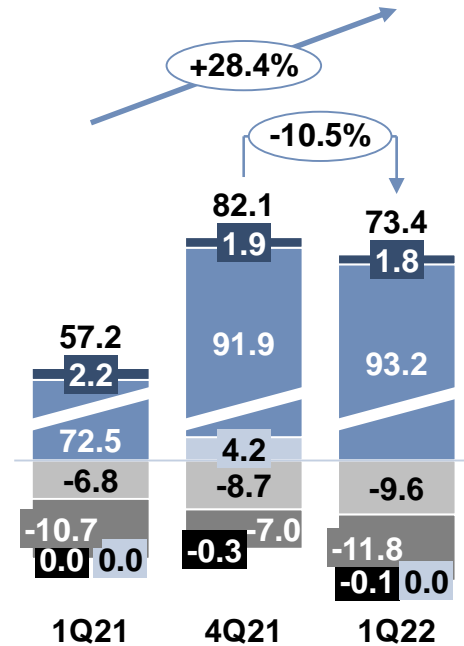
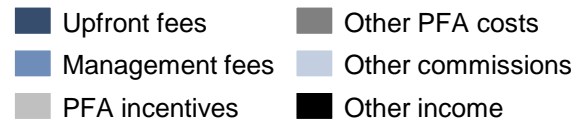
Volatility ⁽¹⁾



Investing

Increasing revenues y/y thanks to a successful strategy based on our cyborg advisory approach. Very limited upfront fees, representing only ~2% of Investing fees

Revenues, mln



Management fees:

1Q22: +28.5% y/y, +1.4% q/q

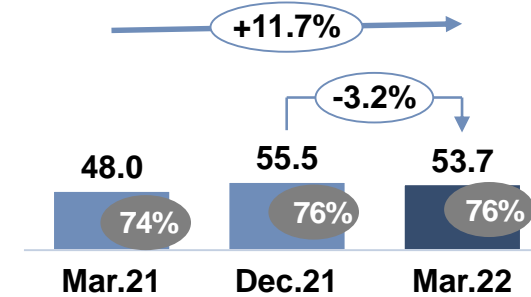
Note:

Investing fees q/q decline linked to usual seasonality in the first part of the year:

- on PFA costs (FIRR and Enasarco)
- and FAM (operating efficiencies achieved during the year and booked in other commissions in the 4Q)

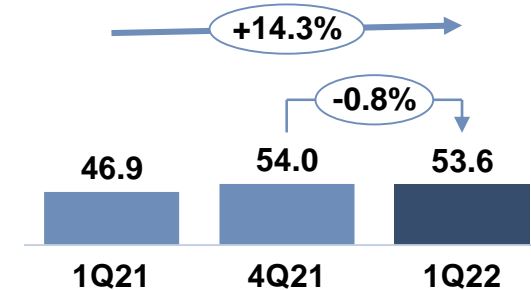
Asset under Management, eop bn

Guided Products / AUM



Average Asset under Management

daily avg, bn



Managerial Data

Annex

P&L pro-forma

P&L pro-forma ⁽¹⁾						
<i>mln</i>	1Q21	2Q21	3Q21	4Q21	FY21	1Q22
Net financial income	75.1	72.8	69.2	62.9	280.0	107.5
<i>o/w Net Interest Income</i>	61.8	62.5	61.8	61.8	247.9	59.3
<i>o/w Profit from treasury management</i>	13.2	10.3	7.4	1.1	32.1	48.1
Net commissions	108.1	106.3	110.1	126.4	450.8	118.6
Trading profit	23.9	16.7	15.6	18.1	74.3	29.0
Other expenses/income	0.5	0.1	-1.5	-0.5	-1.3	0.4
Total revenues	207.6	195.9	193.5	206.9	803.8	255.4
Staff expenses	-26.2	-26.7	-27.4	-29.3	-109.6	-28.3
Other admin.exp. net of recoveries	-30.6	-29.9	-27.6	-34.9	-123.1	-34.0
D&A	-6.3	-6.4	-6.4	-7.1	-26.2	-6.6
Operating expenses	-63.1	-63.0	-61.5	-71.3	-258.9	-69.0
Gross operating profit	144.4	132.9	132.0	135.5	544.9	186.4
Provisions	-8.2	-5.8	-31.1	-4.9	-49.9	-10.2
<i>o/w Systemic charges</i>	-5.8	-1.9	-30.0	-2.3	-40.0	-7.7
LLP	-0.5	-1.2	-0.4	0.4	-1.7	-0.8
Profit from investments	-0.6	1.8	0.3	-0.4	1.1	-0.6
Profit before taxes	135.2	127.7	100.9	130.6	494.4	174.8
Income taxes	-40.4	-5.8	-28.3	-39.2	-113.7	-51.4
Net profit for the period	94.7	121.9	72.6	91.5	380.7	123.5
Net profit adjusted ⁽²⁾	94.7	89.9	72.6	91.9	349.2	123.6
Non recurring items (mln, gross)						
	1Q21	2Q21	3Q21	4Q21	FY21	1Q22
<i>Extraord systemic charges (Trading Profit) ⁽³⁾</i>	0.0	0.0	0.0	-0.7	-0.7	-0.3
<i>Realignment of Intangible Assets</i>	0.0	32.0	0.0	0.0	32.0	0.0
Total	0.0	32.0	0.0	-0.7	31.3	-0.3

P&L net of non recurring items

P&L pro-forma ⁽¹⁾ net of non recurring items						
<i>mln</i>	1Q21 Adj. ⁽¹⁾	2Q21 Adj. ⁽¹⁾	3Q21 Adj. ⁽¹⁾	4Q21 Adj. ⁽¹⁾	FY21 Adj. ⁽¹⁾	1Q22 Adj. ⁽¹⁾
Net financial income	75.1	72.8	69.2	62.9	280.0	107.5
<i>o/w</i> Net interest income	61.8	62.5	61.8	61.8	247.9	59.3
<i>o/w</i> Profit from treasury	13.2	10.3	7.4	1.1	32.1	48.1
Net commissions	108.1	106.3	110.1	126.4	450.8	118.6
Trading profit	23.9	16.7	15.6	18.9	75.0	29.2
Other expenses/income	0.5	0.1	-1.5	-0.5	-1.3	0.4
Total revenues	207.6	195.9	193.5	207.6	804.5	255.7
Staff expenses	-26.2	-26.7	-27.4	-29.3	-109.6	-28.3
Other admin.expenses	-30.6	-29.9	-27.6	-34.9	-123.1	-34.0
D&A	-6.3	-6.4	-6.4	-7.1	-26.2	-6.6
Operating expenses	-63.1	-63.0	-61.5	-71.3	-258.9	-69.0
Gross operating profit	144.5	132.9	132.0	136.3	545.7	186.7
Provisions	-8.2	-5.8	-31.1	-4.9	-49.9	-10.2
<i>o/w</i> Systemic charges	-5.8	-1.9	-30.0	-2.3	-40.0	-7.7
LLP	-0.5	-1.2	-0.4	0.4	-1.7	-0.8
Profit from investments	-0.6	1.8	0.3	-0.4	1.1	-0.6
Profit before taxes	135.2	127.7	100.9	131.4	495.1	175.1
Income taxes	-40.4	-37.8	-28.3	-39.4	-146.0	-51.5
Net profit adjusted ⁽¹⁾	94.7	89.9	72.6	91.9	349.2	123.6

1Q22 P&L FinecoBank and Fineco Asset Management

<i>mln</i>	Fineco Asset Management	FinecoBank Individual	FinecoBank Consolidated
Net financial income	-0.1	107.5	107.5
Dividends	0.0	0.0	0.0
Net commissions	32.6	86.0	118.6
Trading profit	0.0	29.0	29.0
Other expenses/income	-0.1	0.5	0.4
Total revenues	32.4	223.0	255.4
Staff expenses	-2.5	-25.8	-28.3
Other admin.exp. net of recoveries	-2.1	-32.0	-34.0
D&A	-0.1	-6.5	-6.6
Operating expenses	-4.7	-64.4	-69.0
Gross operating profit	27.8	158.7	186.4
Provisions	0.0	-10.2	-10.2
LLP	0.0	-0.8	-0.8
Profit on Investments	0.0	-0.6	-0.6
Profit before taxes	27.8	147.1	174.8
Income taxes	-3.5	-47.9	-51.4
Net profit for the period	24.3	99.2	123.5

Details on Net Interest Income

<i>mln</i>	1Q21	Volumes & Margins	2Q21	Volumes & Margins	3Q21	Volumes & Margins	4Q21	Volumes & Margins	FY21	Volumes & Margins	1Q22	Volumes & Margins
Financial Investments	44.6	24,416	43.2	23,977	41.3	23,824	39.8	23,564	168.8	23,945	37.1	23,834
<i>Net Margin</i>		0.74%		0.72%		0.69%		0.67%		0.71%		0.63%
<i>Gross margin</i>	44.8	0.74%	43.2	0.72%	41.4	0.69%	39.8	0.67%	169.2	0.71%	37.1	0.63%
Treasury activities ⁽¹⁾	3.9	2,791	4.7	3,140	4.3	2,646	4.4	2,670	17.2	2,812	4.4	2,786
<i>Net Margin</i>		0.57%		0.59%		0.64%		0.65%		0.61%		0.63%
Leverage - Long	3.4	171	3.9	199	4.3	214	4.3	213	16.0	199	3.4	172
<i>Net Margin</i>		8.12%		7.92%		8.00%		8.01%		8.01%		7.98%
Tax Credit	0.0	1	0.3	42	0.5	95	1.6	441	2.4	145	2.2	541
<i>Net Margin</i>		0.00%		2.50%		2.15%		1.43%		1.63%		1.62%
Lending	10.8	3,805	11.4	4,141	12.3	4,583	13.2	4,931	47.7	4,365	13.6	5,189
<i>Net Margin</i>		1.15%		1.10%		1.07%		1.06%		1.09%		1.07%
<i>o/w Current accounts</i>	3.6	1,632	3.9	1,748	4.1	1,866	4.3	2,005	16.0	1,812	4.4	2,132
<i>Net Margin</i>		0.90%		0.90%		0.87%		0.86%		0.88%		0.83%
<i>o/w Cards</i>	1.0	36	1.0	34	1.0	35	1.0	35	4.0	35	1.0	35
<i>Net Margin</i>		11.40%		11.36%		11.43%		11.47%		11.41%		11.44%
<i>o/w Personal loans</i>	4.2	447	4.3	466	4.4	481	4.5	495	17.4	472	4.5	506
<i>Net Margin</i>		3.83%		3.72%		3.64%		3.60%		3.69%		3.64%
<i>o/w Mortgages</i>	2.0	1,690	2.1	1,893	2.8	2,202	3.4	2,397	10.3	2,045	3.7	2,517
<i>Net Margin</i>		0.47%		0.45%		0.51%		0.55%		0.50%		0.60%
Other	-0.9		-0.9		-0.9		-1.5		-4.2		-1.2	
Total	61.8		62.5		61.8		61.8		247.9		59.3	
Gross Margin		0.82%		0.81%		0.79%		0.79%		0.80%		0.76%
Cost of Deposits		0.00%		0.00%		0.00%		0.00%		0.00%		0.00%

Volumes and margins: average of the period
Net margin calculated on real interest income and expenses

⁽¹⁾ Treasury activities: Unsecured lending, collateral switch, tiering, TLTRO, other repos

New interest rates environment

- In the recent months the market experienced a **significant structural change due to interest rates move and the inflationary environment**
- Below a comparison **in the forward rate curve** as of beginning of January, February and May 2022

	2022			2023			2024		
	as of 07/01/22	as of 07/02/22	as of 03/05/22	as of 07/01/22	as of 07/02/22	as of 03/05/22	as of 07/01/22	as of 07/02/22	as of 03/05/22
Euribor 1M AVG	-0.50%	-0.36%	-0.19%	-0.12%	0.49%	1.34%	0.14%	0.69%	1.67%
Euribor 3M AVG	-0.47%	-0.28%	-0.02%	-0.05%	0.57%	1.54%	0.18%	0.75%	1.73%
EURIRS 5Y AVG	0.16%	0.58%	1.32%	0.32%	0.74%	1.84%	0.42%	0.75%	1.90%
EURIRS 10Y AVG	0.43%	0.69%	1.57%	0.55%	0.80%	2.02%	0.63%	0.83%	2.07%
BTP 10Y EOP	1.40%	1.83%	2.89%	1.50%	1.88%	2.98%	1.56%	1.89%	3.01%

UniCredit bonds underwritten

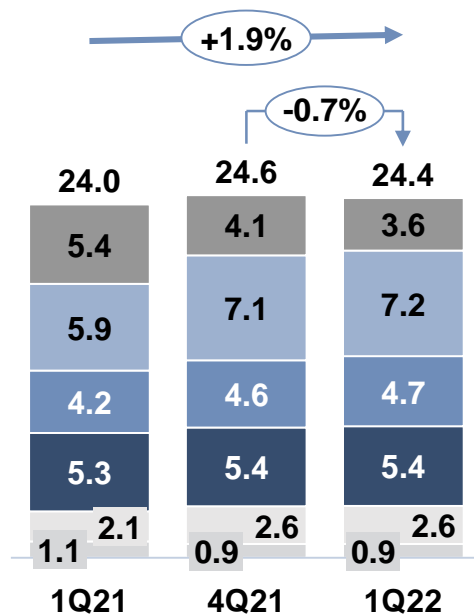
	ISIN	Currency	Amount (€ m)	Maturity	Indexation	Spread
1	IT0005057994	Euro	200.0	11-Apr-22	Euribor 1m	1.43%
2	IT0005114688	Euro	180.0	19-May-22	Euribor 1m	1.19%
3	IT0005120347	Euro	700.0	27-Jun-22	Euribor 1m	1.58%
4	IT0005144065	Euro	450.0	14-Nov-22	Euribor 3m	1.40%
5	IT0005158412	Euro	250.0	23-Dec-22	Euribor 3m	1.47%
6	IT0005163180	Euro	600.0	11-Feb-23	Euribor 3m	1.97%
7	IT0005175135	Euro	100.0	24-Mar-23	Euribor 3m	1.58%
8	IT0005217606	Euro	350.0	11-Oct-23	Euribor 3m	1.65%
9	IT0005241317	Euro	622.5	2-Feb-24	Euribor 3m	1.52%
Total		Euro	3,452.5		Euribor 3m	1.57%

Financial Investments

Further improvements for a diversified asset side

Bond Portfolio, avg bn

UC bonds Spain SSA ⁽¹⁾
 Italy Other Govies ⁽²⁾ Covered & Corporate



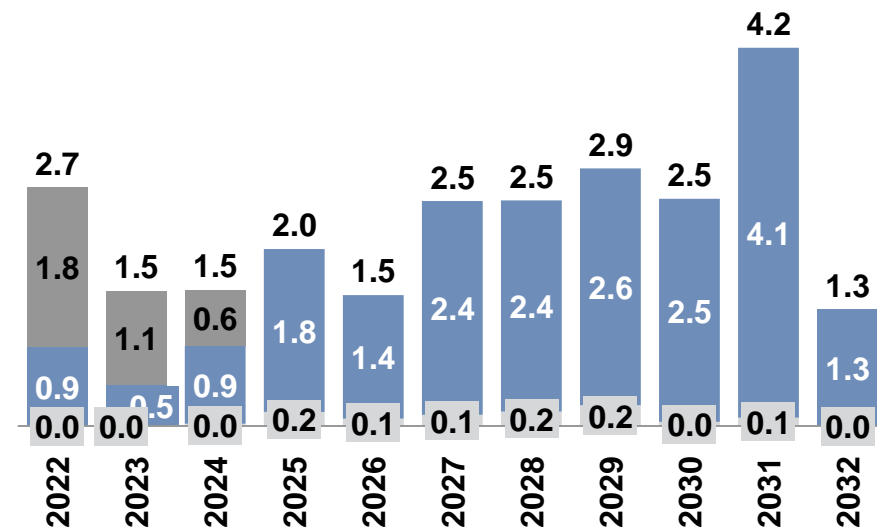
Avg Bond portfolio 1Q22 (excl. UC Bonds):

20.9bn, +12.1% y/y

61% at fixed rate, avg yield: 54bps ⁽³⁾

Bond portfolio run-offs, eop bn

UC Bonds Govies & SSA Covered & Corporate



143 183 152

UC Bonds avg spread vs Eur3M, bps

Residual maturity total portfolio: 5.7 yrs

o/w UC Bonds: 0.9 yrs

o/w bonds (excl. UC bonds): 6.4 yrs

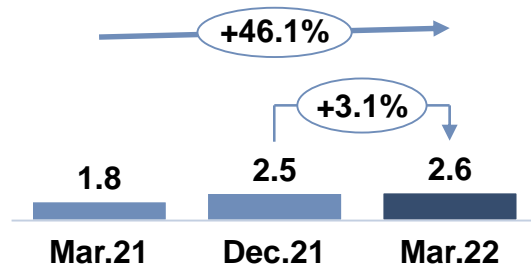
Overall portfolio duration: 3.1 years

Lending: high quality portfolio and cautious approach

2022 Guidance

Mortgages

Eop, bn

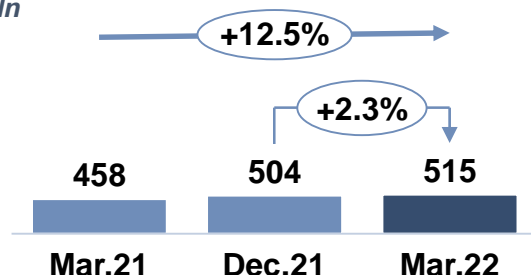


- **26,663 mortgages** granted since December 2016
- Average customer rate: **142 bps**. **1Q22 Yield⁽¹⁾ at 60 bps**
- Average Loan to Value on actual portfolio **~51%**, average maturity **19 yrs**
- **Low expected credit loss** (~15 bps). Only **11** clients accounted in NPL after 63 months from the launch

- yearly new production: ~ 300-350 mln
- Expected yield⁽³⁾: ~ 60-70 bps

Personal Loans

Eop, mln

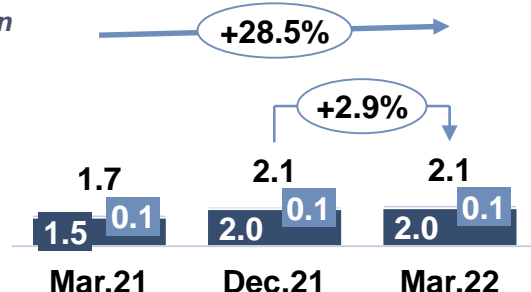


- Average ticket € 9,600 and average maturity 4.7 years
- **1Q22 Yield at 364 bps**
- **Efficient and real time process**, instant approval platform for eligible clients' requests thanks to a deep knowledge of clients.
- **Low expected credit loss** (~29 bps)

- yearly new production: ~ 250-300 mln
- ~ (20-50 mln net)
- Expected yield⁽³⁾: ~ 360-380 bps

Lombard Loans

■ Other lombard ■ Credit lombard
Eop, bn



o/w Credit Lombard⁽²⁾:

- **Attractive new pricing:** retail clients 75-135bps and best clients 50-100bps (on 3M Eur with floor zero)
- **Differentiated margins** according to the riskiness of the pledged assets
- **Very low expected loss** (~10 bps)

o/w Credit Lombard⁽²⁾:

- Expected growth: ~ 300-400 mln per year
- Expected yield⁽³⁾: ~ 70-80 bps

⁽¹⁾ Yield on mortgages net of amortized and hedging costs

⁽²⁾ Credit Lombard allows to change pledged assets without closing and re-opening the credit line, allowing more flexibility and efficiency with floor at zero

⁽³⁾ Expected yield are referred to the stock

Details on Net Commissions

Net commissions by product area							
<i>mln</i>	4Q20	1Q21	2Q21	3Q21	4Q21	FY21	1Q22
Banking	3.2	10.8	11.9	12.9	13.6	49.2	12.9
Brokerage	31.7	40.2	29.5	26.0	30.6	126.2	32.6
o/w							
Equity	26.5	36.1	24.6	22.5	26.2	109.5	28.1
Bond	1.9	0.8	2.3	0.4	1.2	4.6	0.6
Derivatives	2.7	2.9	2.2	2.3	2.8	10.1	3.5
Other commissions	0.6	0.4	0.4	0.8	0.4	2.0	0.4
Investing	57.8	57.2	65.0	71.4	82.3	275.9	73.5
o/w							
Placement fees	1.8	2.2	1.7	1.7	1.9	7.5	1.8
Management fees	67.5	72.5	78.4	85.0	91.9	327.9	93.2
to PFA's: incentives	-6.8	-6.2	-6.7	-7.8	-7.7	-28.4	-8.7
to PFA's: LTI	-0.6	-0.6	-0.9	-0.8	-1.0	-3.3	-1.0
Other PFA costs	-5.8	-10.7	-8.1	-6.7	-7.0	-32.5	-11.8
Other commissions	1.6	0.0	0.6	0.0	4.2	4.8	0.0
Other	-0.2	-0.1	-0.1	-0.2	-0.2	-0.6	-0.3
Total	92.6	108.1	106.3	110.1	126.4	450.8	118.6

Revenues breakdown by Product Area

P&L by product area						
<i>mln</i>	1Q21	2Q21	3Q21	4Q21	FY21	1Q22
Net financial income	72.6	69.8	65.9	60.0	268.2	105.3
<i>o/w Net interest income</i>	59.3	59.5	58.4	58.9	236.1	57.2
<i>o/w Profit from Treasury Management</i>	13.2	10.3	7.4	1.1	32.1	48.1
Net commissions	10.8	11.9	12.9	13.6	49.2	12.9
Trading profit	1.4	0.1	0.3	0.7	2.5	5.1
Other	0.1	0.1	0.1	0.2	0.5	0.1
Total Banking	84.9	81.9	79.1	74.5	320.4	123.4
Net interest income	3.5	4.0	4.4	4.4	16.4	3.5
Net commissions	40.2	29.5	26.0	30.6	126.2	32.6
Trading profit	22.0	15.9	15.5	17.9	71.3	23.7
Other	0.0	0.0	0.0	0.0	0.0	0.0
Total Brokerage	65.7	49.4	45.9	52.9	213.9	59.7
Net interest income	0.0	0.0	0.0	0.0	0.0	0.0
Net commissions	57.2	65.0	71.4	82.3	275.9	73.5
Trading profit	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	-0.1	-0.3	-0.3	-0.1
Total Investing	57.2	65.0	71.3	82.1	275.6	73.4

Breakdown Total Financial Assets

<i>mln</i>	Mar.21	Jun.21	Sep.21	Dec.21	Mar.22
AUM	48,018	51,399	52,648	55,450	53,651
o/w Funds and Sicav	33,271	35,699	36,233	38,053	35,985
o/w Insurance	12,659	13,448	14,122	14,963	15,354
o/w GPM	238	282	294	330	326
o/w AuC + deposits under advisory	1,850	1,970	1,998	2,105	1,986
<i>o/win Advice</i>	572	596	603	637	617
<i>o/win Plus</i>	1,278	1,374	1,395	1,468	1,369
AUC	20,347	21,760	22,038	22,970	22,804
o/w Equity	14,503	15,695	16,054	17,020	16,853
o/w Bond	5,772	5,993	5,893	5,796	5,777
o/w Other	72	72	90	155	174
Direct Deposits	28,687	28,273	28,867	29,495	30,362
o/w Sight	28,687	28,273	28,867	29,495	30,362
o/w Term	0	0	0	0	0
Total	97,052	101,431	103,552	107,915	106,817
<i>o/w Guided Products & Services</i>	35,381	38,531	39,721	42,304	41,018
<i>o/w TFA FAM retail</i>	11,465	13,215	13,929	15,133	15,249
<i>o/w TFA Private Banking</i>	41,844	44,763	45,924	48,761	47,133

Balance Sheet

<i>mln</i>	Mar.21	Jun.21	Sep.21	Dec.21	Mar.22
Due from Banks ⁽¹⁾	1,902	2,253	2,429	1,844	2,132
Customer Loans	4,639	5,269	5,624	6,002	6,088
Financial Assets	25,398	24,648	24,446	24,581	25,389
Tangible and Intangible Assets	277	281	279	279	276
Derivatives	84	85	92	126	466
Tax credit acquired	9	75	394	509	601
Other Assets	279	293	271	528	446
Total Assets	32,588	32,905	33,534	33,867	35,399
Customer Deposits	29,102	29,141	29,805	29,848	30,736
Due to Banks	1,149	1,173	1,169	1,225	1,808
Debt securities in Issue	0	0	0	497	498
Derivatives	140	119	91	65	-1
Funds and other Liabilities	413	575	501	505	503
Equity	1,783	1,897	1,969	1,727	1,855
Total Liabilities and Equity	32,588	32,905	33,534	33,867	35,399

⁽¹⁾ Due from banks includes cash deposited at Bank of Italy (1.5bn as of Mar.22, 1.3bn as of Dec.21, 1.8bn as of Sep.2021, 1.6bn as of June 2021, 1.3bn as of Mar.2021) and bank current accounts (0.3bn as of Mar.2022, 0.2bn as of Dec.21, 0.3bn as of Sep.2021, 0.3bn as of June 2021, 0.2bn as of Mar.2021)

Leverage Ratio Sensitivity

OUR PRIORITY

Focus on **our Balance Sheet** to keep under control the growth of deposits and improve our quality revenues mix. Thanks to our new initiatives, which are not yet at full speed, **at the same time we can:**

- 1) sustain our growth
- 2) distribute a growing dividend per share
- 3) keep our Leverage Ratio comfortably above the regulatory requirements and within our guidance (in a range 3.5%-4.0%)

Leverage Ratio comfortably under control

Retained earnings = Tier 1 Capital (mln)

	70	80	90	100	110	120	130	140	150	200	250	300	350	400	450	500
-500	4.03%	4.06%	4.08%	4.11%	4.14%	4.16%	4.19%	4.22%	4.24%	4.37%	4.50%	4.63%	4.76%	4.89%	5.02%	5.15%
0	3.98%	4.00%	4.03%	4.06%	4.08%	4.11%	4.13%	4.16%	4.18%	4.31%	4.44%	4.57%	4.70%	4.83%	4.95%	5.08%
500	3.92%	3.95%	3.98%	4.00%	4.03%	4.05%	4.08%	4.10%	4.13%	4.26%	4.38%	4.51%	4.64%	4.76%	4.89%	5.01%
1,000	3.87%	3.90%	3.92%	3.95%	3.97%	4.00%	4.02%	4.05%	4.07%	4.20%	4.33%	4.45%	4.58%	4.70%	4.82%	4.95%
1,500	3.82%	3.85%	3.87%	3.90%	3.92%	3.95%	3.97%	4.00%	4.02%	4.15%	4.27%	4.39%	4.52%	4.64%	4.76%	4.88%
2,000	3.77%	3.80%	3.82%	3.85%	3.87%	3.90%	3.92%	3.95%	3.97%	4.09%	4.22%	4.34%	4.46%	4.58%	4.70%	4.82%
2,500	3.73%	3.75%	3.77%	3.80%	3.82%	3.85%	3.87%	3.90%	3.92%	4.04%	4.16%	4.28%	4.40%	4.52%	4.64%	4.76%
3,000	3.68%	3.70%	3.73%	3.75%	3.78%	3.80%	3.82%	3.85%	3.87%	3.99%	4.11%	4.23%	4.35%	4.47%	4.58%	4.70%
4,000	3.59%	3.61%	3.64%	3.66%	3.68%	3.71%	3.73%	3.75%	3.78%	3.89%	4.01%	4.13%	4.24%	4.36%	4.47%	4.59%
5,000	3.50%	3.53%	3.55%	3.57%	3.60%	3.62%	3.64%	3.66%	3.69%	3.80%	3.92%	4.03%	4.14%	4.26%	4.37%	4.48%
6,000	3.42%	3.45%	3.47%	3.49%	3.51%	3.53%	3.56%	3.58%	3.60%	3.71%	3.83%	3.94%	4.05%	4.16%	4.27%	4.38%
7,000	3.35%	3.37%	3.39%	3.41%	3.43%	3.45%	3.48%	3.50%	3.52%	3.63%	3.74%	3.85%	3.96%	4.06%	4.17%	4.28%
8,000	3.27%	3.29%	3.31%	3.34%	3.36%	3.38%	3.40%	3.42%	3.44%	3.55%	3.66%	3.76%	3.87%	3.97%	4.08%	4.19%
9,000	3.20%	3.22%	3.24%	3.26%	3.28%	3.30%	3.33%	3.35%	3.37%	3.47%	3.58%	3.68%	3.79%	3.89%	3.99%	4.10%
10,000	3.13%	3.15%	3.17%	3.19%	3.21%	3.23%	3.26%	3.28%	3.30%	3.40%	3.50%	3.60%	3.71%	3.81%	3.91%	4.01%

LR > 4.0%

3.5% < LR < 4.0%

3.0% < LR < 3.5%

Considering our organic capital generation after dividend distribution and payment of AT1 coupon, also in case of extremely adverse market scenario, our **Leverage ratio** would comfortably remain in a range 3.5%-4.0%

Recap on our Industrial initiatives

Banking: combining Treasury and Business to boost growth



MORE DYNAMIC TREASURY MANAGEMENT:

- ✓ yield enhancement strategies (unsecured lending, collateral switch)
- ✓ full ADVANTAGE OF ECB's TIERING AND TLTRO
- ✓ Profit from Treasury Management



NEW PLATFORM TO DISTRIBUTE THIRD PARTIES SAVINGS ACCOUNTS
leveraging on our FinTech DNA



SMART REPRICING ON CURRENT ACCOUNTS IN 2020 AND NEW PRICING IN 2021 ON NEW CURRENT ACCOUNTS: given the acceleration of flight to quality towards our Bank, we can afford to be more selective in our base of clients



NEW PLATFORM FOR TAX CREDIT (Ecobonus and Superbonus): we are very active within the framework of the Law Decree no.34/2020, allowing homeowners to have a tax credit up to 110% for a list of interventions on their houses (i.e. increasing energy efficiency of buildings, reducing seismic risk, etc.)

Investing: accelerating revenues and margins thanks to higher AUM volumes and to the strategic discontinuity in FAM to take more control of the value chain, improving operational efficiency

STRONG VOLUME EFFECT

- **INCREASING PFAs PRODUCTIVITY** thanks to our **cyborg-advisory approach** and to our technology
- **ROBUST AUM NET SALES** as we are in the sweet spot to capture the acceleration of structural trends already in place
- **NEW PFA INCENTIVE SCHEME** based on inflows in:
 - Asset Under Management
 - quality solutions with a strong focus on RISK MANAGEMENT
- Clients starting to increase their **RISK APPETITE**

FAM OPERATIONAL EFFICIENCY

- The **internalization of the value chain** will allow FAM to **progressively and structurally lower the costs of third parties**, creating more value (i.e. lower costs of mandate, new advisory services, new flagship product range fully managed in-house and new passive funds)
- FAM is core for **extracting additional value** (on fund administration costs, custodian, etc)
- FAM **margins contribution** expected to grow with the increase of FAM volumes as institutional classes products (FAM funds underlyings of wrappers) can be used as underlying of Investing solutions
- **Widening equity strategies offer** due to the increasing demand by customers

Fineco Asset Management in a nutshell

AUM at € 25.5bn, of which € 15.2bn retail classes⁽¹⁾. Over 400 ISIN launched since inception

FUNDS OF FUNDS

FAM SERIES (sub-advised funds)

INSTITUTIONAL CLASSES

FAM EVOLUTION

- ✓ **FAM Megatrend**: multi-thematic fund investing in secular trends
- ✓ **New building blocks** both vertical and based on risk profile
- ✓ **FAM Target**: decumulation products for customers who want to take advantage of bear market phase
- ✓ **FAM Passive Underlyings**

CORE SERIES

- ✓ Release of **Premium Share Classes**
-
- ✓ **Additional sub-advisory mandates in pipeline with ~15 new strategies in the coming weeks** to further enlarge the offer through **quality and exclusivity agreements** for Fineco
 - ✓ **FAM Global Defence**: new capital preservation solution
 - ✓ **New flagship FAM Target China Coupon and ESG Target Global Coupon**: investment solutions to build up exposure towards equity
 - ✓ **FAM Passive Single Strategies**
-
- ✓ FAM underlying funds for advisory solutions (both funds of funds and Insurance wrappers) allowing a better control of the value chain **to retain more margins and lower customers' TER**
 - ✓ **FAM Passive Underlyings**
 - ✓ 68 strategies, including also Passive and new Smart Beta funds

BENEFITS

- **Quality improvement and time to market for customers and distribution needs**
- **Several efficiencies** leveraging on a vertically integrated business model combined with the strong operating efficiency which is in Fineco's DNA
- **Better risk management** thanks to the look-through on daily basis on funds' underlying assets
- **Win-win solution**: lower price for clients, higher margins

Brokerage: extracting value from the vertical integration

After the successful integration of our asset management business through FAM, we are now applying the same strategy with the launch of Leveraged Certificates thanks to our strong operating leverage and to the consistently increasing volumes

Leveraged Certificates

We have launched our offer Leveraged Certificates offer and are now issuer, market maker and distributor.

Thanks to the **vertical integration** of the business and the **full control in the relationship with clients**, over time we are going to convert low-value flows on other issuers' certificates into our own.

Market size in Italy: 13 bn⁽¹⁾ volumes and 100 mln revenues⁽²⁾. **We are also targeting flows on leveraged ETFs and covered warrants**

Step 1: launch of the first certificates on FTSE MIB, DAX, EuroSTOXX50, CAC and forex (eur/usd, eur/gbp, eur/jpy, gbp/usd)

Step 2: widen the **leveraged certificates offer**

Hi-MTF

On July 22nd, 2021 FinecoBank finalized the acquisition of a 20% stake (cost around 1.25mln) **of Hi-MTF**







Rationale: to increase our ability to extract value from the vertical integration of the business thanks to our clients' strong volumes

⁽¹⁾ ACEPI (Italian Association of Certificates and Investment Products)

⁽²⁾ Internal estimates

Fineco UK vs competitors

Products and services

					
BANKING	Bank Account	✓	✗	✗	✓
	Multi Currency	✓	✗	✗	✓
	Debit Cards	✓	✗	✗	✓
TRADING	Shares	✓	✓	✓	✓
	Bonds	✓	✗	✓	✗
	Futures & Options	✓	✗	✗	✗
	CFDs	✓	✓	✗	✗
	FX	✓	✓	✗	✗
	Analytic tools	✓	✗	✗	✗
INVESTING	Funds	✓	✗	✓	✗
	ISA	✓	✓	✓	✗
	SIPP 	✓	✗	✓	✗

 Coming Soon

Platform features

Usability, reliability and advanced tools

					
Free Basic Market Data	✓	✓	✓	✓	✓
Free Real time DMA	✓	✗	✗	✗	✗
Advanced Charting tool	✓	✗	✗	✗	✗
Recurring investments	✓	✗	✓	✗	✓
Trading order strategies	✓	✓	✗	✗	✗
Stock screener	✓	✗	✗	✗	✗
Payments	✓	✗	✗	✓	✓
Budget track	✓	✗	✗	✓	✗
Open banking	✓	✗	✗	✓	✓

Fineco UK: Premium service without premium price

Disruptive pricing 100% sustainable thanks to our strong operating leverage

OTC: zero commission, no added spreads

Share CFD\Broker Buy 100 units	FINECO BANK	IG	CMIC cmc markets	SAXO BANK	Plus500
HSBC * 498.20 GBP	0	£10	£9	£8	£0.67
APPLE * 225.64 USD	0	£15	\$10	\$10	\$9.5
BMW * 42.61 EUR	0	€10	€9	€10	€10.75

	FINECO BANK	IG	CMIC cmc markets	SAXO BANK
CFD on UK INDEX	PIPS	PIPS	PIPS	PIPS
Ftse100	0.6	1	1	0.8

Multicurrency: best spreads, no commissions

£ ↔ €	FINECO BANK	Revolut	TransferWise	STARLING BANK	HSBC	HARGREAVES LANSDOWN	interactive investor
£2,000	£4.46	£4.99 Saving: -12%	£7.49 Saving: -68%	£8.02 Saving: -80%	£14.98 Saving: -236%	£16.94 Saving: -280%	£29.95 Saving: -572%
£10,000	£22.3	£44.93 Saving: -101%	£37.44 Saving: -68%	£40.7 Saving: -83%	£74.88 Saving: -236%	£84.7 Saving: -280%	£150 Saving: -573%
£500,000	£668.63	£2,491.22 Saving: -273%	£1,872.16 Saving: -180%	£2,005.88 Saving: -200%	£3,744.32 Saving: -460%	£4,234.64 Saving: -533%	£2,496.21 Saving: -273%
£1,000,000	£1,114.4	£4,987.43 Saving: -348%	£2,852.8 Saving: -156%	£4,011.77 Saving: -260%	£7,488.6 Saving: -572%	£8,470 Saving: -660%	£2,496.21 Saving: -124%

Platform fees: the most competitive

Portfolio size	FINECO BANK	HARGREAVES LANSDOWN	AJBell	BARCLAYS	Fidelity INTERNATIONAL	HSBC
£20,000.00	0.25%	0.45%	0.28%	0.30%	0.35%	0.25%

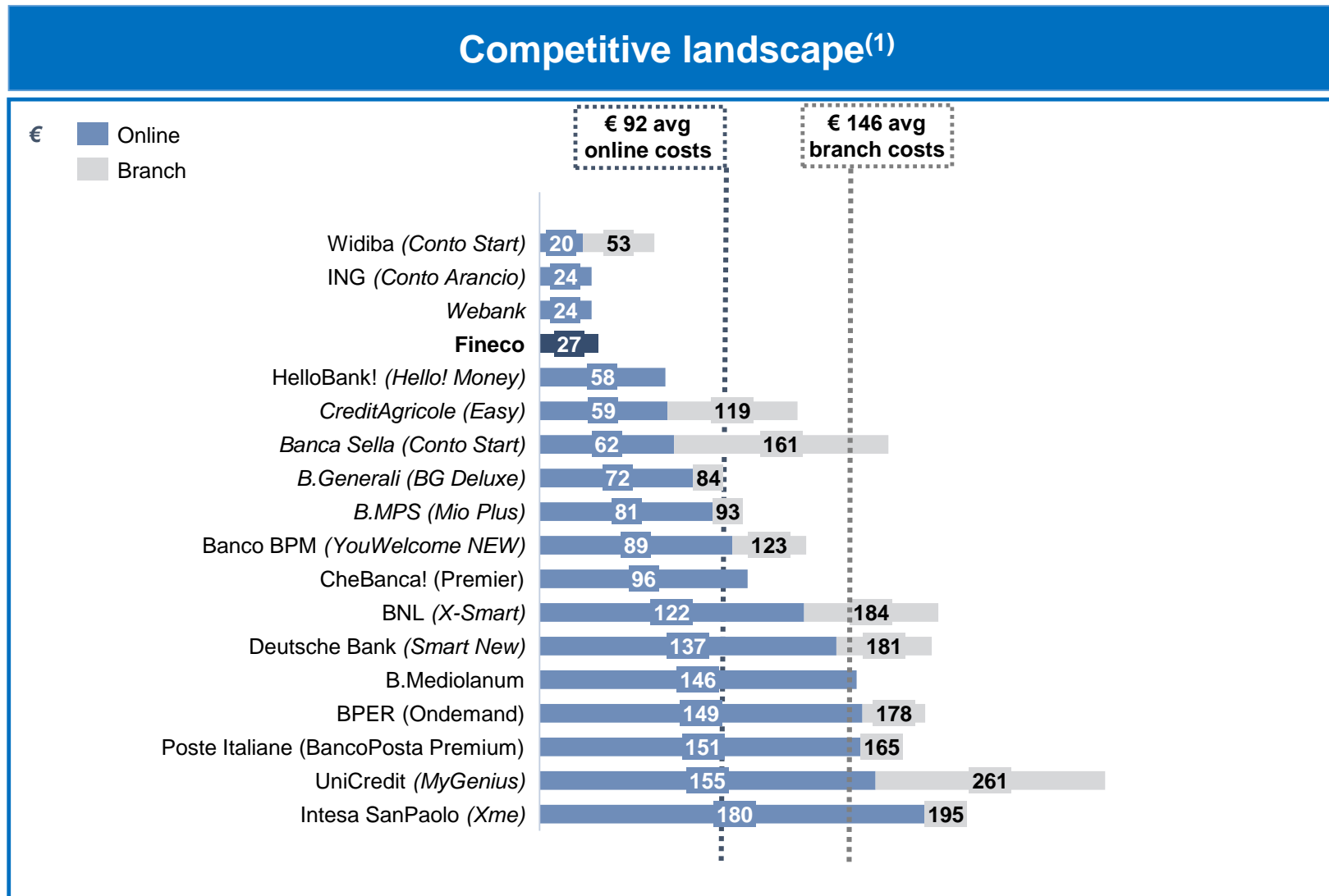
Stock broking: flat fees

	FINECO BANK	HARGREAVES LANSDOWN	interactive investor	AJBell	IG	SAXO BANK	Interactive Brokers
London Stock Exchange							
Stock for £5,000	£2.95	£11.95	£7.99 ⁽¹⁾	£9.95 ⁽¹⁾	£8	£8	£3
Stock for £20,000	£2.95	£11.95	£7.99 ⁽¹⁾	£9.95 ⁽¹⁾	£8	£20	£3

Transaction fees

	FINECO BANK	HARGREAVES LANSDOWN	AJBell	BARCLAYS	Fidelity INTERNATIONAL	HSBC
	£0.00	£0.00	£1.50	£3.00	£10.00	No online Phone dealing only

Preserving our best price/quality ratio

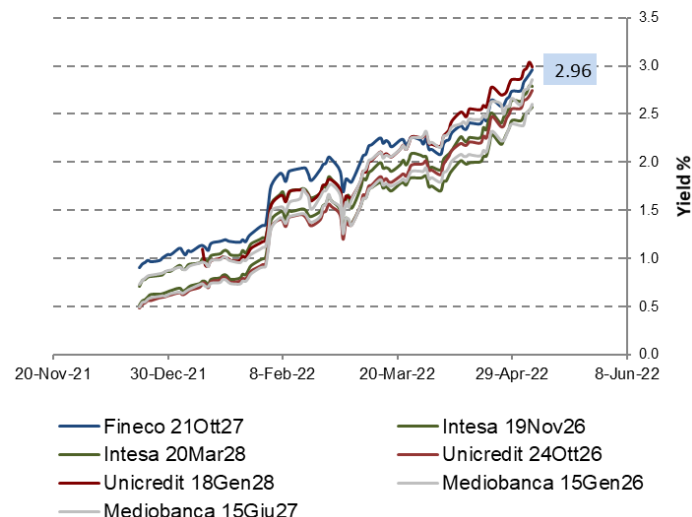


Fixed Income

Senior Preferred instrument

- On October 14th, 2021, Fineco successfully issued 500mln Senior Preferred in order to be immediately compliant with the Fully Loaded MREL Requirement on Leverage Ratio Exposure, which will be binding starting from January 1st, 2024.
 - Annual **coupon at 0.50%** (5 years Mid Swap Rate plus 70 bps vs initial guidance of plus 100 bps) for the first 5 years, floating rate between the fifth and sixth year
 - Public placement with a **strong demand, more than 4 times the offer**
 - The instrument has been **rated BBB by S&P**

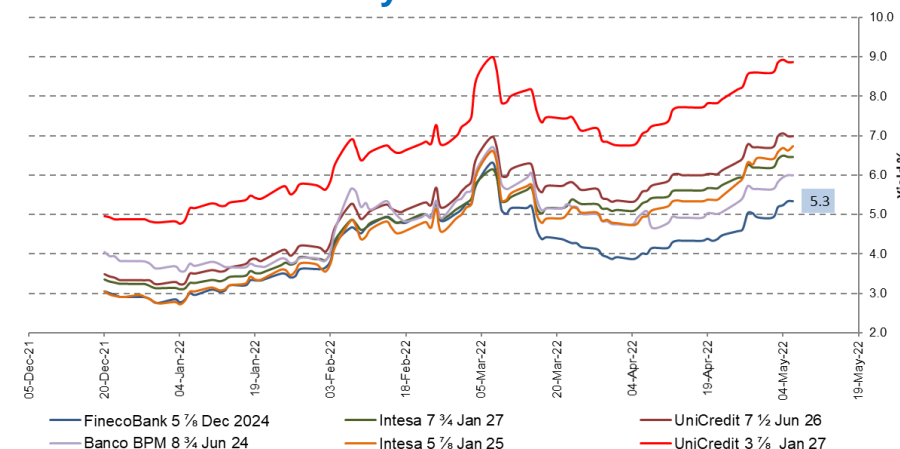
Italian Senior Preferred



AT1 instruments

- **€200 mln perpetual AT1 issued on January 23rd, 2018:**
 - Coupon fixed at **4.82%** for the initial **5.5 years**
 - **Private placement**, fully subscribed by UniCredit SpA
 - **Semi-annual coupon.** Coupon (net of taxes) will impact directly Equity reserves
- **€300mln perpetual AT1 issued on July 11th, 2019** in order to maintain the Leverage Ratio above 3.5% after the exit from the UniCredit Group:
 - Coupon fixed at **5.875%** (initial guidance at 6.5%) for the initial **5.5 years**
 - **Public placement**, with strong demand (9x, €2.7bn), listed in Euronext Dublin
 - **Semi-annual coupon.** Coupon (net of taxes) will impact directly Equity reserves
 - The instrument was assigned a **BB-** rating by S&P

Italian AT1 yield at first call date



Main Financial Ratios

	Mar.21	Jun.21	Sep.21	Dec.21	Mar.22
PFA TFA/ PFA (mln) ⁽¹⁾	31.6	32.5	33.0	33.9	32.8
Guided Products / TFA ⁽²⁾	36%	38%	38%	39%	38%
Cost / income Ratio ⁽³⁾	30.4%	31.3%	31.4%	32.2%	27.0%
CET 1 Ratio	26.5%	18.6%	18.4%	18.8%	19.3%
Adjusted RoE ⁽⁴⁾	22.2%	23.3%	21.5%	22.0%	30.4%
Leverage Ratio	4.77%	4.03%	4.04%	4.02%	3.99%
Leverage Ratio excl. temporary exemption ⁽⁵⁾	4.77%	3.81%	3.80%	3.84%	3.80%

⁽¹⁾ PFA TFA/PFA: calculated as end of period Total Financial Assets related to the network divided by number of PFAs eop

⁽²⁾ Calculated as Guided Products eop divided by Total Financial Assets eop

⁽³⁾ C/I ratio net of non recurring items (see page 40 for details) calculated as Operating Costs divided by Revenues net of non recurring items

⁽⁴⁾ RoE: annualized Net Profit, net of non recurring items (see page 40 for details) divided by the average book shareholders' equity for the period (excluding dividends expected to be distributed and the revaluation reserves)

⁽⁵⁾ Leverage ratio excluding temporary exemption (it includes exposures towards Central Banks within total leverage ratio exposures).