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Oggetto : PR FINECOBANK_TOTAL NET SALES
NOVEMBER 2025

Testo del comunicato

Vedi allegato



PRESS RELEASE

NOVEMBER NET SALES ABOVE € 1 BN, THE PACE OF INVESTMENTS ACCELERATES BROKERAGE REVENUES REMAIN AT HIGH LEVELS, +~30% NEW CLIENTS Y/Y

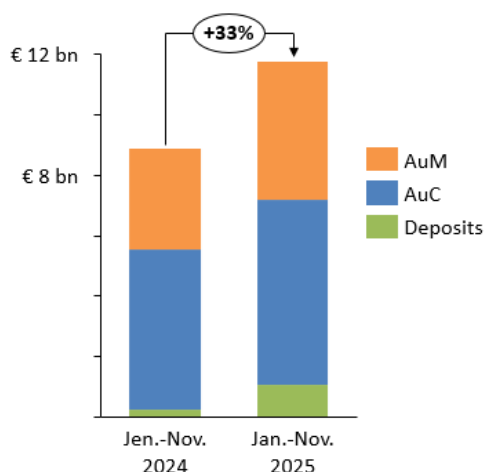
- November net sales **€ 1 billion**, o/w AuM **€ 520 million**
- Net Sales YTD at **€ 11.8 billion**: AuM **€ 4.6 billion**, deposits **€ 1.1 billion**
- **Brokerage** November: AuC net sales **€ 538 million**, revenues at **€ 21.5 million**
- **FAM: November** retail net sales at **€ 363 million**, assets at **€ 41.0 billion**

Milan, December 4th, 2025

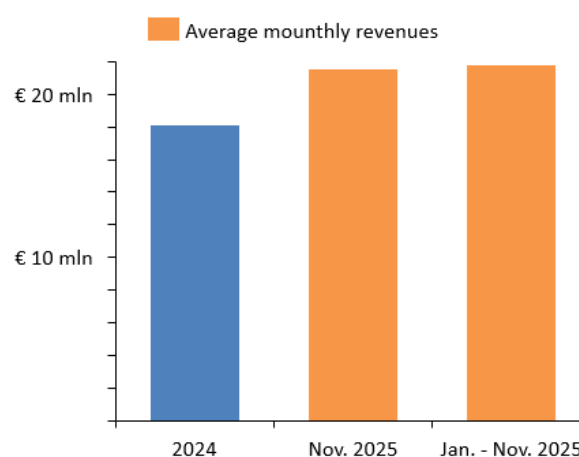
Total net sales registered € 1,023 million in November (+8.7% increase compared to the € 941 million in November 2024), bringing the year-to-date total to € 11.8 billion. Strong client acquisition capacity as evidenced by the positive trend in new customers (around +30% y/y since the beginning of the year) confirms Fineco's attractiveness and its ideal positioning to meet the growing financial needs of savers.

The asset mix saw a strong increase in Asset under Management, with inflows equal to € 520 million (from €387 million in November 2024), with Fineco Asset Management's retail inflows achieving the second-best monthly result of the year at €363 million. Asset under Custody net sales grew to € 538 million compared to € 61 million in November 2024 and contributed to solid brokerage revenues together with the continuous expansion of active clients: in November, brokerage revenues are at around € 21.5 million (€ 240 million since the beginning of the year, +20% y/y). The trend in deposits net sales – equal to € -36 million – also reflects the seasonal effect connected with clients' tax payments.

TOTAL NET SALES CLOSE TO € 12 BILLION



BROKERAGE, REVENUES YTD +20% Y/Y



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

"Total net sales in November show Fineco's continuous growth path, improving its attractiveness for customers increasingly interested in investing. The network of financial advisors confirms the ability to support our clients, while the efficiency of the brokerage platform allows them to interact directly with markets and access new investment opportunities. In addition, the contribution of Fineco Asset Management is particularly focused in offering innovative solutions with an approach characterized by continuous pursuit for efficiency."



figures in € million

| TOTAL NET SALES | NOV 2025 | NOV 2024 | JAN-NOV '25 | JAN-NOV '24 |
|-------------------------------|------------------|------------------|------------------|----------------|
| Assets under management | 520.5 | 387.2 | 4,594.1 | 3,310.0 |
| Assets under custody | 538.4 | 61.1 | 6,125.3 | 5,321.2 |
| Direct deposits | -36.1 | 492.6 | 1,052.1 | 233.8 |
| TOTAL NET SALES | 1,022.8 | 940.9 | 11,771.4 | 8,865.0 |
| | | | | |
| TOTAL FINANCIAL ASSETS | NOV 2025 | DEC 2024 | NOV 2024 | |
| Assets under management | 73,098.1 | 66,382.6 | 66,000.2 | |
| Assets under custody | 54,646.7 | 44,715.0 | 45,031.4 | |
| Direct deposits | 30,724.7 | 29,668.2 | 28,679.5 | |
| TOTAL FINANCIAL ASSETS | 158,469.5 | 140,765.8 | 139,711.2 | |

FAM, retail net sales at € 363 million, € 3.2 billion since the beginning of the year

In November, Fineco Asset Management recorded retail net sales equal to € 363 million, bringing the total since the beginning of the year at € 3.2 billion. FAM assets as of November 30th, 2025 reached € 41.0 billion, of which € 28.8 billion retail class (16% y/y) and € 12.2 billion institutional class (+3% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 39.4% compared to 37.5% a year ago.

Total Financial Assets at € 158 billion, Private Banking over € 80 billion

Total Financial Assets were equal to € 158.5 billion, compared to € 139.7 billion in November 2024 (+13%). In particular, TFA related to Private Banking were at € 80.3 billion, compared to € 68.1 billion in November 2024 (+18% y/y).

Almost 180,000 new clients YTD

In November, 15,672 new clients were acquired (+7.5% y/y), bringing the number of new customers since the beginning of the year to 179,696 (+29.5% y/y). As of November 30th, 2025 total number of clients reached 1,789,887.



figures in € million

| PFA NETWORK NET SALES | NOV 2025 | NOV 2024 | JAN-NOV '25 | JAN-NOV '24 |
|------------------------------|-----------------|-----------------|--------------------|--------------------|
| Assets under management | 526.0 | 391.1 | 4,605.2 | 3,343.3 |
| Assets under custody | 304.4 | -17.6 | 3,681.8 | 3,553.6 |
| Direct deposits | -54.9 | 368.7 | 490.6 | -2.4 |
| TOTAL NET SALES | 775.5 | 742.2 | 8,777.6 | 6,894.4 |

| PFA NETWORK TFA | NOV 2025 | DEC 2024 | NOV 2024 |
|-------------------------------|------------------|------------------|------------------|
| Assets under management | 72,629.3 | 65,913.8 | 65,524.5 |
| Assets under custody | 39,783.5 | 32,963.3 | 33,344.3 |
| Direct deposits | 23,366.8 | 22,863.4 | 22,138.9 |
| TOTAL FINANCIAL ASSETS | 135,779.5 | 121,740.5 | 121,007.7 |

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