

Informazione Regolamentata n. 1615-2-2026	Data/Ora Inizio Diffusione 12 Gennaio 2026 10:59:06	Euronext Milan
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Societa' : FINECOBANK

Utenza - referente : FINECOBANKN02 - Spolini Paola

Tipologia : REGEM

Data/Ora Ricezione : 12 Gennaio 2026 10:59:06

Data/Ora Inizio Diffusione : 12 Gennaio 2026 10:59:05

Oggetto : CS FINECOBANK\_TOTAL NET SALES  
DECEMBER 2025

*Testo del comunicato*

Vedi allegato



## PRESS RELEASE

### RECORD NET SALES IN DECEMBER, WITH VERY STRONG AUM OVER €13.4 BILLION NET SALES IN 2025, CLIENTS EXCEED 1.8 MILLION

- December net sales at **€ 1.7 bn.** AuM at **€ 862 million**, deposits at **€ 957 million**
- Net Sales YTD at **€ 13.4 billion**. AuM at **€ 5.5 billion**, deposits at **€ 2 billion**
- **Brokerage**: revenues in December at **€ 16 million**, YTD at **€ 256 billion**
- **FAM**: December retail net sales at **€ 340 million**, assets at **€ 41.4 billion**

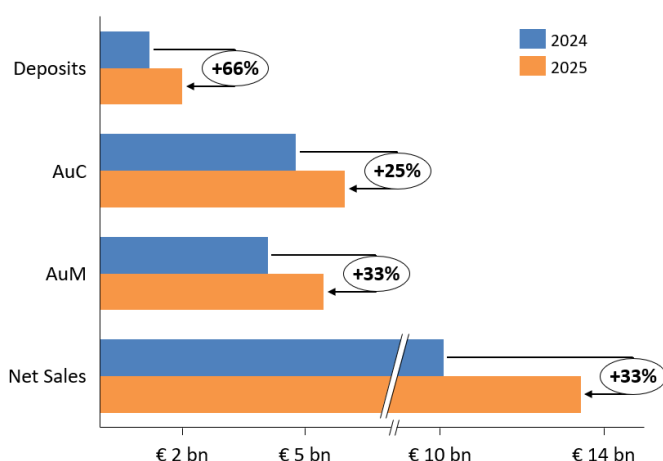
**Milan, January 12<sup>th</sup>, 2026**

Total net sales in December 2025 reached an all-time high € 1,669 million (+37% compared to € 1,218 million in December 2024), equal to € 13.4 billion since the beginning of the year and overcoming by far the whole 2024 net sales of € 10.1 billion (+33% y/y). Fineco confirmed to be the reference platform for any financial need, with strong client acquisition throughout the year leading to more than 1.8 million clients.

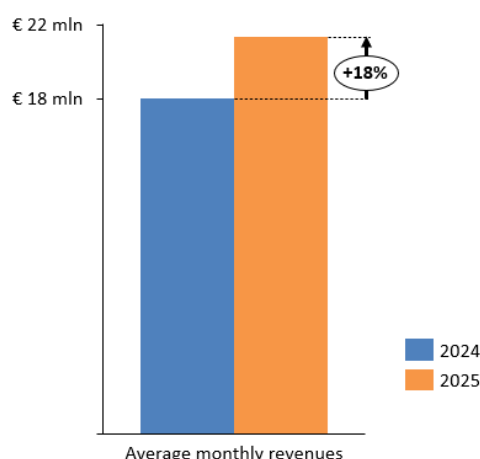
The asset mix saw a strong increase in Asset under Management net sales, which recorded the Bank's best monthly result since April 2021 with € 862 million (up from € 783 million in December 2024), ending the year at €5.5 billion (compared to € 4.1 billion in 2024, +33% y/y). Fineco Asset Management's retail inflows amounted to € 340 million in December.

Deposits net sales were also solid, reaching € 957 million in December and € 2 billion for the full year 2025 (+66% y/y). Assets under Custody were equal to € -150 million, while brokerage revenues, supported by the continued expansion of the active client base, are equal to € 16 million. Year-to-date brokerage revenues are equal to € 256 million (+18% y/y), with 51.8 million executed orders (+22% y/y).

#### TOTAL NET SALES, GROWTH ACROSS ALL COMPONENTS



#### BROKERAGE, REVENUES YTD +18% Y/Y



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

*"The strong December net sales confirm further growth for Fineco, thanks to a business model that combines an advanced technological platform with the support of our financial advisors, committed to enhancing the role of long-term financial planning. A trend strengthened by the constant expansion of our customers, who show increasing interest in efficient solutions such as those developed by Fineco Asset Management. Today, the Bank is thus in an ideal position to start the new year with optimism, and to continue on its growth and innovation path."*



figures in € million

TOTAL NET SALES	DEC 2025	DEC 2024	JAN-DEC '25	JAN-DEC '24
Assets under management	862.2	782.9	5,456.3	4,092.8
Assets under custody	-150.2	-542.3	5,975.1	4,779.0
Direct deposits	957.1	977.1	2,009.2	1,210.9
<b>TOTAL NET SALES</b>	<b>1.669.2</b>	<b>1,217.8</b>	<b>13,440.6</b>	<b>10,082.7</b>
TOTAL FINANCIAL ASSETS	DEC 2025	DEC 2024		
Assets under management	73,997.3	66,382.6		
Assets under custody	54,872.6	44,715.0		
Direct deposits	31,681.8	29,668.2		
<b>TOTAL FINANCIAL ASSETS</b>	<b>160,551.7</b>	<b>140,765.8</b>		

#### ***FAM, retail net sales at €340 million, €3.5 billion in 2025***

In December, Fineco Asset Management recorded retail net sales equal to € 340 million, bringing the total since the beginning of the year at €3.5 billion. FAM assets as of December 31<sup>st</sup>, 2025 reached € 41.4 billion, of which € 29.1 billion retail class (+16% y/y) and € 12.3 billion institutional class (+5% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 39.3% compared to 37.7% a year ago.

#### ***Total Financial Assets above € 160 billion, Private Banking over € 81 billion***

Total Financial Assets were equal to € 160.6 billion, compared to € 140.8 billion in December 2024 (+14% y/y). In particular, TFA related to Private Banking were at € 81.4 billion, compared to € 68.4 billion in December 2024 (+19% y/y).

#### ***194 thousand new clients since the beginning of the year, total exceeds 1.8 million***

In December, 14,108 new clients were acquired (+4% y/y), bringing the number of new clients since the beginning of the year to 193,804 (+27% y/y). The total number of clients as of December 31<sup>st</sup>, 2025 stood at 1,800,047.



figures in € million

<b>PFA NETWORK NET SALES</b>	<b>DEC 2025</b>	<b>DEC 2024</b>	<b>JAN-DEC '25</b>	<b>JAN-DEC '24</b>
Assets under management	860.3	784.8	5,465.5	4,128.0
Assets under custody	-293.5	-558.9	3,388.3	2,994.7
Direct deposits	618.0	713.5	1,108.7	711.1
<b>TOTAL NET SALES</b>	<b>1.184.9</b>	<b>939.4</b>	<b>9,962.5</b>	<b>7,833.8</b>
<b>PFA NETWORK TFA</b>	<b>DEC 2025</b>	<b>DEC 2024</b>		
Assets under management	73,524.8	65,913.8		
Assets under custody	39,801.0	32,963.3		
Direct deposits	23,985.3	22,863.4		
<b>TOTAL FINANCIAL ASSETS</b>	<b>137,311.2</b>	<b>121,740.5</b>		

<b>EXECUTED ORDERS</b>	<b>DEC 2025</b>	<b>DEC 2024</b>
Equity Italy	21,246,552	15,663,735
<i>o/w internalized</i>	<i>4,762,992</i>	<i>3,803,076</i>
Equity US + other markets	10,433,006	8,587,427
Bonds	1,437,695	1,633,236
Derivatives	11,867,880	10,253,231
<i>o/w internalized Italy</i>	<i>684,048</i>	<i>767,460</i>
CFD	3,023,608	2,546,696
Other	3,816,158	3,734,195
<b>TOTAL EXECUTED ORDERS</b>	<b>51,824,899</b>	<b>42,418,520</b>

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