

<p>Informazione Regolamentata n. 1615-42-2026</p>	<p>Data/Ora Inizio Diffusione 8 Aprile 2026 10:32:28</p>	<p>Euronext Milan</p>
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Societa' : FINECOBANK

Utenza - referente : FINECOBANKN02 - Spolini Paola

Tipologia : REGEM

Data/Ora Ricezione : 8 Aprile 2026 10:32:28

Data/Ora Inizio Diffusione : 8 Aprile 2026 10:32:28

Oggetto : PR FINECOBANK_TOTAL NET SALES
MARCH 2026

Testo del comunicato

Vedi allegato



PRESS RELEASE

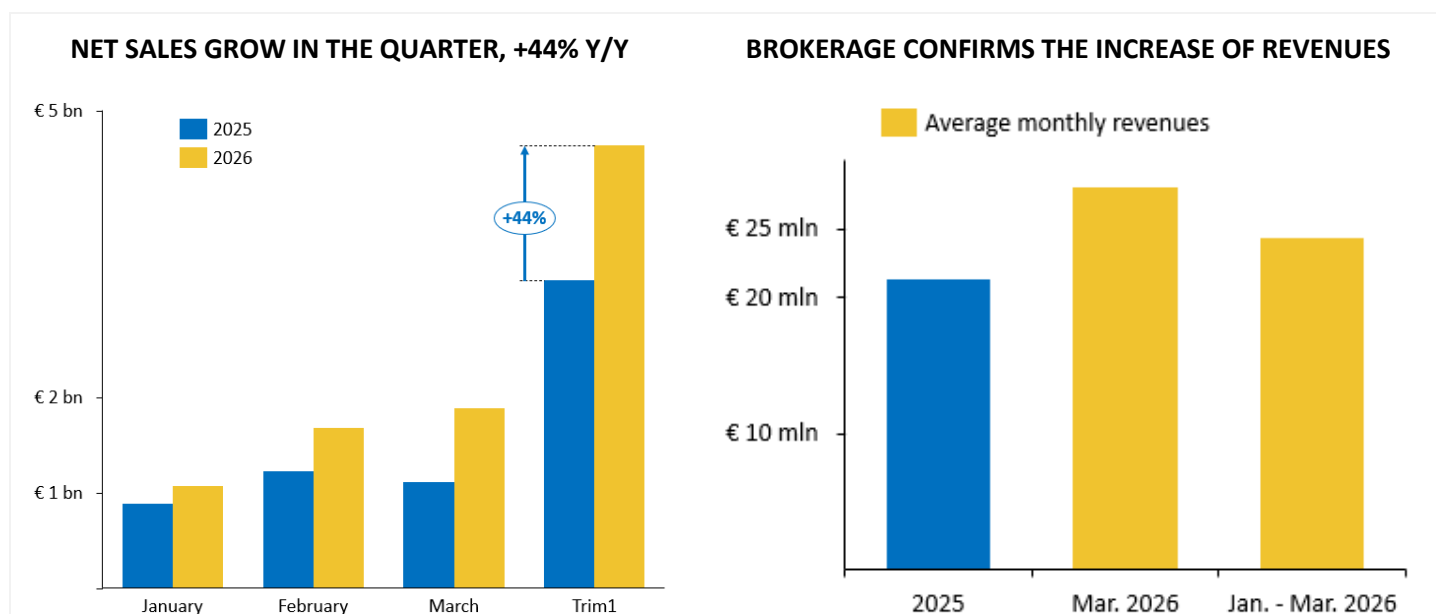
NET INFLOWS REACH A NEW ALL-TIME HIGH IN MARCH (+70% Y/Y) INVESTMENTS ACCELERATING, NEW CLIENTS UP 26% Y/Y

- March net sales at **€ 1.9 billion**. AuM at **€ 300 million**
- Net Sales YTD at **€ 4.6 billion**. AuM at **€ 1.16 billion**
- **Brokerage**: AuC at **€1,954 million**, revenues in March at **€ 28 million**
- **FAM**: March retail net sales at **€ 150 million**, assets at **€ 41.9 billion**

Milan, April 8th, 2026

In March Fineco confirmed the acceleration of its growth trajectory, reaching a new record high in terms of total net sales (€ 1,882 million, +70% y/y) and a further increase in new clients acquisition (above 20k, +26% y/y). Total net sales set a new record-high for the third time in the last four months, also confirming high quality among new customers.

The asset mix shows Assets under Management at €297 million, with retail inflows by Fineco Asset Management at €150 million. Direct deposits stood at €-369 million, reflecting the high level of activity by brokerage clients both on equity and bond markets, taking advantage of the correction during a month which also saw the BTP Valore auction. In such a context Assets under Custody reached €1,954 million, confirming to be a strategic component of Fineco business model by significantly contributing to brokerage revenues, estimated at around €28 million in March (+23% y/y) and €73 million year-to-date (+6% y/y).



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

“Total net sales in March highlight Fineco’s ability to meet savers’ new financial needs, confirming the attractiveness of our business model. The acceleration of net inflows went hand in hand with an increase in both the number and the quality of new clients, confirming a greater propensity towards investments, also through a direct interaction with the markets. In this scenario the role of our financial advisors is crucial in supporting savers through efficient, long-term financial planning, meeting the growing request for transparency, supported by advanced advisory.”



figures in € million

TOTAL NET SALES	MAR 2026	MAR 2025	JAN-MAR '26	JAN-MAR '25
Assets under management	297.1	393.8	1,161.2	1,070.6
Assets under custody	1,953.6	767.7	3,643.0	2,703.9
Direct deposits	-368.9	-52.4	-173.7	-553.9
TOTAL NET SALES	1,881.9	1,109.2	4,630.5	3,220.6
TOTAL FINANCIAL ASSETS	MAR 2026	DEC 2025	MAR 2025	
Assets under management	73,872.6	74,041.4	66,318.5	
Assets under custody	56,720.7	54,828.5	46,817.2	
Direct deposits	31,508.1	31,681.8	29,118.8	
TOTAL FINANCIAL ASSETS	162,101.5	160,551.7	142,254.5	

FAM, retail net sales at €150 billion, €676 million year-to-date

In March, Fineco Asset Management recorded retail net sales equal to € 150 million, bringing the total since the beginning of the year to 676 million. FAM assets as of March 31st, 2026, reached € 41.9 billion, of which € 29.1 billion retail class (+15% y/y) and € 12.8 billion institutional class (+11% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 39.4% compared to 38.2% a year ago.

Total Financial Assets at € 162 billion, Private Banking at € 81 billion

Total Financial Assets were equal to € 162.1 billion, compared to € 142.3 billion in March 2025 (+14% y/y). In particular, TFA related to Private Banking were at € 81.2 billion, compared to € 68.7 billion in March 2025 (+18% y/y).

Over 20,500 new clients in March, up 26% year on year

In March 20,634 new clients were acquired (+26% y/y), bringing the number of new clients since the beginning of the year to 65,029 (+18% y/y). The total number of clients as of March 31st, 2026 stood at 1,850,331 (+9% y/y).



figures in € million

PFA NETWORK NET SALES	MAR 2026	MAR 2025	JAN-MAR '26	JAN-MAR '25
Assets under management	303.3	396.5	1,166.6	1,072.3
Assets under custody	1,272.5	474.2	2,296.9	1,785.3
Direct deposits	-188.6	-83.4	-28.9	-518.4
TOTAL NET SALES	1,387.1	787.3	3,434.6	2,339.1
PFA NETWORK TFA	MAR 2026	DEC 2025	MAR 2025	
Assets under management	73,409.1	73,556.4	65,864.3	
Assets under custody	40,905.0	39,769.5	34,486.8	
Direct deposits	23,958.9	23,985.3	22,352.9	
TOTAL FINANCIAL ASSETS	138,273.1	137,311.2	122,703.9	

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Fine Comunicato n.1615-42-2026

Numero di Pagine: 5