

<p>Informazione Regolamentata n. 1615-2-2025</p>	<p>Data/Ora Inizio Diffusione 8 Gennaio 2025 10:30:11</p>	<p>Euronext Milan</p>
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Societa' : FINECOBANK

Identificativo Informazione Regolamentata : 200151

Utenza - Referente : FINECOBANKN02 - Spolini Paola

Tipologia : REGEM

Data/Ora Ricezione : 8 Gennaio 2025 10:30:11

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Oggetto : FINECOBANK\_PR TOTAL NET SALES  
DECEMBER 2024

*Testo del comunicato*

Vedi allegato



## PRESS RELEASE

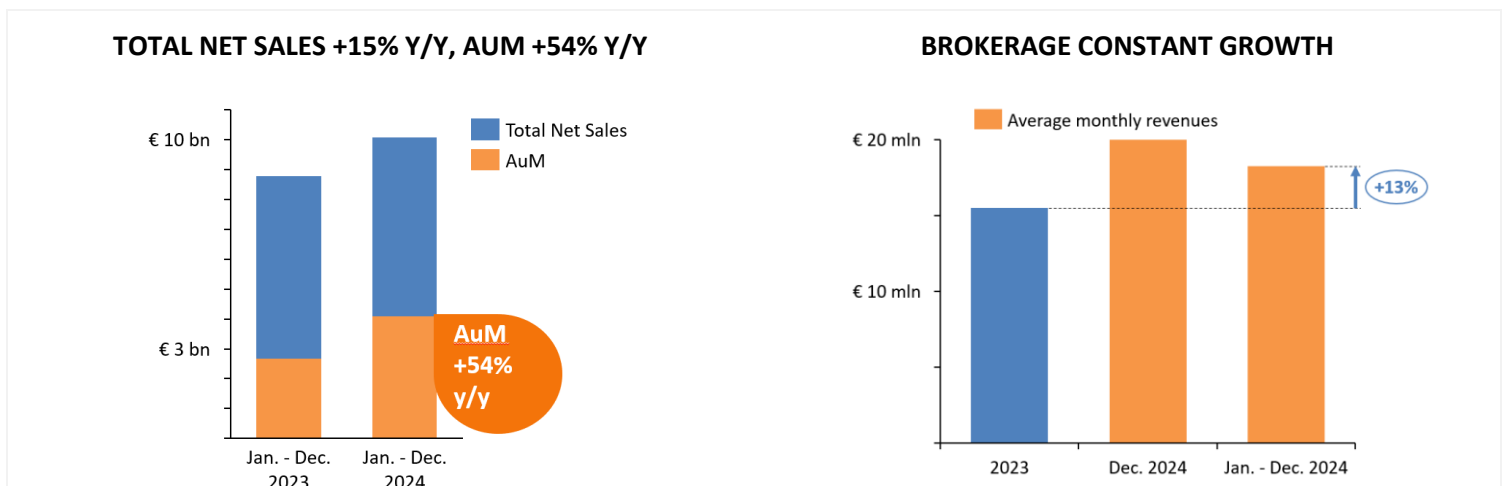
### DECEMBER NET SALES AT €1.2 BILLION, ABOVE € 10 BILLION YTD AUM NET SALES OVER € 4 BILLION IN 2024, RECORD OF NEW CLIENTS

- December net sales at **€ 1,218 million**. AuM at **€ 783 million**
- Net Sales YTD at **€ 10.1 billion**. Asset under Management at **€ 4.1 billion**
- **FAM**: December retail net sales at **€ 501 million**, assets at **€ 36.8 billion** <sup>(1)</sup>
- **Brokerage**: revenues in December at **€ 18 million** <sup>(1)</sup>

**Milan, January 8<sup>th</sup>, 2025**

Total net sales in December 2024 stood at € 1,218 million, equal to € 10.1 billion since the beginning of the year and overcoming by far the whole 2023 net sales of € 8.8 billion (+15% y/y). Fineco confirmed to be the reference platform for any financial need, and records in December a further growth in new clients (13,581, +39% compared to December 2023). The asset mix highlights a strong growth of Asset under Management net sales component at € 783 million (from € 184 million in December 2023), the best figure for the Bank in 3 years, while Fineco Asset Management records retail net sales at € 501 million, the highest level since January 2023. Asset under Custody net sales were equal to € -542 million, and deposits were positive at € 977 million.

Brokerage revenues equaled to around € 18 million in December<sup>(1)</sup>, reaching in 2024 around € 217 million (+13% y/y). Executed orders are equal to 42.4 million (+10% y/y).



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

*“Brilliant total net sales in December strengthens the positive indications emerged during 2024, with the overall figure overcoming € 10 billion and characterized by the robust growth of the assets under management. Our financial advisors have played a crucial role in supporting the investing decisions of customers, thanks to our advanced platform enriched by the new solutions of Fineco Asset Management. The record high of new customers in 2024 confirms the attractiveness and the quality of our business model, thus opening the way to new growth opportunities for the current year.”*

<sup>1</sup> Preliminary figures



figures in € million

<b>TOTAL NET SALES</b>	<b>DEC 2024</b>	<b>DEC 2023</b>	<b>JAN-DEC '24</b>	<b>JAN-DEC '23</b>
Assets under management	782.9	183.6	4,092.8	2,662.0
Assets under custody	-542.3	-232.7	4,779.0	8,258.4
<i>o/w Third party deposit current accounts</i>	-33.8	-22.0	-326.2	268.6
Direct deposits	977.1	1,275.2	1,210.9	-2,128.1
<b>TOTAL NET SALES</b>	<b>1,217.8</b>	<b>1,226.1</b>	<b>10,082.7</b>	<b>8,792.4</b>
<b>TOTAL FINANCIAL ASSETS</b>	<b>DEC 2024</b>	<b>DEC 2023</b>		
Assets under management	66,382.6	58,016.1		
Assets under custody	44,715.0	36,098.5		
<i>o/w Third party deposit current accounts</i>	303.6	629.8		
Direct deposits	29,668.2	28,441.8		
<b>TOTAL FINANCIAL ASSETS</b>	<b>140,765.8</b>	<b>122,556.5</b>		

***FAM, retail net sales at € 501 million, € 3.5 billion since the beginning of the year***

In December, Fineco Asset Management recorded retail net sales equal to € 501 million, bringing the total since the beginning of the year at € 3.5 billion. FAM assets as of December 31<sup>st</sup>, 2024 reached € 36.8 billion<sup>(1)</sup>, of which € 25.0 billion retail class (+25% y/y) and € 11.8 billion institutional class (+8% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 37.7% compared to 34.5% a year ago.

***Total Financial Assets above € 140 billion, Private Banking over € 68 billion***

Total Financial Assets were equal to € 140.8 billion, compared to € 122.6 billion in December 2023 (+15%). In particular, TFA related to Private Banking were at € 68.4 billion, compared to € 56.0 billion in December 2023 (+22%).

***More than 13,500 new clients in December, total clients at 1.66 million***

In December, 13,581 new clients were acquired (+39% y/y), leading to 152,357 new clients since the beginning of the year (+28% y/y). As of December 31<sup>st</sup>, 2024 total number of clients reached 1,655,649.



figures in € million

<b>PFA NETWORK NET SALES</b>	<b>DEC 2024</b>	<b>DEC 2023</b>	<b>JAN-DEC '24</b>	<b>JAN-DEC '23</b>
Assets under management	784.8	187.2	4,128.0	2,677.2
Assets under custody	-558.9	-170.1	2,994.7	6,176.7
<i>o/w Third party deposit current accounts</i>	-17.3	-10.2	-171.0	167.8
Direct deposits	713.5	921.5	711.1	-1,743.9
<b>TOTAL NET SALES</b>	<b>939.4</b>	<b>938.6</b>	<b>7,833.8</b>	<b>7,110.1</b>

<b>PFA NETWORK TFA</b>	<b>DEC 2024</b>	<b>DEC 2023</b>
Assets under management	65,913.8	57,551.2
Assets under custody	32,963.3	27,020.9
<i>o/w Third party deposit current accounts</i>	173.7	344.7
Direct deposits	22,863.4	22,133.3
<b>TOTAL FINANCIAL ASSETS</b>	<b>121,740.5</b>	<b>106,705.5</b>

<b>EXECUTED ORDERS</b>	<b>DEC 2024</b>	<b>DEC 2023</b>
Equity Italy	15,663,735	14,011,941
<i>o/w internalized</i>	3,803,076	3,731,490
Equity US + other markets	8,587,427	6,212,134
Bonds	1,633,236	1,430,330
Derivatives	10,253,231	10,206,657
<i>o/w internalized Italy</i>	767,460	866,712
CFD	2,546,696	2,822,828
Other	3,734,195	3,830,558
<b>TOTAL EXECUTED ORDERS</b>	<b>42,418,520</b>	<b>38,514,448</b>

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