

<p>Informazione Regolamentata n. 1615-14-2025</p>	<p>Data/Ora Inizio Diffusione 6 Marzo 2025 10:52:43</p>	<p>Euronext Milan</p>
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Societa' : FINECOBANK

Identificativo Informazione Regolamentata : 202069

Utenza - Referente : FINECOBANKN11 - Spolini Paola

Tipologia : REGEM

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Oggetto : PR FINECOBANK\_TOTAL NET SALES  
FEBRUARY 2025

*Testo del comunicato*

Vedi allegato



## PRESS RELEASE

### FEBRUARY NET SALES ABOVE €1.2 BILLION (+45% Y/Y), AUM +67% Y/Y 20K NEW CUSTOMERS (+61% Y/Y). BROKERAGE REVENUES €25 MLN (>40% Y/Y)<sup>1</sup>

- February net sales at **€ 1,224 million**. AuM at **€ 449 million**
- Net Sales YTD at **€ 2.1 billion**. Asset under Management at **€ 671 million**
- **FAM**: February retail net sales at **€ 334 million**, assets at **€ 37.9 billion**
- **Brokerage**: revenues in February at **€ 25 million**<sup>1</sup>

*Milan, March 6<sup>th</sup>, 2025*

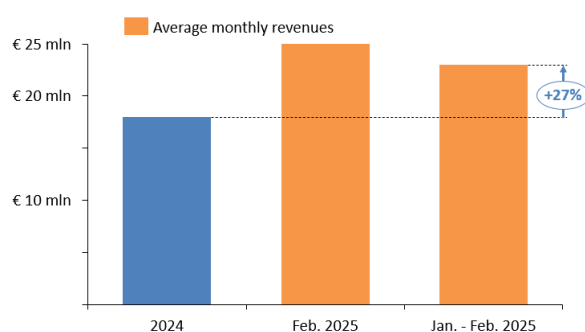
Total net sales in February 2025 were above € 1.2 billion (+45% from € 845 million of last year) and new clients reached a new record-high over 20,000, after the historic peak last month. The results confirm the further acceleration in the growth of Fineco, that is increasingly the reference platform for any financial needs. The asset mix highlights a strong growth of Asset under Management net sales component at € 449 million (+67% from € 269 million in February 2024), while Fineco Asset Management records retail net sales at € 334 million, confirming the ability to catch disinvestments from insurance products (equal to € -79 million in the month). Asset under Custody amounted to € 764 million and deposits were positive at € 11 million.

The acceleration in clients' activity on the platform led brokerage revenues to around € 25 million<sup>1</sup> in February, up by more than 40% and recording the second best month ever. Since the beginning of the year revenues amounted to € 46 million<sup>1</sup> (+35% y/y).

**AUM NET SALES +93% Y/Y**



**BROKERAGE IN ACCELERATION, REVENUES AT € 25 MLN**



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

*"Fineco's brilliant start in the new year reflects in very positive net sales in February, a month characterized by a strong interest by our customers both for asset under management solutions proposed by our financial advisors, and for investment opportunities available through brokerage platform. Fineco's business model confirms very attractive, as proved by the powerful and long-term acceleration of new customers: the new record-high in February represents a trend expected to further strengthen. A trend supported by the increasing contribution of Fam, with a wide offer of innovative solutions able to get customers ever closer to financial markets and to the opportunities of passive funds."*

<sup>1</sup> Estimated figures for the month of February



figures in € million

TOTAL NET SALES	FEB 2025	FEB 2024	JAN-FEB '25	JAN-FEB '24
Assets under management	449.4	269.3	670.7	348.3
Assets under custody	764.3	647.3	1,942.3	1,522.4
<i>o/w Third party deposit current accounts</i>	-22.6	-14.7	-50.5	-18.5
Direct deposits	10.8	-71.1	-501.5	-445.5
<b>TOTAL NET SALES</b>	<b>1,224.5</b>	<b>845.4</b>	<b>2,111.5</b>	<b>1,425.3</b>
<b>TOTAL FINANCIAL ASSETS</b>	<b>FEB 2025</b>	<b>DEC 2024</b>	<b>FEB 2024</b>	
Assets under management	67,908.8	66,382.6	59,354.8	
Assets under custody	47,545.8	44,715.0	38,145.4	
<i>o/w Third party deposit current accounts</i>	253.1	303.6	611.3	
Direct deposits	29,171.2	29,668.2	27,996.4	
<b>TOTAL FINANCIAL ASSETS</b>	<b>144,625.7</b>	<b>140,765.8</b>	<b>125,496.6</b>	

**FAM, retail net sales at € 334 million, around € 550 million since the beginning of the year**

In February, Fineco Asset Management recorded retail net sales equal to € 334 million, bringing the total since the beginning of the year at € 549 million. FAM assets as of February 28<sup>th</sup>, 2025 reached € 37.9 billion, of which € 25.9 billion retail class (+26% y/y) and € 12.1 billion institutional class (+10% y/y). The penetration rate of FAM retail classes on the Bank's Asset Under Management reached 38.1% compared to 34.7% a year ago.

**Total Financial Assets at € 144.6 billion, Private Banking over € 71 billion**

Total Financial Assets were equal to € 144.6 billion, compared to € 125.5 billion in February 2024 (+15%). In particular, TFA related to Private Banking were at € 71.1 billion, compared to € 58.0 billion in February 2024 (+22%).

**More than 20,000 new clients in February, total clients at 1.69 million**

In February, 20,199 new clients were acquired (+61% y/y), registering the best monthly result ever for the Bank, bringing the number of new customers since the beginning of the year to 38,900 (+46% y/y). As of February 28<sup>th</sup>, 2025 total number of clients reached 1,685,960.



figures in € million

<b>PFA NETWORK NET SALES</b>	<b>FEB 2025</b>	<b>FEB 2024</b>	<b>JAN-FEB '25</b>	<b>JAN-FEB '24</b>
Assets under management	452.6	272.9	672.5	357.0
Assets under custody	448.4	476.1	1,314.3	1,105.1
<i>o/w Third party deposit current accounts</i>	-13.1	-5.3	-28.3	-5.8
Direct deposits	15.9	-75.7	-435.0	-314.7
<b>TOTAL NET SALES</b>	<b>916.9</b>	<b>673.3</b>	<b>1,551.9</b>	<b>1,147.4</b>
<b>PFA NETWORK TFA</b>	<b>FEB 2025</b>	<b>DEC 2024</b>	<b>FEB 2024</b>	
Assets under management	67,437.8	65,913.8	58,886.5	
Assets under custody	35,025.2	32,963.3	28,530.6	
<i>o/w Third party deposit current accounts</i>	145.4	173.7	338.9	
Direct deposits	22,434.0	22,863.4	21,819.4	
<b>TOTAL FINANCIAL ASSETS</b>	<b>124,897.0</b>	<b>121,740.5</b>	<b>109,236.5</b>	

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