

# ANIMA

# Q1 2026 Results

Keeping up the pace

**€ 203.3 bn AuM+AuA  
+1% vs. March 25**

**€ -5.8 bn Net Inflows\*  
vs. +0.9 €bn in Q1 25**

**-1.46% Mutual funds' WAP  
vs. -1.69% Italian market**

- Total Assets up €1.2 bn YoY despite termination of Etica SGR mandate and March negative market effect
- Net inflows driven by Etica SGR outflows (-€ 5.7 bn), announced since January 2025\*\*
- Mutual funds: better-than-market weighted asset performance due to lower equity component

**€ 140.6 mn Total revenues  
+5% vs. Q1 25**

**€ 101.1 mn EBITDA Adj.  
+7% vs. Q1 25**

**€ 69.9 mn Adj. Net Profit\*\*\*  
+13% vs. Q1 25**

- Increase in revenues/ EBITDA more than proportional to increase in assets, despite performance fees at the same level as last year
- Net Profit comparison is not significant, as Q1 2025 featured a €31.8 mn one-off income from a price adjustment related to a five-year period

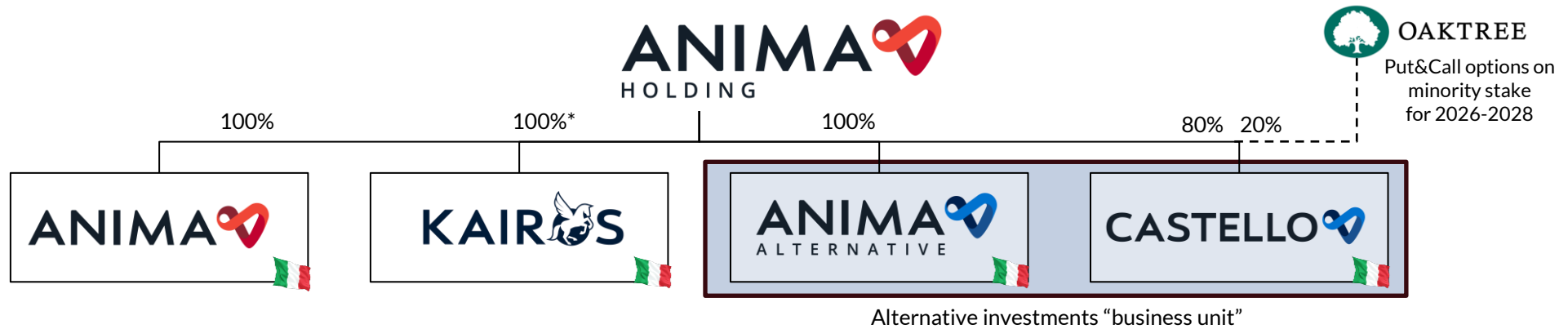
\* Excluding Class I insurance mandates

\*\* Impact on commission income: less than €2mn per quarter

\*\*\* Does not include non-recurring and/or non-monetary items

# ANIMA Group structure

Assets at 31.03.2026 – Instrumental subsidiaries not shown



An Italian asset management powerhouse with ~100 retail distribution agreements plus numerous institutional mandates

**AuM**  
**€187.5 bn**

One of Italy's most renowned AM brands, focusing on high-end retail and institutional clients. Select team of private bankers offering tailored support to HNWI

**€10.1 bn**  
(AuM 8.7 bn + AuA €1.4 bn)

Real-estate and other illiquid or non-traditional asset classes, aimed at institutional business and HNWI individuals only.  
A segment with high growth potential, inaugurated in 2020 and enlarged with the acquisition of Castello SGR (2023)

**AuM**  
**€5.8 bn**

**Total AuM+AuA**  
**€ 203.3 bn**

**+ Additional €0.8 bn**  
**in assets under advisory**  
(Third-party assets managed according to recommendations from an Anima Group AM company)

\* Based on voting rights

# Split of Total Assets at 31.03.2026

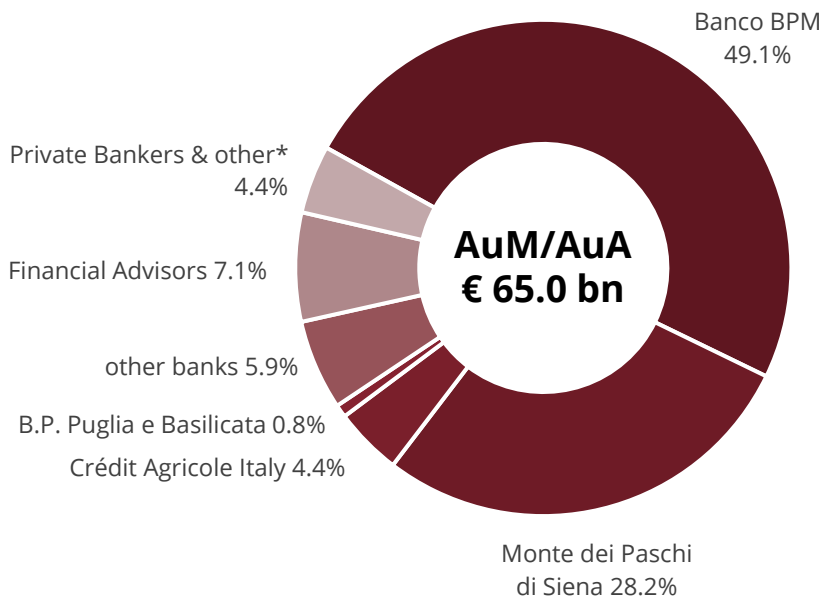
Retail (32% of total)



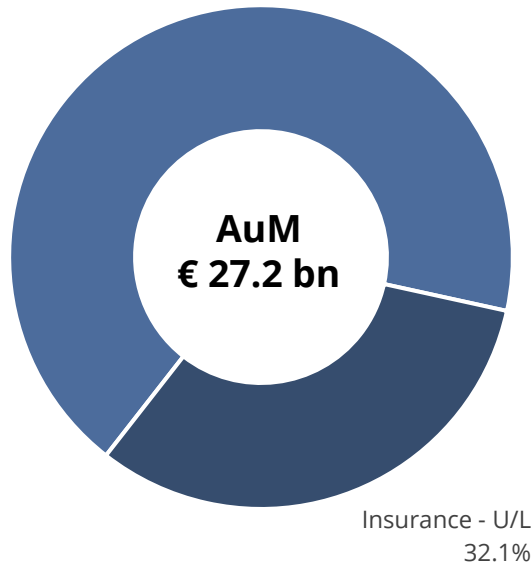
B2B2C (13% of total)



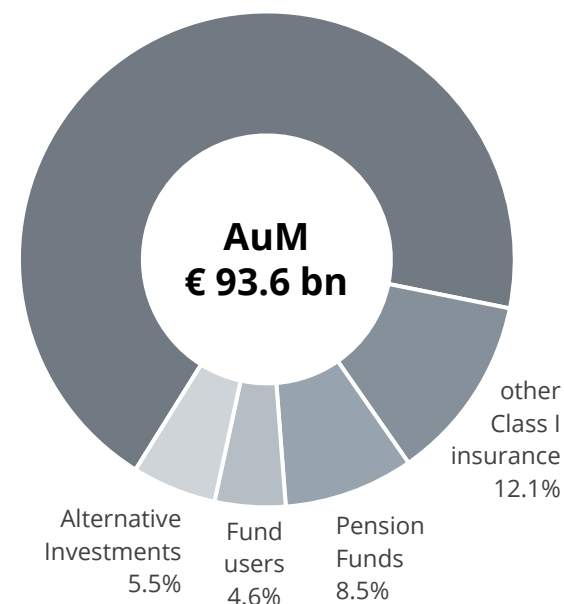
Institutional (46% of total)



Poste funds and U/L 67.9%



Poste Class I Insurance 69.3%



**Duplications (9% of total)**

All Anima products underlying other products, both retail and institutional. See slide 7 for more information



**Total AuM+AuA  
€ 203.3 bn**

**+ Additional €0.8 bn  
in assets under advisory**

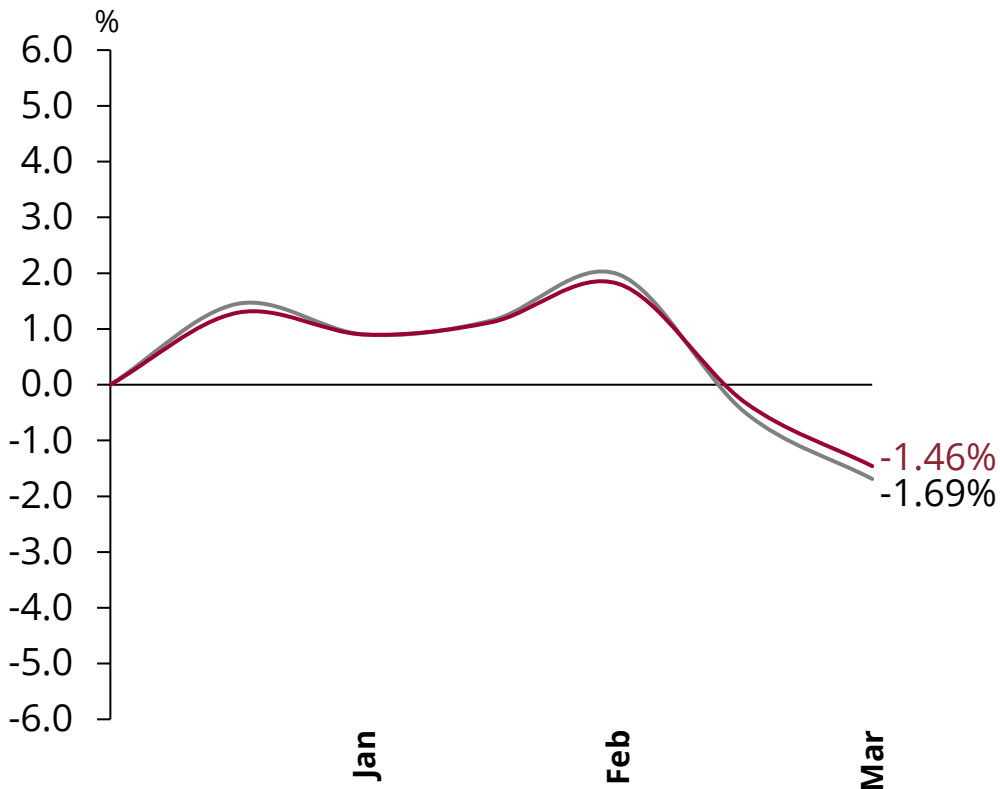
(Third-party assets managed according to recommendations from an Anima Group AM company)

\* the Private Bankers (Kairos) segment includes Assets under Administration

# Mutual funds' investment performance

## 2026 WAP

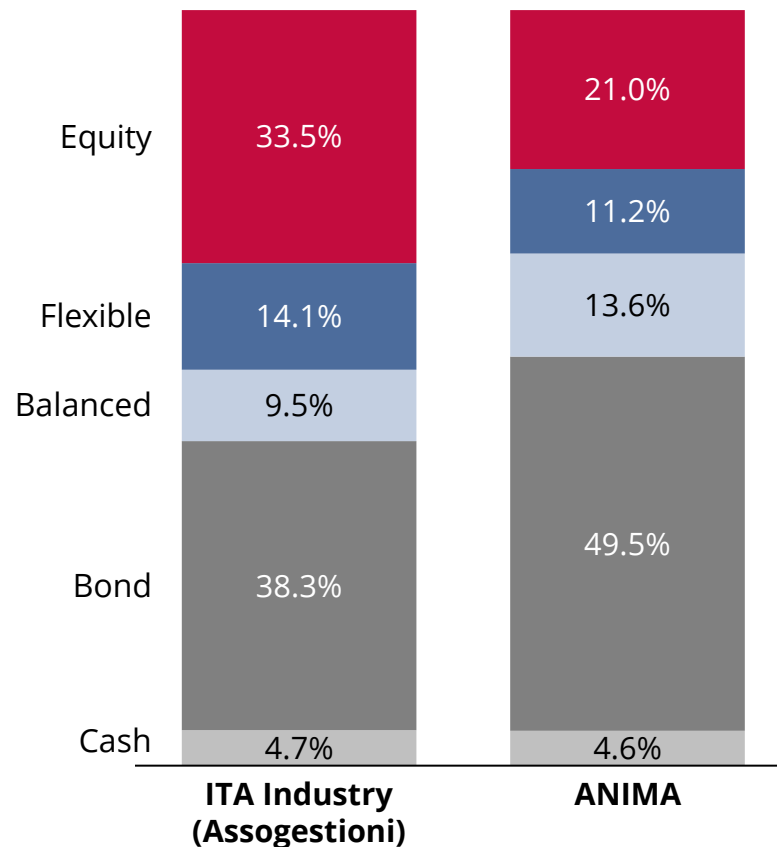
■ ANIMA ■ Italian industry



Italian Industry represented by FIDMGEND index (source: Bloomberg)

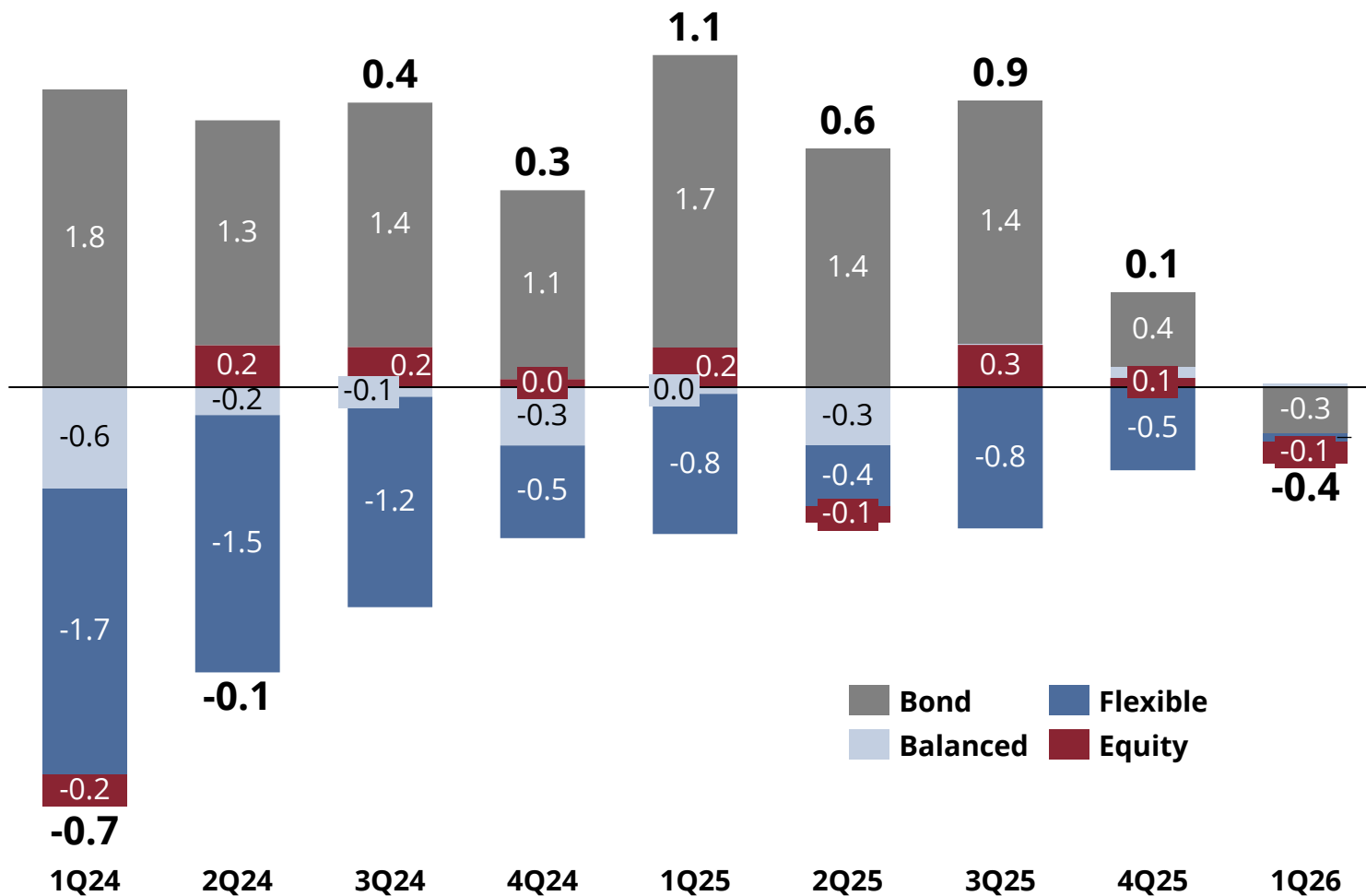
## Funds' breakdown by category

as of 31.03.2026



# Mutual Funds - Net flows breakdown by quarter

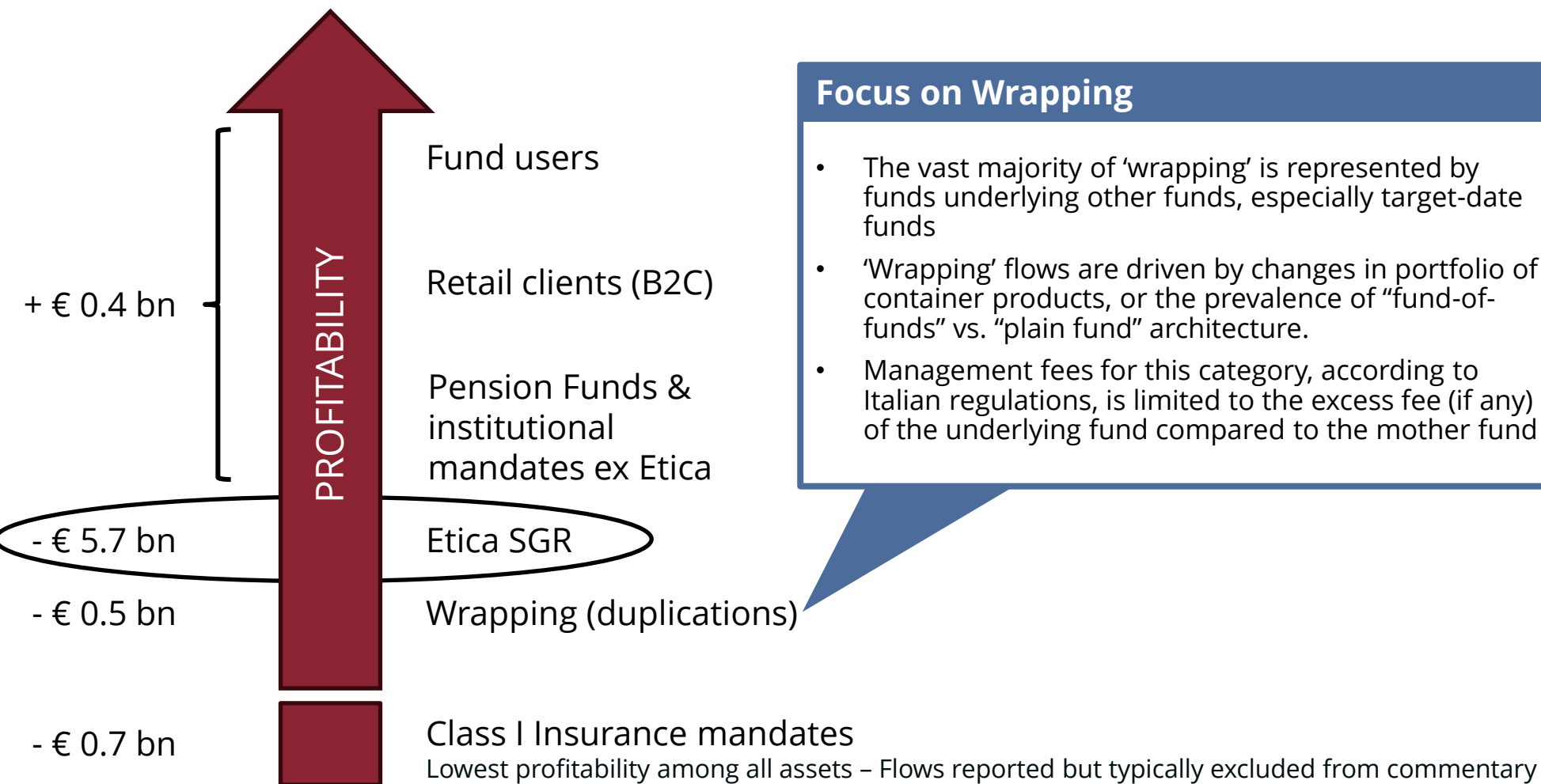
€ bn



➤ Q1 2026 net inflows driven by retail customers' reluctance to invest due to Iran war and energy crisis, affecting all asset classes

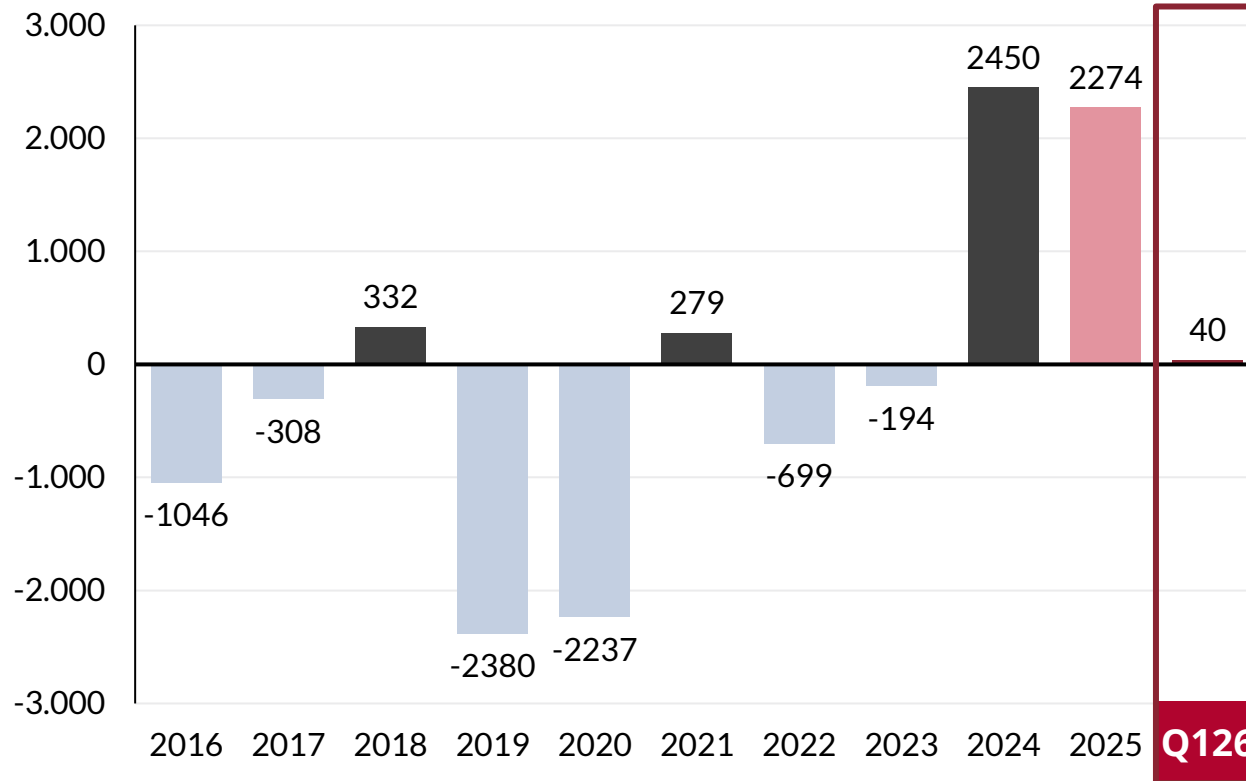
Not included: money-market, PIR, AIFs

# Managed assets YTD net inflows: eye on profitability



## B2C Retail Net Inflows into Anima Group products

data in €mn



- Unremarkable net inflows from retail in Q1 2026 reflecting war- and energy-related fears
- In the second half of the year, the trend will likely be driven by financial market performances

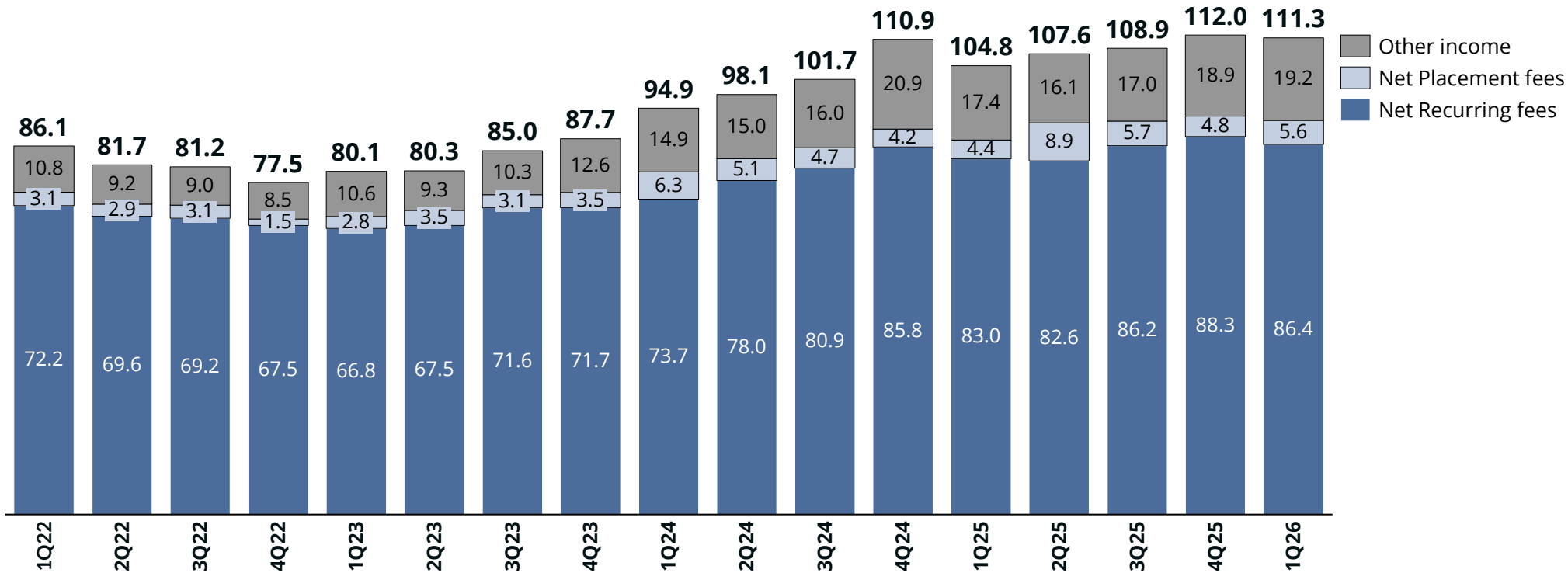
€ mn	Q1 26	Q1 25	YoY Change	Notes
Net revenues ex p.fees	111.3	104.8	+6%	Margin on avg assets: 17.7bps for the quarter
Performance fees	29.3	29.4	+0%	
<b>Total revenues</b>	<b>140.6</b>	<b>134.2</b>	<b>+5%</b>	
Personnel costs	(26.6)	(25.5)	+4%	
<i>o/w variable</i>	<i>(9.0)</i>	<i>(8.0)</i>	<i>+12%</i>	
Other expenses	(12.9)	(14.4)	-10%	Cost optimization and some seasonality in marketing costs
<b>Total expenses</b>	<b>(39.5)</b>	<b>(39.9)</b>	<b>-1%</b>	Cost/income 28.1% (35.5% ex p.fees)
<b>EBITDA adjusted*</b>	<b>101.1</b>	<b>94.4</b>	<b>+7%</b>	
Non-recurring costs	(2.4)	(6.5)	-63%	
Other income/(cost)	0.9	32.4	n.s.	Q1 2025 included one-off from price adjustment
D&A	(11.0)	(11.1)	-2%	
<b>EBIT</b>	<b>88.6</b>	<b>109.1</b>	<b>-19%</b>	
Net financial income	(0.1)	0.7	n.s.	
<b>PBT</b>	<b>88.6</b>	<b>109.8</b>	<b>-19%</b>	
Income tax	(27.2)	(38.0)	-29%	30.7% tax rate for the quarter
<b>Net income</b>	<b>61.4</b>	<b>71.8</b>	<b>-14%</b>	
<b>Adjusted net income</b>	<b>69.9</b>	<b>61.9</b>	<b>+13%</b>	Adjusted for non-recurring and/or non-monetary items

\*Total revenues less total operating expenses. Does not embed non-recurring costs.

# Total Revenues ex performance fees by quarter

€ mn

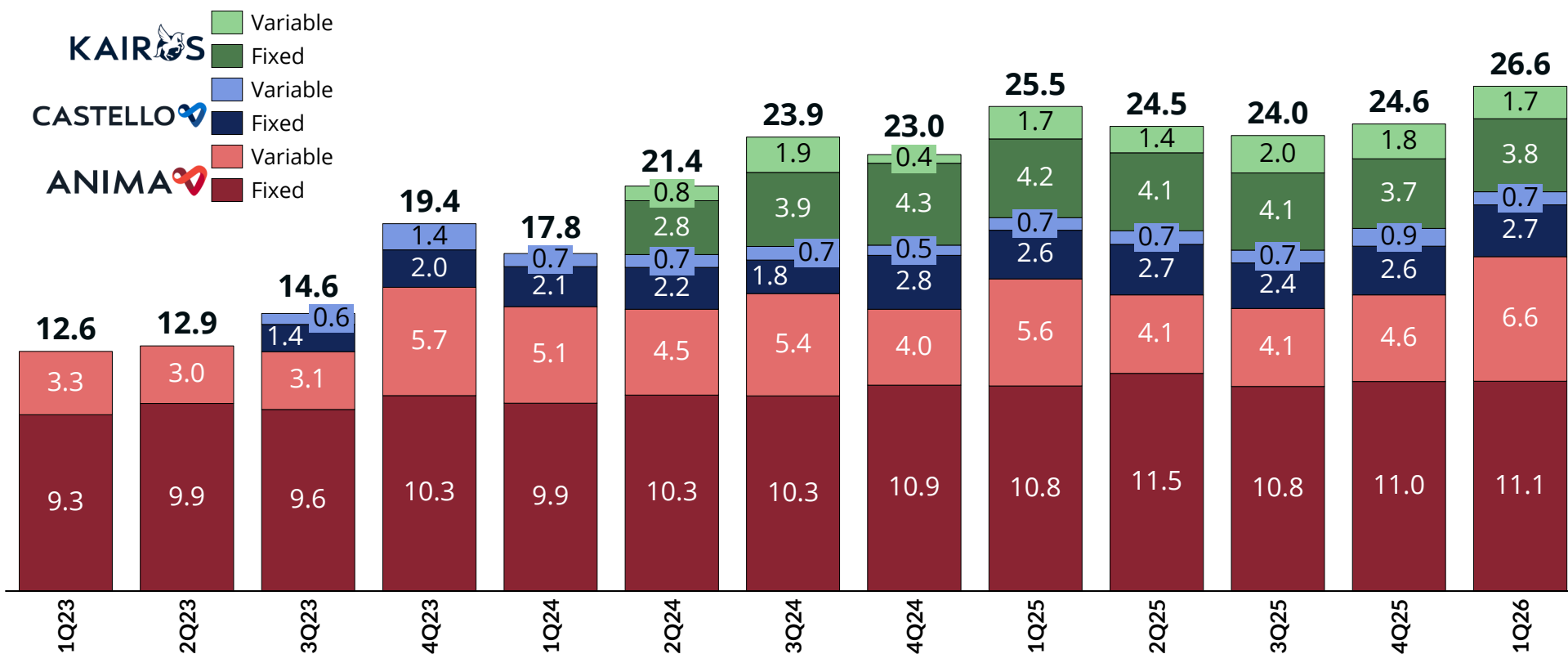
- Recurring fees reflecting QoQ increase in managed assets
- Net placement fees (related to target-date funds) can be unevenly distributed due to product launch dates



# Personnel Expenses

€ mn

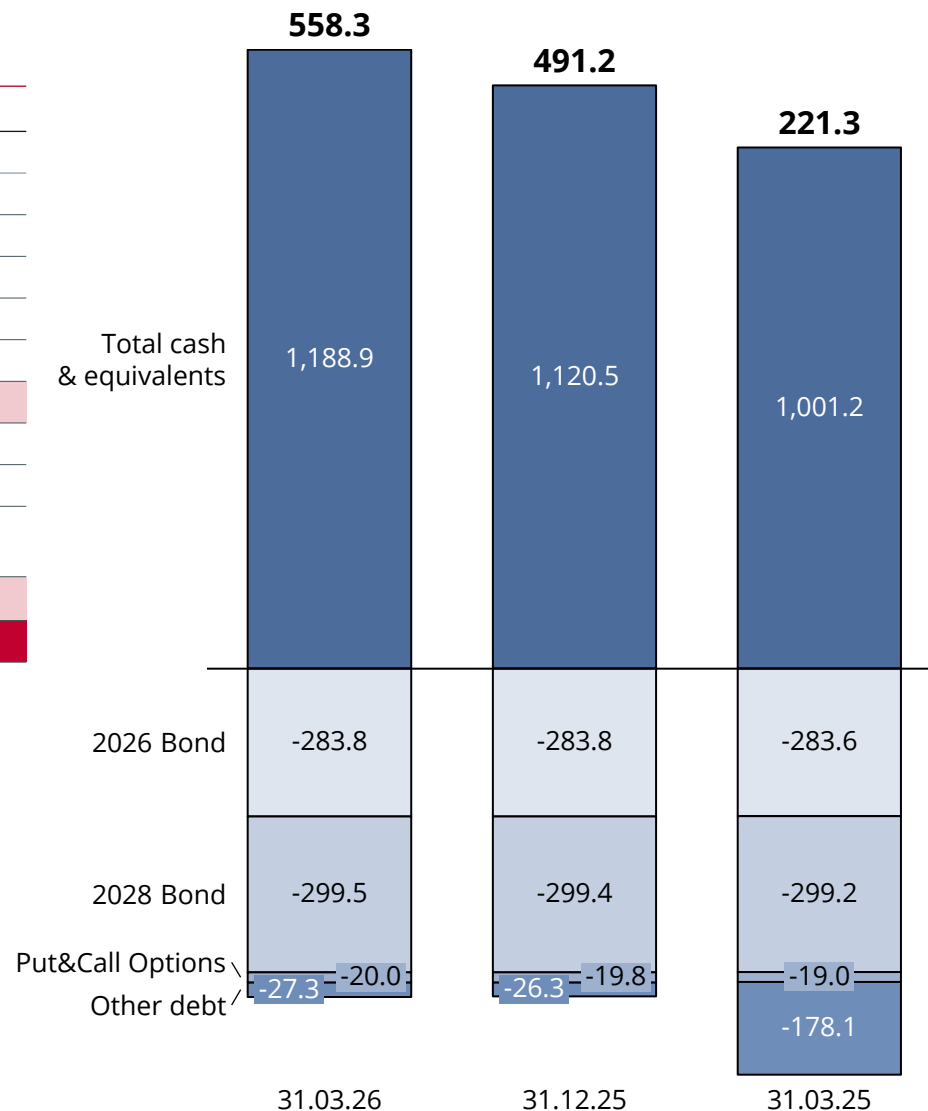
- Castello's fixed component increased since Q4 24 due to the inclusion of instrumental company Vita Srl
- Variable components reflect provision for year-end bonuses related to performance fees



€ mn	31.03.26	31.12.25	31.03.25
Bond 2019-26 1.75%	(283.8)	(283.8)	(283.6)
Bond 2021-28 1.50%	(299.5)	(299.4)	(299.2)
Accrued interest expense	(6.4)	(4.1)	(6.4)
IFRS16	(20.4)	(21.7)	(24.8)
Put&Call options (Castello, Vita, Kairos)	(20.0)	(19.8)	(19.0)
Other payable	(0.5)	(0.5)	(146.9)
<b>TOTAL DEBT</b>	<b>(630.6)</b>	<b>(629.3)</b>	<b>(779.9)</b>
Cash and equivalent	744.7	569.9	468.5
Securities*	434.8	518.0	527.0
Performance fees receivable & other financial assets	9.4	32.6	5.7
<b>TOTAL CASH &amp; EQUIVALENT</b>	<b>1,188.9</b>	<b>1,120.5</b>	<b>1,001.2</b>
<b>CONSOLIDATED NFP (NET CASH)</b>	<b>558.3</b>	<b>491.2</b>	<b>221.3</b>

- "Other debt" at 31.03.26 does not consider €162.6 mn dividends (€0.50 DPS) resolved and paid in April
- Rich cash position, no pressure to renew bond expiring on 23 October 2026
- "Securities" includes BMPS stake at market value (€374 mn at 31.03.26, down from €459mn at year-end)

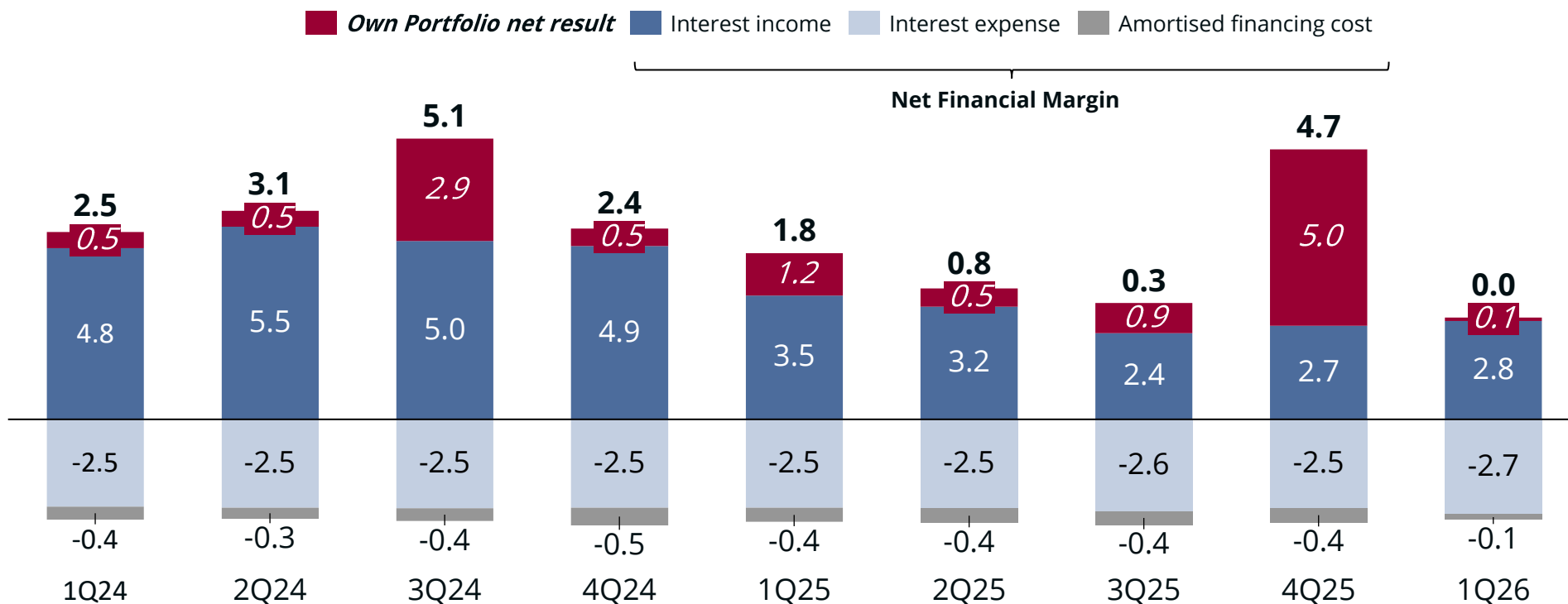
\*including time deposits



# Total net return on liquidity by quarter

€ mn

- Actual return on liquidity includes the net result from the company's own portfolio of investments, reported in the P&L as part of "Other Income/Costs"
- Overall quarterly result decreasing from end of 2024, mirroring interest rates
- Exception: strong capital gains in Q4 2025 on portfolio of own UCITS & AIF



Note: due to a change in managerial reclassification, part of amortised financing cost appears as interest expense from 1Q26 onwards.

- Board renewed on April 15, Saverio Perissinotto confirmed as CEO & GM
- No changes in business model, strategy, and commercial partnerships
- New products launched:
  - managed accounts “powered by Kairos”
  - target-date funds with gradual shift from money market into equity

## Reassuring expectations for the rest of the year

- Markets recovering from March war-related crash, with some funds already back to high-water mark at the end of April
- Modest economic impact of the termination of Etica SGR mandate already factored in sell-side estimates
- Strong focus on cost control and positive trend in average profitability of assets
- Significant dividend income from BMPS stake in Q2

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