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flatexDEGIRO's accelerated growth results in a record month and a significantly raised guidance

- Record start in January 2021 with more than 130,000 new customers and 11.4m transactions
- Commercial guidance for 2021 significantly raised
 - FY2021e: 550k to 750k new customers (previous guidance: over 350k)
 - FY2021e: Total number of customers to grow to 1.8m - 2.0m (previous guidance: over 1.6m)
 - FY2021e: Settled transactions to increase to 75m - 90m (previous guidance: 65m - 75m)
- Expected accelerated growth will have a significant positive impact on revenues, earnings and free cash flow in 2021 and subsequent years

Frankfurt/Main - flatexDEGIRO AG (WKN: FTG111, ISIN: DE000FTG1111, Ticker: FTK.GR), Europe's largest retail online broker, continues its trailblazing growth path. Driven by an ongoing and accelerating growth momentum in its core markets, flatexDEGIRO today significantly raised its full-year 2021 guidance and expects to extend its position as the fastest growing online brokerage business in Europe.

In January 2021, the leading European online broker executed 11.4 million transactions, an increase of almost 200% year-on-year (January 2020: approx. 4 million transactions, pro forma). Over the last trailing twelve months, flatexDEGIRO has thus executed over 82 million transactions (pro forma). Even stronger was the growth in new customers, almost quadrupling to over 130,000 in January 2021 (January 2020: 35,000). The Group's total customer base has thereby grown to almost 1.4 million.

“We continue to see strong growth and market share gains in our core markets. In Germany, the successful launch of flatex-next provides additional momentum. We have achieved record numbers in January, market volatility remains at a sustainably high level and underlying secular trends in digitalization and investing all over Europe continue to support our strategy. Based on these factors we now expect to grow our business in 2021 to 1.8 million to 2.0 million customers, for which we will settle between 75 million and 90 million transactions by the end of the year”, says Frank Niehage, CEO of flatexDEGIRO.

After the tremendous success during the first month and the accelerating brand awareness, flatexDEGIRO has basically doubled its expectations for new customer growth in 2021 from at least 350,000 to a range of 550,000 to 750,000. The targeted total of 1.8 million to 2.0 million customers represents a 40-60 percent increase compared to year-end 2020.

“Over the past years, we have invested a significant double-digit million Euro amount in the performance, security and stability of our IT systems. In recent weeks, our reliable technology platforms and our well-capitalized group have once again proven to be a key differentiating factor in volatile markets. We have offered our customers real added value that they have appreciated during turbulent times”, says Muhamad Chahrour, CFO of flatexDEGIRO. “The envisaged business growth and our outstanding operating leverage paired with superior technology and liquidity will enable us to further increase our financial and commercial power and to extend our unique market-leading positioning in Europe in the coming years.”

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About flatexDEGIRO AG

flatexDEGIRO AG (WKN: FTG111, ISIN: DE000FTG1111, Ticker: FTK.GR) operates one of the leading and fastest growing online brokerage businesses in Europe, executing millions of paperless securities transactions per annum. B2C customers in 18 European countries are serviced via the flatex and DEGIRO brands and offered a wide range of independent products at competitive pricing, based on a modern, in-house state-of-the-art technology.

With more than 1.25 million customers and 75 million securities transactions in 2020, flatexDEGIRO is the largest retail online broker in Europe. In a time of bank consolidation, low interest rates and digitalization, the flatexDEGIRO Group is ideally positioned for further growth. Until 2025 at the latest, flatexDEGIRO aims to win over 3 million customers and execute at least 100 million transactions per year – even in years with low volatility.

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