

Corporate News / Frankfurt am Main, 11 October 2017

FinTech Group AG welcomes 200,000th flatex customer – B2C customer growth 50% higher than same period last year

- **flatex' excellent cost-value proposition convinces German and Austrian customers – almost 30K new customers in 2017 (+50% sply)**
- **Trading activity of flatex customers remains above average despite relatively low market volatility**
- **FinTech Group will start offering B2C credit product "flex-credit" to non-flatex clients**

**Frankfurt – FinTech Group AG (German WKN: FTG111, ISIN: DE000FTG1111, Ticker: FTK.GR) is celebrating the 200,000th customer of its popular online broker flatex. Since the beginning of 2017, almost 30,000 retail customers joined flatex to benefit from the excellent cost-value proposition. Now, the important milestone of 200,000 customers is reached. Accordingly, the growth in new customers is 50% higher than for the same period in 2016.**

"We are extremely pleased that flatex keeps winning the trust of ever more customers," comments Frank Niehage, CEO of FinTech Group AG. "Our stringent strategy of a broad range of products, provided by excellent product partners is convincing our customers. In particular, the exchange traded products that we market together with Morgan Stanley under our own label `flatex select` are becoming increasingly popular. Our customers agree on one thing: they all want to trade safely and flexibly with the best value for their money. Therefore, we expect to grow significantly our market share of currently 25%."

In Austria, flatex is also winning more and more customers, who are trading above average – the market leadership in this segment has now been reached with a market share of almost 50%. The total number of customers is presently at 22,500 – an increase by 6,000 (+36%) since the beginning of the year.

"Our 200,000 flatex customers are the most active retail customers in the market. Despite overall low market volatility the number of executed trades is increasing continuously and above average. We expect an even higher increase in the number of executed trades should market volatility return – a result of our customers' high trading affinity as well as the broad range of products offered on flatex," says Muhamad Chahrour, CFO of FinTech Group AG.

### **Non-flatex clients to get access to products, introduction of new crypto assets**

Customers also are increasingly taking advantage of newly launched flatex products. The B2C credit offering "flatex-flex credit", for which deposited securities automatically serve as collateral, is among the most attractive credit products on the market. In future, FinTech Group will provide its products not only to flatex clients but market-wide. The fully collateralized and paperless "flex-credit" will be also offered, slightly modified,

to third party clients, who are not flatex clients yet. In addition, FinTech Group is working at full speed on enabling the legal and secure trading of crypto assets.



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## **About FinTech Group AG**

FinTech Group AG (WKN: FTG111, ISIN: DE000FTG1111, Ticker: FTK.GR) is a modern smart bank: We offer innovative financial technology, our own core banking system, and a regulatory liability umbrella.

Our cash cow is retail broker flatex which, through our advanced technology, can offer top-quality service at an affordable price. This makes flatex the fastest growing trading platform in Europe.

Our smart technology is easy to scale, so we also successfully offer it to B2B customers. We provide vital services for many well-known institutions and even state infrastructure. We help start-ups and disruptive business ideas that require a banking license to rapidly become a success through our white label banking.

In a time of bank consolidation, low interest rates, and digitization we are ideally positioned for further growth.

Our goal is to become Europe's leading provider of financial technology.

## **Disclaimer**

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