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flatexDEGIRO announces five-year-vision: up to 8m customers and 350m transactions, resulting in over EUR 1 bn of accumulated operating cash flow

- New 5-year-vision: raising the European customer base to an unrivaled level of 7-8m brokerage customers, settling 250-350m trades p.a. – even in years with low market volatility
- Current strong capital inflows into online brokerage sector across Europe fuel the hyper-growth based on ever-increasing awareness of online brokerage in massively underpenetrated continental markets
- flatexDEGIRO's unique European set-up in 18 countries, built over the last decade, enables the company to benefit from the accelerated dynamics like no other and to continue significantly outperforming all European peers
- Superior European brokerage strategy, highest quality customer base and outstanding investment power based on triple-digit million own cash flows will lead to a record acceleration of annual customer growth rates
- Further verticalization of brokerage platform with ancillary products and services will provide significant additional profitability growth per customer

Frankfurt/Main – flatexDEGIRO AG (WKN: FTG111, ISIN: DE000FTG1111, Ticker: FTK.GR), Europe's largest retail online broker, today announced its new 5-year-Vision. By 2026, the Company aims to service 7-8 million brokerage customers and to settle 250-350 million trades p.a. – even in years with low market volatility. With its clearly established positioning as price and cost leader in high-growth markets and its proven ability to win substantial market share both from incumbents as well as in an organically growing market, flatexDEGIRO strives to further accelerate its customer growth to an average of more than 1 million new customers in each of the next five years.

A rapidly and steadily growing number of retail investors throughout Europe are taking advantage of the opportunities offered by the capital markets to build up wealth on a self-directed basis, especially given the lack of alternative savings products due to negative interest yields. At the same time, the continental European online brokerage landscape used to be widely characterized by an undersupply of high-quality providers offering retail customers low-cost access to trading and savings plans. With its clear positioning as a price leader, backed by one of the most comprehensive product offers and a cutting-edge technology platform living up to the highest standards, flatexDEGIRO is at the forefront of the accelerated transformation with its already established unparalleled footprint across all European growth markets.

"We experience a new phase of hyper-growth in online brokerage. Important secular trends have been accelerated over the last 12 to 18 months. The countries that we mainly focus on are today still underdeveloped with regards to online brokerage. We expect the addressable market to quadruple, adding some 75 million new potential customers to the market over the next years. Given our footprint and cash-generating power, no one is better positioned to benefit from this enormous medium- and long-term growth," explains Frank Niehage, CEO of flatexDEGIRO the company's unique opportunity. "The massive capital inflows into the brokerage industry we see right now do not only confirm our view on the high long-term attractiveness of the industry, but they will also lead to higher awareness of online brokerage. This fuels our organic growth."



"With our superior brokerage model, offering high quality products and services, choice and reliability at lowest costs, we have won the trust of the most sustainable and attractive customer groups - high-retail-low-affluent-clients with steady income, five to six digit assets and an average annual trading and savings volume of almost EUR 300,000. Every calendar day, we currently win some 3,000 new customers and in just 18 months, we settled more than 120 million transactions. Over EUR 30 billion in entrusted customer assets, average order sizes of up to EUR 5,000 and a churn rate well below 5 percent per year impressively show how much we stand out from other market players," adds Muhamad Chahrour, CFO of flatexDEGIRO and CEO of DEGIRO. "With our set-up we are years ahead of competition and our distinctive profitability provides us annually with triple digit million Euro cash flows in firepower to drive forward and extend our leading position organically, claiming market leadership in one country after another. There is no way around flatexDEGIRO when it comes to retail online brokerage in continental Europe."

Following the announcement of its new five-year-vision, flatexDEGIRO AG will host an analyst call on 25 May 2021 at 10 a.m. CET. Interested investors can listen-in live. The dial-in details can be found on our website www.flatexDEGIRO.com > Investor Relations > Reports & Financial Calendar.

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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 over 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. Within the next five years, flatexDEGIRO aims to grow its customer base to 7-8 million customers, settling 250-350 million transactions per year – even in years with low volatility.