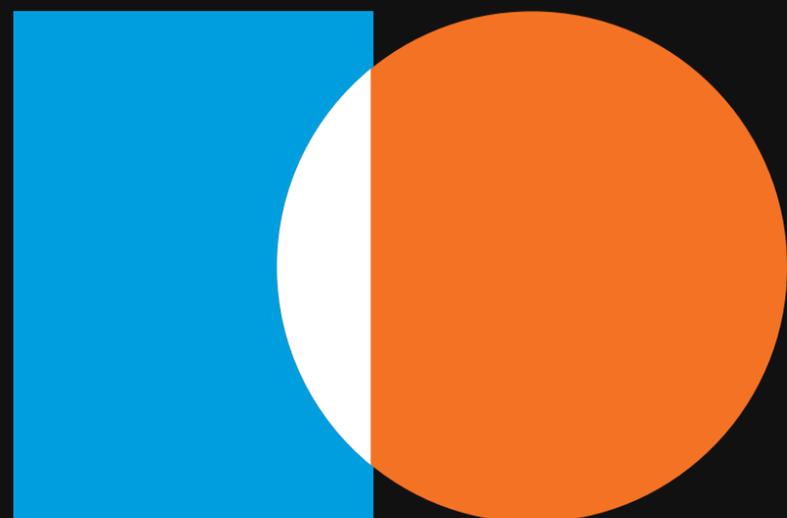


FLATEXDEGIRO AG | 25 JULY 2023

# H1 2023 PRELIMINARY RESULTS



**Disclaimer****H1 2023 - Preliminary Results**

This release contains preliminary information that is subject to change and that is not intended to be complete.

**Non-IFRS measures (APMs)**

This presentation includes non-IFRS measures, including Adjusted EBITDA. These measures are alternative performance measures as defined by the European Securities and Markets Authority ("ESMA"). flatexDEGIRO presents these non-IFRS measures as (i) they are used by its management to measure performance, including in presentations to the Management Board and Supervisory Board members and as a basis for strategic planning and forecasting; and (ii) they represent measures that flatexDEGIRO believes are widely used by certain investors, securities analysts and other parties as supplemental measures of operating and financial performance. These non-IFRS measures may not be comparable to other similarly titled measures of other companies and have limitations as analytical tools and should not be considered as a substitute for analysis of flatexDEGIRO's operating results as reported under IFRS. Non-IFRS measures are not a measurement of flatexDEGIRO's performance or liquidity under IFRS and should not be considered as alternatives to consolidated net profit or any other performance measure derived in accordance with IFRS or other generally accepted accounting principles or as alternatives to cash flow from operating, investing or financing activities.

**Forward-looking statements**

This release may contain forward-looking statements and information, which may be identified by formulations using terms such as "expects", "aims", "anticipates", "intends", "plans", "believes", "seeks", "estimates" or "will". Such forward-looking statements are based on our current expectations and certain assumptions, which may be subject to variety of risks and uncertainties. The results actually achieved by flatexDEGIRO AG may substantially differ from these forward-looking statements. flatexDEGIRO assumes no obligation to update these forward-looking statements or to correct them in case of developments, which differ from those anticipated.

## BaFin Update

### **1 Significant progress DEGIRO Credit Risk Mitigation Techniques (CRMT)**

- New automated process developed and implemented
- All documentation delivered to Special Commissioner for due diligence
- Aiming to mitigate CRMT findings in 2023

### **2 Parallel processing of other findings**

- over 90% of all related vacant positions filled already
- focus on mitigating residual findings

### **3 SREP capital requirement lowered by 75 bps**

- Bank-specific capital requirements for flatexDEGIRO Group specified in the regular Supervisory Review and Evaluation Process (SREP) lowered by 75 basis points from 5.00 percent to 4.25 percent, based on the relevant specifications of the calculation methodology
- SREP capital requirements for flatexDEGIRO Bank AG at 2.25 percent

## **EU Council & Parliament agree on a ban on ‘payment for order flow’ (PFOF) defined as “payments for forwarding client orders to certain trading platforms”**

New rules amending Markets in Financial Instruments Regulation (MiFiR) expected to apply from 1 January 2024

- Consolidation of the text of the provisional political agreement
- Formal adoption by both the Council and the Parliament

Agreement allows member states to temporarily exempt investment firms, if:

- Practice of PFOF already existed in the member state
- PFOF is only provided to clients in that member state
- However, this practice must be phased out by 30 June 2026

Further discussions regarding “Retail Investment Strategy” pending

# AGM approved expansion of Supervisory Board and elects Britta Lehfeldt

## Supervisory Board



**Martin Korbmacher**

Chair



**Stefan Müller**

Deputy Chair



**Britta Lehfeldt**

Member



**Herbert Seuling**

Member



**Aygül Özkan**

Member

## Short CV Britta Lehfeldt

- Over 20 years of experience in the financial industry gathered at Deutsche Bank (Deutsche Bank 24 AG, DB Privat- und Geschäftskunden AG, DB Privat- und Firmenkunden AG)
- Various leadership roles with international experience (Germany, India and Turkey)
- Most recently as Global Chief Operating Officer of the Technology, Data and Innovation Division
- Previously responsible for HR, Legal, AFC/AML, Compliance and Security & Governance Office as Member of the Management Board of DB Privat- und Firmenkundenbank AG

# Business Highlights



Adjustment of commissions at DEGIRO for US trades and local trades\* to 1 EUR (+1 EUR handling fee), effective mid-May 2023

\* in Spain, Portugal, Italy and France



Adjustment of margin loan rates at DEGIRO by 50-100 bps, effective July 2023



J.P. Morgan new “Platinum” ETP-Partner at flatex



“flatex wealth” - digital wealth management at flatex Germany started in partnership with long-term B2B customer Whitebox



Awarded best stock broker in Spain (Rankia) for the 7th consecutive time

# Digital wealth management with “flatex wealth” launched

## Partnership with Whitebox started at flatex Germany in July 2023

- Supplementing current customer offering
- Four investment strategies:  
Global / Global Green /  
Value / Value Green
- Recurring, AUM-based revenue model
- Management fees between 35bps and 95bps (plus product costs), to be shared between partners
- **Customer benefits**
  - Access to online broker and wealth management via single (flatex) app
  - Simplified onboarding process
  - Use of flatex cash account
  - Investment alternative for “undecided” customers

The image displays the flatex wealth digital wealth management interface. On the left, a mobile app screenshot shows a portfolio overview for 'Anlage 1' with a projection chart and a 'Jetzt anlegen' button. The chart shows a projected growth from €20 Tsd in 2024 to €260 Tsd by 2038, with a 7.53% return and 0.95% fees. The website on the right features the headline 'Digitale Vermögensverwaltung mit flatex wealth' and a sub-headline 'flatex wealth: Ihr Geld – von Profis verwaltet'. Below the website content, there are several award logos from 'extraETF', 'finanzwissen', and 'Capital'.

# Financial deep dive



**Trading activity follows seasonal patterns, still on low levels**



**Ongoing improvement of monetarization**



**Positive impact from higher interest rates**



**Continuous net cash inflows**



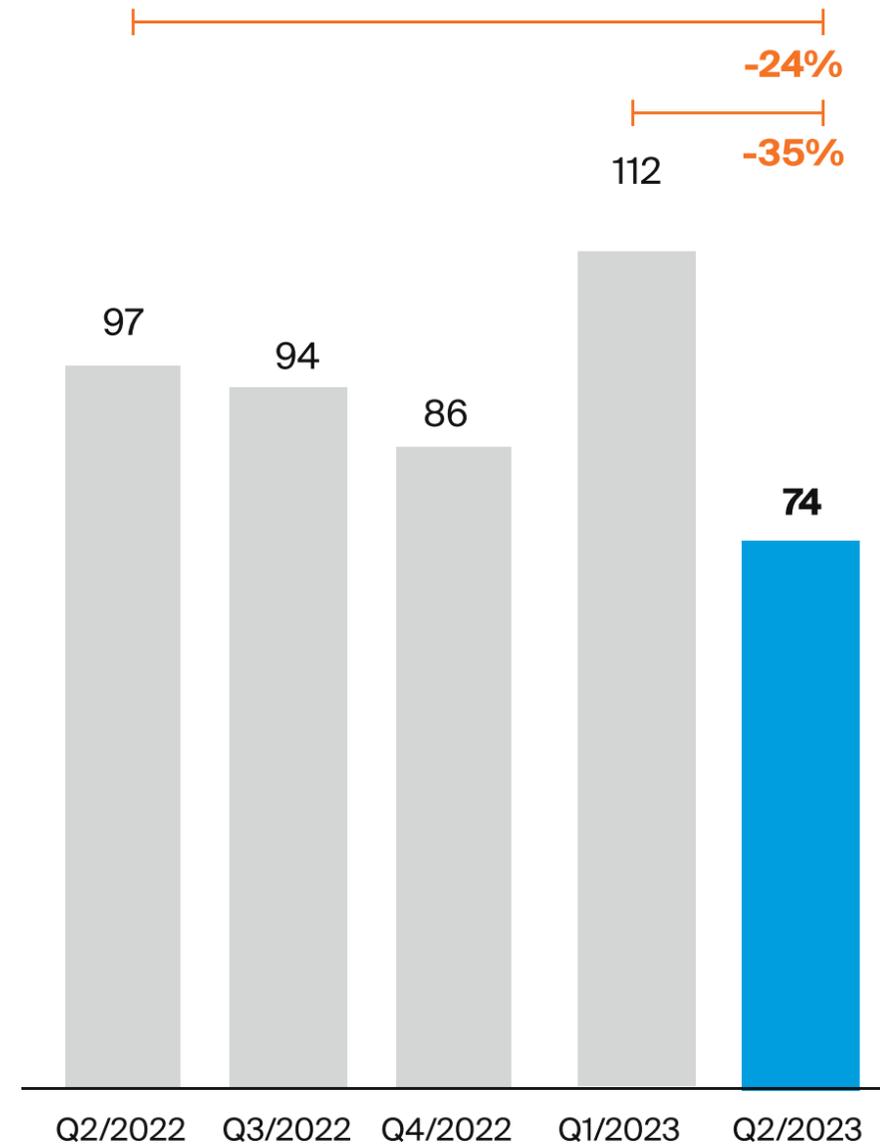
**Approx. € 9 m of non-recurring expenses digested in H1 2023**



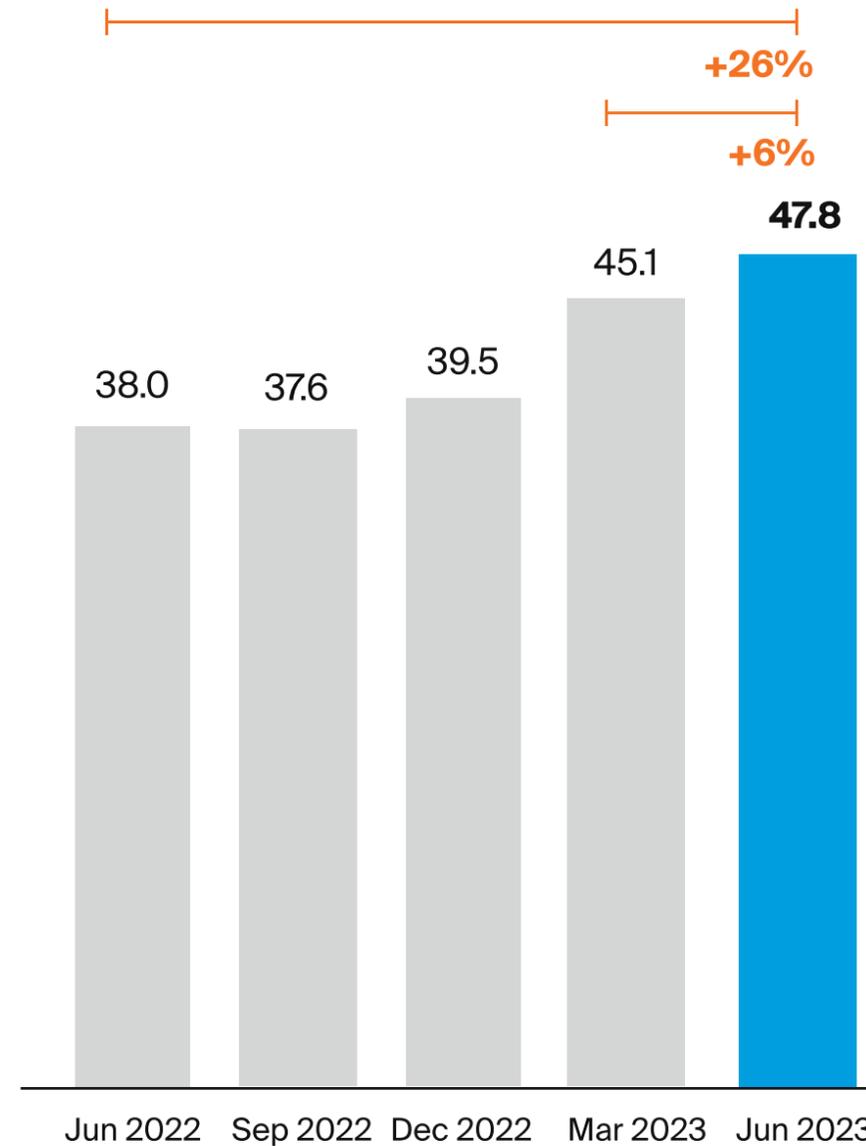
**Marketing significantly lower in Q2 2023, further reductions in H2/2023**

## Commercial performance

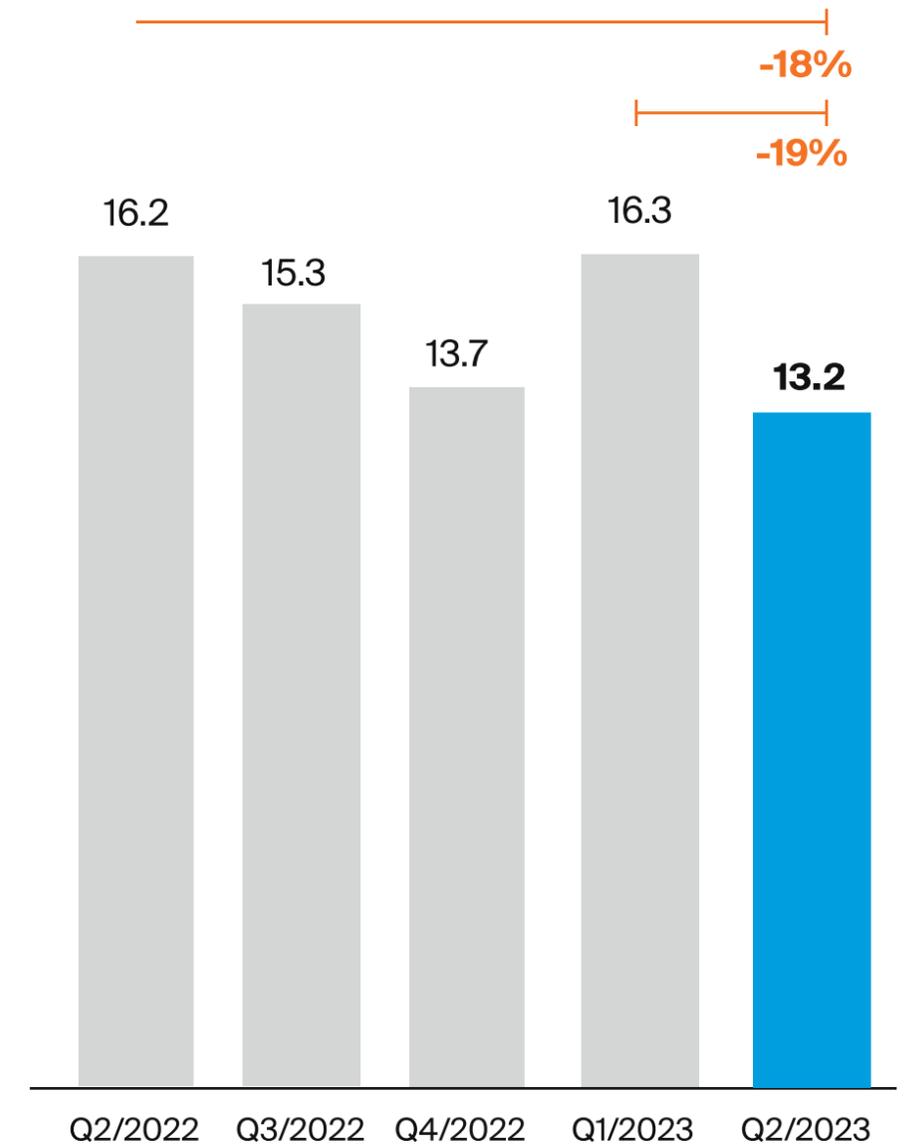
### Gross customer additions (k)



### Assets under Custody (bn EUR)

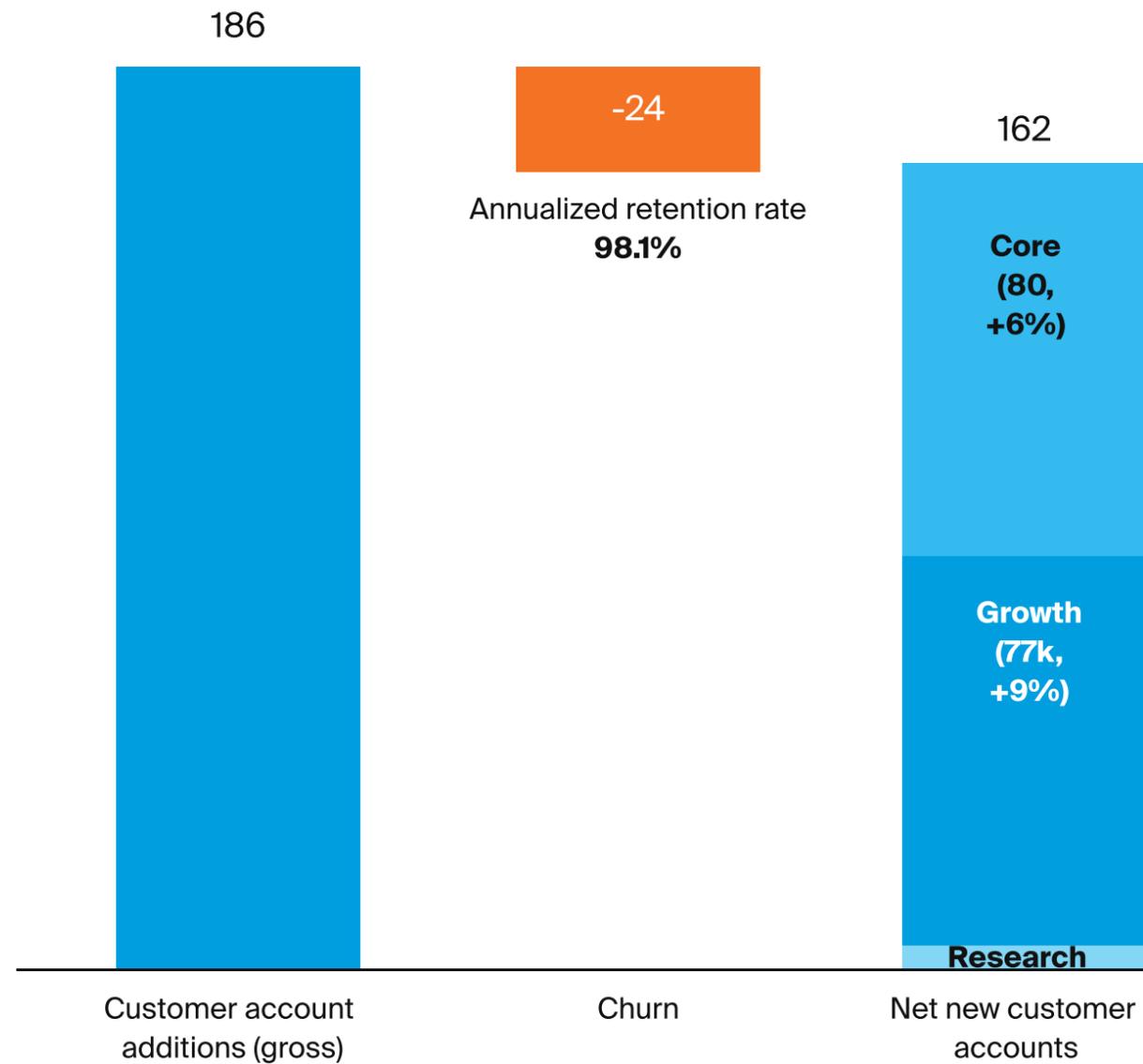


### Settled transactions (m)

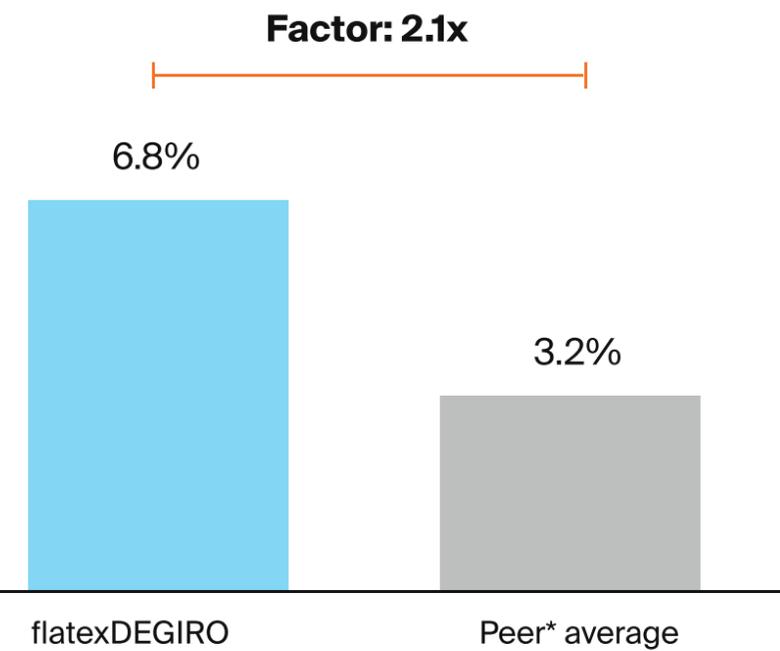


# Customer growth & retention H1 2023

## Additional customer accounts H1 2023 in k

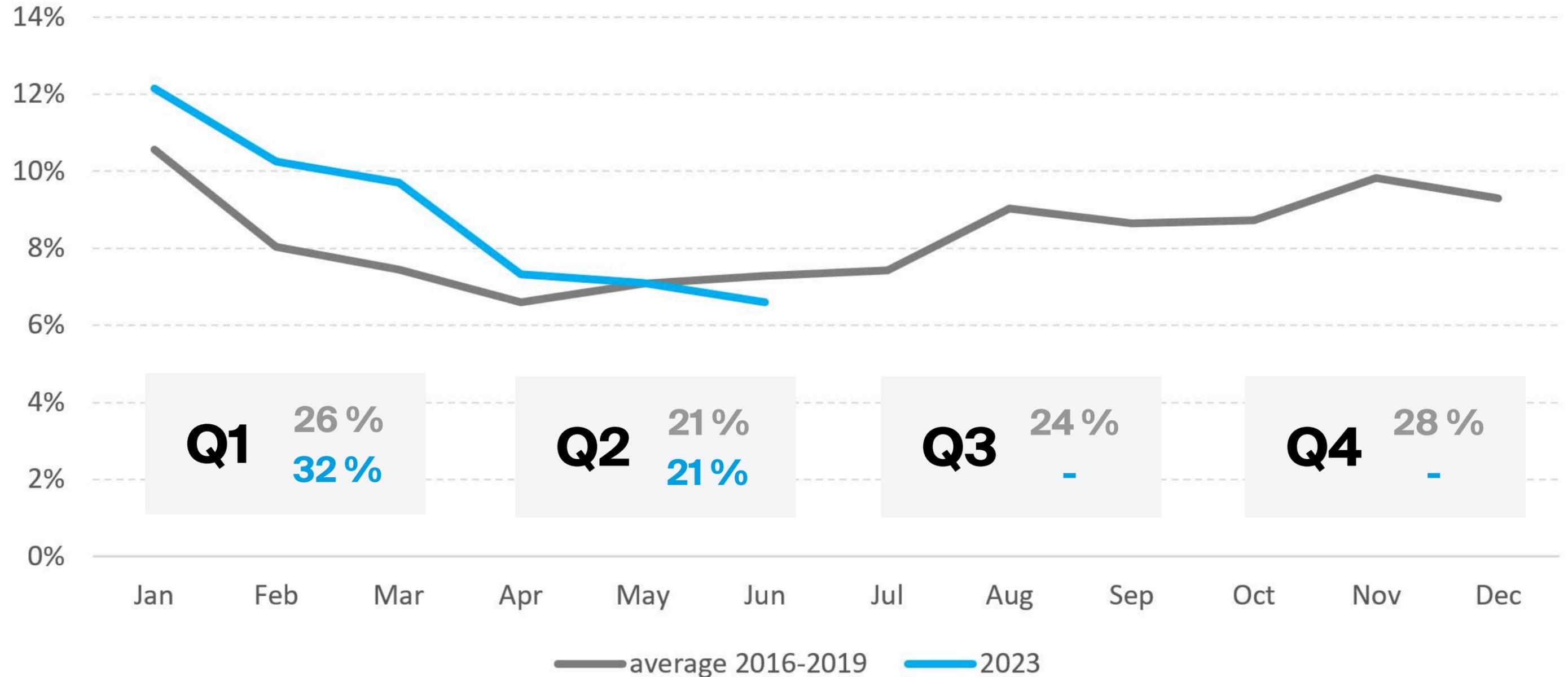


## YTD net customer account growth



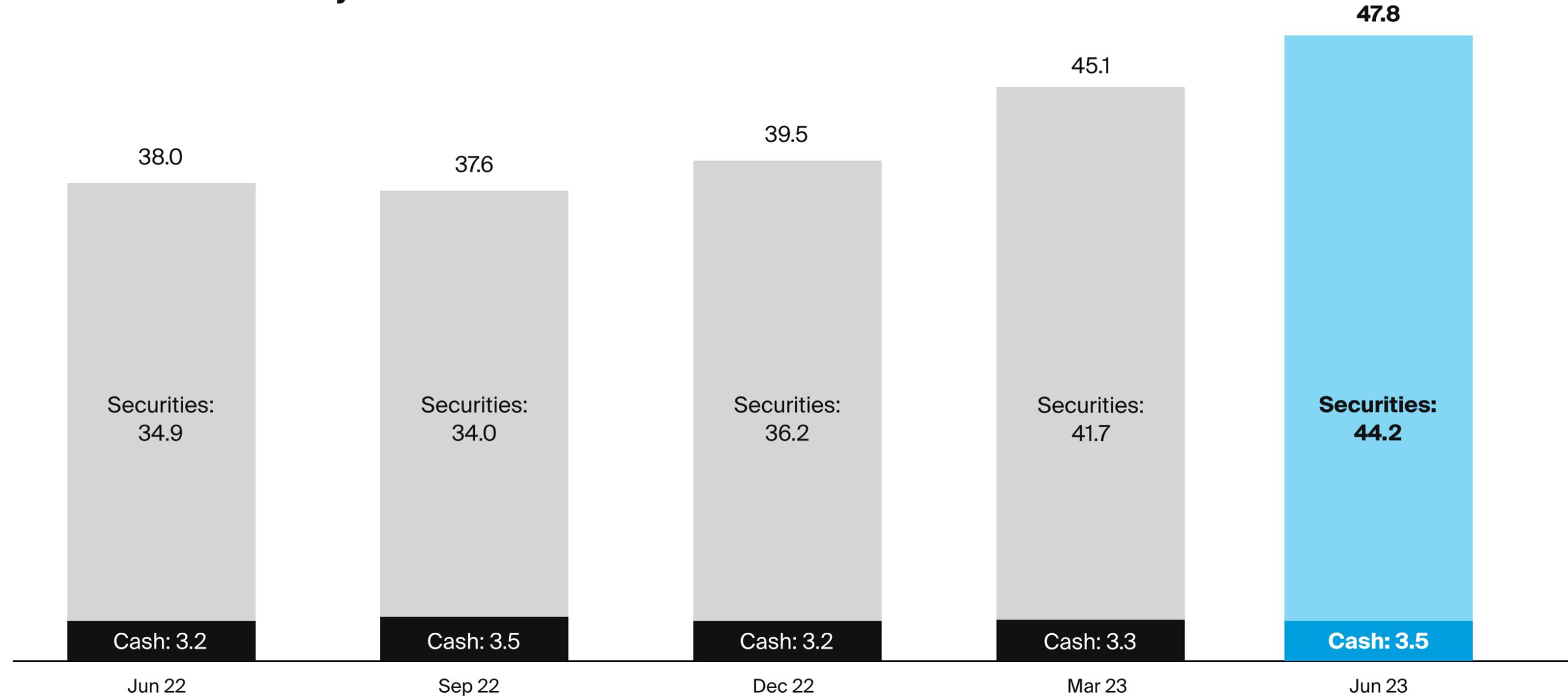
\* Peer average Jan-Jun 2023 includes Avanza, Nordnet, Fineco, Hargreaves Lansdown

## Relative share of customer account growth per month follows seasonal patterns (compared to average of 2016-2019)



## Development of Assets under Custody

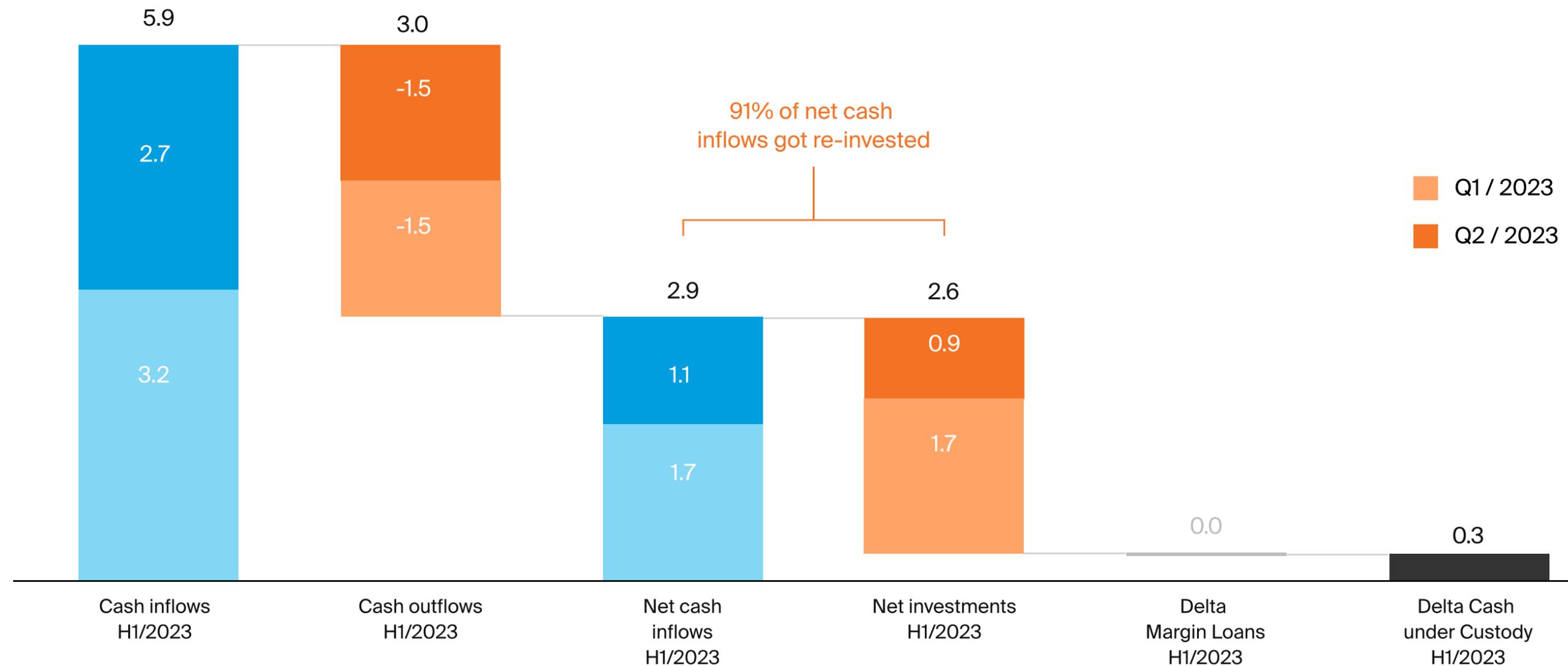
Assets under custody in € bn



## Net cash inflows of € 2.9 bn, of which > 90% invested

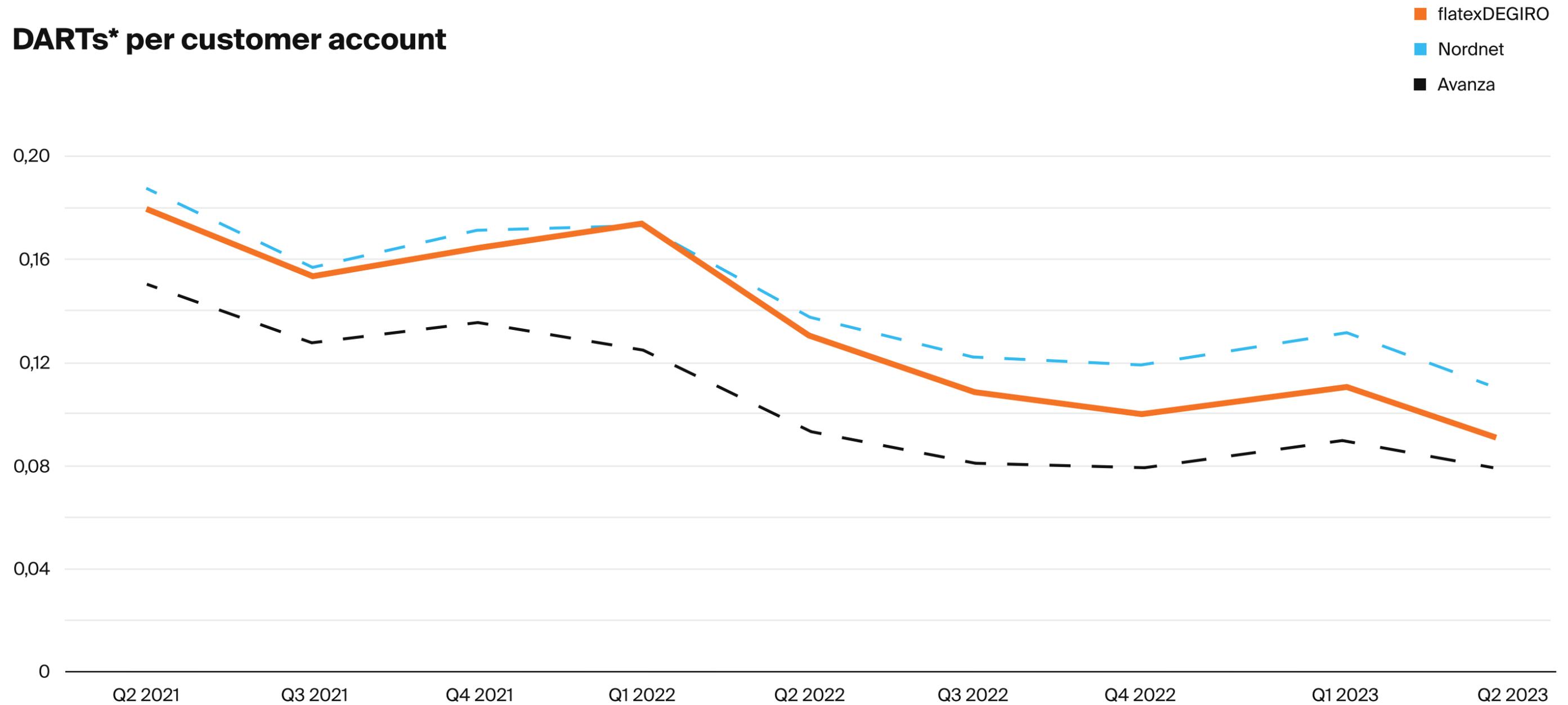
### Positive monthly net inflows continuing

in € bn



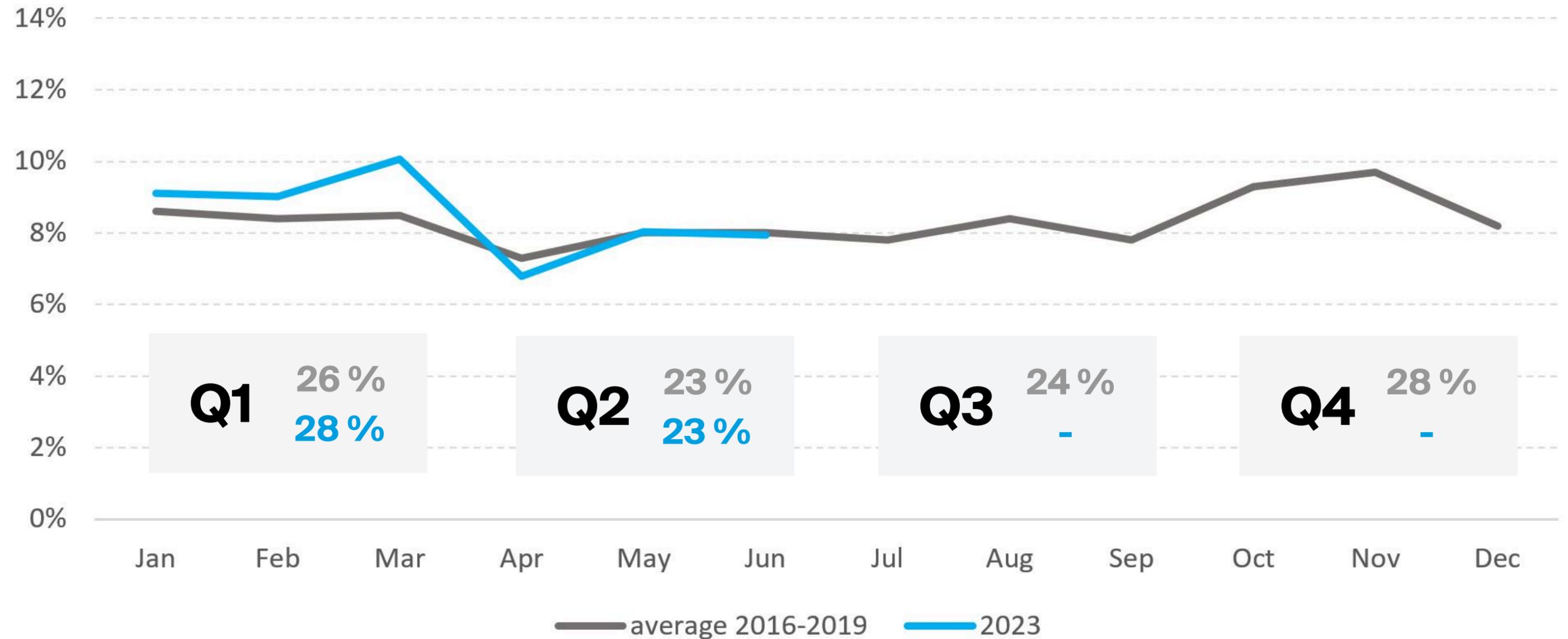
## Comparable trading activity across the industry

### DARTs\* per customer account



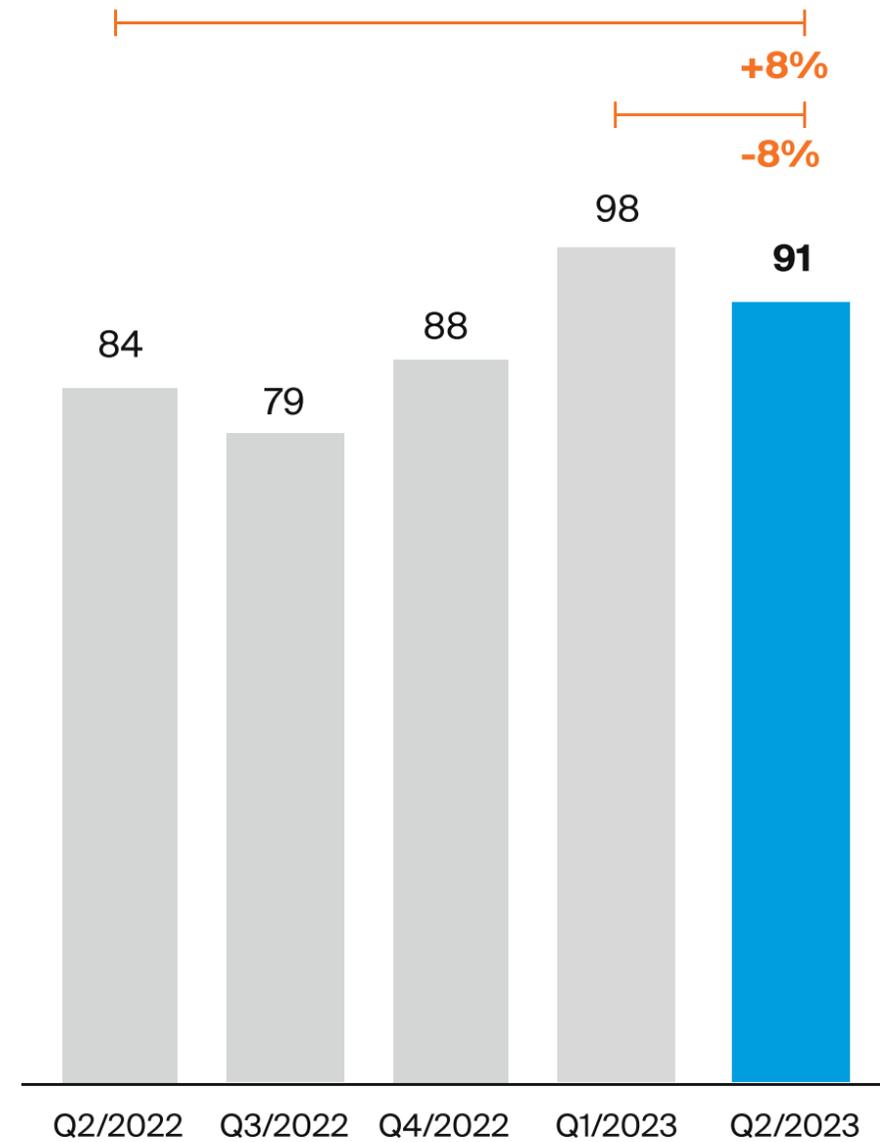
\* Nordnet, Avanza: based on Monthly statistics published by the companies  
flatexDEGIRO: excluding days where markets in the US/Germany/Netherlands are closed

## Relative share of settled trades per month follows seasonal patterns (compared to average of 2016-2019)

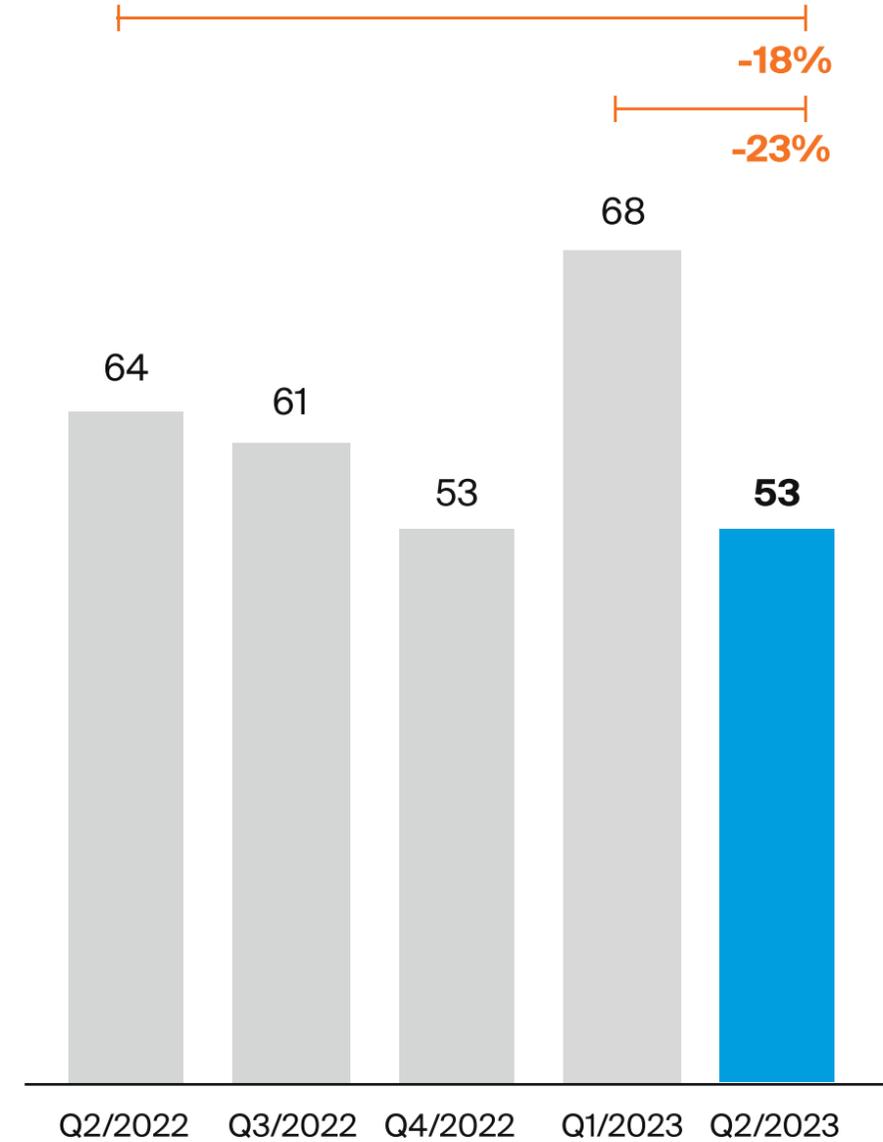


## Revenue split

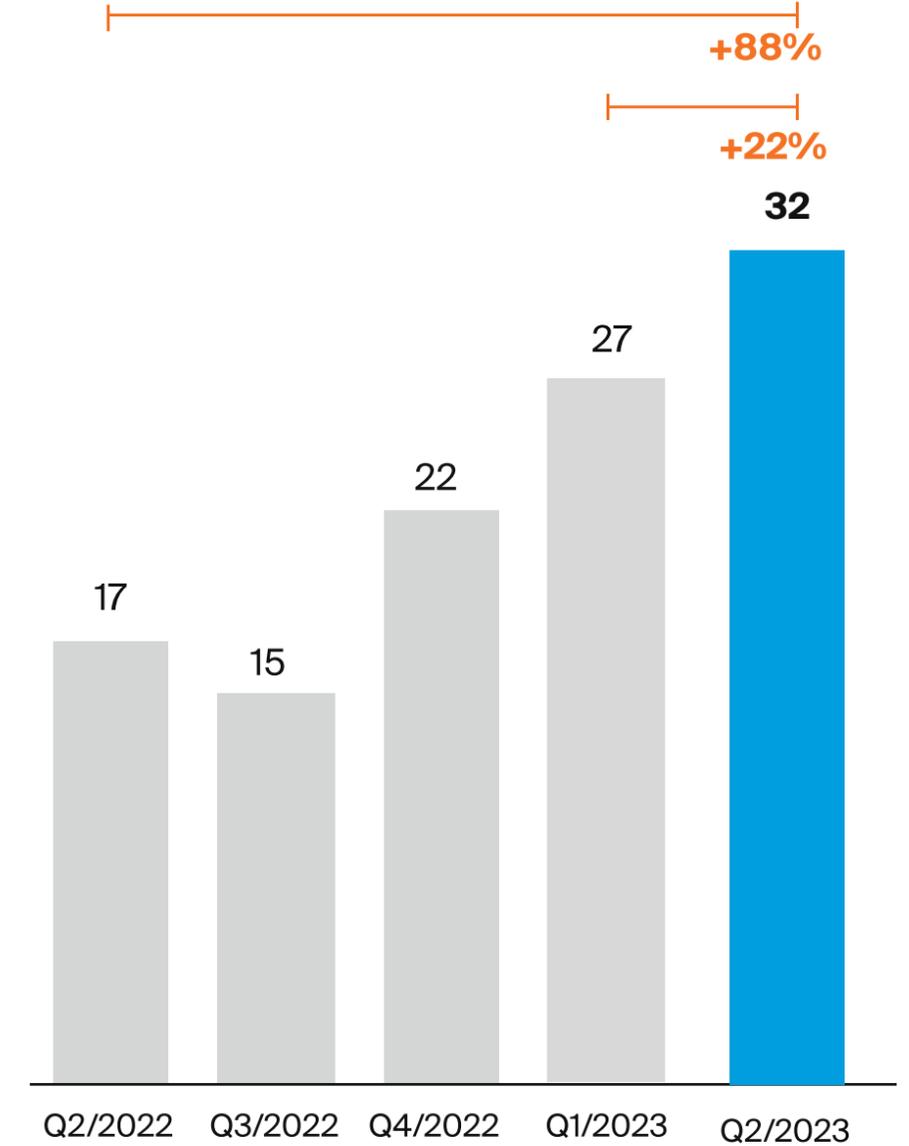
### Adjusted\* Revenues (m EUR)



### Commission income (m EUR)

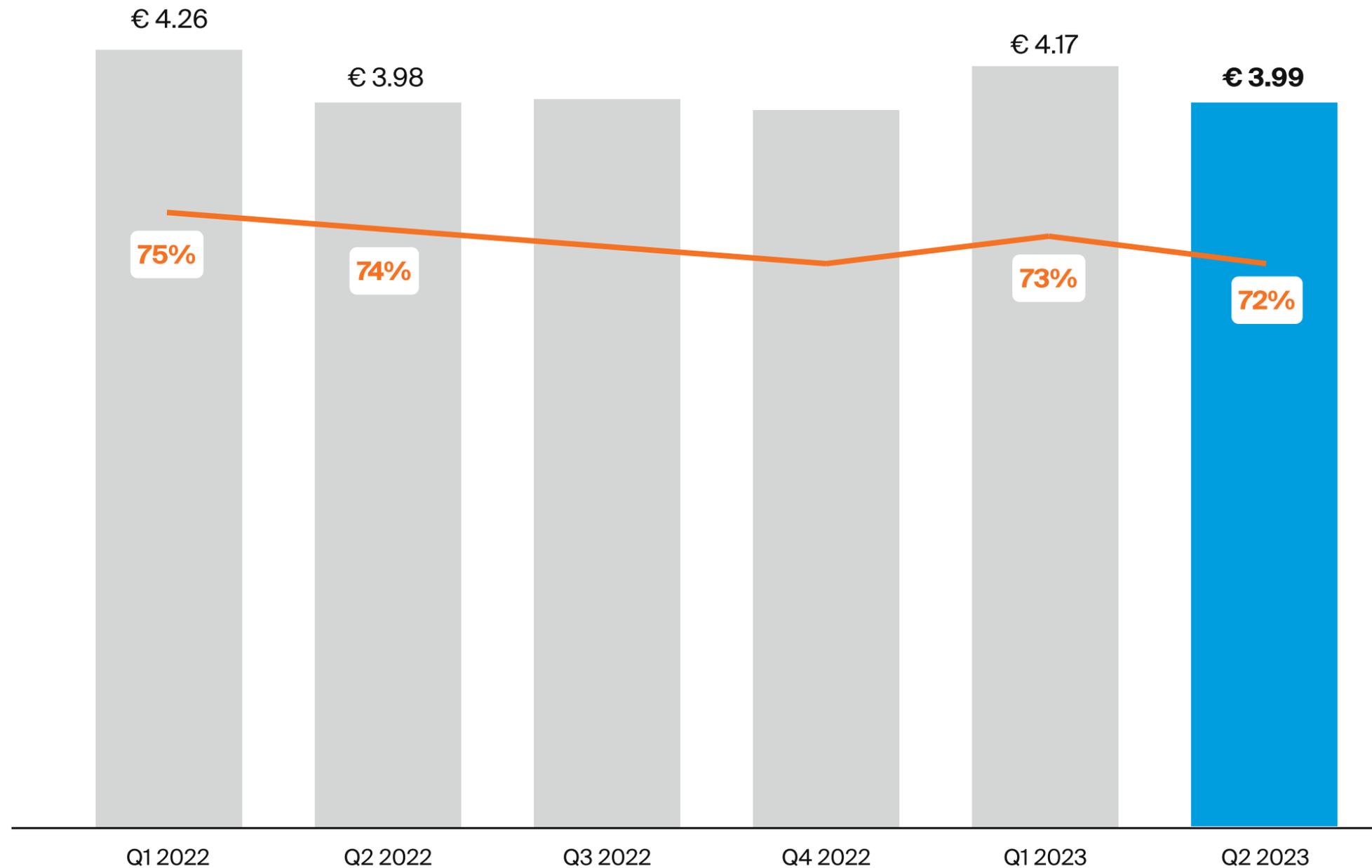


### Interest income (m EUR)



\* excl. effects resulting from releasing provisions for long-term, variable compensation (Stock Appreciation Rights Plan, SARs)

## Commission per Transaction



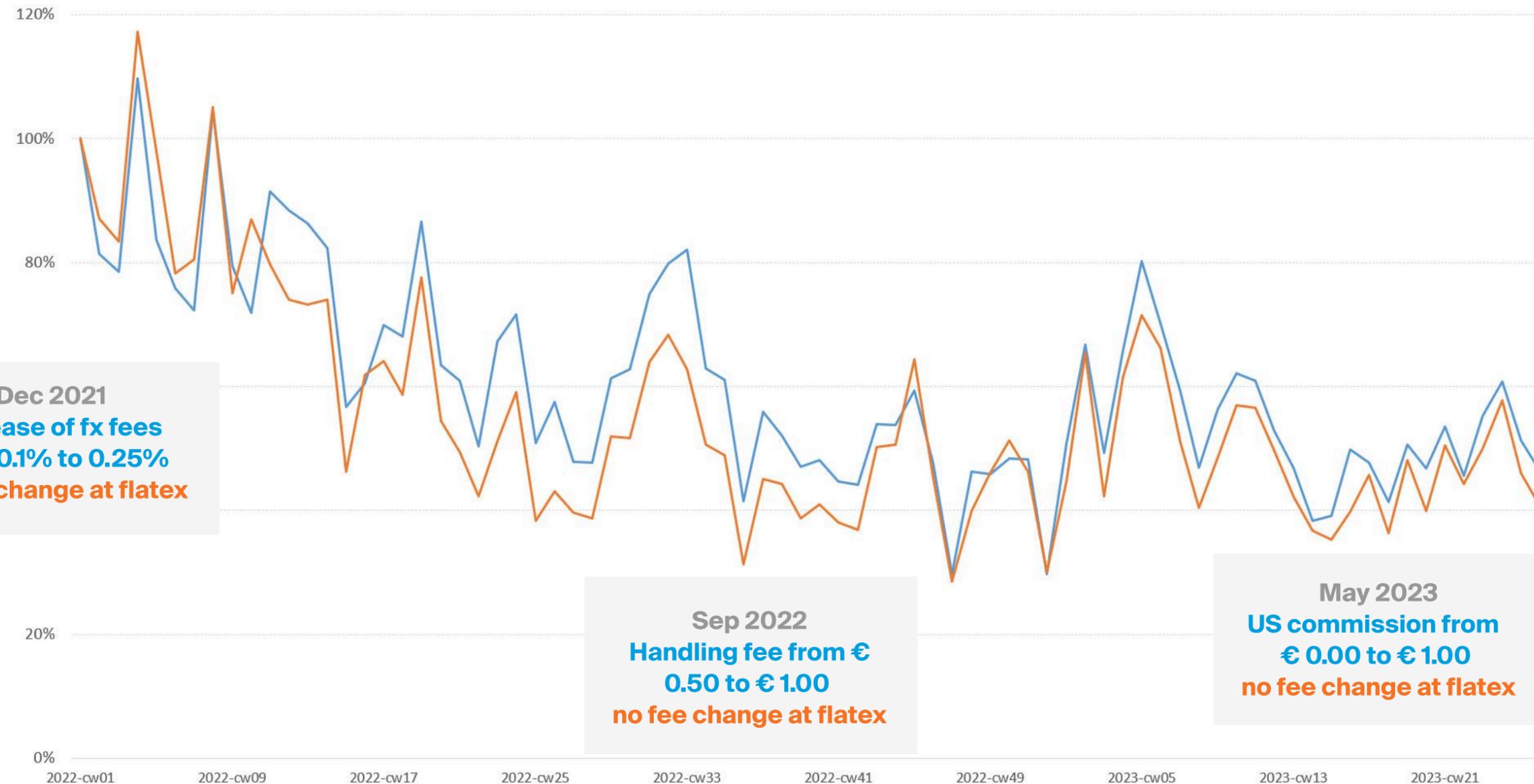
- Lower share of “High revenue transaction” due to overall lower trading activity, increasing relative weight of low priced ETF and saving plans

- Monetization supported by increased DEGIRO handling fees (+0.50 €) in September 2022 and adjustment of commissions at DEGIRO in mid-May 2023

— Share of “High revenue transactions”  
(Cash products, incl. stocks, bonds, etc.)

# Low price elasticity proven

## Indexed trading of US stocks at flatex and DEGIRO

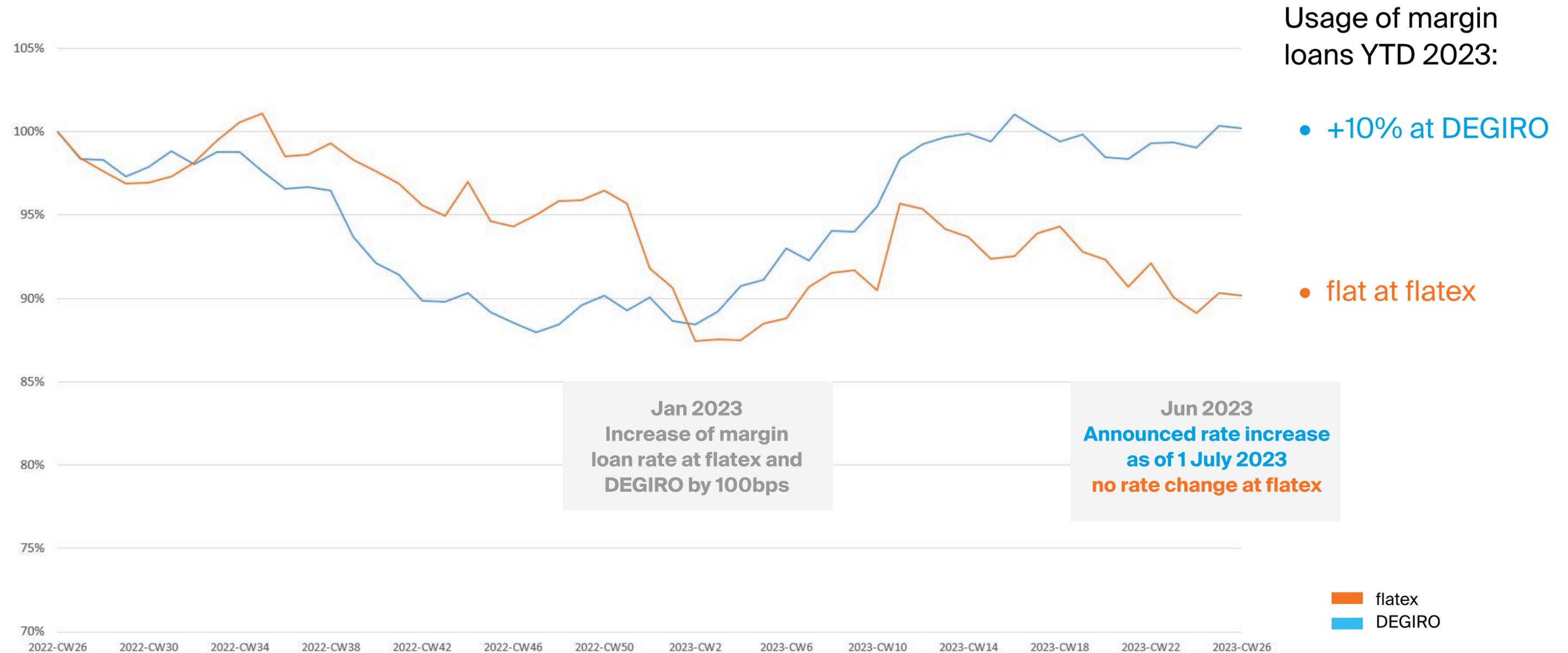


Parallel development of trading activity in US stocks at DEGIRO and flatex for 18 months, despite three price adjustments at DEGIRO (none at flatex)

flatex  
DEGIRO

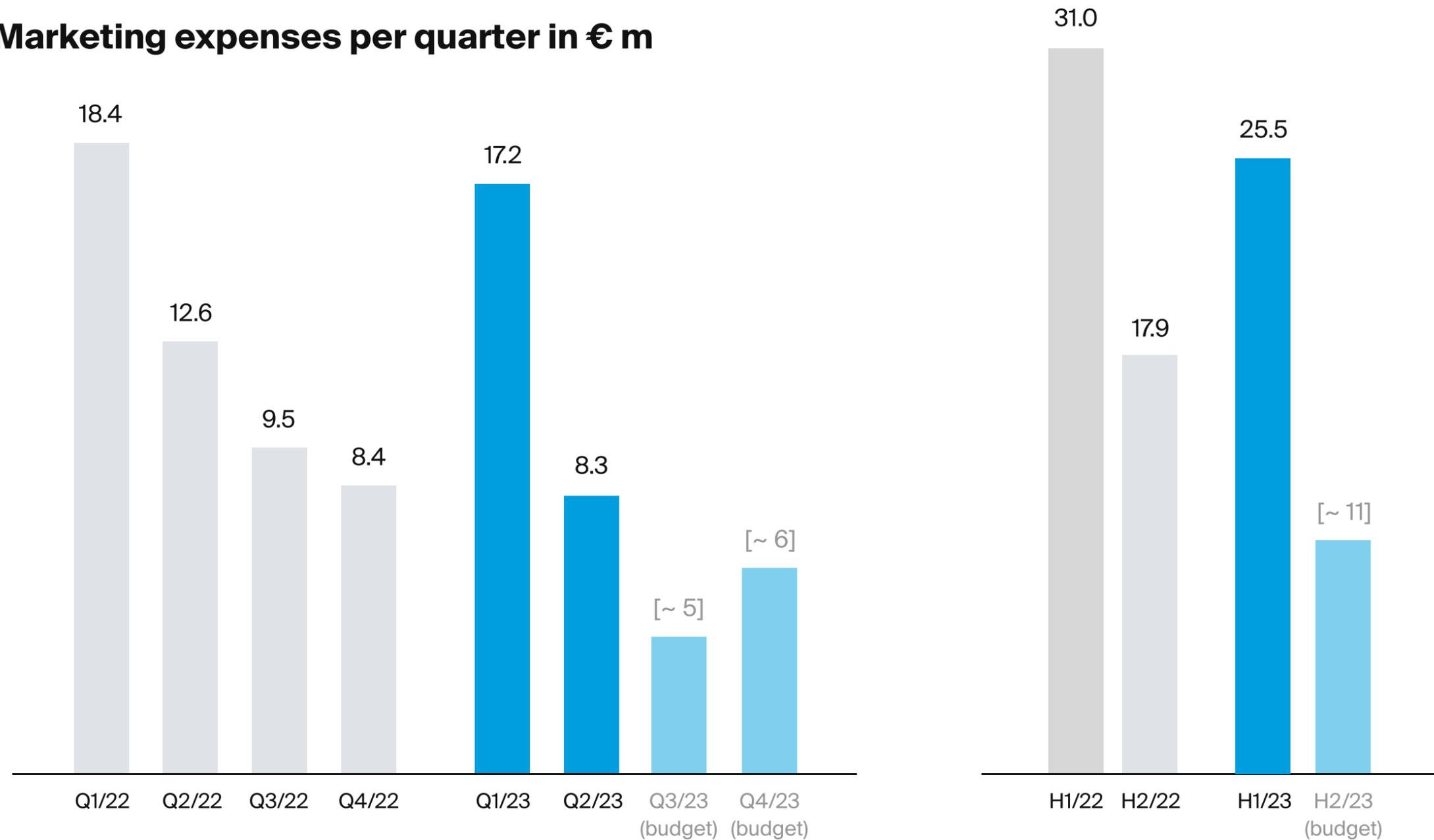
# No visible impact on the margin loan side either

## Indexed usage of margin loans at flatex and DEGIRO, last 12 months to July 2023



## Marketing aligned with market environment

### Marketing expenses per quarter in € m



- Marketing expenses significantly reduced in Q2 2023 after peak in Q1 2023
- ~ 70 % of FY marketing budget spent in H1 / 2023
- ~ EUR 11 m budgeted for H2 / 2023
- FY marketing spent to decrease by ~ 13 m EUR (-25%) from 49 m EUR (2022) to ~ 36 m EUR (2023)
- Further significant decrease in 2024

## **H1 / 2023 impacted by approx EUR 9 million of one-time effects**

### **Personnel**

- EUR 3.3 m one-time inflation compensation payment in Q1 2023

### **Marketing**

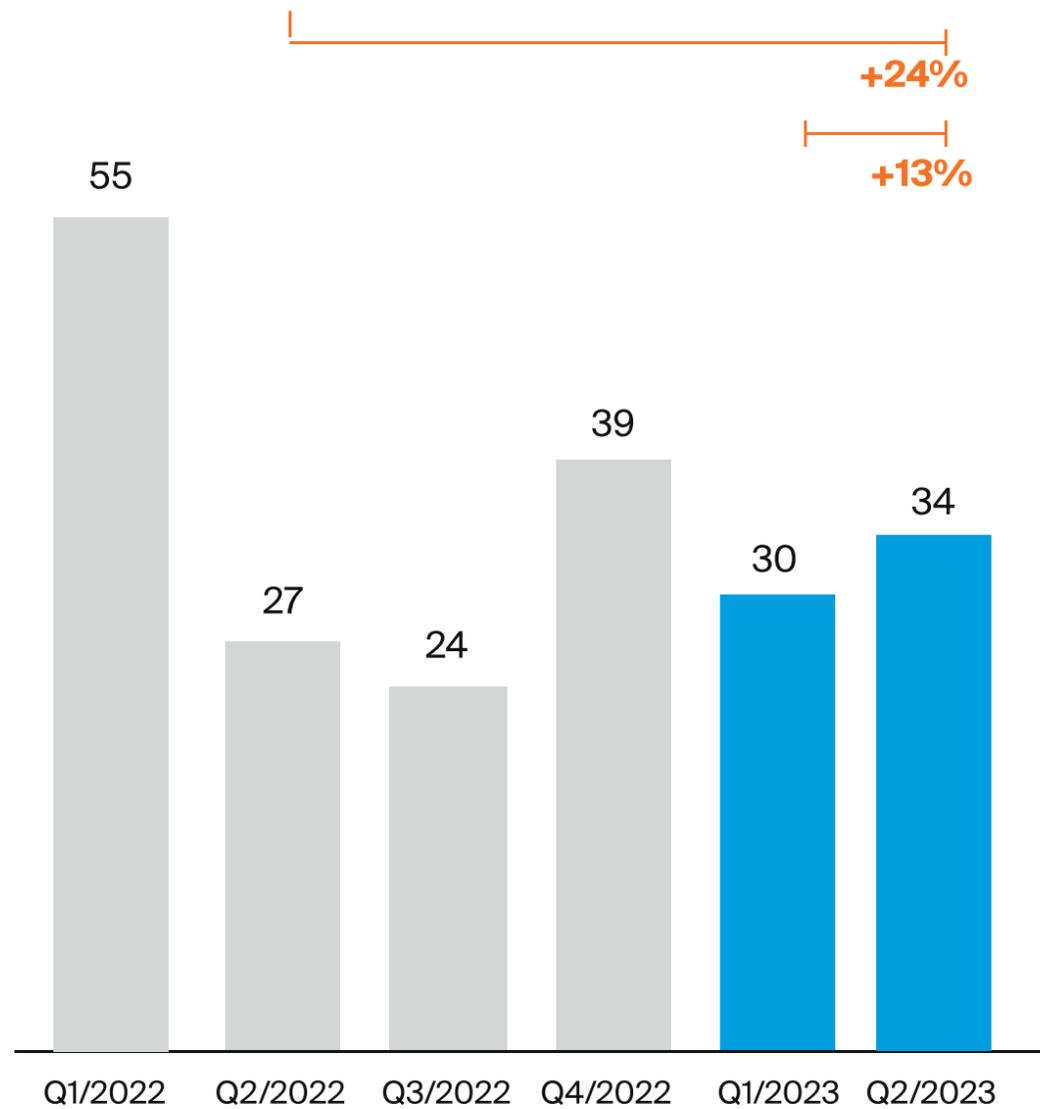
- additional expenses due to Sevilla FC winning the Europa League in Q2 2023

### **Other**

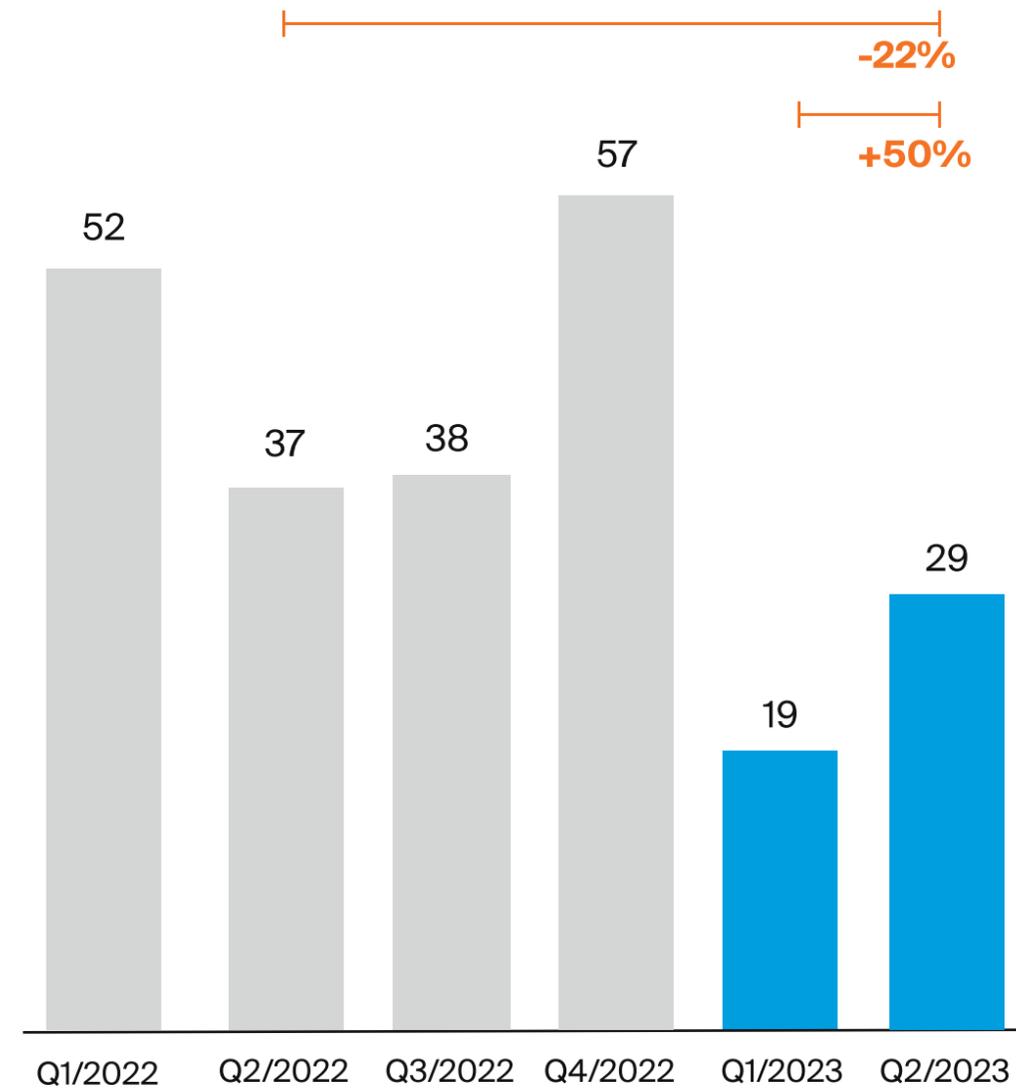
- EUR 1.1 m BaFin fine for misdemeanor procedure in Q1 2023
- EUR 4 m fine prepayment in Italy based on competitor's claim at the Competition Authority in Q2 2023; legally challenged with high probability to win

## EBITDA development

### Adj.\* EBITDA (m EUR)



### EBITDA (m EUR)



\* excl. effects resulting from building/releasing provisions for long-term, variable compensation (Stock Appreciation Rights Plan, SARs)

## Guidance confirmed - Assumptions updated

### Guidance

- **Adj. Revenues of ~ EUR 380 m**
- **Adj. EBITDA margin > 40 %**
- **Adj. EBT margin > 30 %**

### Assumptions

- Customer account growth 1.5x-2.0x ahead of peers
- 58 m settled transactions
- Commission/transaction of ~ 4.15 EUR
- Av. interest rate on Margin Loans in H2/2023 of ~ 5%
- Av. interest rate on remaining Cash under Custody of 3.5%
- COGS to benefit from mix (higher share of interest income)
- OpEx impacted by one-time effects
- Marketing in H2 2023 to be around EUR 11 m

### Implied P&L 2023 (vs. Feb 2023 assumptions)

Commission Income	~ € 240 m (265 m)
Interest Income	€ ~125 m (100 m)
Other Income	€ ~ 15 m (15 m)
<b>Total revenues</b>	<b>€ 380 m (380 m)</b>
COGS	~ 16 % (17-19%)
OpEx	~ € 165 m (150-160 m)
<b>Adj. EBITDA margin</b>	<b>&gt; 40 % (&gt; 40 %)</b>
<b>Adj. EBT margin</b>	<b>&gt; 30 % (&gt; 30 %)</b>

## Adj. EBITDA expected to increase by ~ 30 % in H2/2023 (vs. H1/2023)

### ACTUAL P&L H1/2023

Commission Income	€ 121 m
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Interest Income	€ 59 m
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Other Income	€ 9 m
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<b>Total revenues</b>	<b>€ 189 m</b>
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COGS	15.6 %
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OpEx (excl. SARs, incl. ~ € 9 m one-offs)	€ 95 m
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<b>Adj. EBITDA</b>	<b>€ 64 m</b>
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Adj. EBITDA margin	34%
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Adj. EBT margin	25%
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### Implied P&L H2/2023

Commission Income	~ € 120 m
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Interest Income	~ € 66 m
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Other Income	~ € 6 m
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<b>Total revenues</b>	<b>~ € 192 m</b>
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COGS	~ 16 %
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OpEx	~ € 70 m
------	----------

<b>Adj. EBITDA</b>	<b>~ € 89 m</b>
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Adj. EBITDA margin	~ 47%
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Adj. EBT margin	~38%
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### Revenues

- Lower number of trades compensated by increased monetarization **(H2/2023 level of ~ EUR 4.20)**
- Interest income benefits from steady cash inflows, rising interest rate levels **(at least 3.5 % depository rate)** and increased margin loan rate **(average margin loan rate of ~ 5%)**

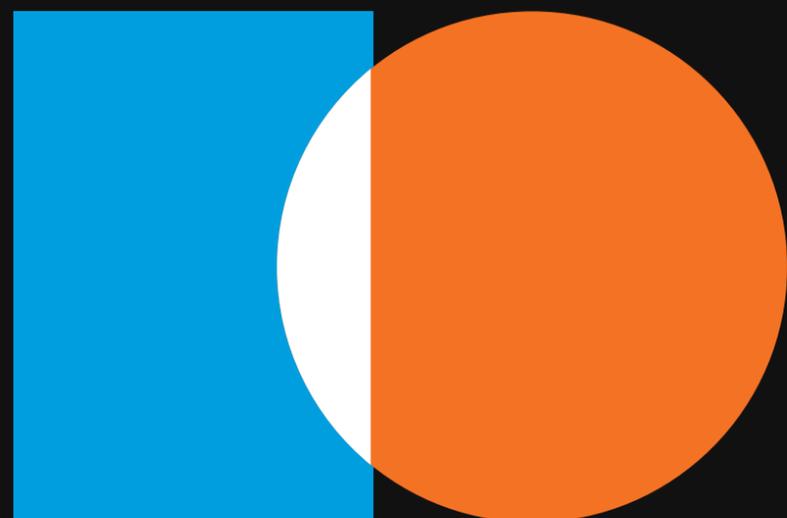
### OpEx (excl. SARs)

#### H2 (forecast) vs H1:

- Marketing: EUR 15 m less
- non-recurring: EUR 9 m less

FLATEXDEGIRO AG | 25 JULY 2023

# H1 2023 PRELIMINARY RESULTS



## Contact

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