



Preliminary Results 2024 & Strategic Priorities

25 February 2025

flatex=DEGIRO

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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.

Today's presenter



Oliver Behrens
Chief Executive Officer



Dr. Benon Janos
Chief Financial Officer

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Today's agenda

- 1 Preliminary Results 2024**
- 2 Outlook 2025**
- 3 Strategic Priorities**
- 4 Mid-Term Guidance**



Preliminary Results 2024

Highlights



Record year 2024 with Revenues and Net Income above Guidance



Focus back on business and customers, launch of crypto trading in Germany



Strategic priorities on growth, new products & diversification and an efficient organization



**Ambition 2027:
Revenues of ~ 650 m EUR and
Net Income of ~ 200 m EUR**

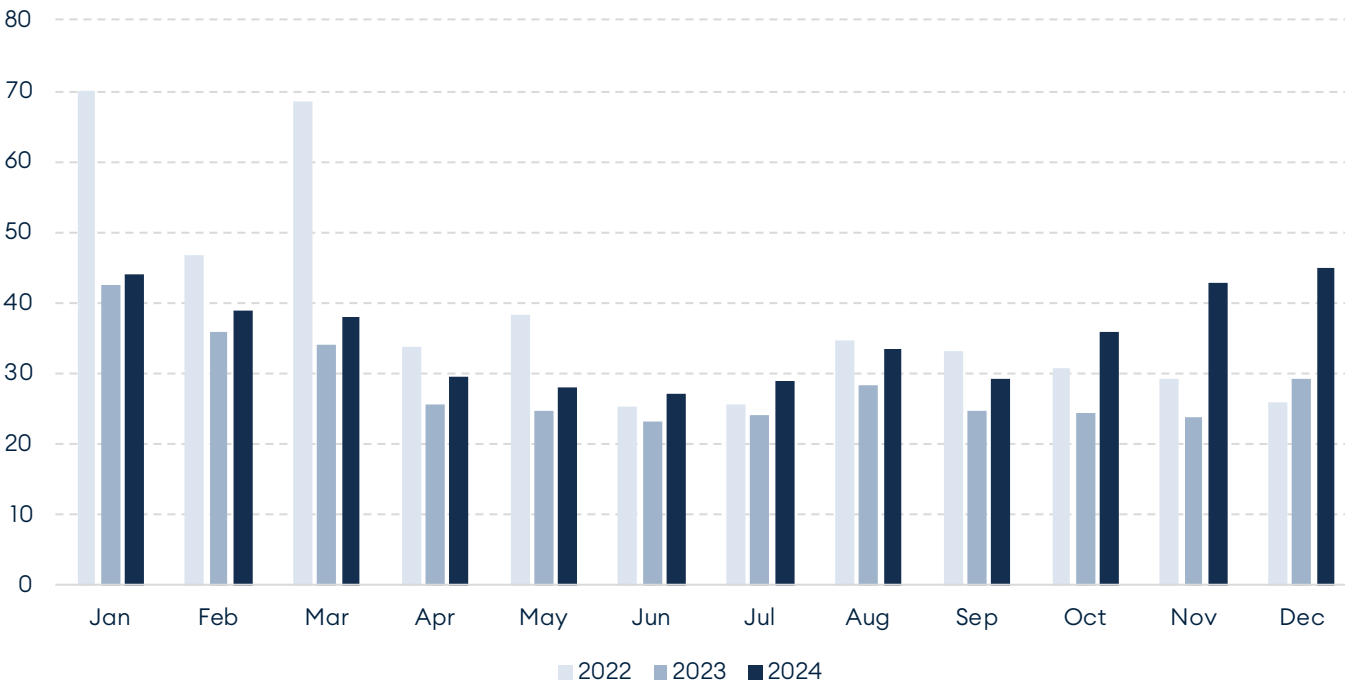


Customer Growth

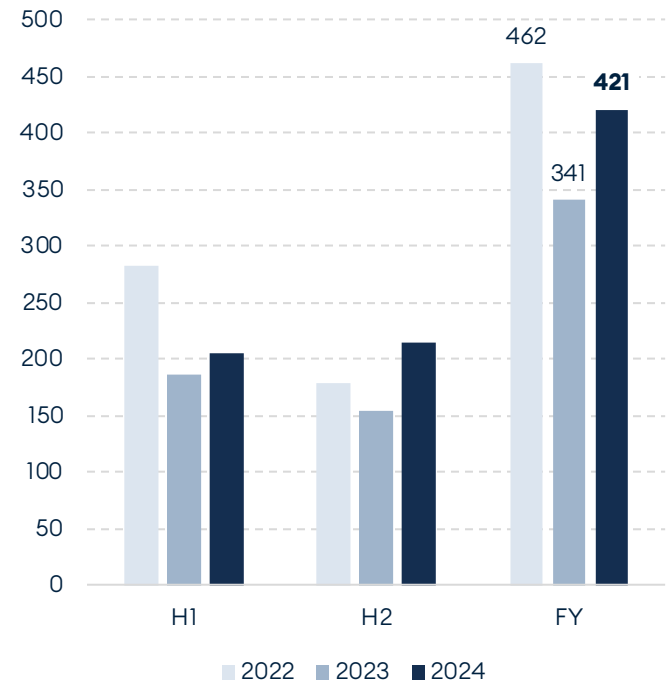
Strong customer growth continued

Monthly customer growth 2024 constantly above 2023 with significant acceleration in Q4 2024
 Full-year growth of 421 k (+24 %) close to 2022-level, customer acquisition costs of 75 Euro (reduction of 24 % vs. 2023)

Monthly Customer additions (k)



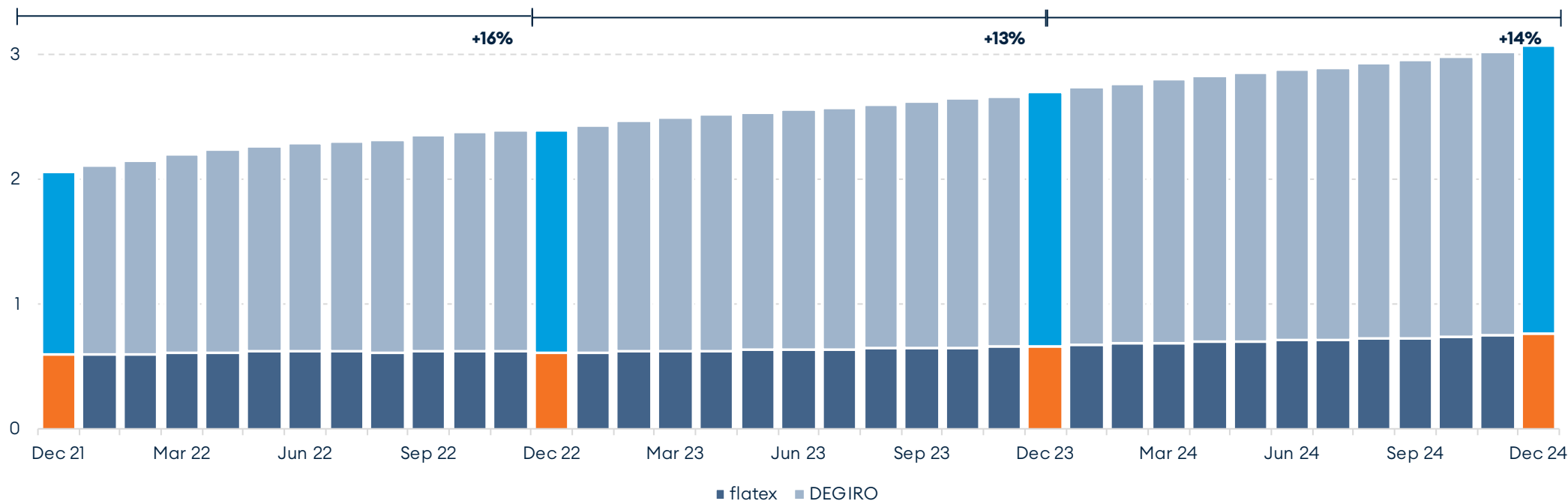
Annual Customer additions (k)



Customer base of over 3 million reached

Customer base grown by 1 m over the last 3 years with annual growth rates between 13 % and 16 %
 Share of flatex customers stable at 25 % in 2023 and 2024

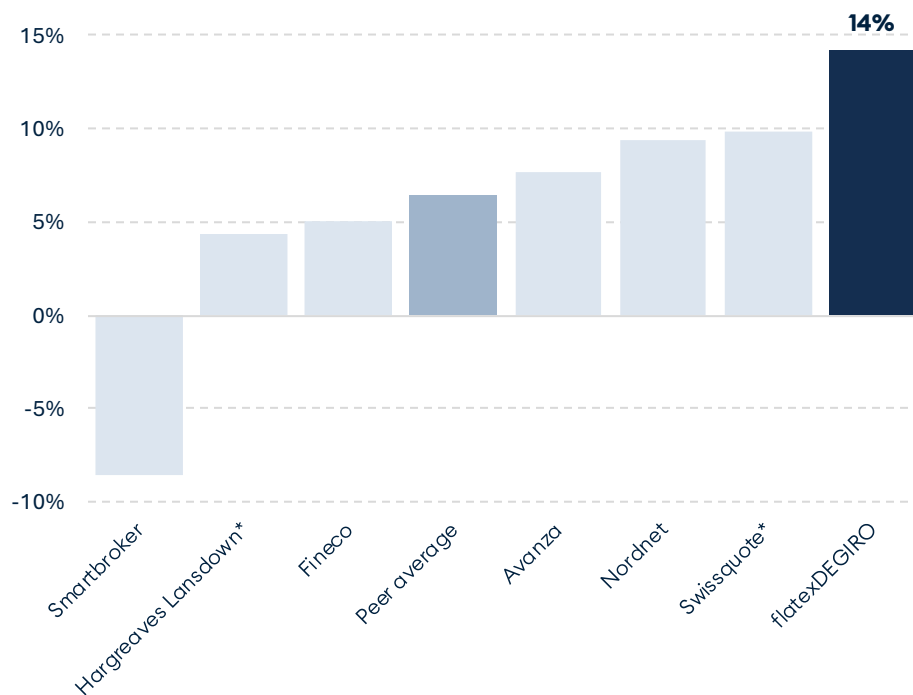
Customer accounts (m)



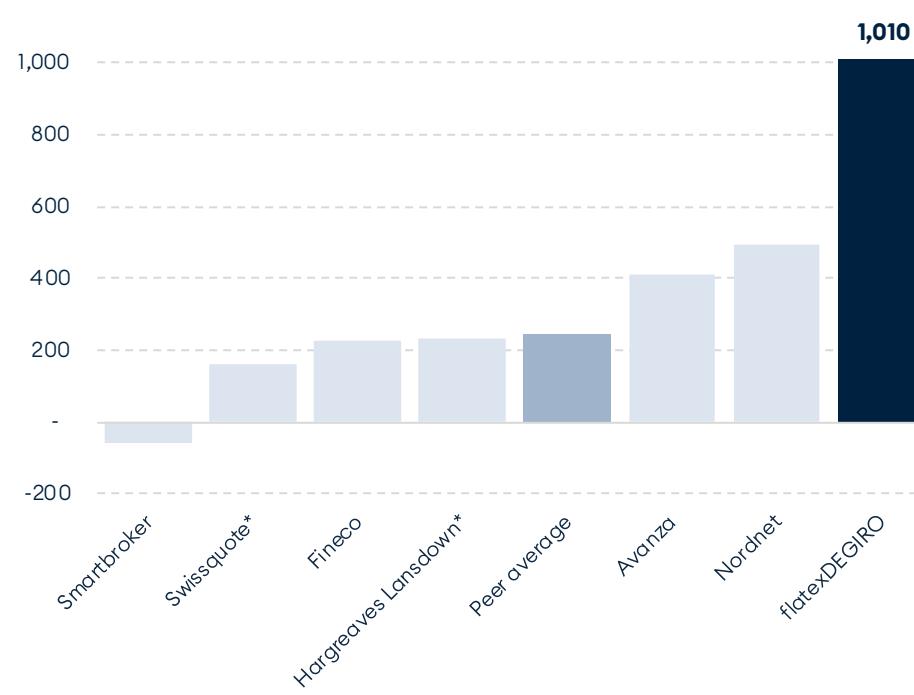
Industry-leading customer growth

Leading customer growth over the last 3 years with CAGR of 14 %
 Stronger growth only observed at one non-listed peer with currently strong pivot from neo-brokerage towards neo-banking

Customer growth CAGR of listed peers (Dec 2021- Dec 2024)



Absolut customer growth of listed peers 2022-2024 (k)



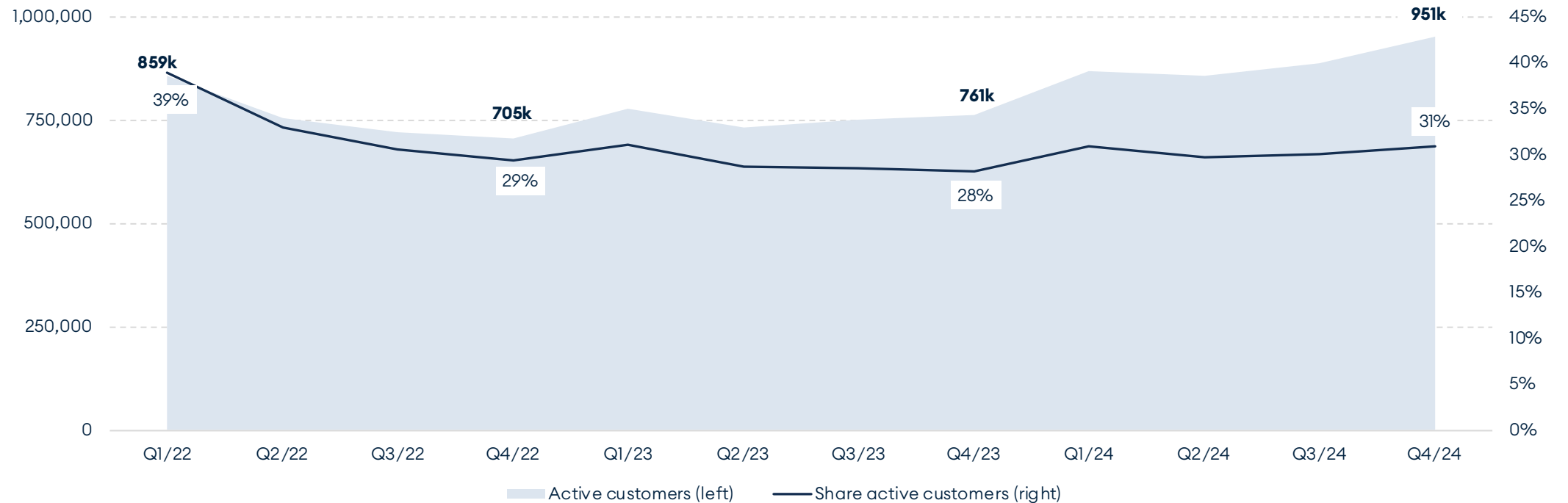
* Hargreaves Lansdown and Swissquote: growth in 2024 extrapolated based on last published numbers

Stable share of active customers on a growing basis

Largest active customer base with close to 1 m customers trading in Q4/2024

Share of active customers (per quarter) slightly up in 2024 to > 30 %, with relative stable development over the last 2.5 years

Active Customers (at least 1 trade per quarter)



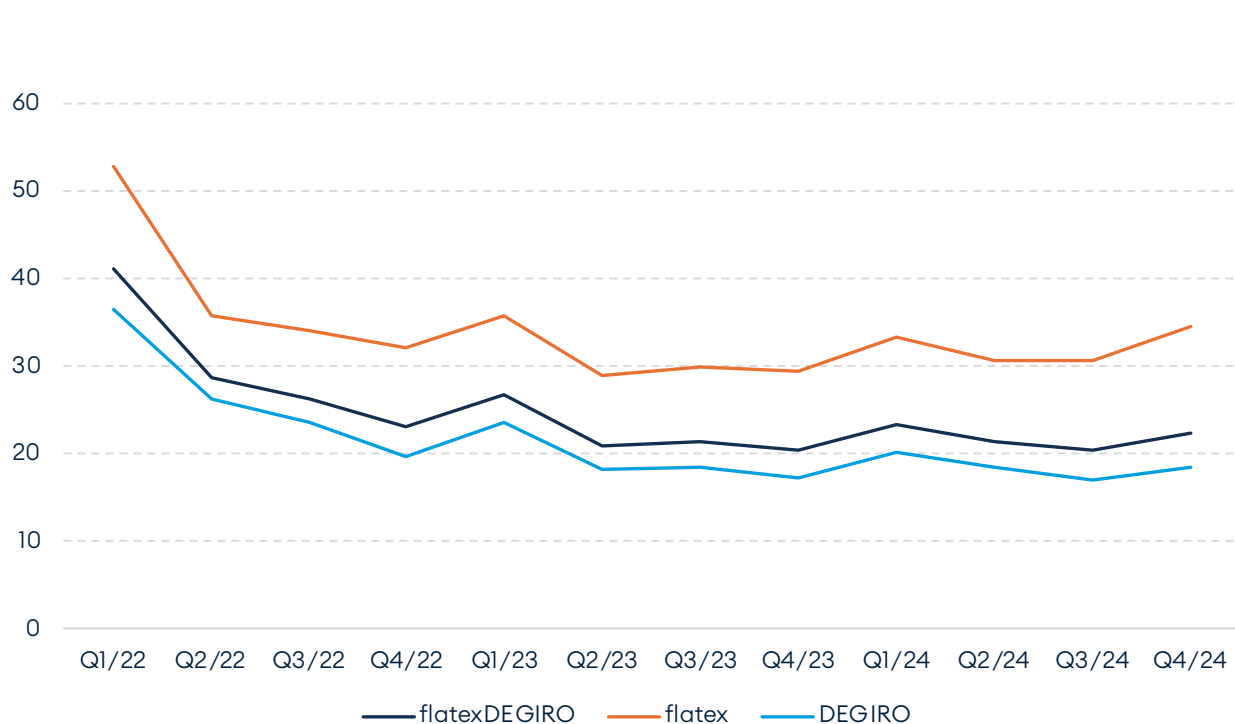


Commission Income

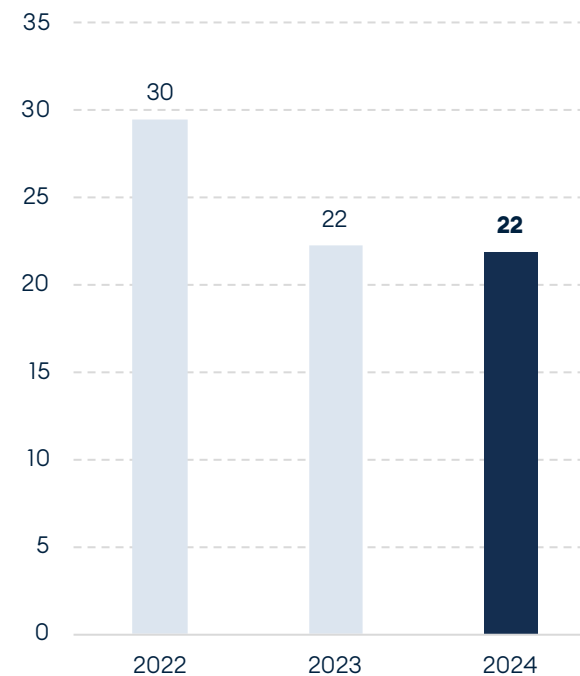
Stabilized trading activity per customer

Range of 20-25 trades per customer p.a. on average stable for the last 2.5 years
 Trading activity higher at flatex, with very similar trends at both brands

Quarterly trading activity (average number of trades per customer, annualized)



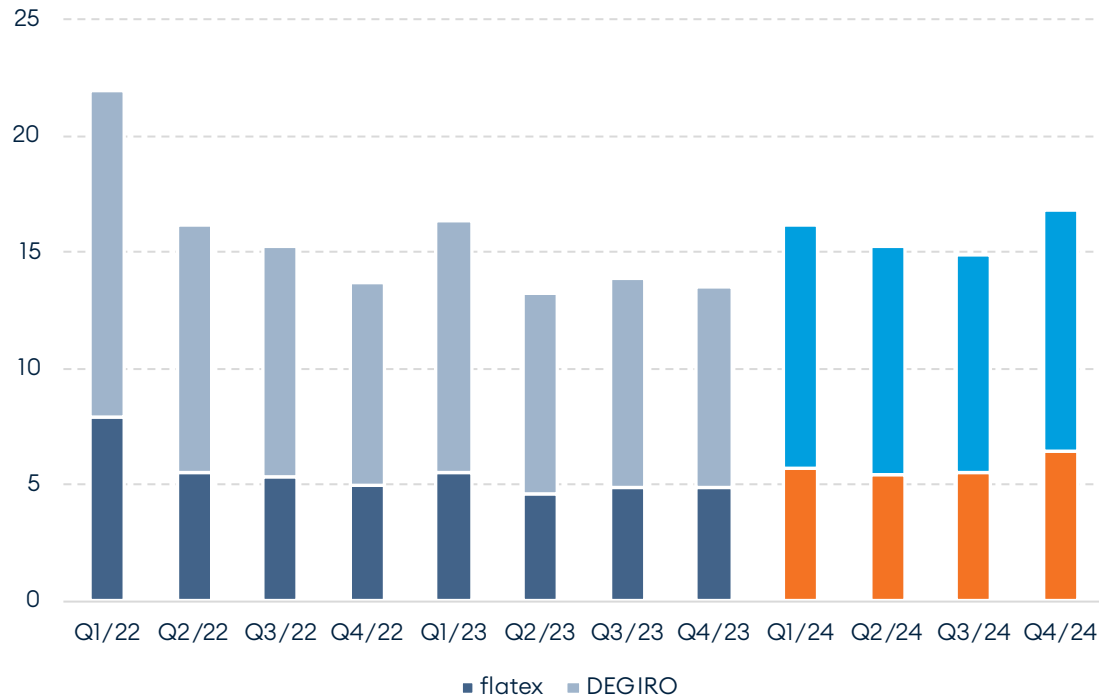
Annual trading activity



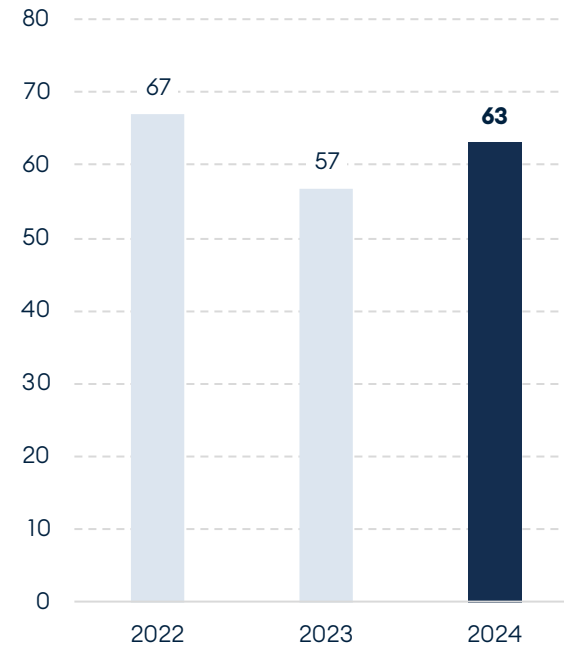
Number of Settled Transactions increased at both brands

Growing customer base drives increase in Settled Transactions (+11 %)
 Outperformance over 2023 accelerated especially in the second-half of 2024

Settled Transactions per quarter (m)



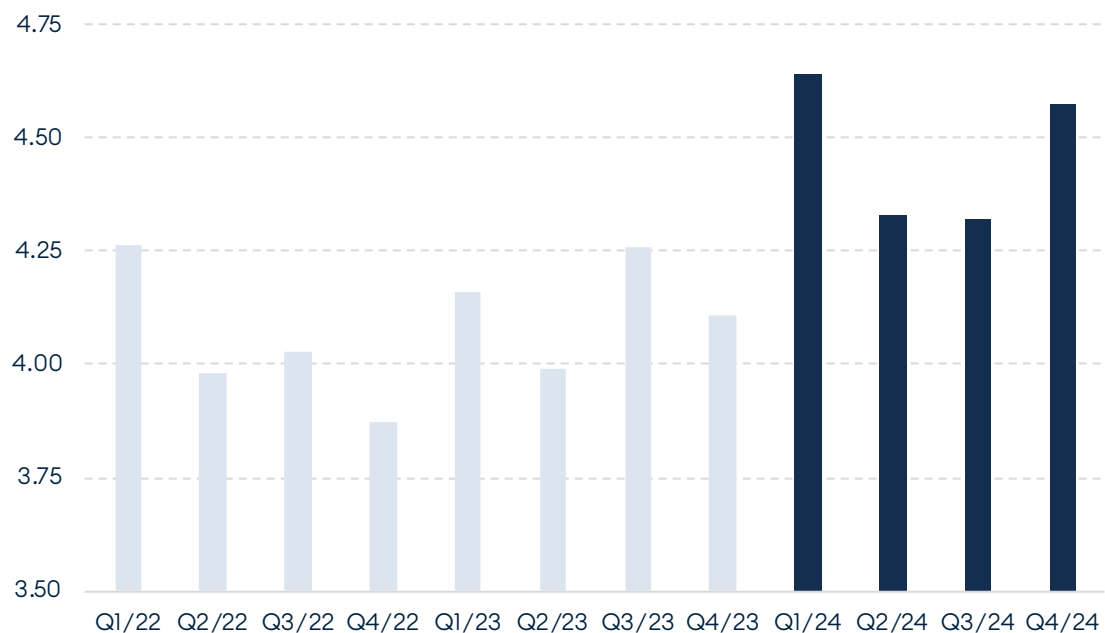
Settled Transactions per year (m)



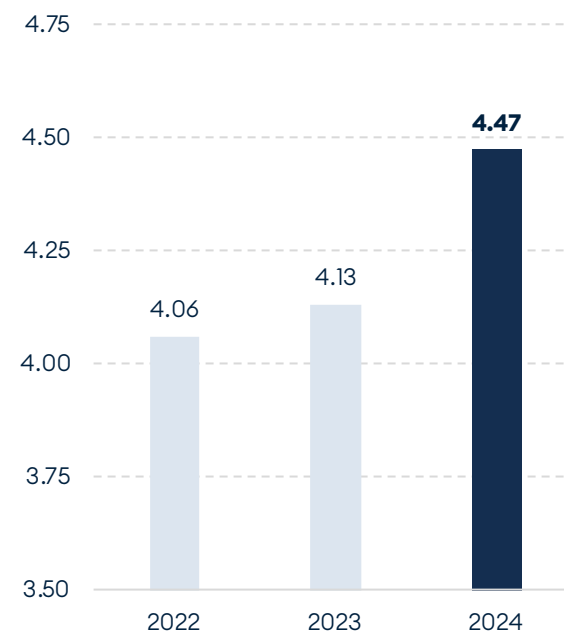
Average commission per transaction further improved

Increase in 2024 (+8 %) driven by price adjustments in May 2023, positive product mix and higher share of US trades
 First quarter usually with higher commission per transaction due to booking of annual fees

Average commission per transaction (EUR) per quarter



Average commission per transaction (EUR)



2024 Summary: Development Commission Income

+14 %

Customer Growth

Stable

Active customer rates
at ~ 30% per quarter

Stable

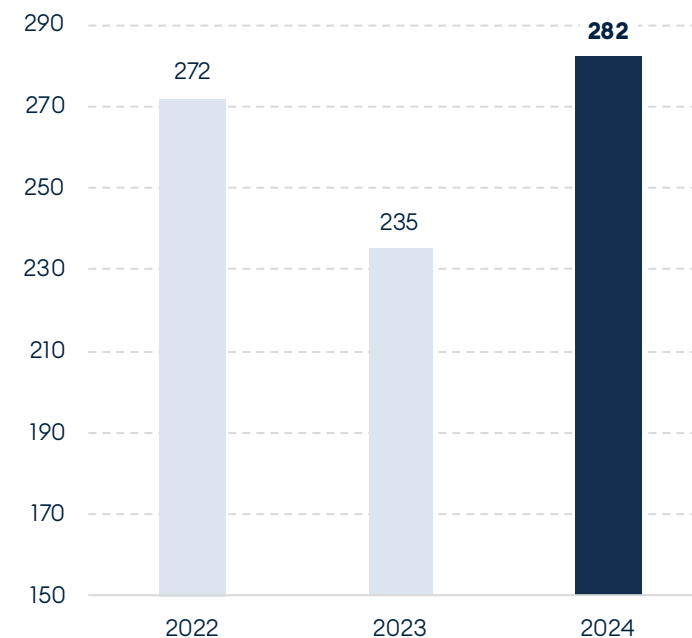
Transaction activity
at ~22x

+8 %

Average commission
per transaction

+20 %
Growth in Commission Income

Commission Income (m EUR)



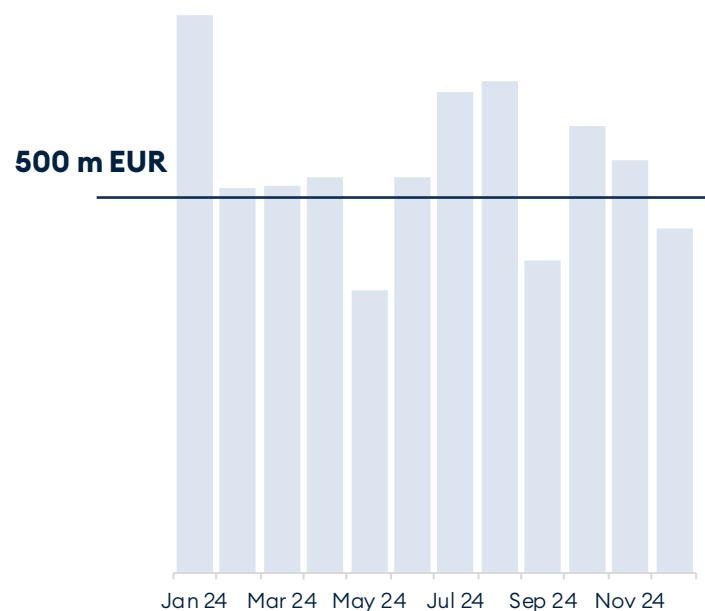


Interest Income

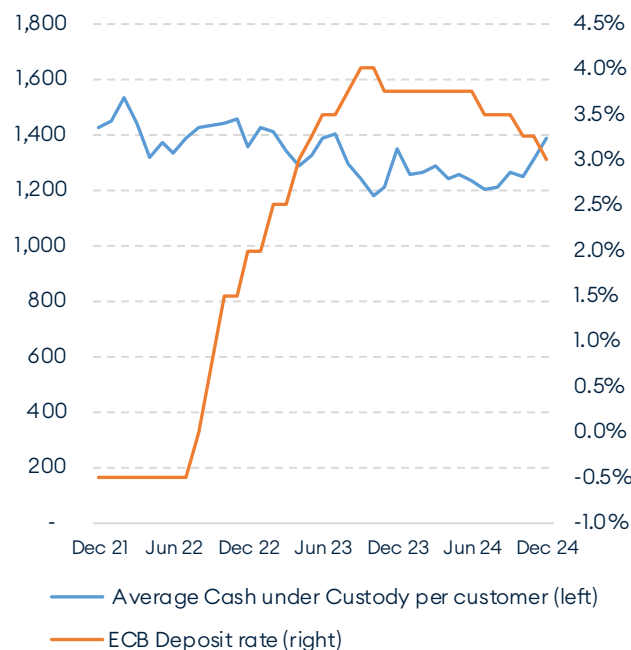
Constant new Net Cash Inflows on our platform

Total Net Cash Inflows in 2024 of 6.6 bn EUR (+47% vs 2023), with 95% being invested in securities (91% in 2023)
 Cash per customer increased in 2024 with falling interest rates, leading to 17% increase in Cash under Custody at year-end

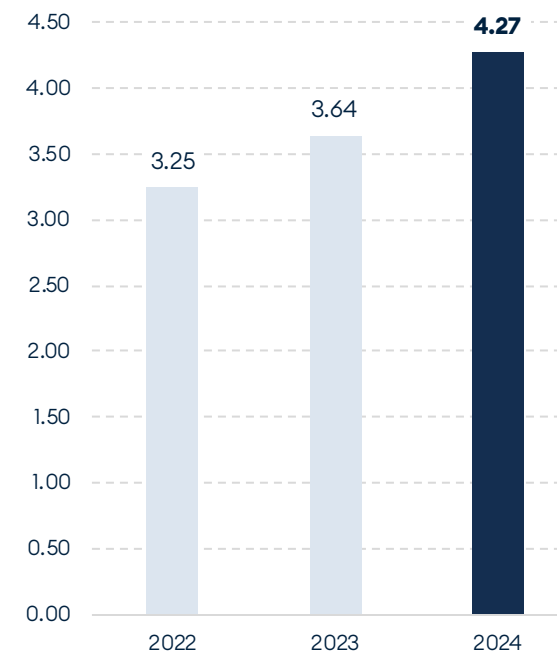
Net Cash Inflows per month (m EUR)



Cash per Customer vs ECB deposit rate



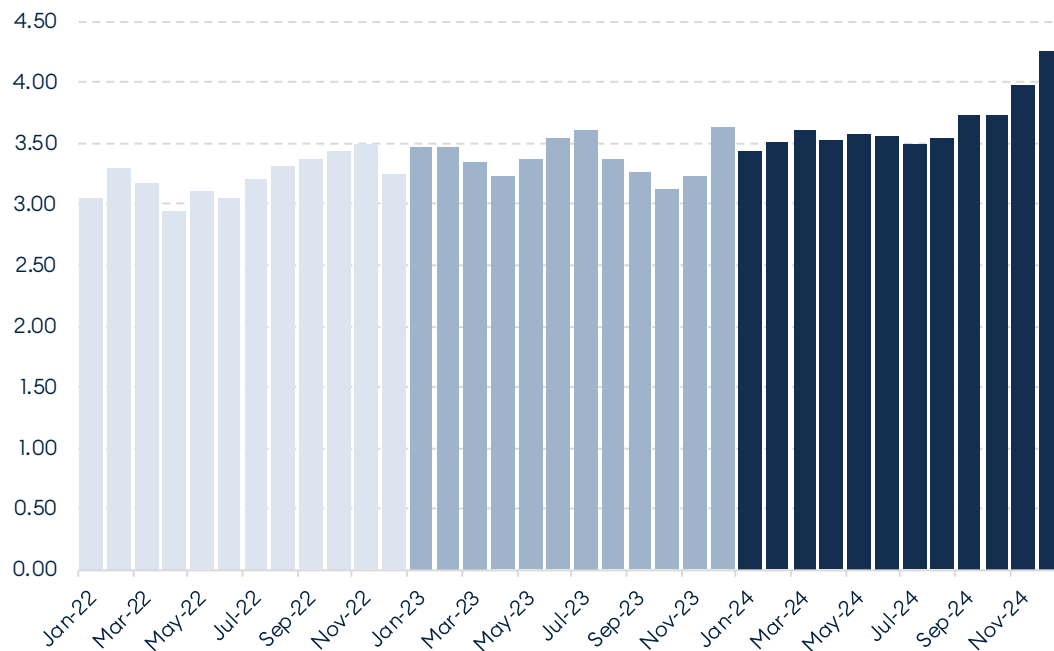
Customer Cash under Custody (bn EUR)



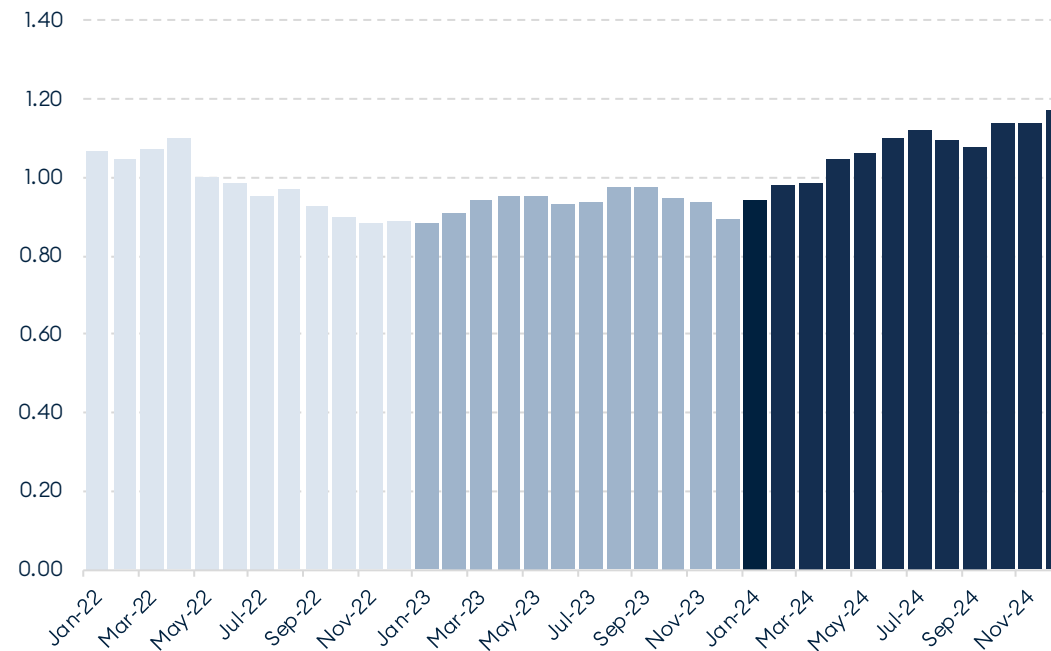
Underlying basis of Interest Income with solid growth

Cash under Custody has grown over the last 3 years by more than 1 bn EUR (37%) from 3 bn EUR to > 4 bn EUR
 Margin Loan Book has benefitted from customer growth and additional access of DEGIRO customers

Cash under Custody (bn EUR)



Margin Loan Book (bn EUR)



2024 Summary: Development Interest Income

+17%

Cash under Custody

+9%

Average ECB deposit rate

+31%

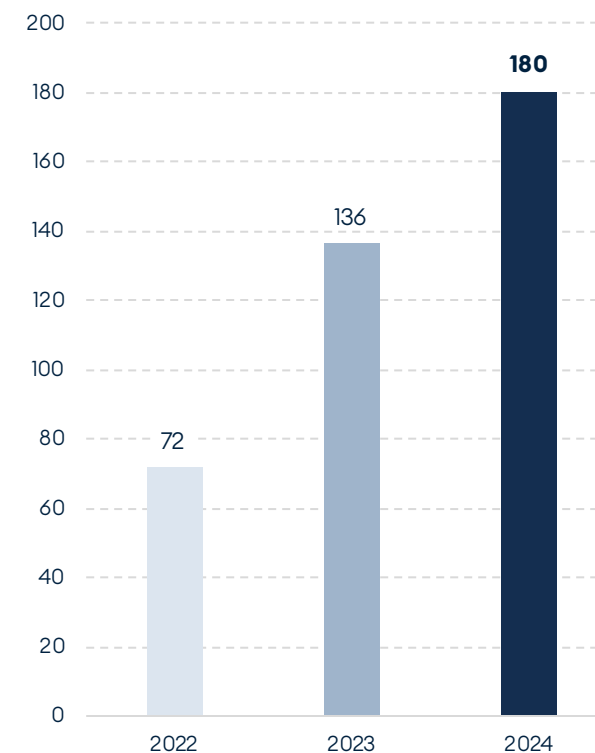
Margin Loan Book

+18 %

Average Margin Loan rate

+32 %
Growth in Interest Income

Interest Income (m EUR)



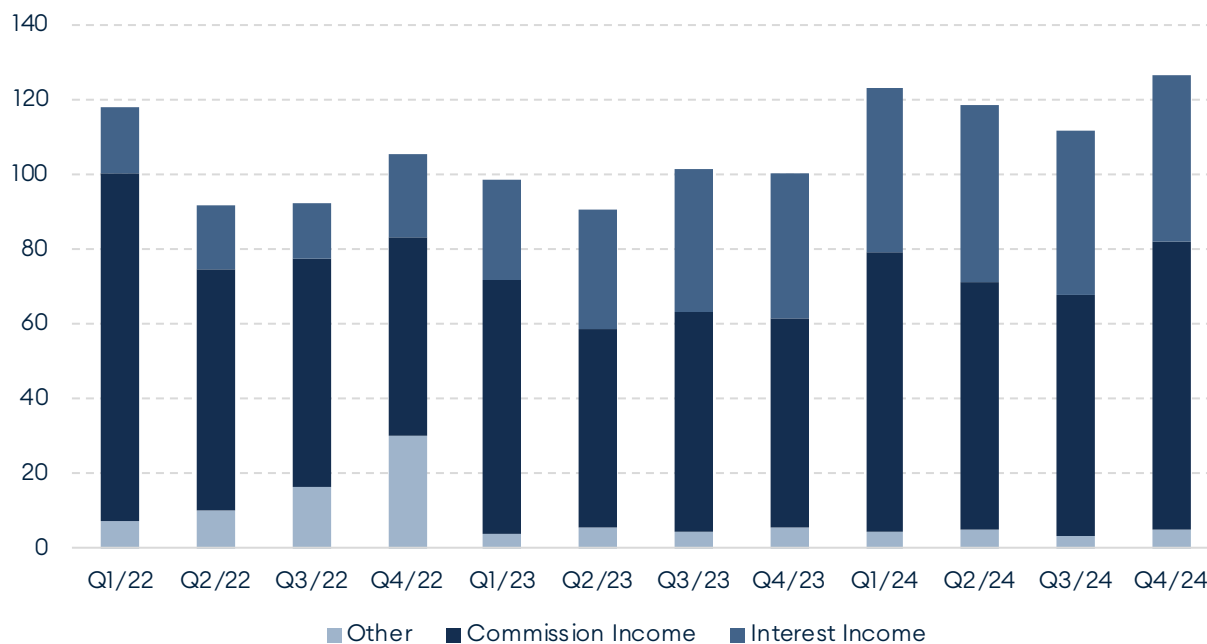


Revenues

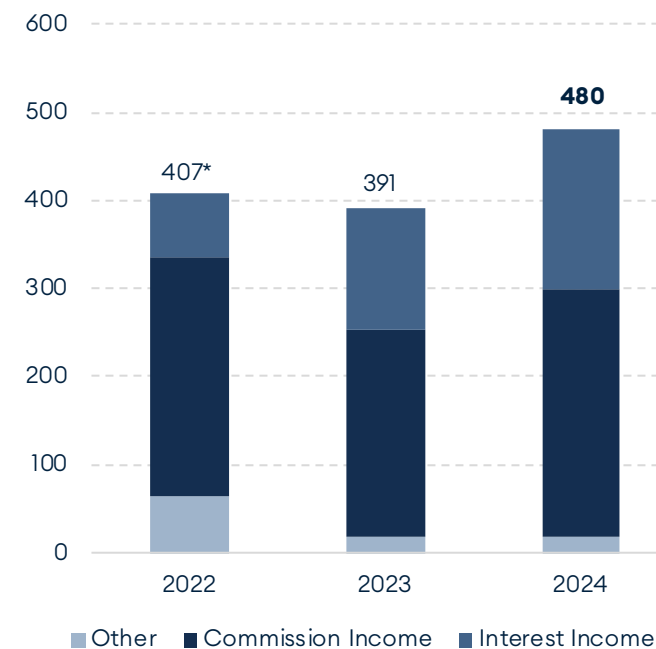
Solid Revenue growth

Revenue growth of 23 % to 480 m EUR, surpassing previous record of the Covid-/Meme-Stock-Year 2021 (415 m EUR) by 15%
 Share of Interest Income increased from 35 % in 2023 to 38 % in 2024

Revenue split (m EUR) per quarter



Revenue split (m EUR)



* Other Operating Income in 2022 included 38 m EUR from reversal of provisions for long-term variable compensation

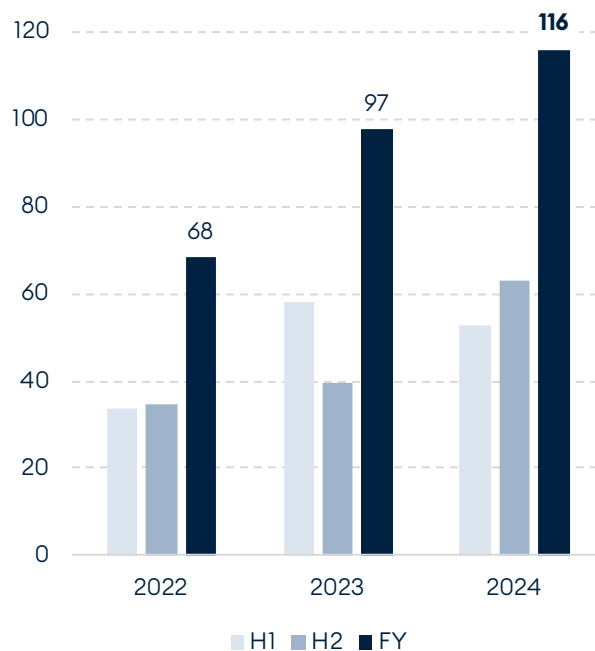


Costs & Earnings

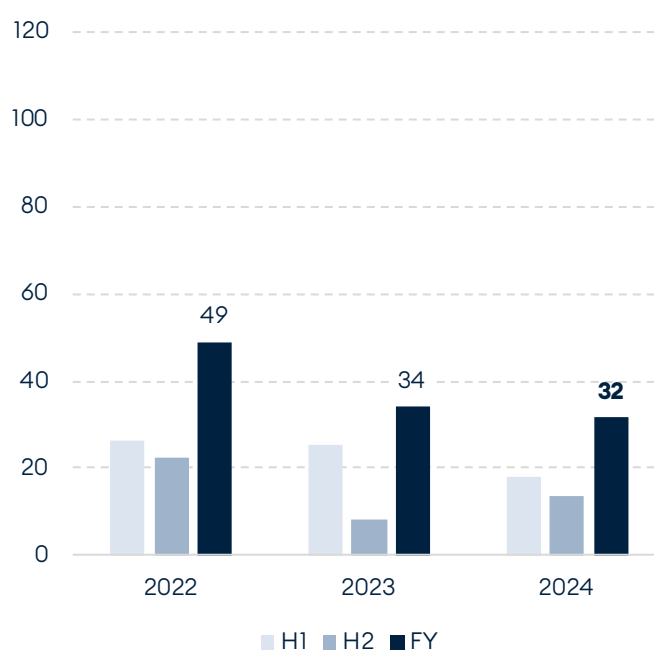
Operating Expenses elevated in 2024

Personnel expenses include ~ 5 m EUR of provisions for measures in 2025 and ~ 7 m EUR for long-term variable compensation
 Admin expense increase driven by higher need for third-party fees (e.g. consulting, advisory, legal)

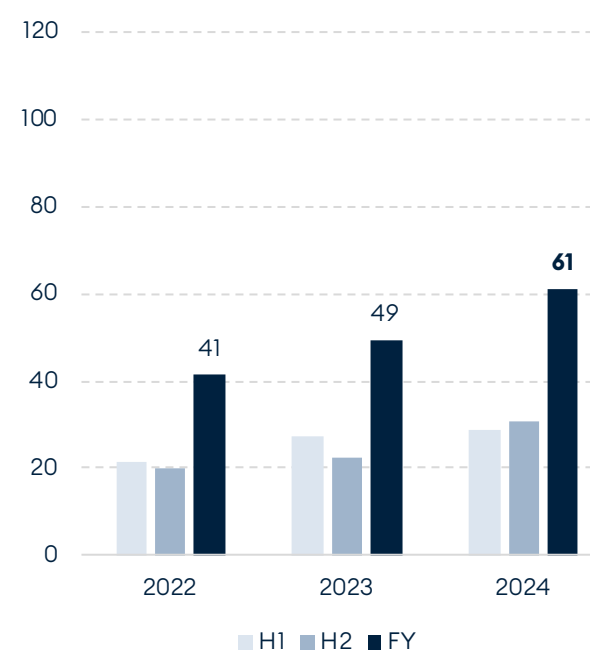
Personnel expenses (m EUR)



Marketing (m EUR)



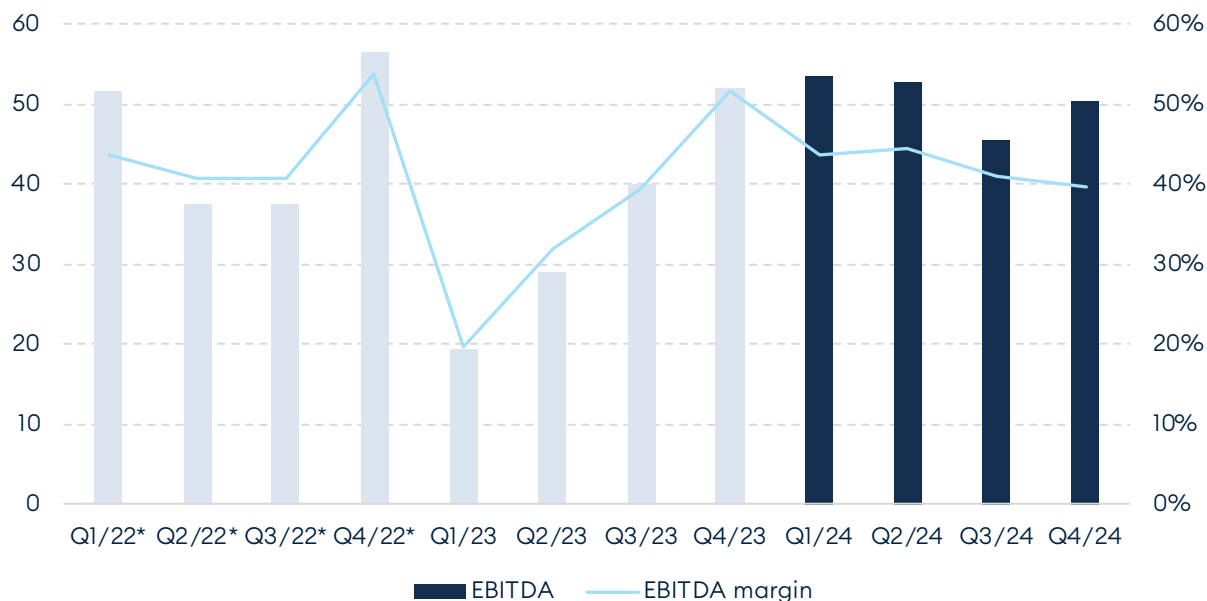
Admin expenses (m EUR)



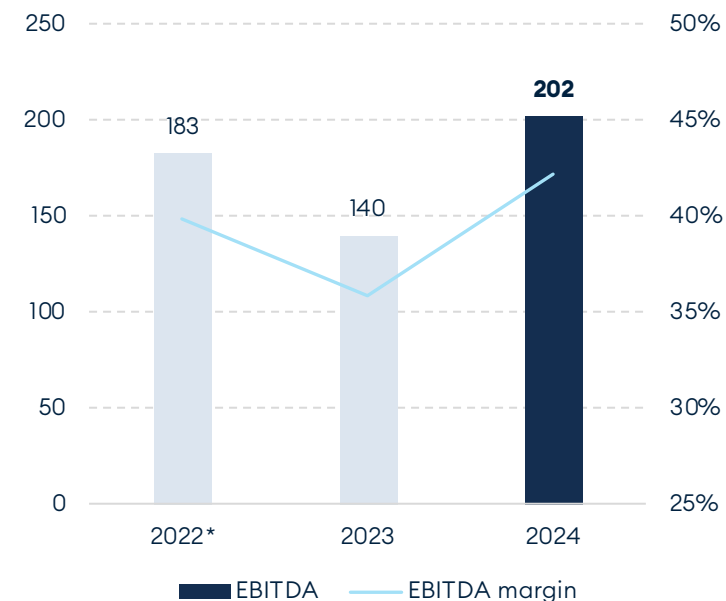
EBITDA across 2024 at a constant high level

EBITDA margin in all quarters 2024 between 40-45 %
 For the first time, full-year EBITDA crossed the 200 m EUR line

EBITDA (m EUR) and EBITDA margin (%) per quarter



EBITDA (m EUR) and EBITDA margin (%)

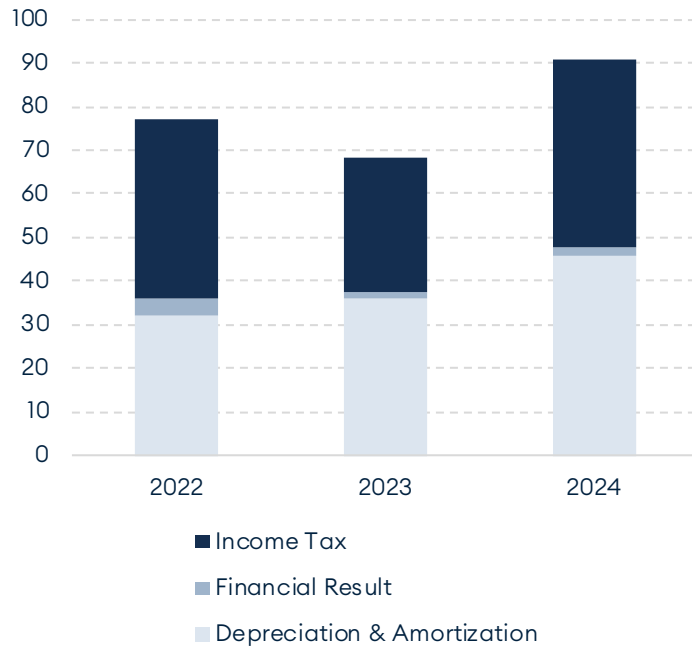


* EBITDA in 2022 included 38 m EUR of reversal of provisions for long-term variable compensation (Other Operating Income)

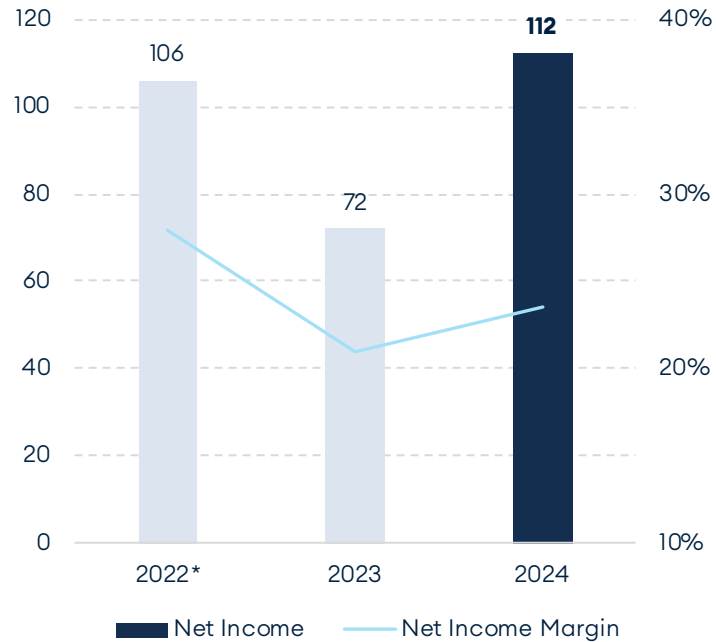
Record Net Income achieved

Depreciation & Amortization in 2024 including ~ 2.5 m EUR from streamlining IT development activities
 Record Net Income of 112 m EUR achieved despite some one-time cost effects

D&A, Financial Result, Tax (m EUR)



Net Income (m EUR) and Net Income margin (%)



* Net Income in 2022 included 28 m EUR of reversal of provisions for long-term variable compensation (Other Operating Income)



Outcome 2024 Guidance

Actual performance versus FY 2024 Guidance

	Original Guidance	Revised Guidance	
Revenues	+5 % to +15 % YoY	Slightly above upper end of +15 % YoY	+23 %
Net Income	+25 % to +50 % YoY	Upper end of +25 % to +50 % YoY	+55 %



Outlook 2025

Outlook 2025

Commission income to grow:

- Customer growth of at least 10 %
- Stable trading activity
- Stable commission per trade
- New products such as Crypto

Interest income to decline:

- Lower average ECB rates
- Lower average Margin Loan rates
- Stable average levels of Cash under Custody and slightly growing Margin Loan book

Cost base to be brought down:

- Personnel expenses below 2024
- Marketing stable at CAC of ~ 75 EUR
- Admin expense to be reduced by up to ~ 10 m EUR

Revenues

-5 % to +5 % YoY (~ 455 m EUR to ~ 505 m EUR)

Net Income

-5 % to +10 % YoY (~ 106 m EUR to ~ 123 m EUR)



Strategic Priorities

flatexDEGIRO has reached a pivotal stage

Last 3 years

Challenging market environment for trading:

- Uncertainty due to war in Ukraine
- High inflation and rapid interest rate hikes

Offset by increased interest income

2022

2023

2024

- Working on regulatory findings required to shift focus and resources
- Governance & Management changes

Today

Financial record-year with solid growth

Improving trading environment:

- Inflation normalizing
- Interest rates falling
- Equity markets at record highs

Today

- Major BaFin findings solved, mandate of special commissioner terminated, SREP reduced
- Refocusing on business and customers, launch of crypto trading in Germany
- New CEO in place

Next 3 years

Re-set of interest rate environment in 2025

Increasing retail appetite for investment

2025

2026

2027

- Scaling the business, accelerating growth and activating clients
- Shifting focus to enhance commercial and organizational setup
- Achieve operational leverage by increasing efficiency and lowering admin expenses

flatexDEGIRO – Europe’s leading investment platform to build wealth

We prioritize our customers' needs

We ensure the highest security for our customers' assets

We ensure superior market access at low costs

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We strive to support our communities

We offer local reach but global access

We are dedicated to enhance financial literacy

Strategic priorities for the next three years

Unlocking potential by switching gears, focusing on commercial projects and achieving scalability on one platform
Measures based on leveraging opportunities that are under our control

Increase Efficiency

- Realize efficiency gains and manage costs tightly
- Finalize platform harmonization
- Reduce complexity

Grow and Strengthen Existing Business

- Increase trading activity and reactivate a higher share of (currently) inactive customers
- Ensure ongoing long-term growth across a more diverse set of customers
- Increase local presence in key markets
- Optimize use of deposits

Diversify Product and Service Offering

- Launch of new products/services
 - Crypto
 - Securities Lending
 - Savings Plans / Fractional Shares
 - Products tailored to lower-risk categories
 - Term Deposits
- Strengthen “Business Process Outsourcing” activities
- Increase share of recurring revenues



Increase Efficiency

Realize efficiency gains and cost control

Acquisition of DEGIRO, strong organic growth and regulatory challenges have led to increased organizational complexity. Initiated cost reductions to be stringently continued

Operational efficiency: Catching-up to most relevant peers

		Revenues per Employee	Net Income per Employee
Peer average*	EUR	~ 575,000	~ 280,000
flatexDEGIRO	EUR	~ 380,000	~ 90,000
Delta		~ 34 %	~ 68 %

- Fully closing the gap on Revenues per Employee based on increased revenues and efficient workforce
- Reducing the gap on Net Income per Employee based on operating leverage, but not fully closing due to:
 - Higher operational complexity due to pan-European footprint
 - Marketing spent to foster growth across 16 markets
 - Less favorable taxation in Germany and the Netherlands, compared to some peers

*Including Avanza, Fineco, Hargreaves Lansdown, Nordnet and Swissquote; Source: Company data and Visible Alpha

Reduce complexity and increase focus

Simplifying organizational structure by moving to a European “SE”
Ongoing divestment of non-core financial engagements

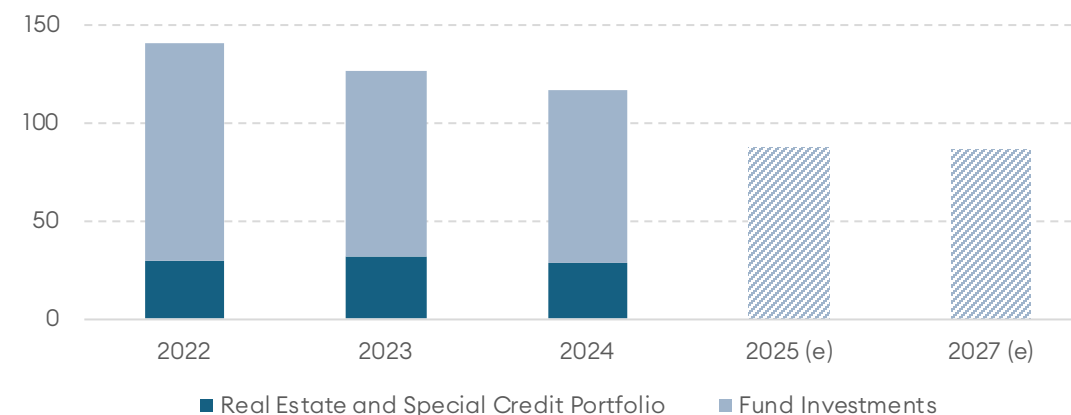
Organizational changes

- Adapt legal entity from German “Aktiengesellschaft” to European “Societas Europea (SE)”
 - Reflect European DNA and provide future flexibility
 - To become effective in H2/2025 after approval of next AGM
- This will not affect geographic footprint, locations, legal headquarters in Germany or listing at the Frankfurt Stock Exchange

Divesting alternative credit and investing portfolio

- Alternative portfolio mostly built during negative ECB rate environment
- Ongoing divestments of these non-core activities without pressure

Balance sheet value of alternative credit and investing portfolio (m EUR)





**Grow and Strengthen
Existing Business**

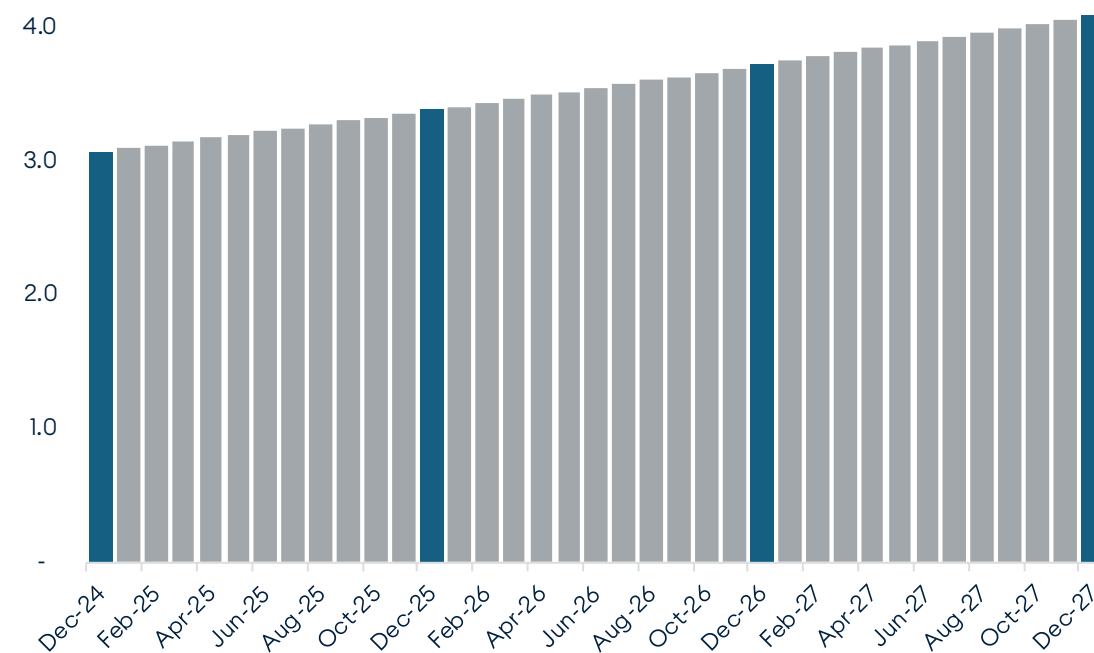
Building on a strong and growing customer base

Continuing to grow our customer base by a CAGR of at least 10 %, crossing 4 million by end of 2027
 Better supporting trading active customers and reactivating inactive customers

Concrete measures

- Continuously improve product offering
- Improve customer experience in the app
- Optimizing provided market data
- Enhance portfolio analysis and charting tools
- Attractive offerings for young customers
- Enhance tax services
- Customized advertising per target audience

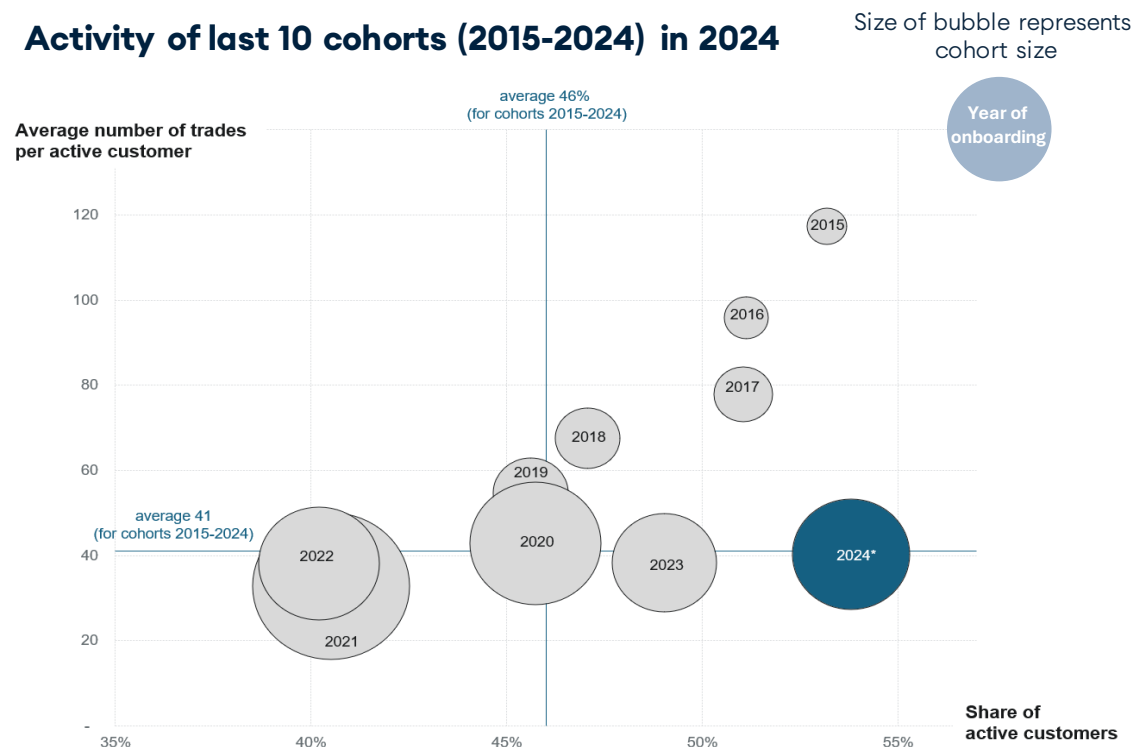
Indicative 3-year customer growth (m)



Reactivating existing customers

Activity rate slightly below 50 % in 2024, leaving significant potential with known but inactive customers
 New customer quality increasing in 2023 and 2024, after dilution in particular in 2021

Activity of last 10 cohorts (2015-2024) in 2024



* Number of trades extrapolated in 2024

Potential

- Approx. 250,000 inactive customers have more than 1,000 Euros in assets on our platform
- Each additional “1 trade per customer p.a.” would increase Revenues by approx. 1 million EUR

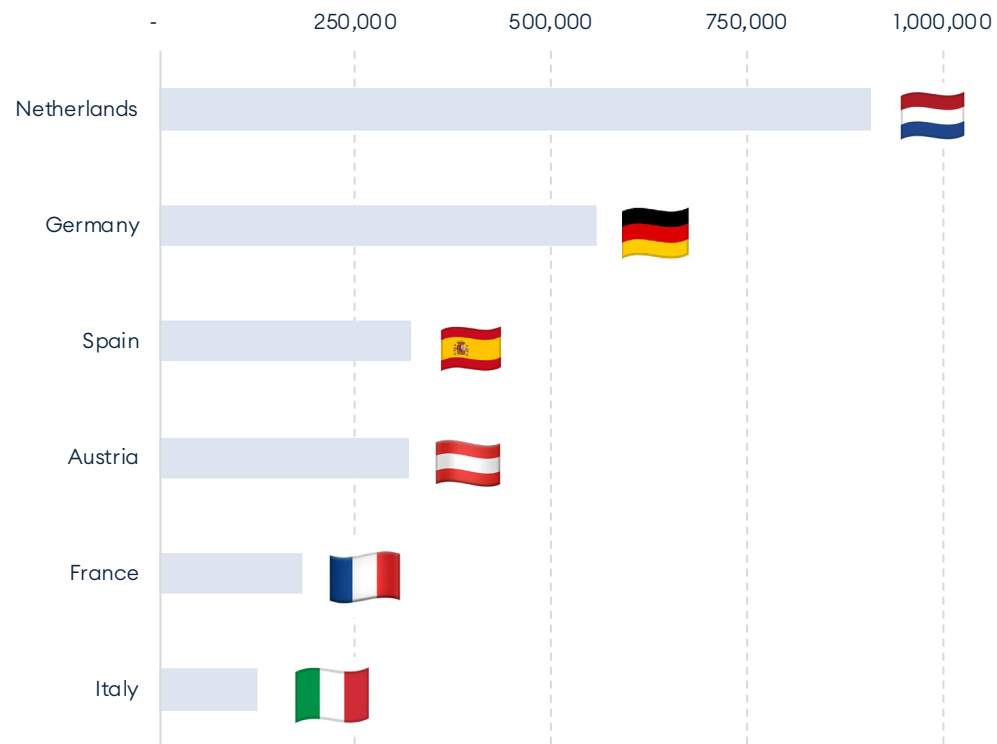
Concrete Actions

- Marketing-automatization with focus on content and education
- Personalized engagement flows
- Alerts and news based on existing portfolios and watchlists

Increasing local presence in key markets

Top 6 countries account for ~ 80 % of total customer base. Next to home markets Netherlands and Germany, more countries have meanwhile reached critical size of well > 100 k customers

Largest countries by number of customers



Getting closer to local markets

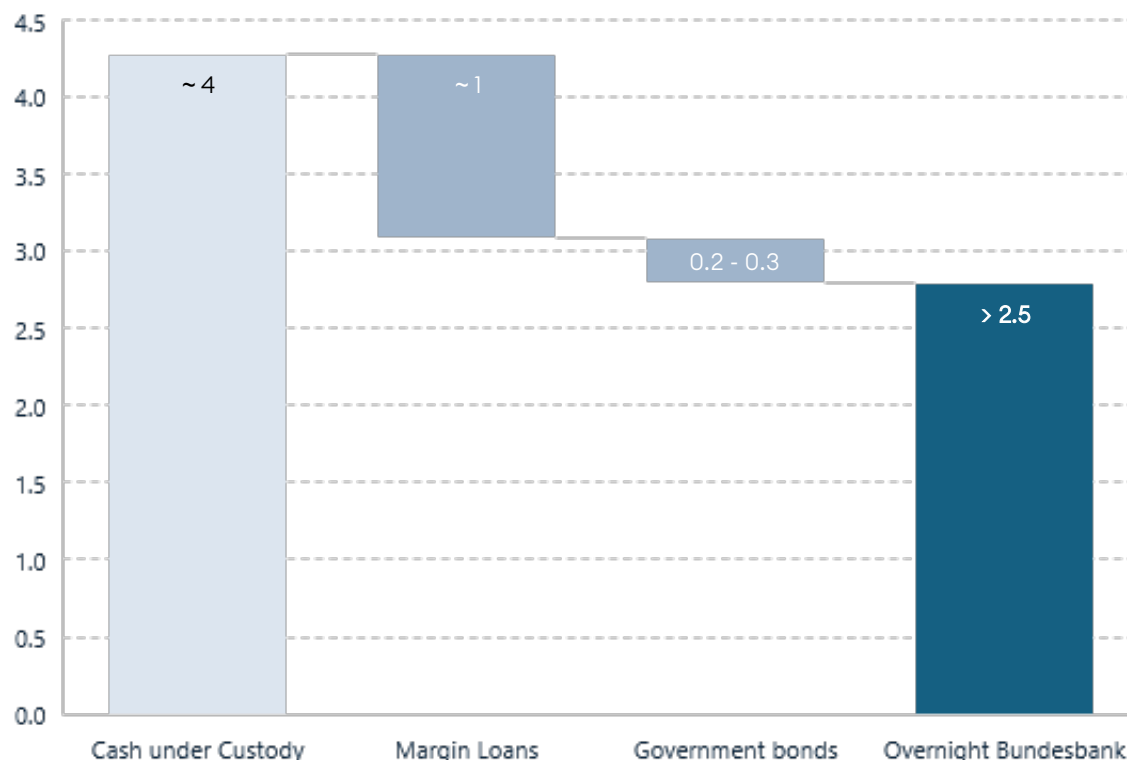
- Offering global access on a local level requires higher market proximity in key markets
- Fostering relationship with local partner and regulators
- Evolving local product and service offering
- Tailoring marketing to local preferences
- Limited local staff representation
- Highest market growth potential 2023 – 2028 in France, Italy and Spain with CAGRs of 6 % to 12 %*

*Source: Oliver Wyman: „Online Securities Brokerage 2024“; <https://www.oliverwyman.de/content/dam/oliver-wyman/v2-de/publications/2024/Online-Wertpapier-Brokerage-2024.pdf>

Optimizing use of deposits

Current Treasury strategy leaves room for more active strategy without abandoning the fundamentally risk-averse approach
 Limited offering of Term Deposits adds investment opportunities for customers and strengthens deposit base

Simplified deployment of Customer Cash under Custody (bn EUR)



- flatexDEGIRO uses customer cash deposits as funding for its Margin Loan business – excess liquidity is mostly kept overnight at Bundesbank
- Limited future offering of Term Deposits to be used as a leverage for aligned Treasury strategy
- A slightly more active Treasury strategy will contribute to Interest Income without compromising on risk assessment
- Every 1 basis point improvement on overnight deposits would result in 250 k EUR in additional revenues and EBT
- Customers benefit from expansion of product portfolio



Diversify Product and Service Offering

Crypto Trading – High transparency & attractive fees define new industry standard

Successful launch in Germany in December 2024 to be followed by a European-wide roll-out in 2025
German offering: Fixed total cost of 0.6 % (Majors) to 0.7 % (Minors), including spread & full cost transparency

Our USP in Germany

- Reference prices calculated as mid-point average from several liquid trading venues
- Fixed spreads up to significant volumes exceeding average retail order size
- Fixed low total costs of 0.6 % for Majors, such as Bitcoin, and 0.7 % for Minors
- All-in-fee comprises: commission (0.5%), spread and custody; no additional costs
- Already fully compliant with MiCAR requirements - only such offering in Germany

Crypto Trading – Teaming up with partners to provide best-in-class solutions

flatexDEGIRO's brokerage platforms serve as the single interface to customers
Specialized partners ensure highest quality standards and minimize risk & time to market

3 integrated partners



Liquidity Provider

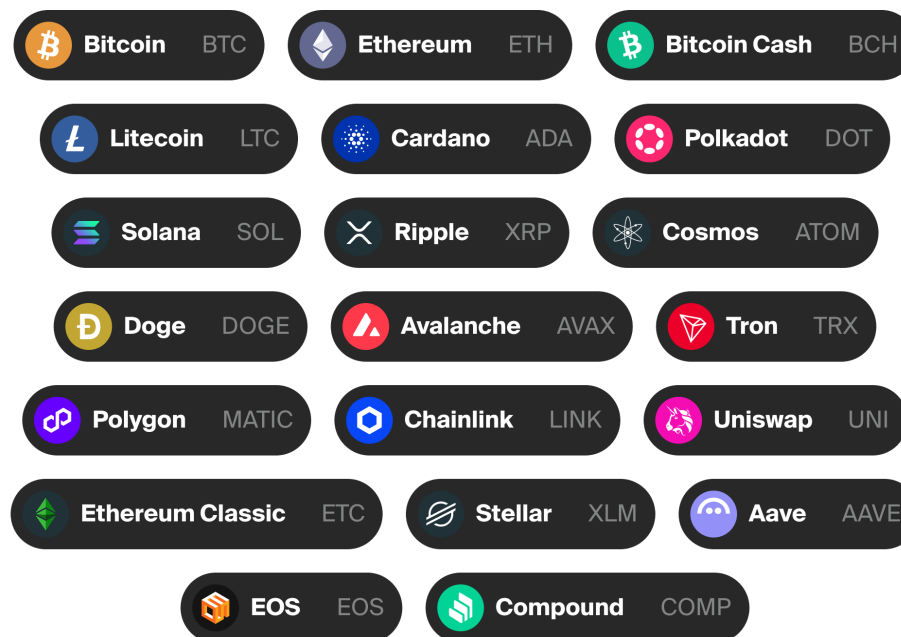


Order Routing

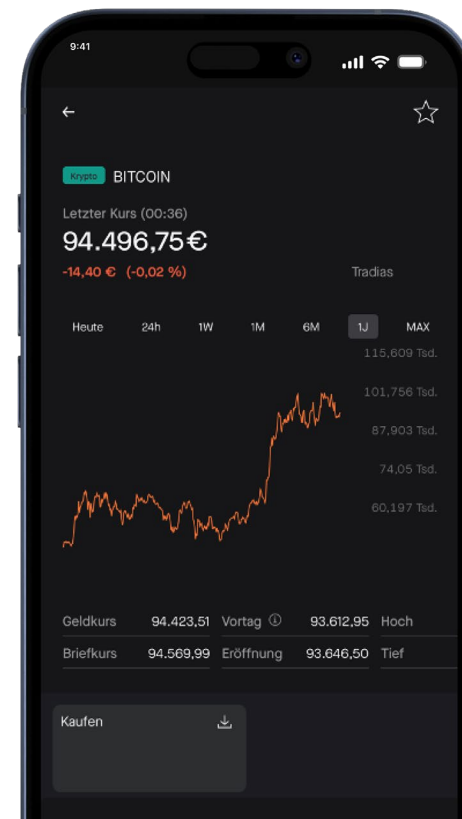


Custody

20 most relevant coins

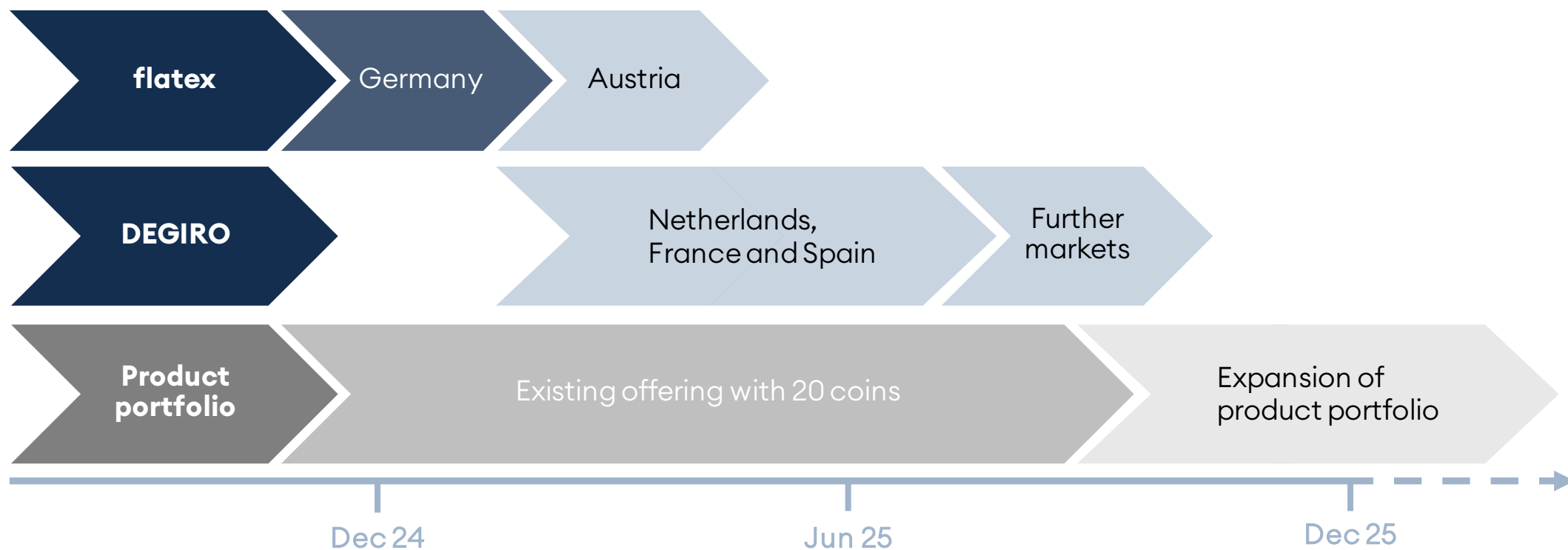


Seamlessly integrated in flatex app



Crypto Trading – Expanding local reach and range of products

Roll-out of crypto trading to flatex Austria and across Europe via DEGIRO in 2025
Passporting using MiCAR license from BaFin (application submitted)



Unlocking recurring revenue potential via Securities Lending

Valuable enhancement to our product offering, enabling the generation of additional income for our customers and us
European retail asset portfolio highly interesting for institutional lending desks



Asset Scope

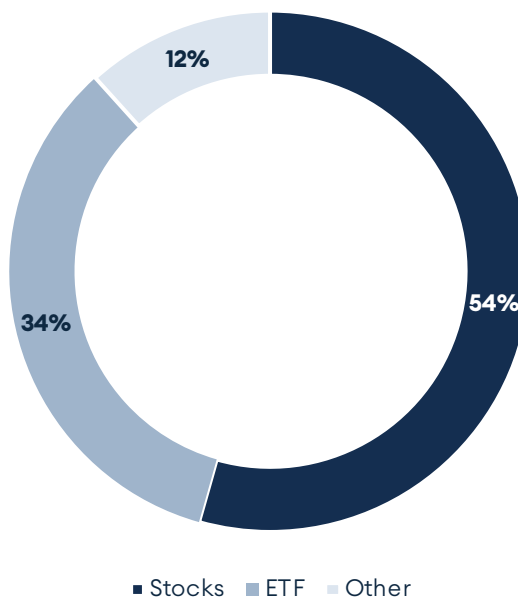
Stocks and ETFs at DEGIRO



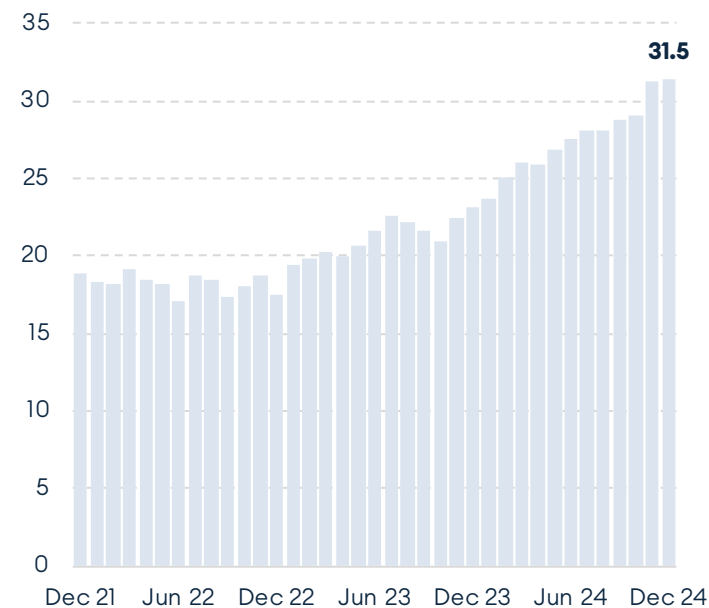
Relevant Portfolio

Around 20-30% of DEGIRO's total Assets under Custody

Product Split DEGIRO Assets under Custody



DEGIRO Assets under Custody (bn EUR)



Saving Plans and Fractional Shares – preparing for pension reforms

Enhancing Saving Plans offering to ensure state-of-the-art product choice
Increasing need to address the pension gap across Europe

Enhancing Savings Plans in Germany

- Addition of stock saving plans (fractional shares)
- Increasing flexibility of system allowing for shorter intervals/ higher number of execution days
- Introduction of products tailored to lower-risk categories

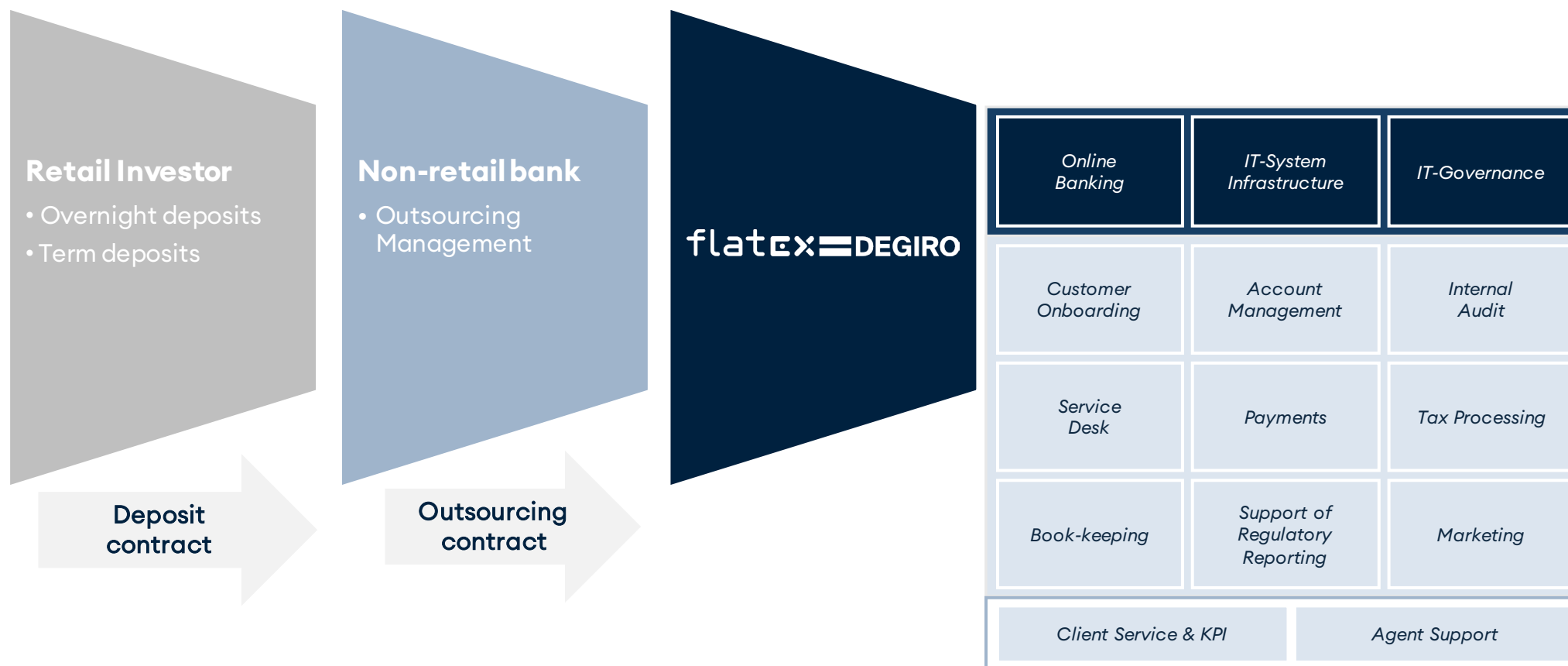


German pension reforms

- General need in Europe, especially in Germany
- Long-term attractiveness of online brokerage platforms driven by growing interest in capital markets and expected retail stickiness
- Mid-term impact depending on speed of implementation and specific design of state subsidies and permitted products

Business Process Outsourcing – full-service offering seamlessly integrated as white-label solution into partner bank's market presence

Proven track record since 2013



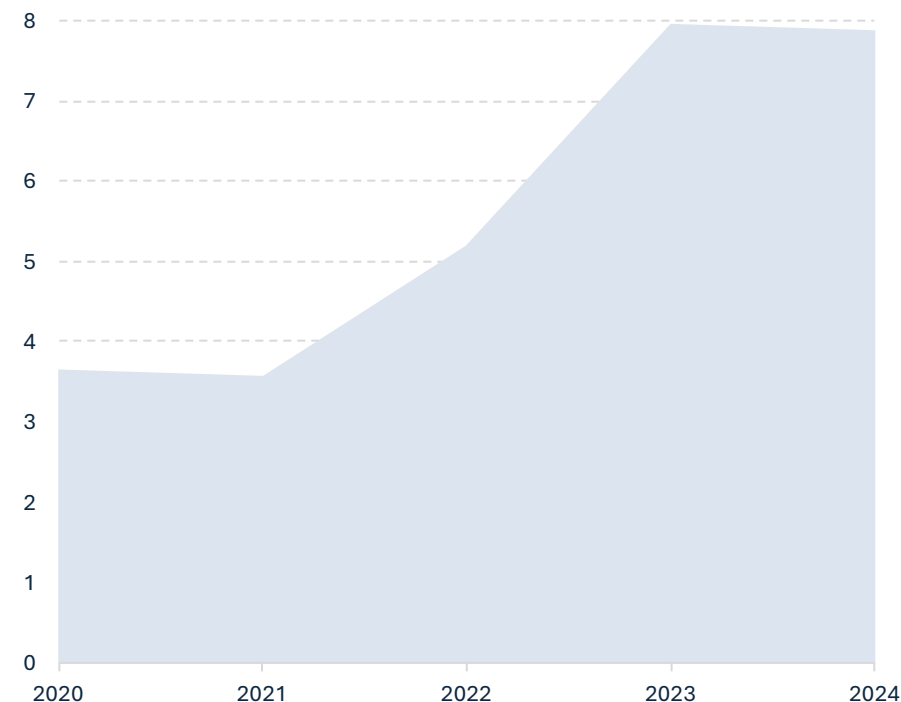
Business Process Outsourcing – offering “Deposits as a Service” in an attractive market

Positive interest rate environment and regulatory changes create an attractive market opportunity
Leveraging existing B2B business to diversify business model and increase share of recurring revenues

Building on a tried and tested ancillary business

- Proven track record as Business Process Outsourcing provider for investments platforms with currently two clients using flatexDEGIRO’s white label banking solutions to originate deposits
- Demand for deposits to diversify funding sources is growing in the banking industry
- Opportunity to create meaningful AuC-based recurring revenues, priced at basis points, without own capital requirements

AuC development BPO (bn EUR)





Mid-term Guidance

Ambition for 2027

Accelerate topline growth:

- Constantly increase customer base and gradually improve trading activity
- **Brokerage:** Crypto, Securities Lending, saving plans enhancements
- **Non-Brokerage:** Business Process Outsourcing (“Deposits as a Service”)

Deliver operational leverage:

- Increase share of recurring revenues
- Maintain initiated cost discipline
- Bring organizational efficiency to peer level
- Harmonize IT platform to reduce complexity, costs and time to market

Close valuation gap to peers:

- Deliver on commercial and financial goals
- Be prepared to take advantage of M&A opportunities should they arise
- Further improve key elements of good corporate governance

Revenues 2027(e)

~ 650 m EUR (+35 % versus 2024); 3-year-CAGR of ~ 10%

Net Income 2027(e)

~ 200 m EUR (+78 % versus 2024); 3-year-CAGR of ~ 20 %

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Q&A Session

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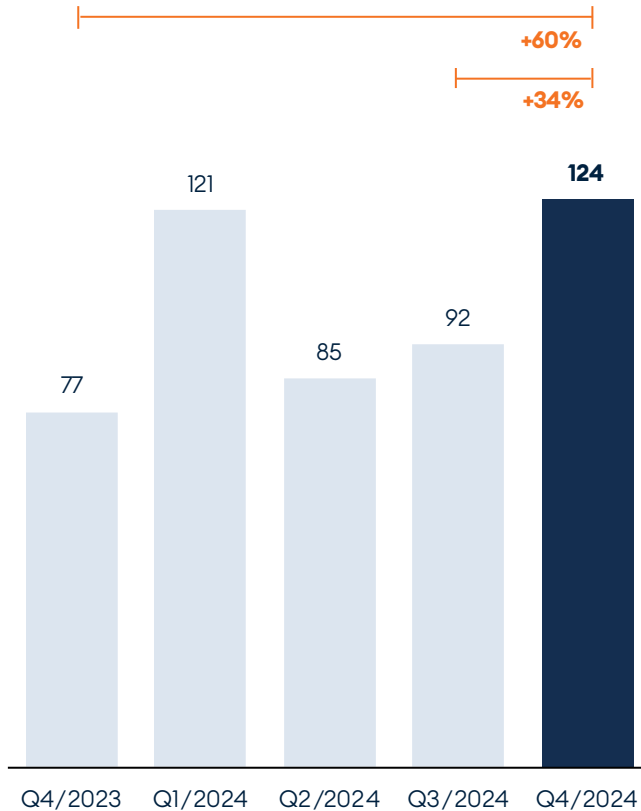
Appendix



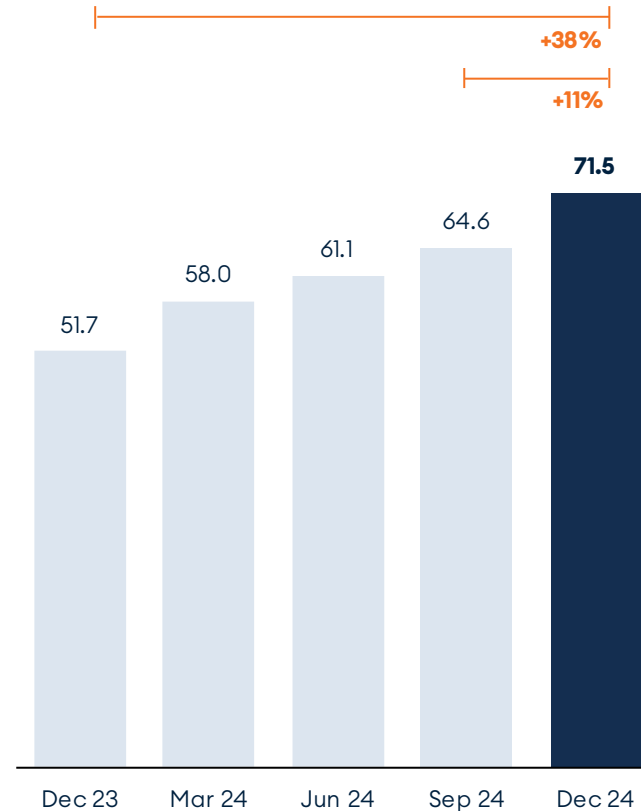
Q4 2024 Performance

Commercial Performance

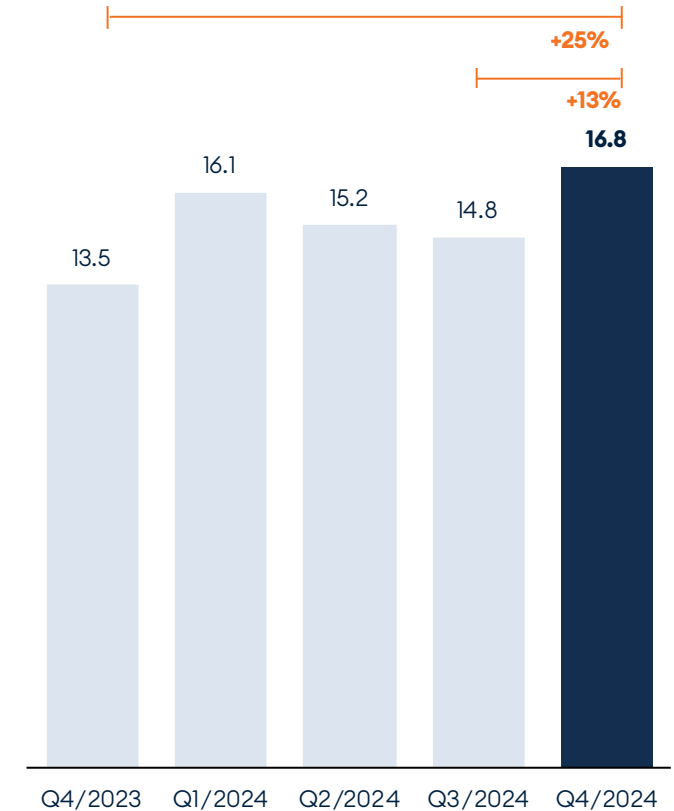
Gross customer additions (k)



Assets under Custody (bn EUR)

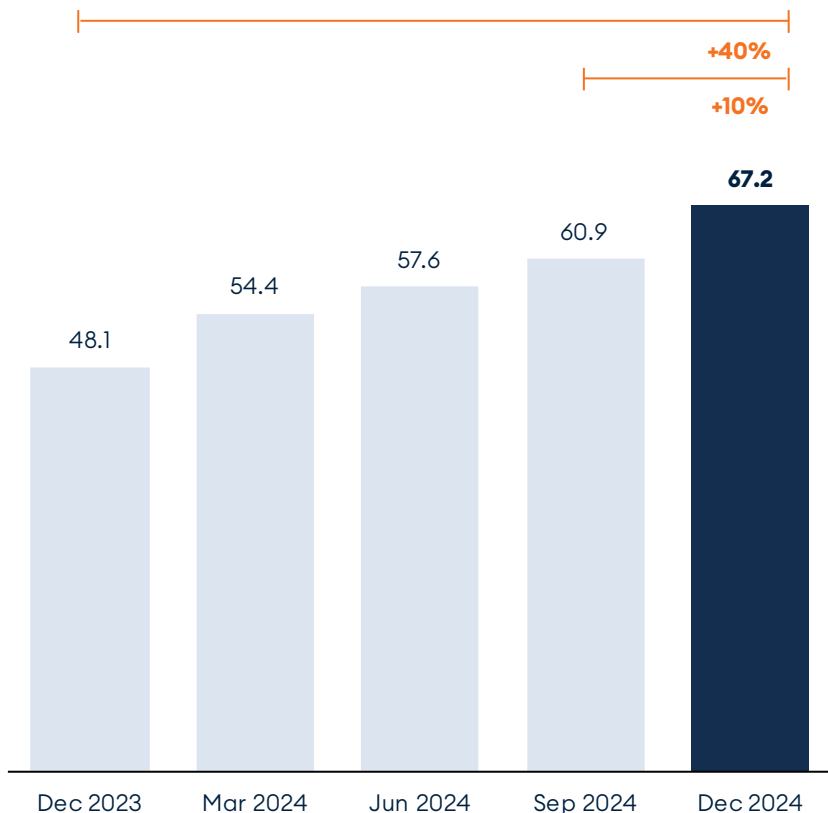


Settled Transactions (m)

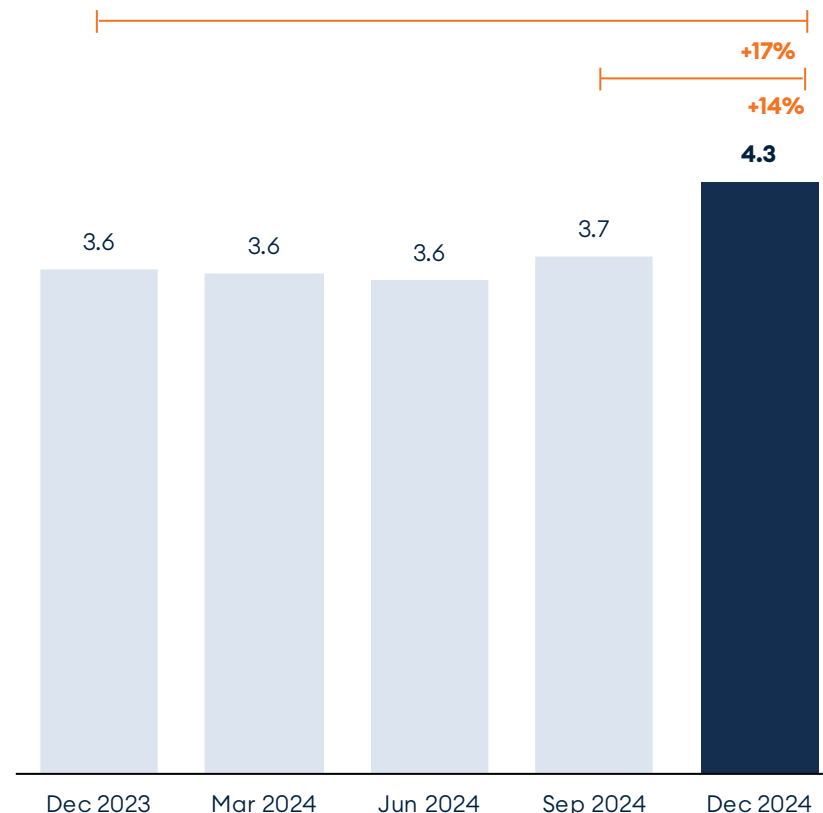


Development of Assets under Custody

Securities (bn EUR)



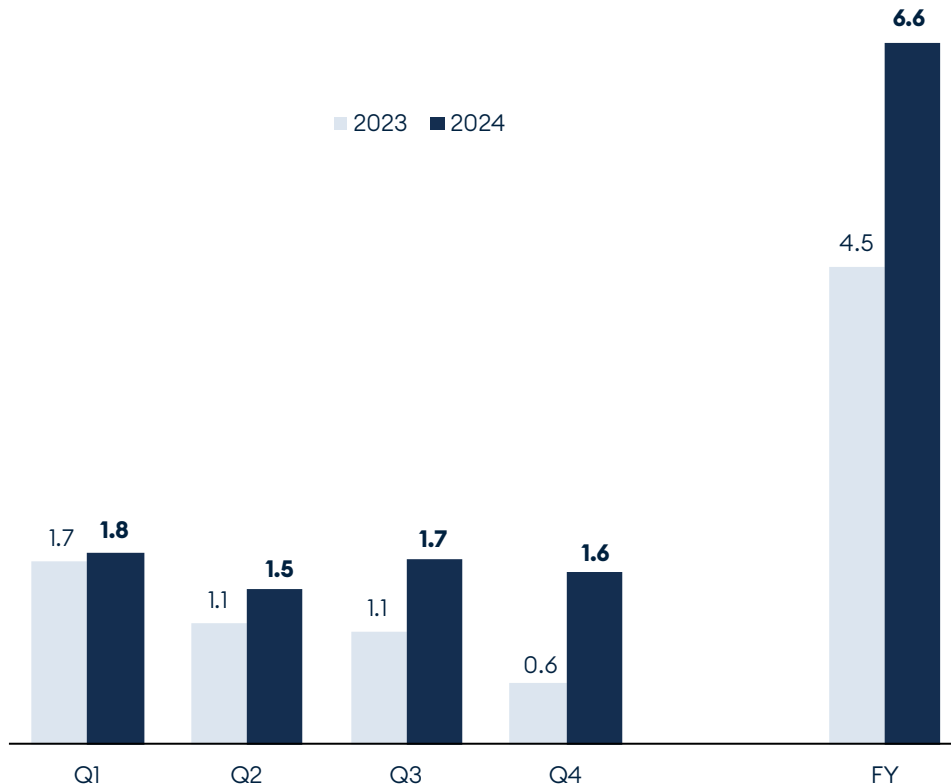
Cash (bn EUR)



Note: Rounding differences may occur.

Net Cash Inflows of EUR 6.6 bn in FY 2024 (+47% YoY)

Net Cash Inflows (bn EUR)

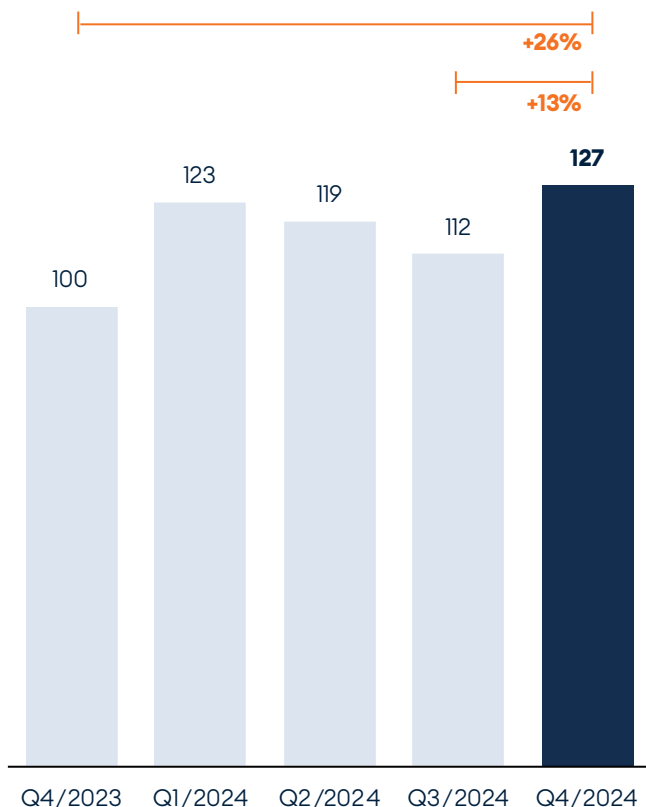


- Our clients continue to deploy cash onto our platform. We saw positive net cash inflows of > 550 million EUR per month on average in FY 2024
- On a FY 2024 basis, 95% of net cash inflows got re-invested
- Cash under Custody increased by 0.6 billion EUR to around 4.3 billion EUR over FY 2024, driven by customer growth, increased average cash per customer and higher utilization of margin loans

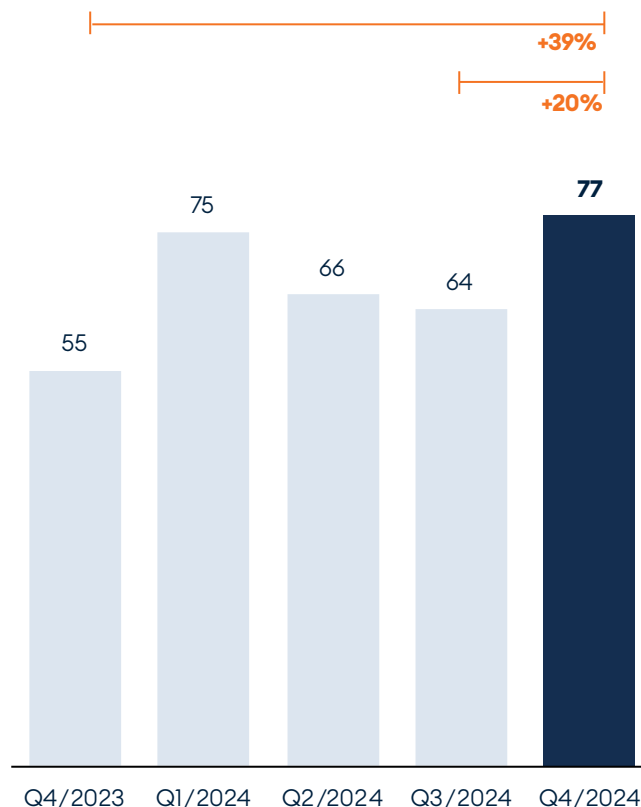
Note: Rounding differences may occur.

Revenue split

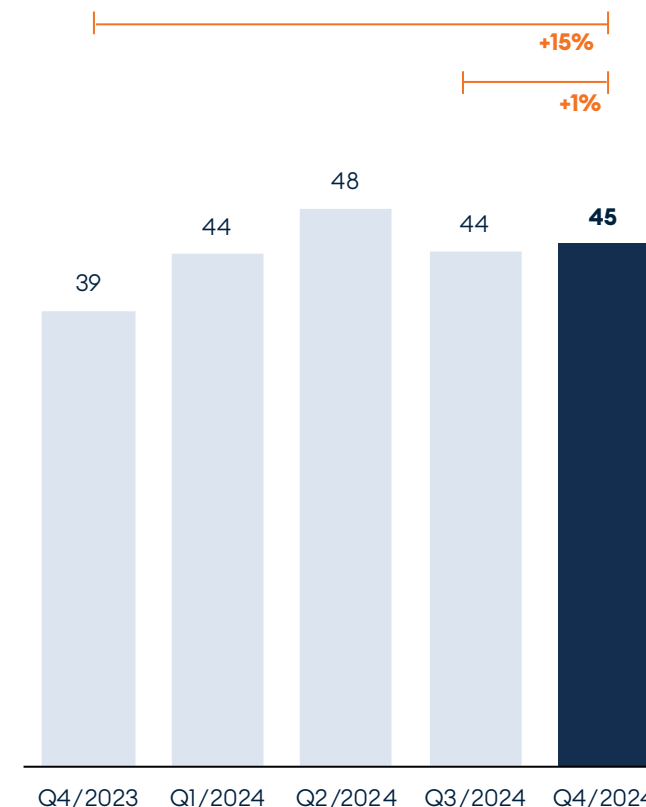
Revenues (m EUR)



Commission Income (m EUR)

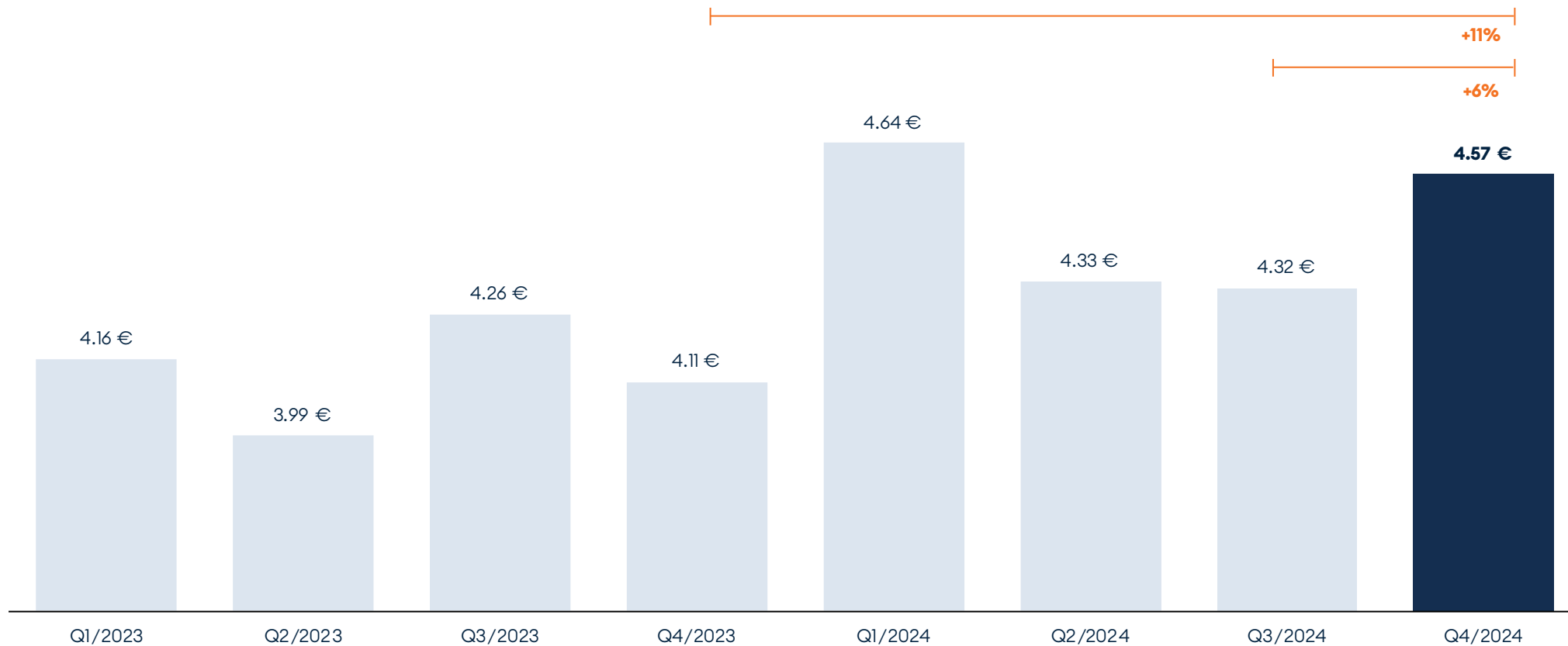


Interest Income (m EUR)



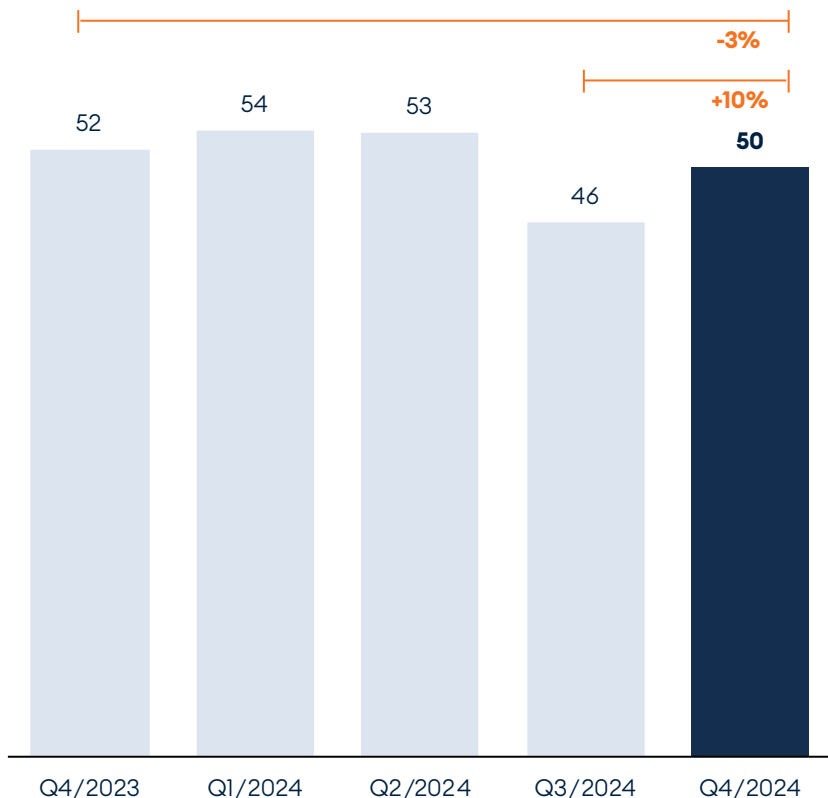
Note: "Revenues" also includes Other Operating Income which is not depicted on this slide

Commission per transaction



Profitability in Q4 2024

EBITDA (m EUR)



Net Income (m EUR)

