



flatex  DEGIRO

Q3 / 2022

Results presentation

flatexDEGIRO AG | 19 October 2022





# Highlights Q3/2022

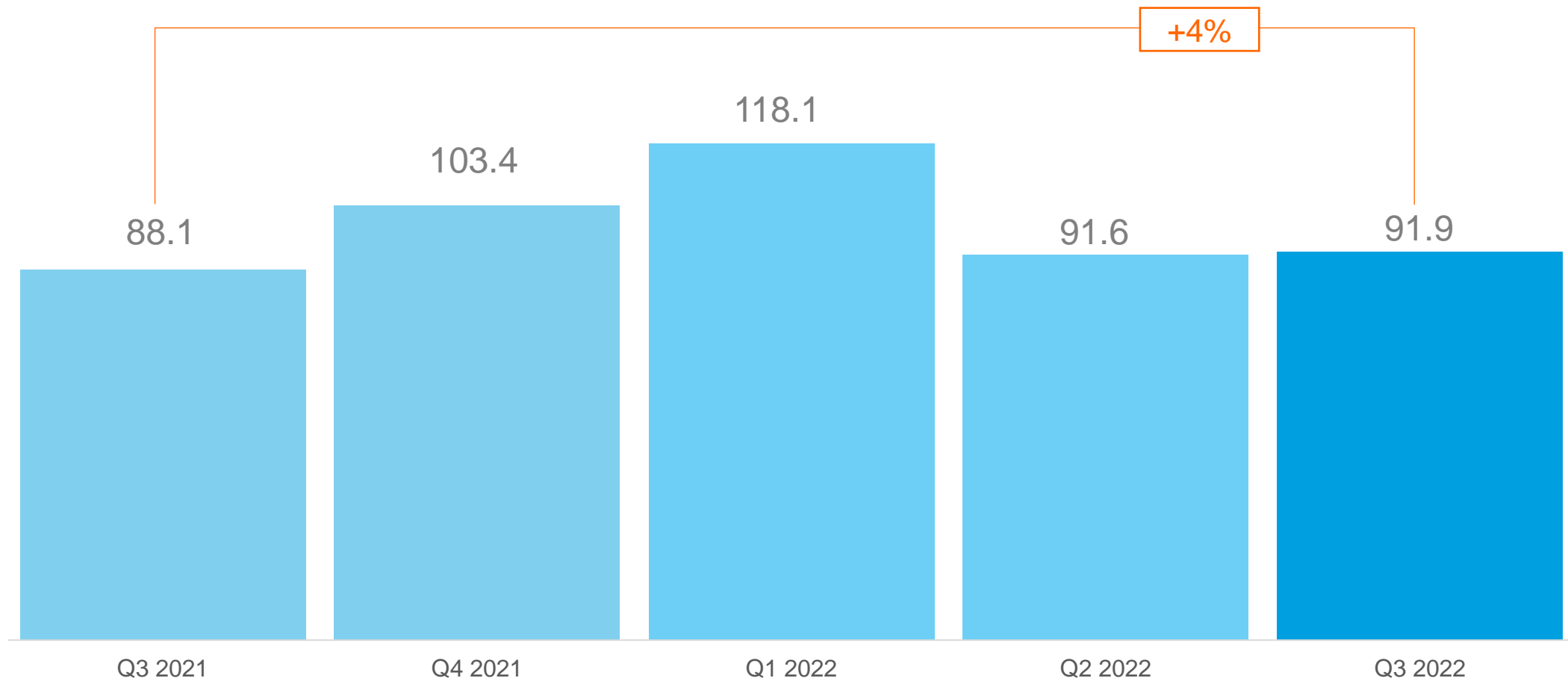
- Solid operational and financial performance
- Continued customer growth despite challenging environment
- Interest rate hikes create significant tailwind for top and bottom line
- Taken measures will increase monetarization and EBT

# Financial performance

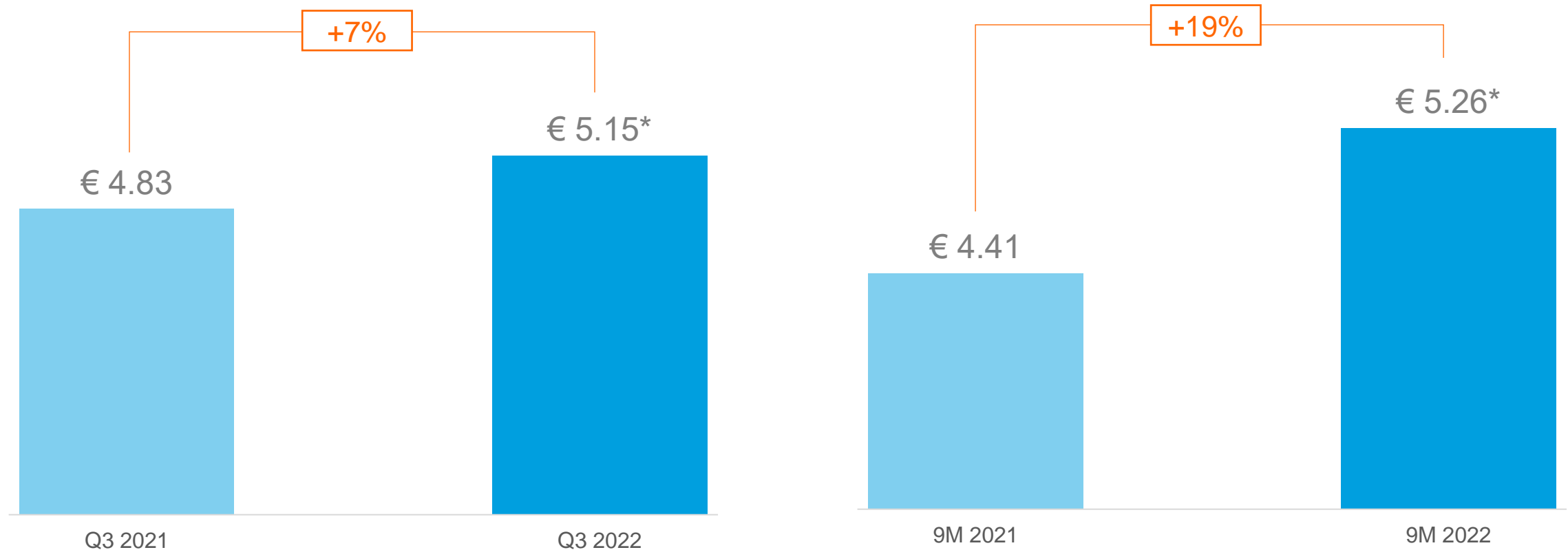
flatex = DEGIRO

# Positive revenue development quarter-on-quarter

Revenues in € m



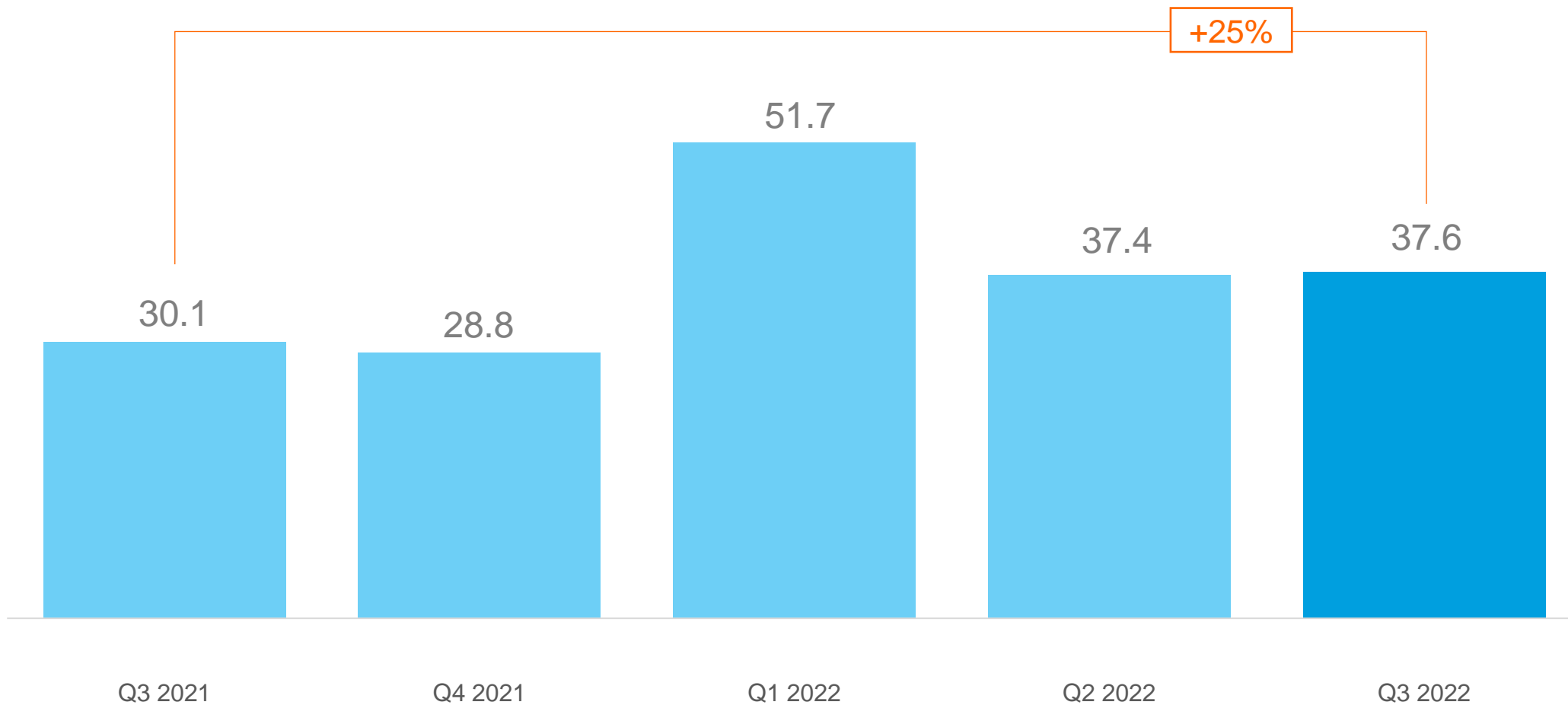
# Revenue per trade well above 5 EUR, step-change with „DEGIRO goes Zero“ in Dec 2021



\* excluding revenues resulting from the release of provisions in relations to the variable, long-term incentive programme (Stock appreciation rights); €13.4m in Q3 2022 and € 20.7m in 9M 2022

# Increased EBITDA \*

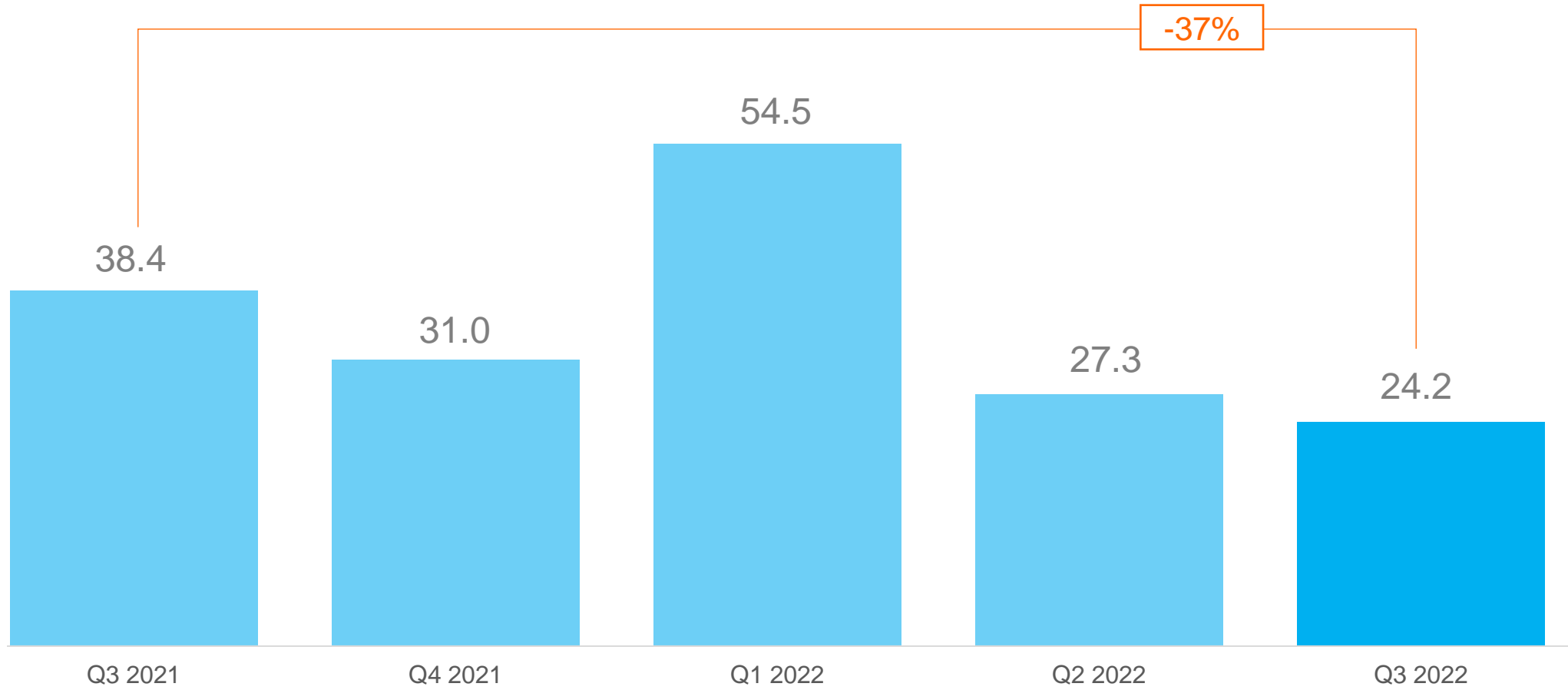
EBITDA in € m



\* EBITDA impacted from building (2021 and Q1 2022) and releasing (Q2 and Q3 2022) provisions in relations to the variable, long-term incentive programme (Stock appreciation rights)

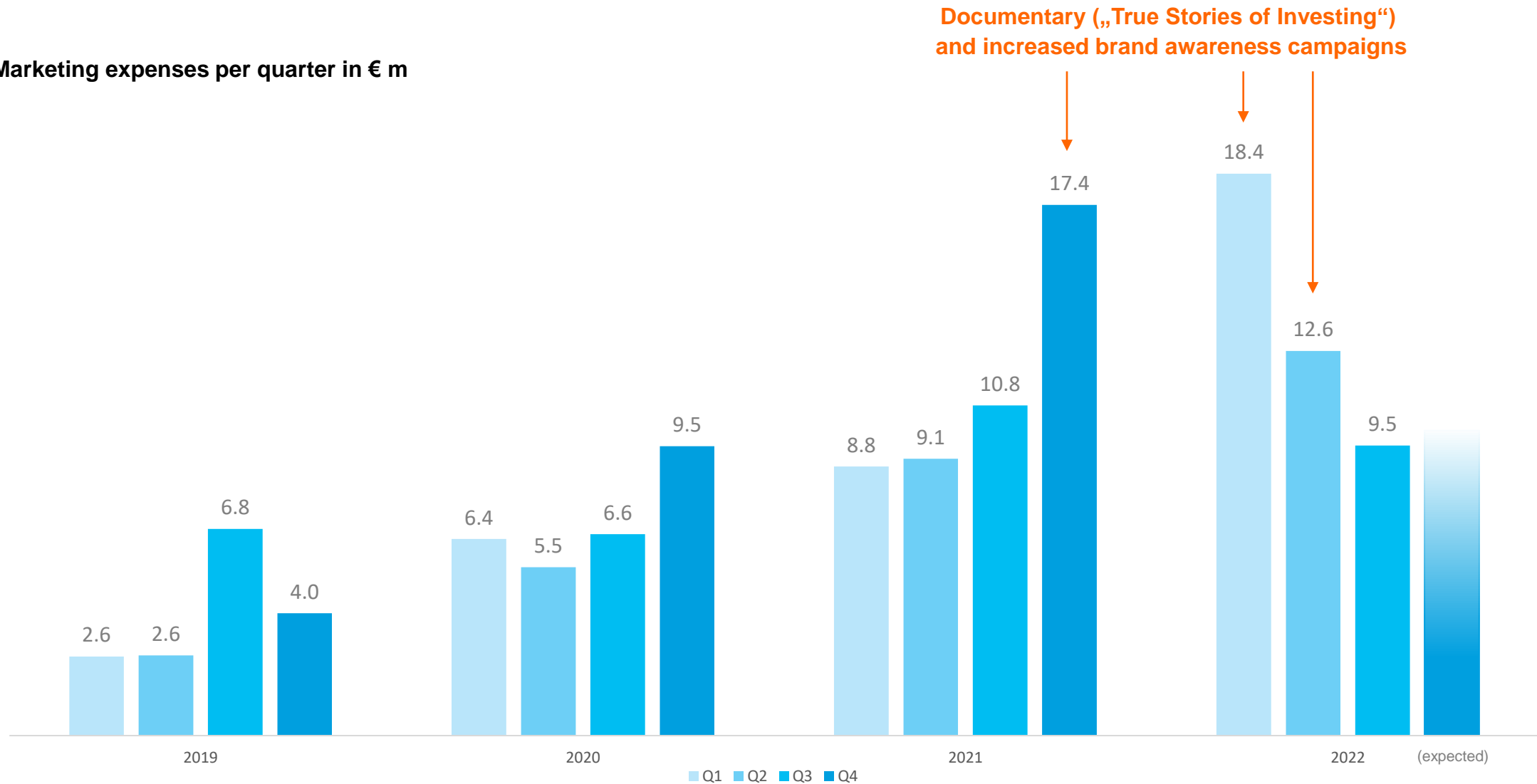
# Operating leverage of lower trading activity visible in Adj. EBITDA

Adj. EBITDA in € m



# Marketing expenses aligned with market environment

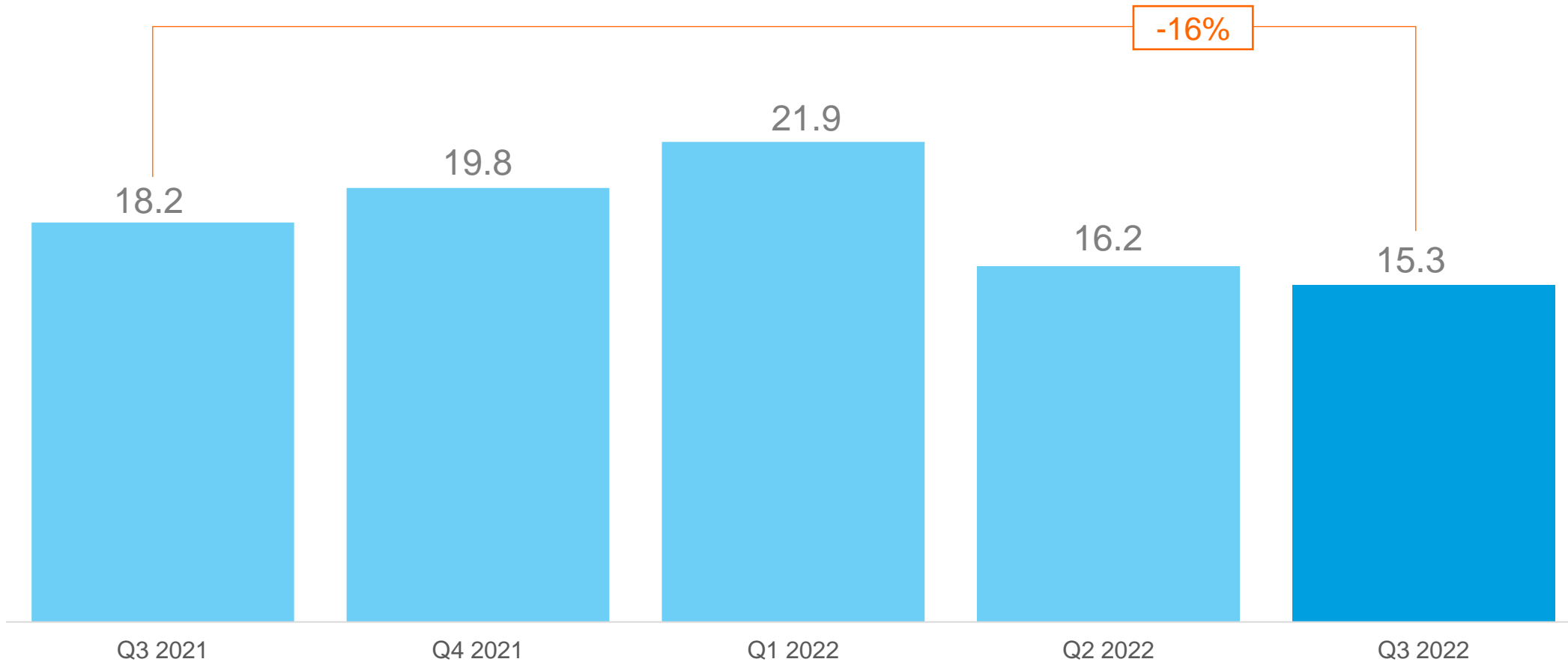
Marketing expenses per quarter in € m





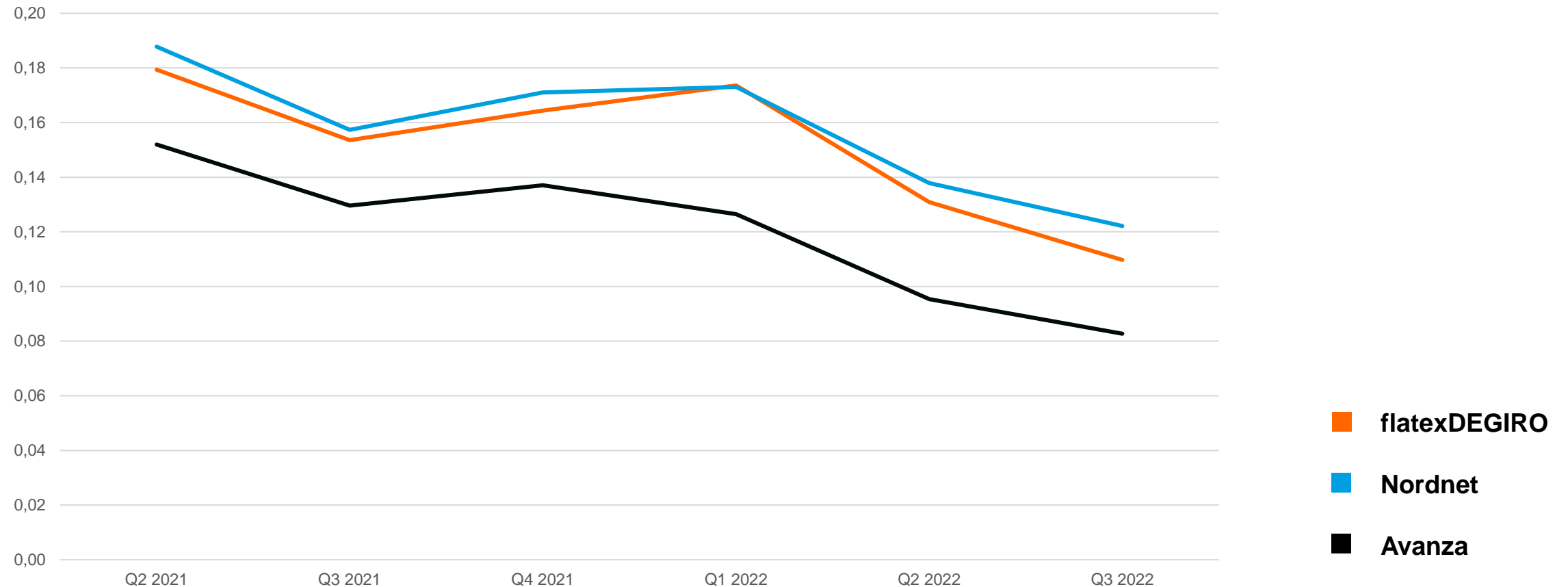
# Challenging market environment affects trading..

Settled transactions in m



# ..across the industry

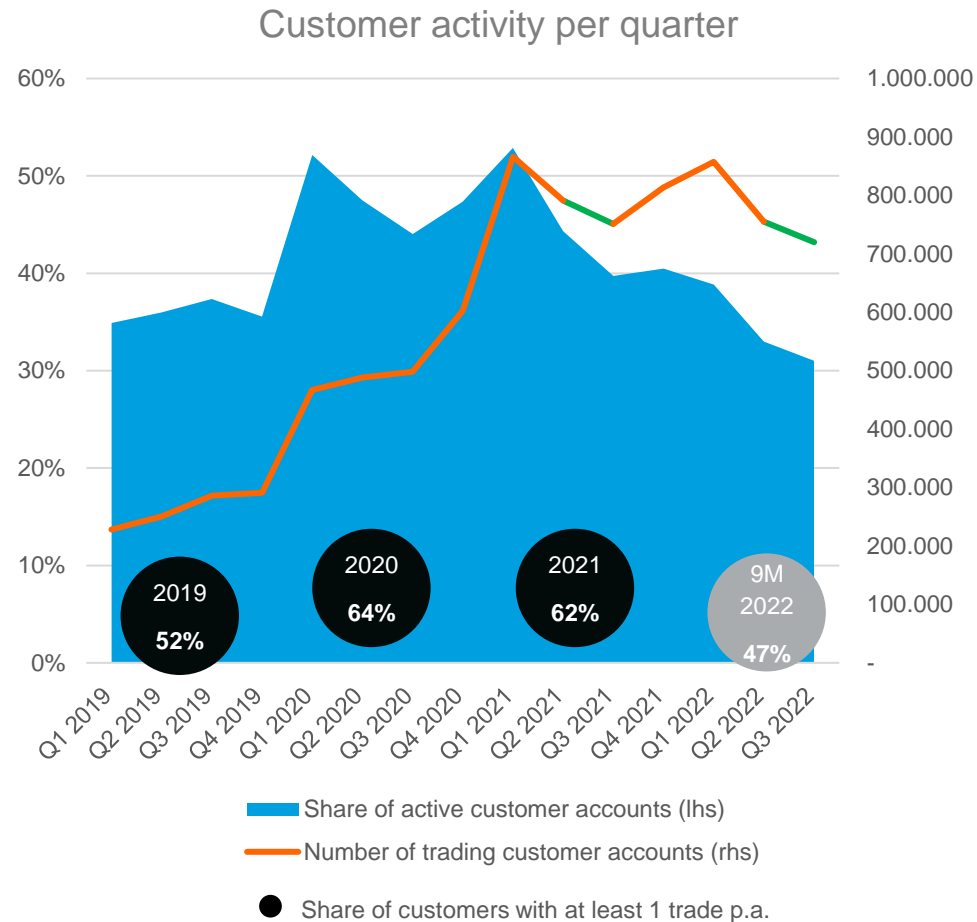
## DARTs\* per customer account



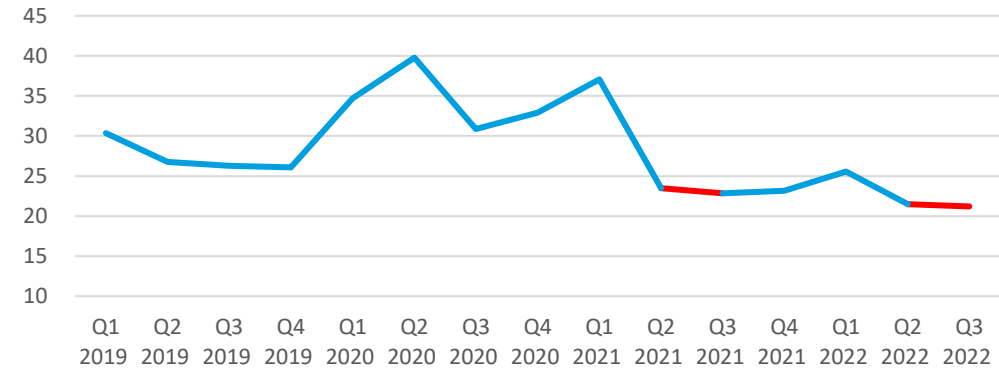
\* Nordnet, Avanza: based on Monthly statistics published by the companies, flatEXDEGIRO: excluding days where markets in the US/Germany/Netherlands are closed

# Activity of our customers remains very healthy

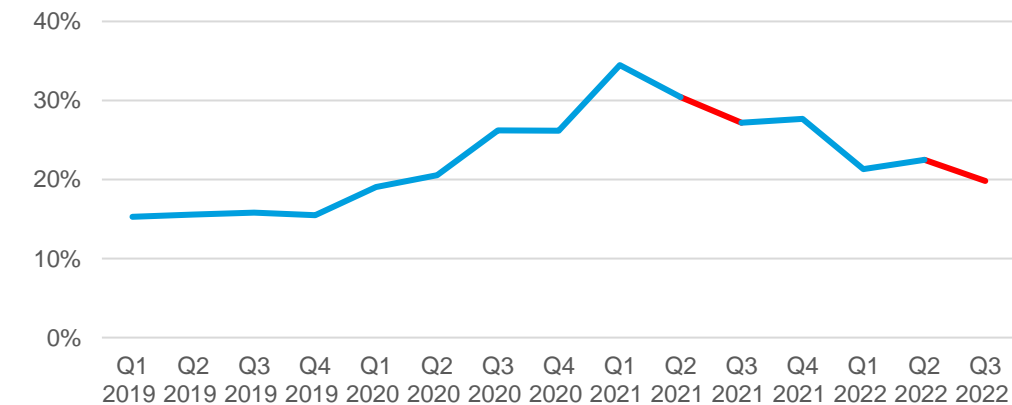
## Customer activity per quarter



## Trades per active customer account / quarter



## Share of US Volume\*

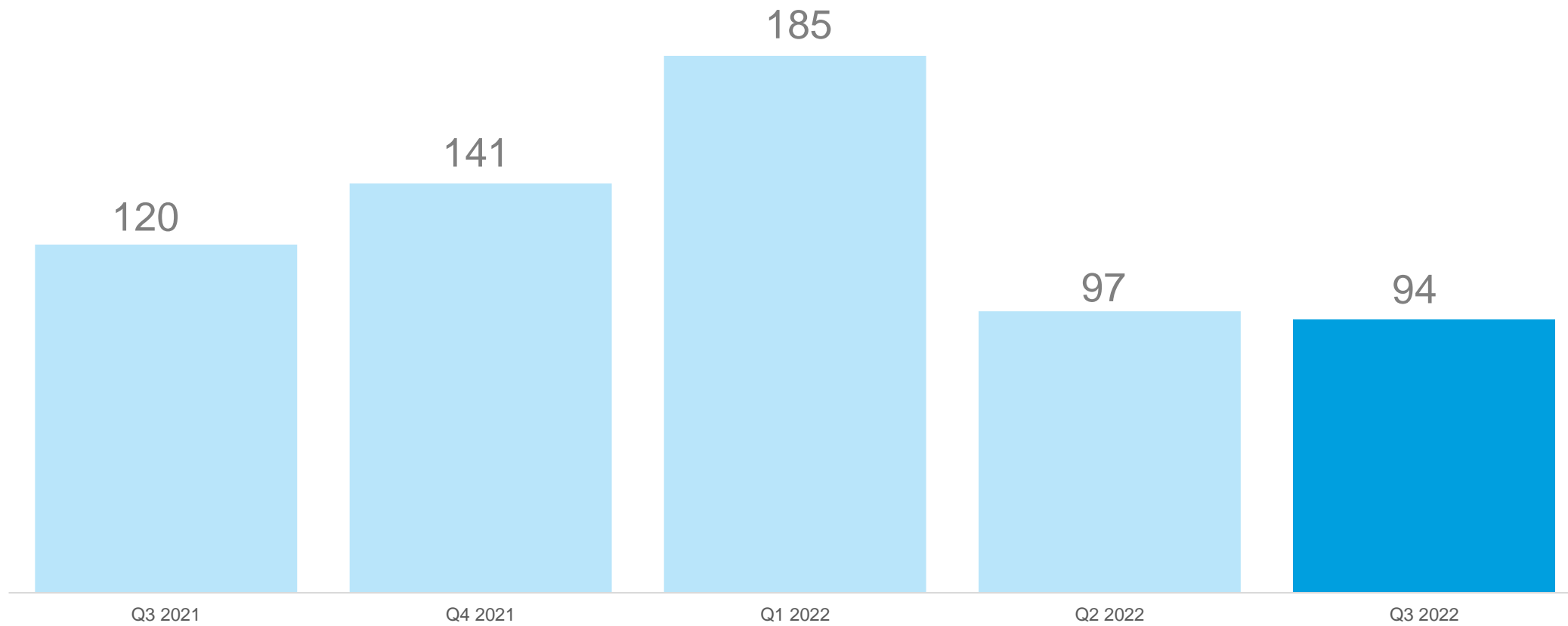


\* in % of total trading volume in Equities and ETFs

# Q3 customer growth in-line with previous quarter

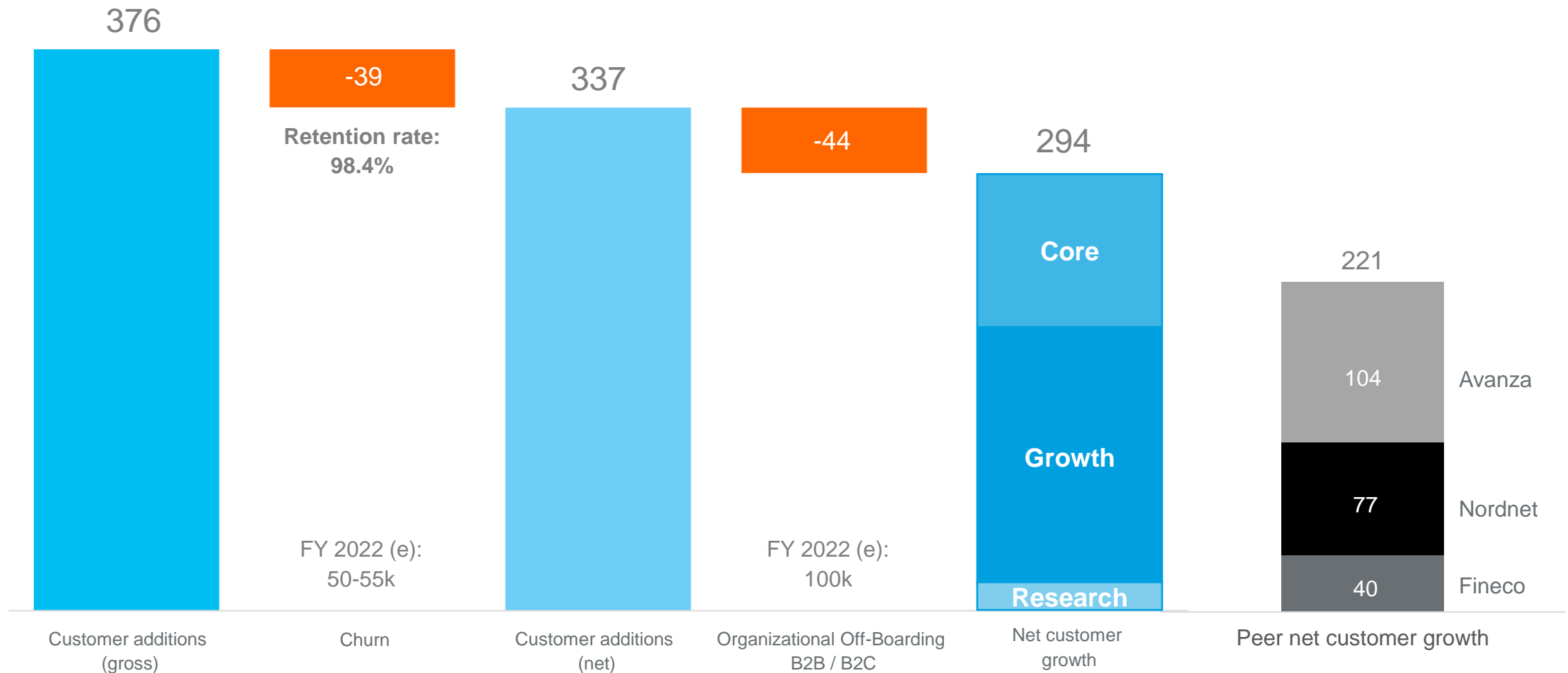
Additional customer accounts in k

9M 2022: +376k



# High customer growth & retention

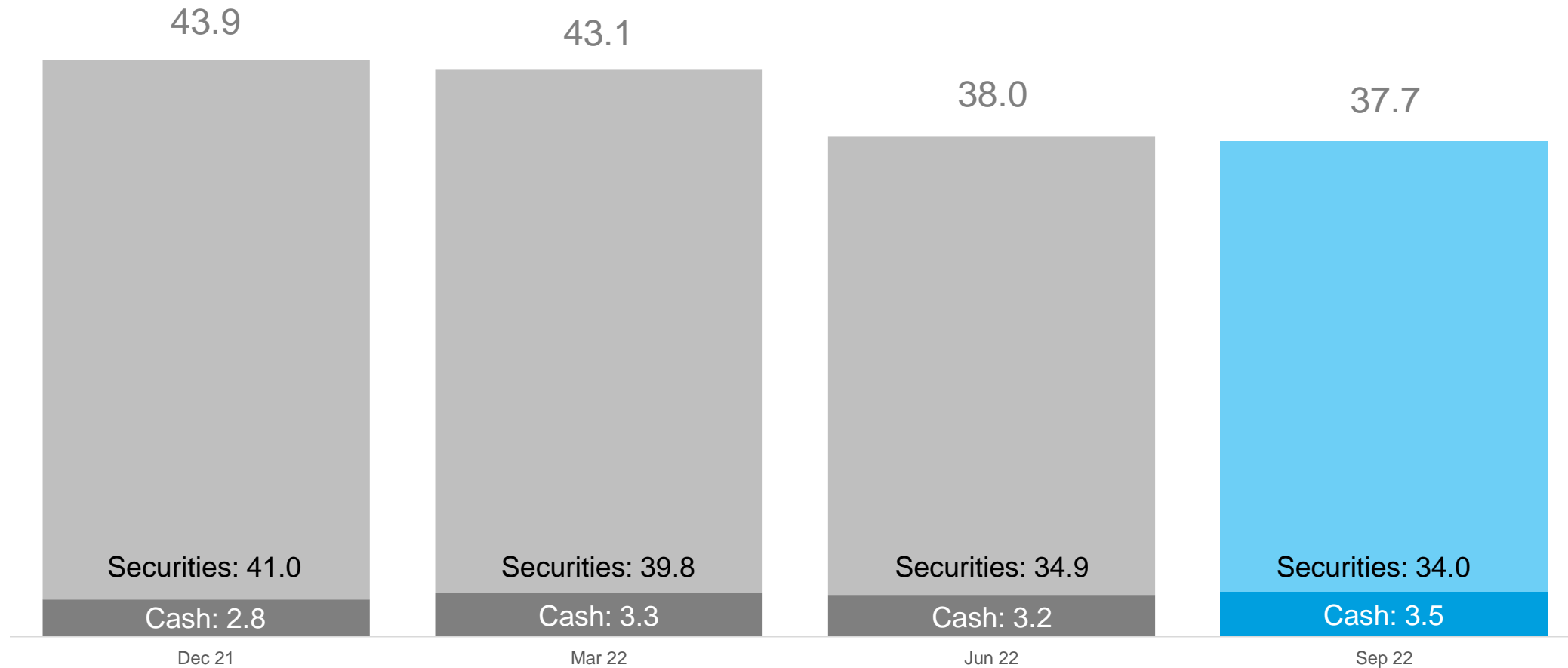
Additional customer accounts in k





# Stable development of Assets under Custody in Q3

Assets under custody in € bn



# Net cash inflows in 9M 2022 of € 5 bn

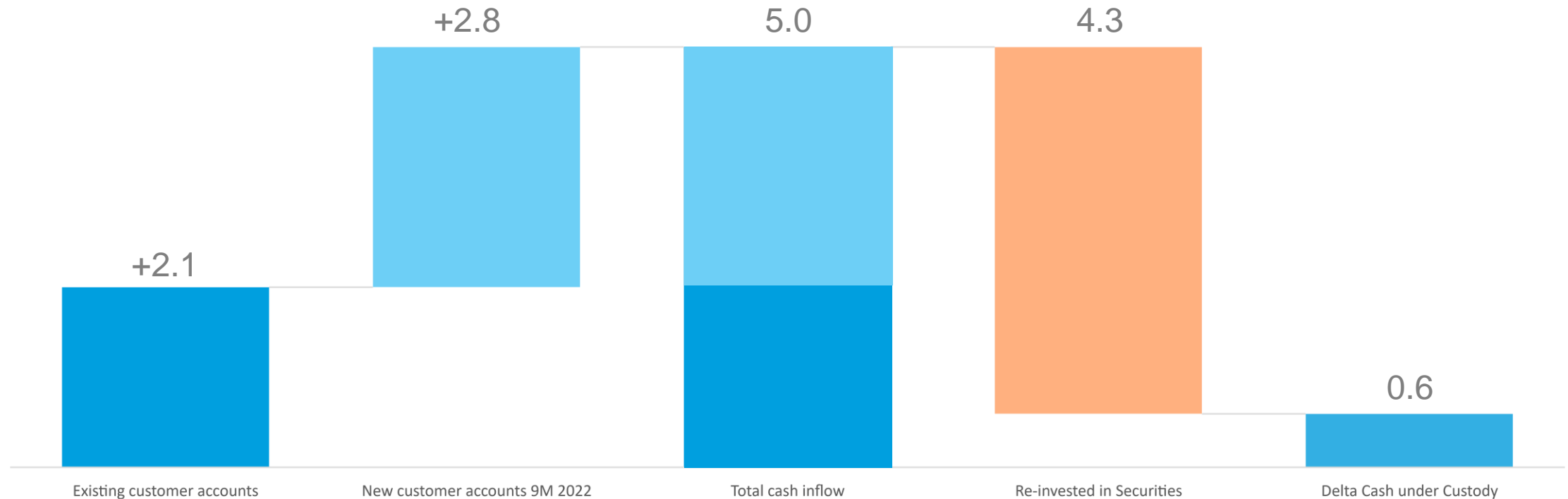
with positive inflows continuing in July/August/September despite ECB rate increases

## Source of net cash inflows<sup>1</sup>

(€ bn)

## Use of net cash inflows<sup>1</sup>

(€ bn)



<sup>1</sup> only including customer accounts existing on 30 September 2022

# Outlook

flatex = DEGIRO

# Further growth measures initiated

## Members get Members

### Refer & earn €50 in cash

Happy customer? Spread the word and refer friends, family and colleagues. They receive a transaction voucher. You earn €50 in cash.

Login to refer others



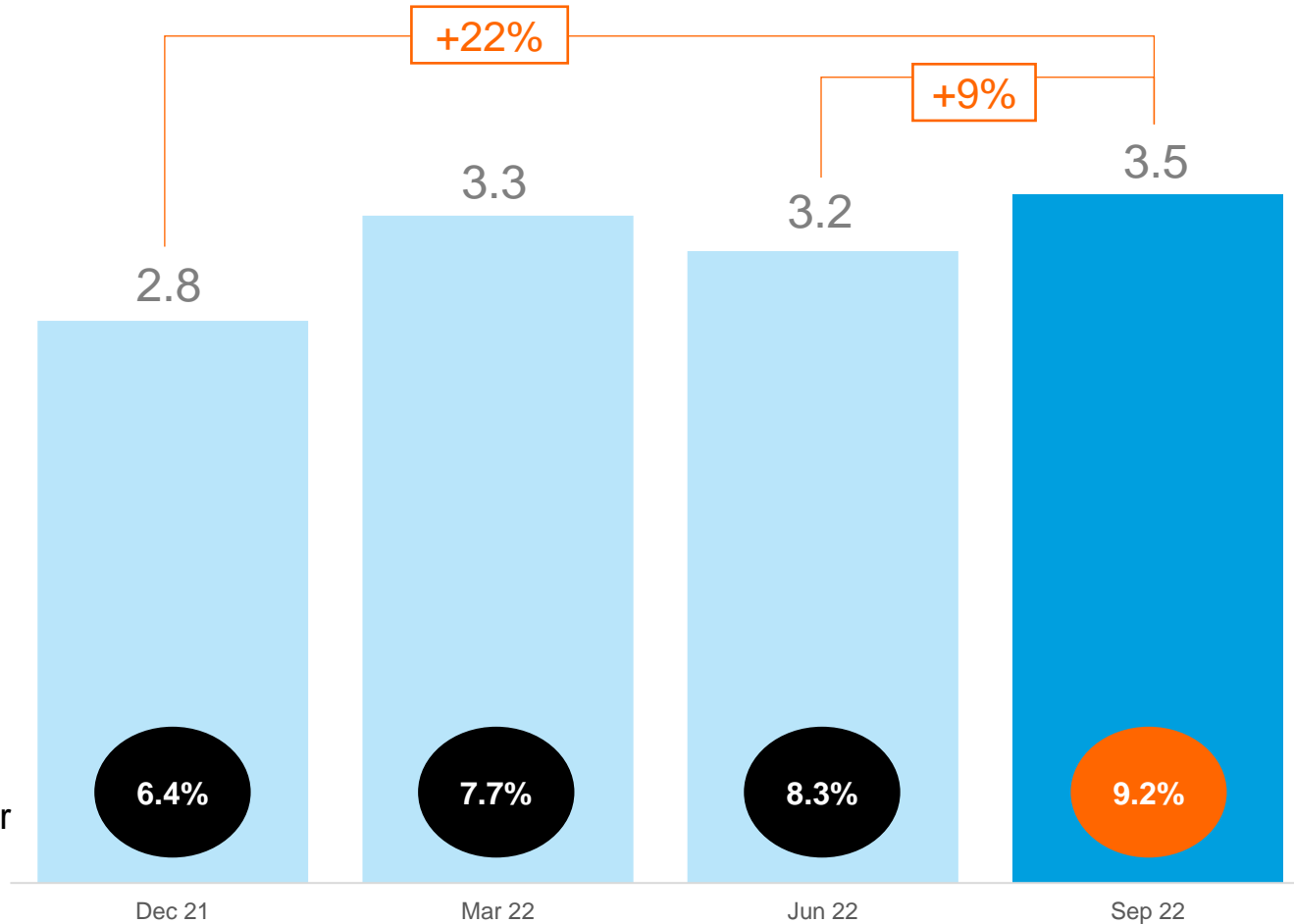
## Ambassador Programme

- Aims at helping the new generation to take their financial future into their own hands
- Collaborating with Universities, Business schools, Colleges and Investment Club
- Presentations, workshops, job offers and providing state of the art tools via our platform
- Focus on key growth markets France, Spain, Portugal, Italy

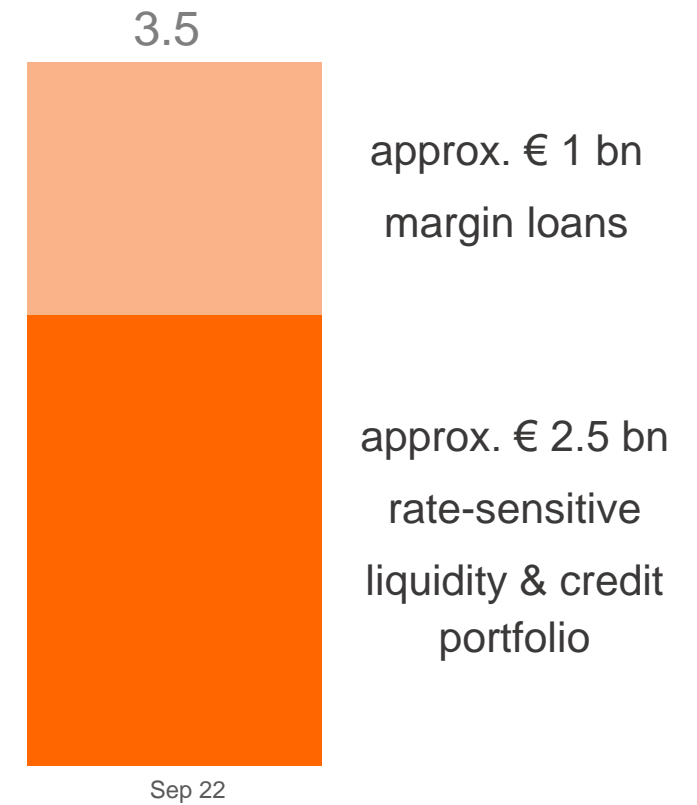
# Rising cash-levels in less trading-active times

## Cash under Custody

(€ bn)



## Use of Cash under Custody

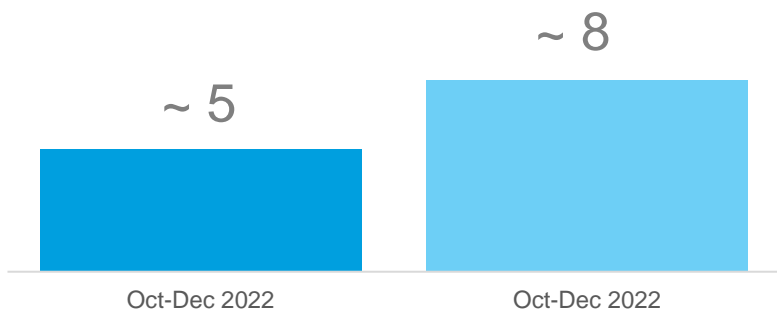


Cash ratio  
in % of total  
Assets under  
Custody



# Rising interest rates

Positive effect on EBT\*  
(€ m)

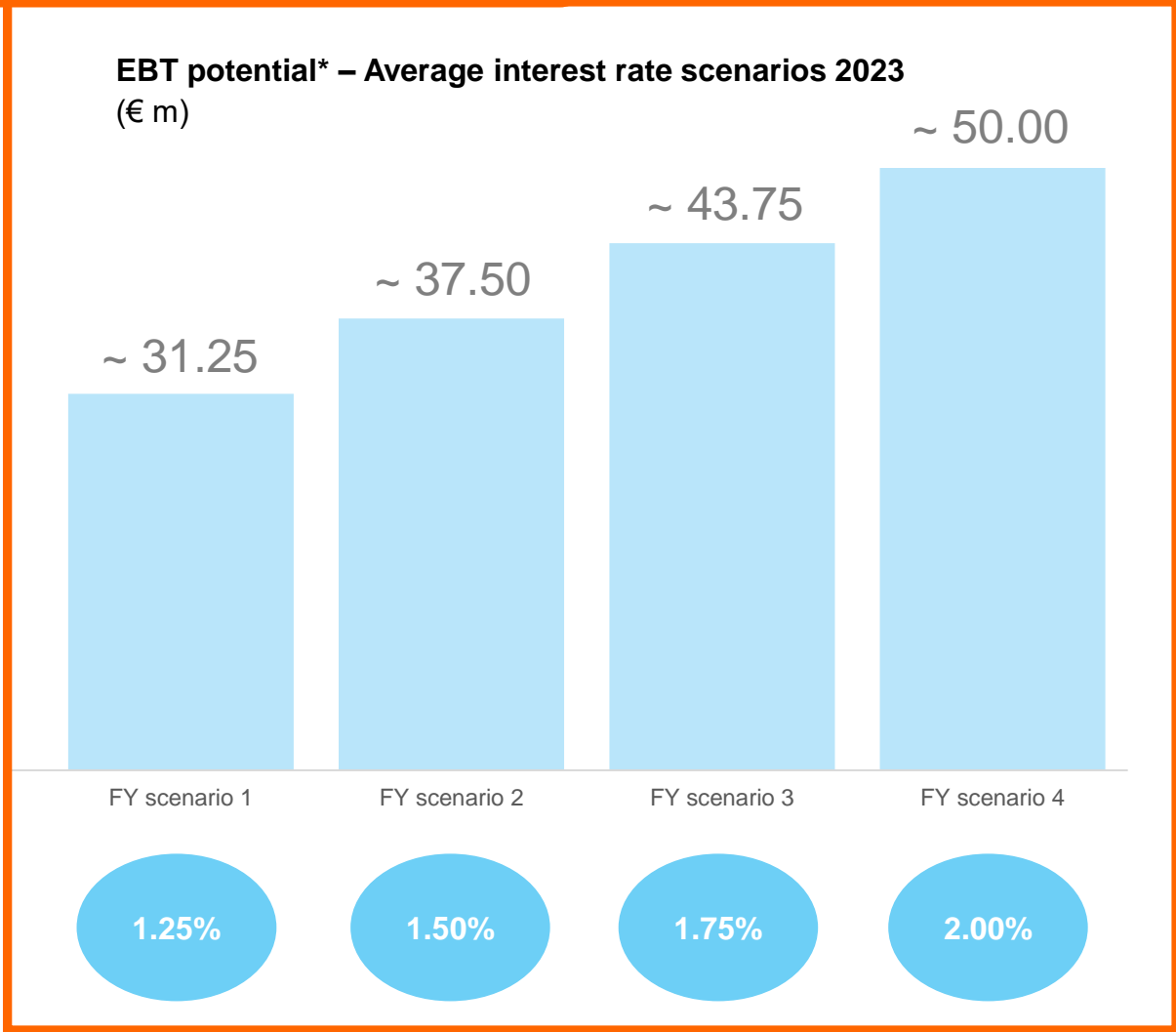


Depository rate



\* based on liquidity portfolio of aprox. € 2.5 bn as of 30 September 2022

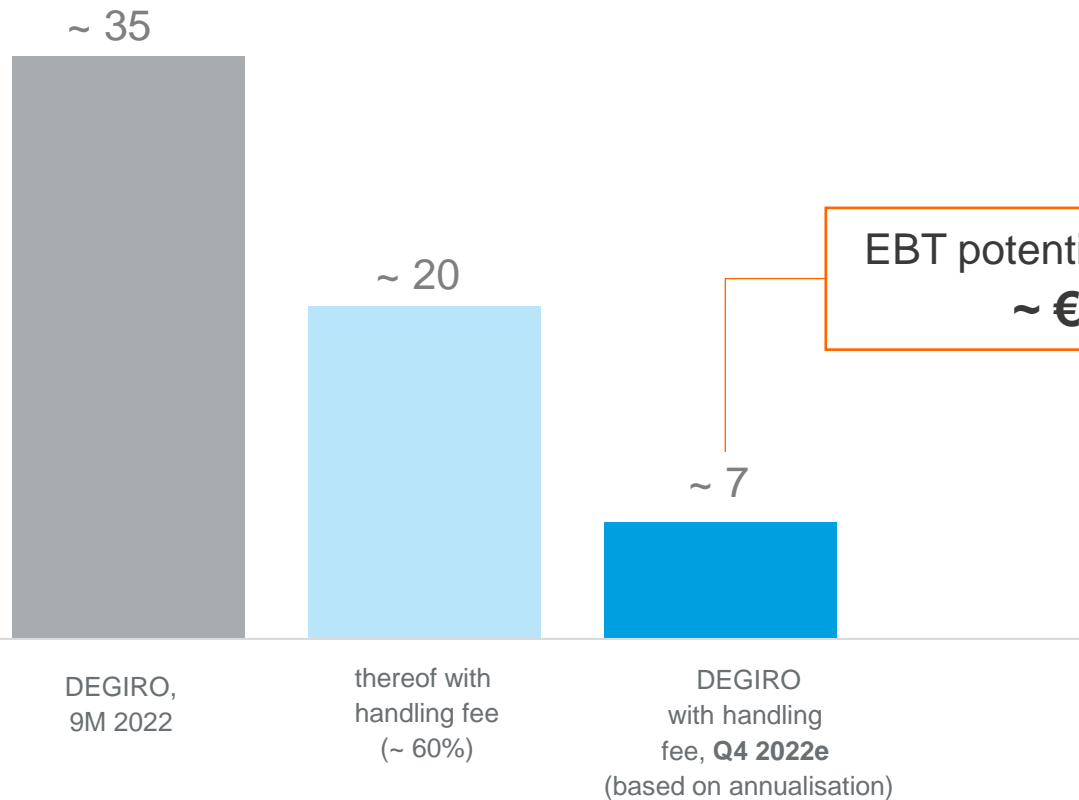
12 months EBT potential  
€ 30-50m



# Handling fee DEGIRO

Transactions in m

Handling fee at DEGIRO increased from 0.50 EUR to 1.00 EUR, effective 1 September 2022.

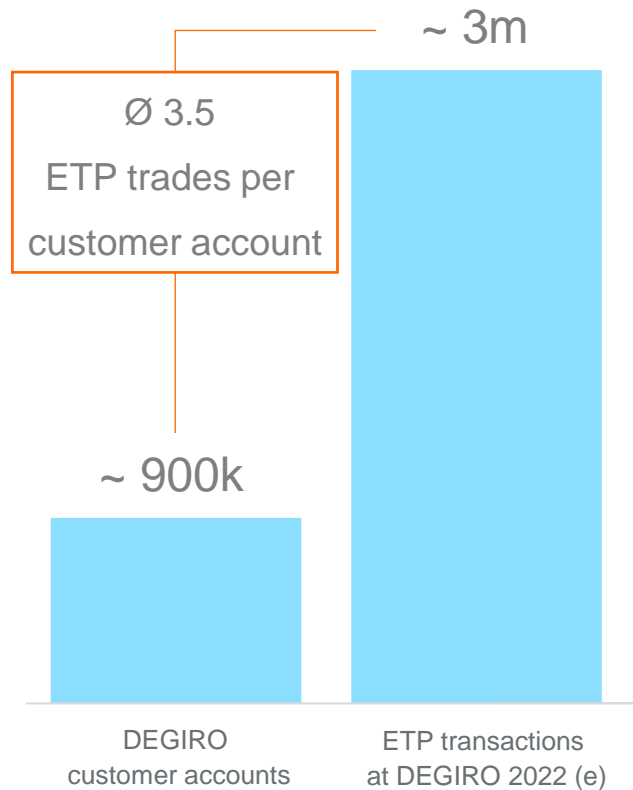


EBT potential in Q4/2022:  
**~ € 3.5m**

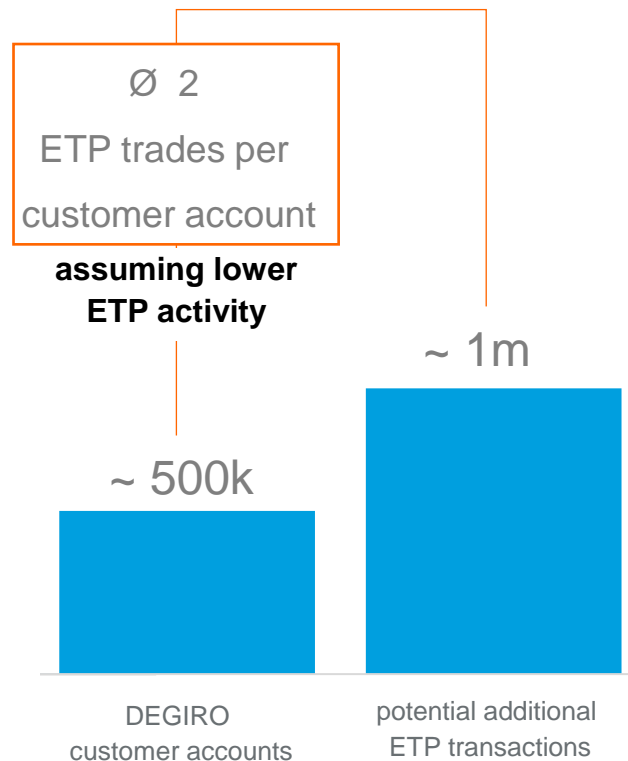
**12 months  
EBT potential  
€ ~14m**

# ETP Partnerships DEGIRO

## STAGE 1, as of Jan 2022 (Germany, Netherlands, France)



## STAGE 2, starting in Q4/2022 (Spain, Portugal, Italy, Switzerland)



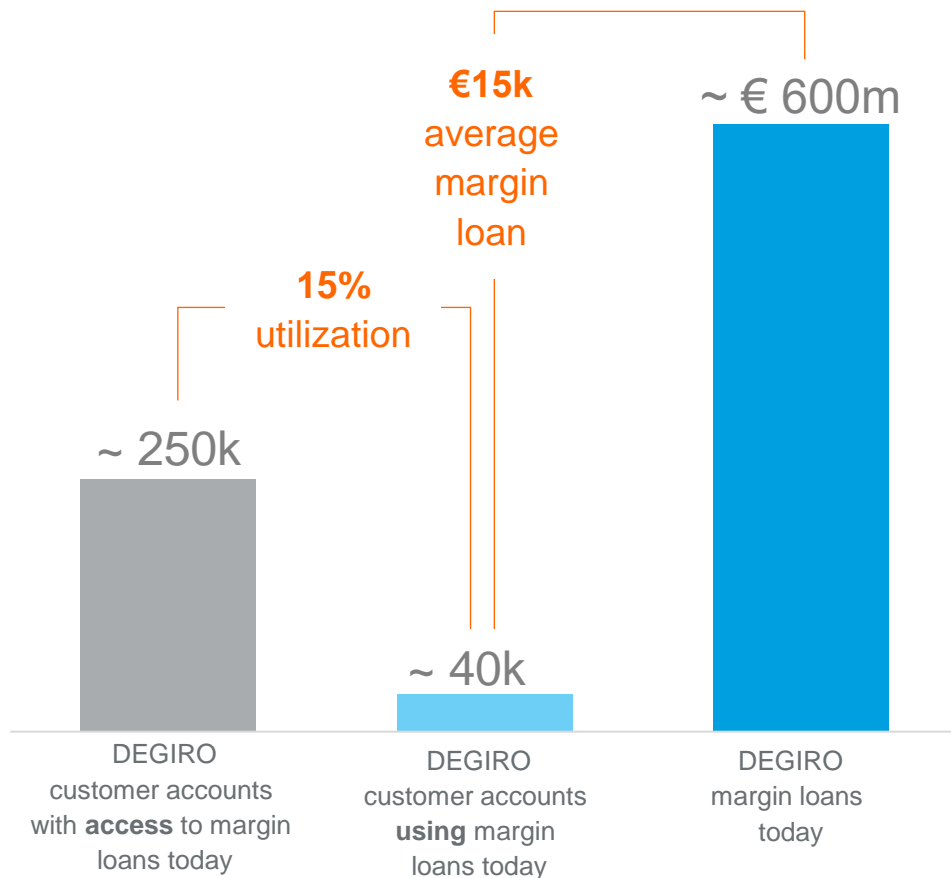
Revenues per Transaction  
of 4-5 EUR

12 months EBT  
potential  
€ ~4m

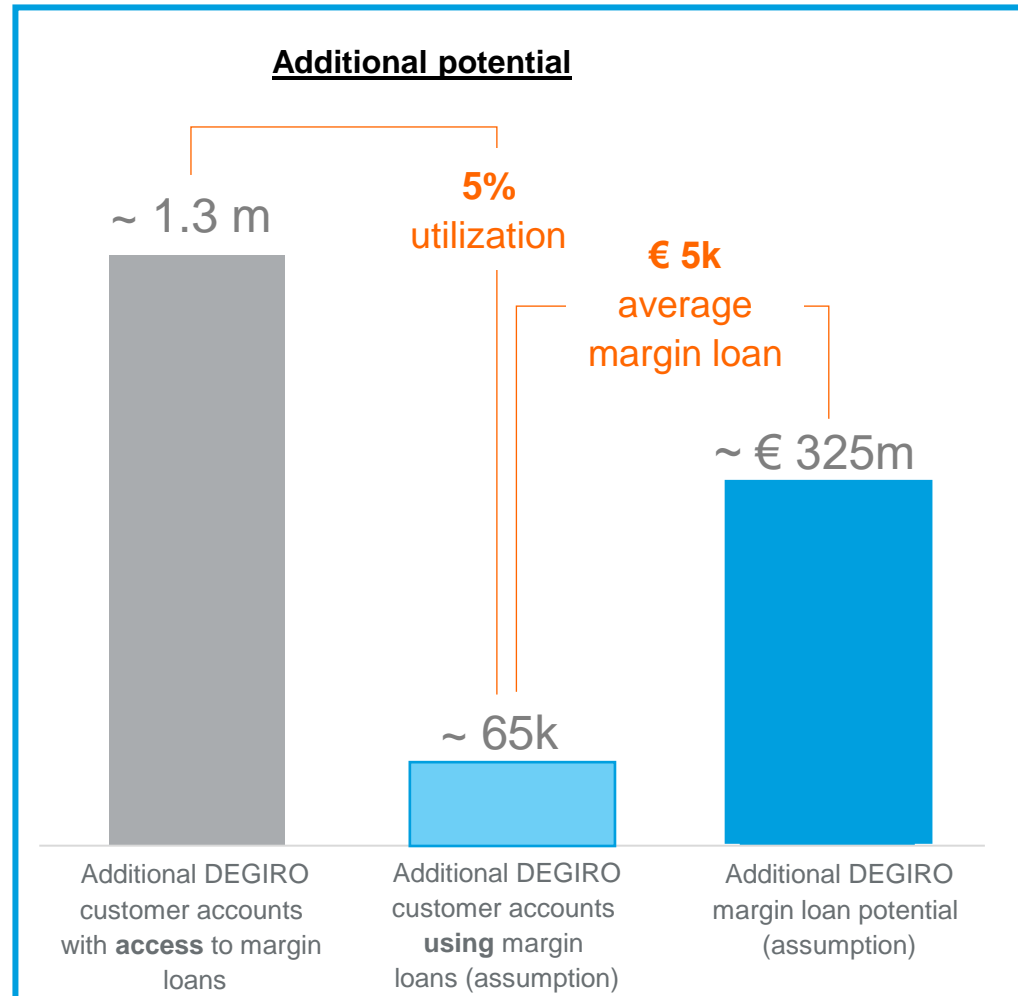
# Margin Loans DEGIRO

Margin Loans being made available to all DEGIRO customers, effective 1 November 2022.

## Today



## Additional potential



Interest rate of  
400 bps

12 months EBT  
potential  
€ ~13m



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# Contact

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# Key figures 9M & Q3 2022

		9M 2022	9M 2021	Change in %	Q3 2022	Q3 2021	Change in %
<b>Financials</b>							
Revenues	EUR m	301.6	314.2	-4.0	91.9	88.1	+4.3
Average revenue per transaction*	EUR	5.26	4.41	+19.3	5.15	4.83	+6.5
EBITDA	EUR m	126.7	83.2	+52.2	37.6	30.1	+25.1
EBITDA margin	%	42.0	26.5	+58.6	40.9	34.1	+19.9
Adj. EBITDA	EUR m	106.0	146.1	-27.5	24.2	38.4	-37.0
Adj. EBITDA margin	%	37.7	46.5	-18.8	30.8	43.6	-29.3
<b>Commercial</b>							
Customer accounts at the end of the period	m	2.36	1.94	+21.3	2.36	1.94	+21.3
New customer accounts (gross)	k	376.2	658.8	-42.9	93.8	120.3	-22.0
Customer account growth	%	16.0	33.9	-	4.0	6.2	-
Transactions settled	m	53.4	71.2	-24.9	15.3	18.2	-16.3

\* excluding revenues resulting from the release of provisions in relations to the variable, long-term incentive program (Stock appreciation rights); €13.4m in Q3 2022 and € 20.7m in 9M 2022