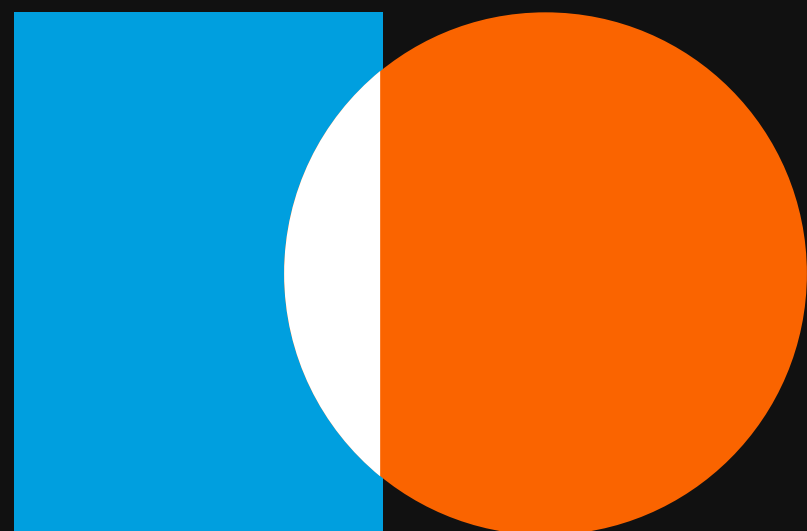


FLATEXDEGIRO AG | PRELIMINARY RESULTS 2021

# RECORD YEAR AND STRONG FINANCIALS IN Q4



**Disclaimer****Preliminary results**

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

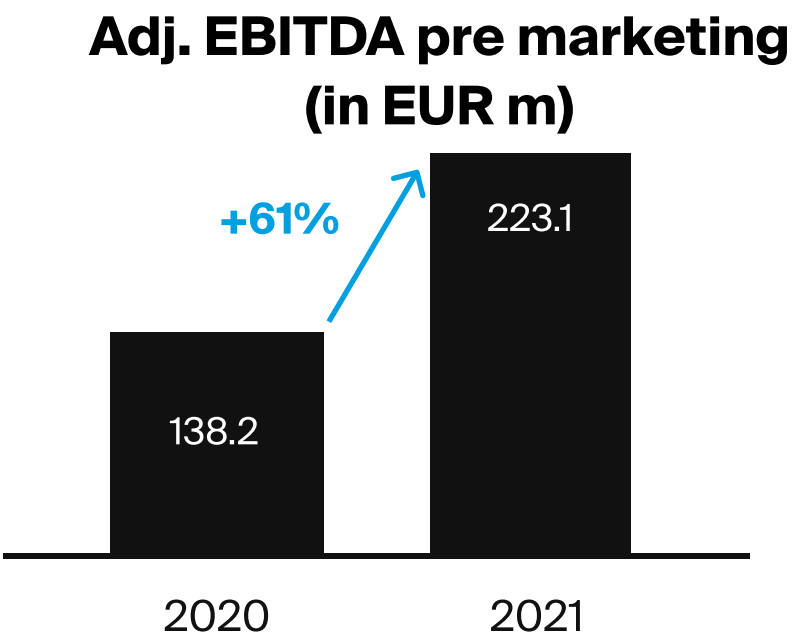
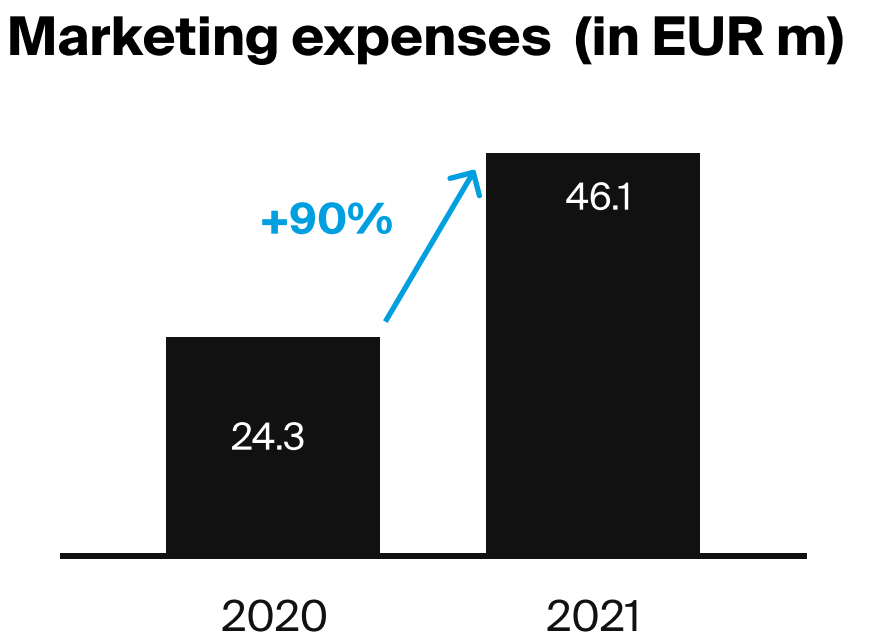
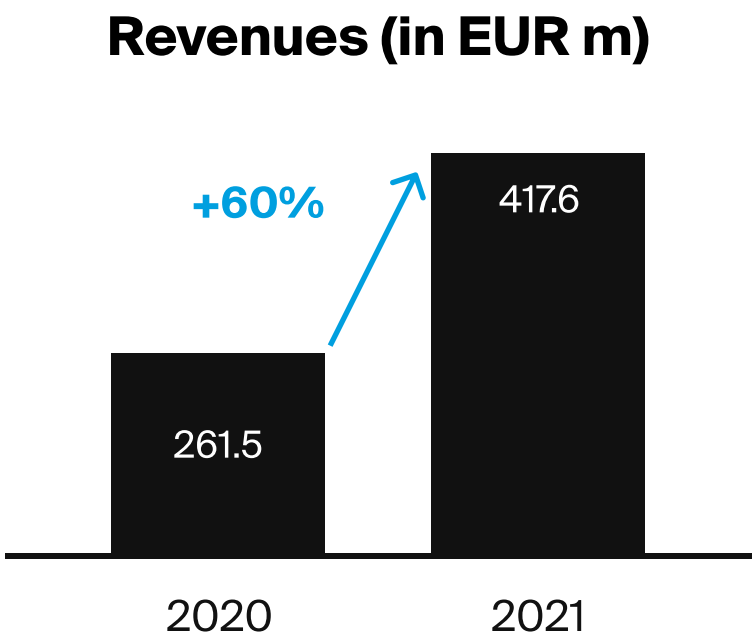
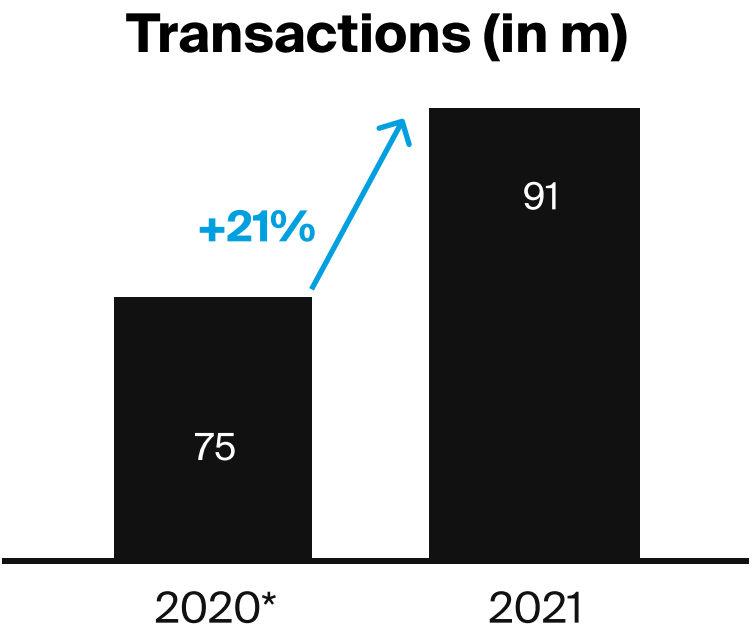
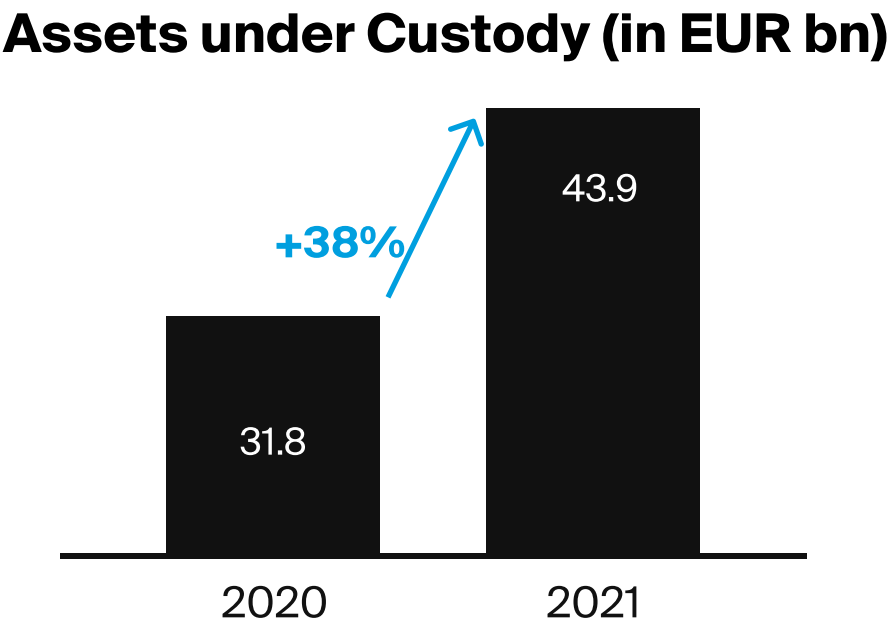
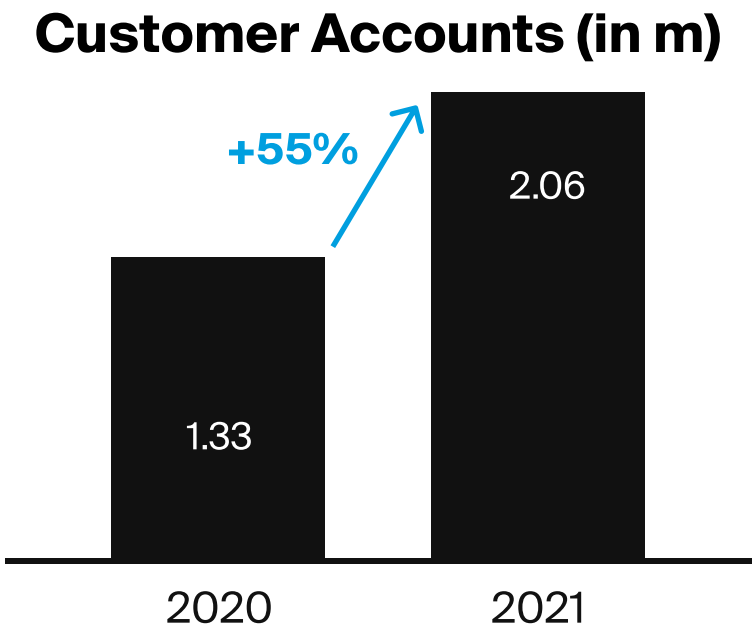
**Non-IFRS measures (APMs)**

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.

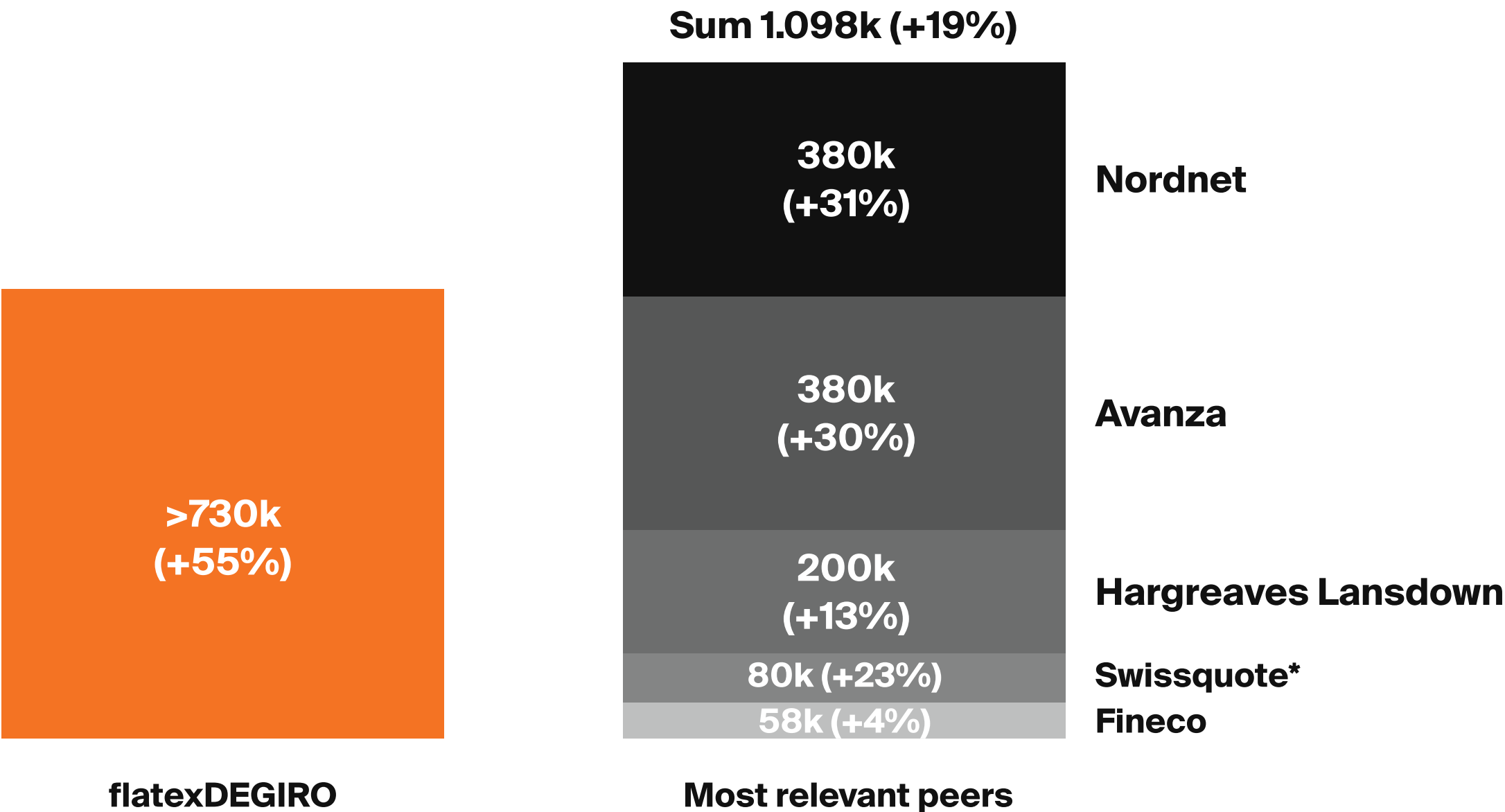
Significant growth on all metrics..



\* Pro forma

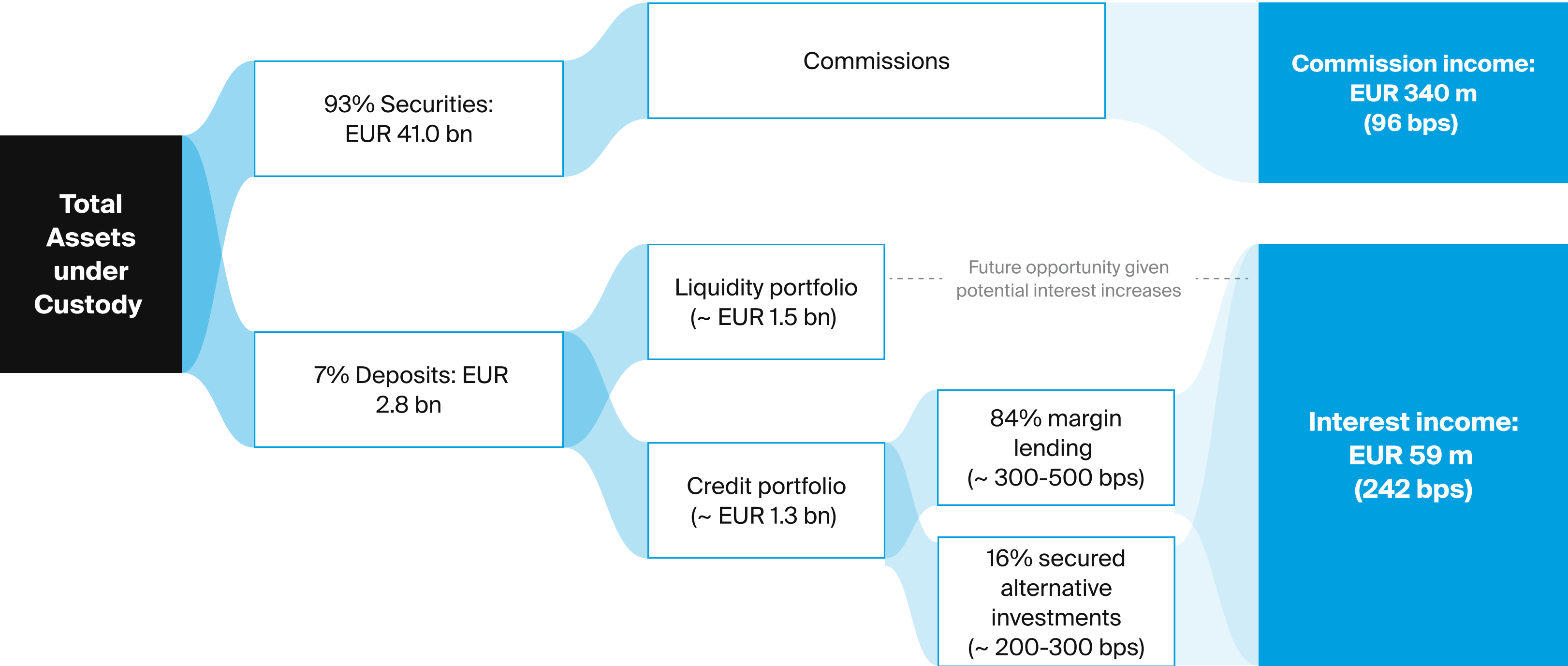
..outgrowing all major peers.

New customer growth 2021

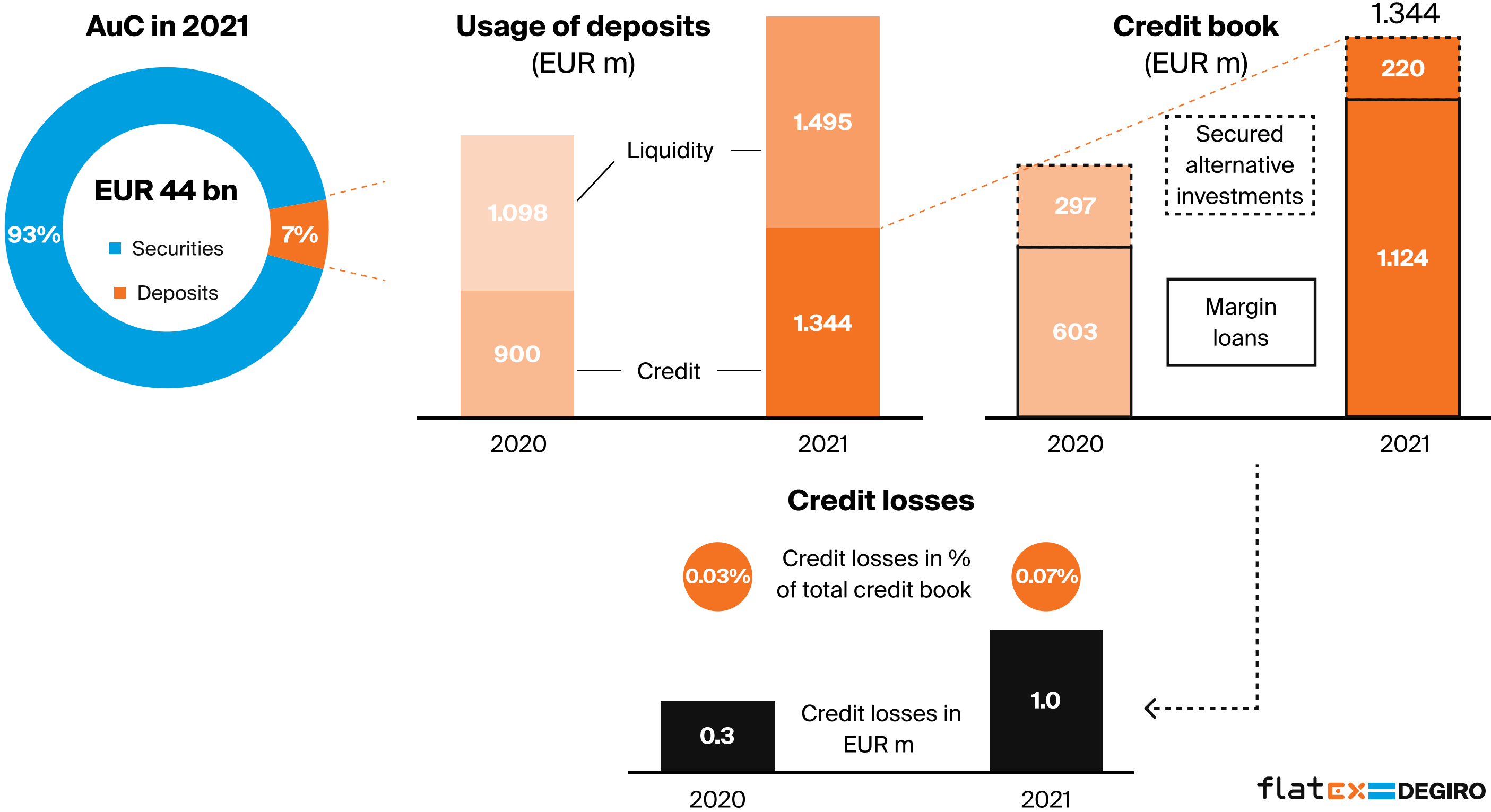


\* LTM to June 2021

Super capital light business..



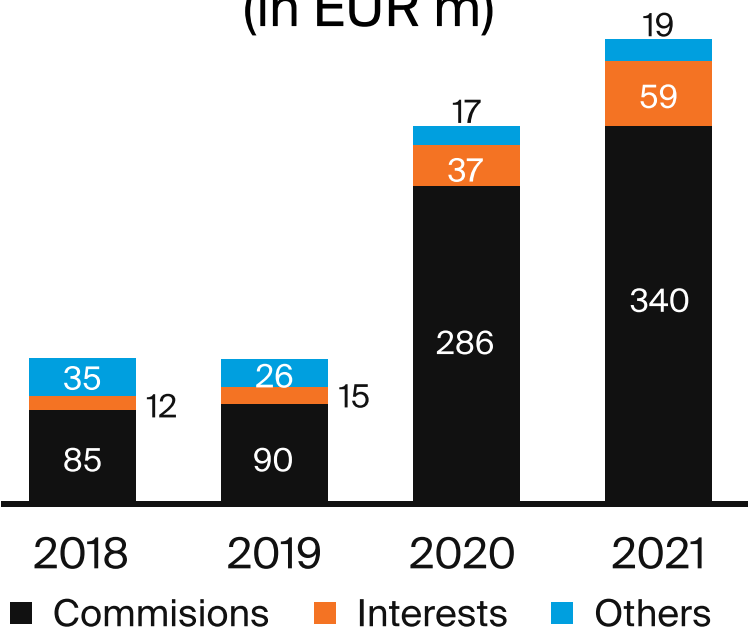
..with high quality credit book.



# Efficiency indicators

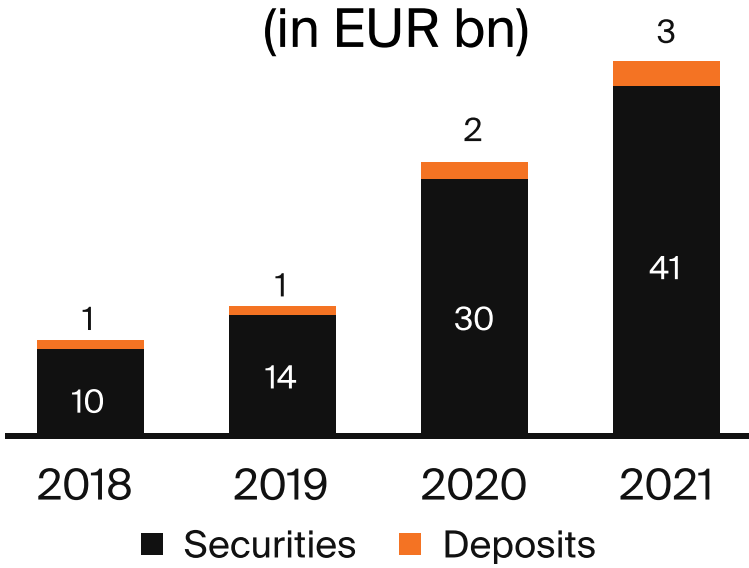
## Revenue by income type

(in EUR m)



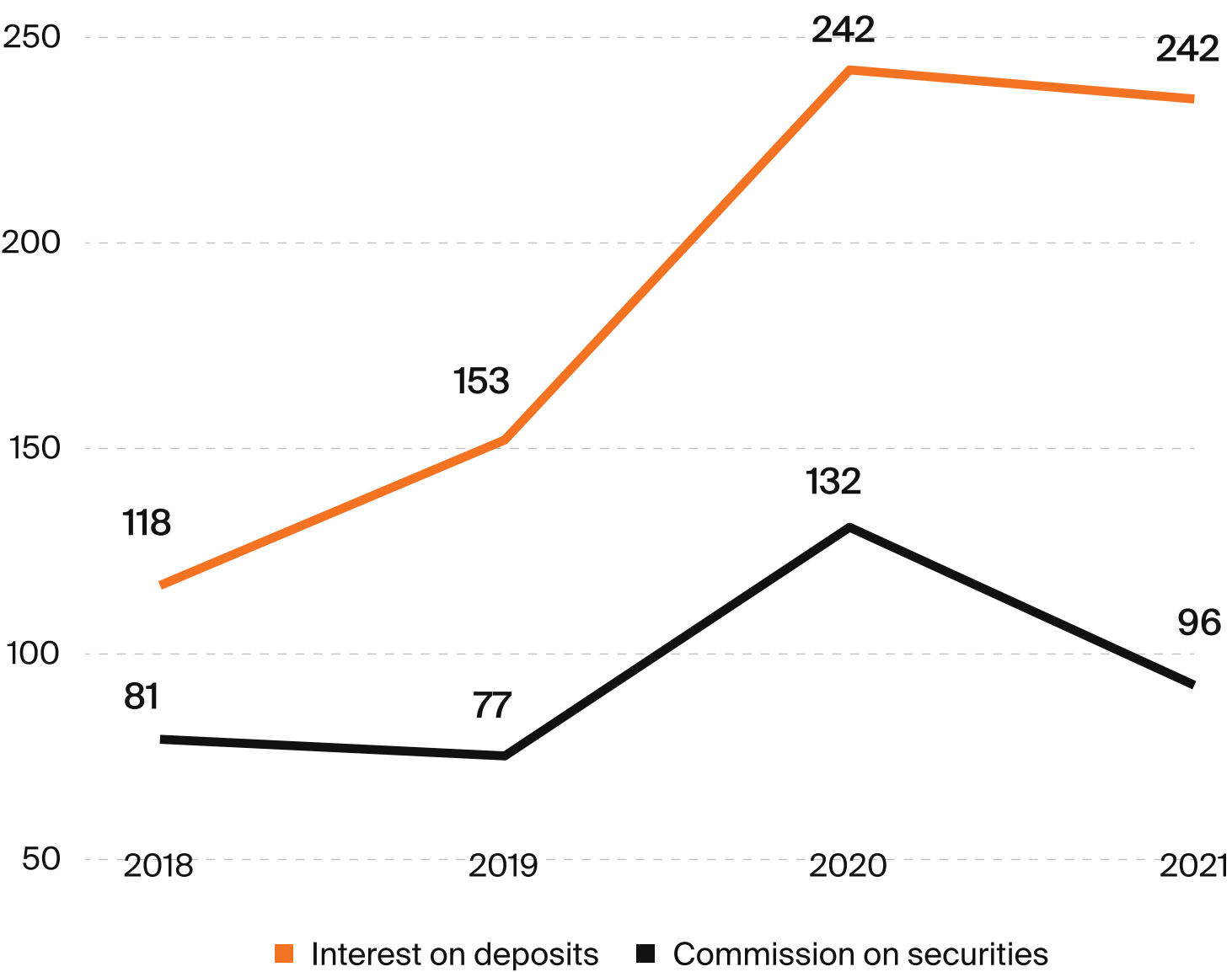
## Assets under Custody by Product

(in EUR bn)



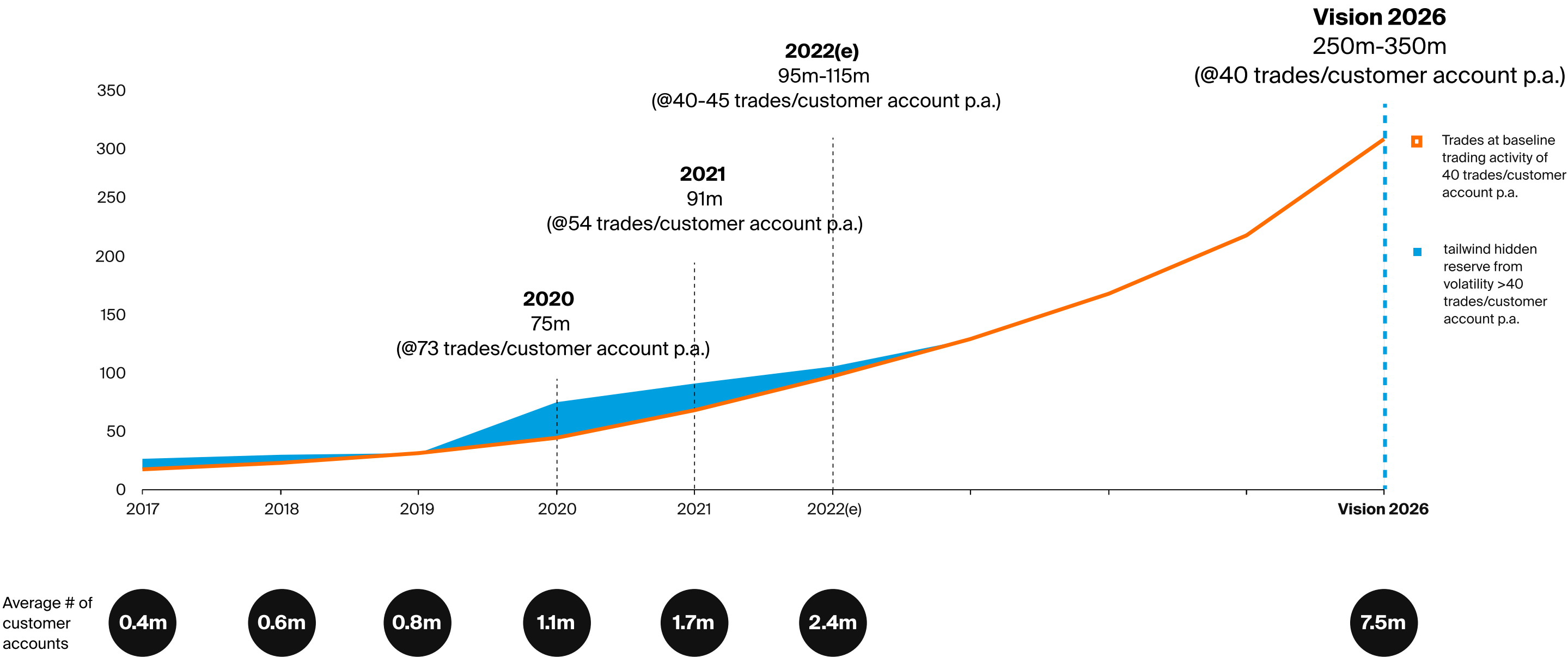
## Revenue Margin by Product\*

(in bsp)



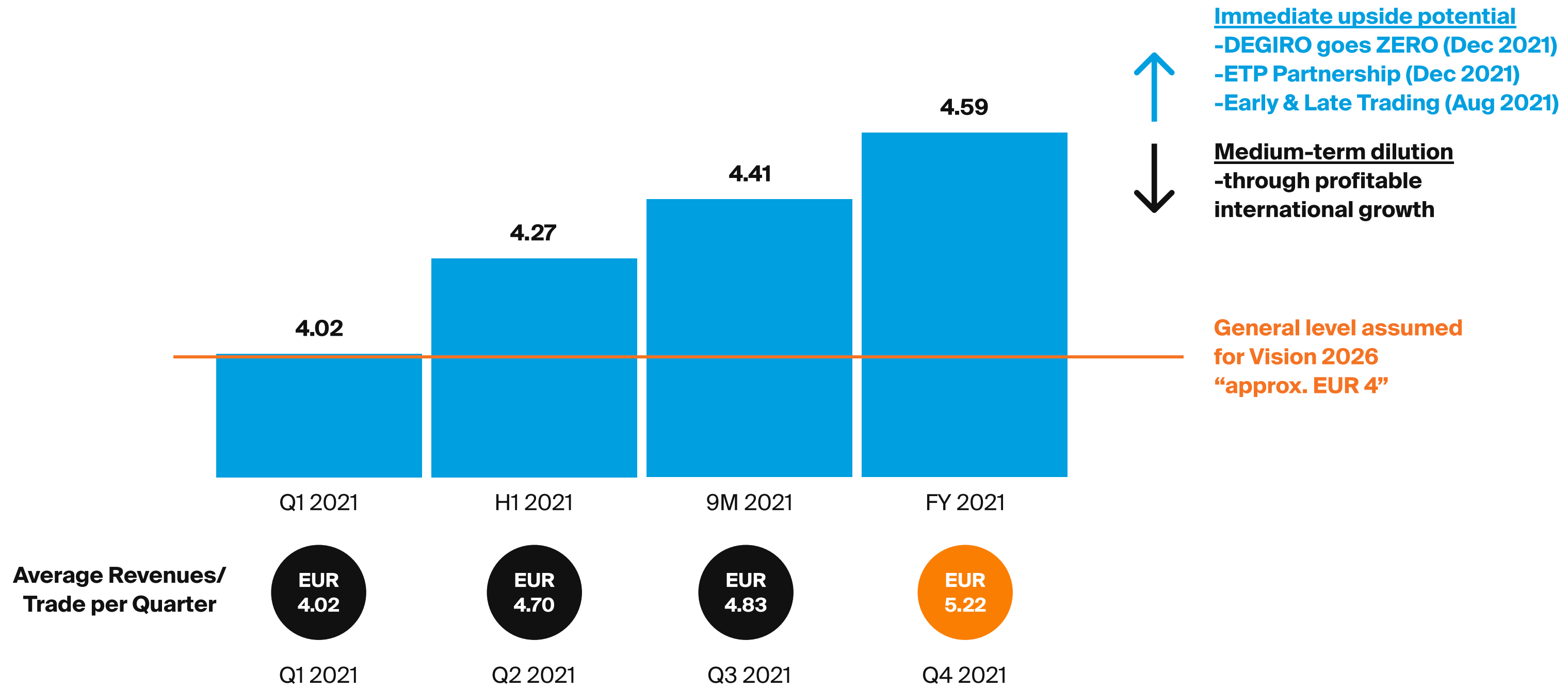
\* based on yearly averages of AuCs in securities and depositary

# Trading activity adds to long term growth - but doesn't determine it



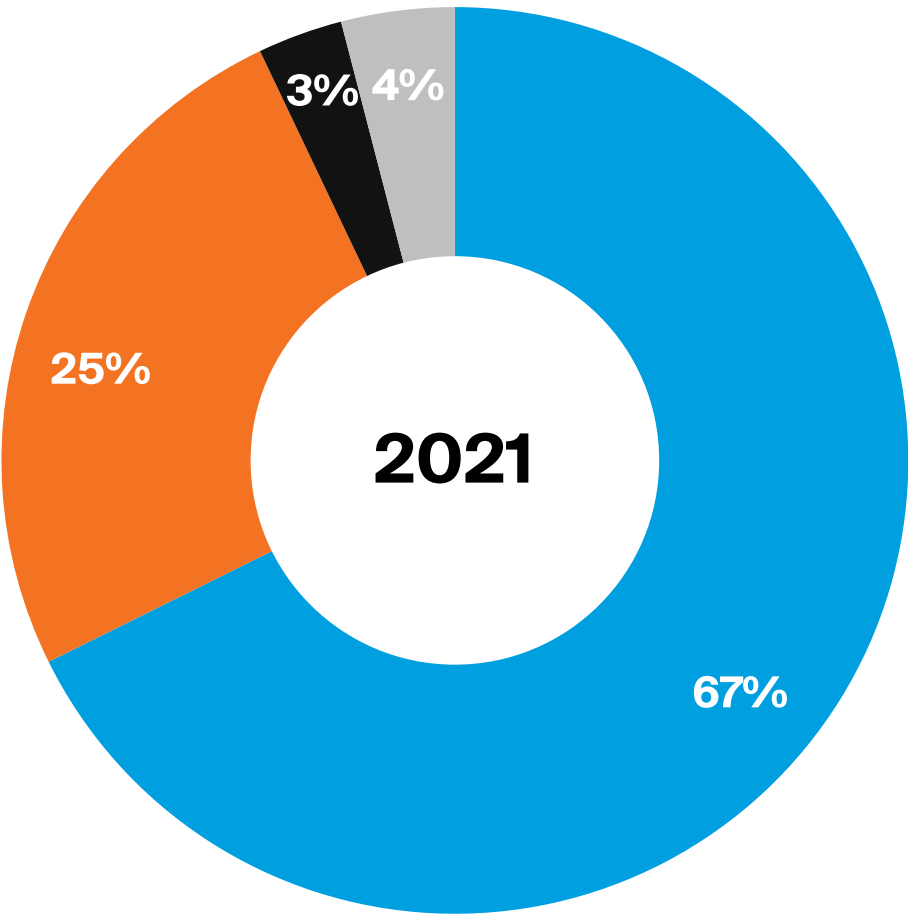


# Revenues per trade on the rise..

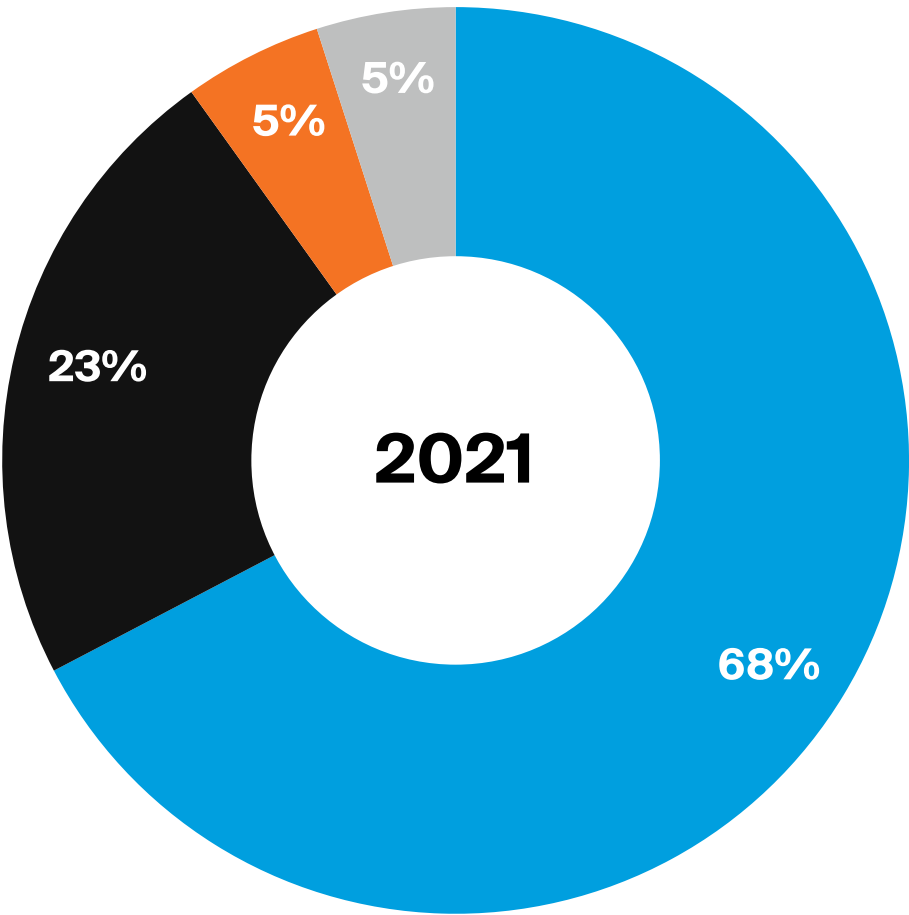


..with prudent savers & investors.

AuC share by product



Revenue share by product



Stocks    ETF    ETP    Other

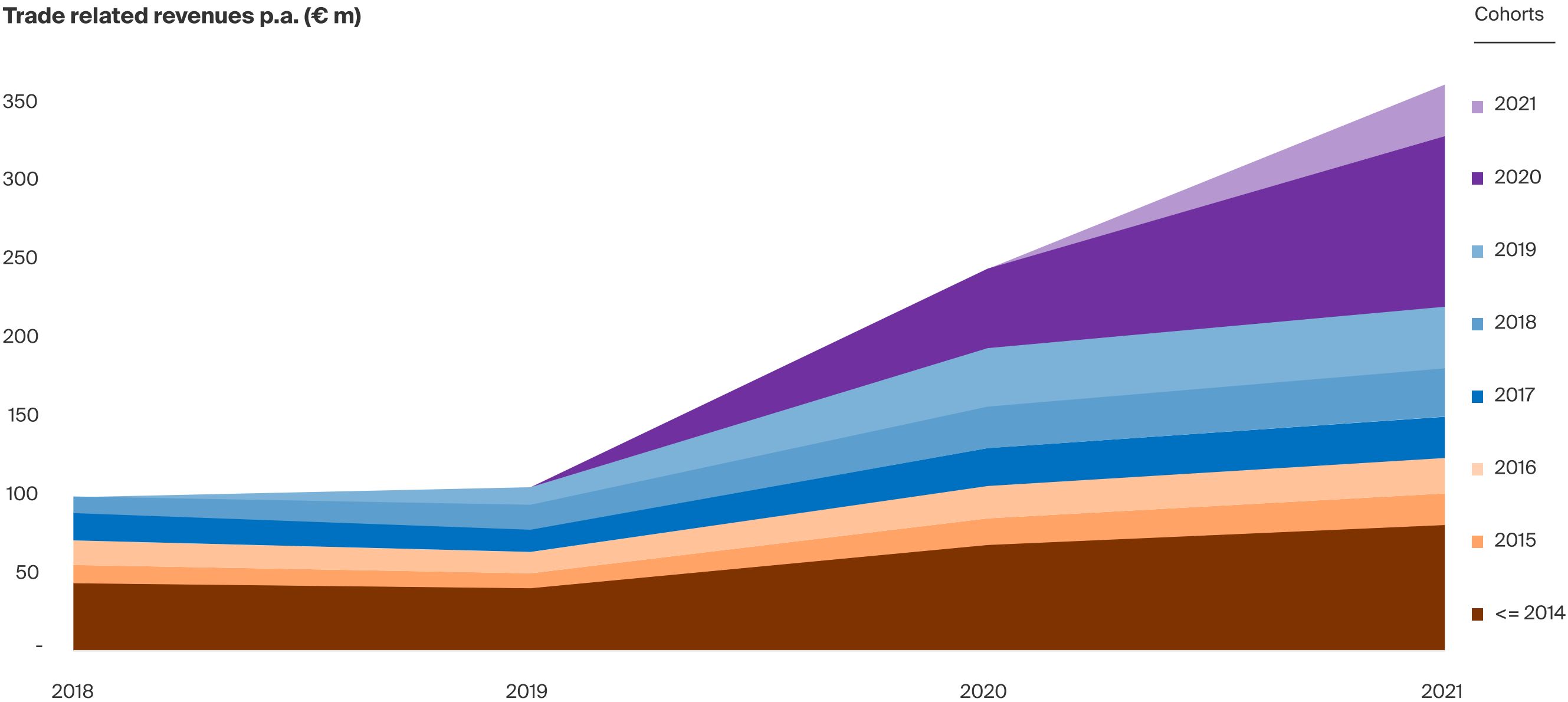


**Excellent quality of loyal customer  
base drives future success**

# Stable contribution of each cohort, stellar growth over the last 24 months

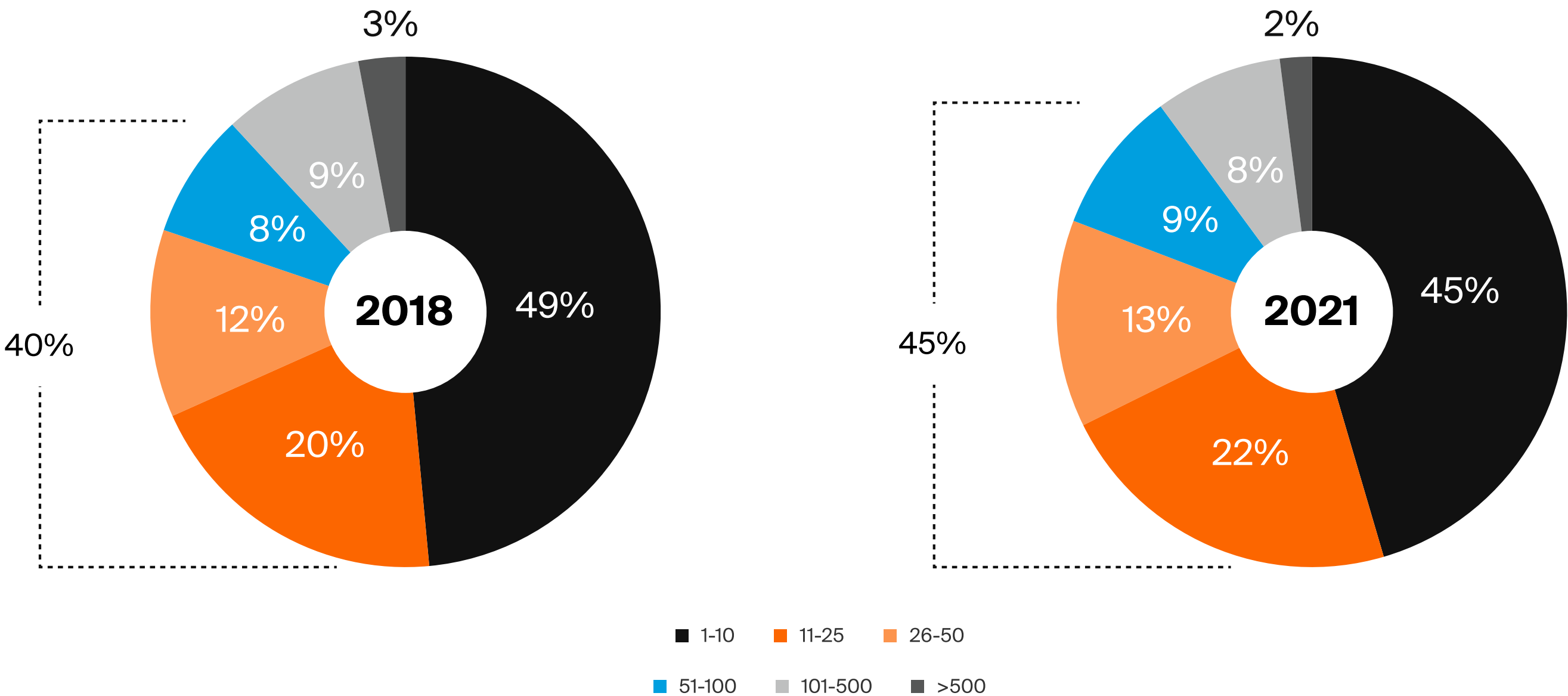
Long-term revenue contribution of cohorts

Trade related revenues p.a. (€ m)



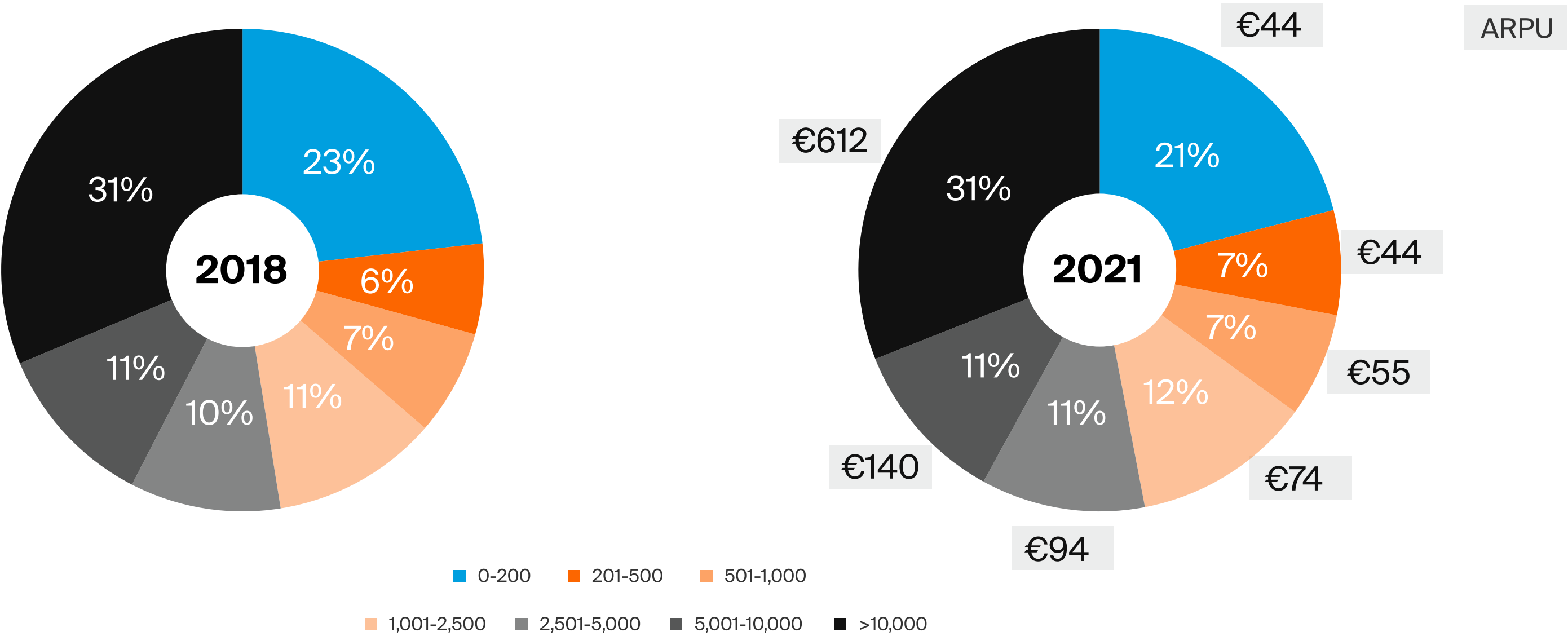
# Share of „medium-active“ customers increased significantly over time

Share of trades per customer account in relation to total trades of active customers

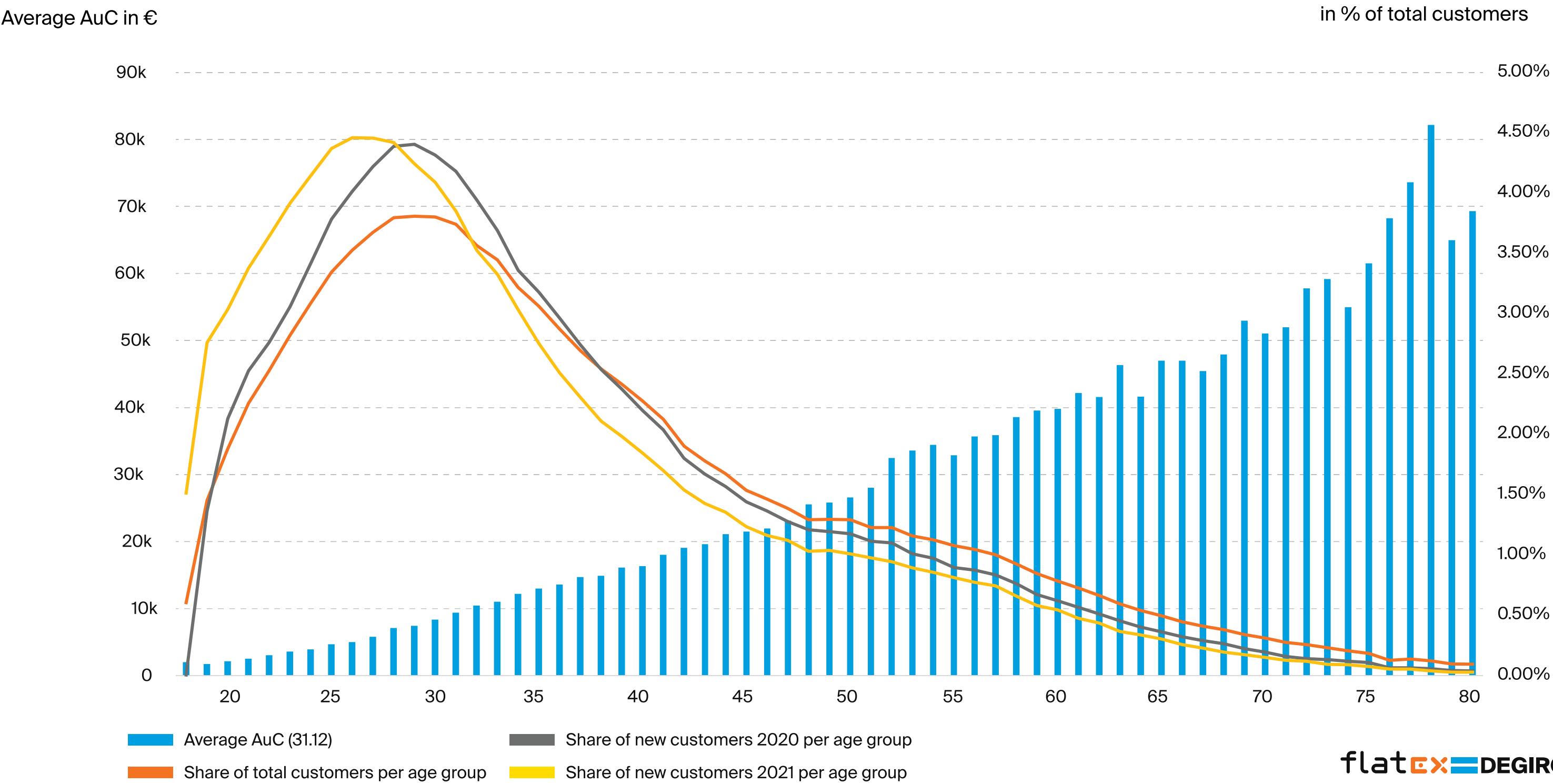


# Strong revenue generation across all AuC cohorts

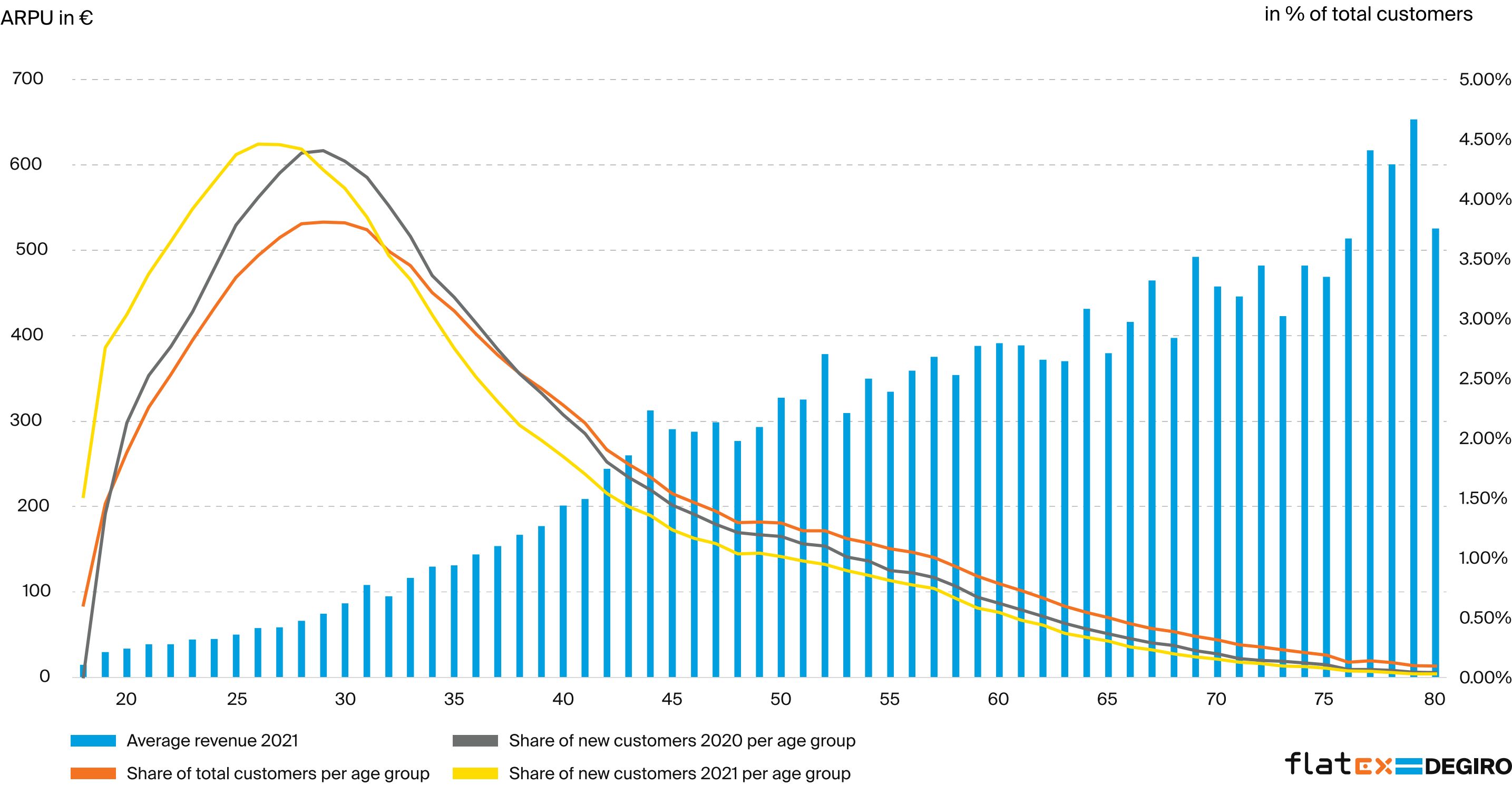
Share of AuC per customer account in EUR in relation to total number of funded accounts and ARPU in 2021



# AuC of customers growing steadily with age..



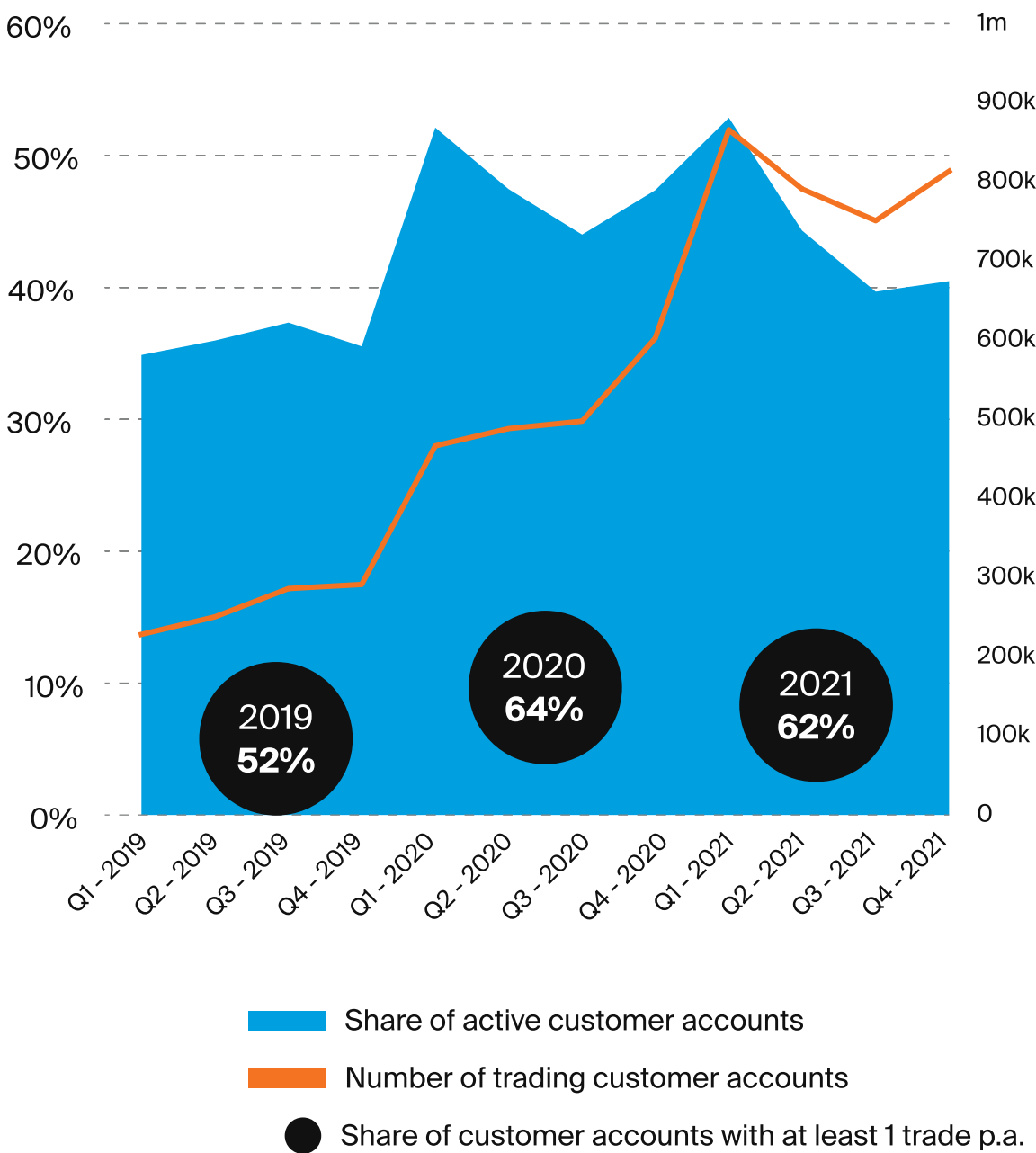
.. in line with annual revenue contribution.



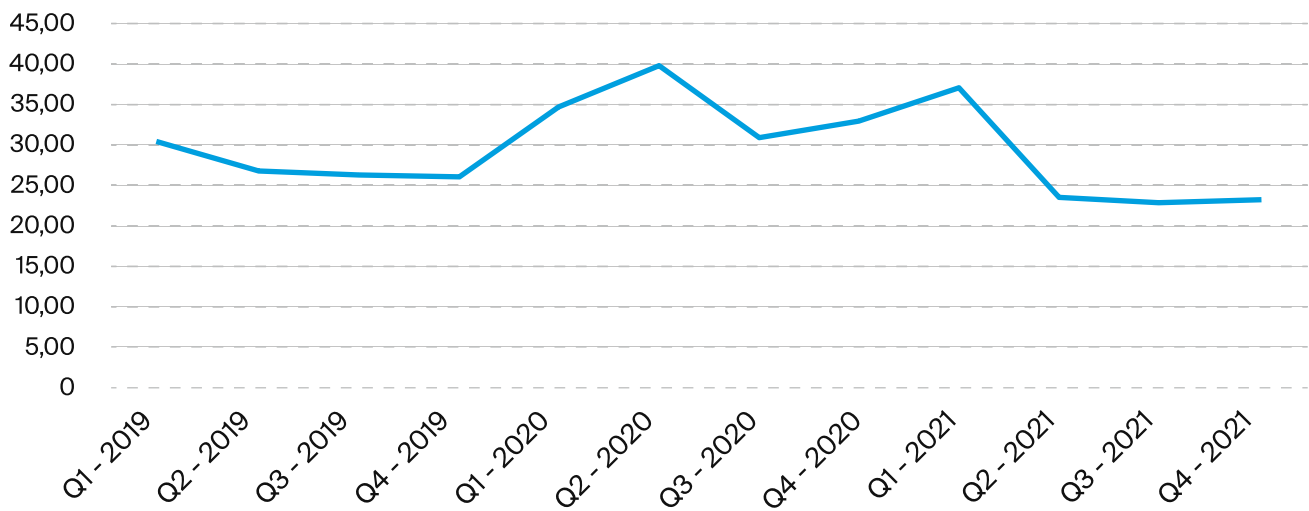


# High activity levels of client base

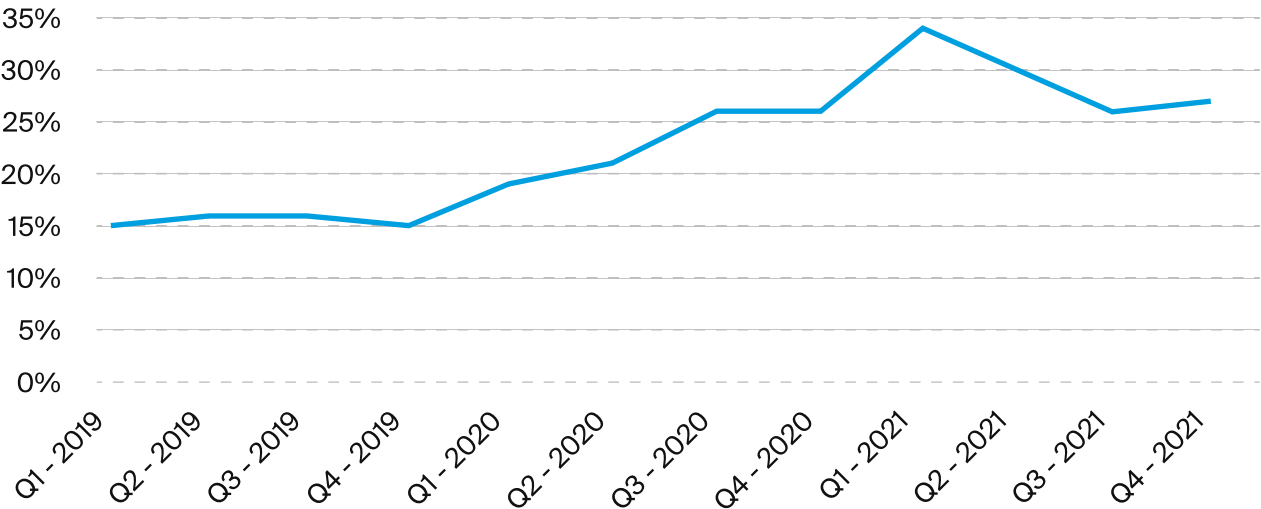
## Customer activity per quarter



## Trades per active customer account / quarter



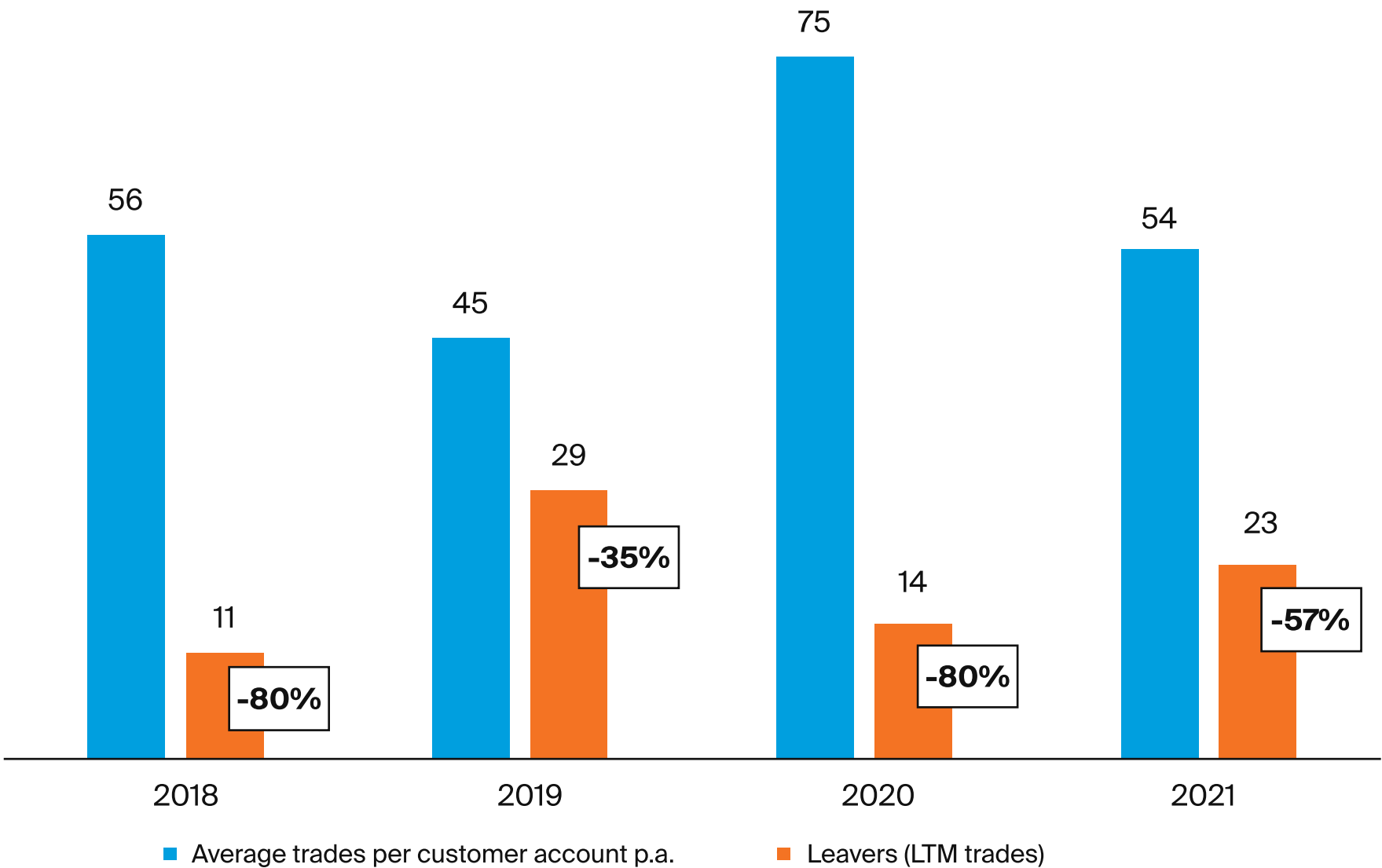
## Share of US volume\*



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

# Retaining the right customers

LTM trading activity of leavers very significantly below average trading activity in the year



## 2021 - low churn on all metrics

Churned\* Customer accounts  
~ 50k (2.5%)

Churned\* Trades  
(LTM before churn)  
1.2m (1.3%)

Churned\* annual revenues  
(LTM before churn)  
4.5m € (1.1%)

\*excluding corporate actions such as offboarding of B2B customers or brand migrations in Austria and the Netherlands

The background is a solid blue color. In the top-left corner, there is a white triangular shape pointing towards the center. In the top-right corner, there is a large black circular shape. In the bottom-left corner, there is a black triangular shape pointing towards the center. In the bottom-right corner, there is a white triangular shape pointing towards the center.

**Before we get to Q&A**

# True stories of investing

*Product*

Our mission is to make investing accessible to everyone who wants to shape their own financial future in a smart and responsible way. We do this with a high-quality, user-friendly and cost-efficient investment platform, but also with education. In “True Stories of Investing” journalists, professors, behavioural scientists, former ministers and investors refute the biggest misconceptions about investing. And the explain several important investment lessons that every investor should know. Speakers include behavioural scientists and pioneers like Hersh Shefrin (Professor at Santa Clara University and best-selling author of “Beyond Greed and Fear”) and Wendy De La Rosa (TED speaker and PhD Stanford University) , Vanguard MD Sean Hagerty, impact investors Mark van Baal and former F1 World Champion Nico Rosberg as well as BBC Journalist Rory Cellan-Jones.

Ep 1

## Active versus Passive Trading



Investing is only for experts and, right? No. There are many ways to invest, including options that have made investing accessible to everyone.

Ep 2

## Diversification



Investing is pretty risky business, right? While investing does come with risk, we can carefully manage the amount of risk by making a decent plan and diversify.

Ep 3

## Crises and Bubbles



Investing is about knowing when to buy and when to sell stocks, right? But when it comes to long-term investing, time in the market is more important than timing the market.

Ep 3

## Impact investing



Investing is all about making money, right? But what if we told you that investing can also be about making a positive impact on the world, if you invest in what you believe in.

# Financial calendar 2022

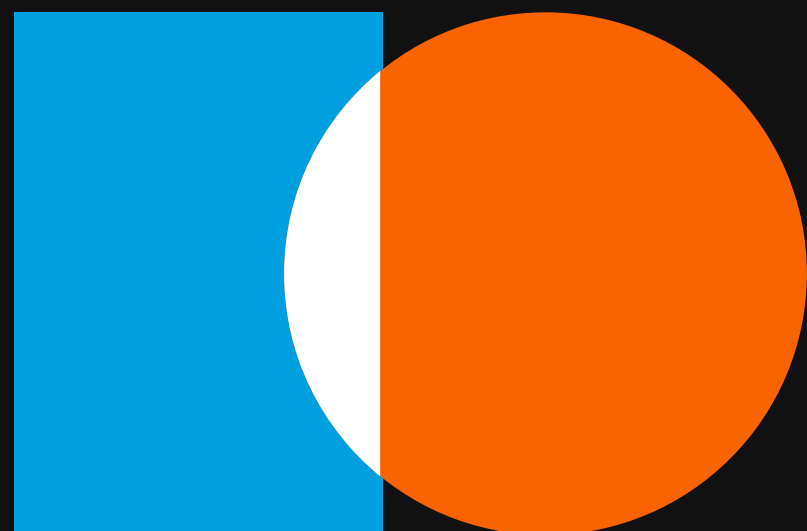


## 2022

29 March	Annual report 2021
26 April	Q1 / 2022 Interim Management Statement
17 May	Annual General Meeting
30 August	H1 / 2022 Financial Report
25 October	Q3 / 2022 Interim Management Statement

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Preliminary Results 2021

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