

FLATEXDEGIRO AG | 23 OCTOBER 2024

9M 2024 - INTERIM MANAGEMENT STATEMENT



Disclaimer**9M 2024 – Unaudited Results**

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

Non-IFRS measures (APMs)

This presentation includes non-IFRS measures. 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.

Highlights



Oliver Behrens joined as CEO on Oct 1, bringing a wealth of experience to flatexDEGIRO



9M 2024 with **record Revenues and Net Income**, driven by Commission and Interest Income



Upgrading FY 2024 Revenue Guidance to slightly above +15% YoY; Reiterating Net Income guidance of up to +50% YoY



Mandate of BaFin's special commissioner terminated after successful completion of findings



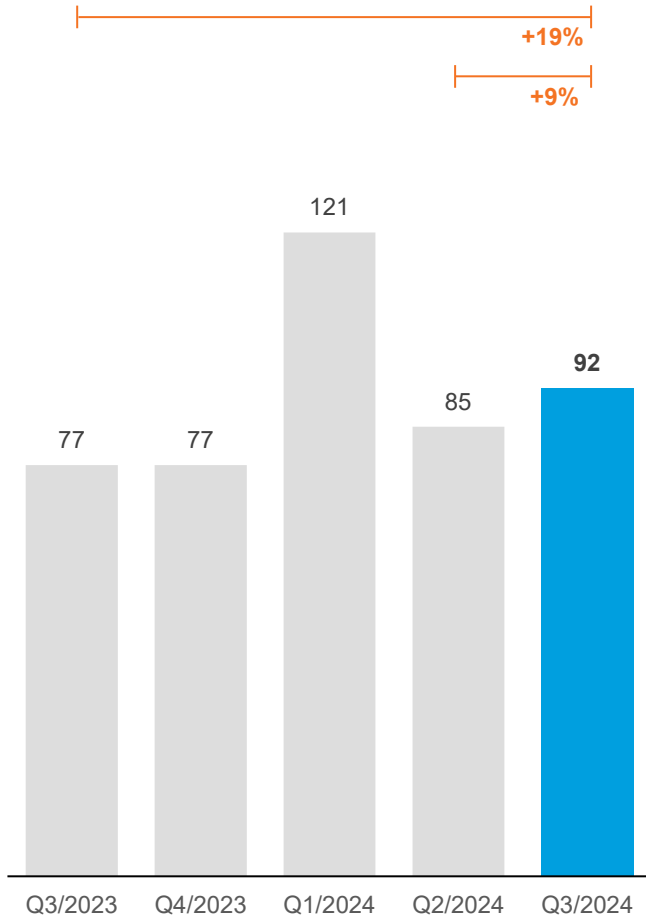
Launch of Crypto offering in Germany targeted still this year, with further markets to follow in 2025



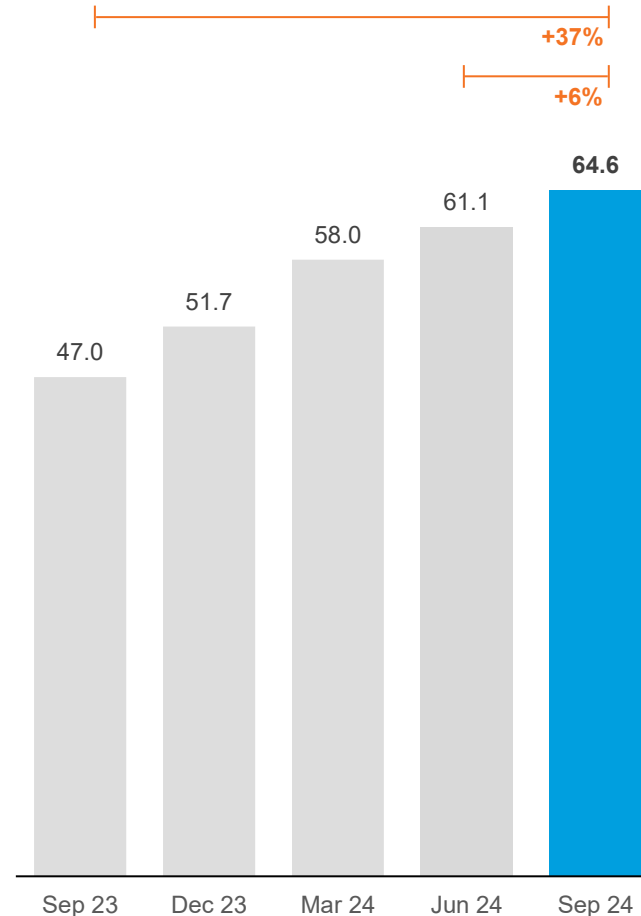
Start of **share buyback program for up to €50m** on Oct 1, delivering on our capital allocation strategy

Commercial performance

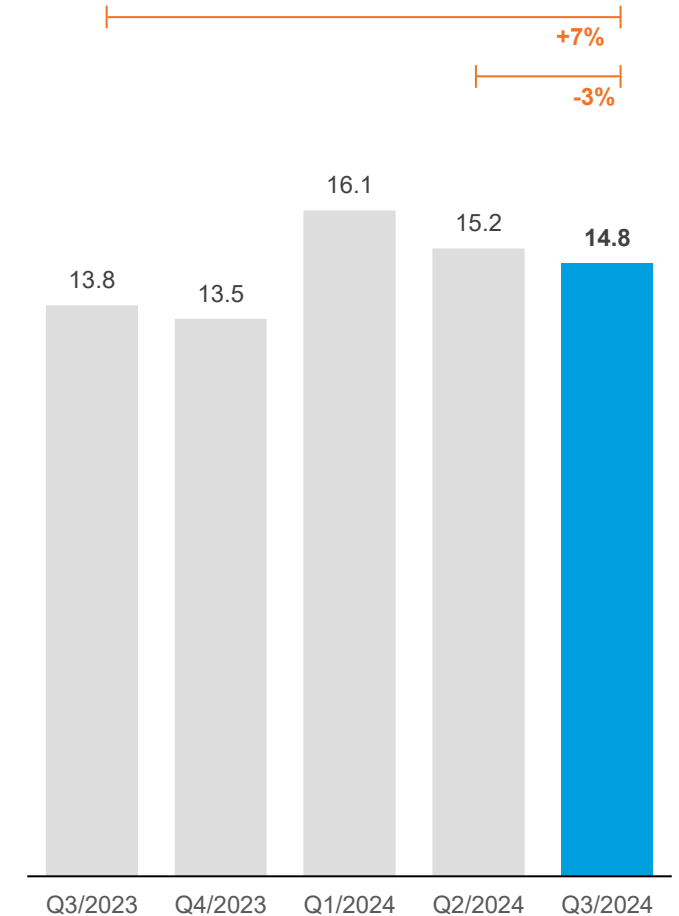
Gross customer additions (k)



Assets under Custody (bn EUR)

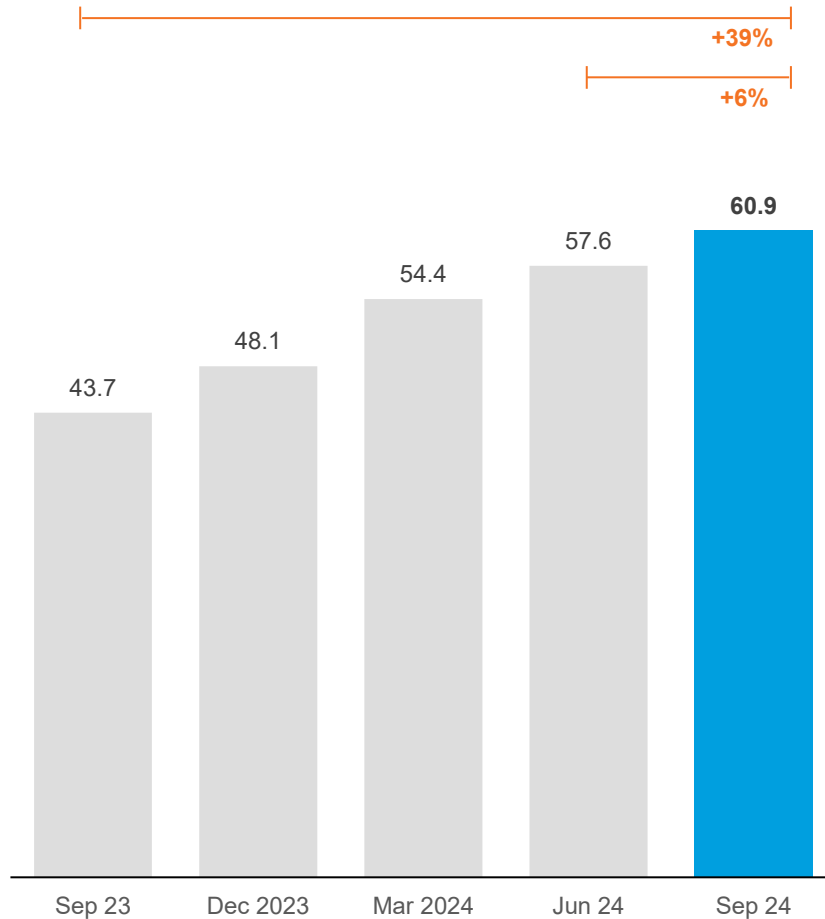


Settled Transactions (m)

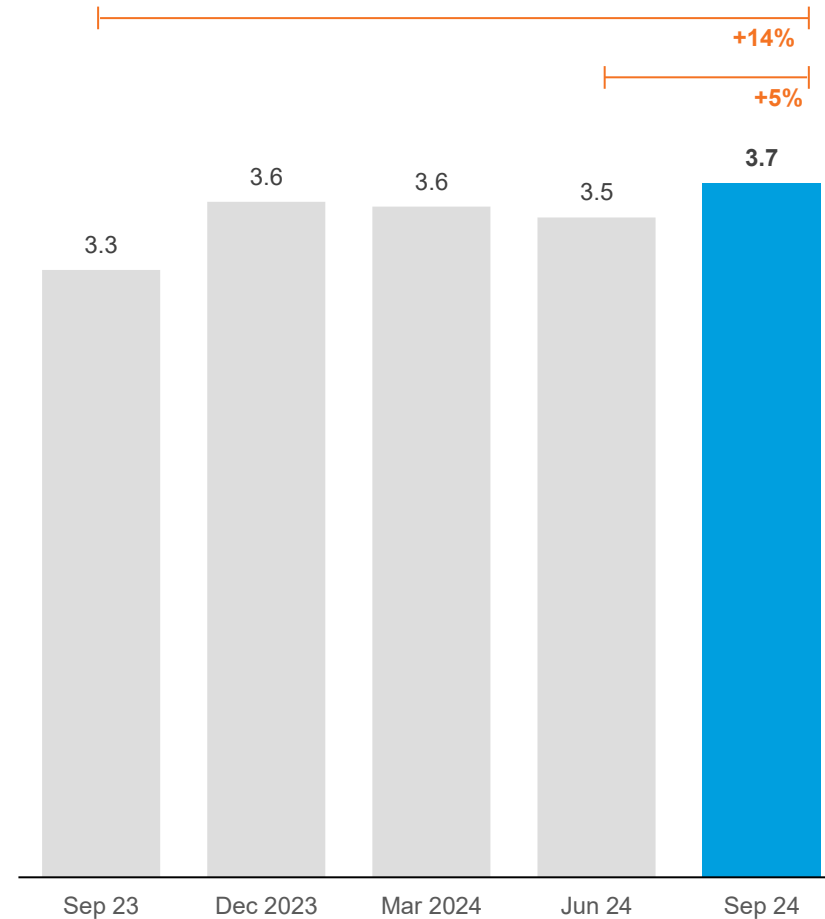


Development of Assets under Custody

Securities (bn EUR)



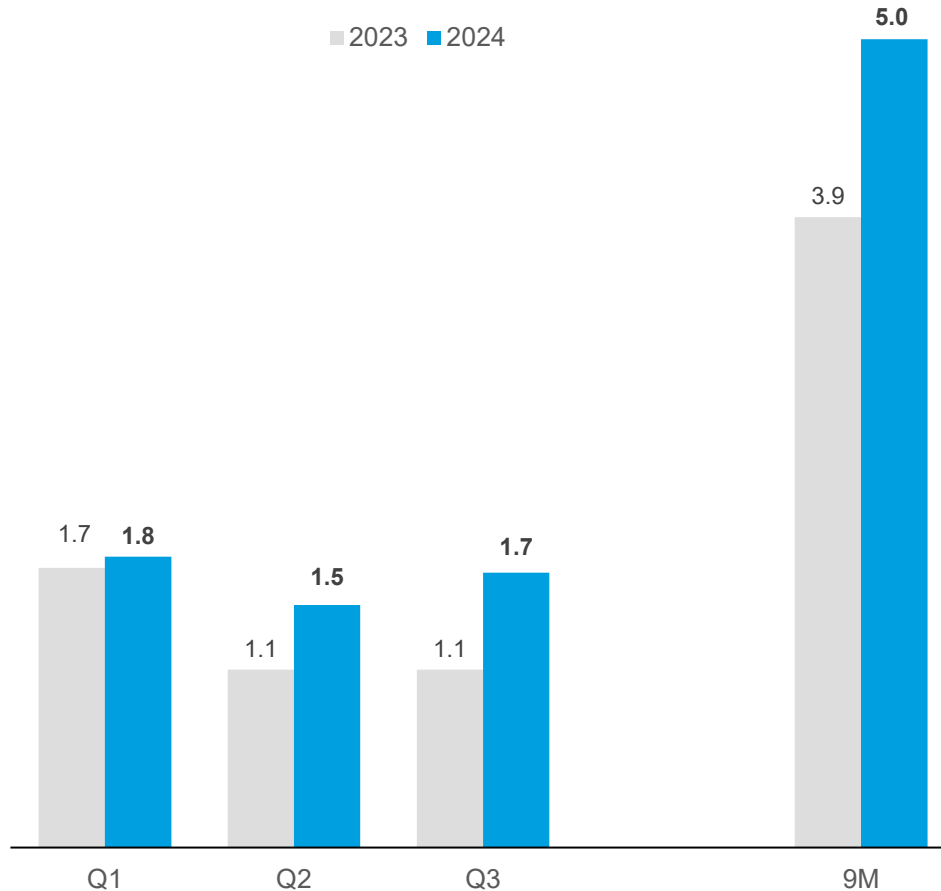
Cash (bn EUR)



Note: Rounding differences may occur

Net cash inflows of EUR 5.0 bn in 9M 2024 (+27% YoY)

Net cash inflows (bn EUR)

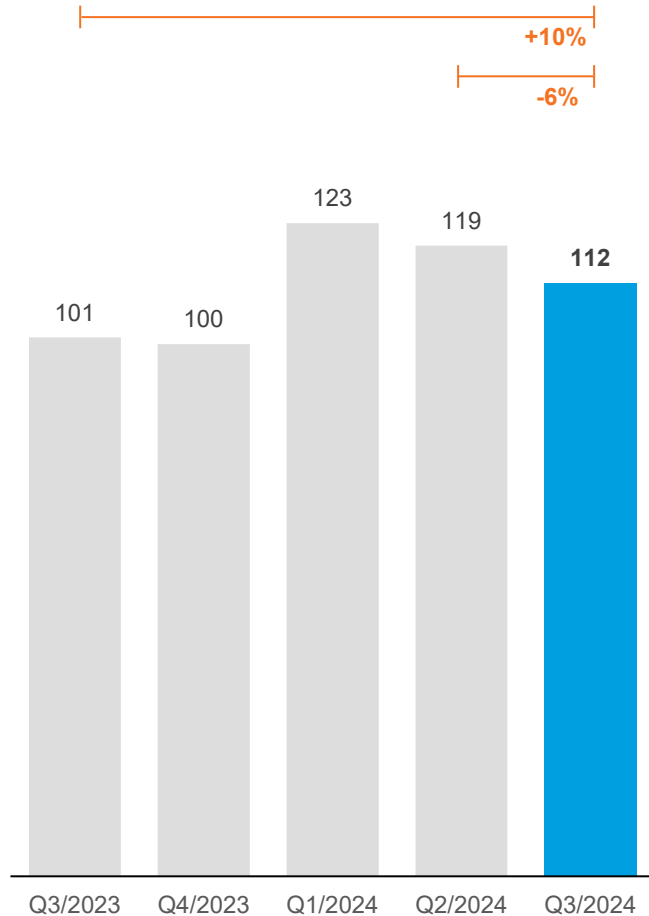


Note: Rounding differences may occur

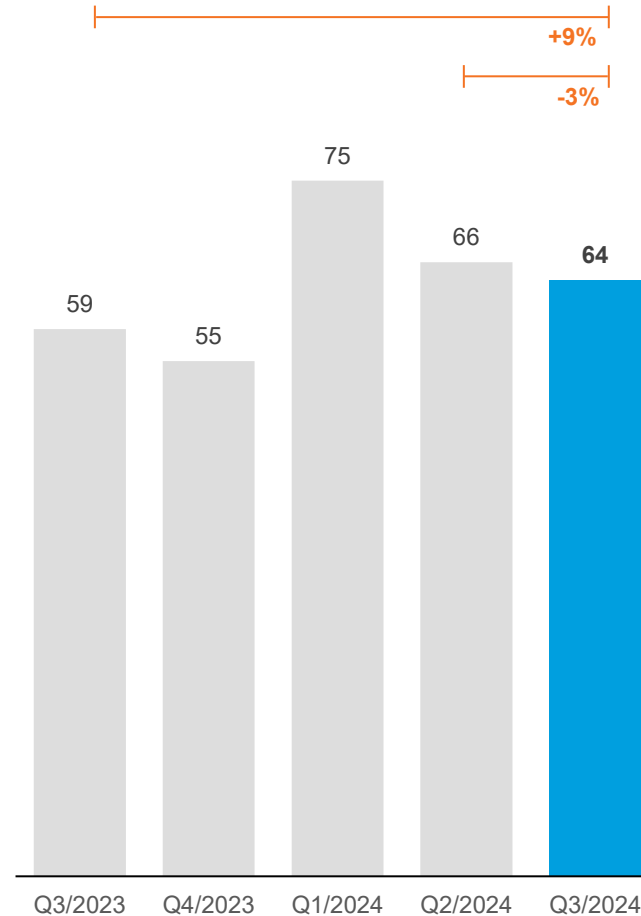
- Our clients continue to deploy cash onto our platform. We saw **positive net cash inflows of > 500 million EUR per month** on average in 9M 2024
- On a 9M 2024 basis, **102% of net cash inflows got re-invested**, with the delta being covered by an increase in the margin loan book of 0.2 billion EUR
- Cash levels slightly increased by 0.1 billion EUR to around 3.7 billion EUR over the 9M 2024

Revenue split

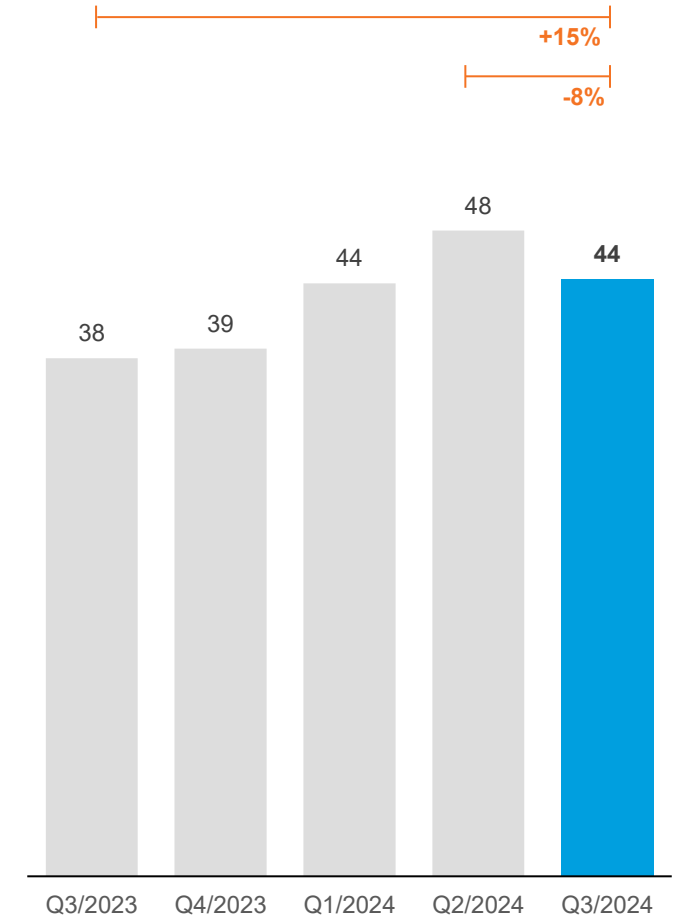
Revenues (m EUR)



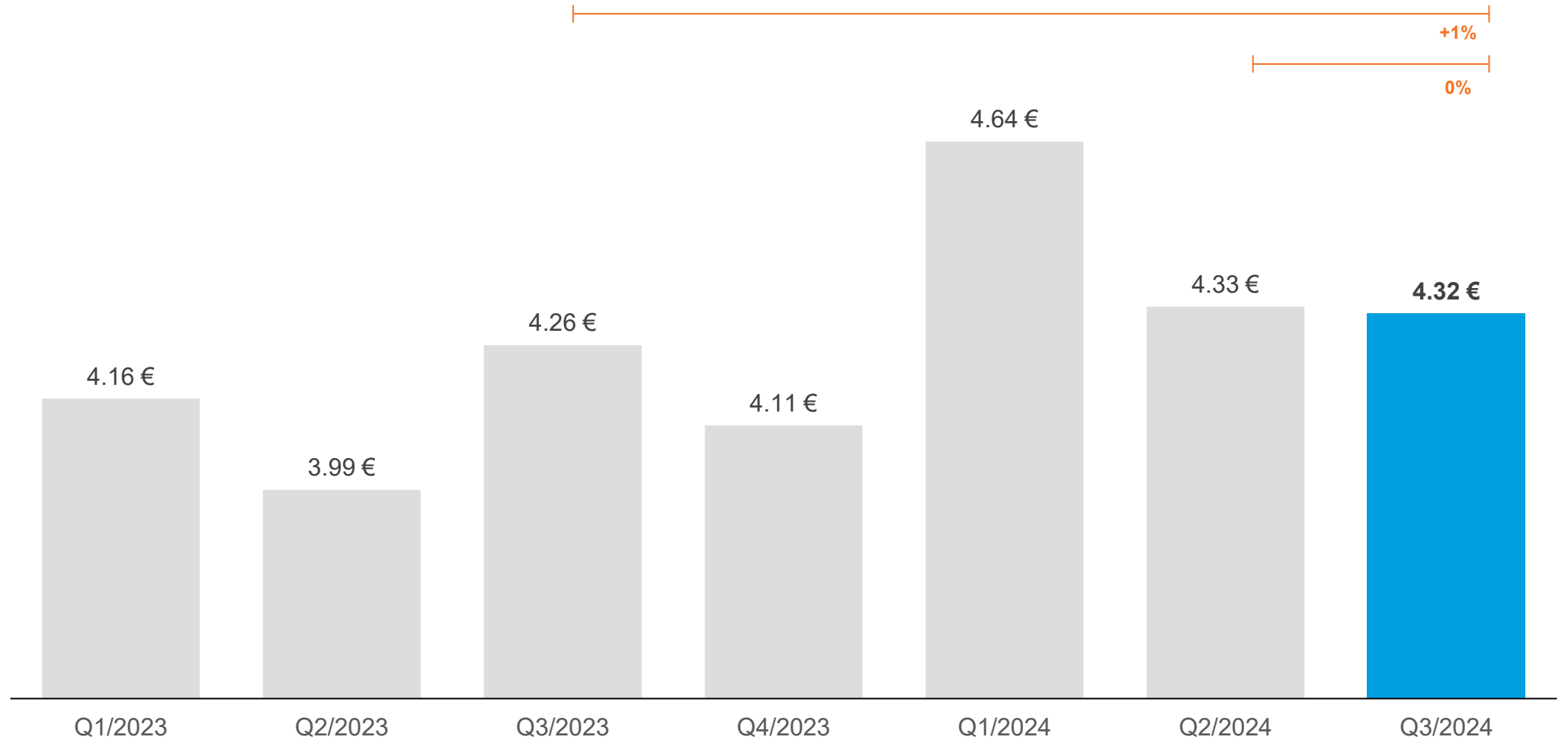
Commission income (m EUR)



Interest Income (m EUR)

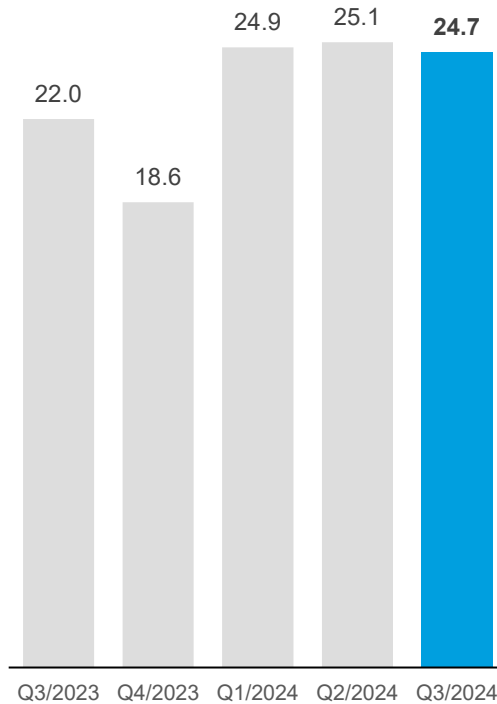


Commission per transaction

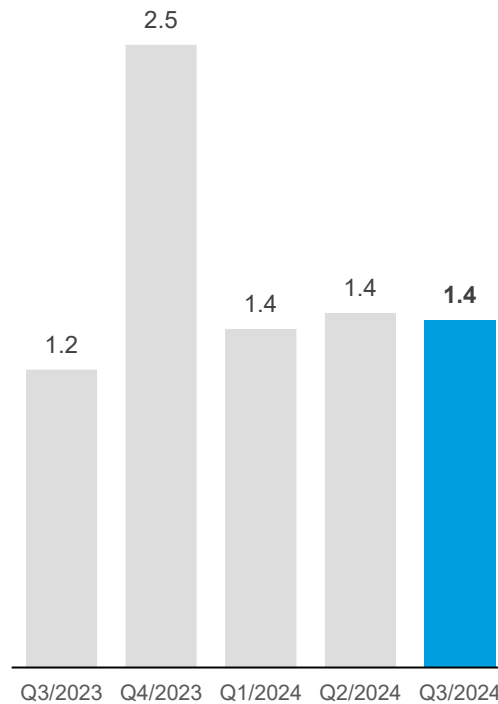


Cost overview (in m EUR)

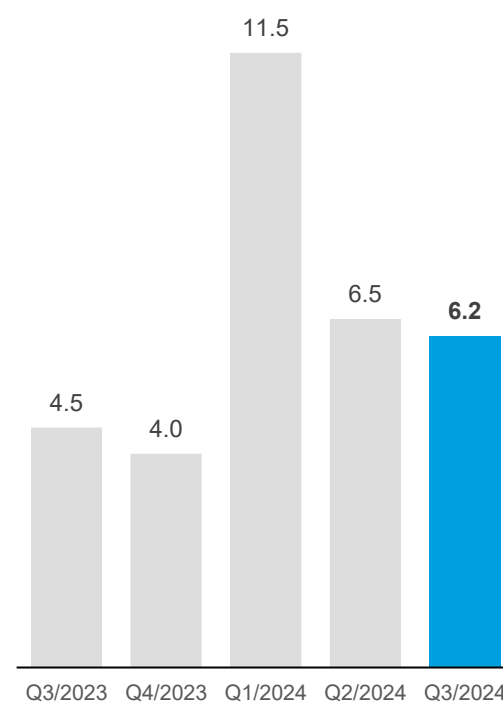
Current Personnel Expenses



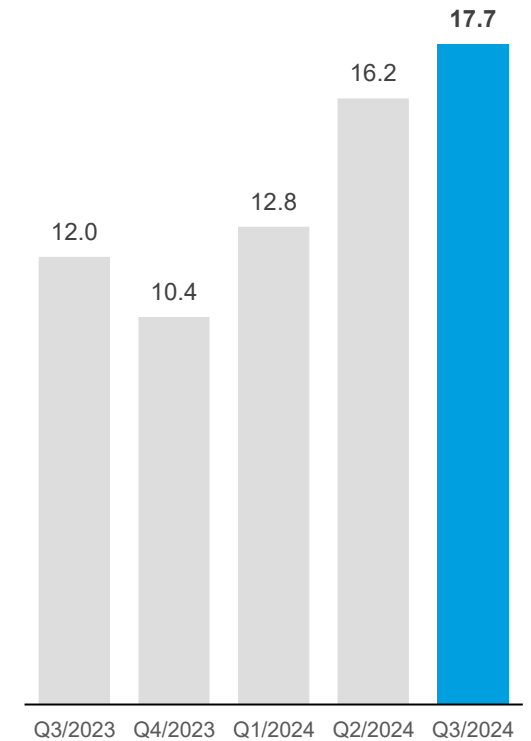
Personnel expenses for long-term variable compensation



Marketing and advertising expenses

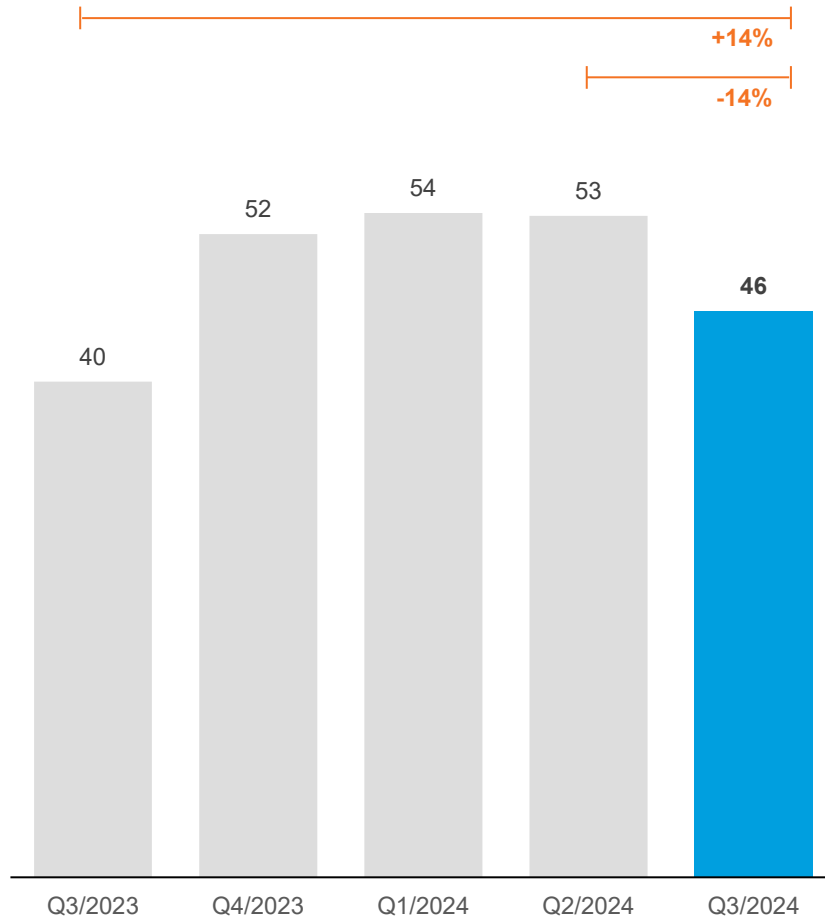


Other administrative expenses

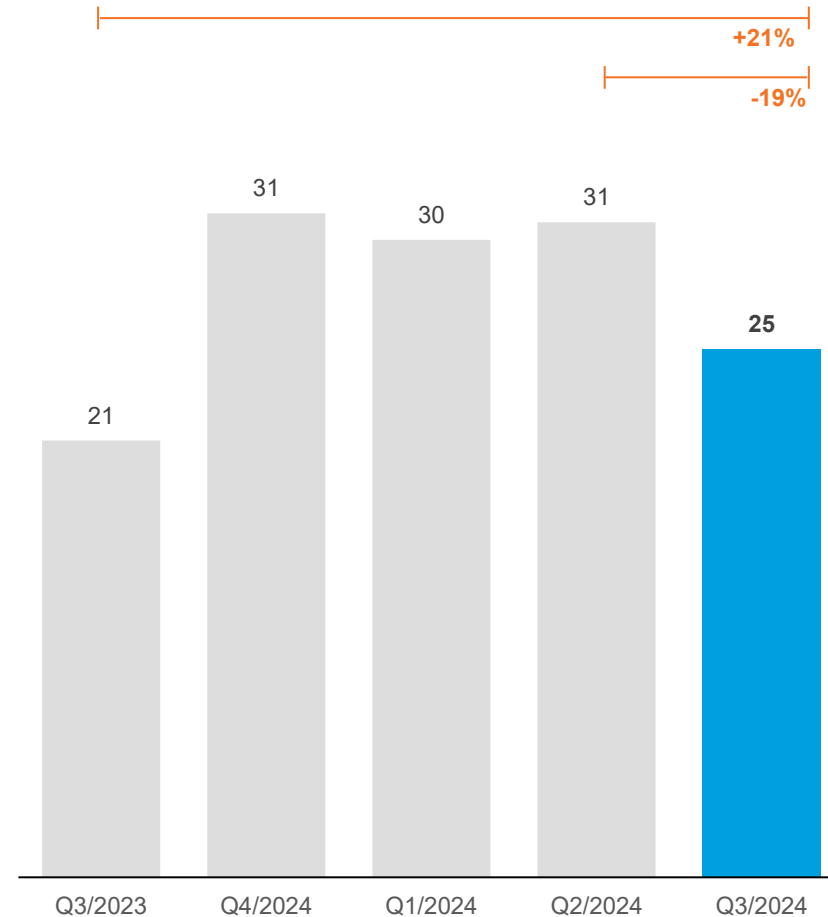


Profitability in Q3 2024

EBITDA (m EUR)

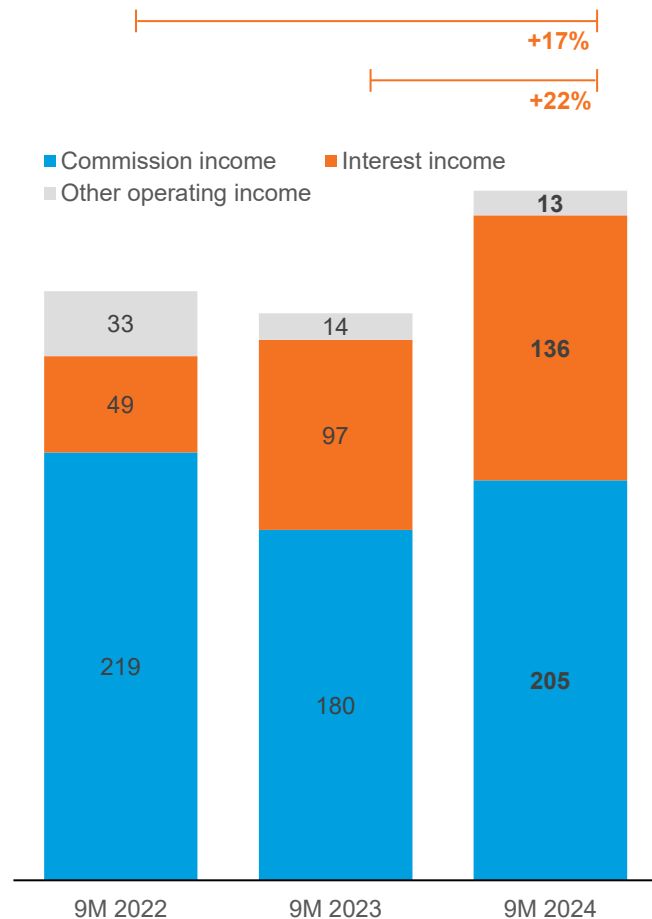


Net Income (m EUR)

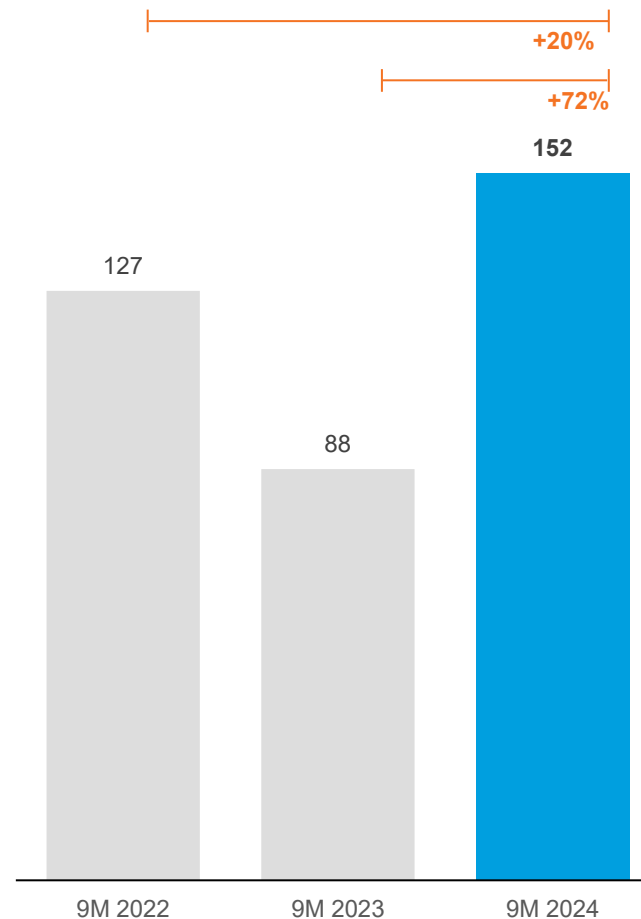


9M comparison

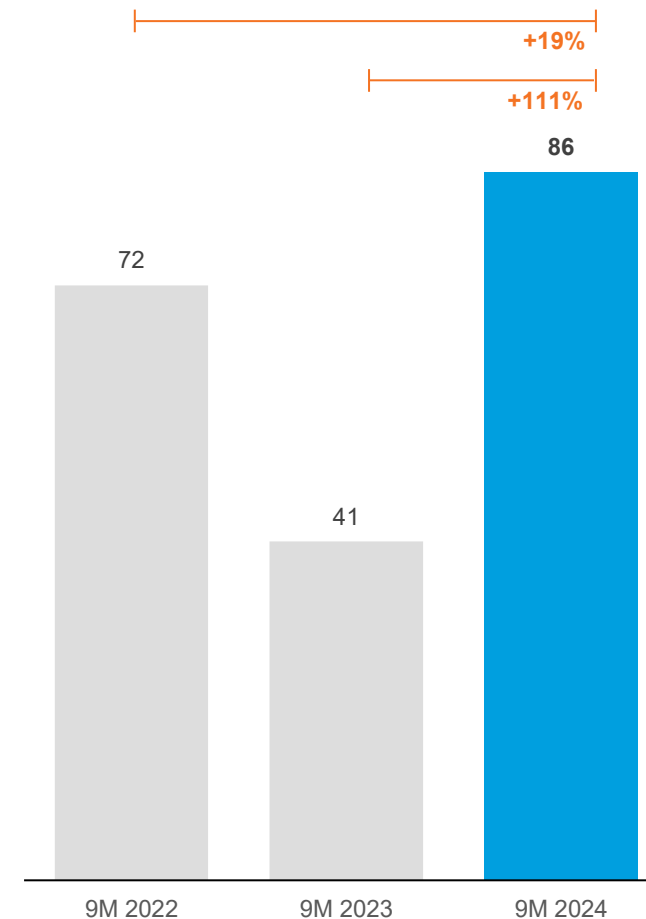
Revenues (m EUR)



EBITDA (m EUR)



Net Income (m EUR)



Upgrading FY 2024 Revenues Guidance, confirming Net Income Guidance

Revenues

Slightly above upper end of +15% YoY

Net Income

Upper end of +25% to +50% YoY



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