

The background of the slide features a close-up, high-angle view of a globe. Overlaid on the map of Europe is a network diagram consisting of approximately 15 pins. Most pins are blue, but one pin is orange. These pins are interconnected by a web of thin, light-colored lines, symbolizing a global network or digital infrastructure.

flat**EX**=DEGIRO

**Strong growth and
high profitability in
challenging environment**

flatexDEGIRO AG | 13 July 2022



Highlights Q2/2022

- Industry-leading customer growth
- Stable revenues due to increased monetisation
- High profitability and cash generation
- Continuing our strong push for market share

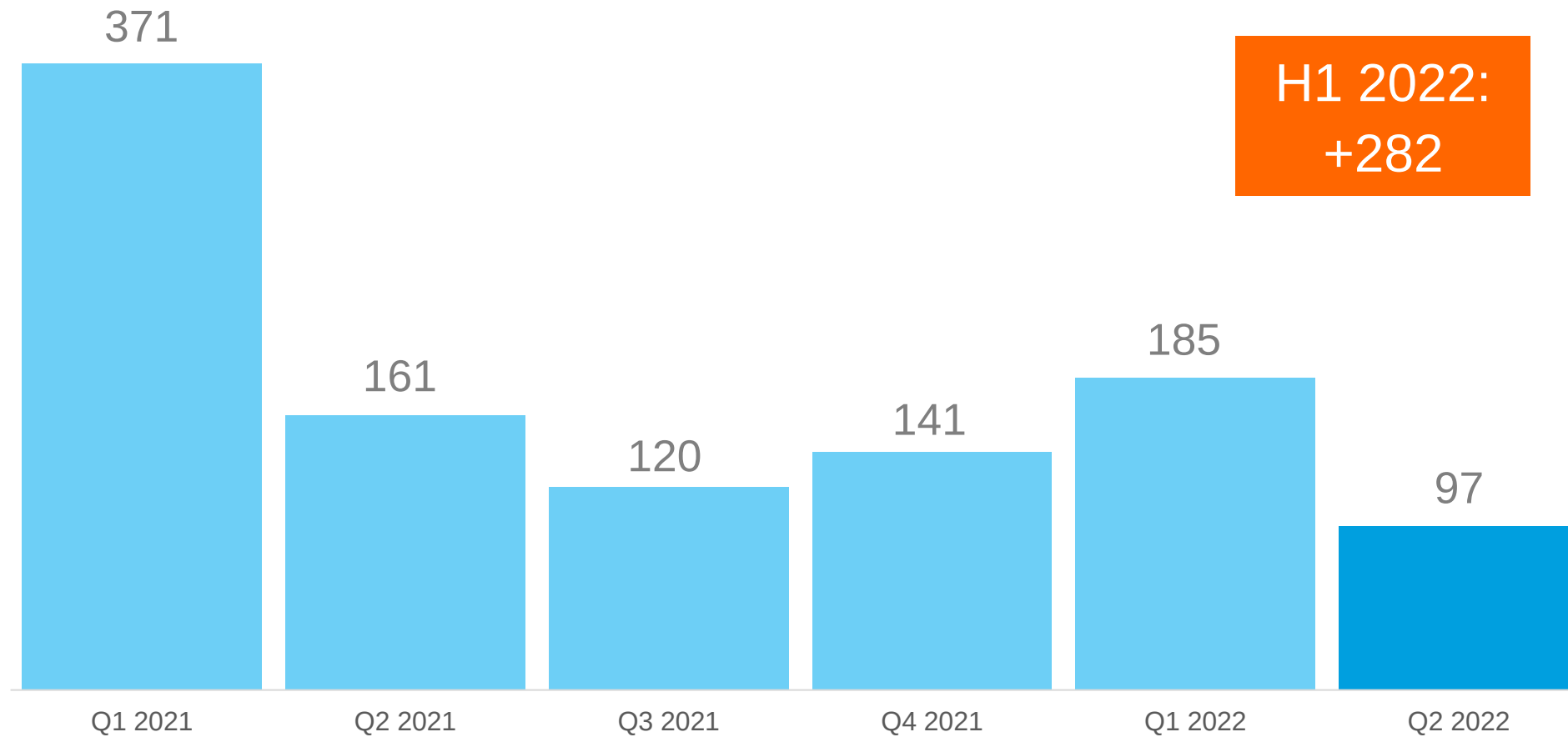
Industry-leading Customer Growth

flatex=DEGIRO

Customer growth in-line with full year guidance..

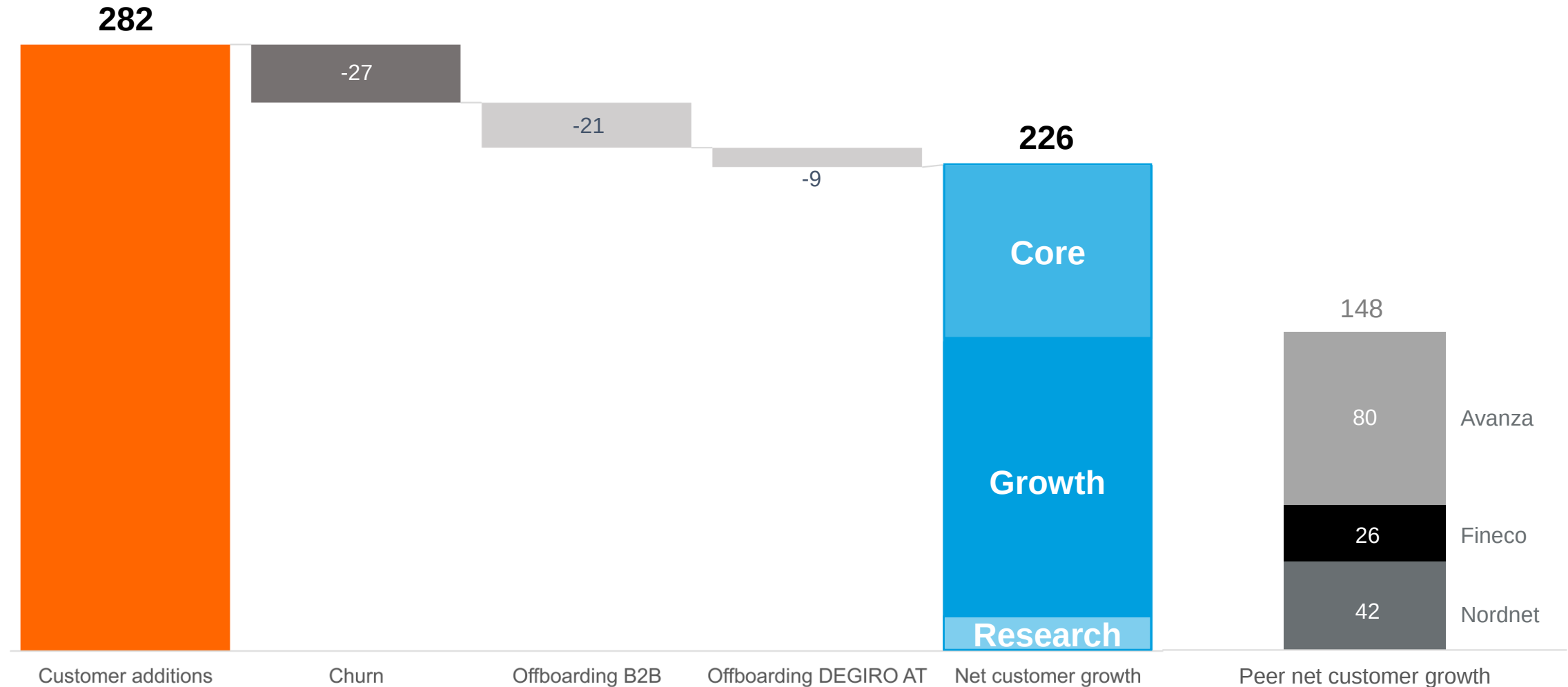
flatEX DEGIRO

Additional customer accounts in k



..and H1 growth ~ 50% over combined peers

flatEX  DEGIRO



Strong customer wins in all markets

flatEX  DEGIRO



Core Markets : NL, DE, AT

Customer accounts June 2022: **1.38m (+17%*)**
New customer accounts H1/22: **81k**
Transactions settled H1/22: **26.0m**



Growth Markets: FR, ES, PT, IT, CH, UK, IE

Customer accounts June 2022: **0.80m (+37%*)**
New customer accounts H1/22: **129k**
Transactions settled H1/22: **10.8m**



Research Markets: DK, NO, SE, FI, PL, CZ, HU, GR

Customer accounts June 2022: **0.11m (+24%*)**
New customers accounts in H1/22: **15k**
Transactions settled H1/22: **1.4m**

* vs. June 2021

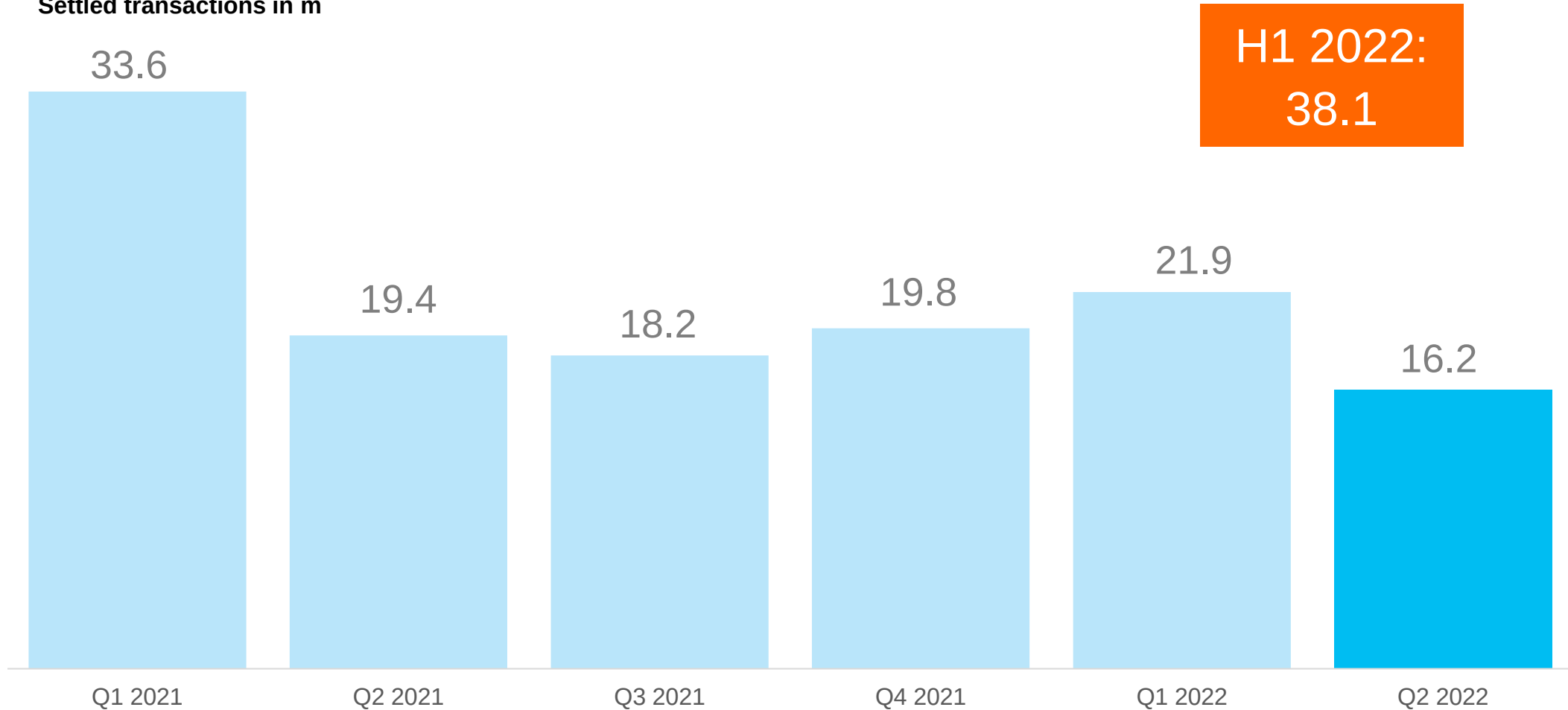
** vs. H1/21

Normalised trading activity

flatex = DEGIRO

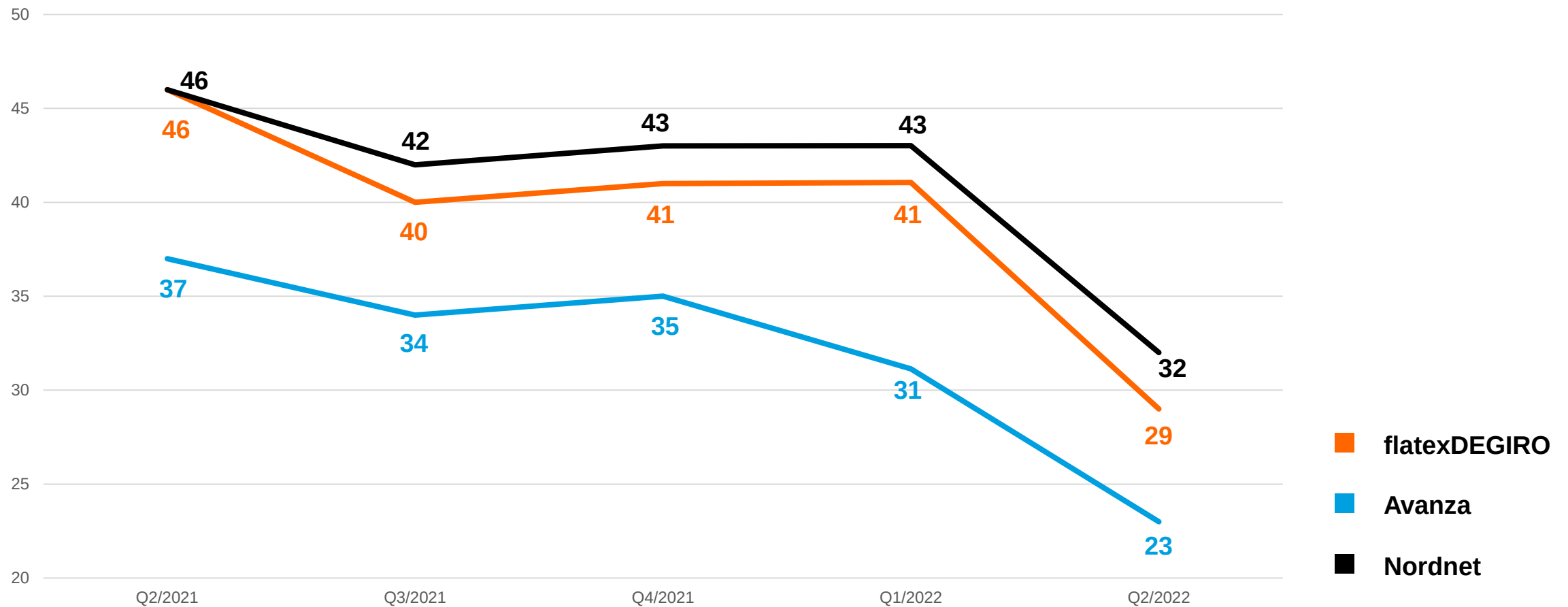
Challenging market environment affects trading..

Settled transactions in m



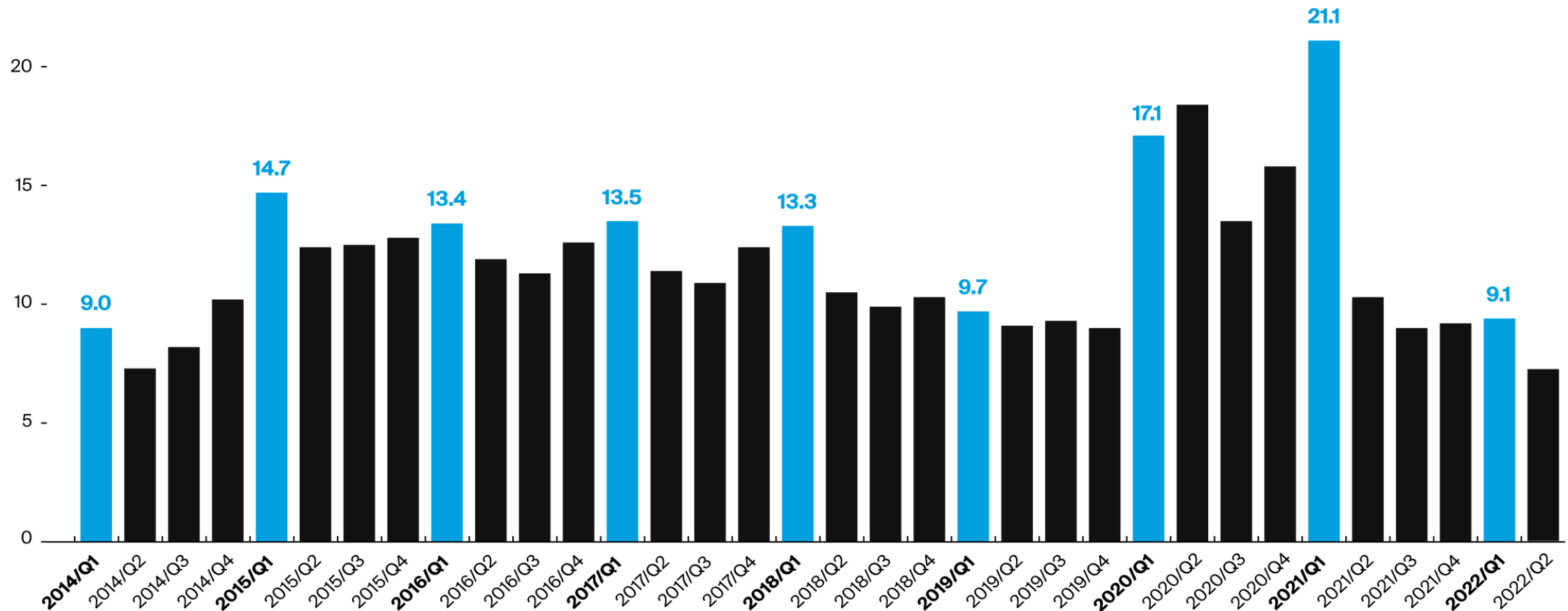
.. across the whole industry..

Average number of transactions per customer account (annualised)



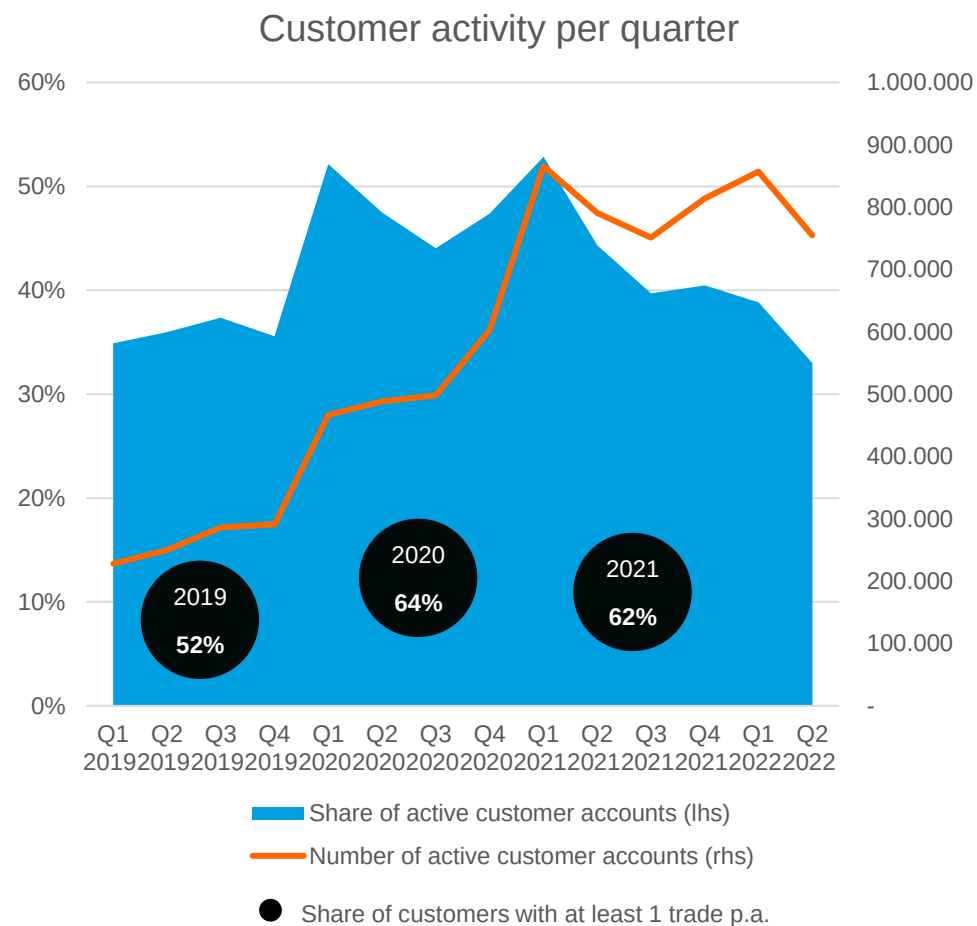
..resulting in normalised trading levels after peak year 2020 & Q1/2021.

25 - **Transactions per customer account per quarter**
(excl. CFD/Options/Futures/FX)

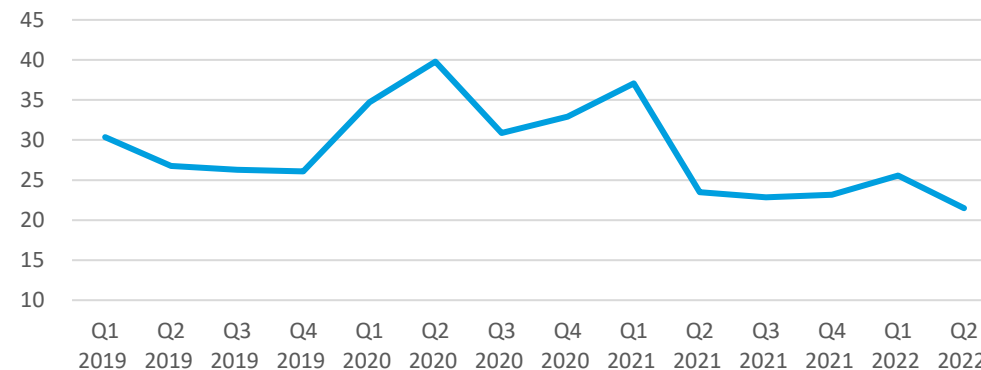


Activity of our customers remains very healthy

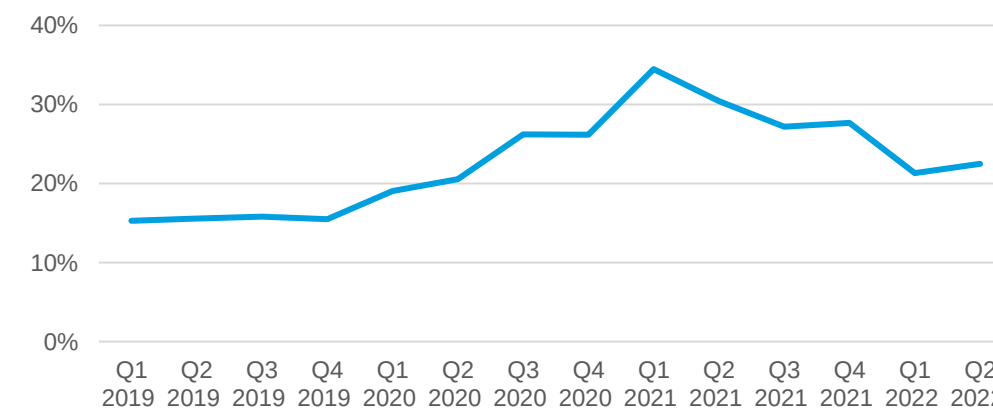
Customer activity per quarter



Trades per active customer account / quarter



Share of US Volume*



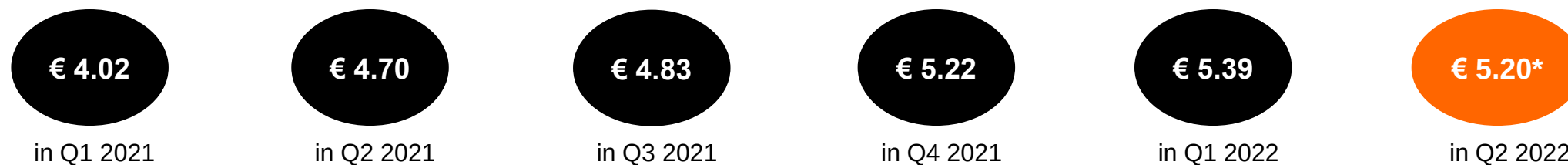
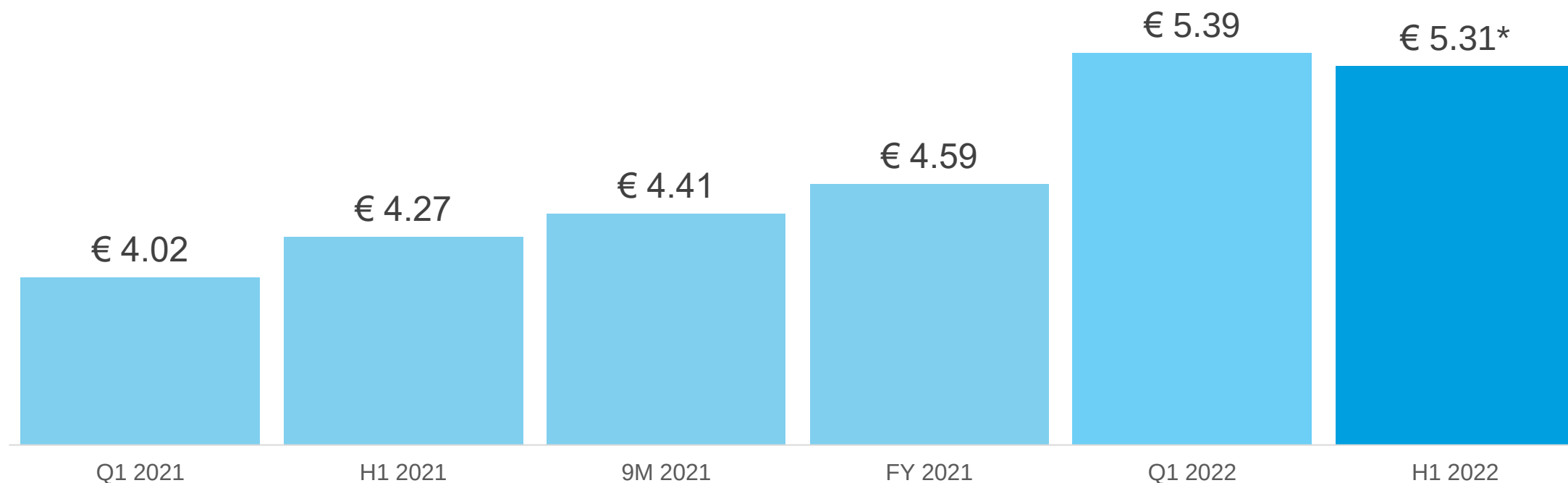
* in % of total trading volume in Equities and ETFs

Stable Revenues
due to increased
monetisation

flatex=DEGIRO

H1 Revenue per Trade increased by 24% y-o-y..

flatEX DEGIRO

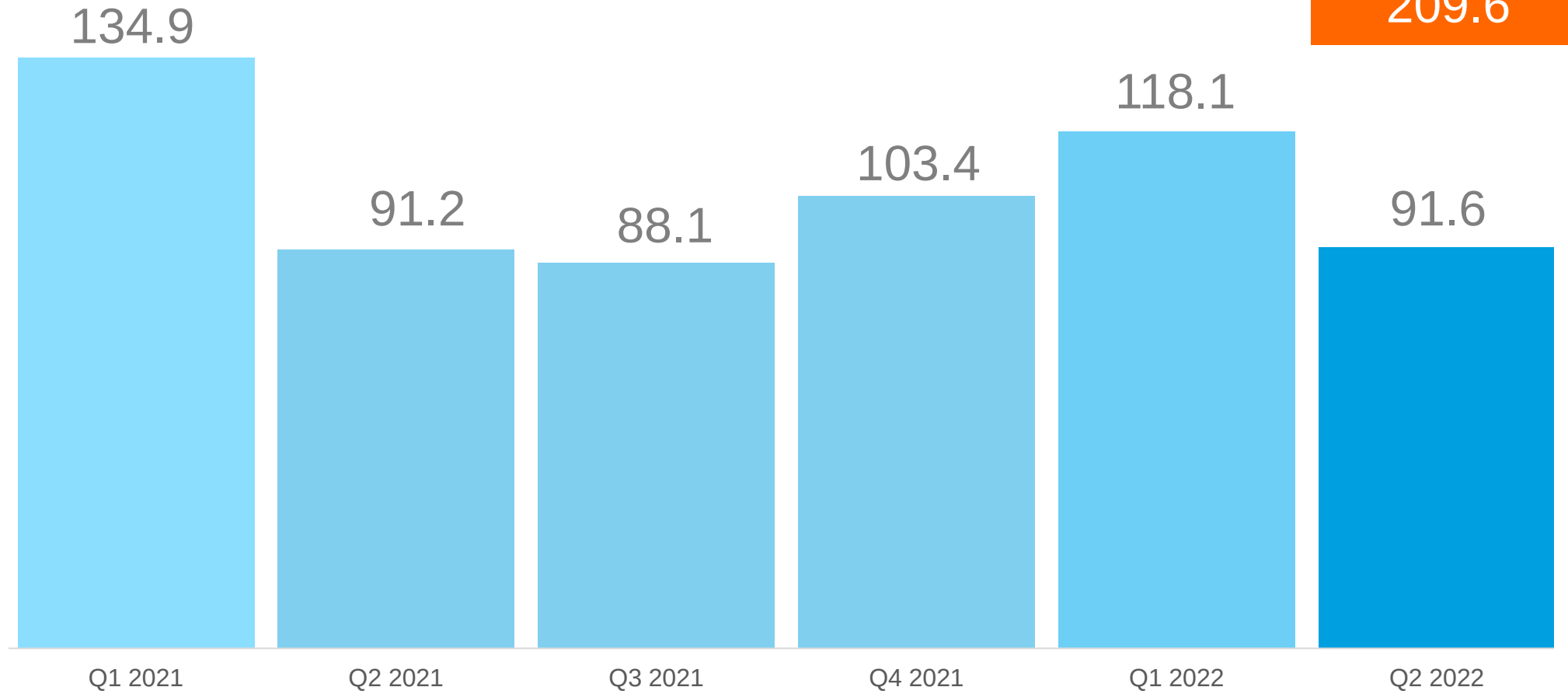


* excluding € 7.3 million of revenues resulting from the release of provisions in relations to the variable, long-term incentive programme (Stock appreciation rights)

..resulting in stable and sustainable revenues.

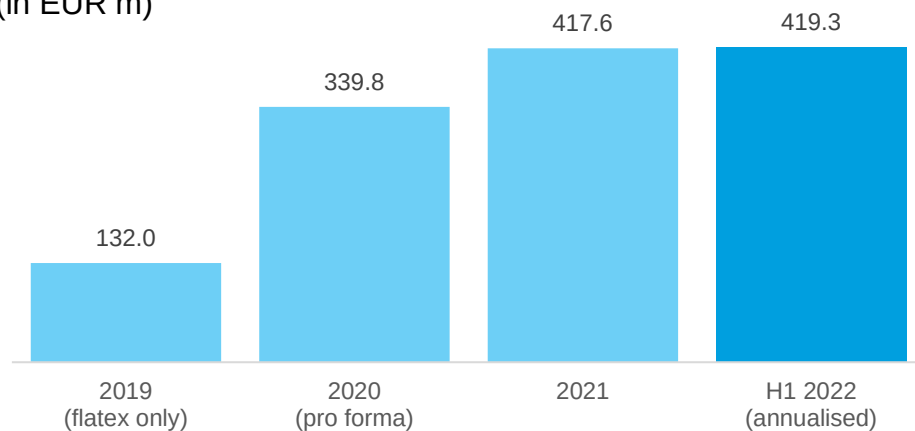
flatEX  DEGIRO

Revenues in € m

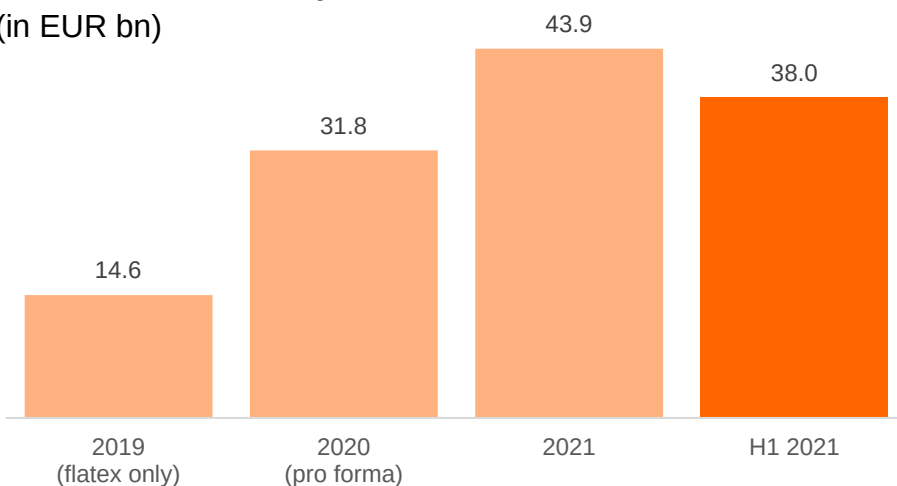


Efficiency Indicators

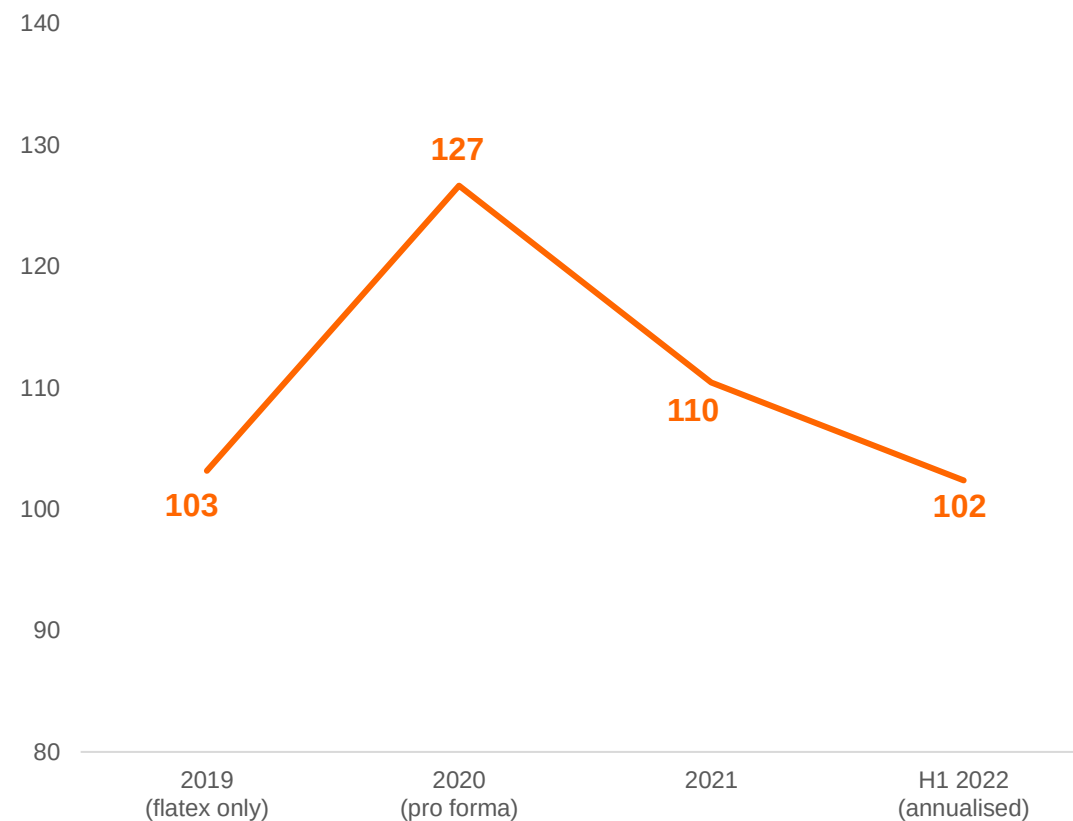
Revenues
(in EUR m)



Assets under Custody
(in EUR bn)



Revenue Margin ¹
(in bps)

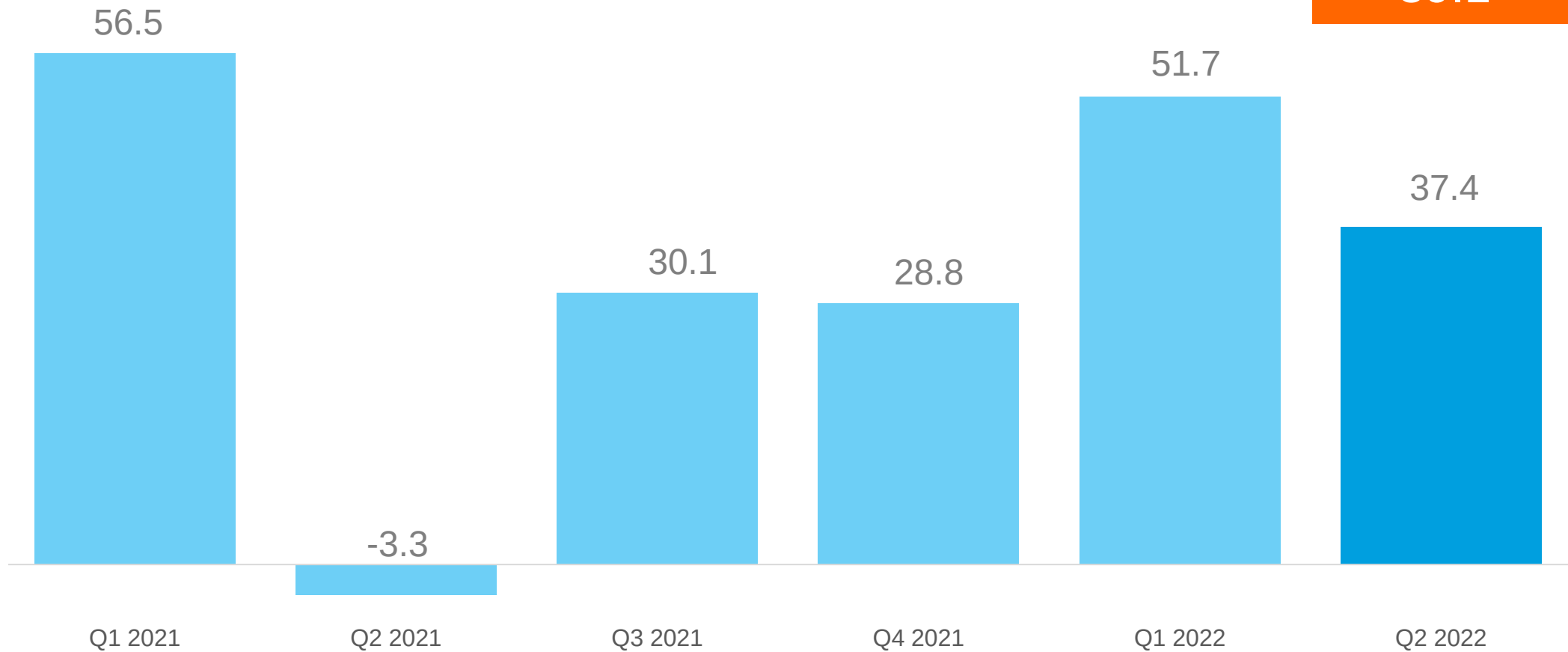


¹ based on yearly average of Assets under Custody

Strong increase in EBITDA impacted by provisions

flatEX  DEGIRO

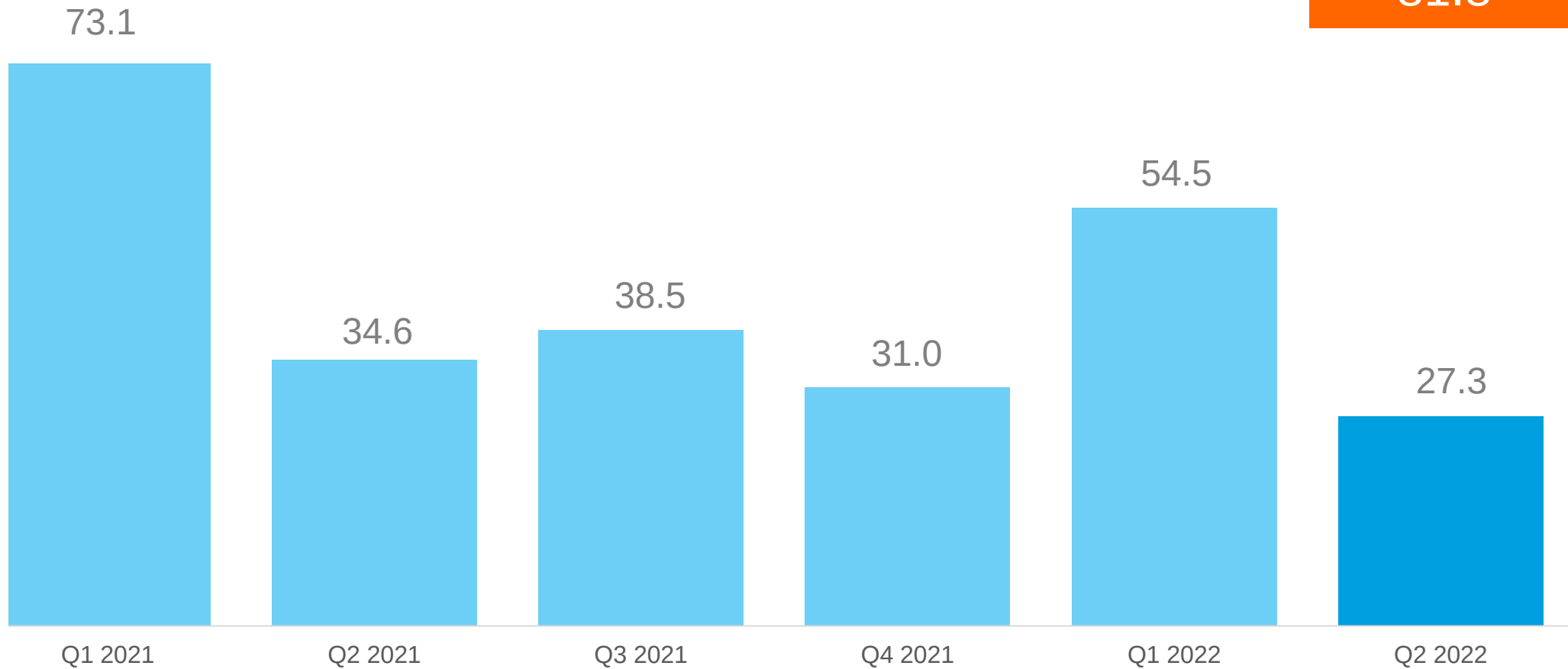
EBITDA in € m



H1 2022:
89.1

Solid Adj. EBITDA despite increased marketing spent flat

Adj. EBITDA in € m



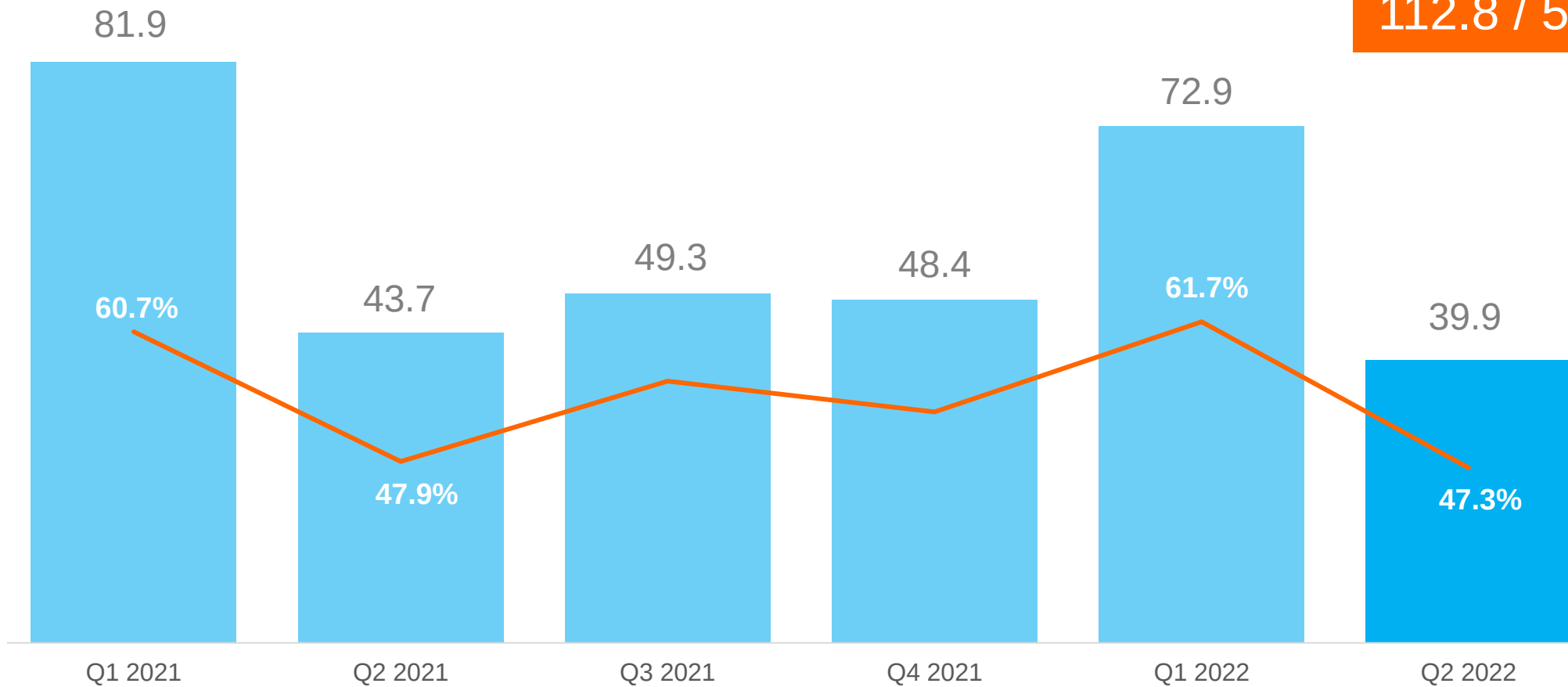
H1 2022:
81.8

High Adj. EBITDA Margin pre Marketing maintained

flatEX  DEGIRO

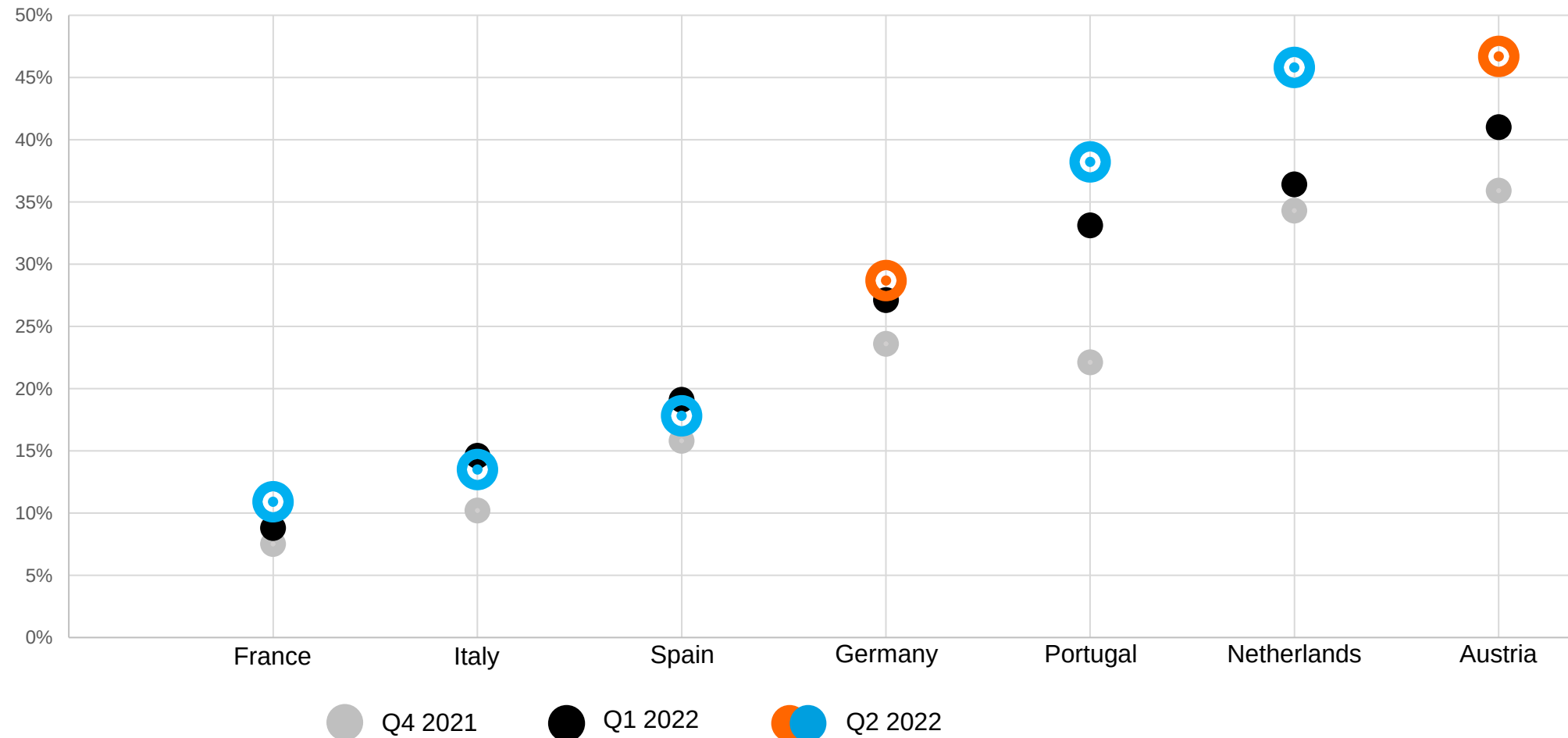
Adj. EBITDA pre Marketing in € m

H1 2022:
112.8 / 55.7%



Rising brand awareness across all key markets

Aided brand awareness



Sport sponsoring



 **DEGIRO**

 **SEVILLA FC**



The background of the slide features a close-up, high-angle view of a globe. Overlaid on the map of Europe is a network diagram consisting of approximately 15 pins. Most pins are blue, but one pin in central Europe is orange. Thin, light-colored lines connect these pins, forming a complex web that represents a global or regional network.

flat**EX**=DEGIRO

**Strong growth and
high profitability in
challenging environment**

flatexDEGIRO AG | 13 July 2022

Contact

Achim Schreck

Head of IR and Corporate Communications

Mobile +49 160 92774570

Phone +49 69 450001 1700

Mail: achim.schreck@flatexdegiro.com

flatexDEGIRO AG

Omniturm, Große Gallusstraße 16-18
60312 Frankfurt/Main, Germany

www.flatexdegiro.com

flat **DEGIRO**



Key figures H1 & Q2 2022

		H1 2022	H1 2021	Change in %			Q2 2022	Q2 2021	Change in %
KPIs									
Customer accounts at the end of the period	m	2.29	1.84	24.3			2.29	1.84	24.3
New customer accounts (gross)	k	282.5	538.0	-47.5			97.3	162.7	-40.2
Transactions settled	m	38.1	53.0	-28.1			16.2	19.4	-16.5
Average transactions per trading day	k	312.4	434.2	-28.1			270.0	318.1	-15.1
Finance									
Revenues	EUR m	209.6	226.1	-7.3			91.6	91.2	0.4
Average revenue per transaction	EUR	5.31	4.27	24.4			5.20	4.70	10.6
EBITDA	EUR m	89.1	53.2	67.5			37.4	-3.3	n/a
EBITDA margin	%	42.5	23.5	80.7			40.8	-3.6	n/a
Adj. EBITDA before marketing expenses	EUR m	112.8	125.6	-10.2			39.9	43.7	-8.7
Adj. EBITDA margin before marketing expenses	%	55.7	55.5	0.4			47.3	47.9	-1.1
Adj. EBITDA	EUR m	81.8	107.7	-24.1			27.3	34.6	-21.1
Adj. EBITDA margin	%	40.4	47.6	-15.1			32.4	37.9	-14.5