

FinTech Group raises EBITDA margin target for 2019 from 27% to 29%

- **More than 14,500 new flatex customers since the beginning of the year (+27% year-on-year)**
- **Cash/ETP transactions in current Q2 2019 already 28% up year-on-year**
- **Netherlands market entry in May with significantly lower costs than expected**

Frankfurt am Main – Due to the strong start of the year with already more than 14,500 new customers in Germany and Austria, strong transaction figures despite lower market volatility compared to the previous year and a more efficient market launch in the Netherlands than expected, the Management Board raises the EBITDA margin target for 2019 from 27% to 29%.

With its market-leading ETP offering, flatex' core business is increasingly establishing itself as the leading discount broker in Germany and Austria and has registered record numbers of new customers since the beginning of the year. More than 14,500 new customers have opted for flatex – an increase of 27% compared to the corresponding previous-year period. The transaction figures in the current second quarter will reach record levels. The number of cash and ETP transactions increased by 28% compared to the corresponding quarter of the previous year.

"We are delighted that our customer base in Germany and Austria is growing continuously. Even more important than the number of new customers, however, is the fact that the transaction activity of new customers is still high. Despite a significantly less volatile beginning of the year compared to 2018, above-average transaction figures have been recorded," says Frank Niehage, CEO of FinTech Group AG, in a very positive mood.

With businesses in Germany and Austria performing extremely well, market entry in the Netherlands is in the starting blocks. Together with selected product partners (including Goldman Sachs, BNP Paribas and Vontobel) flatex plans to go live in May. The aim is to win at least 20,000 customers in the Netherlands this year. Market entry and marketing costs are significantly lower than management's original expectations, a main reason for raising the EBITDA margin target.

"In recent months, we have prepared and implemented the market launch in the Netherlands very efficiently. Our previously assumed investment and marketing costs have been and will be significantly lower than expected, so that the expected EBITDA margin for 2019 will be raised from 27% to 29%. The reason is our excellent platform which allows a quick and cost-saving roll-out into new countries.", emphasized Muhamad Chahrour, CFO of FinTech Group AG.

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About FinTech Group AG

FinTech Group AG (WKN: FTG111, ISIN: DE000FTG1111, Ticker: FTK.GR) operates with flatex one of the leading and fastest growing online brokerage businesses in Europe. Executing round about 12.5 million customer's securities transactions paperless per annum. Offering their more than 290,000 B2C customers top services at a competitive pricing based on their modern, self-developed state-of-the-art technology.

Many B2B customers, the state infrastructure and established financial services companies as well as disruptive business ideas benefit from FinTech Group's white label banking technology and become quickly successful businesses due to the self-developed core banking system (FTG:CBS) that belongs to the most modern and most modular systems in the market – the standard platform for private and specialist banks. In times of bank consolidation, low interest rates and digitalisation, FinTech Group is ideally positioned for further growth and well on its way to becoming Europe's leading provider of financial technology.

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