



13 FEBRUARY 2025

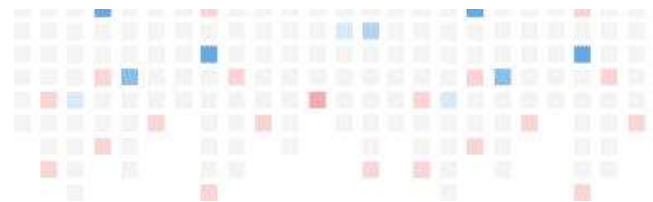
Flow Traders Ltd.

4Q24 and 2024 Results

FLOW ■ **TRADERS**

Flow Traders |

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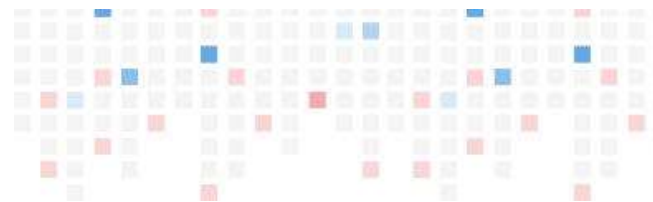
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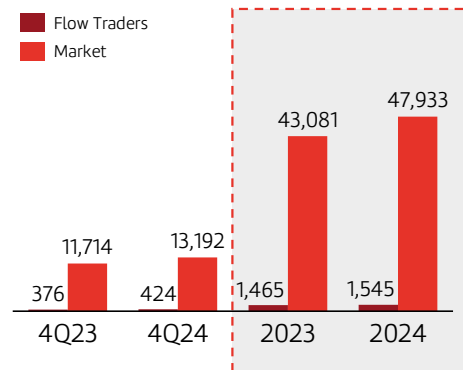
All results published in this presentation are unaudited.

4Q24 and 2024 Results Snapshot

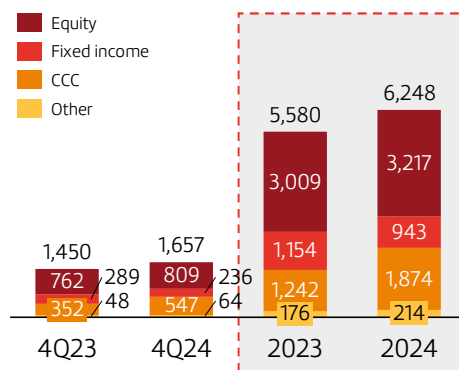
Record fourth quarter result and second-best annual result in the company's 20-year history



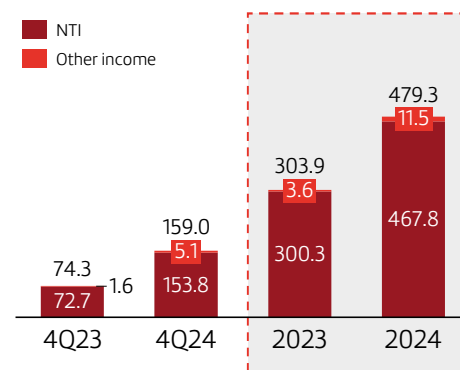
ETP Value Traded (€bn)



Total Value Traded (€bn)



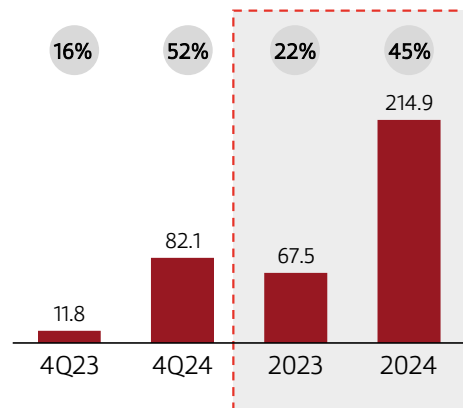
Total Income (€m)



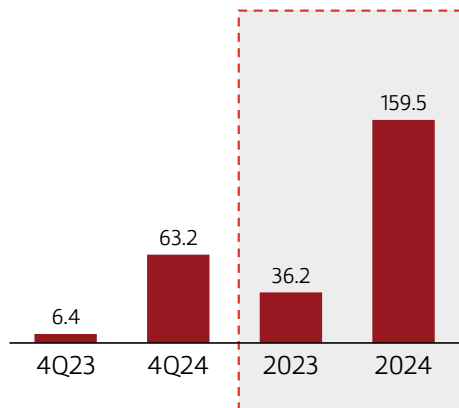
Summary

- Flow Traders' ETP Value Traded increased by 13% y/y in 4Q24 and 5% for 2024.
- Total Value Traded increased by 14% y/y in 4Q24 and 12% for 2024.
- Record fourth quarter NTI of €153.8m and €5.1m of Other Income, for a Total Income of €159.0m in 4Q24.
- Second-best annual NTI of €467.8m and Total Income of €479.3m in 2024.
- Fixed Operating Expenses of €45.3m for 4Q24 and €179.1m for 2024, in-line with guidance.
- EBITDA of €82.1m for 4Q24 and €214.9m for 2024, a margin of 52% and 45%, respectively.
- Net Profit of €63.2m in 4Q24 and €159.5m in 2024, compared to €6.4m in 4Q23 and €36.2m in 2023.
- 609 FTEs at the end of 2024, compared to 605 at the end of 3Q24, and 613 at the end of 2023.

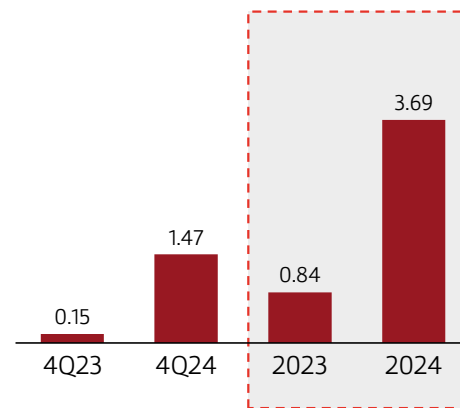
EBITDA (€m) and margin



Net Profit (€m)



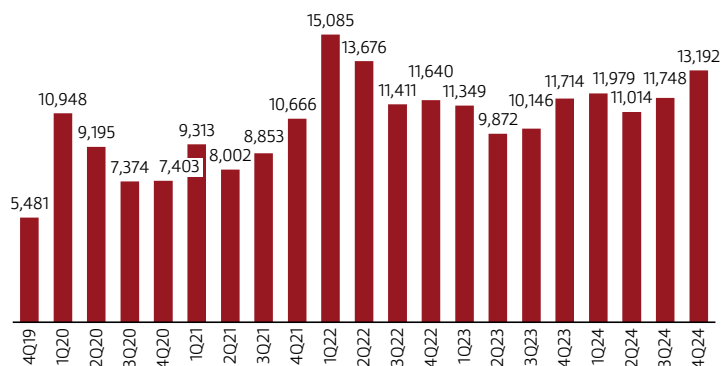
EPS (€)



Global ETP Market Continues to Grow in 4Q24 and 2024

Record year for ETP fund inflows

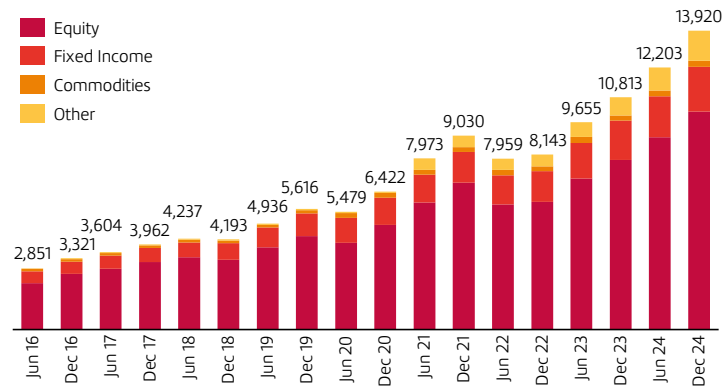
ETP Value Traded (€bn) *



GENERAL MARKET DEVELOPMENTS

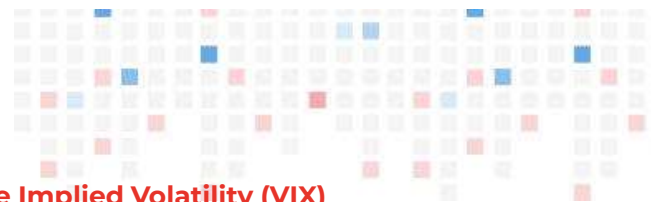
- Market ETP Valued Traded increased by 13% y/y in 4Q24 vs. 4Q23 and by 5% in 2024 vs. 2023.
- Implied volatility increased by 12% y/y in 4Q24 compared to the levels seen in 4Q23 and decreased by 9%, on average, for the year compared to 2023.

ETP AuM (€bn) **

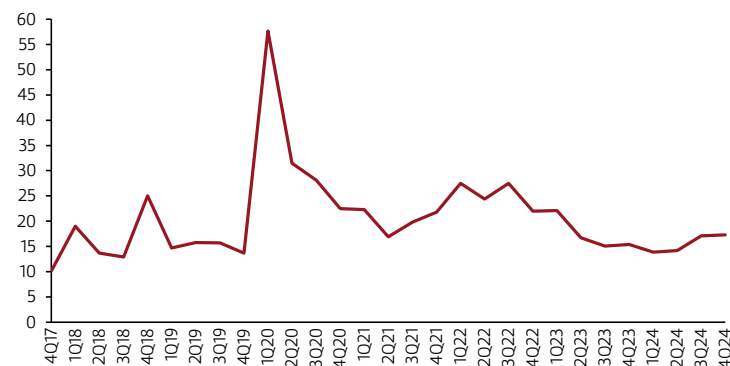


* Source: Bloomberg, iShares, Tradeweb, Bloomberg RFQ, Flow Traders. See appendix

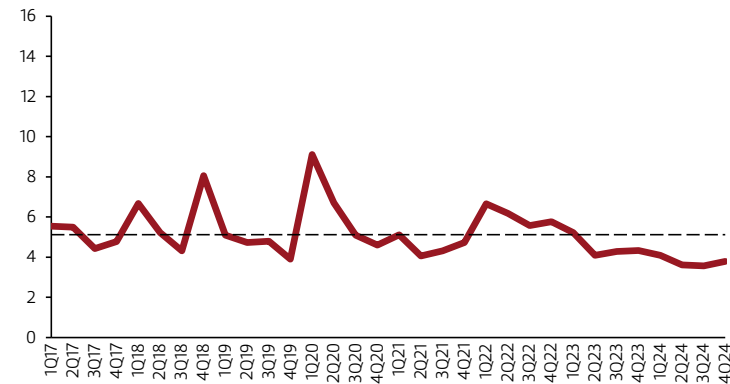
** Source: BlackRock ETP Landscape until December 2020. ETFGI from 2021 onwards



Average Implied Volatility (VIX)



ETP Velocity

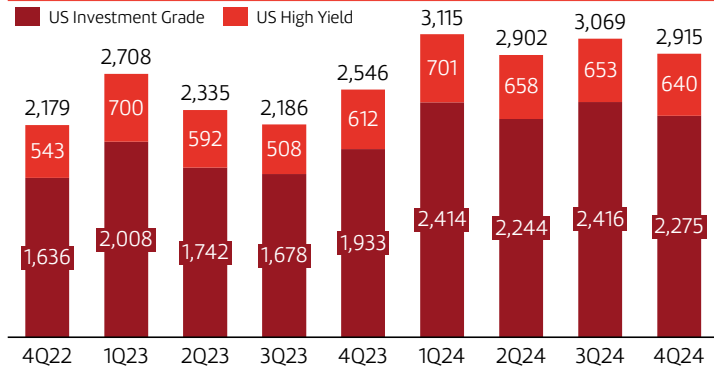


Note: ETP Velocity is calculated as ETP Value Traded divided by ETP AUM on an annualized basis.

Fixed Income and Crypto Market Dynamics

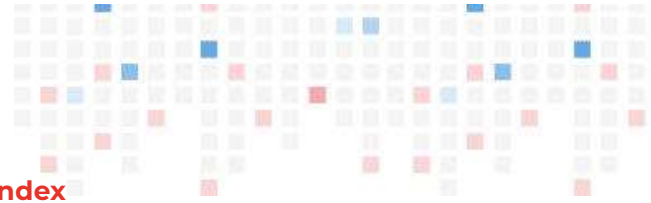
Crypto trading volumes more than doubled quarter-on-quarter while Fixed Income declined

TRACE Volumes (\$bn)

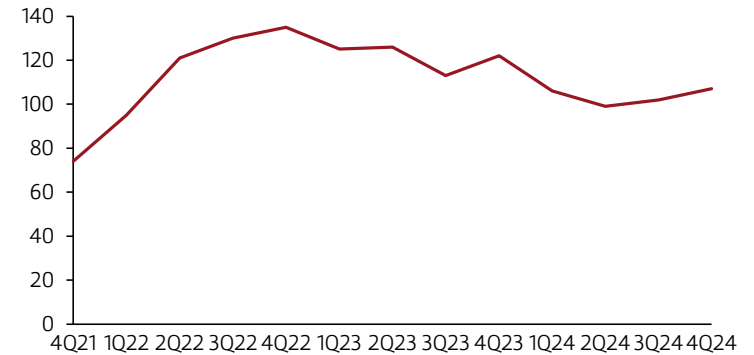


BOND MARKET DEVELOPMENTS

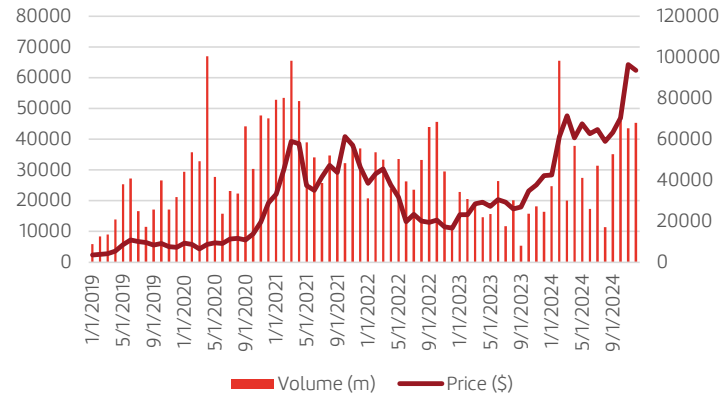
- U.S. Investment Grade and High Yield bond volumes both increased year-on-year in 4Q24 but declined quarter-on-quarter.
- Fixed income volatility increased slightly quarter-on-quarter but remained below the level seen in the same period a year ago.



MOVE Index



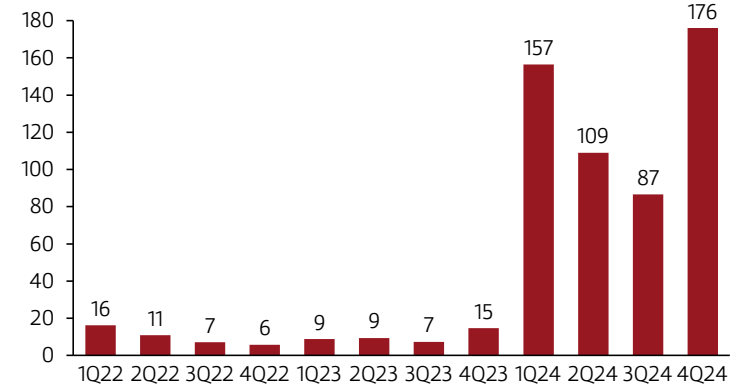
Bitcoin Volume and Price



CRYPTO MARKET DEVELOPMENTS

- Trading volumes in digital assets doubled in 4Q24 compared to 3Q24 and tripled compared to the volumes seen last year.
- Global crypto ETP value traded also doubled in 4Q24 compared to last quarter and increased by more than 10-fold compared to the same period a year ago.

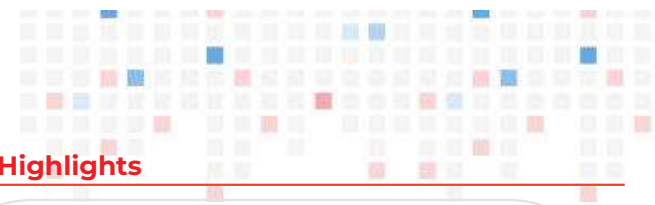
Global Crypto ETP Value Traded (€bn)



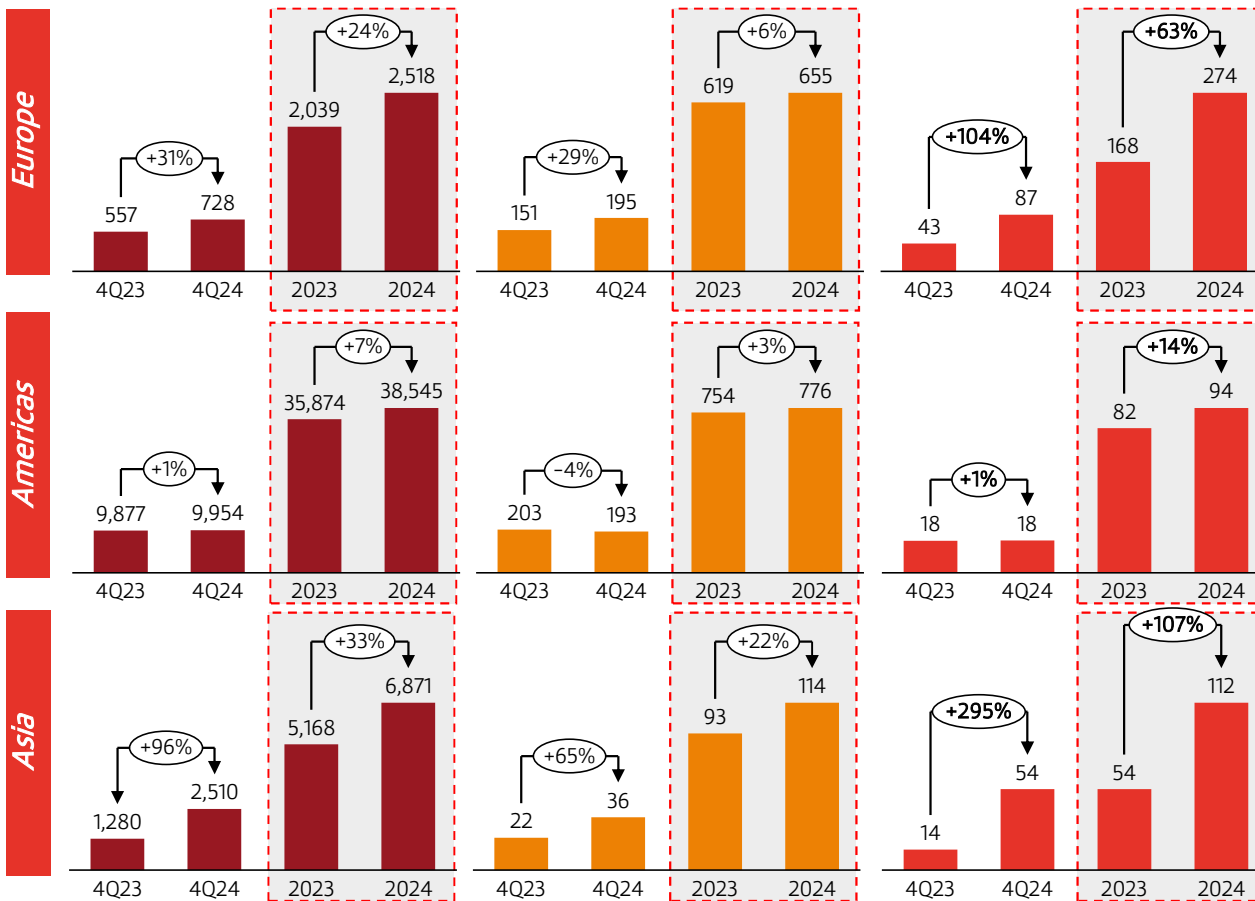
Note: Data for prior periods restated to include close-end funds that have been converted to ETFs.

Source: Bloomberg, TradeWeb, CoinGecko, Flow Traders analysis

4Q24 Regional Performance Overview



Market ETP Value Traded (€bn) Flow ETP Value Traded (€bn) Revenue (€m)



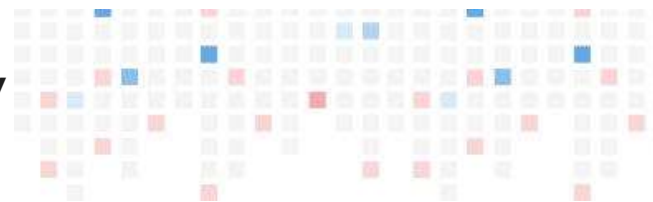
Note: APAC market ETP value traded excludes China

4Q24 Highlights

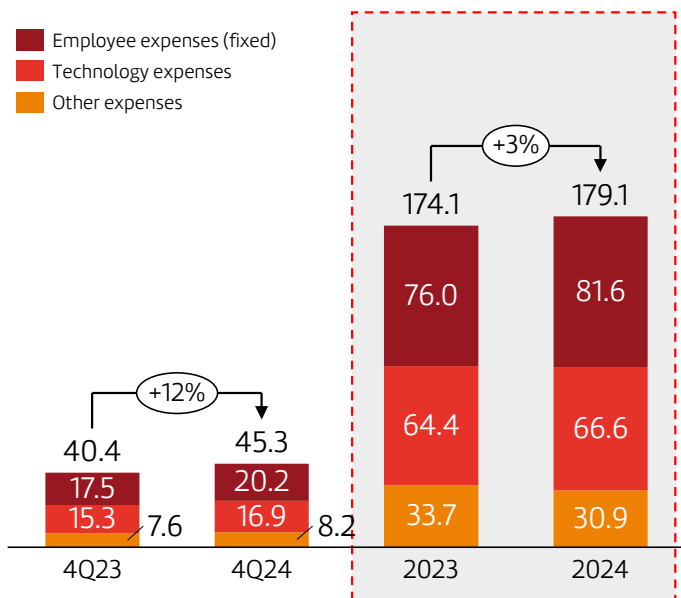
- Trading Capital:** Shifted capital to regions and asset classes with greater levels of price dislocations to capture more opportunities, resulting in record fourth quarter NTI and record level of trading capital at the end of 4Q24.
- Europe:** Maintained position as a leading liquidity provider in ETPs amidst increased market activity and volatility in the quarter.
- Americas:** Heightened volatility leading up to the U.S. elections subsided almost immediately post the election.
- Asia:** Comprehensive trading capabilities enabled the firm to capture opportunities that arose in Asian markets following the announcement of monetary stimulus in China. The increased market activity and volatility resulted in record performance in Asia.
- Digital Assets:** Continued to reap the benefits of through-the-cycle investments in digital assets as improving regulations and institutional adoption of the asset class drive increases in market activity and volatility.
- Partnerships:** Partnerships with Börse Stuttgart Digital and Wormhole in the digital assets space and OpenYield in the fixed income space will allow the company to further participate and shape the future of financial markets.

High Operating Leverage Given Variable Compensation Philosophy

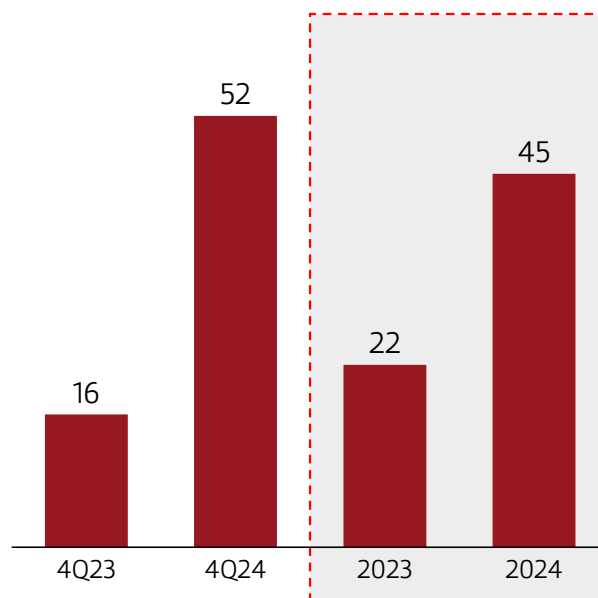
Balancing growth ambitions and operational efficiencies



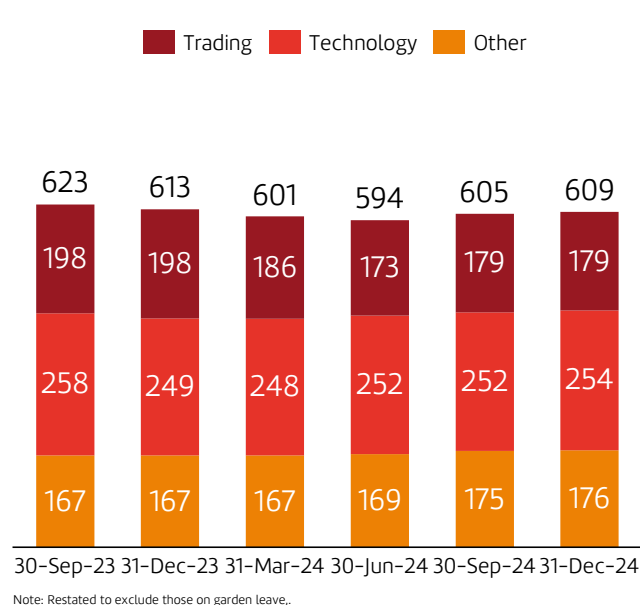
Fixed Operating Expenses (€m)*



EBITDA Margin (%)



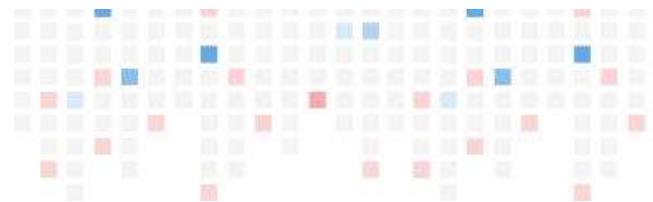
FTEs



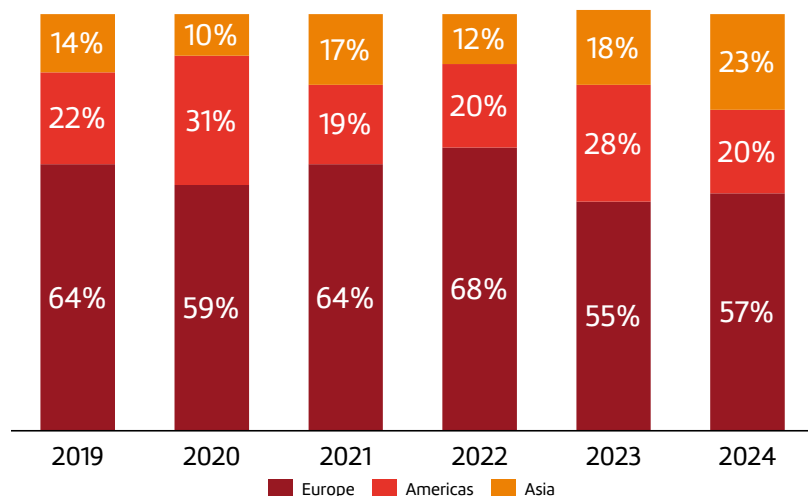
- Fixed Operating Expenses of €45.3m and €179.1m in 4Q24 and 2024 were 12% and 3% higher compared to 4Q23 and 2023, respectively, due mostly to increased employee and technology expenses.
- The company achieved EBITDA margins of 52% and 45% in 4Q24 and 2024, compared to 16% and 22% in 4Q23 and 2023, respectively, given the high operating leverage and variable compensation philosophy.
- Fixed Operating Expenses for 2025 are expected to be in the range of €190-210m given additional technology investments and targeted additions of subject matter experts in growth areas, partially offset by expected operational efficiency gains.

Diversification Strategy Driving Strong Results

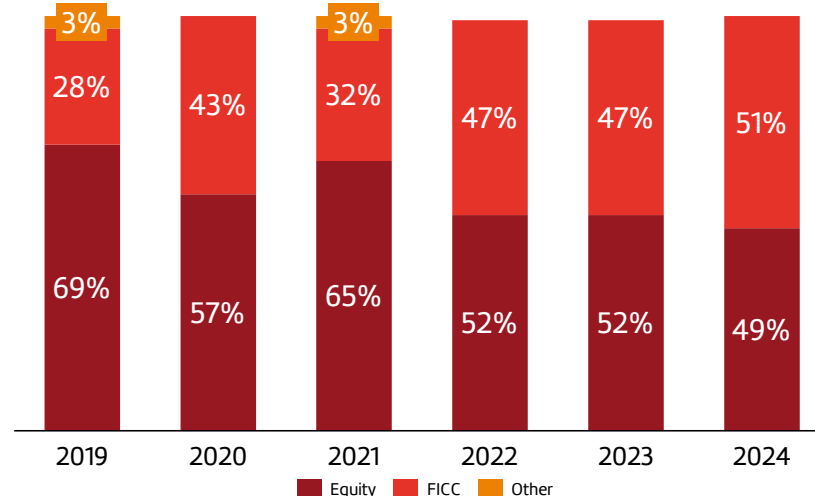
Asia and FICC contributed to the second-best annual result in company history



Geographical Mix (NTI, %)



Asset Class Mix (NTI, %)

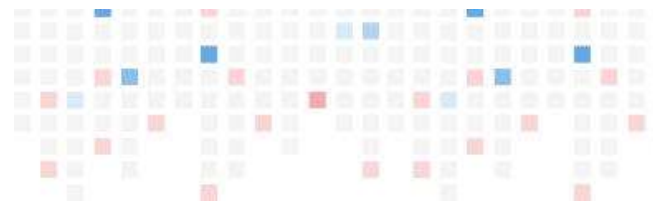


Growth and diversification strategy driving second-best annual result in company history

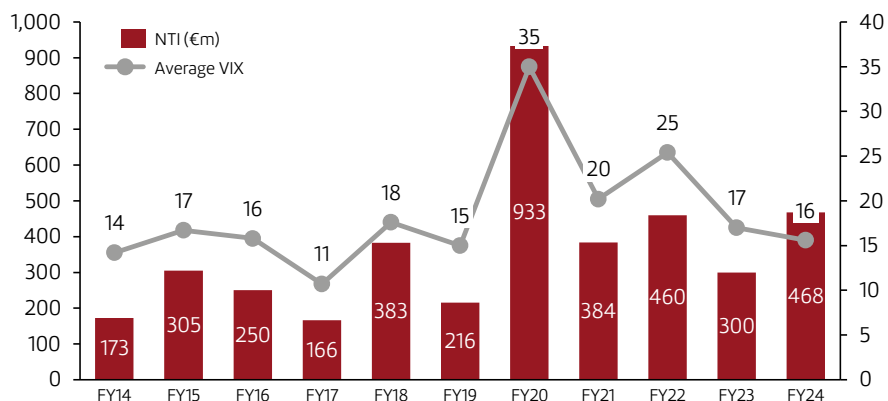
- NTI contributions from the Americas and Asia accounted for 43% of total group NTI in 2024, driven by growth opportunities in Asia.
- FICC (including cryptocurrencies) together accounted for 51% of total group NTI in 2024, exceeding Equity contribution for the first time in company history.
- High degree of flexibility to quickly deploy trading capital across different asset classes and regions provide the ability to steer liquidity to optimally capture market dislocations where they occurred.

Structural Growth Driving Market Outperformance

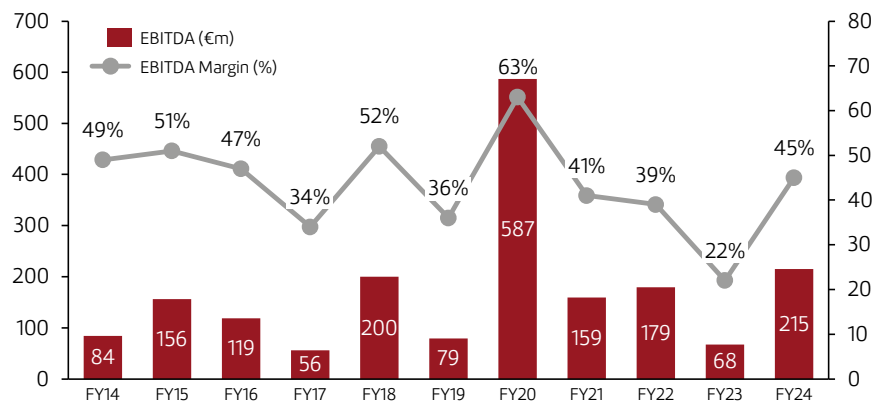
Strong performance compared to average VIX volatility levels



NTI vs. Implied Market Volatility (VIX)



EBITDA and EBITDA Margins



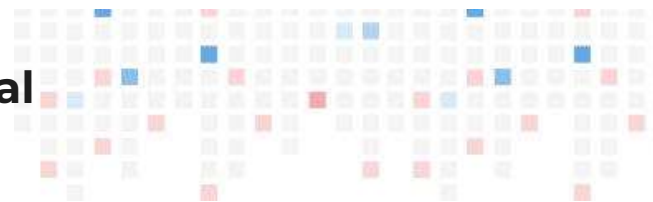
Note: IFRS EBITDA and margins.

Structural growth driving strong performance compared to average VIX volatility levels

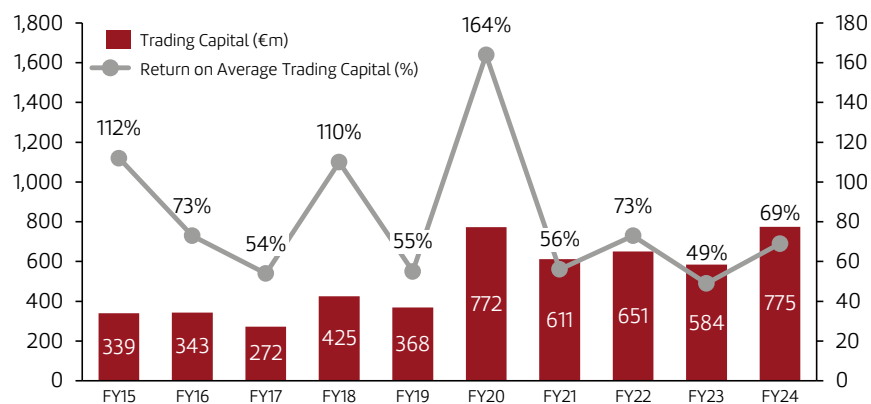
- Investments in trading capabilities across different regions and asset classes have enabled the company to capture opportunities wherever they arose to deliver strong results and structural growth.
- High operating leverage has enabled the company to deliver >40% average EBITDA margins over the past decade, given the flexible compensation philosophy.

Capital Expansion Plan Accelerates Growth of Trading Capital

Leading to record levels of Trading Capital and Shareholders' Equity

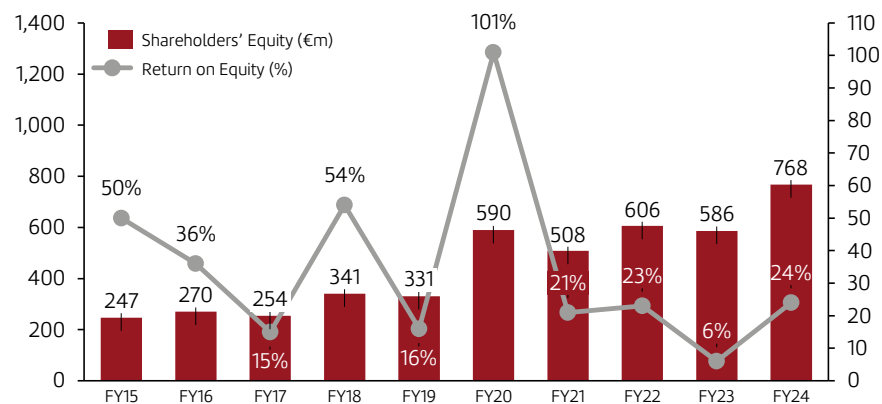


Trading Capital and Return on Average Trading Capital



Note: Return on Average Trading Capital defined as LTM NTI divided by the average of the prior and current end of period trading capital.

Shareholders' Equity and Return on Equity

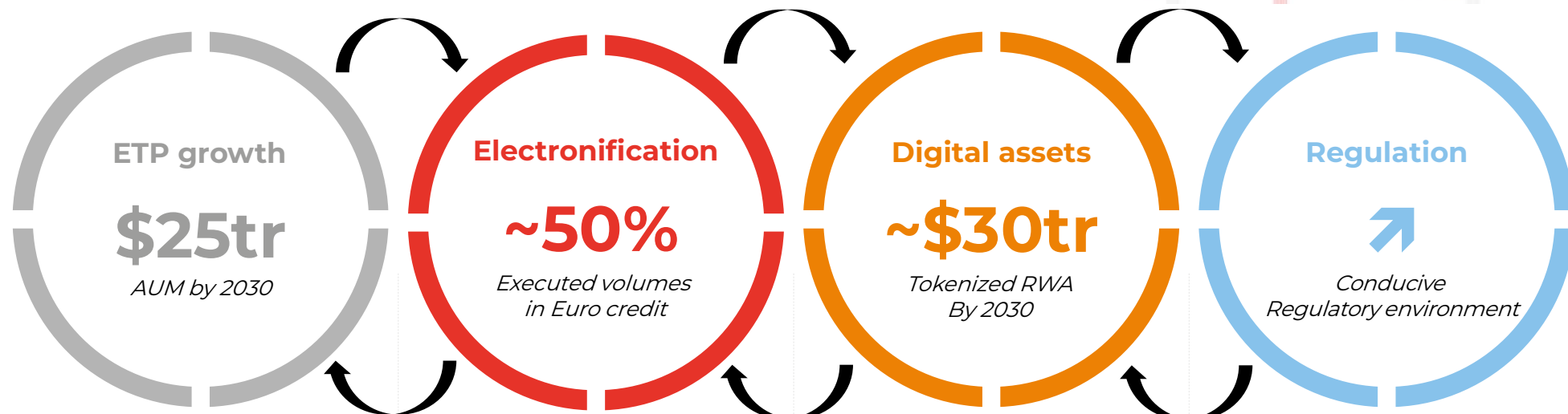


Multi-layered trading capital expansion plan announced in July 2024 boosted trading capital and shareholders' equity to record levels

- Trading capital is the life blood of any trading firm and systematically bolstering the firm's trading capital base is therefore a strategic priority.
- The suspension of dividend payments and bank term loan announced in July 2024 are the initial steps in a multi-layered plan to accelerate the expansion of trading capital to support and accelerate the company's growth and diversification strategy.
- The capital expansion plan helped boost trading capital by 33% year-over-year to €775m at the end of 2024, the highest level in the company's history.
- Shareholders' equity increased by 31% year-over-year to €768m at the end of 2024, also the highest level in the company's history.
- The company will continue to pursue the most strategic debt financing options to further support the company's growth.

Supportive Mega Trends Remain Intact as Growth Catalysts

Four key trends continue to shape Flow Traders' market environment, offering significant opportunities



- Industry ETF AUM increased by \$3 trillion in 2024 and is projected to increase from **\$15 trillion** at the end of 2024 to **\$25 trillion by 2030**.
- ETFs remain a small % of global capital markets with <2% of fixed income and <9% of equities.

- Credit algos have comprised ~50% of executed volumes in Euro credit in the last 2-3 years, particularly in the sub 1m ticket sizes.
- Fixed income ETF AUM projected to **triple** from \$2 trillion at the end of 2024 to \$6 trillion in 2030.

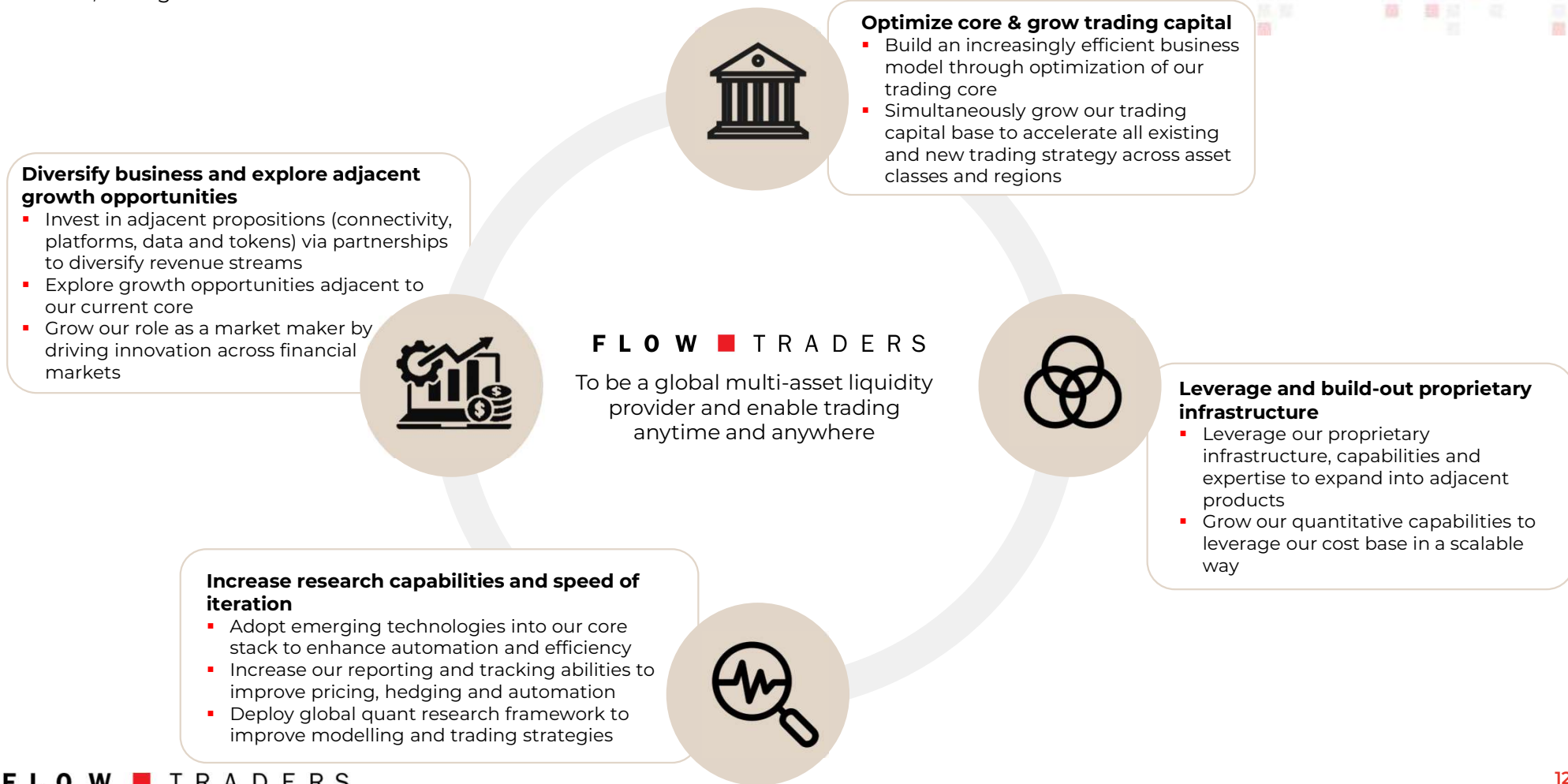
- Long-term **growth opportunity** with tokenization of real-world assets forecasted to increase from **\$250 billion** today up to **\$30 trillion** by 2030.
- New U.S. administration is more welcoming to crypto and is expected **loosen regulations** in the U.S.

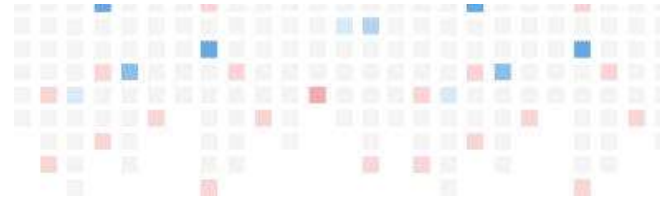
- Increasing standards for **trade execution, reporting, and settlement** harmonization, e.g. proposed EU consolidated tape, T+1 settlement.
- Accelerating **regulatory dialogue around digital assets**, e.g. MiCAR in Europe, reversal of SAB 121 in the U.S., and increasing acceptance in Asia.

Sources: Company analysis, Blackrock, Security Token Market

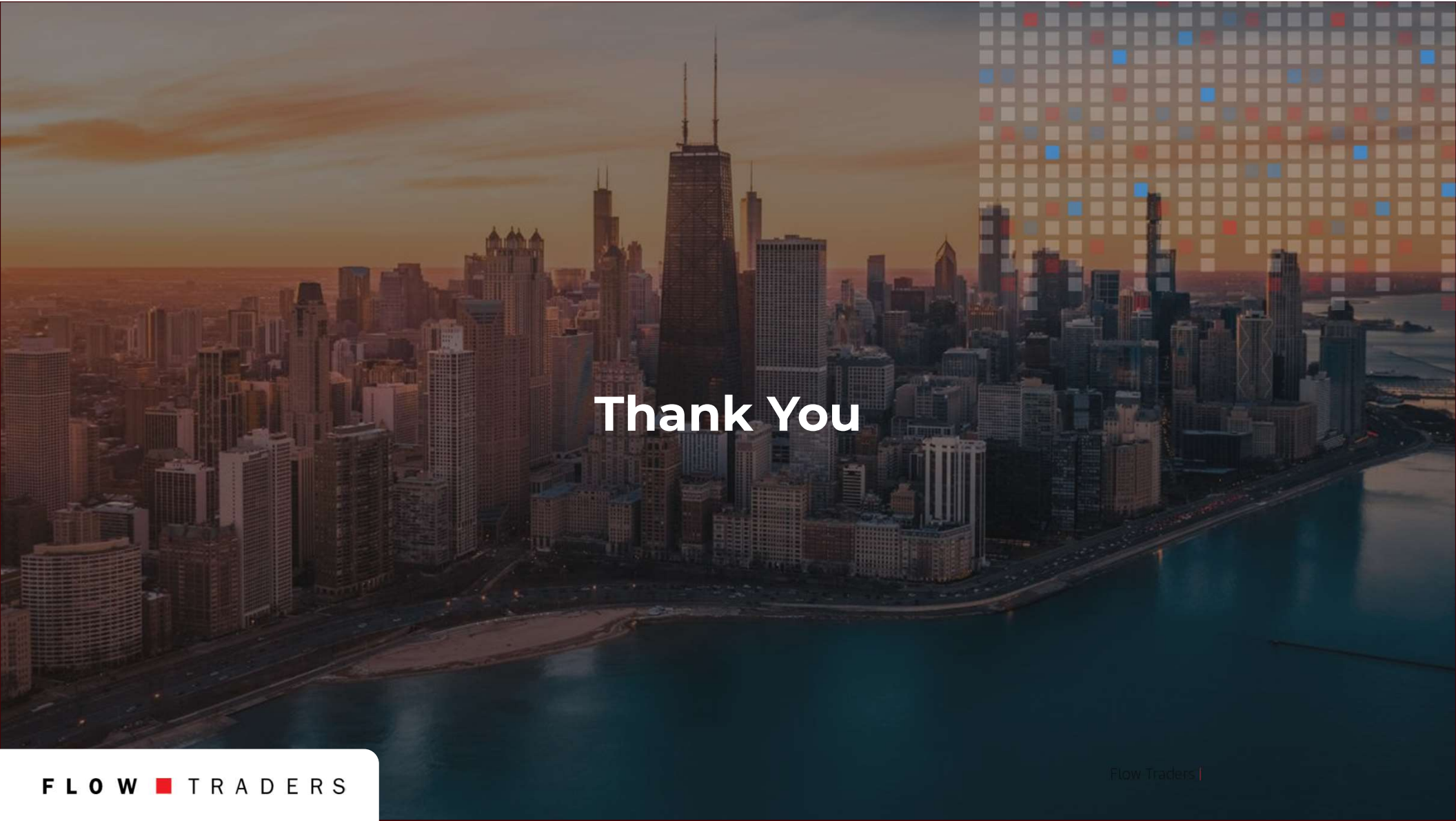
Continued Focus on 4 Key Strategic Pillars

To Grow, Strengthen and Accelerate the Business

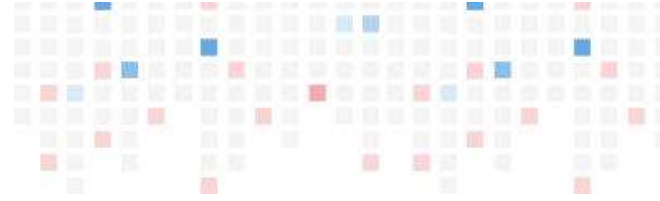




Q&A



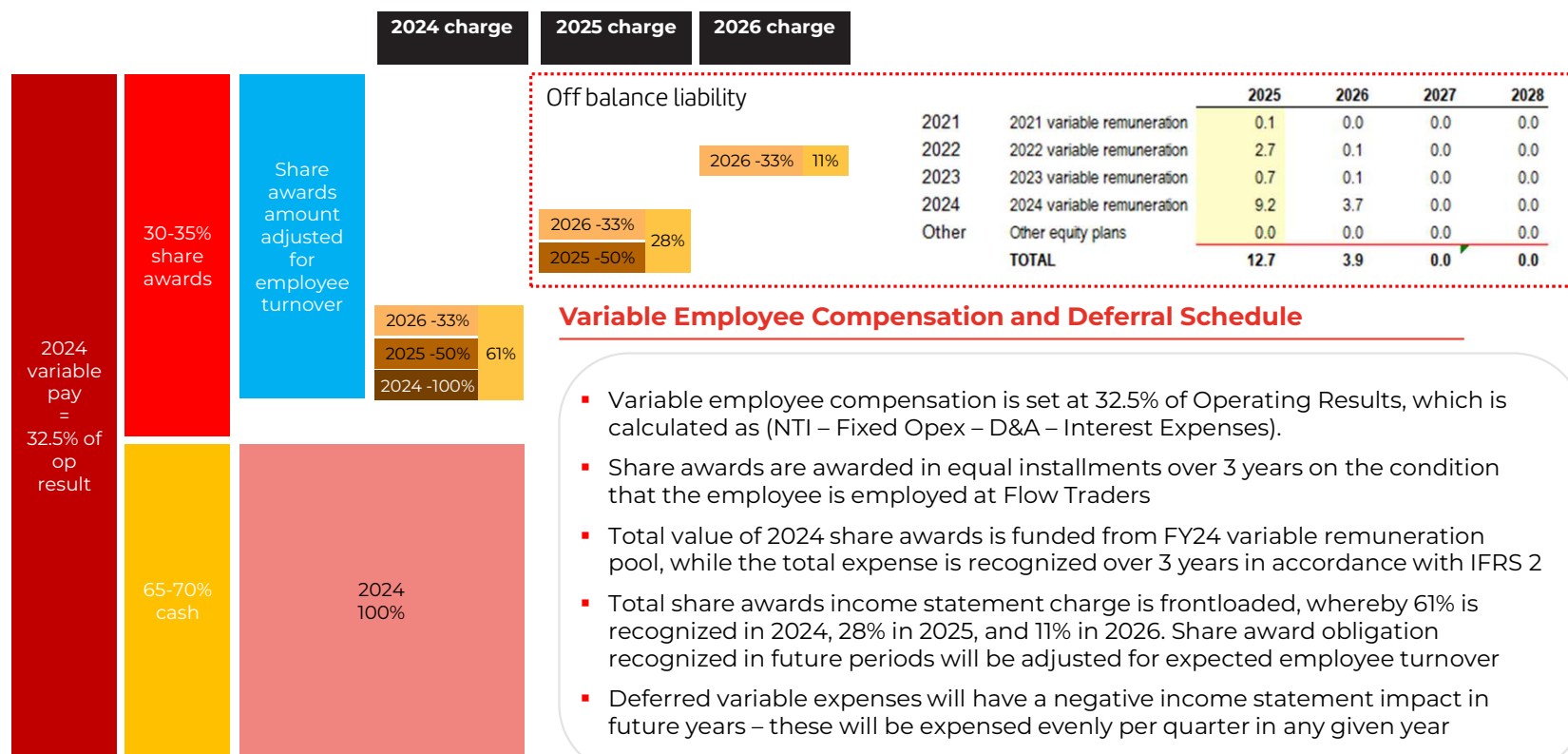
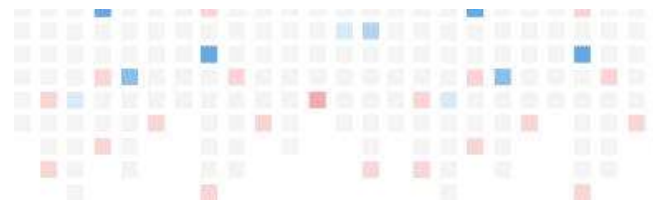
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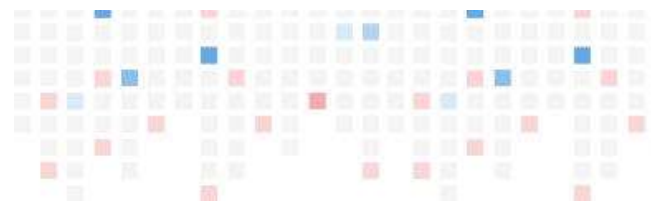
Appendix

Variable Employee Compensation and Deferral Schedule

Deferred share awards plan results in deferred variable employee expenses



Latest Market ETP Statistics



	2024												2023
	Dec	Nov	Oct	Sept	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
On & Off Exchange* Value Traded - Global (€bn)	4,592	4,295	4,305	3,737	4,096	3,915	3,139	3,479	4,397	3,971	3,834	4,174	3,802
On & Off Exchange* Value Traded - EMEA (€bn)	245	257	226	201	205	206	186	184	213	198	197	200	189
On & Off Exchange Value Traded - Americas (€bn)	3,555	3,226	3,174	3,003	3,369	3,164	2,526	2,858	3,706	3,290	3,202	3,472	3,133
On & Off Exchange Value Traded - APAC (€bn)	793	812	906	533	522	546	427	437	478	483	434	502	479
<i>EMEA - Off Exchange Market Value Traded on MTF** (€bn)</i>	144	149	131	125	118	121	114	115	130	126	126	126	122
<i>EMEA - Off Orderbook* Market Value Traded (€bn)</i>	36	34	30	24	28	28	22	22	28	23	23	24	21
<i>Americas - Off Exchange Market Value Traded (€bn)</i>	1,694	1,423	1,365	1,323	1,394	1,364	1,122	1,140	1,388	1,291	1,265	1,396	1,284
<i>APAC - On & Off Exchange Market Value Traded in China (€ bn)</i>	622	623	682	355	320	370	290	291	316	327	302	351	350
Assets under Management*** - Global (€bn)	n/a	n/a	n/a	13,158	n/a	n/a	12,203	n/a	n/a	11,708	n/a	n/a	10,812
Assets under Management - EMEA (€bn)				2,095			1,944			1,850			1,732
Assets under Management - Americas (€bn)				9,470			8,879			8,507			7,854
Assets under Management - APAC (€bn)				1,593			1,379			1,350			1,226
# of ETP listings - Global	16,209	16,052	16,035	16,047	15,881	15,840	15,755	15,623	15,483	15,381	15,307	15,251	15,159
# of ETP listings - EMEA	5,095	5,087	5,048	5,161	5,145	5,189	5,193	5,174	5,137	5,141	5,123	5,129	5,121
# of ETP listings - Americas	7,060	6,950	7,020	6,955	6,839	6,789	6,735	6,665	6,609	6,572	6,551	6,532	6,452
# of ETP listings - APAC	4,054	4,015	3,967	3,931	3,897	3,862	3,827	3,784	3,737	3,668	3,633	3,590	3,586
Average VIX per month****	15.87	16.02	19.96	17.66	19.31	14.21	12.88	13.25	16.34	13.94	14.10	13.58	12.84
VIX high per month****	27.62	21.98	23.16	22.38	38.57	17.89	13.66	15.35	19.77	15.59	15.69	14.89	13.92
VIX low per month****	12.77	13.51	18.03	15.37	14.65	12.09	12.28	12.20	13.85	12.74	12.85	12.78	12.14

Notes:

*: Off Exchange flow EMEA includes Off Orderbook flow printed on exchange and flows via MTFs. This is still excluding flows via SI

**: Publicly available data about market flows traded on MTFs, representing Tradeweb and Bloomberg RfQ.

***: ETFGI

****: Based on daily closing VIX starting with August 2024 data

Sources: Tradeweb, Bloomberg, CBOE, ETFGI, Flow Traders analysis