

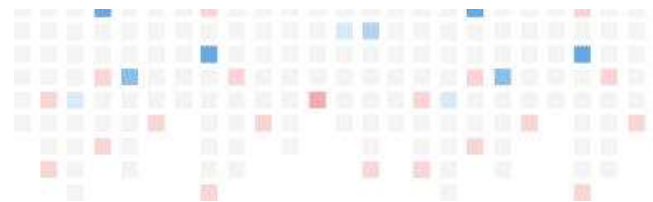


31 OCTOBER 2024

Flow Traders Ltd.

3Q 2024 Trading Update

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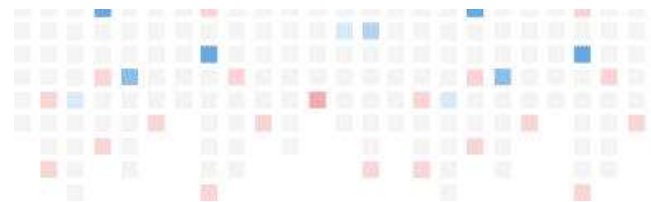
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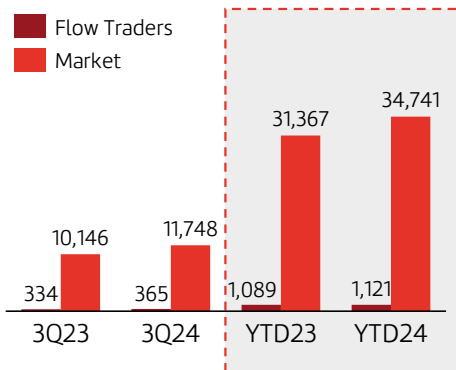
All results published in this presentation are unaudited.

3Q24 and YTD Snapshot

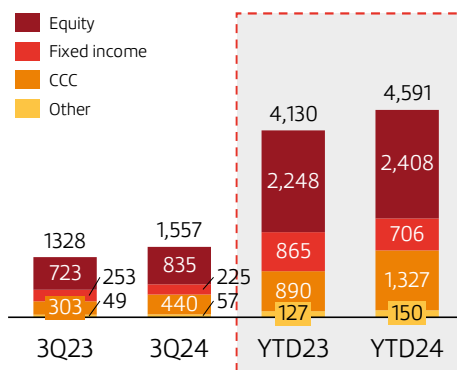
3Q24 was the best third quarter result in the company's 20-year history



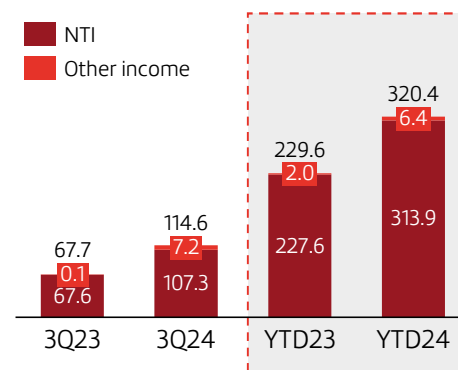
ETP Value Traded (€bn)



Total Value Traded (€bn)



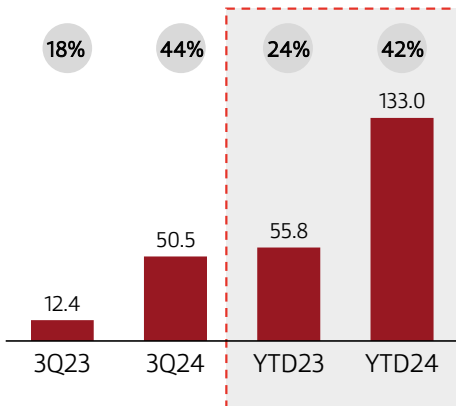
Total Income (€m)



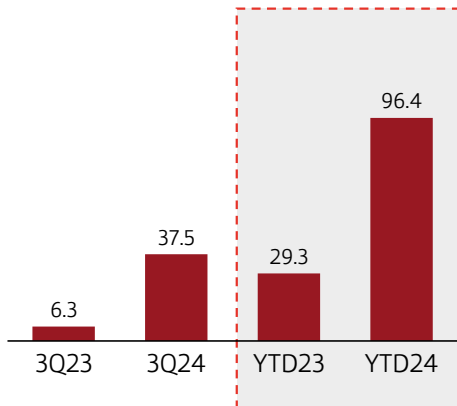
Summary

- Flow Traders' ETP Value Traded increased by 9% y/y in the quarter while Total Value Traded increased by 17% y/y in the quarter.
- NTI of €107.3m in the quarter, with €7.2m of Other Income, for a Total Income of €114.6m.
- Fixed Operating Expenses were €45.3m for the quarter, in-line with the full-year guidance.
- Total Operating Expenses were €64.0m in the quarter vs. €55.3m in 3Q23 due mainly to higher variable employee expenses.
- Net Profit was €37.5m in the quarter compared to €6.3m in 3Q23.
- 646 FTEs at the end of the quarter, compared to 635 at the end of 2Q24, and the same as of the end of 2023.
- €2.2m worth of shares were repurchased in the quarter, which completes the €15m share buyback program.

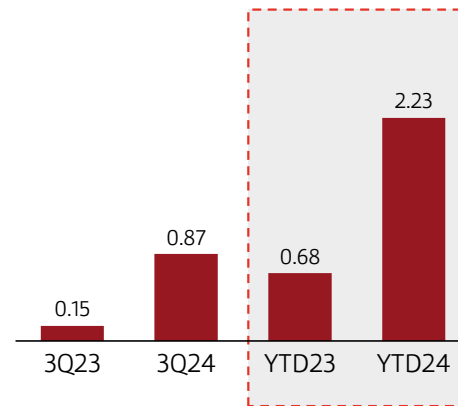
EBITDA (€m) and margin



Net Profit (€m)



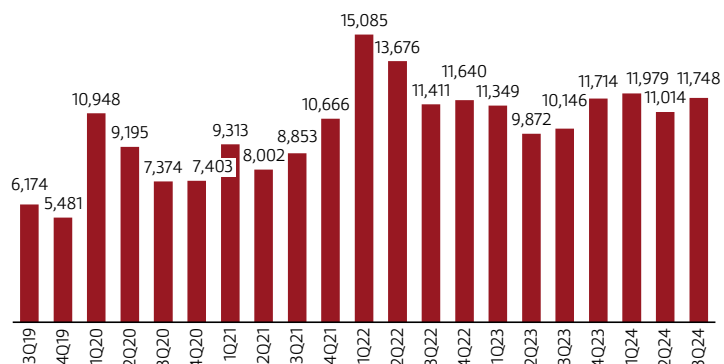
EPS (€)



Global ETP Market Continues to Grow in 3Q24

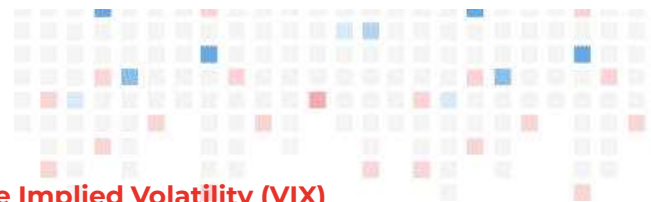
Record fund inflows into ETPs year-to-date

ETP Value Traded (€bn) *



GENERAL MARKET DEVELOPMENTS

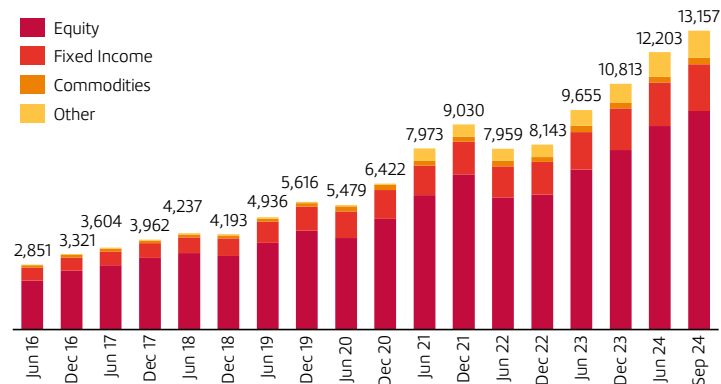
- Market ETP Valued Traded increased by 16% y/y in 3Q24 vs. 3Q23.
- Implied volatility increased in the period and was up 13% compared to the levels seen in 3Q23.



Average Implied Volatility (VIX)



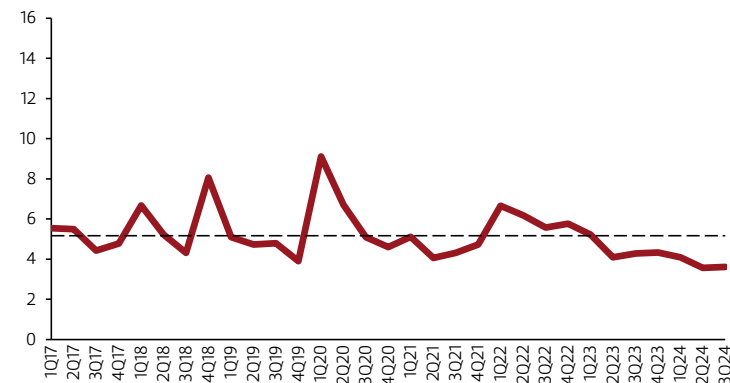
ETP AuM (€bn) **



ETP MARKET DEVELOPMENTS

- 8% increase in ETP AuM in 3Q24 to €13,157bn from 2Q24 given continued fund inflows into ETPs and strength in the markets.
- ETP velocity remained relatively unchanged compared to the prior quarter.
- Strong growth outlook remains intact for the global ETP market.

ETP Velocity



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

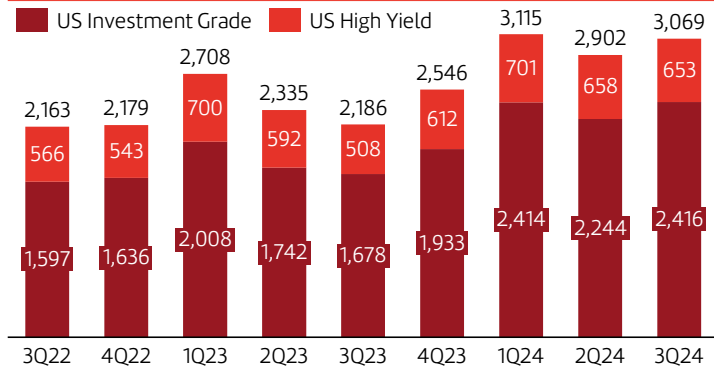
* Source: Bloomberg, iShares, Tradeweb, Bloomberg RFQ, Flow Traders. See appendix

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

Fixed Income and Crypto Market Dynamics

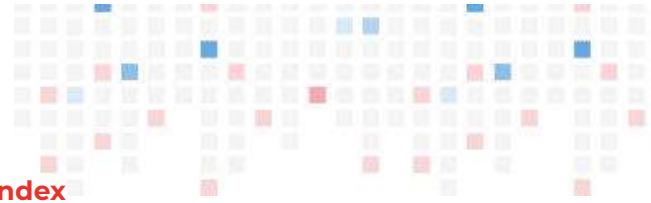
Volumes increased in Fixed Income while Crypto saw mixed activity

TRACE Volumes (\$bn)

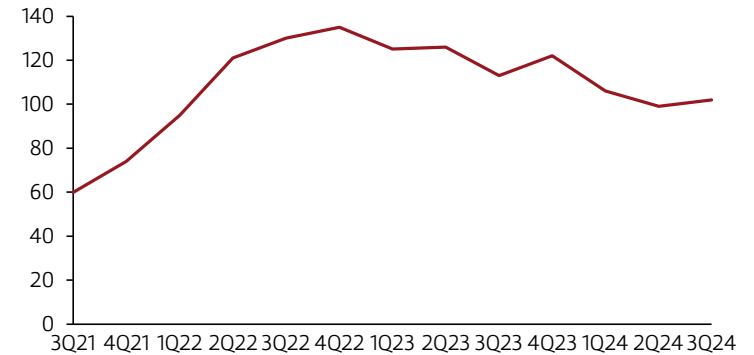


BOND MARKET DEVELOPMENTS

- U.S. Investment Grade and High Yield bond volumes both increased in 3Q24 on a y/y basis. Investment Grade volumes increased q/q while High Yield volumes were relatively flat q/q.
- Fixed income volatility increased slightly q/q but remained below the level seen in the same period a year ago.



MOVE Index



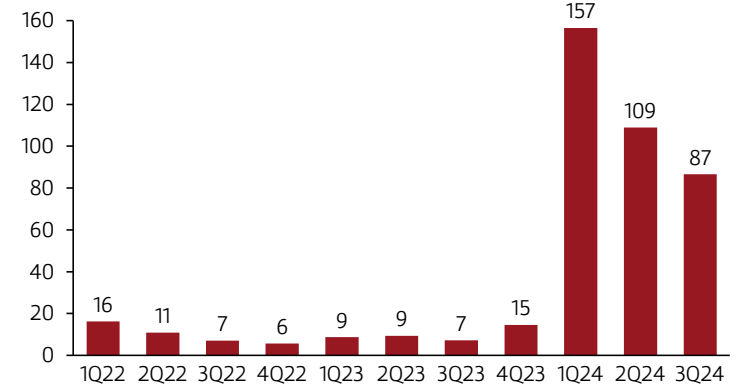
Bitcoin Volume and Price



CRYPTO MARKET DEVELOPMENTS

- Trading volumes in digital assets saw a slight increase in 3Q24 compared to 2Q24 and continues to trend well ahead of the volumes seen last year.
- Global crypto ETP value traded in 3Q24 declined by 20% q/q but remained well above the levels seen a year ago.

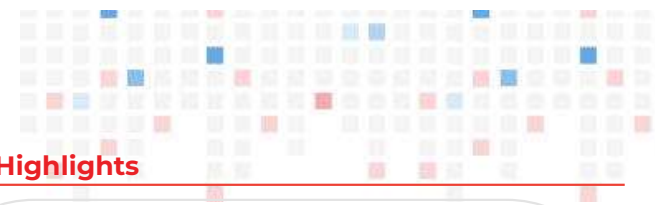
Global Crypto ETP Value Traded (€bn)



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

Source: Bloomberg, TradeWeb, CoinGecko, Flow Traders analysis

3Q24 Regional Performance Overview

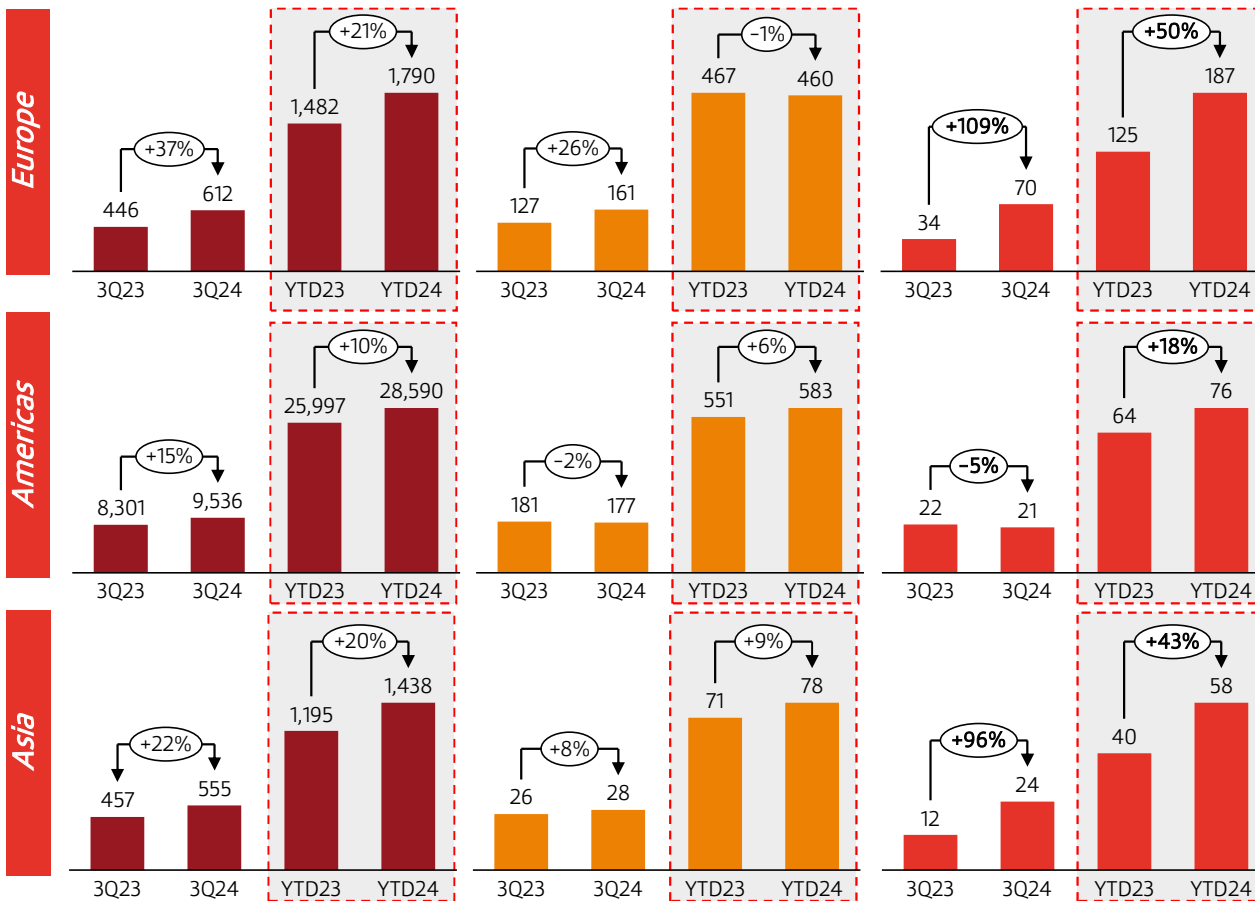


Market ETP Value Traded (€bn)

Flow ETP Value Traded (€bn)

Revenue (€m)

3Q24 Highlights

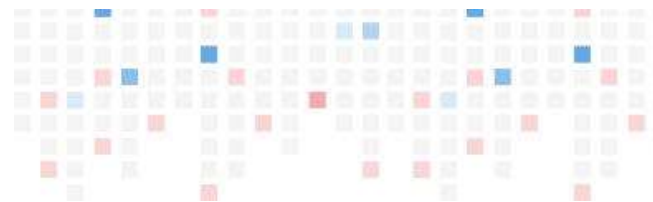


- Shifted capital to regions and asset classes with greater levels of price dislocations to capture more opportunities given the limited trading capital base.
- Maintained position as a leading liquidity provider in ETPs amidst increased market activity and heightened levels of volatility in the quarter.
- Robust and comprehensive trading capabilities enabled the firm to capture opportunities that arose in European and Asian markets from the substantial asset rotation following the unexpected changes in central bank policies.
- Assisted partners in the spot Ethereum ETF launches as a lead market maker, reflecting the long-term commitment to support the continued evolution of crypto and digital assets.
- Continued improvement in regulatory sentiment and increased institutional adoption of digital assets around the world affirms our long-term investment strategy in the asset class.
- Continued increase in contribution from our China operations in the second year following the receipt of QFII license (November 2022).

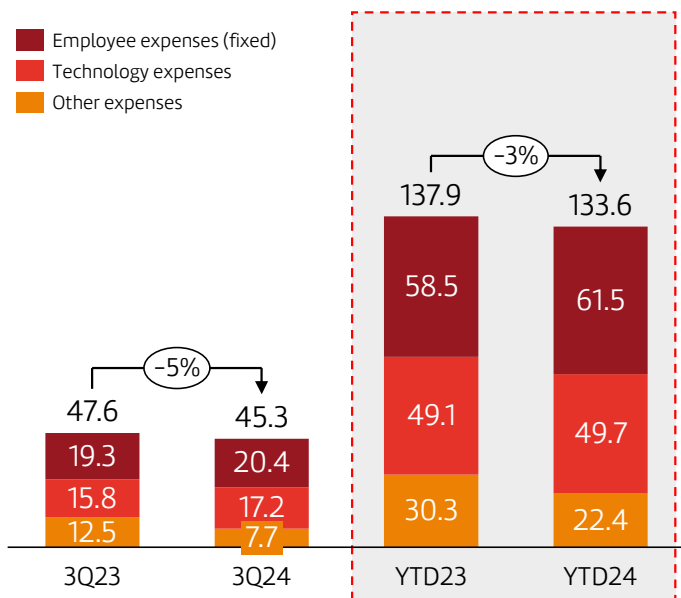
Note: APAC market ETP value traded excludes China

Continued Investments to Drive Strategic Growth

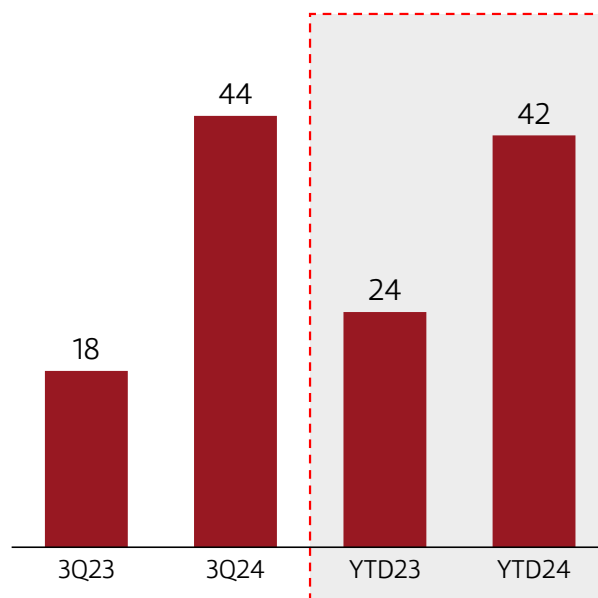
While focusing on operational and cost efficiencies



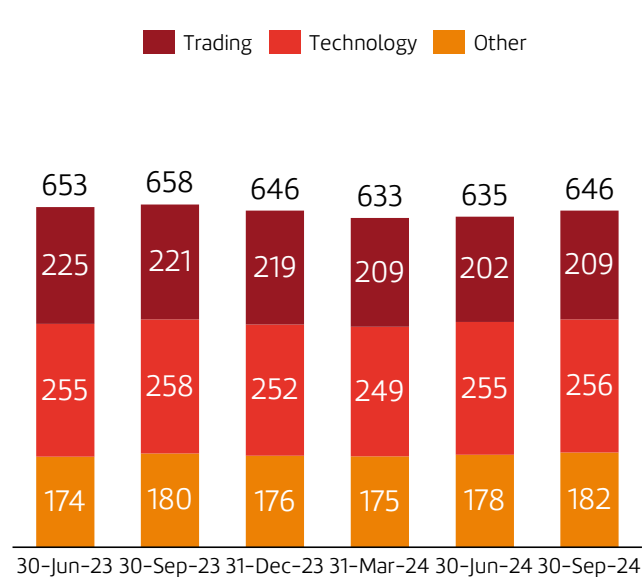
Fixed Operating Expenses (€m)*



EBITDA Margin (%)



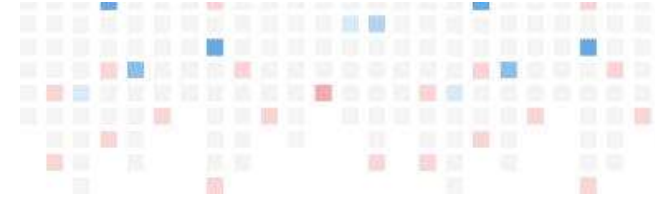
FTEs



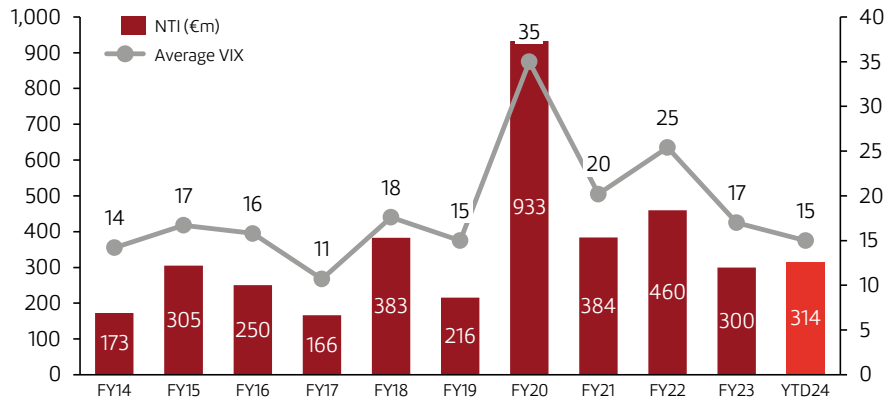
- Fixed Operating Expenses of €45.3m in 3Q24 declined compared to 3Q23 given the absence of one-off expenses in the quarter.
- The firm remains fully focused on operational and cost efficiencies across the business while implementing its growth and diversification strategy.
- Fixed Operating Expenses for the year are expected to be in the same range as FY23 as headcount is expected to be roughly flat for the year.

Structural Growth Driven by Diversification Strategy

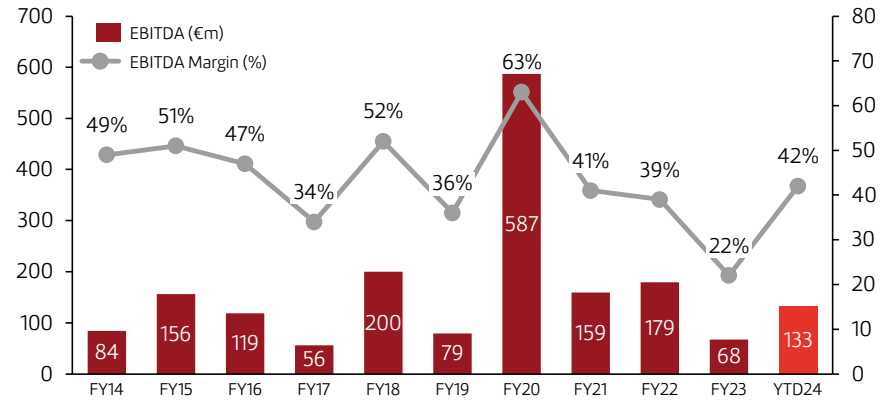
Strong EBITDA margins given high operating leverage and flexible compensation philosophy



NTI vs. Implied Market Volatility (VIX)



EBITDA and EBITDA Margins



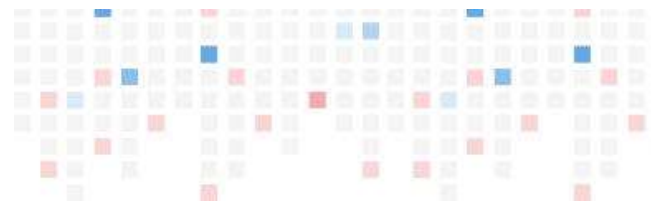
Note: IFRS EBITDA and margins.

Growth and diversification strategy driving strong and consistent performance, with high operating leverage from flexible compensation philosophy

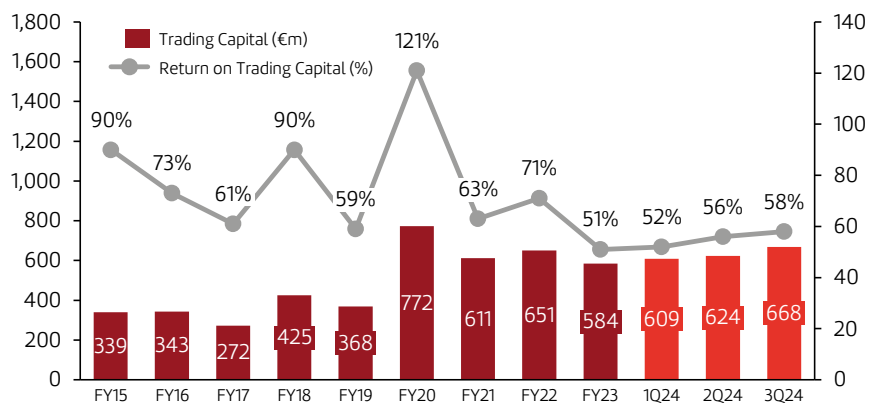
- Investments in trading capabilities across different regions and asset classes have enabled the company to capture opportunities wherever they arose to deliver strong and consistent results.
- High operating leverage has enabled the company to deliver >40% average EBITDA margins over the past decade,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

Trading Capital Expansion Plan

Multi-layered plan accelerated increases in Trading Capital and Shareholders' Equity

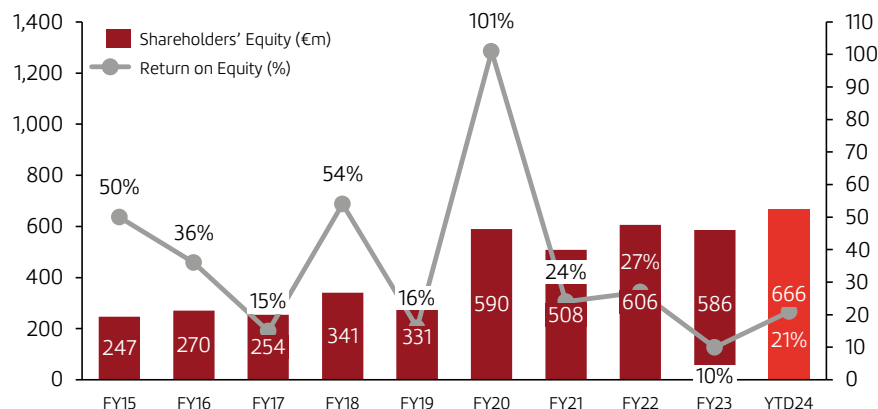


Trading Capital and Return on Trading Capital



Note: Return on trading capital defined as LTM NTI divided by end of period trading capital.

Shareholders' Equity and Return on Equity



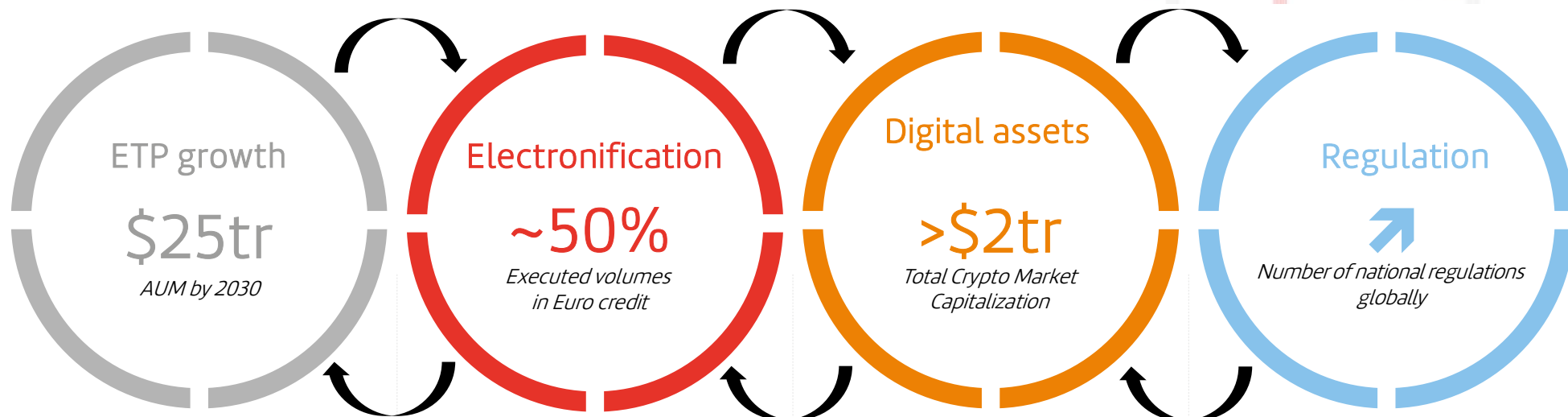
Note: FY21-23 Return on Equity calculated using Normalized Profits
YTD24 Return on Equity is annualized for the first 9 months of the year.

Multi-layered trading capital expansion plan to increase trading capital given multiple attractive growth opportunities for the company to capture

- 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 company has generated a 75% average return on trading capital since IPO and paid out over €700m in dividends to shareholders, and over €900m when including share buybacks.
- The suspension of dividend payments and the €25m bank term loan announced with 1H24 results 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 trading capital expansion plan helped boost trading capital by 7% to €668m at the end of 3Q24, the second highest level in the company's history.
- As a result of this decision, Shareholders' Equity also increased by 4% to €666m in the quarter, the highest level in the company's history.

Supportive Mega Trends Remain Intact as Growth Catalysts

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



- Industry ETF AUM projected to increase from **\$14 trillion** as of the end of 3Q 2024 to **\$25 trillion** in 2030
- ETFs remain a small % of global capital markets with <2% of fixed income and <7% of equities in 2023

- 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 today to \$6 trillion in 2030

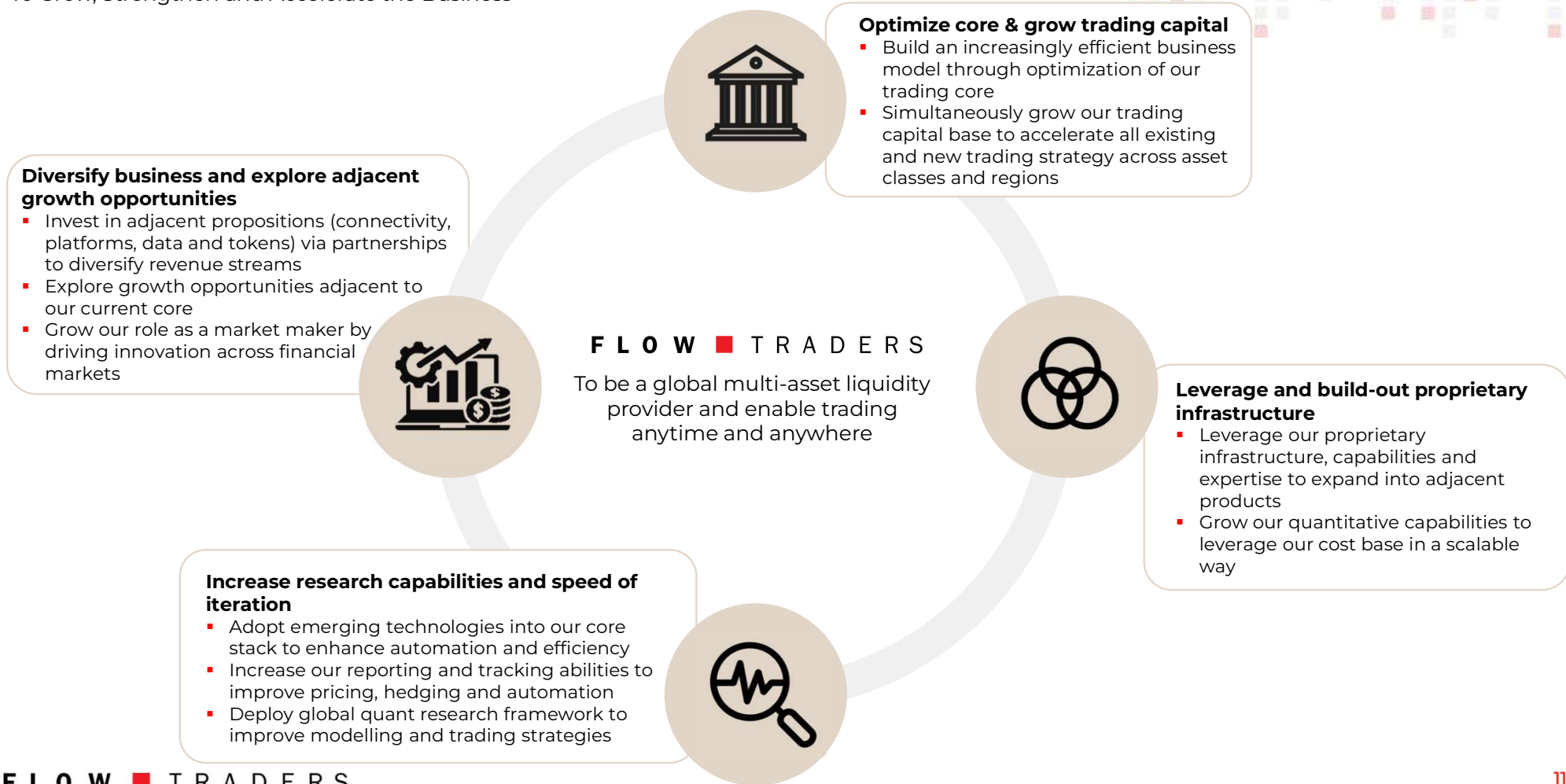
- Long-term **growth opportunity** after the recent rebound in interest
- First spot Bitcoin and Ether ETFs launched in the U.S., with other countries following suit
- First exchange listed options on spot Bitcoin ETFs approved

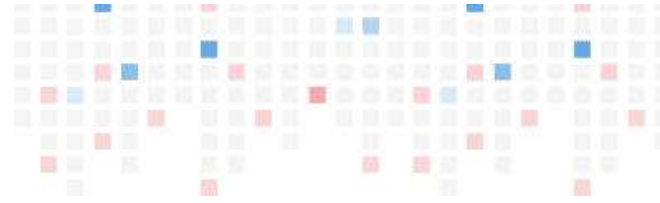
- Increasing standards for **trade execution, reporting, and settlement** harmonization, e.g. proposed EU consolidated tape
- Accelerating **regulatory dialogue around digital asset**, e.g. Bitcoin and Ether ETF approvals, MiCA

Sources: Company analysis, Blackrock, Coinmarketcap

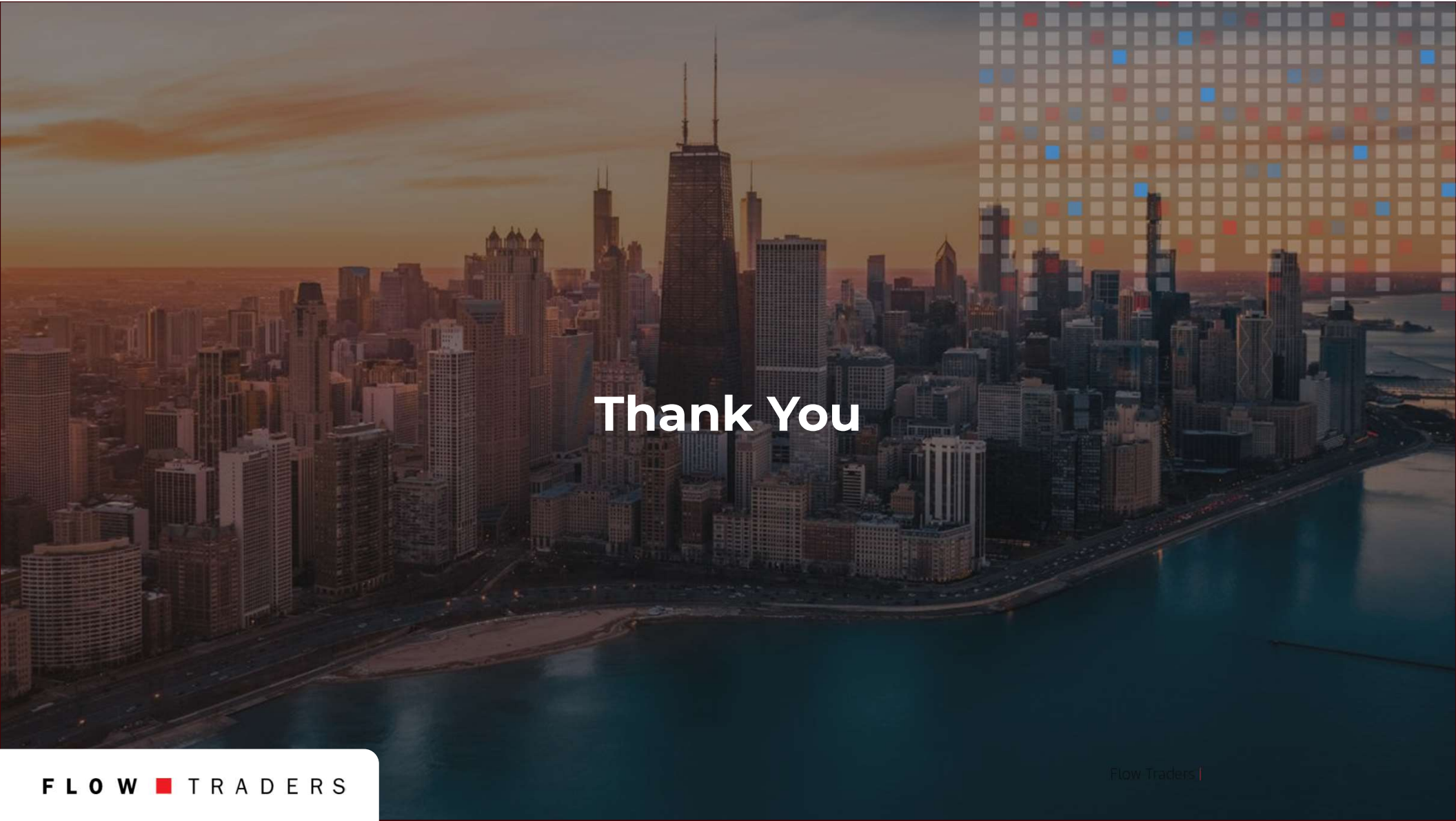
Focus on 4 Key Strategic Pillars

To Grow, Strengthen and Accelerate the Business

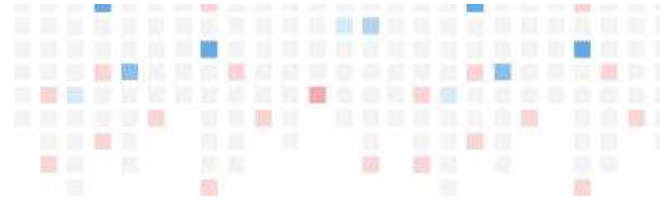




Q&A



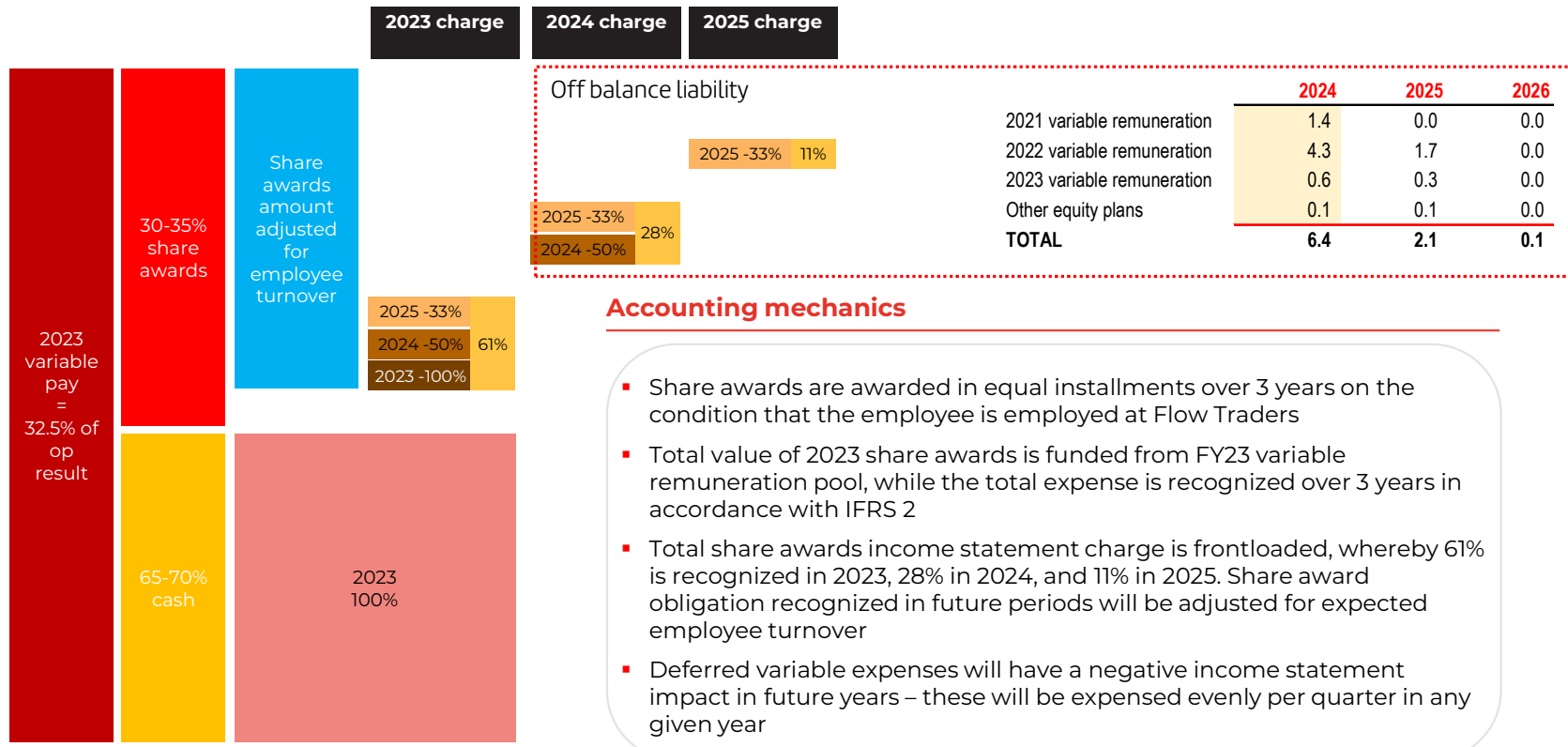
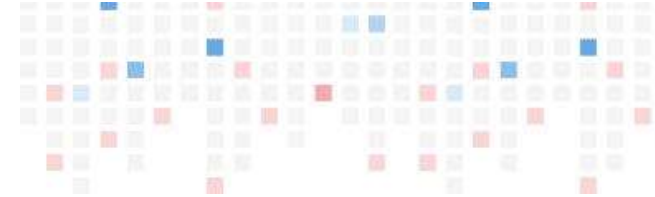
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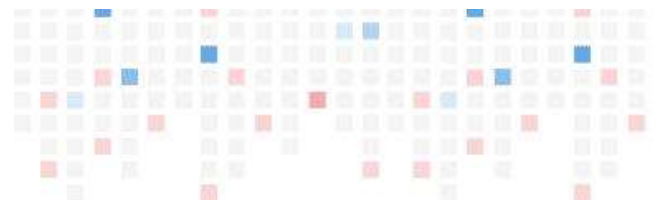
Appendix

Deferred Variable Employee Expenses Schedule

Deferred share awards plan results in deferred variable employee expenses



Latest Market ETP Statistics



	2024									2023			
	Sept	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep
On & Off Exchange* Value Traded - Global (€bn)	3,737	4,096	3,915	3,139	3,479	4,397	3,971	3,834	4,174	3,802	3,678	4,234	3,257
On & Off Exchange* Value Traded - EMEA (€bn)	201	205	206	186	184	213	198	197	200	189	189	179	148
On & Off Exchange Value Traded - Americas (€bn)	3,003	3,369	3,164	2,526	2,858	3,706	3,290	3,202	3,472	3,133	3,049	3,694	2,696
On & Off Exchange Value Traded - APAC (€bn)	533	522	546	427	437	478	483	434	502	479	439	361	413
<i>EMEA - Off Exchange Market Value Traded on MTF** (€bn)</i>	125	118	121	114	115	130	126	126	126	122	118	111	93
<i>EMEA - Off Orderbook* Market Value Traded (€bn)</i>	24	28	28	22	22	28	23	23	24	21	26	20	17
<i>Americas - Off Exchange Market Value Traded (€bn)</i>	1,323	1,394	1,364	1,122	1,140	1,388	1,291	1,265	1,396	1,284	1,179	1,369	1,060
<i>APAC - On & Off Exchange Market Value Traded in China (€ bn)</i>	355	320	370	290	291	316	327	302	351	350	301	246	282
Assets under Management*** - Global (€bn)	n/a	n/a	n/a	12,203	n/a	n/a	11,708	n/a	n/a	10,812	n/a	n/a	9,476
Assets under Management - EMEA (€bn)				1,944			1,850			1,732			1,525
Assets under Management - Americas (€bn)				8,879			8,507			7,854			6,857
Assets under Management - APAC (€bn)				1,379			1,350			1,226			1,095
# of ETP listings - Global	16,047	15,881	15,840	15,755	15,623	15,483	15,381	15,307	15,251	15,159	15,058	14,951	14,804
# of ETP listings - EMEA	5,161	5,145	5,189	5,193	5,174	5,137	5,141	5,123	5,129	5,121	5,106	5,093	5,099
# of ETP listings - Americas	6,955	6,839	6,789	6,735	6,665	6,609	6,572	6,551	6,532	6,452	6,413	6,373	6,275
# of ETP listings - APAC	3,931	3,897	3,862	3,827	3,784	3,737	3,668	3,633	3,590	3,586	3,539	3,485	3,430
Average VIX per month****	17.66	19.31	14.21	12.88	13.25	16.34	13.94	14.10	13.58	12.84	14.25	19.10	15.20
VIX high per month****	23.76	38.57	17.89	13.66	15.35	19.77	15.59	15.69	14.89	13.92	17.53	21.28	18.87
VIX low per month****	14.90	14.65	12.09	12.28	12.20	13.85	12.74	12.85	12.78	12.14	12.79	16.76	13.13

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. Last month number is preliminary and may be subject to change

***: ETFGI

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

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