

# H12024 INTERIM RESULTS

Presented by:

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19 August 2024 London Stock Exchange symbol: PLUS

# **AGENDA**



**OVERVIEW** 



OPERATING REVIEW



**TECHNOLOGY** 



FINANCIAL OVERVIEW



**SUMMARY** & OUTLOOK



Plus 500 IT'S TRADING WITH A PLUS

## H1 2024 - CONTINUED STRONG PERFORMANCE

## H1 2024 KEY TAKEAWAYS



Delivering across all strategic initiatives



Best-in-class technology driving future growth



Strong financial and operational performance



Enhanced shareholder returns



**Extremely robust** financial position

## PLUS500 VISION

#### **ENABLE TRUSTED AND INTUITIVE ACCESS TO FINANCIAL OPPORTUNITIES**

Driven by continued investment to scale up our technology



ACROSS FINANCIAL
INSTRUMENTS
by broadening product range

ACROSS COUNTRIES
through global scale with
localised services

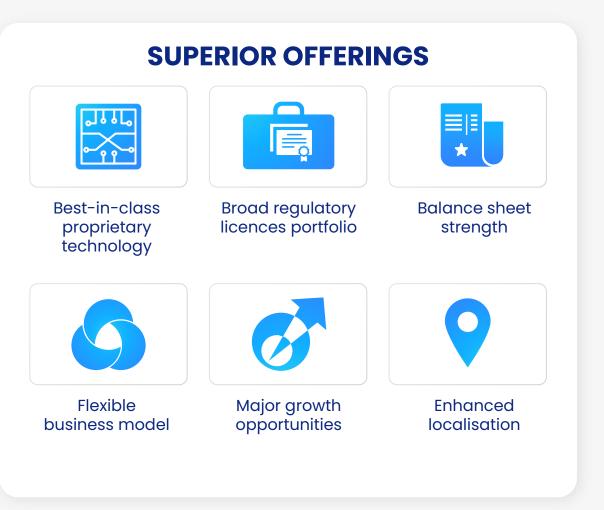
ACROSS DEVICES through best-in-class technology

A global multi-asset fintech group supported by continued organic investments and targeted acquisitions

## PLUS500'S COMPETITIVE ADVANTAGES AND DIFFERENTIATORS

#### PLUS500'S GLOBAL SCALE WITH LOCAL OFFERINGS IS ENABLED BY ITS COMPETITIVE ADVANTAGES





## H1 2024 - CONTINUED STRATEGIC, OPERATIONAL & FINANCIAL PROGRESS

#### **GROWTH ACROSS KEY FINANCIAL AND OPERATIONAL METRICS**

# STRONG FINANCIAL PERFORMANCE



\$398.2M

Revenue

(H1 2023: \$368.5m)

46%

**EBITDA Margin** 

(HI 2023: 47%)

\$183.9M

EBITDA<sup>1</sup>

(H1 2023: \$174.1m)

\$148.8M

**Net Profit** 

(H1 2023: \$146.5m)

# FOCUS ON HIGHER VALUE CUSTOMERS



c.\$8,400

Average deposit per Active Customer

(H1 2023: c.\$6,450)

\$1,489

AUAC<sup>3</sup>

(HI 2023: \$1,490)

\$2,264

ARPU<sup>2</sup>

(H1 2023: \$2,097)

175,909

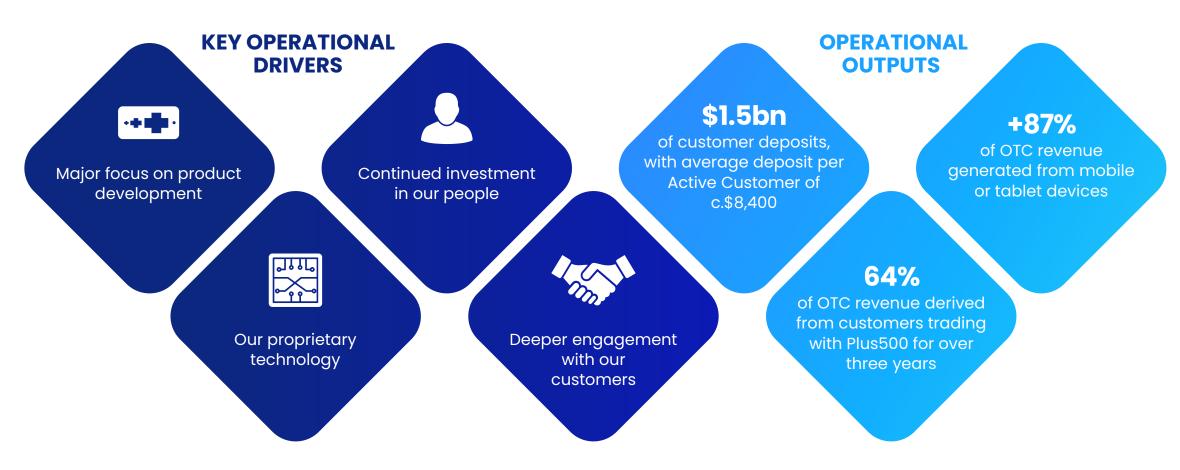
Active Customers<sup>4</sup>

(HI 2023: 175,762)



## FOCUSED APPROACH LEADING TO STRONG OPERATIONAL OUTCOMES

# PROVEN ABILITY TO ATTRACT, RETAIN AND DEEPEN RELATIONSHIPS WITH HIGHER VALUE CUSTOMERS TO DRIVE GROWTH AND FOSTER COMPOUNDING VALUE CREATION



## 11 YEARS SINCE IPO - ESTABLISHED TRACK RECORD

# SINCE ITS IPO IN 2013, PLUS 500 HAS GENERATED SIGNIFICANT RETURNS FOR ITS SHAREHOLDERS



\$3.4BN
Cash from operations

\$2.7BN

Accumulated net profit

\$2.3BN
In shareholder returns

THE BEST PERFORMING FTSE ALL-SHARE COMPANY ON A TOTAL RETURNS BASIS\*





## **ESG** AT THE HEART OF OUR BUSINESS

#### **REMAINING FOCUSED ON OUR KEY ESG PRIORITIES**

#### **Environment**

- \* TCFD1 report embedded as part of the Annual Report
- \* New green building HQ office
- + Adoption of Environmental Policy including Carbon negative target by 2030
- + Targeting more efficient data centre and server energy usage



#### People

- + Training, learning and career development opportunities
- + Commitment to equal opportunities and diversity including enhanced focus on gender diversification across the Group
- + Continued focus on employees' welfare and well-being

#### Governance

- + Highly skilled, balanced, experienced and diverse Board
- + Professor Jacob A. Frenkel as Chairman of the Board
- + Ongoing engagement with shareholders

#### **Customers**

- \* Free unlimited demo account
- + Customer care and protection remains a key priority
- + Diverse range of educational tools
- + Launched a new Client portal "Plus500 Cosmos" for US B2B customers



#### **Communities**

- + Charitable donations:
  - Monetary
  - + In-kind
  - + Donations committee with oversight of all activities
- + Employee volunteering activities worldwide









Plus 500 IT'S TRADING WITH A PLUS

## H1 2024 - CONTINUED DELIVERY AGAINST STRATEGIC OBJECTIVES

# UNDERPINNED BY MARKET-LEADING TECHNOLOGY, DIVERSIFIED REVENUE STREAMS AND CONTINUED ABILITY TO ATTRACT AND RETAIN HIGHER VALUE CUSTOMERS



A global multi-asset fintech group with market-leading proprietary technology



Well positioned for success in the substantial US futures market



Product offering expansion and deeper customer engagement



On-going organic investments and bolt-on acquisitions

## THE PLUS500 OF TODAY

### A MARKET-LEADING, DIVERSIFIED GLOBAL MULTI-ASSET FINTECH GROUP

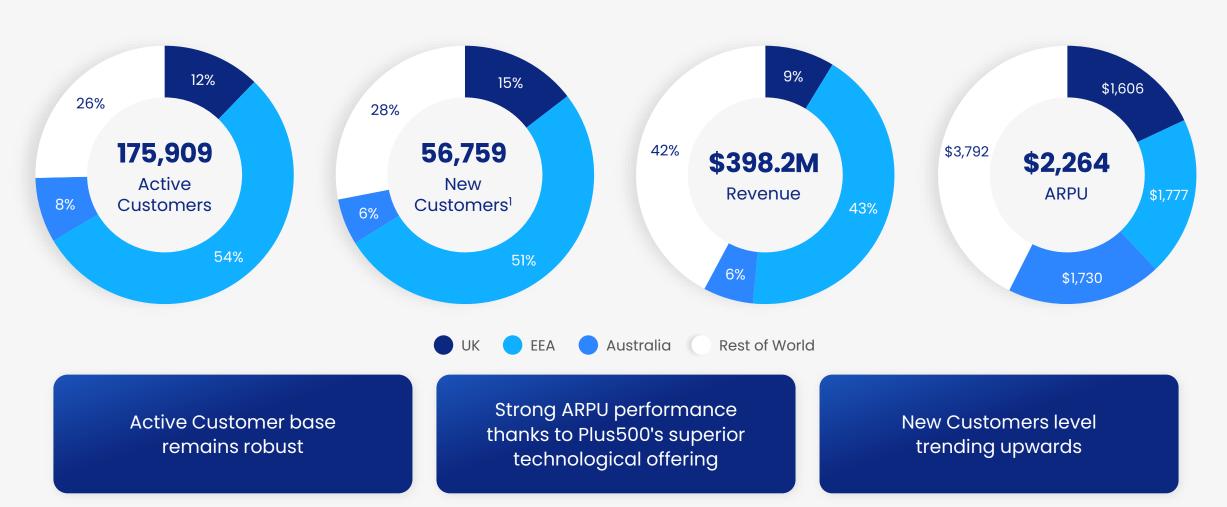


Global Multi-Asset Fintech Group



## H1 2024 KPIs BY REGION

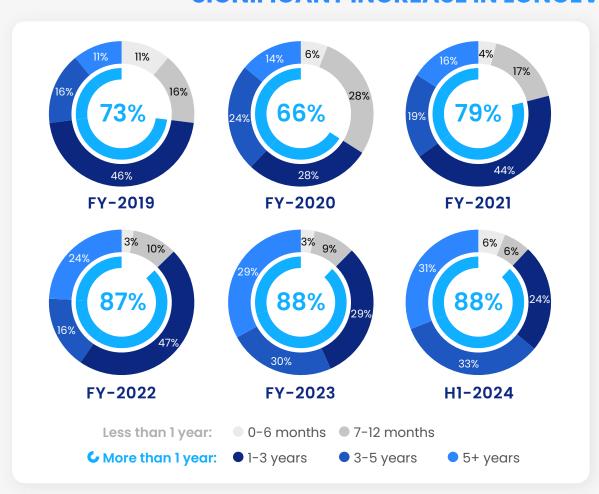
#### **OUTSTANDING PERFORMANCE ACROSS GEOGRAPHIES**

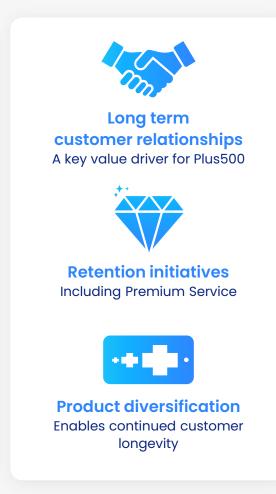


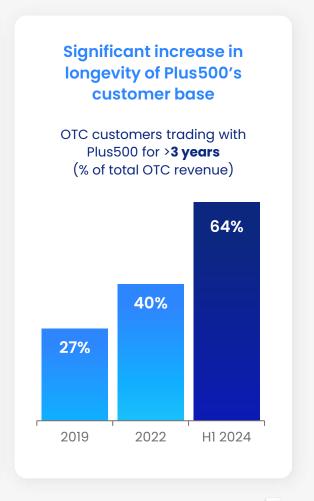


## PLUS500'S LONG TERM CUSTOMER LOYALTY AND RELATIONSHIPS

# OTC REVENUE SPLIT BY CUSTOMER TENURE SIGNIFICANT INCREASE IN LONGEVITY OF PLUS500'S CUSTOMER BASE







## THE US GROWTH OPPORTUNITY



### STRONG PERFORMANCES ACROSS BOTH INSTITUTIONAL AND RETAIL BUSINESSES IN THE US FUTURES MARKET

#### **B2B (INSTITUTIONAL)** OFFERING

### **Execution and Clearing**

- + Significant growth in segregated client funds, with approximately \$300m as of 30 June 2024
- + Launch of 'Plus500 Cosmos', an innovative customer portal for IBs
- + Brokerage-execution and clearing services for institutional clients
- + Secured clearing membership of **Eurex Clearing AG**

#### **B2C (RETAIL) OFFERING**

#### 'Plus500 Futures'

- + Trading platform gaining strong traction with customers since launch in H2 2023
- + Fully holistic, technology-based platform
- + 'Omni-set solution' available for the first time for US futures retail customers
- + Fully supported by Plus500's proprietary technologies
- + Brand partnership with the NBA Chicago Bulls



differentiated technological capabilities

## DELIVERING ON LONGER TERM BUSINESS PLAN



#### **WELL POSITIONED FOR SUSTAINED VALUE CREATION**











## PLUS500US - RETAIL - 'PLUS500 FUTURES'



# 'PLUS500 FUTURES' FOR RETAIL CUSTOMERS TRADING FUTURES

#### 'PLUS500 FUTURES'

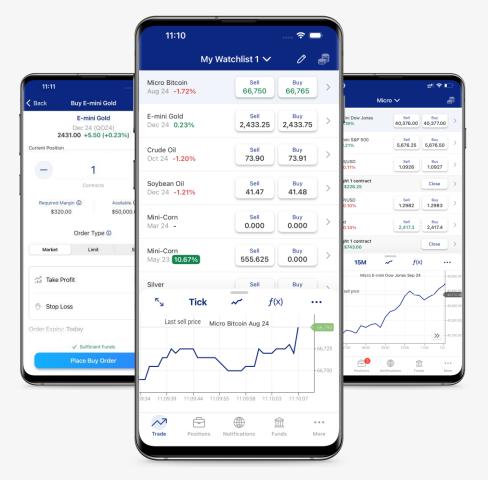


#### **New trading features**

Price alert helping customers stay informed and react promptly to market movements

#### **Trading Opportunities**

New futures contracts have been added, providing customers with increased trading opportunities



## PLUS500 FUTURES MOBILE

Ongoing commitment to delivering innovative solutions

Intuitive platform already gaining excellent traction with customers since launch

Unique 'omni-set solution' allows customers to onboard, deposit and trade through one platform

## PLUS500US - T4 PLATFORM

# THE NEW PLUS500 T4 FOR PROFESSIONAL CUSTOMERS TRADING FUTURES AND OPTIONS ON FUTURES

#### THE NEW T4 PRO LAUNCHED



#### New mobile platform

A redesigned and enriched platform, modern and innovative with high visual access to markets

#### Sharing & technical analysis

Customers can easily share their unique chart layouts with peers, friends, or any trading community

#### **Embedded risk protection**

Embedded auto liquidation risk mitigation to protect customers



The new T4 platform was built around **convenience**, speed and a better trading experience

## T4 FUTURES AND OPTIONS - MOBILE

Transformational release that aligns seamlessly with the Group's brand standards and its goals

From its look and feel and live registration to its pro functionality and trading experience, the T4 Platform is aimed at Pro traders

Represents ongoing commitment to delivering innovative solutions to our customers



## 'PLUS500 COSMOS' - DIGITALISATION OF THE FCM



#### **ALL-IN-ONE PLATFORM FOR INTRODUCING BROKERS**













**Requests Centre** 



IB/Broker Layer



Treasury



Risk Management



# TECHNOLOGY

Plus500 IT'S TRADING WITH A PLUS

## THE BENEFITS OF **DESIGNING OUR OWN PLATFORMS**

#### FOR OUR CUSTOMERS



Agile and efficient **customer journey** 



Enables **stronger retention** with 64% of OTC revenue derived from customers who have been trading with us for **over 3 years** 



Delivers a **highly localised** experience across all platforms

#### FOR OUR GROUP



Platform design allows us to adjust quickly to regulatory changes and product opportunities



Strong system architecture Supports **greater scalability**, which facilitates higher trading volumes



**Optimisation** of our offering in line with customer preferences

## PLUS500'S PROPRIETARY TECHNOLOGY IS OUR KEY ENABLER

#### ON-GOING INVESTMENT IN OUR SAAS BASED TECHNOLOGY TO DRIVE FUTURE GROWTH

Front-End and Back-End

CRM

**Cashier Technology** 

Marketing Technology, AI & Big Data



Systems Architecture

**Automated Verification Technologies** 

**Analysis Tools** 

Risk Management Technology

Plus500 products supported by highly regulated operations

Enables our global multi-asset offering



## AGILE AND EFFICIENT CUSTOMER JOURNEY

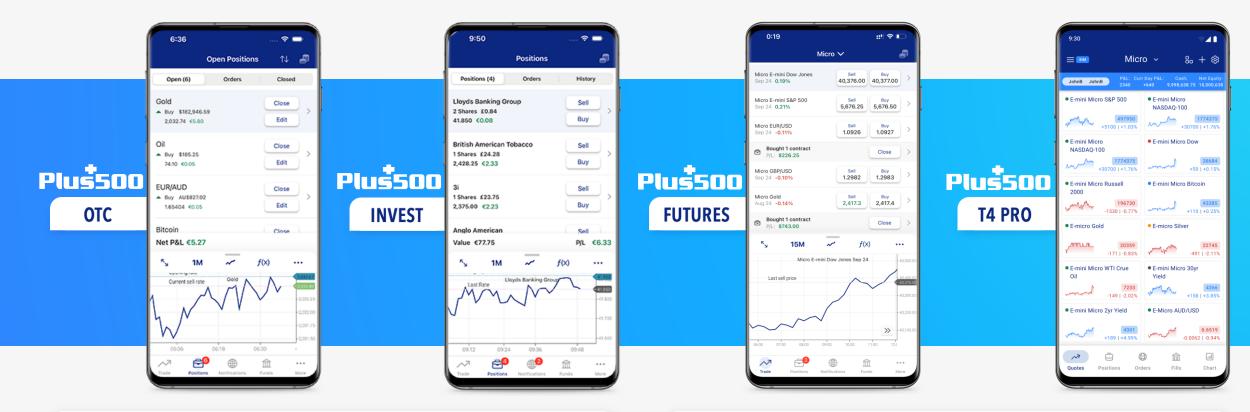
#### SUPPORTING OUR CUSTOMERS AT EVERY STAGE OF THEIR JOURNEY



In-house, tailored technological solutions, equivalent to market-leading SAAS and platform offerings

## **OUR PRODUCT OFFERINGS**

#### A DIVERSE TRADING EXPERIENCE FOR CUSTOMERS



#### SUPPORTED BY **PROPRIETARY TECHNOLOGIES**

CRM, Marketing Machine, Retention Machine, Localisation, Education, Risk Management, Cashier

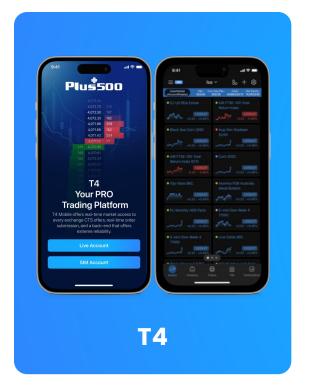
#### TRADING PLATFORMS ACROSS OPERATING SYSTEMS

Webtrader; iOS (Mobile & iPad); Android (Mobile & Tablets)



## PLUS500US - HOLISTIC TECHNOLOGICAL SOLUTIONS

# A VARIETY OF TECHNOLOGICAL SOLUTIONS TO SUPPORT CUSTOMERS TRADING ON FUTURES AND OPTIONS ON FUTURES





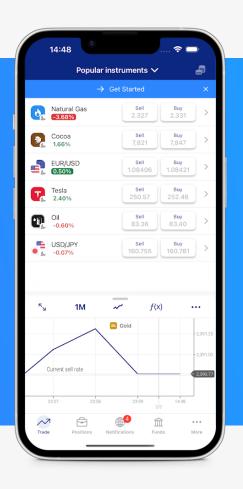




Plus500 had succeeded in positioning itself as a real established market infrastructure provider within the Futures and Options on Futures industry

## LEADING MOBILE OFFERING ACROSS DEVICES

#### AN INTUITIVE AND RELIABLE PRODUCT OFFERING WITH A MOBILE-FIRST APPROACH

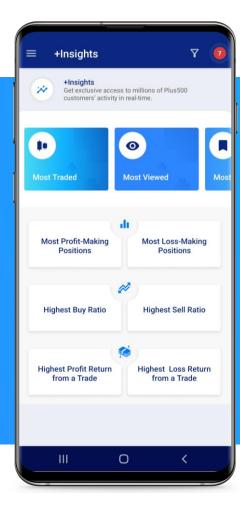


Plus500 continues to lead the way in mobile and tablet interface accessibility +87% of **OTC revenue** generated through mobile and tablet offerings +83% of all customer **OTC trades** took place on mobile or tablet devices



## OUR **CUSTOMER CENTRIC APPROACH**

## FULL SUITE OF EDUCATIONAL TOOLS AVAILABLE 24/7 TO CUSTOMERS



\*+Insights





## **EXPANDED OUR PRODUCT OFFERING IN JAPAN**

#### POWERED BY OUR PROPRIETARY AND HIGHLY LOCALISED TECHNOLOGY

#### LAUNCHED 'KNOCK-OUT' OPTIONS OFFERING





#### **FX-OTC** OFFERING TO JAPANESE RETAIL CUSTOMERS







# FINANCIAL OVERVIEW

Plus 500 IT'S TRADING WITH A PLUS

## H1 2024 - STRONG FINANCIAL PERFORMANCE

#### DRIVING GROWTH AND REINFORCING OUR FINANCIAL POSITION













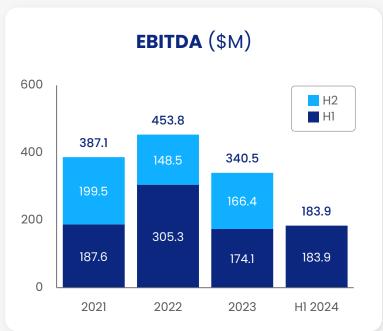
#### H1 2024 - KEY HIGHLIGHTS:

- + Continued delivery across financial metrics
- + Focus on higher value customers and investment in retention technologies continue
- Revenue increased by 8% and EBITDA by 6% year-on-year
- **+ Basic EPS of \$1.90** representing growth of 18% compared to H1 2023
- + Over \$1bn of Group own cash held as of 30 June 2024 for the first time
- + Enhanced shareholder returns totaling \$185.5m including share buybacks and dividends

## FINANCIAL **HIGHLIGHTS**

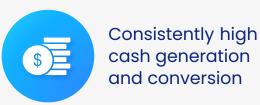
#### **EXCELLENT PERFORMANCE IN H1 2024**

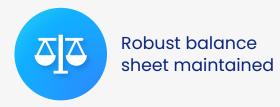














## INCOME **STATEMENT**

## KEY METRICS (\$M)

	H1 2024	H1 2023	% Change
Revenue	398.2	368.5	8%
Selling and marketing expenses	164.2	148.3	11%
Administrative and general expenses	53.8	47.9	12%
EBITDA	183.9	174.1	6%
EBITDA margin	46%	47%	(2%)
Financial income (expenses), net	3.5	2.6	35%
Tax expenses	34.9	28.4	23%
Net Profit	148.8	146.5	2%

H2 2023	% Change
357.7	11%
148.6	10%
45.0	20%
166.4	11%
47%	(2%)
(2.8)	(225%)
36.4	(4%)
124.9	19%

## **COST PROFILE** – HIGHLY DISCIPLINED APPROACH TO COST MANAGEMENT

#### **CONTROL OVER EXPENSES ENABLED BY PLUS500'S FLEXIBLE COST STRUCTURE**

Key Elements of cost base (\$m)	H1 2024	H1 2023	% change	H2 2023	% change
Advertising, technology and marketing investment	84.5	75.2	12%	60.2	40%
Payment processing costs	19.6	21.3	(8%)	18.7	5%
Payroll and related expenses	25.9	23.3	11%	23.4	11%
Variable bonuses	14.1	15.3	(8%)	6.6	114%
Share-based compensation	23.9	14.9	60%	10.8	121%
Data processing costs	8.9	8.5	5%	14.7	(39%)
Professional and regulatory fees	7.8	8.7	(10%)	13.0	(40%)
Depreciation and amortisation	3.7	1.8	106%	2.3	61%
Commissions and fees	22.0	12.4	77%	18.8	17%
Other costs	7.6	14.8	(49%)	25.1	(70%)
Total costs	218.0	196.2	11%	193.6	13%





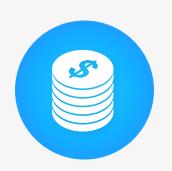


## **BALANCE SHEET**

## EXTREMELY STRONG BALANCE POSITION MAINTAINED IN H1 2024 - KEY LINE ITEMS (\$M)

	30/06/2024	31/12/2023	% Change
Cash and Cash Equivalents	1,007.2	906.7	11%
Other Current Assets	24.7	25.4	(3%)
Total Current Assets	1,031.9	932.1	11%
Non Current Assets	74.1	72.6	2%
Total Assets	1,106.0	1,004.7	10%

	30/06/2024	31/12/2023	% Change
Current Liabilities	382.0	282.2	35%
Non Current Liabilities	22.2	22.7	(2%)
Total Liabilities	404.2	304.9	33%
Equity	701.8	699.8	0%
Total Liabilities and Equity	1,106.0	1,004.7	10%



Plus500 remains debt-free

No debt on balance sheet since inception



Plus500 remains well placed to invest in future growth through organic investments and targeted bolt-on acquisitions

## **CASH FLOW**

## ATTRACTIVE CASH GENERATIVE BUSINESS MODEL - KEY LINE ITEMS (\$M)

OPERATING ACTIVITIES:	H1 2024	H1 2023	% Change
Cash generated from operations	177.5	130.4	36%
Interest received	29.1	22.3	30%
Income tax paid, net	(17.7)	(18.4)	(4%)
Net cash provided by operating activities	188.9	134.3	41%
INVESTING ACTIVITIES:			
Purchase of property, plant and equipment	(4.0)	(1.6)	150%
Net cash used in investing activities	(4.0)	(1.6)	150%
FINANCING ACTIVITIES:			
Payment of principal in respect of lease liabilities	(1.4)	(1.3)	8%
Acquisition of the Company's shares by the Company	(80.7)	(214.1)	(62%)
Net cash used in financing activities	(82.1)	(215.4)	(62%)
Gain (Loss) from exchange differences on cash & cash equivalents	(2.3)	1.5	(253%)
Cash and cash equivalents at end of the period	1,007.2	849.0	19%



Highly cash generative - Operating cash conversion<sup>1</sup> for H1 2024 was 97%

Driven by strong EBITDA performance



Long-term track record of strong shareholder returns. \$74.8m dividends paid in July 2024; \$80.7m utilised for share buybacks in HI 2024



Continued strong cash balances of \$1,007.2m at period end Driven by strong cash generation



## OUR DISCIPLINED APPROACH TO CAPITAL ALLOCATION

#### **SURPLUS CAPITAL OF UP TO \$450M PROVIDES SIGNIFICANT OPTIONALITY**

## REQUIRED REGULATORY CAPITAL AND ADDITIONAL RISK MANAGEMENT CAPITAL

c.\$550M\*

of required capital - covering:



Regulatory Capital



Working Capital



Risk Management & Hedging



Clearing

#### **CURRENT SURPLUS CAPITAL**

UP TO c.\$450M\*

to be invested in:



**Growth Opportunities** 

Through organic investments and by targeting additional bolt-on acquisitions



**Shareholder Returns** 

Through share buybacks and cash dividends

## OUR APPROACH TO **SHAREHOLDER RETURNS**

#### **ESTABLISHED TRACK RECORD OF SIGNIFICANT SHAREHOLDER RETURNS**

#### **Shareholder returns policy:**



of net profits to be returned to shareholders through share buybacks and dividends on a half-yearly basis



Special share buybacks or dividends will also be considered on a half yearly basis



of shareholder returns to be made by way of share buybacks



#### ANNOUNCED TODAY \$185.5M





<sup>\*</sup>Include the shareholder returns of \$185.5m announced today and the \$75.0m dividends announced in February 2024

<sup>\*\*</sup>Numbers presented in bn are rounded



Plus 500 IT'S TRADING WITH A PLUS

## A LONG TRACK RECORD OF **PROFITABLE GROWTH & CASH GENERATION**

#### STRONG OPERATIONAL AND FINANCIAL PERFORMANCE SINCE IPO IN 2013

#### STRONG BALANCE SHEET

Debt-free since inception
100% average annual operating
cash conversion 2013-2024

#### **LEAN OPERATING MODEL**

c.55% average annual<sup>1</sup> EBITDA margin 2013-2024 through flexible and efficient cost structure Since IPO year in 2013, Plus500 has generated

\$3.4bn
Cash from operations

\$2.7bn
Accumulated net profit

#### **GROWING TOPLINE**

18% CAGR<sup>1</sup> revenue growth between 2013 to 2024 driven by growing customer base

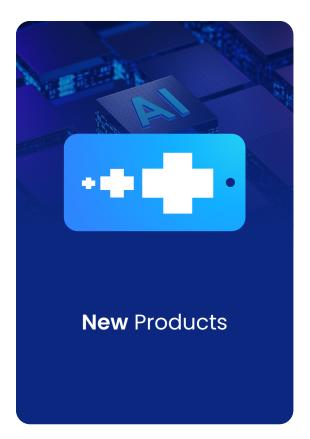
## PROVEN RECORD OF SHAREHOLDER RETURNS

**\$2.3bn returned to shareholders** including \$1.5bn in dividends and \$0.8bn in share buybacks



## **OUR STRATEGIC ROADMAP**

### **KEY GROWTH OPPORTUNITIES OVER THE MEDIUM-TERM**









## PLUS500 INVESTMENT CASE



Established track record of innovation and growth, underpinned by technology edge



Focus on higher-value customers



**Diversification** of products, markets and revenues



**Extremely robust** financial position



Attractive shareholder returns including dividends and share buybacks



Long-term planning underpins our strategic outlook

## OUTLOOK - SEIZING THE ATTRACTIVE GROWTH OPPORTUNITIES AHEAD

#### WELL PLACED TO DELIVER CONTINUED GROWTH AND VALUE CREATION



#### **OUTLOOK**

Plus500 is well positioned to capitalise on both short-term market conditions and the medium to long-term growth trends with a track record of significant progress over recent years

Plus500 remains well positioned to access a range of significant opportunities to grow and diversify its business

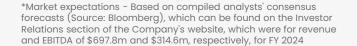


#### **MEDIUM TO LONG-TERM VIEW**

Plus500 will continue to pursue major growth opportunities, through organic investments and by actively targeting bolt-on acquisitions

Over the medium to long-term, Plus500 will invest in its strategic roadmap initiatives, enabled by its class-leading technology, deep customer relationships and robust financial position

#### FY 2024 RESULTS EXPECTED TO BE AHEAD OF CURRENT MARKET EXPECTATIONS\*







**THANK YOU** 



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Real Money
Trade for Real Money



Demo Mode Practice Trading with

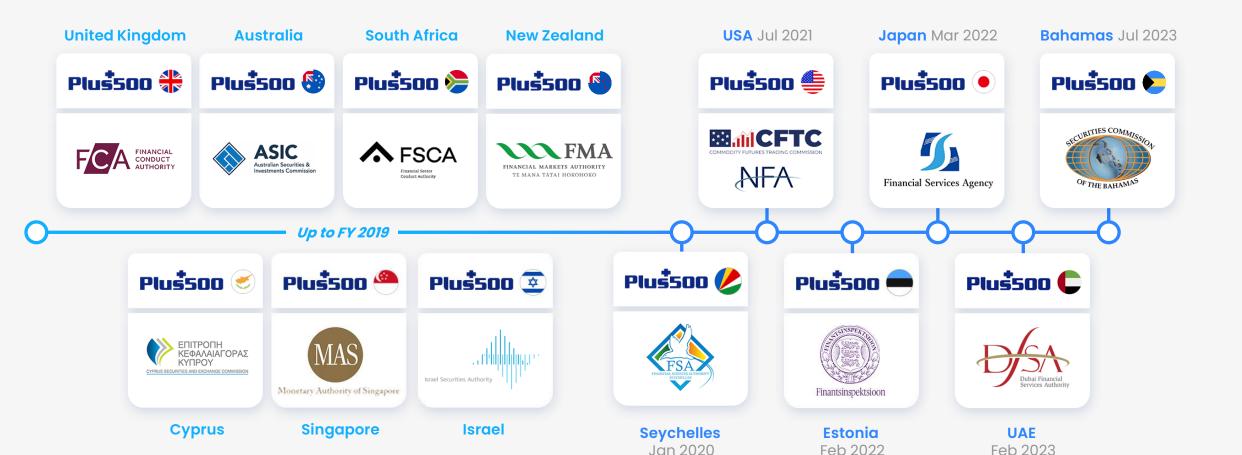


**APPENDIX** 



## PLUS500'S PORTFOLIO OF INTERNATIONAL LICENCES

#### AN INCREASINGLY VALUABLE ASSET



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