

## At a glance

As of September 2021

Scalable Capital is on its way to becoming Europe's leading digital investment platform. The fintech brings people and technology-based investing together with the goal of democratising financial investments.

<b>Service</b>	Online Broker, Digital wealth management, B2B solutions
<b>Authorisation (of the regulated entity)</b>	Investment firm according to §15 WpIG (BaFin permission)*
<b>Foundation</b>	December 2014
<b>Headquarter</b>	Munich
<b>Market presence</b>	Germany and Austria
<b>Employees</b>	> 280
<b>Clients</b>	> 350.000
<b>Founders</b>	Florian Prucker, Erik Podzuweit, Adam French, Prof. Dr. Stefan Mittnik
<b>Executive Board</b>	Florian Prucker (co-CEO), Erik Podzuweit (co-CEO), Martin Krebs (CFO), Dirk Urmoneit (CSO)
<b>Funding</b>	260 million Euros (\$ 320 million) (latest funding round in June 2021)
<b>Assets under Management (AuM)</b>	> 5 billion Euros (\$ 6 billion)
<b>Investors</b>	BlackRock, Tencent, HV Capital, Tengelman Ventures
<b>Depository banks</b>	Baader Bank (Online Broker and Digital wealth management) ING (Digital wealth management)
<b>Memberships</b>	German Association of Independent Wealth Managers (Verband unabhängiger Vermögensverwalter, VuV), European FinTech Association (EFA), Bitkom
<b>Information offers</b>	<a href="#">Events</a> , <a href="#">Webinars</a> , <a href="#">FAQ</a> , <a href="#">Blog</a> , <a href="#">Podcast</a> , <a href="#">Pension calculator</a>

### Social Media



# Online Broker by Scalable Capital

## Business Model

- With its Online Broker, Scalable Capital offers a digital trading platform which gives private investors the opportunity to manage their investments themselves.
- It is possible to choose between a free account with individually charged trades and a flat rate with an unlimited number of trades and savings plans without any order fees. In both models, savings plans on stocks, ETFs and cryptocurrencies via ETPs are free of order fees starting at just 1 Euro savings rate.
- Stocks, ETFs, cryptocurrencies via ETPs, funds and derivatives can be traded for as little as 0.99 Euros per trade or 2.99 Euros per month; with fee-free individual trades for order volumes of 250 Euros or more.
- In addition to the app (iOS and Android), clients can also use the web application for trading and portfolio management.
- The registration process is conducted online and completely paperless. Identification can be done conveniently via POSTIDENT video, online ID function (eID) or at a post office branch.

## The three pricing models

With the **"FREE Broker"**, 0.99 Euros per trade are charged. The custody account management is free of charge and there are no order fees for saving stocks, cryptocurrencies and almost 2,000 ETFs. All ETFs from PRIME partners BlackRock, DWS and Invesco can be traded free of order fees with a trading volume of 250 Euros or more.

With Germany's first trading flat rate, customers can place an unlimited number of trades and savings plans with the **"PRIME Broker"** for 2.99 Euros per month - both on ETFs, stocks and cryptocurrencies.

The **"PRIME Broker flex"** offers the same services with flexible monthly billing for 4.99 Euros per month.

All savings plans on stocks, ETFs and cryptocurrencies can be set up starting from 1 Euro and free of order fees. None of the models incurs custody account fees, issue surcharges or third-party costs. In addition to the fast and low-cost trading platform gettex, trading is also possible via Germany's largest stock exchange Xetra – via both platforms without a minimum order size. For derivatives, the minimum order size is 250 Euros. A fixed fee per trade of 0.99 Euros is charged for orders under 250 Euros on gettex. The trading platform fee on Xetra is 0.01% of the traded volume, with a minimum of 1.50 Euros.

## Value for clients

- Full transparency of the costs with a low-cost flat rate in the "PRIME Broker" and "PRIME Broker flex" model without additional fees.
- Large selection of stocks, ETFs, cryptocurrencies, and funds via the electronic trading platforms gettex of the Munich Stock Exchange or Xetra of the Frankfurt Stock Exchange (More than 375,000 derivatives tradable via gettex).
- Possibility to set up savings plans on stocks, cryptocurrencies and almost 2,000 ETFs permanently without order fees starting from a monthly savings rate of 1 Euro.
- Fast and easy processes in the app and web application which were developed from the ground up.

## Representative client profile

Clients of Scalable Capital's online broker are on average in their mid-30s. Every second client invests in at least one ETF. The average client has three savings plans with an average savings rate per month of more than 450 Euros.

# Digital wealth management by Scalable Capital

## Business model

- Scalable Capital manages personalised, globally diversified ETF portfolios designed to create long-term wealth for its clients. The digital wealth manager selects from over 2,000 ETFs the best and most cost-efficient completely independently for its clients. Depending on the investment objective, financial situation and individual risk tolerance, each client is assigned to one of 23 risk categories, each with a specific risk of loss.
- Clients have access to globally diversified ETF portfolios that are compiled according to strict ESG criteria. In this case, clients can individually select a strategic equity quota in steps of ten percent. For the ESG option, the equity quota can be up to 100 percent; for the ESG with gold option, it can be a maximum of 90 percent. This results in 21 different strategies for the ESG portfolios.
- Alternatively, a specially developed dynamic risk management technology monitors all portfolios on a regular basis and automatically carries out reallocations if there is a potential infringement of the individually defined risk category. In this way, the portfolio risk is kept as stable as possible by flexibly adjusting the weights.
- The registration process is conducted online and completely paperless. Identification can be done conveniently via POSTIDENT video, online ID function (eID) or at a post office branch.
- At any time, the client has access to all portfolio details such as performance, reallocations made or fees incurred, also via app.
- Through a partnership with Raisin, Scalable Capital also offers a range of overnight and fixed-term deposits from all over Europe.

## Fee model

The costs of the investment services consist of the remuneration of the wealth manager Scalable Capital and the transaction fee for securities trading of the depositary bank and add up to 0.75% p.a. The cost of investing in the financial instruments (ETFs) within each client portfolio amounts to 0.15% p.a. No performance fees are charged. There is a minimum investment of 10,000 Euros.

## Value for clients

- Individual and comprehensive wealth management for regular private investors
- Fair and cost-efficient fee structure enables long-term wealth accumulation
- Independent selection of the best ETFs, ongoing screening of the ETF market
- Sustainable investment with ESG-compliant ETFs
- Risk of loss is transparent and as stable as possible over time and dynamic risk management to achieve better risk-adjusted returns

## Representative client profile

Clients of Scalable Capital's digital wealth management are usually around 50 years old and invest an average of around 40,000 Euros.

# The B2B business of Scalable Capital

## Business model

- In addition to services for private investors (B2C), Scalable Capital pursues numerous cooperations with renowned business clients (B2B).
- With its scalable technology platform, Scalable Capital offers wealth management platforms to various companies as part of white label solutions.

Year	Cooperation
07/2020	<b>Barclays</b> , the UK's second-largest bank by total assets and number 18 worldwide (source: <a href="#">S&amp;P</a> ) ( <a href="#">more</a> )
07/2020	<b>Gerd Kommer Capital</b> , the Robo Advisor of the renowned honorary consultant and bestselling author Gerd Kommer ( <a href="#">more</a> )
03/2020	<b>Raiffeisen Bankengruppe Österreich</b> , Austria's largest banking group with 2.8 million customers ( <a href="#">more</a> )
09/2019	<b>Raisin</b> , Europe's leading cross-border savings platform, which has already referred 24.5 billion euros from savers in over 32 countries to more than 95 partner banks from Europe
03/2019	<b>Oskar</b> , the digital wealth management for families, an affiliate of finanzen.net, Germany's market leader among stock exchange and finance portals
12/2018	<b>Targobank</b> , part of the French Crédit Mutuel banking group, one of Germany's leading retail banks with more than 4 million customers
09/2018	<b>Openbank</b> , the digital bank of the Santander Group in Spain, Europe's second-largest bank by customer numbers ( <a href="#">more</a> )
09/2017	<b>ING Deutschland</b> , Germany's third-largest bank with more than 9 million customers ( <a href="#">more</a> )
01/2017	<b>Siemens Private Finance</b> , online wealth management for employees of one of Germany's largest employers ( <a href="#">more</a> )
2015	<b>Baader Bank</b> , acts as custodian bank for Scalable Capital's asset management and Online Broker

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\*Investment services are provided exclusively by the regulated subsidiary, Scalable Capital Vermögensverwaltung GmbH.