Serge Enneman – Manager IR Flow Traders**: Good morning all. On behalf of Flow Traders, I would like to thank you all for joining us today.

This morning we have released our first quarter 2018 trading results. Given the exceptional results and the important changes in our regulatory environment, we wanted to follow up this morning's results with a call. Going forward we will continue to report on an interim basis. So, no calls for first quarter and third quarter results, unless circumstances require further highlighting.

Today, our co-CEO Dennis Dijkstra and our CFO Marcel Jongmans will present prepared remarks, after which our co-CEO Sjoerd Rietberg will also join to answer your questions.


Before we begin, let me draw your attention to the disclaimer on page 2. Please be advised that if you continue to listen to this presentation, you are bound to this disclaimer. Also, please note that the results we will discuss in this presentation are unaudited results.

With these formalities out of the way, I would like to hand over the call to Dennis for his opening remarks.

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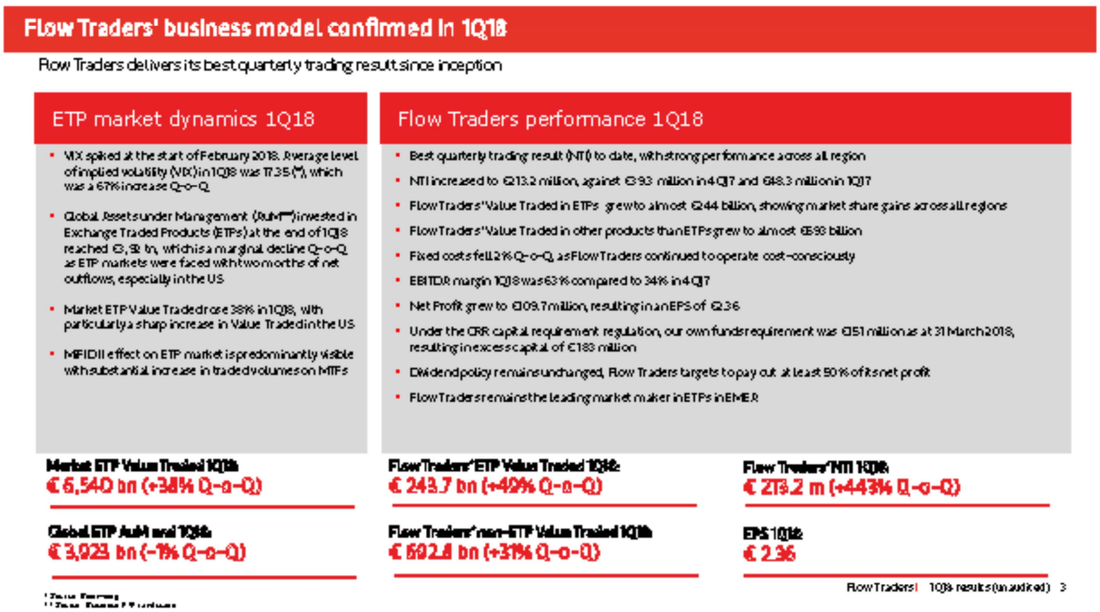



**Dennis Dijkstra – CEO Flow Traders**: Thank you Serge.

As we already mentioned during the 2017 results, Flow Traders has witnessed its strongest quarter ever in the first quarter of 2018.

When looking at the underlying growth dynamics in the ETP market, we saw that in the first quarter of 2018

- volumes traded in the market picked up substantially

- spreads widened somewhat

- the volatility increased substantially

- global ETP AuM growth stabilized, following market movements and

- the impact of MiFID II on the ETP market so far led to an increase of volumes traded on MTFs.

The pickup in market activity led to an improved performance for Flow Traders in all regions, especially in the US. Traded Volumes grew by 49% and the regional outperformances in combination with the widening trend in market spreads, led to a sharp jump in our net trading income. This confirms our business model.

Fixed cost decreased 2% quarter on quarter as Flow Traders continued to operate cost conscious.

Following the IFRS treatment of our employee participation plan, the variable compensation pool was less than 36% of the operational profit. This led to an EBITDA margin of 63% and an EPS of EUR 2.36.

To better highlight the impact of all our trading activities, going forward we will also present our non-ETP Value Traded. This includes all hedging, currency, commodities and futures trading and liquidity-providing activities in other financial products. The trading in these products is of importance for our NTI. The contribution of trading these products is expected to grow in the future as we will further deploy our market making capabilities in FX and other asset classes. In the appendix we have attached an overview of our ETP and non-ETP Value Traded in the last 5 quarters.

On the regulatory front, the impact of CRR and MiFID II is that:

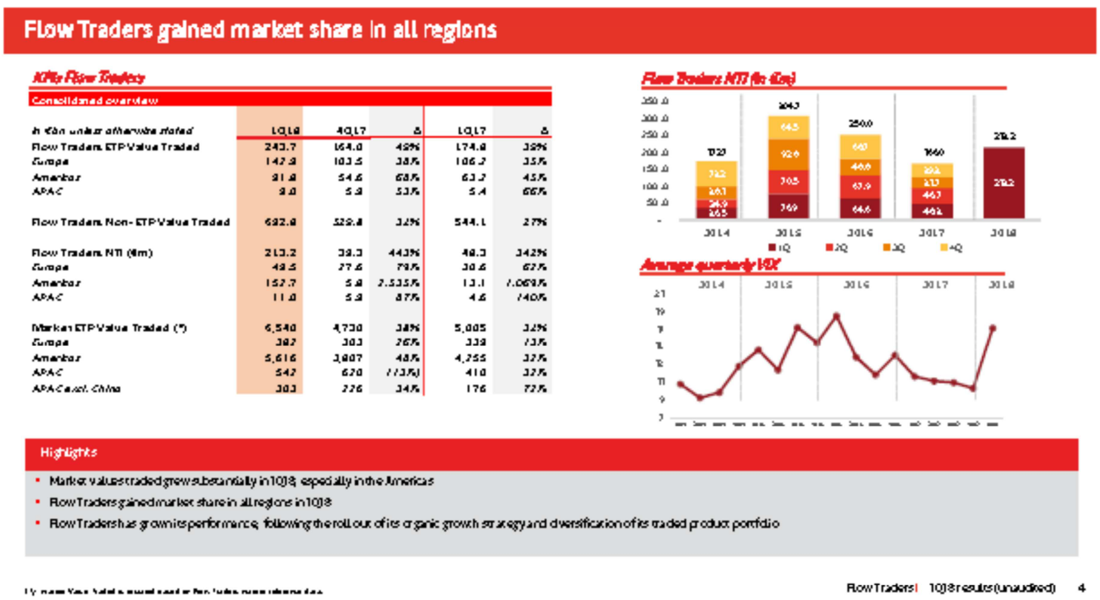
- our Own Funds Requirement as calculated under the standardized method of CRR, is EUR 151 million. This results in an excess capital for Flow Traders of EUR 183 million at the reporting date of 31 March 2018

- Given the excess capital position and our unleveraged balance sheet, we reiterate our dividend policy going forward

- Flow Traders continues to be the largest ETP liquidity provider in EMEA and

- Flow Traders has so far not witnessed a material impact from SIs on volumes traded in the ETP market

Let’s now have a brief look at the KPI developments in the first quarter.




As is shown on this slide, the ETP values traded in the market grew considerably. Values traded in the US even grew sharply.

Flow Traders' trading performance stood out in every region in the first quarter. We gained market share across the globe. Also in the US, which was a bit lagging in the previous quarter.

We also present the non-ETP value traded going forward. This to reflect that our NTI is not only determined by our performance in ETPs. Given that Flow Traders expects to diversify further in the future, and hence the non-ETP part is expected to grow bigger, this means that revenue capture in ETPs as a metric is less meaningful.

This concludes the presentation of the market developments. Now we take a closer look at the financial performance. For this I would like to hand over to our CFO Marcel.

FLOW TRADERS

## Prudent cost management supported the strong performance in 1Q18

| Consolidated (in €m) | 1Q18 | 4Q17 | 1Q18 vs 4Q17 | 1Q17 | 1Q18 vs 1Q17 |
|---|---|---|---|---|---|
| Net Trading Income | 213.2 | 39.3 | 443% | 48.3 | 342% |
| Employee expenses (fixed) | 8.8 | 8.8 | - | 7.7 | 15% |
| Technology expenses | 8.8 | 9.3 | (5%) | 9.2 | (4%) |
| Other expenses | 4.1 | 3.9 | 5% | 3.8 | 7% |
| Fixed operational Expenses | 21.7 | 22.0 | (2%) | 20.8 | 4% |
| Employee expenses (variable) | 57.5 | 4.0 | 1,351% | 9.3 | 518% |
| Total operational expenses | 79.2 | 26.1 | 204% | 30.1 | 163% |
| EBITDA | 133.9 | 13.2 | 913% | 18.2 | 637% |
| Depreciation / Amortisation | 2.0 | 2.0 | | 1.7 | |
| Write-offs tangible assets | - | 0.5 | | - | |
| Results subsidiaries | - | (0.1) | | - | |
| Profit Before Tax | 131.9 | 10.8 | 1,121% | 16.5 | 700% |
| Tax | 22.2 | 2.9 | | 2.9 | |
| Net Profit | 109.7 | 7.9 | 1,282% | 13.6 | 705% |
| EPS (in €) | 2.36 | 0.17 | | 0.29 | |
| EBITDA margin (in %) | 63% | 34% | | 38% | |

**Highlights**

- 1Q18 fixed costs fell 2% Q-o-Q as Flow Traders continued to operate cost-consciously
- FY18 fixed cost growth guidance remains max +15%
- FTE grew to 411 in 1Q18 from 394 end 4Q17
- Variable expenses include the IFRS treatment of the employee participation plan
- Overall Effective Tax Rate was 16.9% in 1Q18

Flow Traders | 1Q18 results (unaudited) 5

**Marcel Jongmans – CFO Flow Traders**: Thank you Dennis and good morning all.

On this slide we present our simplified P&L.

Flow Traders witnessed it strongest quarterly performance ever in the first quarter of 2018. As is shown here, the sharp increase in Net Trading Income was supported by prudent cost management.

Technology costs decreased as Flow Traders continued to operate cost-consciously, resulting in an overall decline in our fixed costs of 2% quarter-on-quarter. Our FTEs continued to grow to 411 end first quarter, from 394 end of 2017. That means that year-on-year our fixed costs have grown by 4%, which is well within the guided limit of 15% annually.

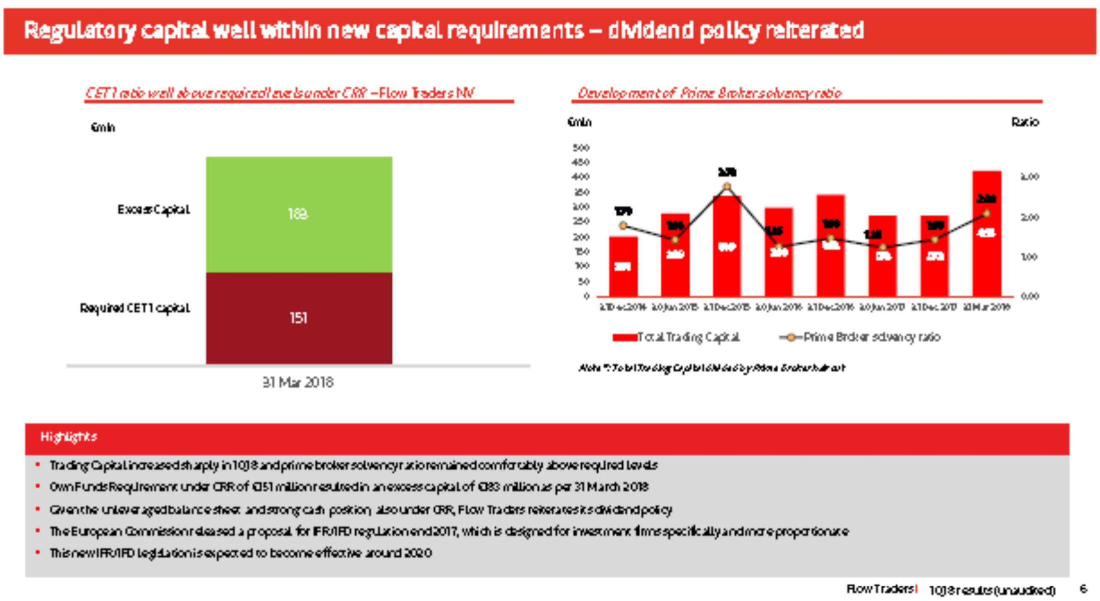
Regarding the variable employee expenses, the treatment of our employee participation plan under IFRS leads to a lower cash amount than the fixed 36% we normally report. We are not allowed to take the amount from the plan as a liability on the balance sheet, which impact the 36% variable employee expenses in the P&L. So, the amount from the plan is considered an off- balance sheet liability, which will flow into the P&L in the coming years when the amount is vested.

As a result we took 15% of the variable expenses off balance in the first quarter for the incentive plan.

The effective tax rate this quarter is 16.9%. All these developments resulted in a Net Profit of EUR 109.7 million or EUR 2.36 per share.

Flow Traders continued to execute on its organic growth strategy, as was continuously highlighted during 2017. The growth initiatives are developing as planned and looking at the performances in the different regions, we see that the investments are paying off. We will continue this growth path where we focus on a balance between efficiency improvement and growth.

Now we turn to the next slide for an update on our capital.




On this slide we show our capital versus the required capital levels, from a regulatory as well as a prime broker perspective. These are both new charts and do not relate to the regulatory ratio overviews we have presented before.

Under CRR, Flow Traders NV Own Funds Requirement was EUR 151 million on the reporting date of 31 March 2018, which in the slide here above is referred to as required core tier 1 capital. This means that Flow Traders has an excess capital of EUR 183 million.

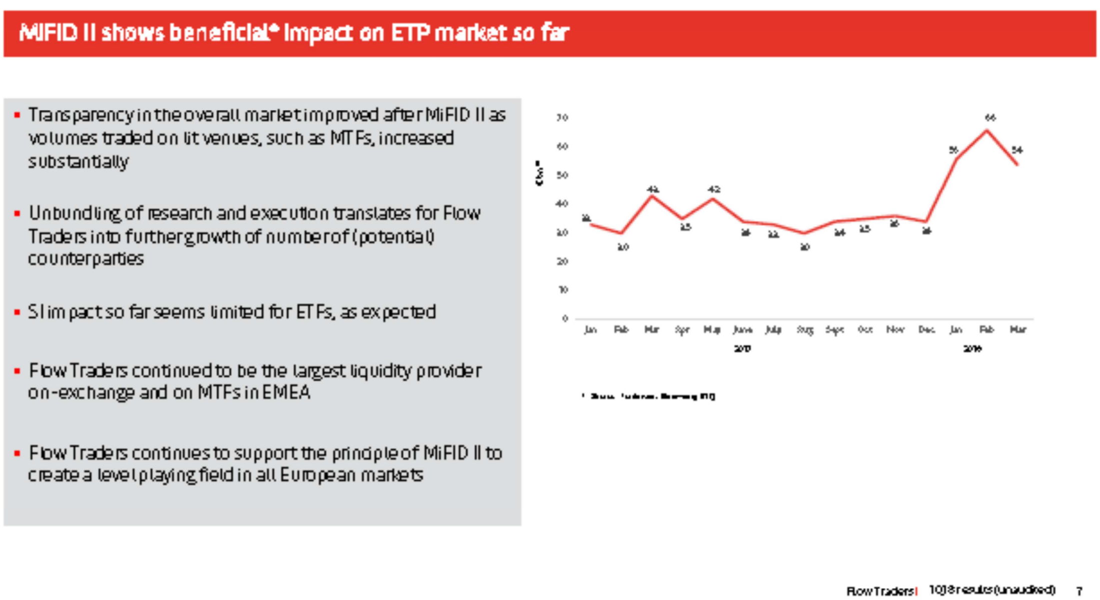
What we know for a fact, is that we comply with the requirement under the standardised method of CRR and that as such, the new capital requirement has no effect on our trading strategy and growth plans. The Own Fund Requirement has been back-tested and remained stable. We want to express our gratitude to our colleagues involved who have worked extremely hard to accomplish this in such a short timeframe.

At the same time, the European Commission released a proposal for a new Investment Firm Regulation, which is designed for investment firms specifically and is perceived as more proportionate. This new legislation is expected to be implemented around 2020.

On the right-hand side, we show the development of our Prime Broker solvency ratio and our total trading capital. This graph continues to show how comfortably we meet the requirements of the Prime Brokers in the first quarter.

Taking all the above into consideration, it means that given our conservative and unleveraged balance sheet and our prudent capital management, our dividend policy is reiterated.

This concludes the financial review. Now I would like to hand back the call to Dennis to highlight the impact of MiFID II in the first quarter.

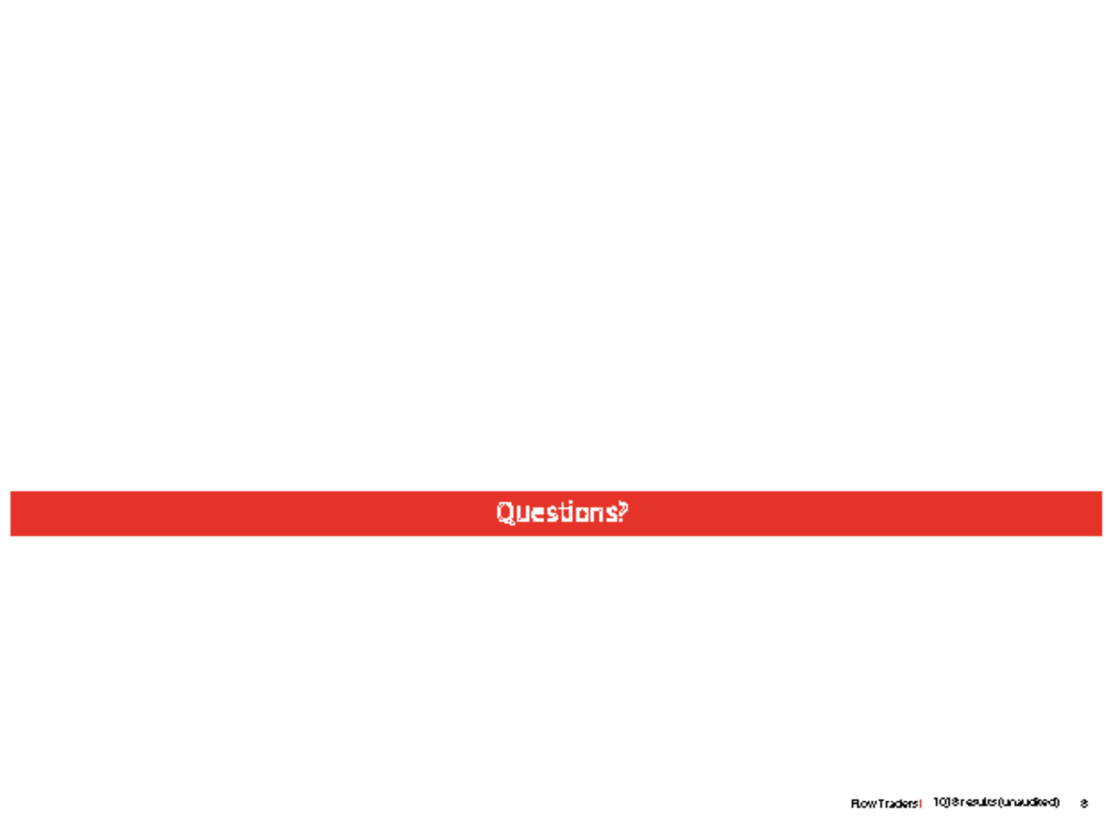



**Dennis Dijkstra – CEO Flow Traders**: Flow Traders was well prepared for MiFID II and the implementation went according to plan. Looking at what MiFID II wanted to achieve, we see that 1. more of a level playing field has been created, 2, transparency and visibility have increased off-exchange as more volumes are being traded on MTFs now, and 3, following the unbundling of research and execution, the focus on best execution and best price discovery has increased, which means that more counterparties seek possibilities for best execution.

All these developments are proving to be beneficial to the ETP market and to Flow Traders so far. The increase in flows traded on MTFs was strong, and Flow Traders continued to be the largest liquidity provider both on-screen as well as on the MTF platforms in EMEA. Flow Traders also grew the number of counterparties, further driven by the unbundling of research and execution. The impact of SIs on the flows traded in the ETP market seems limited so far.

Regarding the implementation of MiFID II we will continue to track the developments pro-actively and support any necessary changes to make sure MiFID II accomplishes its principles.

With this we conclude this call. Now I would like to hand back the call to Serge.




**Serge Enneman – Manager IR Flow Traders**: Thank you Dennis. This concludes our presentation. We would now like to open the floor for any questions you may have. Operator?

- **Ron Heydenrijk – ABN AMRO**

Good morning, all. I have two questions on capital. Could you enlighten us how much capital headroom you still had during the first week of February?

Secondly, have you already done a preliminary analysis on IFR/IFT? How much would that shave off your capital requirements?

**Sjoerd Rietberg – CEO Flow Traders**: Hi Ron, Sjoerd here. I will answer your first question on the capital needed during the more active periods in this quarters. What we have seen, not only in this quarter but also during all trading activities we have, is that since we are trading in and out and are providing continuous liquidity while hedging our positions, our trading capital in itself is not really a constraint for our activities. So, as you are well aware, we intent to not have big positions on our trading books. We tend to provide liquidity and continuously increase the velocity of our trading activities as much as we can. That is also what we have done during the market turmoil in the first two weeks of February.

**Ron Heydenrijk – ABN AMRO**: I am sorry to interrupt you here, but does that go for both the regulatory capital as well as for the prime broker capital?

**Sjoerd Rietberg – CEO Flow Traders**: Yes, from our perspective these developments more or less go hand in hand.

**Marcel Jongmans – CFO Flow Traders**: Ron, good morning. Your second question was about IFD or IFR. We do not think it will be worse than the CRR. In the last few months there has still been a lot of discussion going on about the paper presented but we expect that CRR is really the maximum there if you look into the details of that proposal.

**Ron Heydenrijk – ABN AMRO**: Thank you!

- **Martin Price – Credit Suisse**

Good morning. I have three questions. I was wondering if you could comment on how Q2 is evolving from a Net Trading Income perspective, perhaps in the context of maybe the previous record quarter of Q3, 2015. Are we talking or perhaps lower than that?

Secondly, were there any products that contributed to the exceptionally strong performance in the US in the period? I am talking specifically about the inverse VIX ETPs. I am just trying to rationalise that exceptionally strong performance in the period, just based on volatility trends.

Finally, the ratio of non-ETP value traded versus ETP value traded is perhaps a little bit higher than I might have guessed. Could you provide a little bit more detail on why that is the case?

**Sjoerd Rietberg – CEO Flow Traders**: Thanks Martin, Sjoerd here again. To answer your question on the current NTI, I can only refer to the current market information that is already available. Market activities have been a bit less than we have seen on average in the first quarter, also in terms of the value traded. I think the trends you see in March are more or less continuing in April.

As to your second question, which asset classes contributed to our results, I will comment of course that this is since we are providing liquidity in all asset classes around the globe. It is good to see that all regions show a really healthy performance with both an increase in market share in a market that is also growing in the different regions. At the same time, we see even faster growth in our NTI also in the EMEA and APAC region and of course an exceptional result in the Americas. But it is really based on a strategy by which we are providing liquidity in all different kinds of asset classes and where we are able to capture also those opportunities that pass by and that might lead to the exceptional result that we are able to show today.

Your third question was on the ratio of ETP versus non-ETP. It is important to realise that we have emphasized already in several calls that with every ETP trade we are hedging our exposure, so that explains at least a quarter of the volume we are trading. Furthermore, most of the ETPs we are trading also have a currency component in it. So, that is probably another 15 percent points of the 100% you are looking at. Indeed, we are of course also providing liquidity in for example index futures or even other financial assets that are available in over 104 venues we are connected to. So, it makes sense that we see there is more or maybe even a bigger chunk of the non-ETP value traded than you would expect. This is also the main reason for us to say that we want to make it more visible that we are also diversifying. In fact, this diversification will lead to the situation that a lesser portion of our value traded is actually traded in the ETP segment. For us, it is important to emphasize this. As mentioned, this is also why we somewhat let go the revenue capture in the ETP space because we are focusing more on the total value traded versus our NTI, which of course remains our key metric. We are trying to optimise and maximise our Net Trading Income. I hope this answers your question, Marin.

**Martin Price – Credit Suisse**: That is very helpful. Thank you! Just a quick clarification. Within the US office in Q1 there was no 'outside' benefit from trading any single ETF/ETP products or maybe a small number in ETP products.

**Sjoerd Rietberg – CEO Flow Traders**: As mentioned, we have seen quite some market turmoil, especially in February so it makes sense that in these few weeks the biggest contribution was made to our NTI in this region. We were able to capture all these different opportunities on different kinds of trading desks and different kinds of products as well. I am not going into detail about the exact division of these NTI contributions.

**Martin Price – Credit Suisse**: Understood, thank you! Maybe just a quick follow-up. Could I ask if there was a large gap in your ETP value traded or profitability at trade you were executing in the US off-exchange versus on-exchange in the period? I just want to get a feel for where the demand and liquidity was.

**Sjoerd Rietberg – CEO Flow Traders**: In general, there was not really a big gap between the transactions, no.

**Martin Price – Credit Suisse**: Great. Thank you very much!

- **Michael Roeg – Degroof Petercam**

Good morning, gentlemen. I have a couple of questions on the Americas and one on the non-ETP value traded. First on the Americas. You gained market share, but did you gain market share generally because your pricing strategy outperformed that of your peers or was there a large inflow of new clients in for instance in the off-exchange segment where you penetrated last year?

Then secondly on the Americas, what explains the exceptionally strong revenue capture? Could you give a little bit of feeling for what happened during the first weeks of February?

My final question is on the non-ETP value traded, which is, just as my colleague mentioned, a bit larger than I had imagined. Is it already contributing to NTI in Q1?

**Sjoerd Rietberg – CEO Flow Traders**: On your first question on market share and why we actually gained market share in the US, this of course has to do with several investments we have made in people and in making sure that the whole organisation is ready to capture market opportunities when they arise. It for sure also has to do with investments in technology and pricing and actually, this enabled us to both increase the value traded and also gain market share in the on-exchange and off-exchange trades we do in the Americas. I hope that answers your first question.

Regarding your second question I refer to the answer I already gave. We have seen quite some market turmoil in these first weeks of February but in January, too. In the first quarter there was quite an increase in market activity and we actually see an increase of value traded of EUR 1.800 billion in the Americas, which is of courser a massive increase in these already massive markets. We have been able to capitalise on that with our US operations. Indeed, we have been able to also crease exceptional results there and we are aware of that as well. At the same time, I want to re-emphasize that also in the other regions we have seen growth of around 80% in our Net Trading Income and we have been able to increase our market shares as well. So, all these regions have been able to contribute to the results we have been able to present today.

Then regarding your question on non-ETP value traded: as mentioned, we are already a registered liquidity provider for a lot of index futures and for other financial products around the globe, so these products already have contributed for years to the NTI we are delivering. At the same time, we also have the currency initiatives and we are able to internalise the benefits from the internalisation from these currency initiatives. We are also able to not only benefit from cost savings in that sense or the reduction of hedging transactions, but we are also able to benefit and to extract NTI in the order of magnitude of several millions in this quarter from this liquidity providing in currencies.

**Michael Roeg – Degroof Petercam**: Okay, then I have some follow-ups on your answers. Regarding the US off-exchange, in Q4 there was slightly slower growth there, but did you see an acceleration in Q1 amidst these turbulent market conditions of new counterparties and counterparties that already signed and that all of a sudden wanted to trade much more with you than in the previous quarters? Was there a clear improvement compared to the sluggish Q4?

**Dennis Dijkstra – CEO Flow Traders**: Commenting on the off-screen part: we continuously add new counterparties and, as you can image, the US is a big market so there are a lot of counterparties to connect to. It takes some time to do the paperwork and the complete on-boarding, but we continuously add new counterparties. Counterparties that trade are normally in line with the on-screen value traded. When the on-screen value traded goes up, the off-screen value traded goes up almost hand in hand. By the way, the same goes for Europe or other regions.

**Michael Roeg – Degroof Petercam**: Okay. Then again, I understand that revenue capture does not say all of it nowadays because there is also a lot of non-ETP value traded, but still looking at the revenue capture of the Americas we see it was phenomenally strong. Assuming that it was even stronger during February compared to January and March I am still very curious to understand what happened in the market. Pricing must have been exuberant during those weeks; have you seen something like that before in other events, like Brexit or the US elections or even further back maybe?

**Sjoerd Rietberg – CEO Flow Traders**: That is an interesting question. Of course, we have seen interesting market circumstances as well. First of all, I already mentioned the difference in the value traded and the massive growth in the value traded in the ETP space in the first quarter. It might also be interesting to check the difference in realised volatility and the different indices between the American region and the European region. You will find that US markets posted a far bigger realised volatility level than the European or even the Asian regions. So, this can also partially explain why we see this difference between the regions. So, why the Americas can benefit even more from the movement we have seen.

To your question whether we have seen these kinds of movements in other time periods: the interesting part this quarter was that we have seen quite a bit of market movement in a relatively short period of time. Maybe we are talking about two weeks in February when we saw markets move with several percentage points on a trading day. For example, in the third quarter in 2015 we have seen a quarter in which a lot of geopolitical and also financial turmoil led to a very active quarter in terms of market activity. If you look at 2011 you see a bit of the same is true and if you go even further back to 2008 we have seen several months of market volatility where we posted very strong and very solid results. So, we have been able to capture a decent part of the pie in a relative short period of time in this first quarter.

**Michael Roeg – Degroof Petercam**: Okay. Then my final follow-up and then somebody else will have his turn. My question is about the split between the ETP value traded and the non-ETP value traded. Non-ETP value traded is already contributing to NTI. Would you say that the majority of your NTI is still ETP value traded, say 75% or 80% is ETP NTI and the remainder is non-ETP? Is it already that significant?

**Sjoerd Rietberg – CEO Flow Traders**: It is hard for me to give an exact split in terms of exact percentages, but I can say it is still the majority of our trading activity, which is related to ETP trading. As you know, if we trade ETP there is a hedge adjoint with it, there is currency trading adjoint with it, so it is a bit harder to really assign parts of our NTI to very specific parts of our trading, especially given the initiatives we have on the currency trading, where we internalise part of our hedging flow as well. Again, that is also the reason why we want to show our total value traded, because from that perspective it is complete figure.

**Michael Roeg – Degroof Petercam**: That is clear. Thank you!

- **Michael Werner – UBS**

I just have a couple of questions. We saw a quite good cost control in terms of year-on-year cost progression: in Q1 4% growth. How should we think about the guidance for the full year cost growth for 2018? Are there any changes there?

Going back to the capital disclosure that you have provided today – thank you for that – is there any reason to think that the period-end capital requirement is any different than for example the average capital requirement throughout the quarter?

**Marcel Jongmans – CFO Flow Traders**: About cost control and the guidance we have given over the last few months: we still keep the guidance of 50% maximum for 2018 and the years beyond, so we will not change our guidance after this quarter.

**Michael Werner – UBS**: Just a quick follow-up on that actually. Was there anything in the quarter that was unusual? We saw pretty good expense growth and a bit of a deceleration in Q1; is there anything from a timing perspective, a roll-out perspective or an investment perspective that we should consider?

**Marcel Jongmans – CFO Flow Traders**: In the remainder of the year there can still come some investments from a technology point of view. On the other hand, what we have seen in the text and what we have explicitly mentioned in the text is that our technology costs are down this quarter. That means that we are not investing a lot in tech anymore. The majority of our tech costs consist of people. Over the last few years you have seen that we have grown a lot in FTE and the majority of that growth was in tech people. That is not to say we are not going higher anymore but we are at quite a good level of tech people in our firm now. On the other hand, speed and data communication lines have become a commodity. A lot of the costs we made in the past were related to that item and we do not see a lot of large increases in that item in our P&L anymore.

**Michael Werner – UBS**: Thank you.

**Marcel Jongmans – CFO Flow Traders**: Then on the capital numbers. It is not that we have tweaked the numbers at the end of the quarter to a lower level. On average, across the quarter, we still see quite stable numbers there. So, it is not that we have changed our book at the end of the quarter to come to very good numbers. It has been quite stable across the quarter.

**Michael Werner – UBS**: Thank you. Then just one follow-up, if you do not mind. In the press release you noted how the activity for the company was concentrated, at least more concentrated this past quarter than the previous record quarter in Q3, 2015. Is there any guidance that you can give us as to how much of either the activity or your revenue-generating capacity was concentrated in one of those two weeks in the beginning of February?

**Sjoerd Rietberg – CEO Flow Traders**: Hi Michael, Sjoerd here. It is hard to really pinpoint but, as you already mentioned, in the beginning of February we have seen most of the concentration of trading activity. It is more or less a two-week period where we have seen quite some market volatility and indeed, as already mentioned, we also see it in the differences between the realised volatility for the European and the American markets. We have also seen it in the realised volatility in the US, which was really quite higher than in the European markets. With that, indeed, we have seen some exceptional opportunities in the US markets we have been able to grab in this two-weeks' period, where we have been able to materialise our NTI upon.

**Michael Werner – UBS**: Thank you.

- **Greg Simpson – Exane BNP Paribas**

Good morning, just two questions from my side. The first would be on the dividend policy. You have re-iterated the guidance for the pay-out of 50% and you are going to make a high level of profit this year. So, I am just wondering how you are thinking about using these profits at this stage between your returning to shareholders, or maybe in M&A or other investments.

Secondly, there were some recent comments from a large US investment bank about wanting to increase their market share or presence in the European ETF market-making. Could you maybe share some thoughts around this? What have you actually seen in the market in Europe post MiFID 2, have you been gaining share from the investment banks?

**Marcel Jongmans – CFO Flow Traders**: Regarding the dividend policy, we are not going to disclose what we are going to do with the distribution of our profits at this moment. During the call we have re-iterated that we stick to our dividend policy where we pay out at least 50%. In what way we are going to pay that out we will not disclose during this call.

**Dennis Dijkstra – CEO Flow Traders**: Coming back to your second question about the interest of some undisclosed US investment bank. I think it is a confirmation of the size of the market and also the growth of the market going forward. We foster competition, so that is positive. As said, the barriers to entry remain very high probably they are only going up and again, this is covering all products having the scale, being independent. We think it is a positive statement.

How you gain market share is difficult to assess. We have gained market share on- and off-screen and also continue to onboard counterparts, each with the help of the unbundling of research and best executions. Also there, we continue to onboard new counterparties, even here in Europe. So, that is positive.

**Greg Simpson – Exane BNP Paribas**: Thank you.

- **Rosine van Velzen – ING**

Hi, my first question is on the revenue capture. I understand you want to move away from revenue capture but if you calculate it for Europe compared to the US for example, you see a big gap. You have highlighted already that volatility was different there but also the exceptional circumstances of course. My question is on the European revenue capture. Is this more or less an average revenue capture for the given level of volatility, as there have been less exceptional circumstances in Europe?

Secondly, on the capital requirements. Could you split these into a more fixed component versus a variable component, which relates more to your trading positions?

**Sjoerd Rietberg – CEO Flow Traders**: To answer your first question on revenue capture in Europe: in general, with a bit more active market and increased market volatility we see revenue capture increase a little bit. At the same time, revenue capture also depends on the product mix we are actually trading. This explains the move of our revenue capture over the different regions. Right now, you see an increase as well in the European region and this is mainly driven by these two factors, where market activity and market volatility probably also play an important role.

**Dennis Dijkstra – CEO Flow Traders**: Let me go back to your second question about the capital. Most parts of the capital required have to deal how your book is positioned and how you are hedged. Over 90% has to deal with the positions so there is not a big part that you could consider fixed, because it all has to do with how you have hedged your book. I must say that CRR is quite reasonable with fully-hedged books.

**Rosine van Velzen – ING**: Thank you!

- **Syed Anil Akbar – Kempen & Co**

I have a question on the fact that you just guided for that revenue capture is not very relevant, especially since the large portion of your trading also consists of non-ETP items. But how should we look at the elasticity of your top line going forward, given certain exceptional circumstances. For one thing, in certain areas it is way higher as you can see – the Americas – especially given the exceptional circumstances over there versus Europe. But you also see that, given a period of very high volatility, there is exceptionally higher elasticity of you model on the upside than on the downside. Could you guide a little bit about the elasticity of that?

**Sjoerd Rietberg – CEO Flow Traders**: First of all, I think it is important to mention that the revenue capture for the ETP part is less relevant, so it is not not relevant anymore, but it is less relevant than the diversification and further importance of providing liquidity in other asset classes. At the same time, we will aim to provide more insight in our total value traded and less in our ETP value traded, so make sure that also on a region-basis we provide insight in these total values traded. That enables you to calculate the revenue capture on a per-region basis over the total value traded and that might give you a better metric for our total activities.

Regarding your question on elasticity of the revenue capture in the Americas in this quarter, I understand what you are saying but at the same time you can also look at the European or the APAC regions and see what is happening there. Given the fact that in the Americas both the realised volatility is so much higher than in the other regions and that at the same time also the growth in value traded has increased so much, you could use these to create some insights in what the underlying market is doing. From our perspective, it is really hard to give a kind of insight in what a normalised level could be or would be compared to market activity defined as a relation between volume traded and volatility. It is really hard to give that insight as well.

**Syed Anil Akbar – Kempen & Co**: Thank you very much.

- **Adedapo Oguntade – Morgan Stanley**

Good morning. I just have a few questions. Going back to revenue capture, clearly the VIX has declined post the increase in February and then again a decline in March. Could you just comment on what you are seeing with respect to your revenue capture in March? Has there been a decline, especially in the Americas, versus February? Maybe if you could also give some comments on what you are seeing now versus the Q4 levels as well, just to get an idea if there has been any normalisation in your revenue capture? Maybe the same question for the other regions as well?

**Sjoerd Rietberg – CEO Flow Traders**: It is hard to give an exact insight in how the revenue capture moved over the different months. We also do not intend to give this, but I think it makes sense or it is fair to say that in March revenue capture in the US has been a bit lower than in the more active weeks of February, so over the month of February in general. That is all I can say about it right now.

**Adedapo Oguntade – Morgan Stanley**: If you compare it to Q4 levels what would be your call on that?

**Sjoerd Rietberg – CEO Flow Traders**: What do you mean?

**Adedapo Oguntade – Morgan Stanley**: If you compare the revenue capture in the Americas in March or what you are seeing right now to the Q4, 2017 levels, it is coming closer to those levels or is it still significantly above Q4, 2017?

**Sjoerd Rietberg – CEO Flow Traders**: It is probably coming closer to these levels.

**Adedapo Oguntade – Morgan Stanley**: Okay. And does that also apply to Europe and Asia?

**Sjoerd Rietberg – CEO Flow Traders**: To be honest, I do not have these numbers at hand here, but I guess you can also more or less derive that based upon the previous analyst presentations.

**Adedapo Oguntade – Morgan Stanley**: Fine. And then just going on to my next question: in terms of your non-ETP value traded, could you be more specific on the percentage of total NTI that came from non-ETP products in Q1? Could you give a range? Is it between 5% and 10%, or 10% and 15%? A range would be quite helpful.

I think you also said that going forward you would provide these splits by region. Maybe you could just confirm that. Then also in view of your diversification drive, what percentage of group NTI do you expect to come from non-ETPs by the end of the year? What is your internal expectation?

**Sjoerd Rietberg – CEO Flow Traders**: Thank you. A lot of questions! First of all, on the split of NTI. It is hard to give an exact split there. It is still the majority of trading, which is assigned to the ETP trading. What you see roughly, is that a quarter of our total value traded is traded from ETPs. More or less the same size of these ETPs will be hedged with the underlying. Roughly 60% to 70% of the ETPs also has a currency component. You can then deduct that roughly two thirds of our value traded is directly related to ETP liquidity providing. I cannot give you an exact insight in the NTI-split of these, but I can confirm that we will provide on a regional basis the total value traded per the next presentation of the figures. In that sense it is okay, but at the same time it is hard for us to give a kind of a guidance on what this split will be of NTI by the end of the year. I will not provide you with any numbers there because I cannot provide them.

**Adedapo Oguntade – Morgan Stanley**: Thank you. One last question. Given MiFID 2, we are clearly seeing an increase in market share in Europe. Just looking at your product mix in Europe, the largest portion will be equities. What percentage of that product mix is still equities versus other products? Do you see any significant change there?

**Sjoerd Rietberg – CEO Flow Traders**: We have always mentioned, and I think it is still true, that we are providing liquidity in virtually all these different ETPs and all different kinds of asset classes, so the division we see in how the assets under management are divided is also more or less our trading activity. That also gives a bit of a hint of what the distribution of our NTI is but at the same time the potential revenue capture might be a bit higher. You can imagine that the revenue capture for emerging markets high-yield bonds can be a bit higher than for Blue-Chip equity index ETFs. We are trying to provide liquidity in all these different asset classes. We want to be present everywhere. That gives a good indication of how our value traded is divided. Then combined with the spreads in the different asset classes, this leads more or less to our NTI.

**Adedapo Oguntade – Morgan Stanley**: Thank you.

- **Ron Heydenrijk – ABN AMRO**

Thank you. Most of the questions have been asked but I would like to get one final confirmation. You said that you were going to report the non-ETF flows by region from next quarter onwards, from the half-year numbers. Could I maybe ask to disclose the history slightly earlier than that, just that we have that in our numbers when the results hit? That would be quite handy, I think.

Secondly, thank you for the further clarification on the ETP-related NTI, so two thirds of all trading at least are ETP related and not necessarily NTI-related. It would be quite handy if we would have the other one third also split out and then have that in the NTI, just for us as the investor and analyst community.

**Sjoerd Rietberg – CEO Flow Traders**: Let me at least make you happy with one point: we will make sure that you will receive some history on non-ETP value traded. We will try to provide at least for one year, so backdated to 2017.

The second part is a bit more complicated. It is harder for us to exactly provide this and it is also not our intention to provide it, also because the product mix itself also has an impact on how the NTI is exactly distributed around the assets. So, you can imagine that if you are trading an ETF with underlying equities and in conjunction with currency trading which you are internally hedging, it has some impact as well on how you present your NTI and even on how you present your value traded. So, for us it is also hard to extract on a per-asset class basis or even on a per-trade basis what we exactly make on it. We will make sure that you will get the total overview, including the total NTI but the distribution of this NTI is not going to be provided soon.

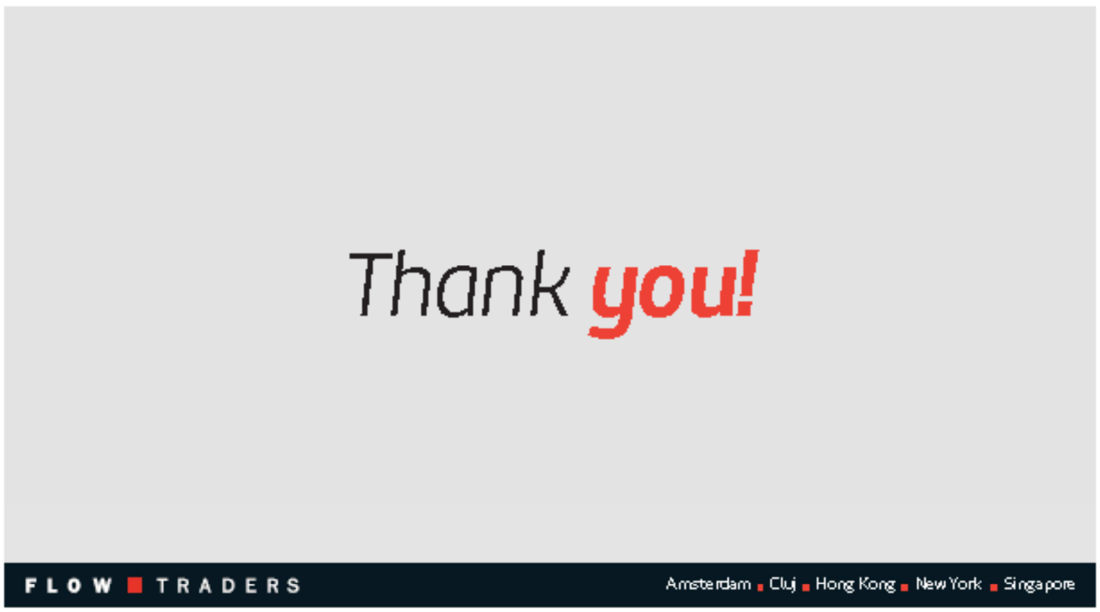
**Ron Heydenrijk – ABN AMRO**: Thank you.

- **Michael Werner – UBS**

Just a real quick question. In terms of your capital calculation for the end of Q1, March 31, can you confirm that this includes the full earnings from Q1 but does not exclude any potential deductions from potential dividend payments that we could expect on those earnings later this year?

**Marcel Jongmans – CFO Flow Traders**: I can confirm that we have included our revenues from the first quarter. That is right. We only deducted the final dividend from our capital and not the capital we probably are going to pay in August.

**Michael Werner – UBS**: Thank you.

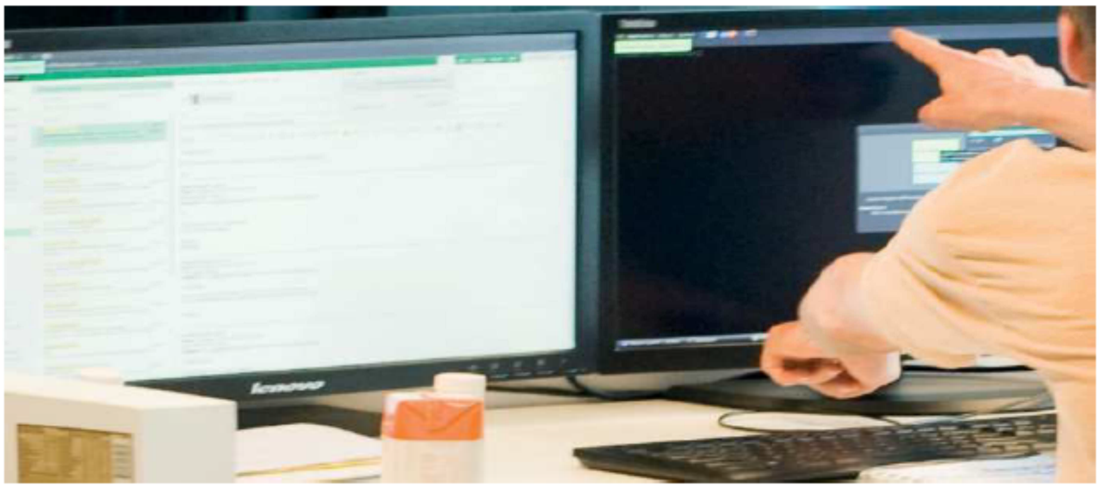


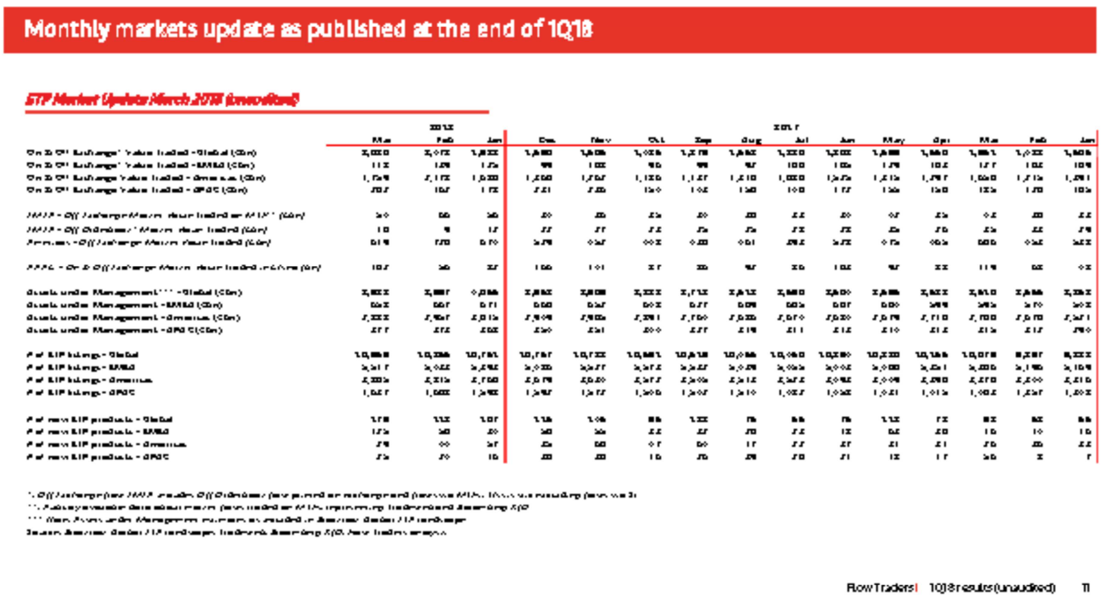

**Serge Enneman – Manager IR Flow Traders**: Thank you all for your questions and remarks. Please note that we will host our next analyst call after the First Half 2018 results on 27 July 2018. Please mark this date already in your diary.

We will now end this call. Thank you all for your attention and have a good day!

End of call

## Appendix




Monthly markets update as published at the end of 1Q18
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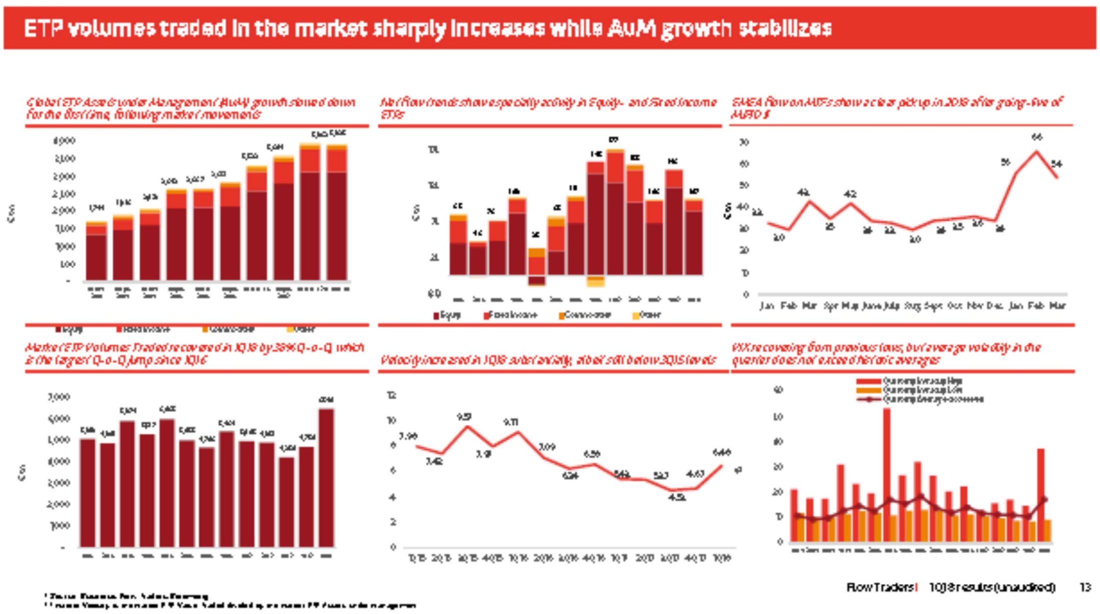
## Historic overview Flow Traders non–ETP Value Traded

*Historic overview Flow Traders non–ETP Value Traded*

| Consolidated overview | 1Q | 4Q | 3Q | 2Q | 1Q |
|---|---|---|---|---|---|
| *In €bn unless otherwise stated* | 2018 | 2017 | 2017 | 2017 | 2017 |
| Flow Traders ETP Value Traded | 243.7 | 164.0 | 162.3 | 184.7 | 174.8 |
| Flow Traders Non- ETP Value Traded | 692.8 | 529.8 | 543.0 | 598.1 | 544.1 |
| Percentage ETP | 26% | 24% | 23% | 24% | 24% |
| Percentage Non-ETP | 74% | 76% | 77% | 76% | 76% |


ETP volumes traded in the market sharply increases while AuM growth stabilizes
Jan Feb Mar Apr May June July Aug Sept Oct Nov Dec Jan Feb Mar
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