

At a glance

As of April 2021

Scalable Capital is a leading fintech in Europe bringing together people and technology-based investing with the goal of democratising financial investments.

Service	Online Broker, Digital wealth management, B2B solutions
Accreditation	Financial portfolio manager according to §32 KWG (BaFin permission)
Foundation	December 2014
Headquarter	Munich
Market presence	Germany and Austria
Employees	>200
Clients	ca. 250.000
Founders	Florian Prucker, Erik Podzuweit, Adam French, Prof. Dr. Stefan Mittnik
Executive Board	Florian Prucker (co-CEO), Erik Podzuweit (co-CEO), Martin Krebs (CFO)
Funding	116 million € (latest funding round in July 2020)
Assets under Management (AuM)	around € 4 billion
Investors	BlackRock, Holtzbrinck Ventures, Tengelmann Ventures
Depository banks	Baader Bank (Online Broker and Digital wealth management) ING (Digital wealth management)
Membership	German Association of Independent Wealth Managers (Verband unabhängiger Vermögensverwalter, VuV)
Informations-angebote	Events , Webinars , FAQ , Blog , Podcast , Pension calculator

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.
- Clients can choose between a free account with individually charged trades and a flat rate with an unlimited number of trades and unlimited savings plans without any additional fees for the client.
- Shares, ETFs and funds can be traded for as little as 0.99 Euros per trade or 2.99 Euros per month.
- In addition to the apps for iOS and Android, clients can also use the web application for trading and portfolio management.
- The registration process is conducted online and completely paperless. The identification is carried out using the Videolident procedure.

Fee model

Scalable Capital has three different pricing models available to clients with its Online Broker. The "Free Broker" model charges 0.99 Euros per trade, while the custody account, the purchase and saving of 600 ETFs from PRIME partners BlackRock, DWS and Invesco, as well as an additional savings plan, are free of charge. The "Prime Broker" option offers an unlimited number of trades and unlimited savings plans for 2.99 Euros per month as a flat rate. The total amount is charged to the client on an annual basis. With the "Prime Broker flex" option for 4.99 Euros per month, the same services as with the "Prime Broker" are available to clients, with the payment amount being charged on a monthly basis. None of the three options offered incurs additional fees for the client. Savings plans can be set up starting at 25 Euros. The minimum amount of a single trade via gettex is 250 Euros; it does not apply for the trading platform Xetra (the trading platform fee 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 shares, ETFs and funds via the electronic trading platforms gettex of the Munich Stock Exchange or Xetra of the Frankfurt Stock Exchange.
- Possibility to permanently invest in 4,000 shares and 1,500 ETFs free of charge starting from a monthly savings rate of 25 Euros.
- Possibility of trading 2,000 funds as well as the cryptocurrencies Bitcoin and Ethereum via ETPs.
- Fast and easy processes in the apps and web applications 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 savings rate per month is 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. The identification is carried out using the Videodent procedure.
- At any time, the client has access to all portfolio details such as performance, reallocations made or fees incurred, also via app (iOS, Android).
- Through a partnership with Raisin, Scalable Capital also offers private clients 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 €.

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 30,000 Euros. The vast majority of clients have an academic degree. Most are economists, computer scientists or engineers; bankers are the largest client group.

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	Barclays , the UK's second-largest bank by total assets and number 18 worldwide (source: S&P) (more)
07/2020	Gerd Kommer Capital , the Robo Advisor of the renowned honorary consultant and bestselling author Gerd Kommer (more)
03/2020	Raiffeisen Bankengruppe Österreich , Austria's largest banking group with 2.8 million customers (more)
09/2019	Raisin , 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	Oskar , the digital wealth management for families, an affiliate of finanzen.net, Germany's market leader among stock exchange and finance portals
12/2018	Targobank , part of the French Crédit Mutuel banking group, one of Germany's leading retail banks with more than 4 million customers
09/2018	Openbank , the digital bank of the Santander Group in Spain, Europe's second-largest bank by customer numbers (more)
09/2017	ING Deutschland , Germany's third-largest bank with more than 9 million customers (more)
01/2017	Siemens Private Finance , online wealth management for employees of one of Germany's largest employers (more)
2015	Baader Bank , acts as custodian bank for Scalable Capital's asset management and Online Broker

E: presse@scalable.capital

T: +4989/36036087

A: Seitzstraße 8e, 80538 München

www.scalable.capital

