Where your money works

2026

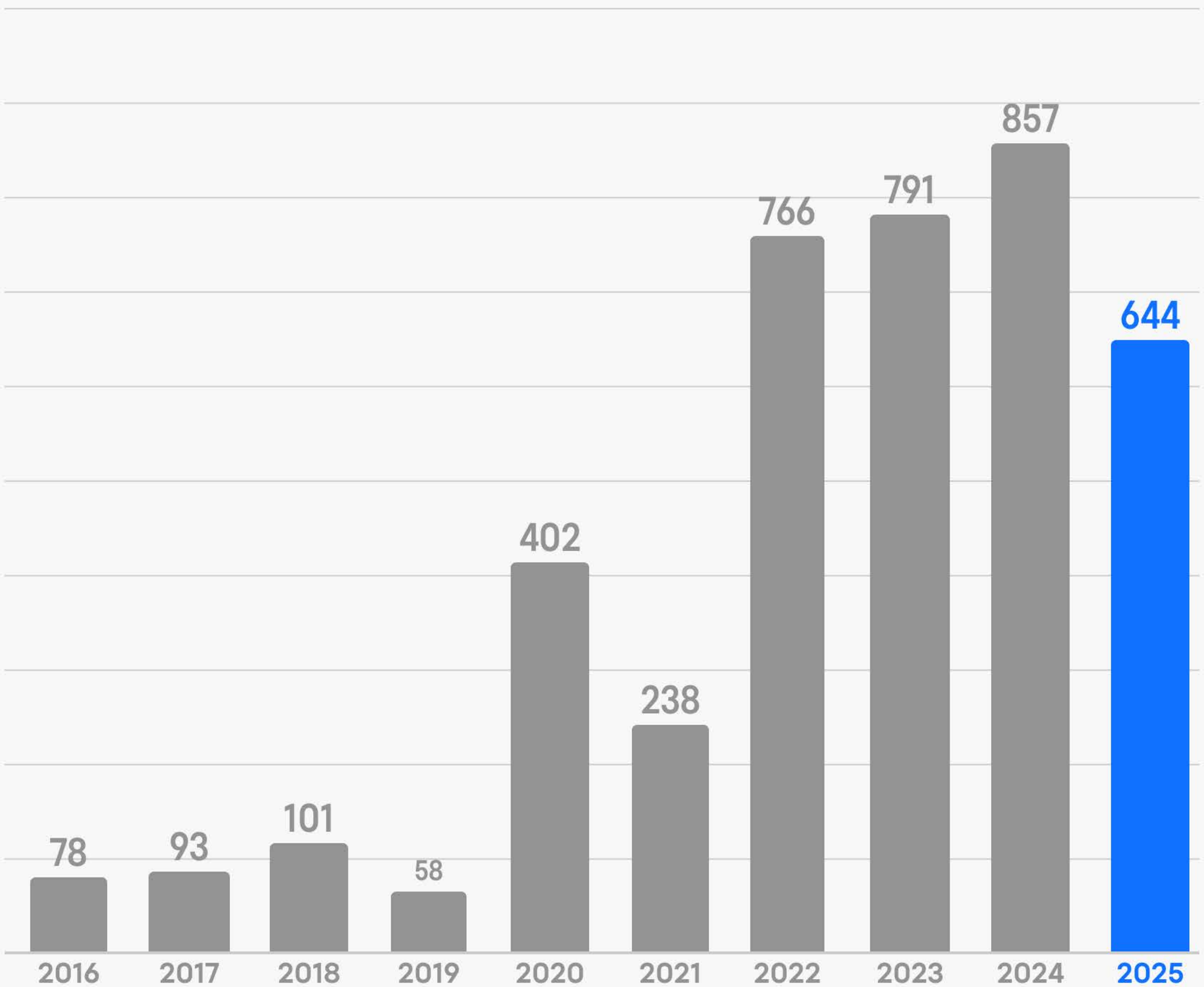
XTB at a glance

2025
2 146 M
Revenue in PLN

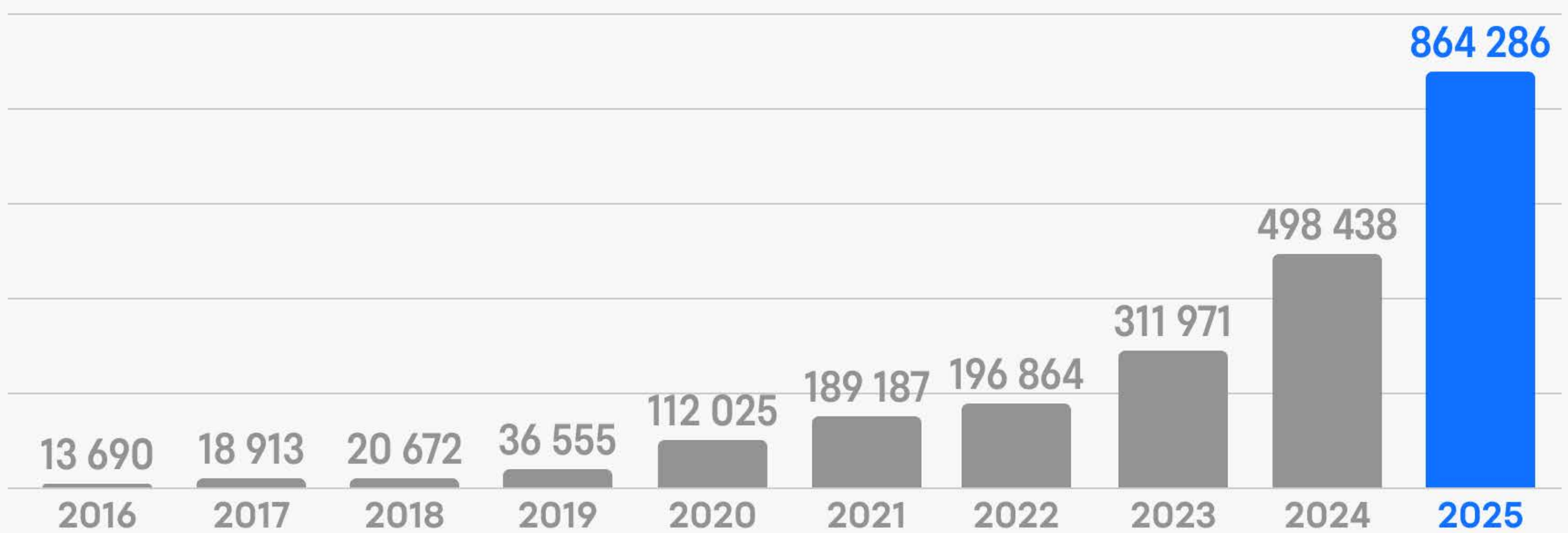
2025
644 M
Net profit in PLN

2025
1 189 422
Active clients

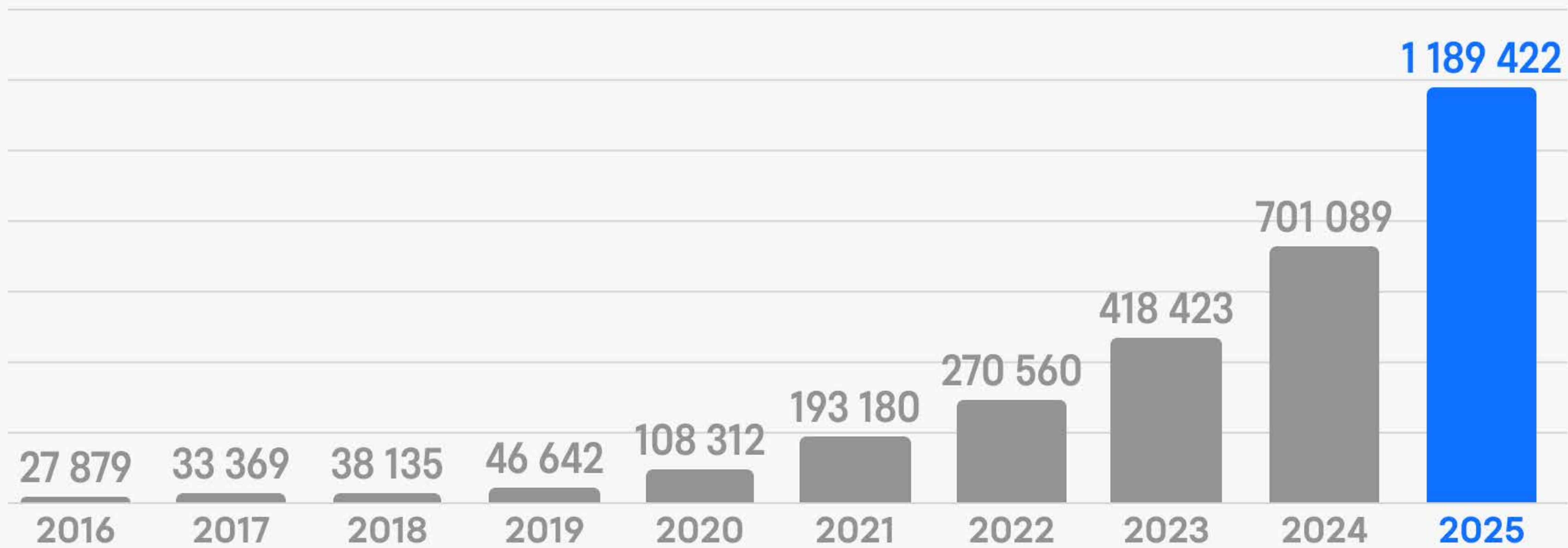
Net profit (in PLN M)



New clients



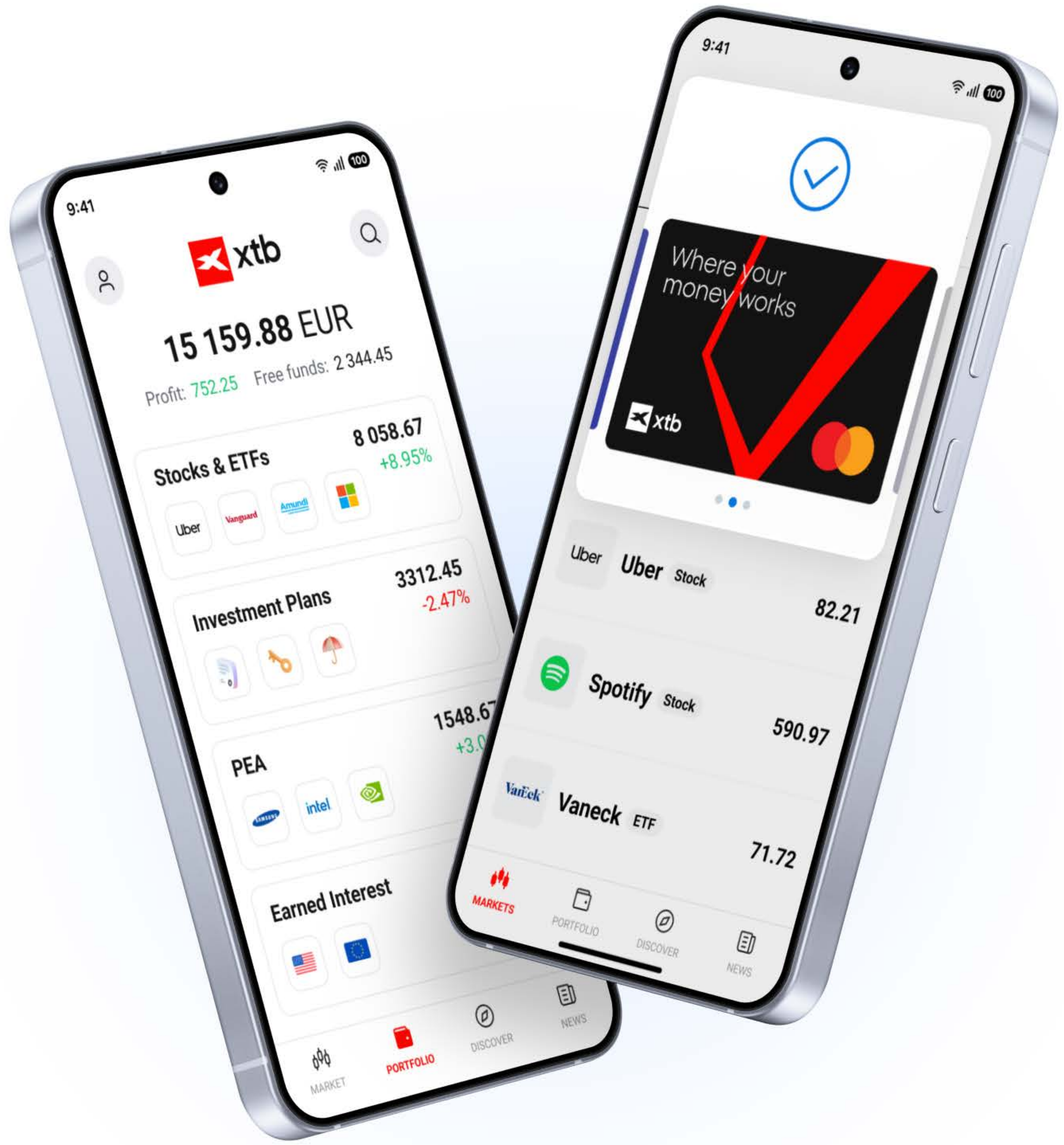
Active clients



Our product: Investment Super App

ALL-IN-ONE

Invest and save anyway you like



Spend while your money works

Product offer

Retirement savings / Tax-advantages products

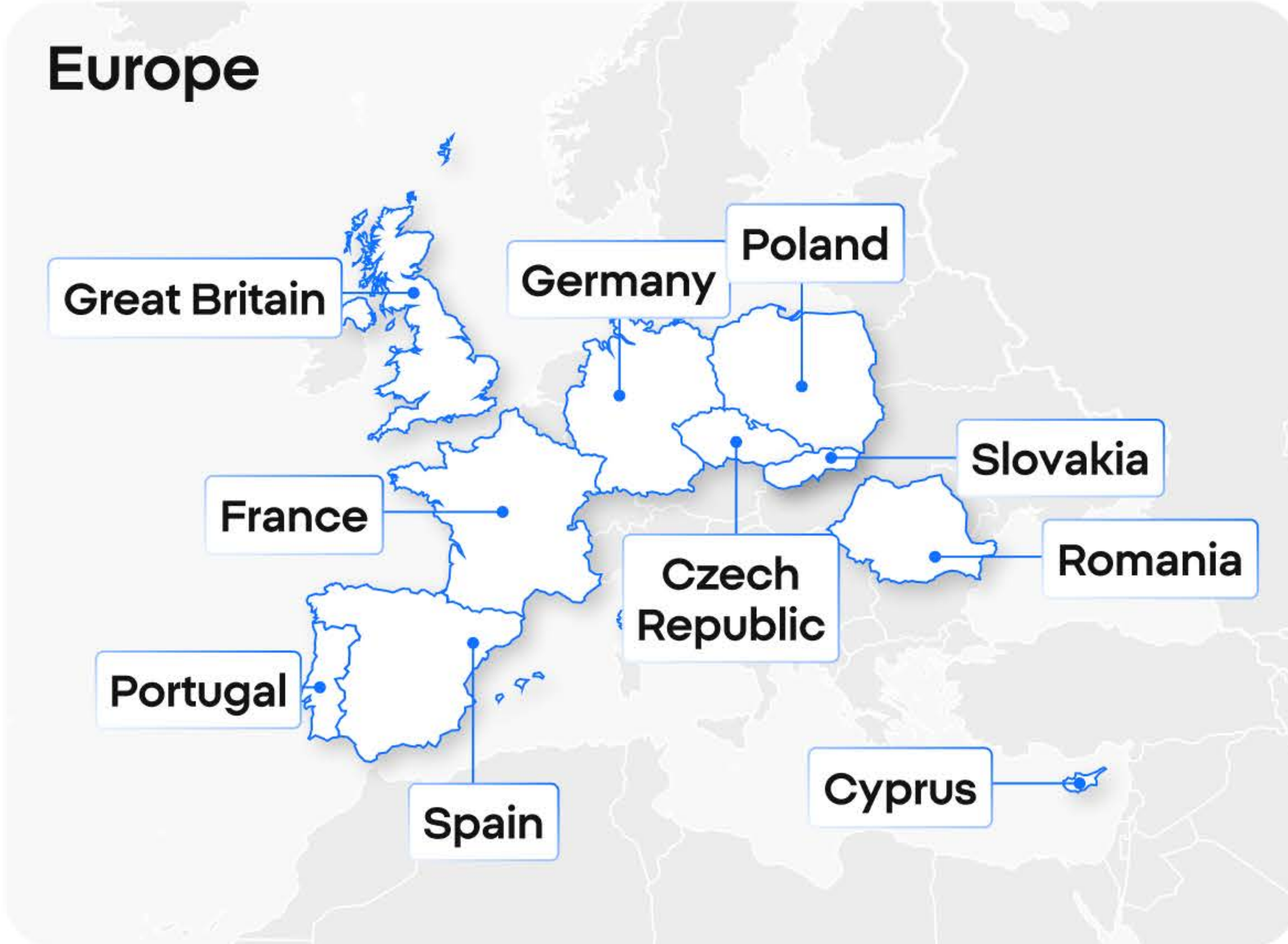
- Stocks & ETFs
- CFDs
- Options
- Interest on uninvested funds
- Investment Plans
- Fractional Rights
- XTB Card & Cashback
- IKE/IKZE 🇵🇱
- PEA 🇫🇷
- ISA 🇬🇧

Global footprint

20+ years on the market

15 markets worldwide: operating across Europe and globally

7 financial and capital market regulators providing oversight



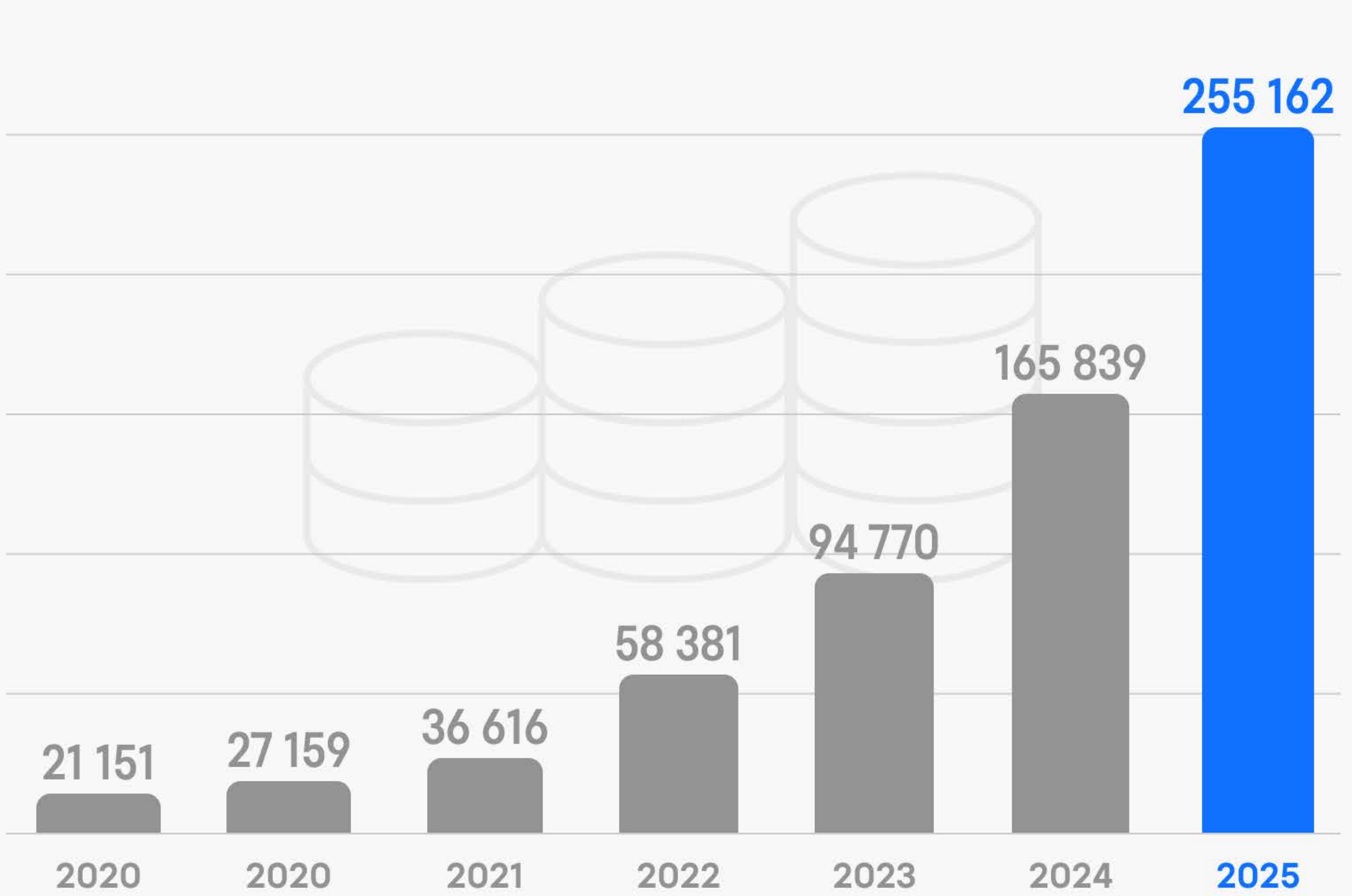
Revenue breakdown by geography

- Europe - 85%
  - Central & Eastern Europe - 67%
  - Western Europe - 18%
- Middle East - 9%
- Latin America - 6%

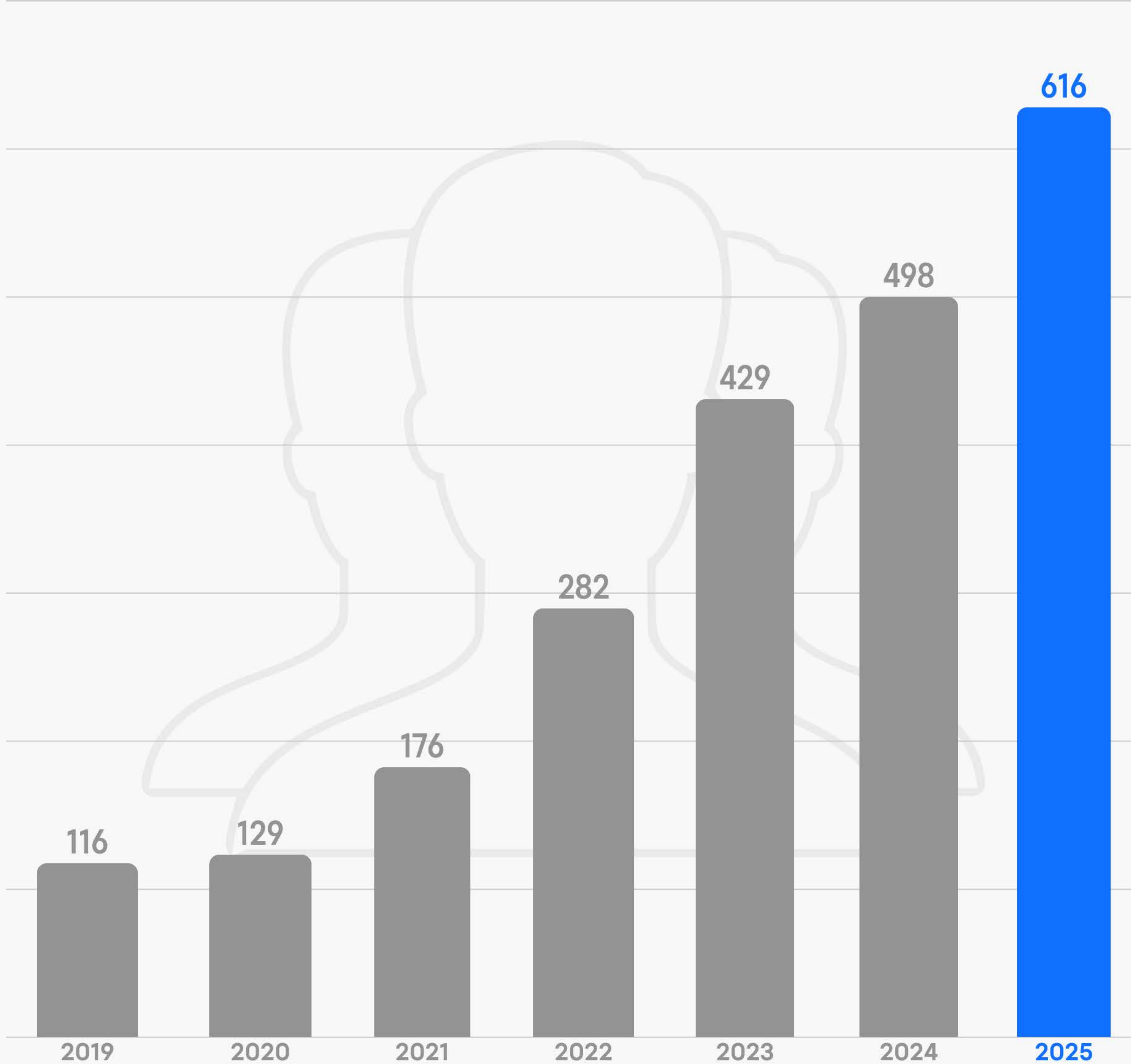
Poland	United Kingdom	United Arab Emirates	Cyprus	Belize	Chile	Indonesia
KNF	FCA Financial Conduct Authority	DFSA Dubai Financial Services Authority	Cyprus Securities and Exchange Commission	Belize FSC Financial Services Commission	CMF Comisión para el Mercado Financiero	OJK Otoritas Jasa Keuangan

We are Fintech

Product & Technology Department costs (in PLN thousand)

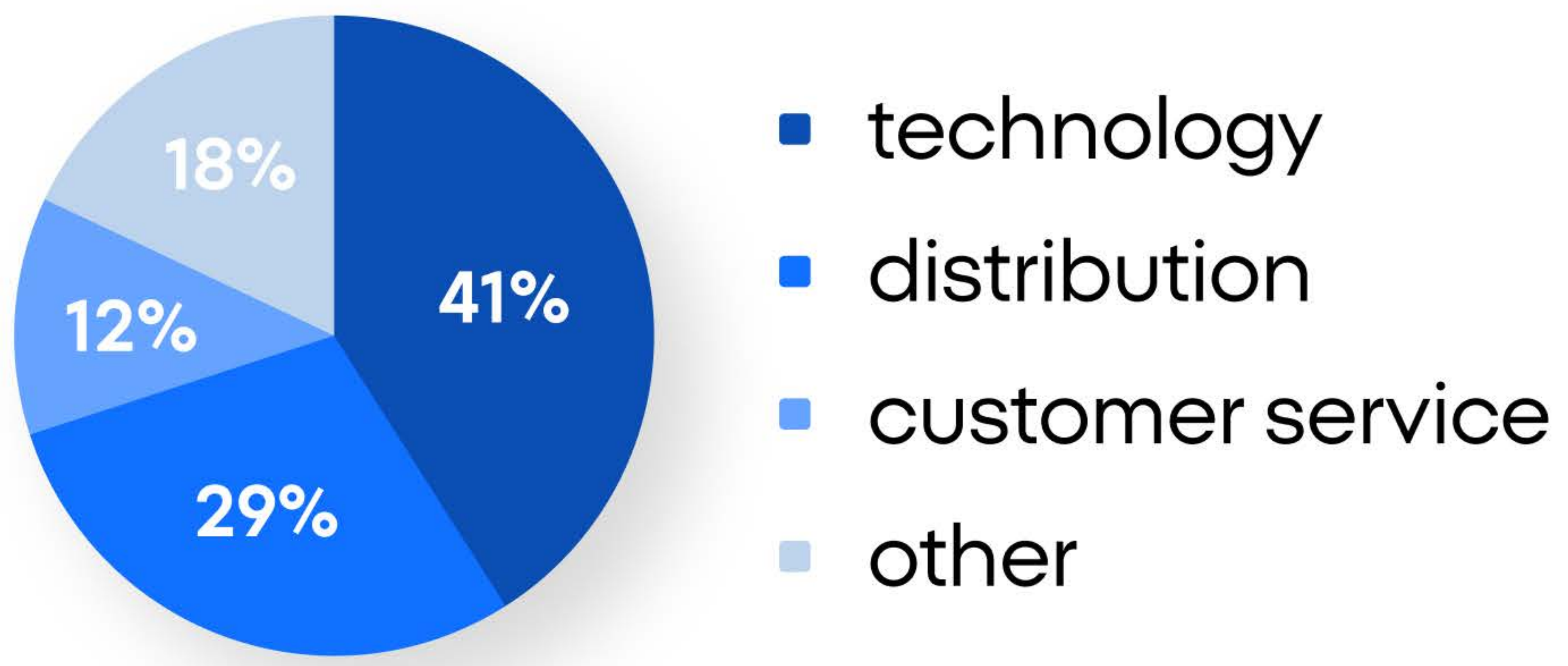


Number of people in the Product & Technology Department at the end of period



The presented number of people includes: employees hired under employment contracts, individuals working under mandate contracts, as well as those providing services under B2B agreements.

Employment in XTB on 31.12.2025

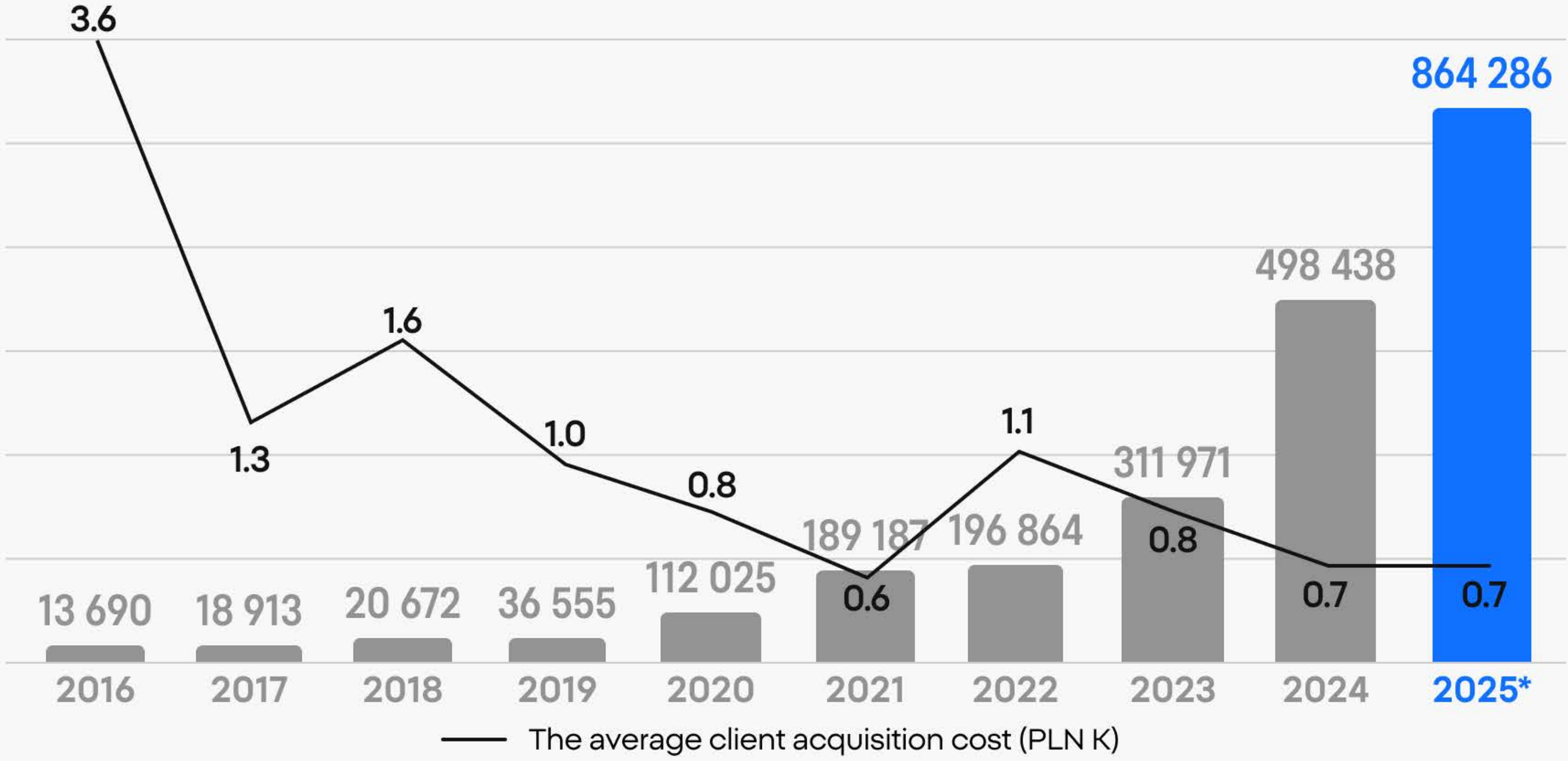


Our second engine - Marketing

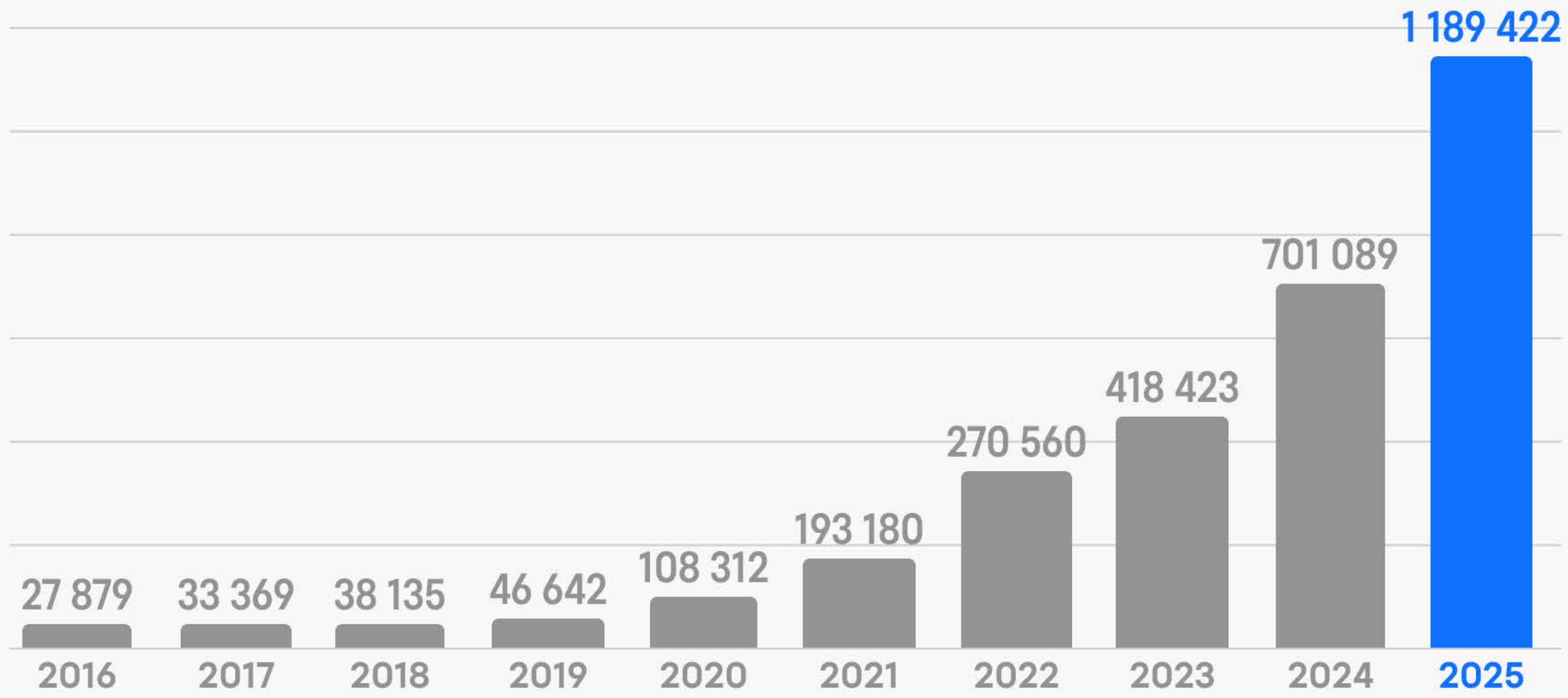
Lewis Hamilton	Mads Mikkelsen	Jose Mourinho	Joanna Jędrzejczyk	Jiří Procházka	Conor McGregor	Iker Casillas	Zlatan Ibrahimović
2010-2013	2016-2018	2019-2020	2022-2023	2022-2023	2022-2024	2022-2024	2024-2026

Strong client base growth with a solid profitability

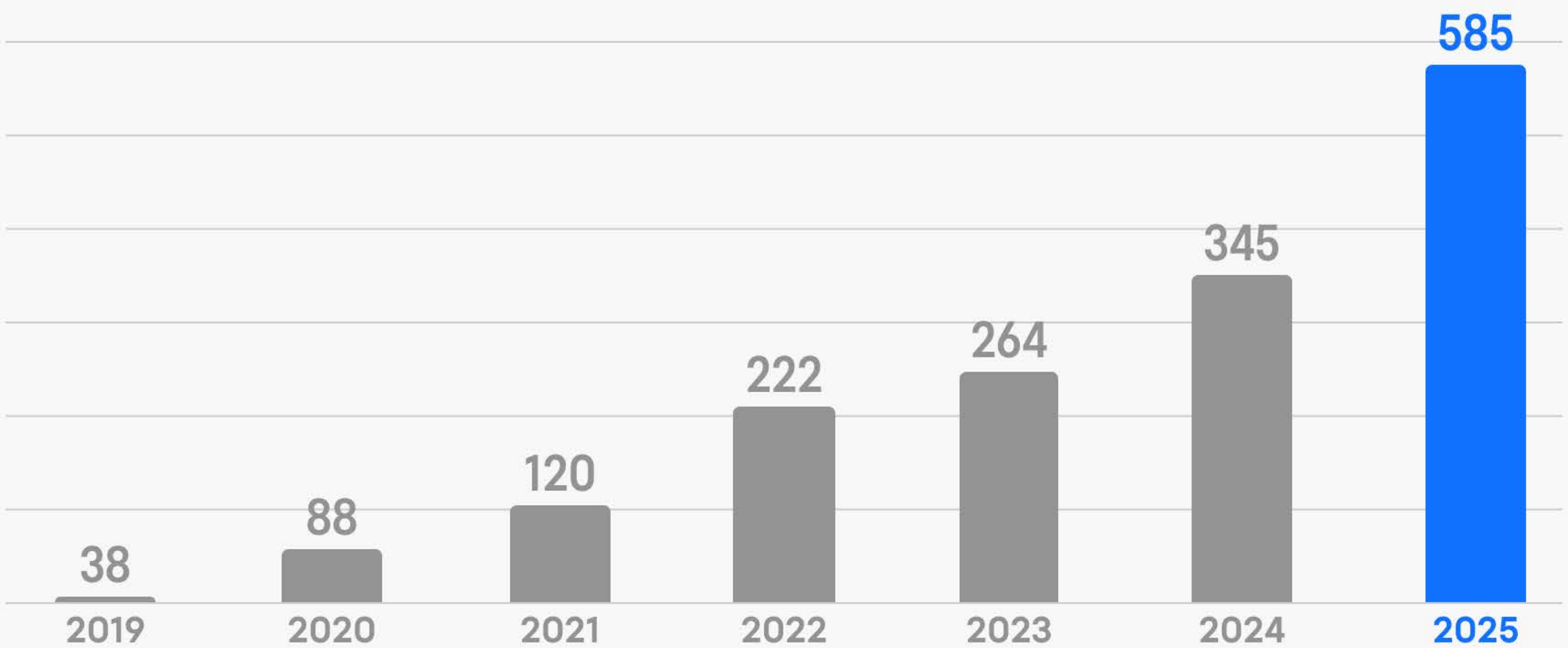
New Clients



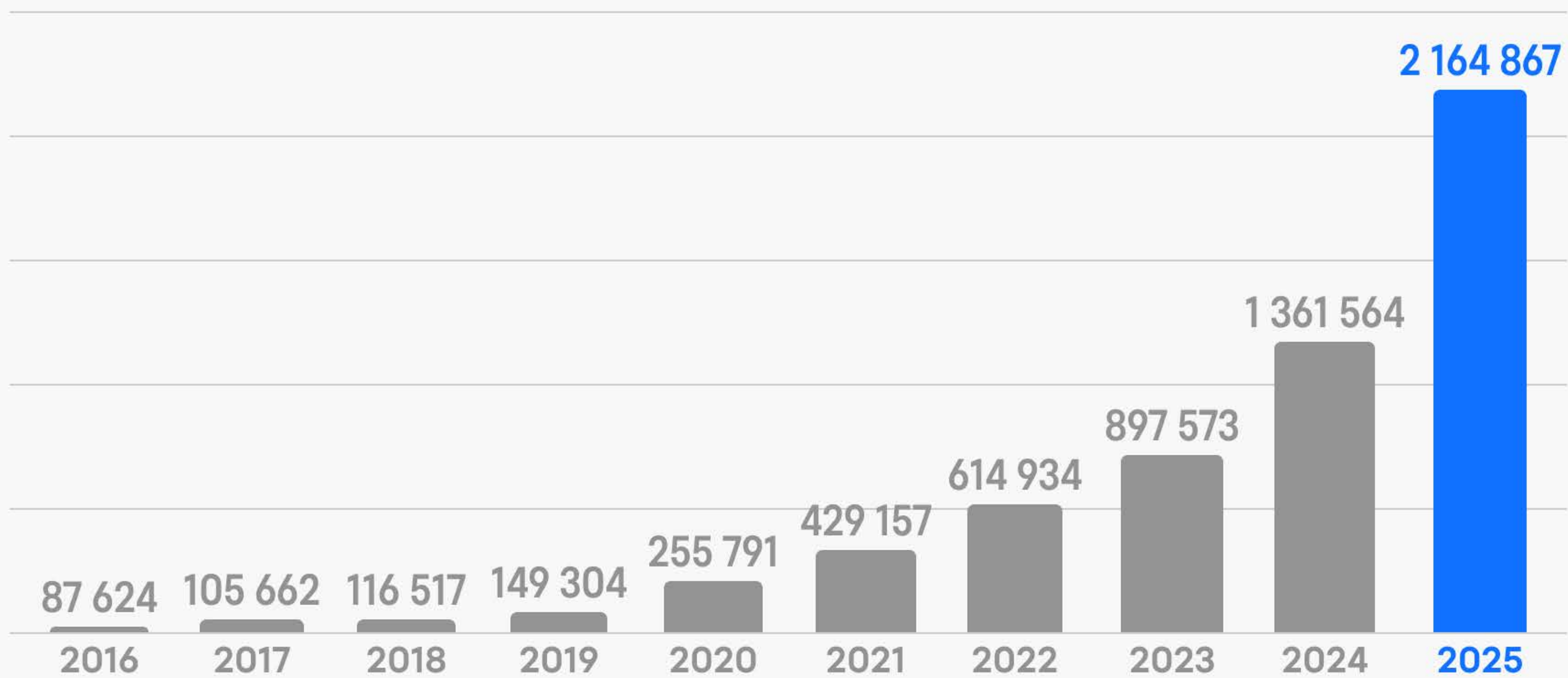
Active clients



Marketing expenses (in PLN M) at the end of the period

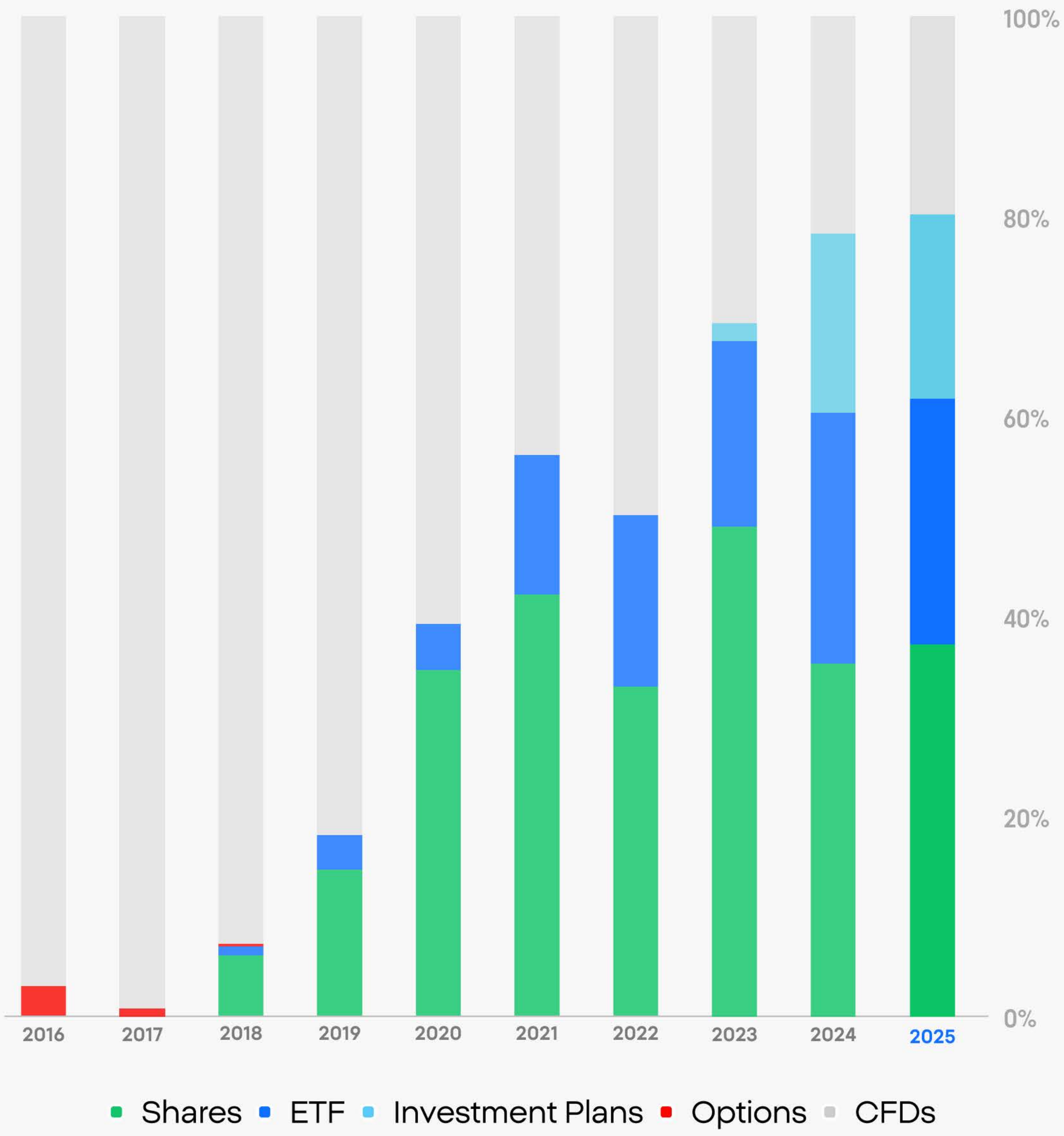


Clients - total

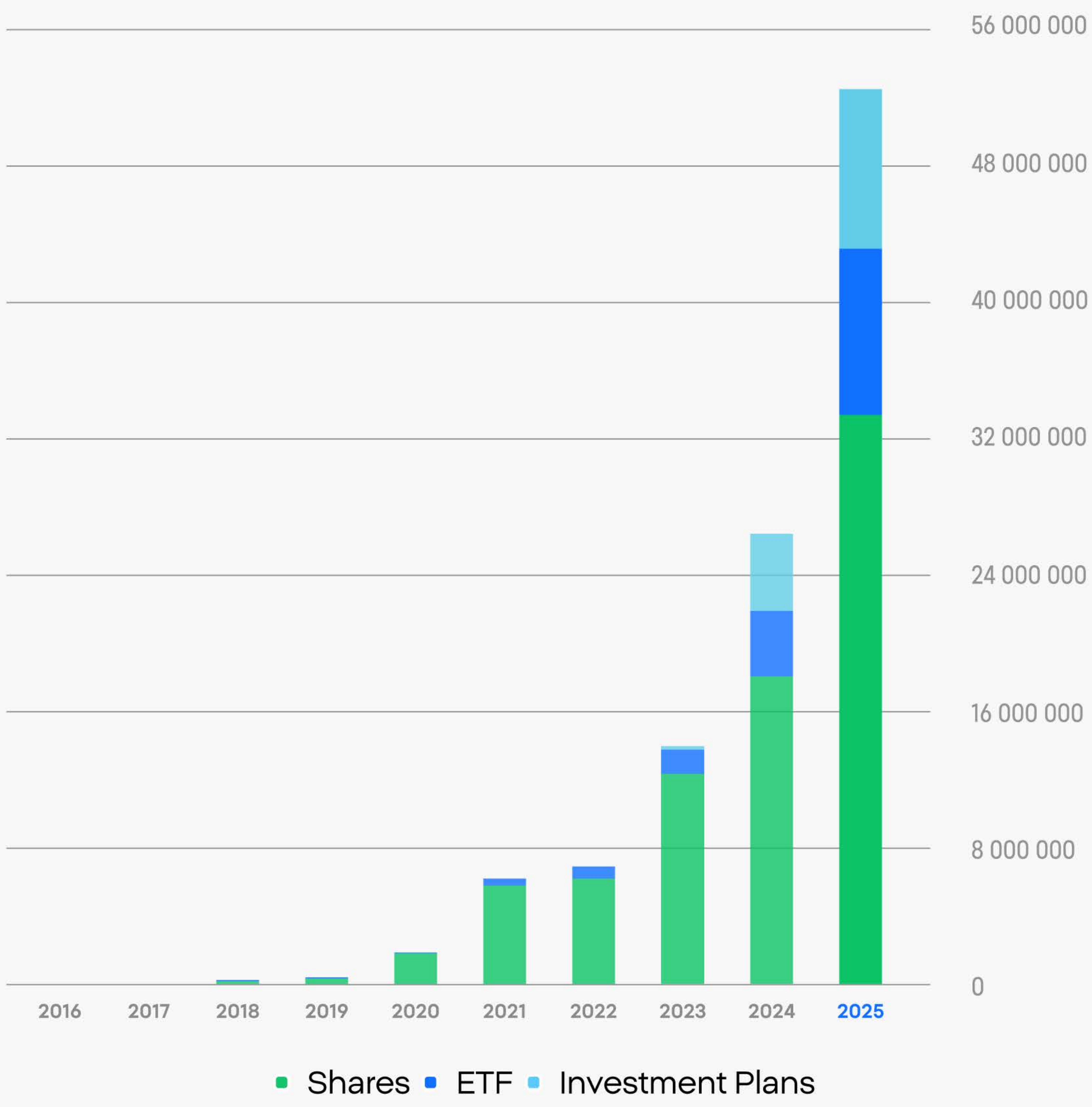


Transformation from CFDs to universal investment app

New clients (UE) - first transaction (%)



Number of transactions in shares, ETF and Investment Plans (UE clients)



Client's assets

XTB client assets at the end of period (in PLN M)

PLN M	2019	2020	2021	2022	2023	2024	2025
Stocks	111	761	1 846	2 362	4 095	7 908	15 139
ETFs	25	110	606	1 083	2 053	5 774	12 145
Cash	471	1 034	1 787	1 939	2 267	3 751	5 864
CFDs at fair value	98	148	223	363	359	360	518
Total	**705**	**2 053**	**4 462**	**5 747**	**8 774**	**17 793**	**33 666**

XTB's Competitive Landscape - Overview

All in One Brokers

- eToro
- TRADING 212
- Robinhood

Fintechs

- TRADE REPUBLIC
- scalable.CAPITAL
- Revolut

Pure CFD Brokers

- Plus500
- CMC MARKETS
- IG Group

Business Model

Attract mass client base by offering:

- **All-in-One user-friendly Platform** - for investing, saving and trading across a multitude of assets and services - Stocks, ETFs, Options, CFDs, Investment Plans, IKE/IKZE, ISAs, PEA, Interest on free funds etc.
- **Adding Value Beyond Investing** - integrated digital wallet and multi-currency debit card for instant access to funds, anytime, anywhere, attractive cashbacks, interests, etc.
- **Marketing and Branding** - image and advertising campaigns on outdoor media, online, on TV, in the press, on the radio; thematic events for stakeholders, financial education.

Supermarket approach to profitability

- While offering a diverse range of products, we accept potential low profitability on some services in exchange for the overall client value and increased cross-selling opportunities.

Monetization – how we earn money

Spreads

The difference between the offer price and the bid price of a given instruments

Swap points

Being as a cost of maintaning the position over time

Market making

Profit/loss on transaction, that are not netted or hedged at settlements

Commissions

Commissions and fees charged to its clients

Percentage share of each revenue category in the gross result of operations in financial instruments

	2019	2020	2021	2022	2023	2024	2025
Spreads	62%	54%	83%	54%	46%	58%	48%
Swaps points	14%	14%	38%	25%	40%	22%	25%
Market making	23%	30%	(23%)	20%	13%	19%	25%
Commission & fees	1%	2%	2%	1%	1%	1%	2%
Result of operations in financial instruments	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**

The data presented in the table above, showing the percentage share of individual revenue categories in the gross result from operations in financial instruments, are solely indicative and approximate. They were generated by the Company's internal systems to provide a better understanding of XTB's revenue structure and business model. The presentation of this breakdown is optional and supplementary to the financial data presented in XTB's financial statements.

Strong capital position

in PLN'000	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Own cash	290 739	367 096	467 987	484 351	542 205	598 392	1 222 499	1 409 897	1 619 512	1 994 027
Bonds	-	-	-	14 899	398 616	331 926	362 074	395 808	424 692	-
Own cash + bonds	290 739	367 096	467 987	499 250	940 821	921 318	1 584 573	1 805 705	2 044 204	1 994 027
Total assets	796 753	897 704	970 074	1 138 900	2 283 526	3 147 743	4 114 323	4 688 658	6 645 632	9 086 667
Own cash + bonds to total assets	**36%**	**41%**	**48%**	**44%**	**41%**	**29%**	**39%**	**39%**	**31%**	**22%**

Dividend policy

Approach

XTB shares its profits with investors.

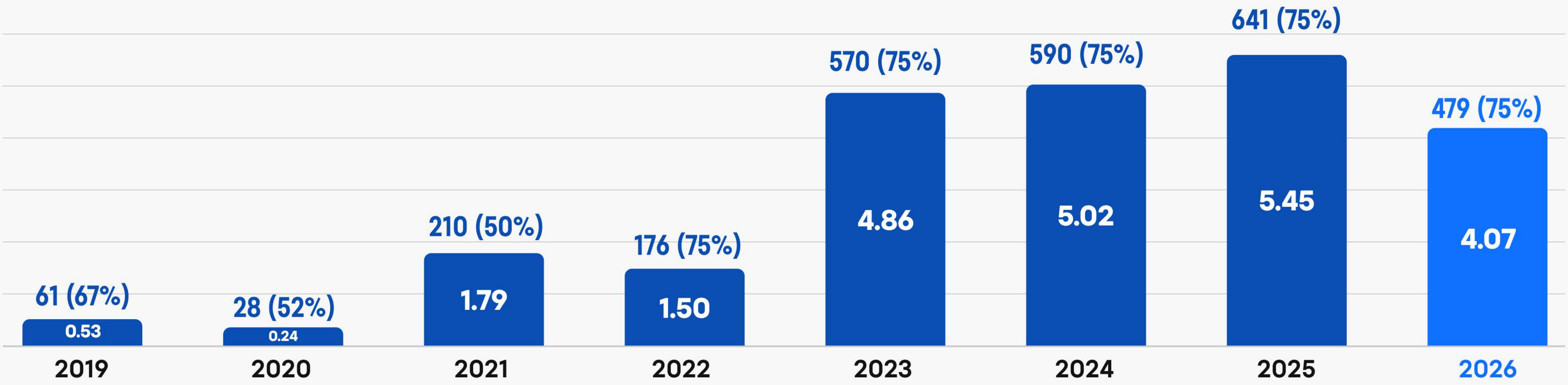
Regularity

The intention of the Management Board is to regularly pay dividends to the Company's shareholders.

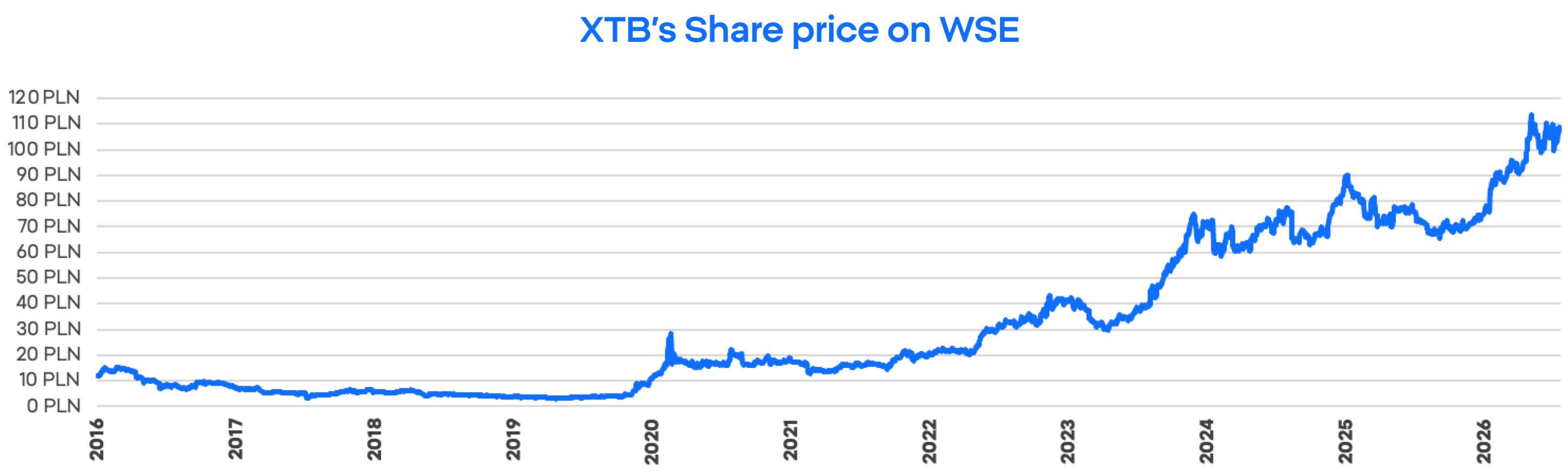
Dividend amount

In accordance with the dividend policy, the intention of the Management Board of XTB is to pay a dividend in the amount of 50% to 100% of the Company's standalone net profit for a given financial year.

Dividend paid in a given year (M PLN) vs. Dividend per share (in PLN) vs. % of net profit distribution

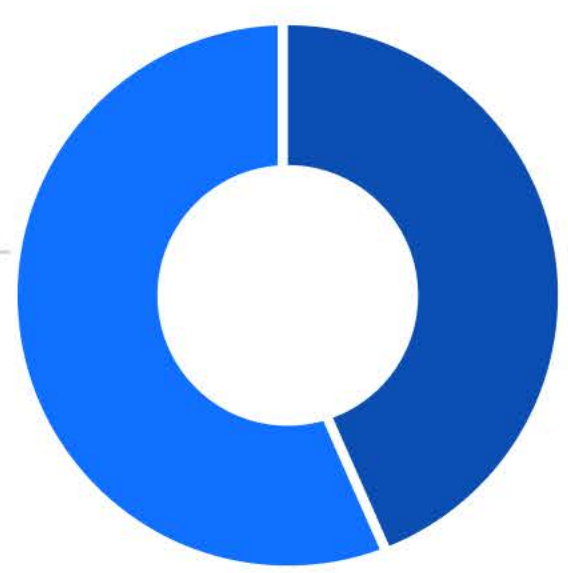


Shareholders' structure



Shareholders structure

Free float
64.22%
75 501 922



XX ZW Investment Group S.A.
35.78%
42 067 329

* XX ZW Investment Group S.A. with its registered office in Luxembourg is directly controlled by Jakub Zabłocki, who holds shares representing 81.97% of the share capital authorizing the exercise of 81.87% of the votes at the general meeting of the shareholders of XX ZW.

Experienced and commited management

Omar Arnaout
CEO

with XTB since 2007

Management scope:
- Sales and marketing communication
- International expansion (branches and subsidiaries)
- Human capital management
- Corporate Social Responsibility (XTB Foundation)
- Responsible management practices and corporate governance

Filip Kaczmarzyk
CTO (Trading)

with XTB since 2015

Management scope:
- Product development
- Technology architecture and development
- Trading infrastructure and process oversight
- Responsible management practices and corporate governance

Paweł Szejko
CFO (Finance)

with XTB since 2014

Management scope:
- Accounting and financial management
- Controlling and performance
- Administrative oversight
- Reporting and investor relations communication
- ESG and CSR (XTB Foundation)
- Responsible management practices and corporate governance

Jakub Kubacki
CLO (Legal)

with XTB since 2010

Management scope:
- Legal affairs and corporate governance
- Compliance
- Regulatory oversight
- Data protection and privacy
- Responsible management practices

Bartosz Osiński
CRO (Risk)

with XTB since 2025

Management scope:
- Group and Company risk management
- Risk strategy, policies and frameworks
- Risk reporting and monitoring
- Internal risk controls
- Responsible management practices and corporate governance

Sustainable development (ESG)

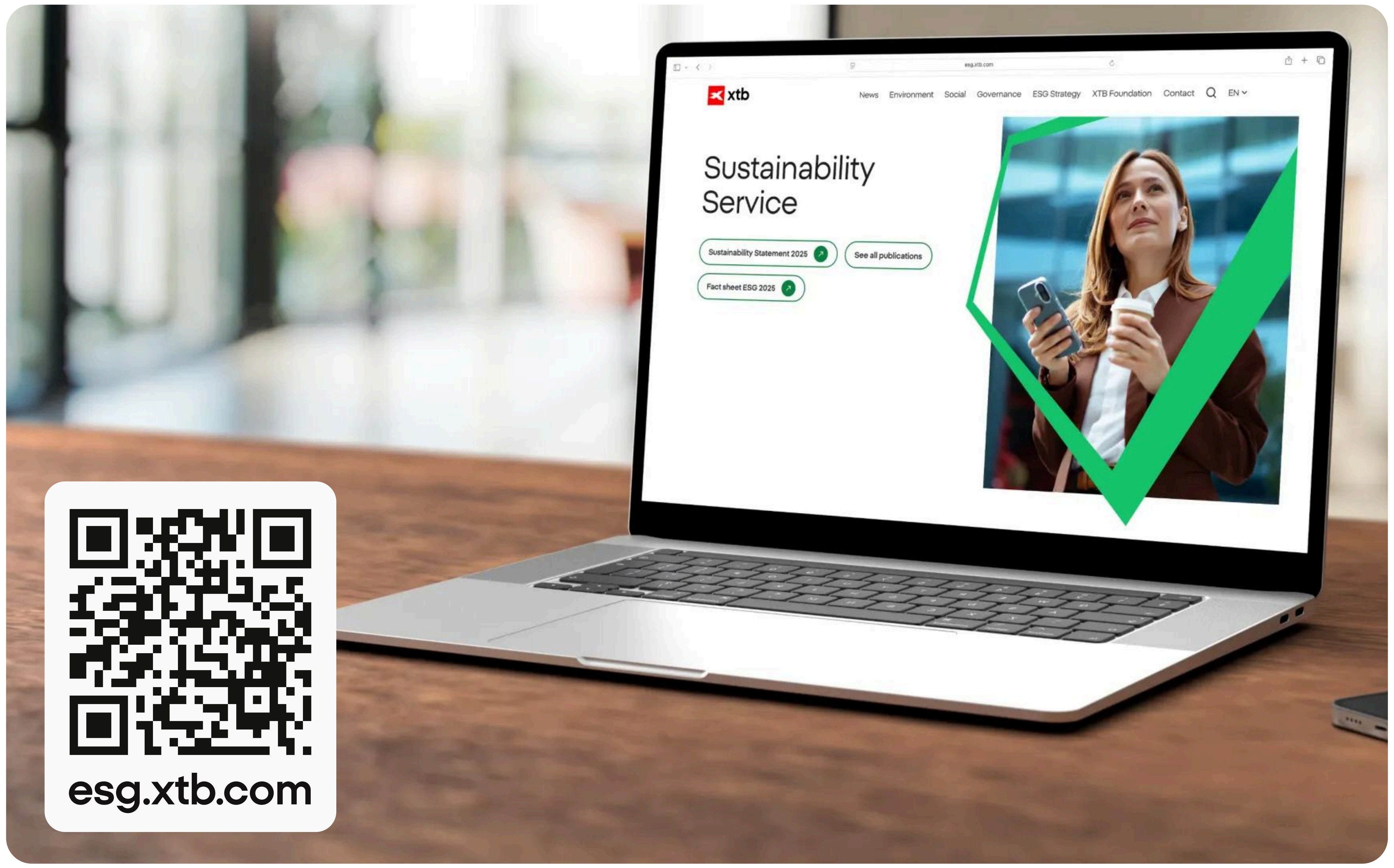
As a **global FinTech company**, XTB roots its business model in technology and human relationships, making the social and governance pillars the core of its sustainability strategy. This responsibility is reflected in the **transparent management of over 1,500 employees worldwide** and in securing the trust of **more than 2 million clients and investors.**

A key driver of these commitments is a two-pronged financial education initiative:

- XTB S.A. advances the skills of active investors through specialized programs like the XTB Masterclass.
- The XTB Foundation builds foundational financial literacy through targeted community outreach aimed at reducing economic exclusion.

xtb foundation

The XTB Foundation carries out activities in the field of financial education and investment awareness, particularly through programs aimed at equalizing educational (including the "Academy of Tomorrow. Finance with Class" program).



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visit us:

xtb.com
ir.xtb.com

contact us:

relacje.inwestorskie@xtb.com