Results for H1 2026

August 28, 2026

xtb | Agenda

1. Financial data

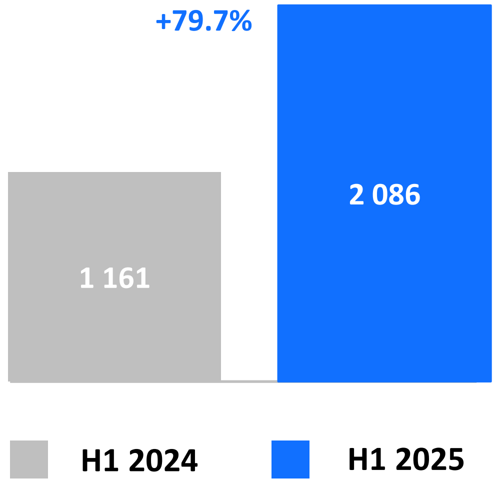
2. Operational data

3. Market environment

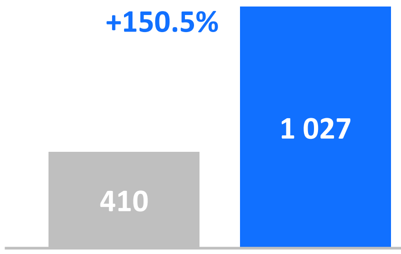
Selected consolidated financial data

PLN '000	2Q 2026	1Q 2026	*change*	H1 2026	H1 2025	*change*
Result of operations on net financial instrument	**958 876**	**1 065 748**	***-10,0%***	**2 024 371**	**1 116 658**	***81,3%***
Net interest income on client cash	25 781	20 197	*27,6%*	45 978	34 713	*32,5%*
Commission and fee income and other income	7 901	8 073	*-2,1%*	15 975	9 520	*67,8%*
Total operating income	**992 558**	**1 094 018**	***-9,3%***	**2 086 324**	**1 160 891**	***79,7%***
Marketing	(200 081)	(235 429)	*-15,0%*	(435 510)	(264 356)	*64,7%*
Salaries and employee benefits	(124 907)	(122 057)	*2,3%*	(246 964)	(192 700)	*28,2%*
Other external services	(38 298)	(32 563)	*17,6%*	(70 861)	(62 007)	*14,3%*
Commission expenses	(28 651)	(27 816)	*3,0%*	(56 214)	(57 266)	*-1,8%*
Other expenses	(28 059)	(46 444)	*-39,6%*	(74 503)	(32 399)	*130,0%*
Total operating expenses	**(419 996)**	**(464 309)**	***-9,5%***	**(884 053)**	**(608 728)**	***45,2%***
Profit on operating activities (EBIT)	**572 562**	**629 709**	***-9,1%***	**1 202 271**	**552 163**	***117,7%***
Finance income	22 705	30 999	*-26,8%*	53 704	28 267	*90,0%*
Finance costs	(310)	(297)	*4,4%*	(607)	(85 087)	*-99,3%*
Profit before tax	**594 957**	**660 411**	***-9,9%***	**1 255 368**	**495 343**	***153,4%***
Income tax	(102 759)	(125 369)	*-18,0%*	(228 128)	(85 291)	*167,5%*
Net profit	**492 198**	**535 042**	***-8,0%***	**1 027 240**	**410 052**	***150,5%***

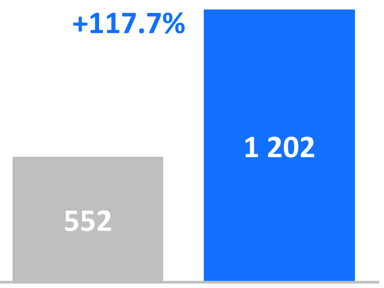
Total operating income (PLN M)



Net profit (PLN M)

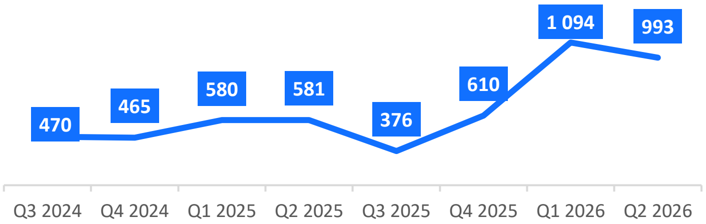


Operating profit (PLN M)

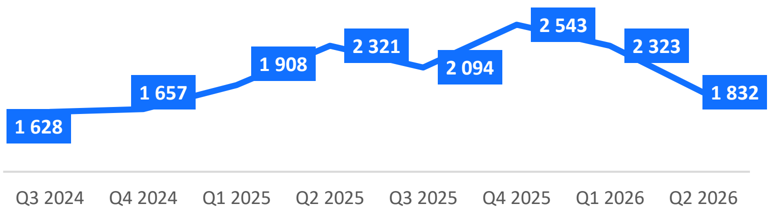


Consolidated operating income and operational results on a quarterly basis

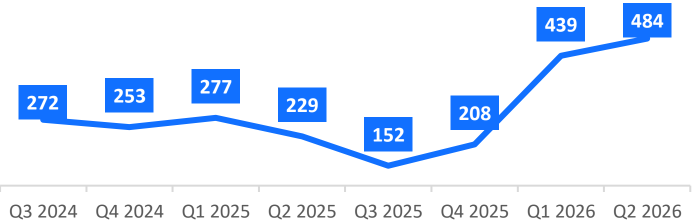
Total operating income (PLN M)



Transaction volume in CFD instrument in lots (in thousand)



Profitability per lot (in PLN)



	2Q 2026	1Q 2026	4Q 2025	3Q 2025	2Q 2025	1Q 2025	4Q 2024	3Q 2024
Total operating income (in PLN'000)	992 558	1 094 018	609 344	375 821	580 597	580 294	465 416	470 234
Transaction volume in CFD instruments in nominal value (in USD M)	1 029 179	1 333 410	1 605 005	1 118 278	1 144 554	937 867	727 854	695 315
Profitability for USD 1 million transaction volume in CFD instruments in nominal value (in USD)1	238	216	93	84	128	144	147	167
Transaction volume in CFD instrument in lots[2]	1 831 627	2 323 204	2 542 526	2 094 296	2 321 584	1 907 974	1 657 390	1 627 978
Profitability per lot (in PLN)[3]	484	439	208	152	229	277	253	272

1) Net result from operations on financial instruments generated on CFD instruments, excluding CFDs on shares and ETFs, translated into USD using the arithmetic average of the NBP average exchange rates applicable on the last day of each month of the reporting period, divided by the turnover in CFD instruments, excluding CFDs on shares and ETFs, expressed at nominal value (USD million).

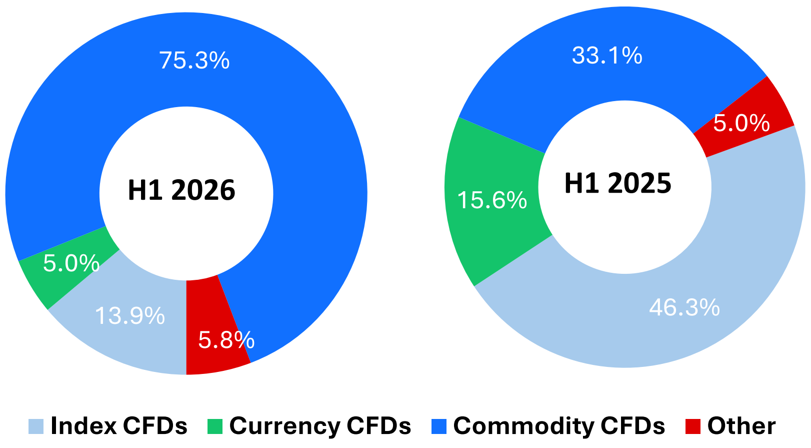
2) A lot is a trading unit for transactions in financial instruments. The lot size differs for individual financial instruments. In the case of transactions in currency-based CFD instruments, including cryptocurrencies, one lot corresponds to 100,000 units of the base currency. In other cases, the lot value is specified in the instrument specification table, which is available *here*. The presented value excludes turnover in CFDs on shares and ETFs, for which 1 lot equals 1 share. In connection with the standardization of the definition of a lot for cryptocurrency-based CFD instruments with the definition applied to currency-based CFD instruments, where 1 lot equals 100,000 units of the base currency, the comparative period data have been adjusted accordingly.

3) Net result from operations on financial instruments generated on CFD instruments, excluding CFDs on shares and ETFs, divided by the turnover in CFD derivative instruments expressed in lots, excluding CFDs on shares and ETFs.

Net gain on transactions in financial instruments by classes

PLN '000	2Q 2026	1Q 2026	*change*	H1 2026	H1 2025	*change*
CFD instruments	916 815	1 065 599	*-14,0%*	1 982 414	1 112 043	*78,3%*
Other instruments	57 797	25 143	*129,9%*	82 940	36 128	*129,6%*
Gross result from operations on financial instruments	**974 612**	**1 090 742**	*-10,6%*	**2 065 371**	**1 148 171**	*79,9%*
Bonuses and discounts paid to clients	(4 858)	(6 951)	*-30,1%*	(11 809)	(8 260)	*43,0%*
Commission paid to cooperating brokers	(10 878)	(18 043)	*-39,7%*	(28 921)	(23 253)	*24,4%*
Net result from operations on financial instruments	**958 876**	**1 065 748**	*-10,0%*	**2 024 624**	**1 116 658**	*81,3%*
Interest income on clients' cash	**25 781**	**20 197**	*27,6%*	**45 978**	**34 713**	*32,5%*
Commission and fee income	**7 901**	**8 073**	*-2,1%*	**15 975**	**9 520**	*67,8%*

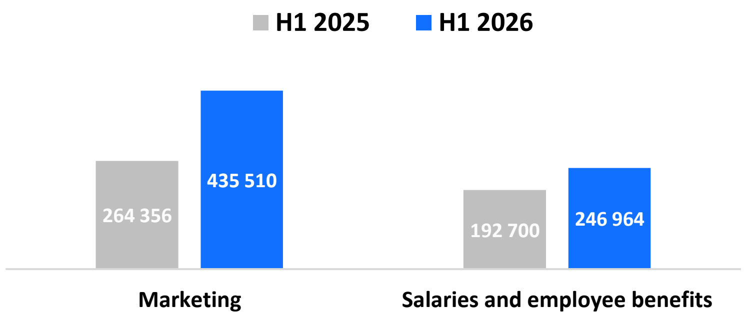
Structure of gross result from operations on financial instruments (%)



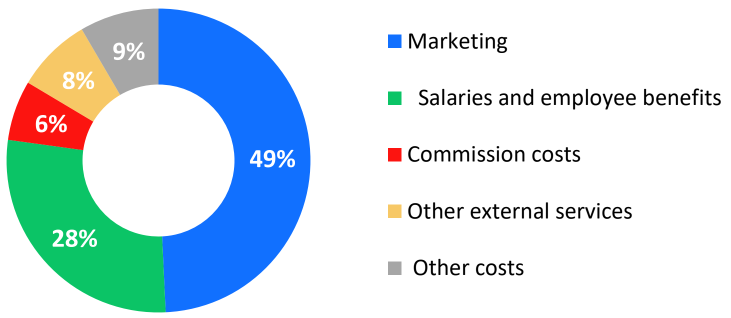
Operating expenses of XTB Group by type

PLN '000	2Q 2026	1Q 2026	Zmiana	H1 2026	H1 2025	Zmiana
Marketing	200 081	235 429	-15,0%	435 510	264 356	64,7%
Salaries and employee benefits	124 907	122 057	2,3%	246 964	192 700	28,2%
Other external services	38 298	32 563	17,6%	70 861	62 007	14,3%
Other costs	13 209	31 710	-58,3%	44 920	8 497	428,7%
Commission expenses	28 651	27 816	3,0%	56 214	57 266	-1,4%
Depreciation	6 842	6 884	-0,6%	13 726	11 844	15,9%
Taxes and fees	5 540	5 534	0,1%	11 074	6 621	67,3%
Cost of maintenance and lease of buildings	2 468	2 316	6,6%	4 784	5 437	-12,0%
Total operating expenses	**419 996**	**464 309**	***-9,5%***	**884 053**	**608 728**	***45,3%***

Group's operating expenses H1 2026 vs H1 2025 (in thousand PLN)



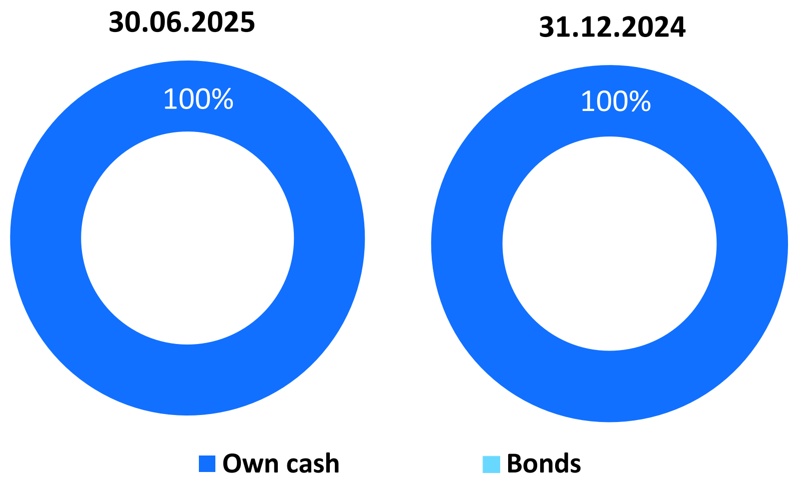
Structure of the Group's operating expenses in H1 2026

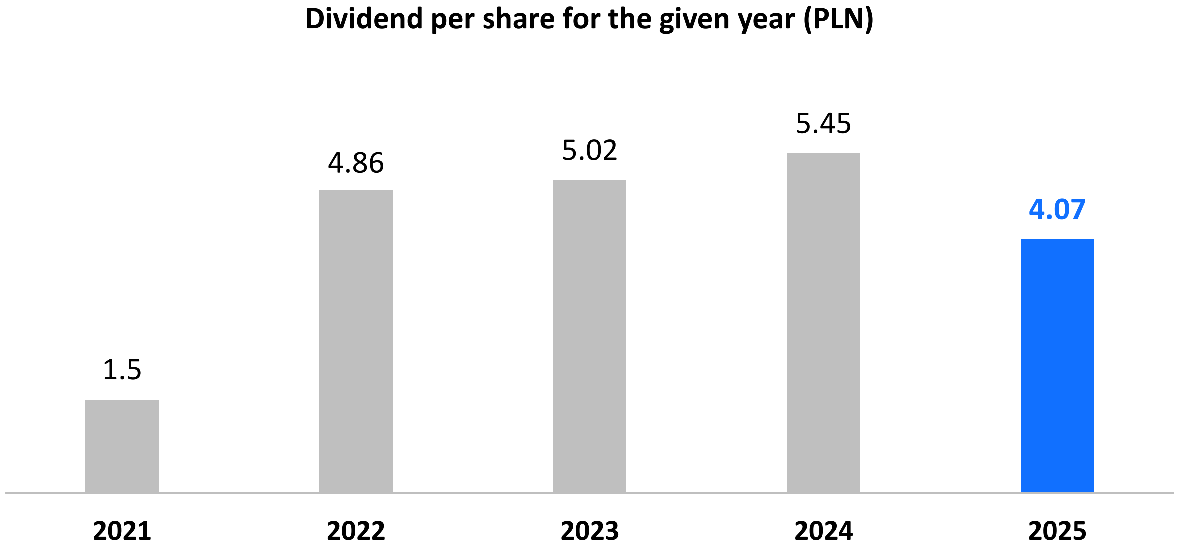


Own cash

PLN '000	30.06.2026	31.12.2025	*change*
Own cash	2 934 090	1 994 027	*47,1%*
Bonds	-	-	-
Own cash + bonds	**2 934 090**	**1 994 027**	***47,1%***

Cash structure





Dividend for 2025

Value per share	Total value	Percentage of standalone net profit	Record Date	Dividend Payment Date
PLN 4.07	PLN 478.5 M	75%	15.06.2026	24.06.2026

Agenda

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2. **Operational data**

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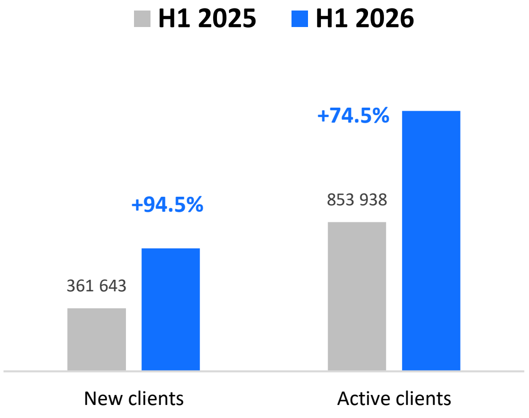
KPIs and marketing costs vs new clients

	2Q 2026	1Q 2026	*change*	H1 2026	H1 2025	*change*
Total operating expenses (in thousand PLN), including:	419 996	464 309	*-9,5%*	884 053	608 728	*45,3%*
- Marketing	*200 081*	*235 429*	*-15,0%*	*435 510*	*264 356*	*64,7%*
New clients	333 292	370 041	*-9,9%*	703 333	361 643	*94,5%*
Number of active clients[1]	1 415 129	1 267 467	*11,7%*	1 489 872	853 938	*74,5%*
Clients in total	2 825 700	2 513 989	*12,4%*	2 825 700	1 697 894	*66,4%*
Net deposits (in thousand PLN)[2]	5 888 768	5 880 056	*0,1%*	11 768 823	7 240 875	*62,5%*
Average operating revenue per active client (in thousand PLN)[3]	0,7	0,9	*-22,2%*	1,4	1,4	-
Average client acquisition cost (in thousand PLN)[4]	0,6	0,6	-	0,6	0,7	*-14,3%*
Turnover of CFD instruments in lots	1 831 627	2 323 204	*-21,2%*	4 154 831	4 229 558	*-1,8%*



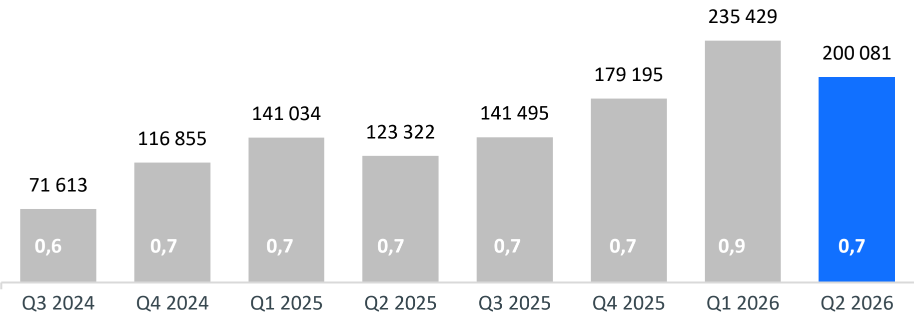
1) The number of clients who, during the period: (i) executed at least one transaction, and/or (ii) held an open position, and/or (iii) held uninvested funds on their account subject to interest.

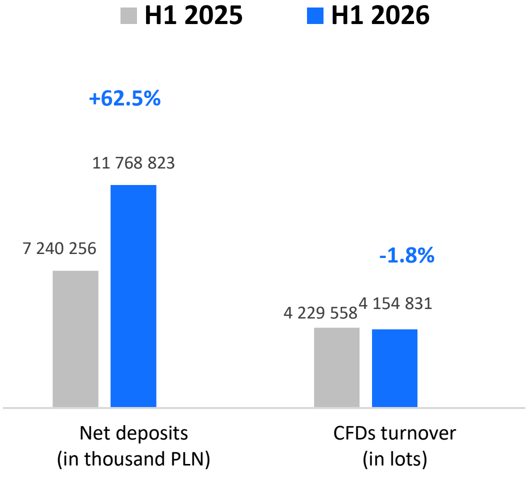
2) Net deposits represent funds deposited by clients directly into investment accounts and funds transferred from the XTB Card account to investment accounts, less funds withdrawn from investment accounts during the given period.

3) The Group's operating revenues in the given period divided by the number of active clients in the given quarter

4) Average Client Acquisition Cost (CAC) is defined as total marketing expenses incurred in a given quarter divided by the number of new clients acquired in the same period.

Marketing expenses vs. client acquisition cost (PLN '000)





Product roadmap

Completed · In progress · Planned

Cryptoassets

Options

Investment Plans 2.0

Extended trading hours

Margin trading – trading using financial laverage

Long-term investment products

Cash ISA account for clients in the UK

Expansion of the pension account offering in other European countries

OKI account for clients in Poland

Activities in H1 2026

Products

Cash ISA (the United Kingdom) – Introduced in Q1 2026, a tax-advantaged savings product launched for UK residents. It offers fully flexible tax-free interest compounding (with an annual contribution limit of £20,000) along with the option to withdraw and re-deposit funds without losing the allowance. It guarantees fee-free transactions and FSCS protection up to £120,000.

Spot Crypto Trading (Cyprus and Chile) – The launch of spot crypto trading in H1 2026 for clients in Cyprus, based on a CySEC license and MiCA regulatory standards. Shortly after the end of the half-year, the service was successfully expanded to the Chilean market, providing investors access to 46 of the most popular cryptocurrencies.

Extended Trading Hours in Europe – The introduction (shortly after the end of H1) of extended trading hours for nearly 1,000 key European stocks and ETFs. Investors gained the ability to execute trades from 7:30 AM to 10:00 PM, enabling an immediate reaction to corporate earnings disclosures.

XTB Mobile App

AI module for analyzing media sentiment surrounding the most popular stocks, ETFs, and CFD instruments.

Self-selection and closing of individual stock/ETF positions was also implemented as a long-awaited client feature (offered as an alternative to the automatic FIFO rule).

Full access to and management of IKE and IKZE retirement accounts directly from desktop computers was rolled out—a feature highly anticipated by investors.

Activities in H1 2026

International expansion

Obtaining additional regulatory licenses in the United Arab Emirates.

Expanding the Group's geographical footprint through the official incorporation of XTB Lithuania, UAB based in Vilnius (June 1, 2026).

Development of the Chilean subsidiary: obtaining a securities agent license.

Marketing

- **Global Partnership with FIBA**

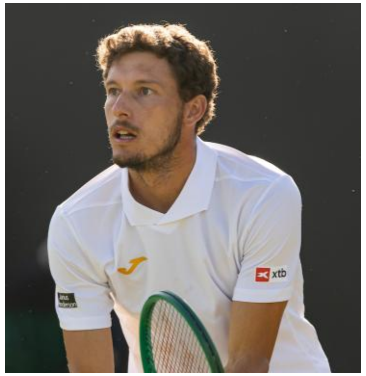
Signing a global agreement with the International Basketball Federation (FIBA). XTB became an official sponsor of both the men's and women's World Cups (including coverage during finals and qualifiers) and the title sponsor of the European Qualifiers for the Men's World Cup.

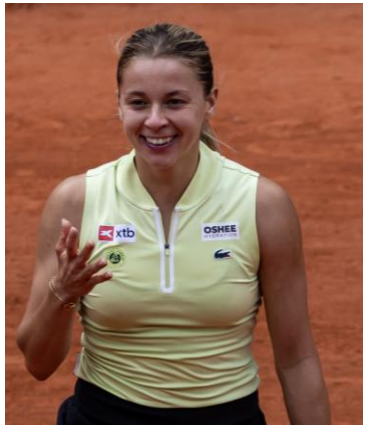
- **Partnership with SSC Napoli**

XTB's first-ever partnership with a football club from Europe's "Top 5" leagues (Italian Serie A). The agreement, running through the end of the 2026/2027 season, aims to strongly drive new customer acquisition in the rapidly growing Italian market.

- **Tennis Player Sponsorships at Roland Garros and Wimbledon**

Featuring the XTB logo on the apparel of top male and female players during two Grand Slam tournaments.





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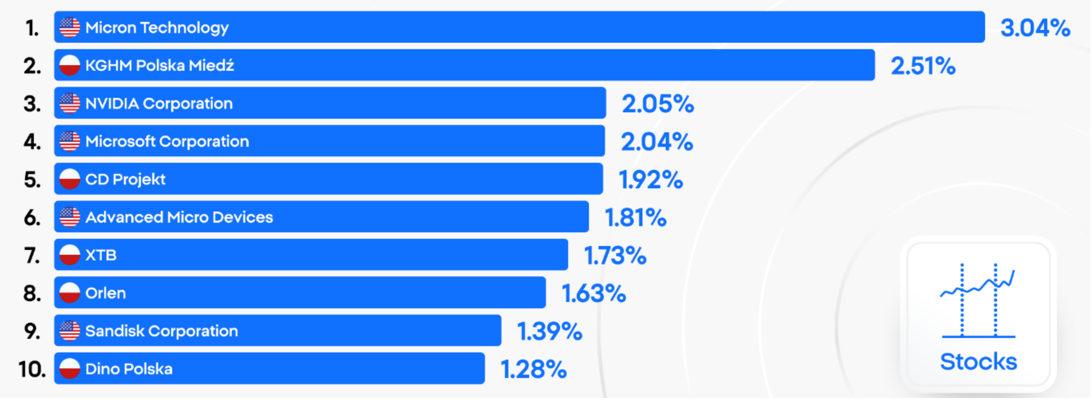
XTB client assets in PLN million at the end of the period

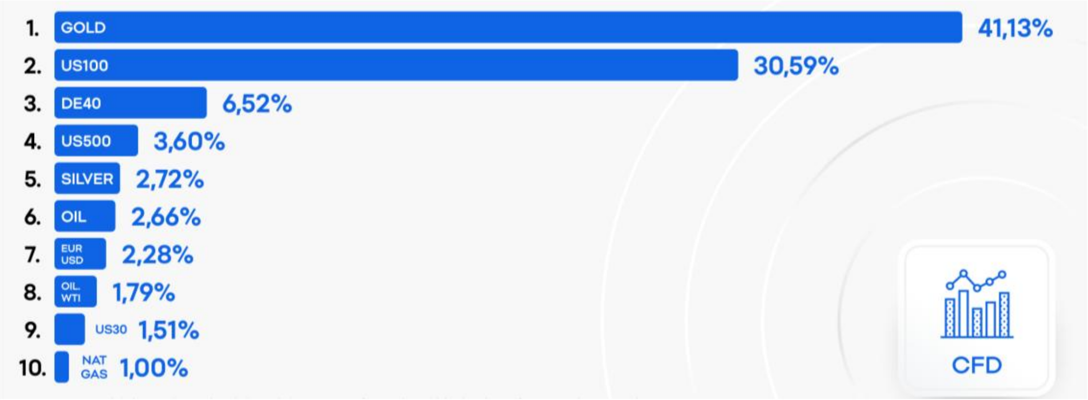
PLN M	2019	2020	2021	2022	2023	2024	2025	30.06.2026
Stocks	111	761	1 846	2 362	4 095	7 908	15 139	23 345
ETFs	25	110	606	1 083	2 053	5 774	12 145	20 018
Cash	471	1 034	1 787	1 939	2 267	3 751	5 864	6 300
CFDs at fair value	98	148	223	363	359	360	518	650
TOTAL	**705**	**2 053**	**4 462**	**5 747**	**8 774**	**17 793**	**33 666**	**50 313**

Financial instruments

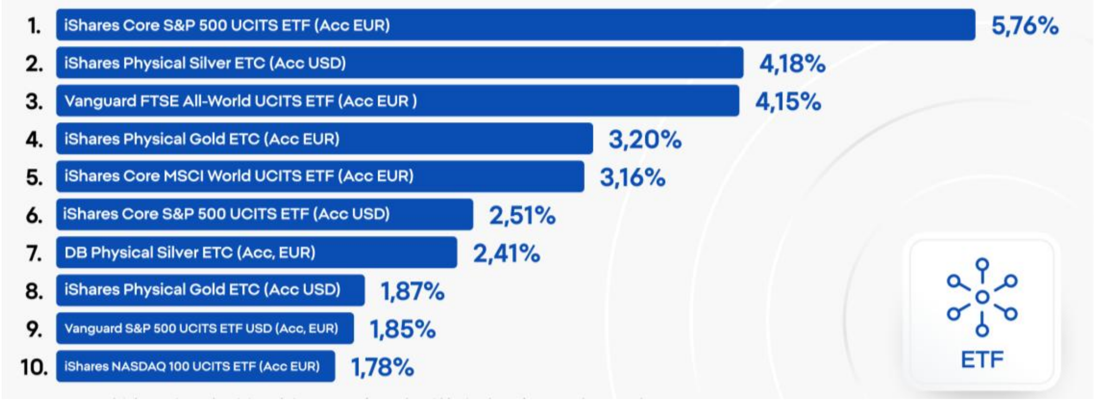
TOP 10 stocks by turnover in H1 2026



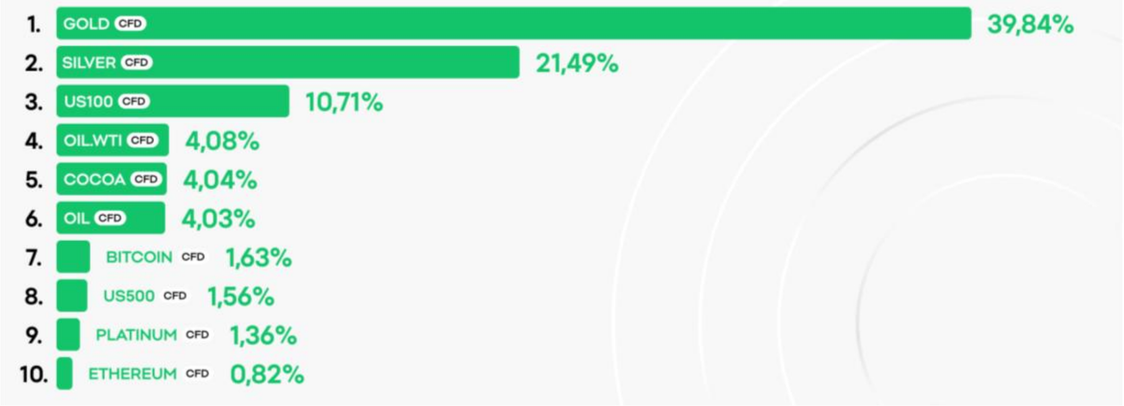
TOP 10 CFD instruments by turnover in H1 2026



TOP 10 ETF funds by turnover in H1 2026



TOP 10 most profitable instruments by turnover in H1 2026

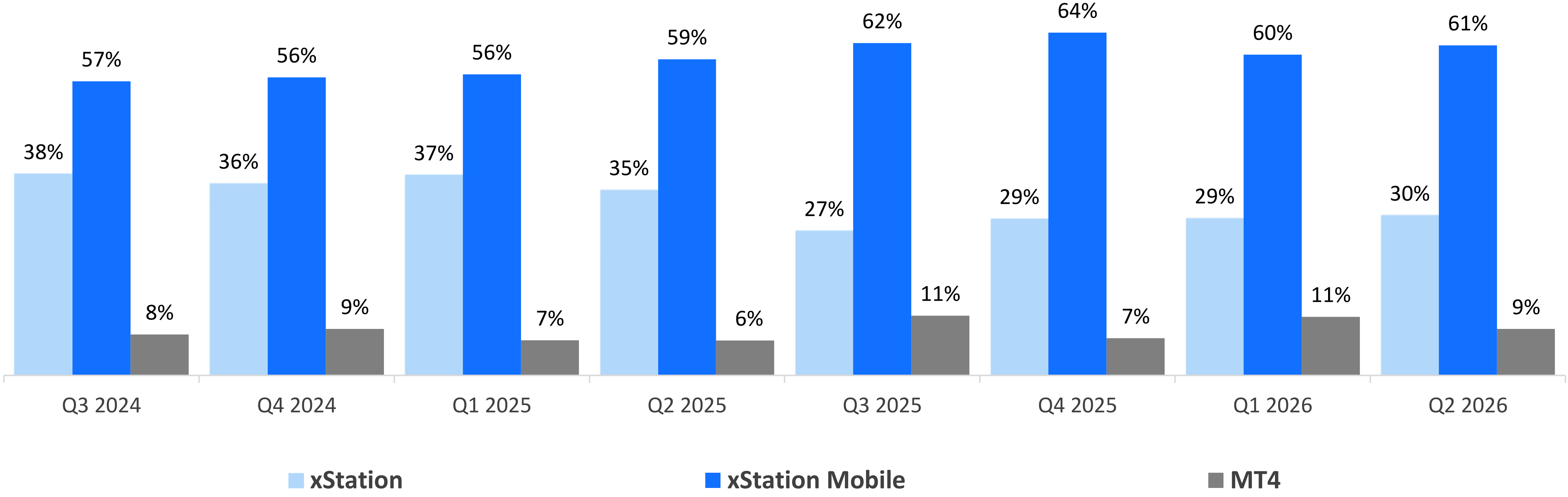


Stocks, ETFs, CFDs: percentage share of the 10 most popular instruments by asset class in H1 2026

Percentage share of the top 10 most profitable financial instruments in gross gain/loss on financial instruments in H1 2026

CFD trading volume by trading platform

% share of CFDs turnover in nominal value by trading platform



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