

About XTB

The XTB Capital Group (“XTB Group”, “Group”) is an international provider of trading and investment products, services and technology solutions, specialized in financial OTC market with a particular focus on CFDs (contracts for difference), which are investment products with returns linked to the changes in the prices and values of underlying instruments and assets). Currently the XTB Group offers more than 1,500 CFDs based on currency pairs, commodities, indices, shares of companies listed on stock exchanges in 12 countries and American and European ETFs, and new CFDs may be added to the Group’s offer. The XTB Group offers also Up&Down options based on more than 30 underlying instruments, including currencies, precious metals, commodities and indices. In 2015 the average quarterly number of active accounts of the Group’s retail clients was over 15 thousand.

Geographic presence

Founded in Poland in 2004, the XTB Group has been growing dynamically, operating on the basis of licences granted by regulators in Poland, the UK, Turkey, Cyprus and Uruguay. Currently the Group is focusing on growing its business in 12 key countries, including Poland, Spain, the Czech Republic, Turkey, Portugal, France and Germany. It has a leading position in growing CEE markets (i.e. Poland, Romania, the Czech Republic and Slovakia), which represented in 2015 60.8% of the average quarterly number of accounts maintained by the Group on which at least one trade was executed in the last three months. Western Europe represented in 2015 32.8% of the average quarterly number of accounts maintained by the Group, with 30% revenue CAGR in 2012 – 2015. The area of Company operations are subject to regulatory supervision in XTB’s markets, including the EU where it conducts business based on the ‘single EU passport’.

XTB presence in Europe and strategy to grow in the Latin American market



Thanks to innovative products and services, the Group has for many years been recognised for its technology, including the award for the best FX platform by the Polish daily business newspaper, Gazeta Parkiet. As at 31 December 2015, the XTB Group had 392 employees globally. The core software development team located in Poland focuses on augmenting the competitive strength of XTB technological solutions. The Group has also become a trading

technology and liquidity provider for institutional clients, brokers and start-up businesses in the institutional operations segment.

The Management Board believes that the Group's online trading platforms enable reliable, fast and effective trade execution in a user friendly environment. The Group is able to process approximately 30,000 orders per minute. The average execution time from placing an order until the receipt of full confirmation is less than 60 milliseconds. The Group offers its clients various trading alternatives based on client sophistication, from beginner to expert, and on the mode of access, from smartphones to web-based interfaces to downloadable desktop applications. The offered applications provide retail and institutional clients with useful and varied tools, including charts, analytics, research and online training.

To advertise its business and increase its client base the Group utilizes online as well as offline marketing channels. A differentiating factor that allows the Group to continue to increase its market share is a team of over 110 employees in direct sales and marketing across the regions in which the Group operates. The Group's marketing activities are supported by superior client service and ongoing initiatives for the Group's retail clients, such as social trading (via xSocial) and an educational portal, Trading Academy, that continuously contribute to increased trading volume, retention of clients and a stable flow of new clients to the Group.

Financial Results

The XTB Group experienced significant growth of revenues and net income in 2015. Total operating income was PLN 282.5 m (+38.2% yoy), with net profit of PLN 119.0 m (+54.3% yoy; net profit margin of 42.1%).

Experienced management team

The Group's management comprises an experienced team of industry specialists, the majority of whom have been with the Company since its establishment and have significantly contributed to its development.

XTB Management Board

Jakub Malý, CEO



Jakub Malý commenced his professional career in 2001 at Eurotel Praha spol. s.r.o. (presently, Telefonica O2) as a marketing specialist. From 2004 to 2007, he was a project director at Atlantik finanční trhy, a.s (presently J&T Bank). Since 2007, he has worked for the Group. From 2007 to 2012, he was the director of the Company's branch in the Czech Republic. From 2009 to 2012, he was a regional director of the Company. From 2012 to 2014, he was a member of the Management Board and since 2014 he has been the President of the Management Board. Since 2014 Jakub Malý has also been a member of the management board of X Trade Brokers Menkul Değerler. Jakub Malý graduated from the University of New York in Prague with a Bachelor of Science degree.

Paweł Szejko, CFO



Paweł Szejko commenced his professional career in 2003 in the Audit Department of BDO Polska sp. z o.o., where he was employed until 2006 as, *among others* a Supervisor. From 2007 to 2008 he worked as a Senior Consultant in the Audit Department of PricewaterhouseCoopers sp. z o.o., and then, from July 2008 to September 2014, as the Director of Finance and a member of the management board at P.R.E.S.C.O. GROUP S.A.

Since October 2014 Paweł Szejko has worked for the Company as Director of Finance and since January 2015 as a member of the Management Board.

Paweł Szejko graduated from the Higher School of Banking in Poznań (WSB) and from the Poznań Economy Academy, where he specialised in Business Finance and Accounting. In 2007 Paweł Szejko was awarded an ACCA certificate in International Financial Reporting. In 2008, he was registered on the list of certified auditors at the Polish National Chamber of Statutory Auditors and in 2009 was awarded a accountancy certificate by the Ministry of Finance.

Paweł Frańczak, Head of Legal Department



Paweł Frańczak has worked for the Company since 2008. From 2008 to 2010, he was the Compliance Office at the Company and from 2010 to 2012 he was the director of the Legal and Compliance Department. Since August 2012 Paweł Frańczak has been a member of the Management Board and since November 2012 he has also been the Director of the Legal Department.

While at University, Paweł Frańczak worked at the ITI Group (presently, ITI Corporation Sp. z o.o), the law office of R. Olszewski, J. Tokarski i Wspólnicy sp.k., at the law firm Kancelaria Prawna J. Chałas i Wspólnicy sp.k. and at the law firm of Clifford Chance, Janicka, Krużewski, Namiotkiewicz i Wspólnicy sp.k.

Paweł Frańczak graduated from the University of Warsaw in law and in 2005 he was awarded a Diploma of the British Law Centre of Cambridge University. In 2012, he was registered in the register of advocates of the Regional Advocates Chamber in Warsaw.

Contact

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