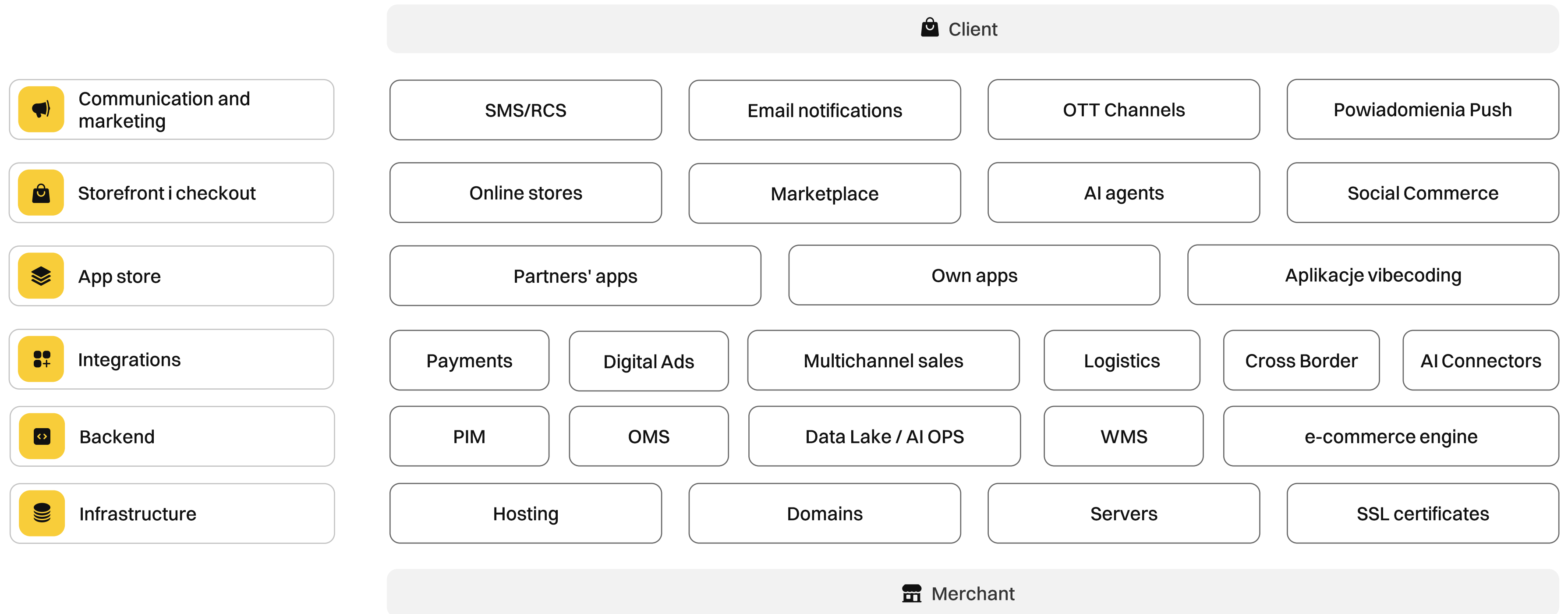


cyber\_Folks Group

**We are the European  
leader in e-commerce  
technology**



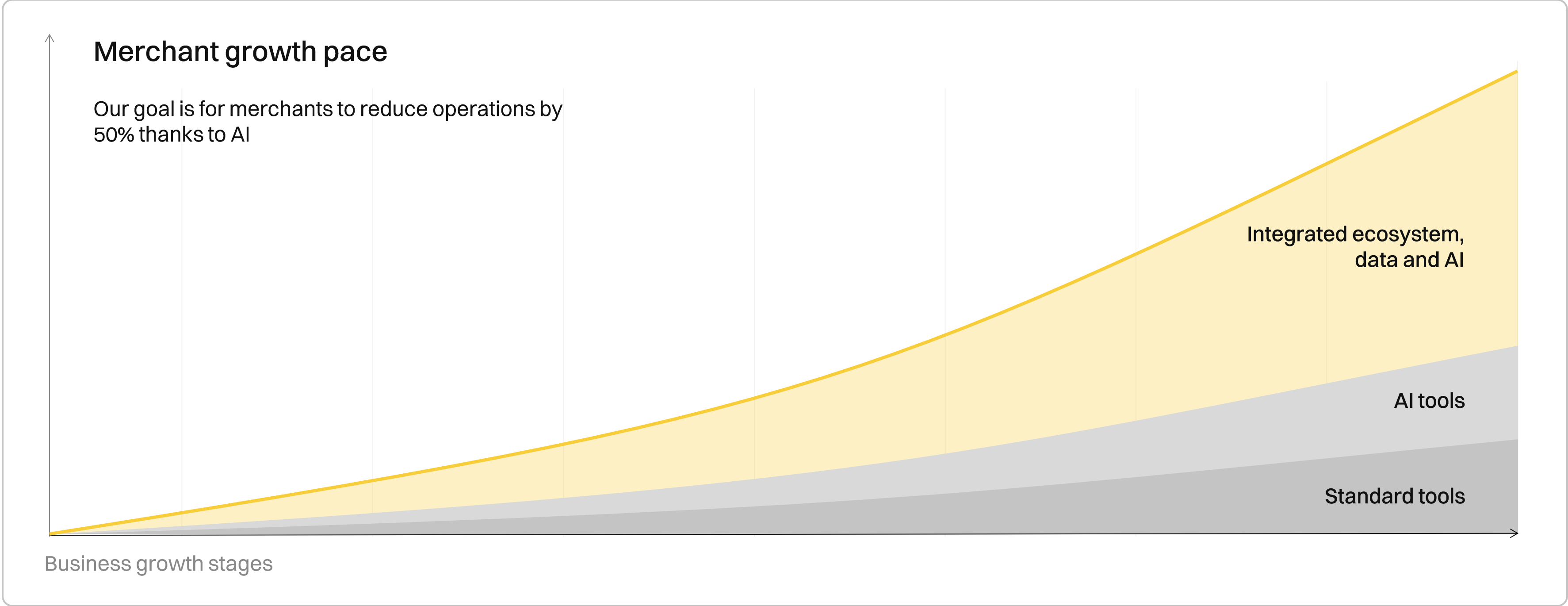
# Complete e-commerce workflow in a single ecosystem.



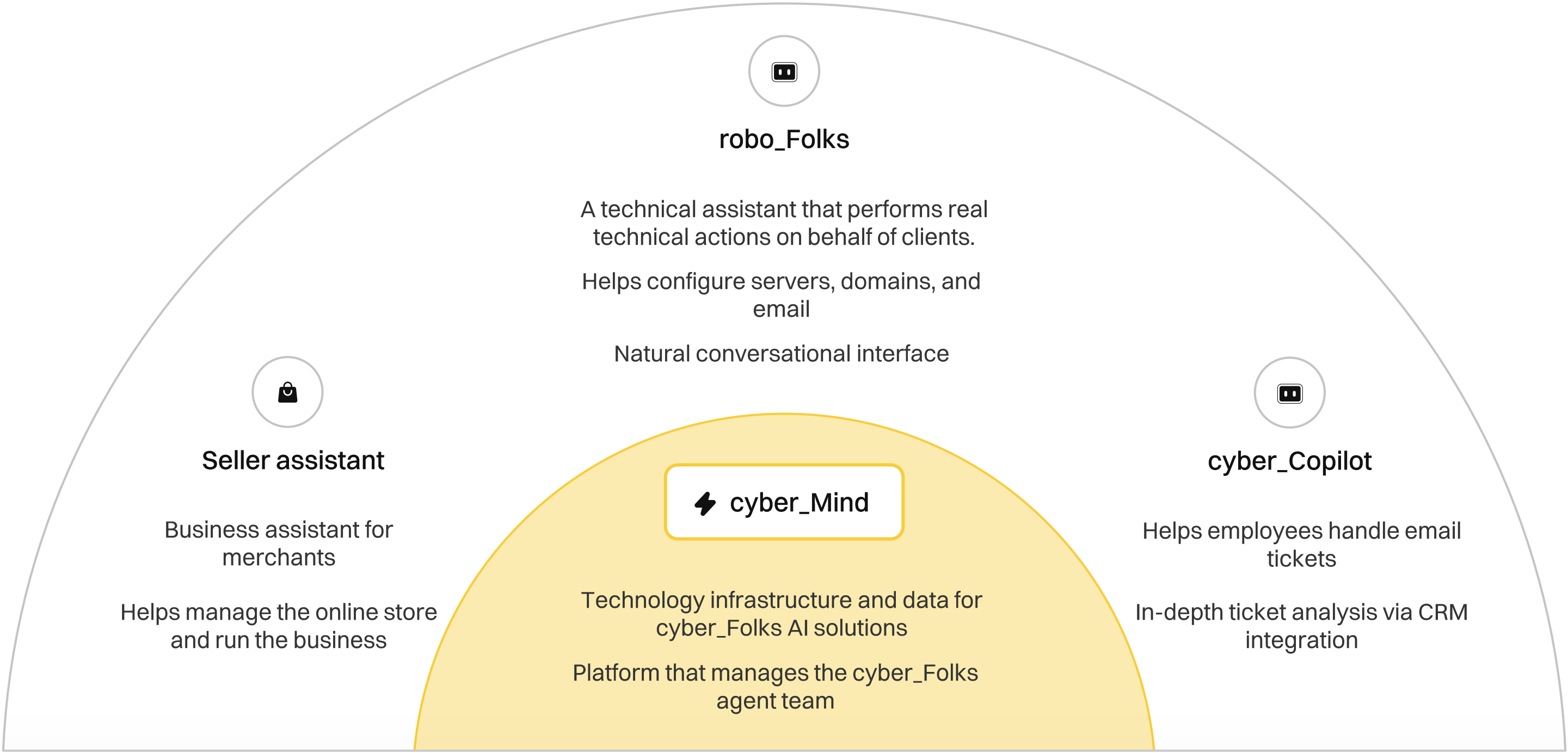
# Complete technology ecosystem for every segment.



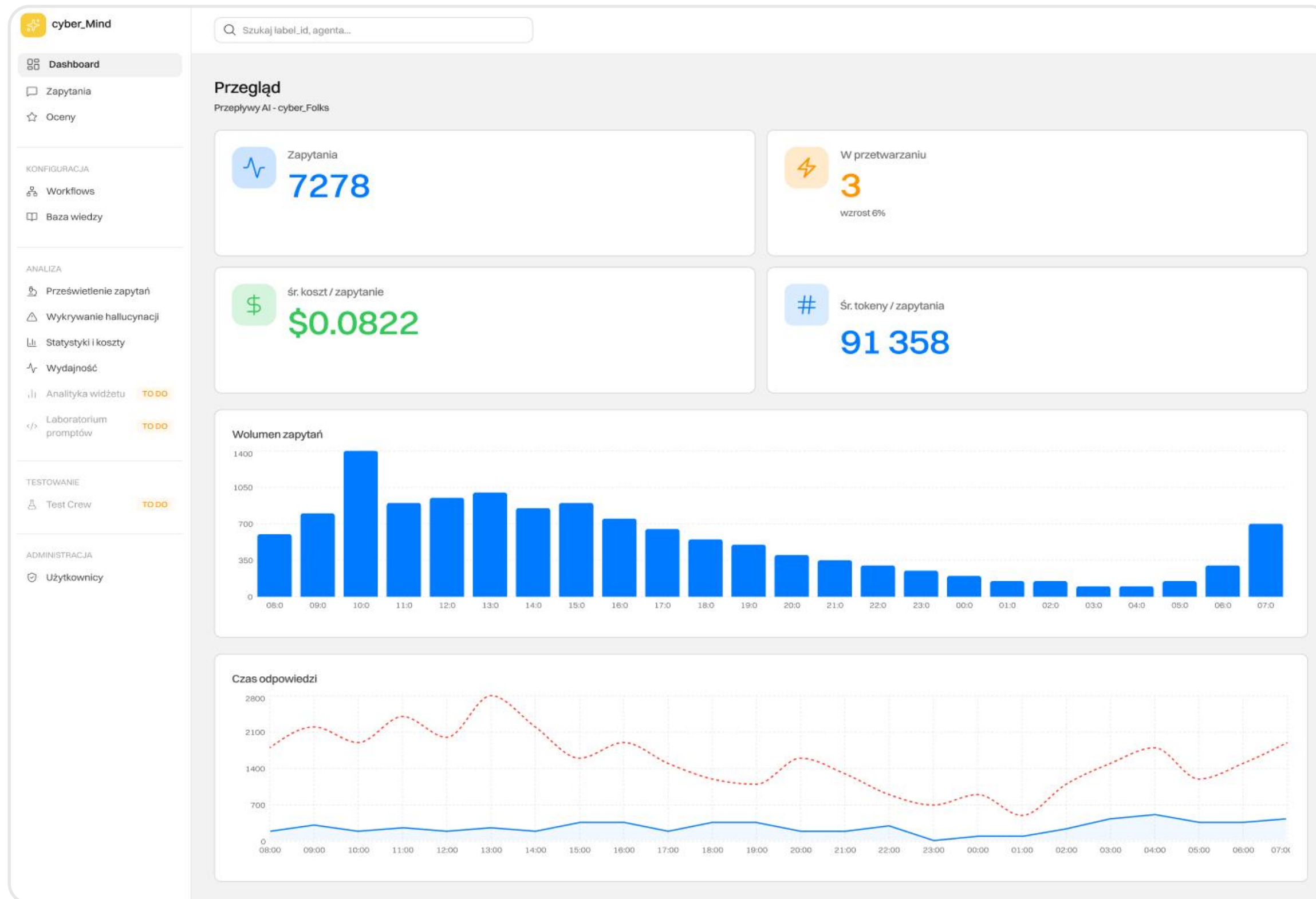
Advantage is built on scale, data, and an integrated product ecosystem and user experience. AI strengthens each of these pillars.



# AI must grow GMV, reduce cost or mitigate risk, while operating reliably, securely and predictably.



# cyber\_Mind – Foundation of AI orchestration in cyber\_Folks



A system that detects agent hallucinations in real time



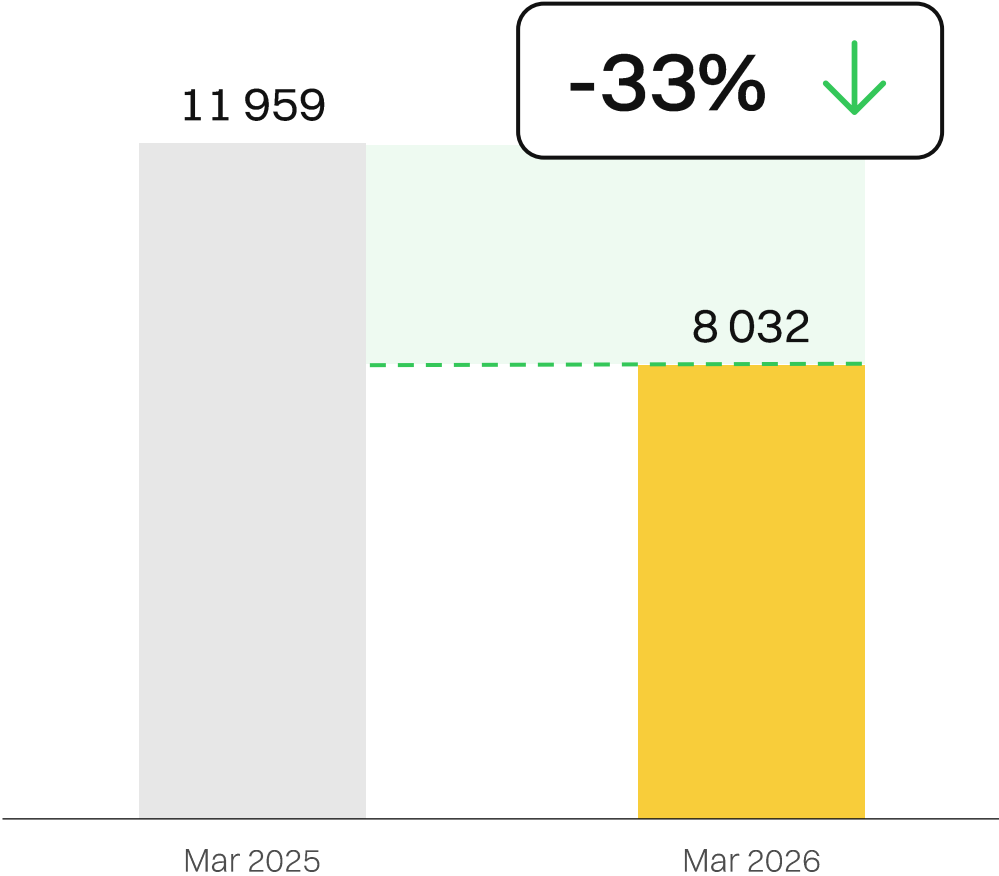
Every AI conversation with a client is screened for quality, token cost, and tools used



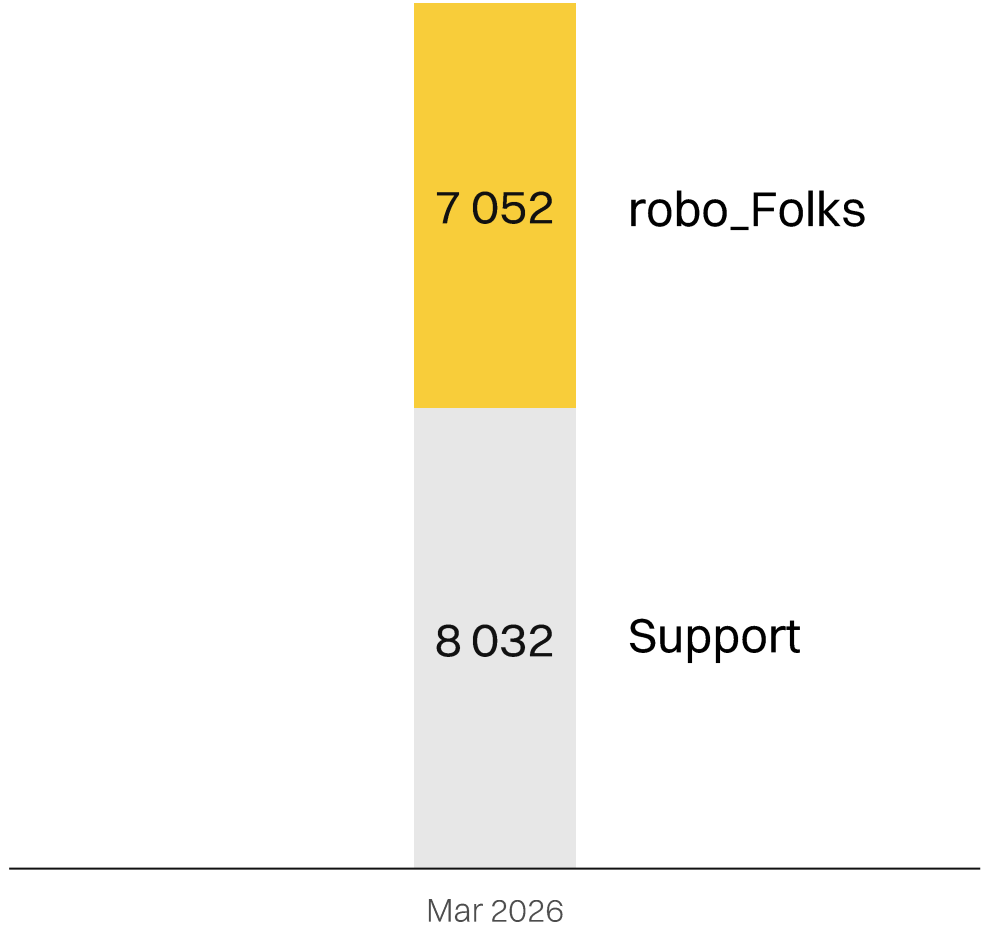
In practice, this means the company can aggressively deploy AI without risking loss of trust or uncontrolled costs.

# AI in action: Greater role, broader use of robo\_Folks

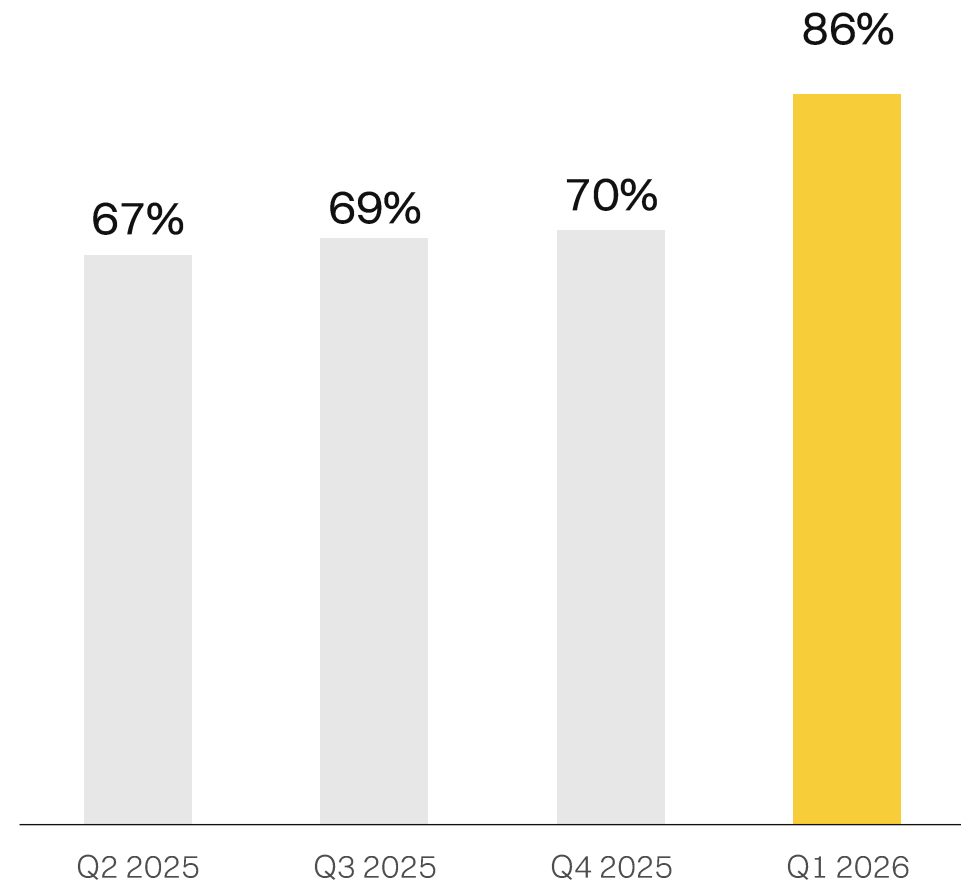
Decline in chats with the support team



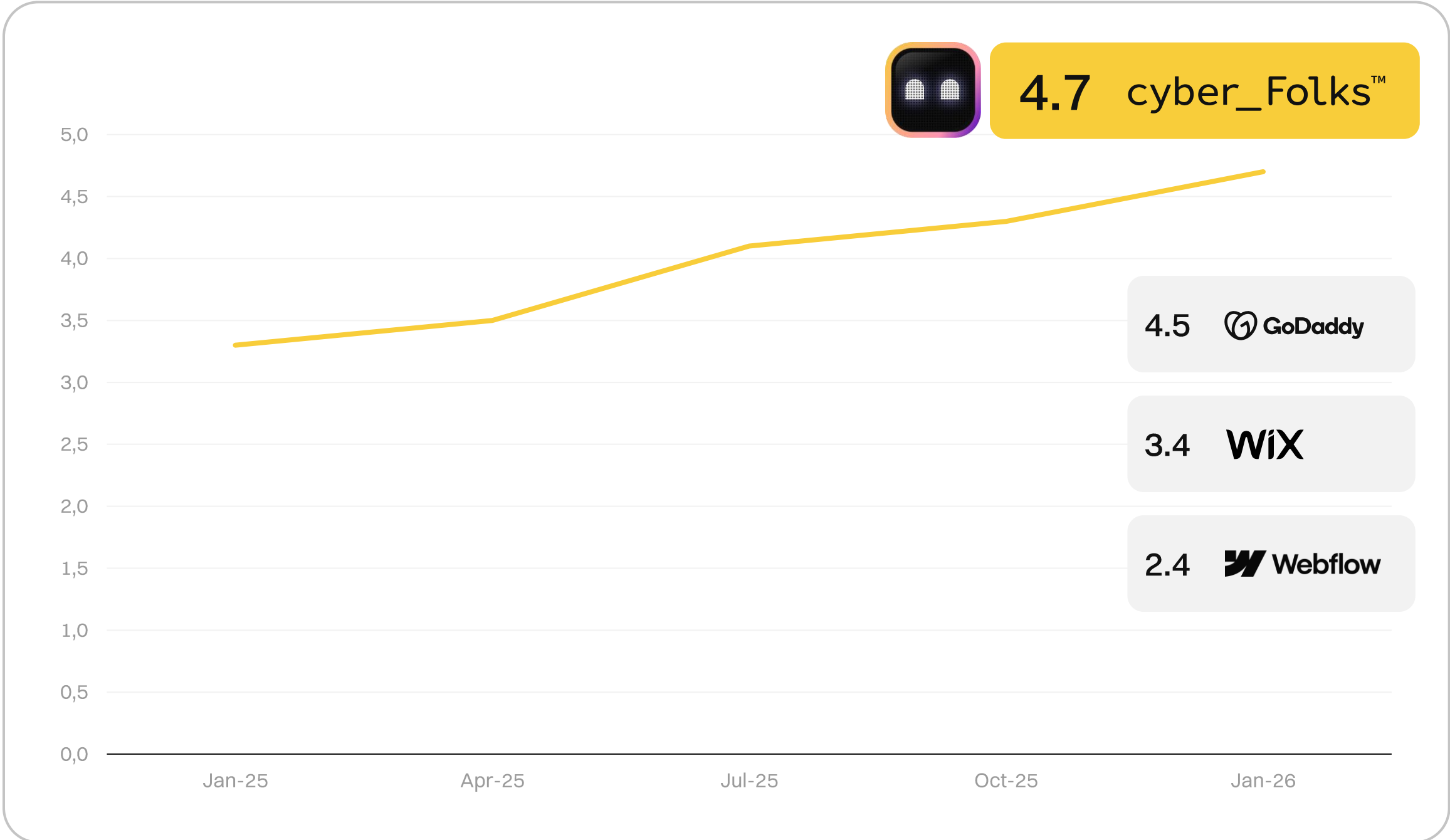
robo\_Folks handles 47% of all chats



Systematic improvement in the quality of responses provided by robo\_Folks



# Impact of robo\_Folks interactions on user ratings on Trustpilot



“robo\_Folks helped me many times and walked me through WordPress settings for my website step by step, including a tab that wasn't loading content. It worked quickly, smoothly, and resolved my issues fast many times over.”

Kasia M. ★★★★★

“Great robo\_Folks chat support, really fixed my errors in 5 minutes!”

Rafał P. ★★★★★

“Help installing and registering DNS. Unlike other companies and chat bots, this one answers every question I ask, in plain language—it even installed WordPress for me.”

Dominika D. ★★★★★

# robo\_Folks will support the users of our clients' websites



Since March this year, robo\_Folks has been in testing as a plugin to install on our clients' websites, so the AI chat supports their visitors day-to-day



The client doesn't write a single line of code—just activate the chat in the server panel to make robo\_Folks available to users



As a result, AI Chat becomes a native hosting feature, which we can offer as a subscription service or upsell, generating recurring revenue.

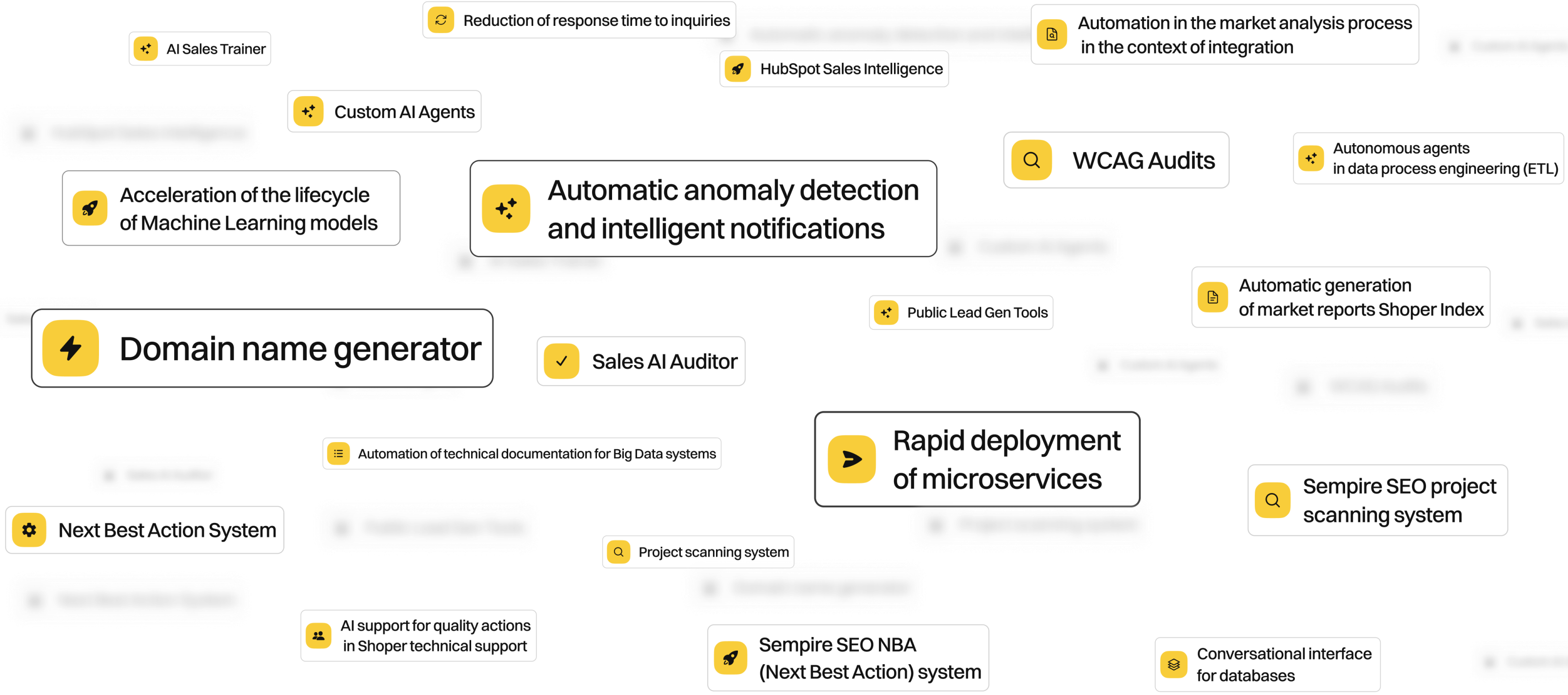
The screenshot shows the website for AUTOCRAFT GARAGE. The header includes navigation links: USŁUGI, O NAS, REALIZACJE, CENNIK, KONTAKT, and a button UMÓW WIZYTĘ. The main content area features a large image of a blue car in a garage, with the text "WARSZTAT & DETAILING" and "TWÓJ SAMOCHÓD. NASZA PASJA." Below this, it says "Profesjonalna obsługa, najwyższa jakość i dbałość o każdy detal." and a button "ZOBACZ USŁUGI".

The AI chat overlay is positioned on the right side of the page. It features a robot head icon and the text: "Witaj! Jestem robo\_Folks. W czym mogę pomóc?". Below this, there is a user message in a yellow bubble: "Mam czarne BMW z mikrorysami po myjni. Co polecacie, żeby przywrócić efekt nowego auta?". The chatbot's response is in a black bubble: "Polecamy korektę lakieru + zabezpieczenie powłoką. Usuniemy mikrorysy i przywrócimy efekt showroom.". At the bottom of the chat window, there is a status indicator "Przygotowuje ofertę..." and a text input field "Wpisz wiadomość...".

Below the main content area, there is a section titled "CO NAS WYRÓZNIJA" with the heading "JAKOŚĆ, NA KTÓRĄ MOŻESZ LICZYĆ.". This section lists three key features:

- DOŚWIADCZENIE**: Wieloletnie doświadczenie i setki zadowolonych klientów.
- PROFESJONALIZM**: Pracujemy na sprawdzonych narzędziach i certyfikowanych produktach.
- KOMPLEKSOWOŚĆ**: Od mechaniki po detale, wszystko w jednym miejscu.

# Real-world AI usage - Initiatives





cyber\_Folks & Shoper  
teams

2025 integration

One vision.  
One e-commerce leader.

## ★ Clear strategy to build the e-commerce leader

Full focus on building an e-commerce leader and maximising the potential to grow and compete internationally

## 🎓 Simpler and more efficient structure

Greater operational efficiency, improved information flow and a sustained reduction in shared and administrative costs (>PLN 1m of annual cost savings from the merger)

## ↔ Greater scale and financing flexibility

Greater scale of the combined entity – with aggregate market capitalisation of ~USD 1bn (relevant for international funds) – and enhanced flexibility in raising both equity and debt financing

## ↔ Further increase in share liquidity

A larger entity translates into greater share liquidity – the average daily trading value (3M) is c. PLN 1.3m for Shoper and c. PLN 3.6m for cyber\_Folks, with further upside expected post-merger

# Merger – key information

## Valuation & share exchange ratio



- The valuations of the Acquiring Company (cyber\_Folks) and the Target Company (Shoper) were established using the **3-month volume-weighted average price (VWAP)** preceding the announcement of the Merger Plan
- In line with the adopted valuation method, it has been determined that **shareholders of the Target Company will receive, for each 1 share of the Target Company, 0,2281 shares of the Acquiring Company** (rounded down to whole numbers)
- Where, due to application of the Share Exchange Ratio, an eligible shareholder of the Target Company would be entitled to a fractional Merger Share, such shareholder will instead be entitled to a **cash payment<sup>1</sup>**
- In connection with the merger, **cyber\_Folks will issue 3 215 165 shares** of series F ordinary bearer shares

## Indicative timetable



- Early June – convening of EGMs by cyber\_Folks and Shoper to approve the merger
- Second half of June – publication by cyber\_Folks of the exemption document relating to the public offering
- Early July – General Meetings of cyber\_Folks and Shoper
- First half of July – application to the WSE for suspension of trading in Shoper shares
- August/September – registration of cyber\_Folks merger shares with the NDS (KDPW)
- August/September – admission of cyber\_Folks merger shares to trading on the WSE

# Alongside the merger, cyber\_Folks plans to introduce a new incentive programme

## Programme participants

- Two pools within the incentive programme – **for the Management Board (<547k shares) and for managers (<60k shares)**
- Total of up to 4% of the Company (no more than 1% per annum)

## Ambitious targets

- **2026-2029 financial targets (EBITDA)** for the cyber\_Folks (hosting) and e-commerce segments

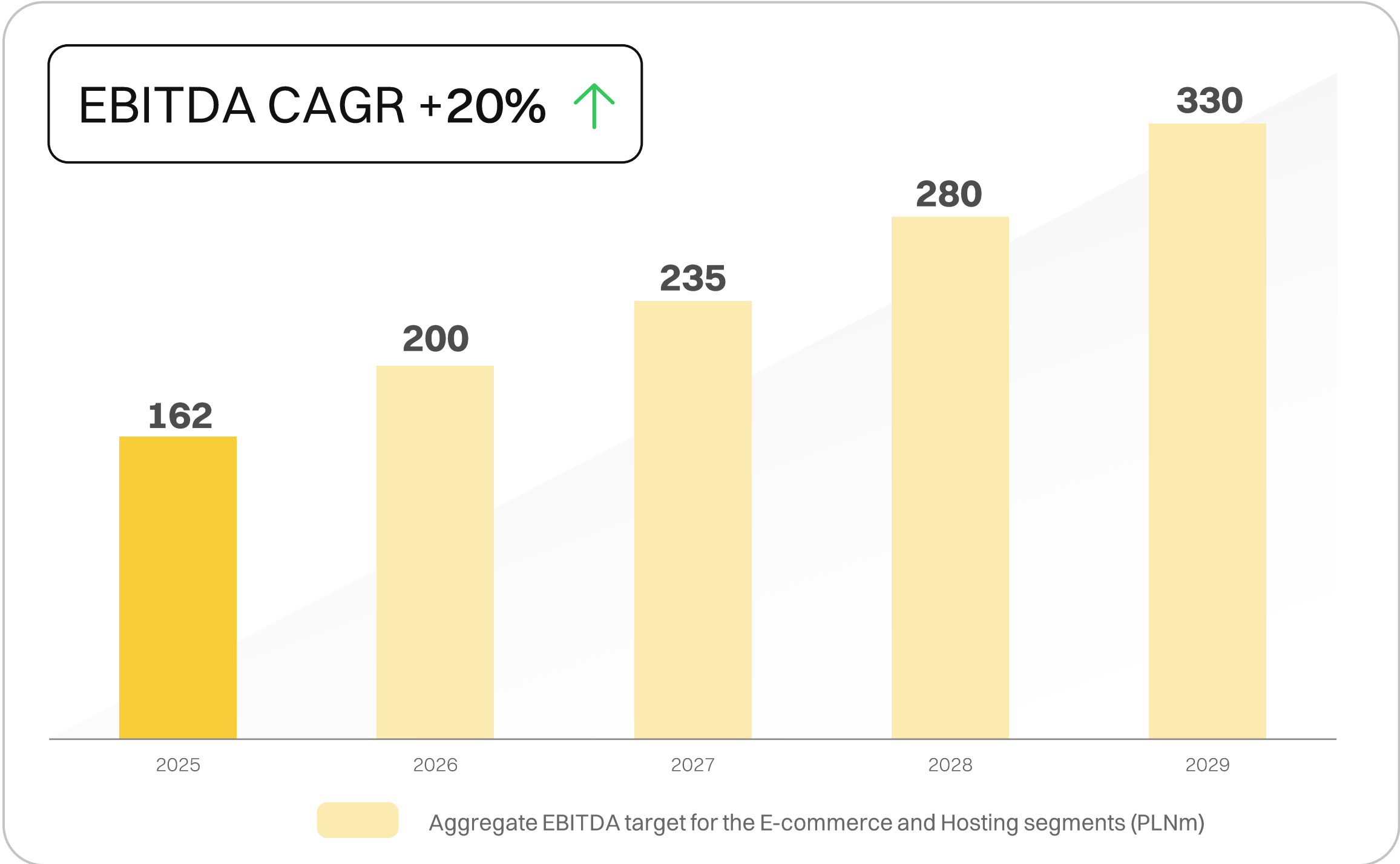
## Source of shares

- For the Manager Pool – **existing shares** at nominal price
- For the Management Board Pool – **newly issued shares** at PLN 165<sup>2</sup> (discount of c. 7% to market price)

## Share transferability

- **Lock-up period – 12 months** from the date of acquisition or subscription of shares. The same period applies to both the Management Board and Managers

...designed to further reinforce the motivation of key teams, while introducing clearly defined financial targets



### Proposed cyber\_Folks incentive programme<sup>1</sup>

- KPI targets based on EBITDA for the E-commerce and Hosting segments
- Programme duration - 4 years (2026-2029)
- For the Manager Pool, a share buy-back of c. 60k cyber\_Folks shares is planned in the coming years

(1) The presented parameters of the incentive programme represent preliminary assumptions and reflect the Company's current intentions. The final programme proposal will be set out in draft resolutions, in line with the applicable formal and legal procedure, and subsequently put to a vote of the Company's shareholders

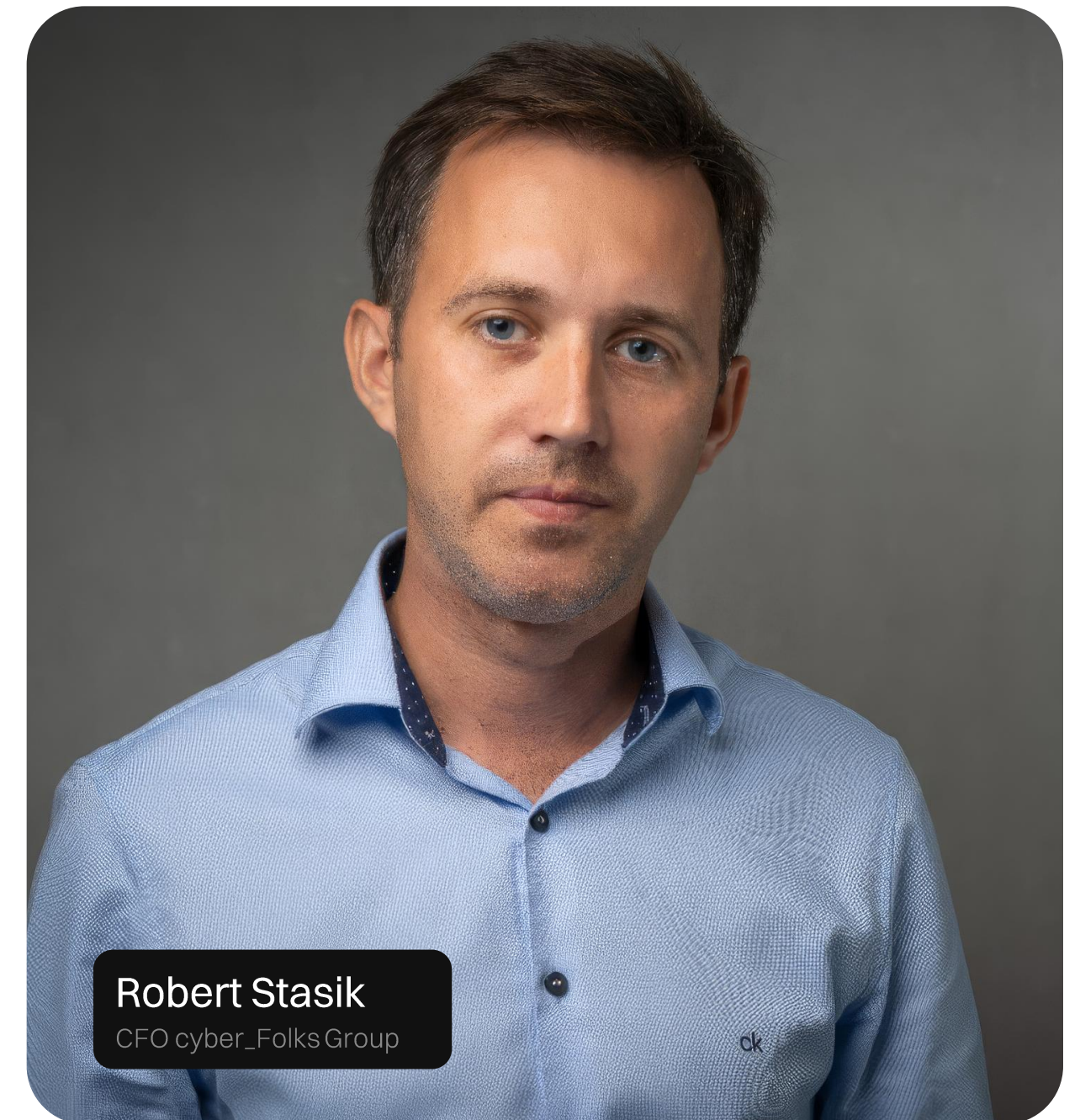
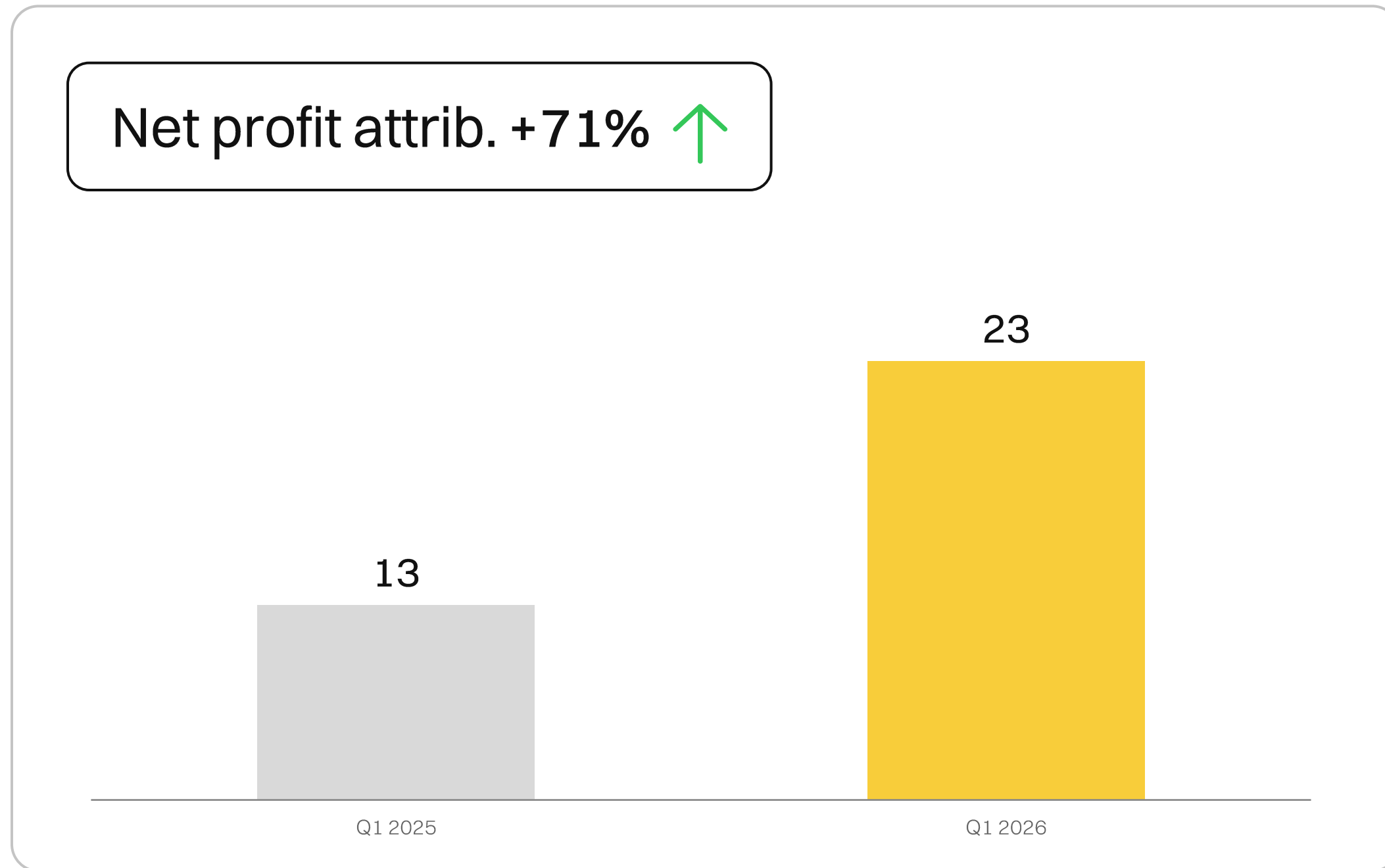
cyber\_Folks Group

# Q1/2026 at cyber\_Folks

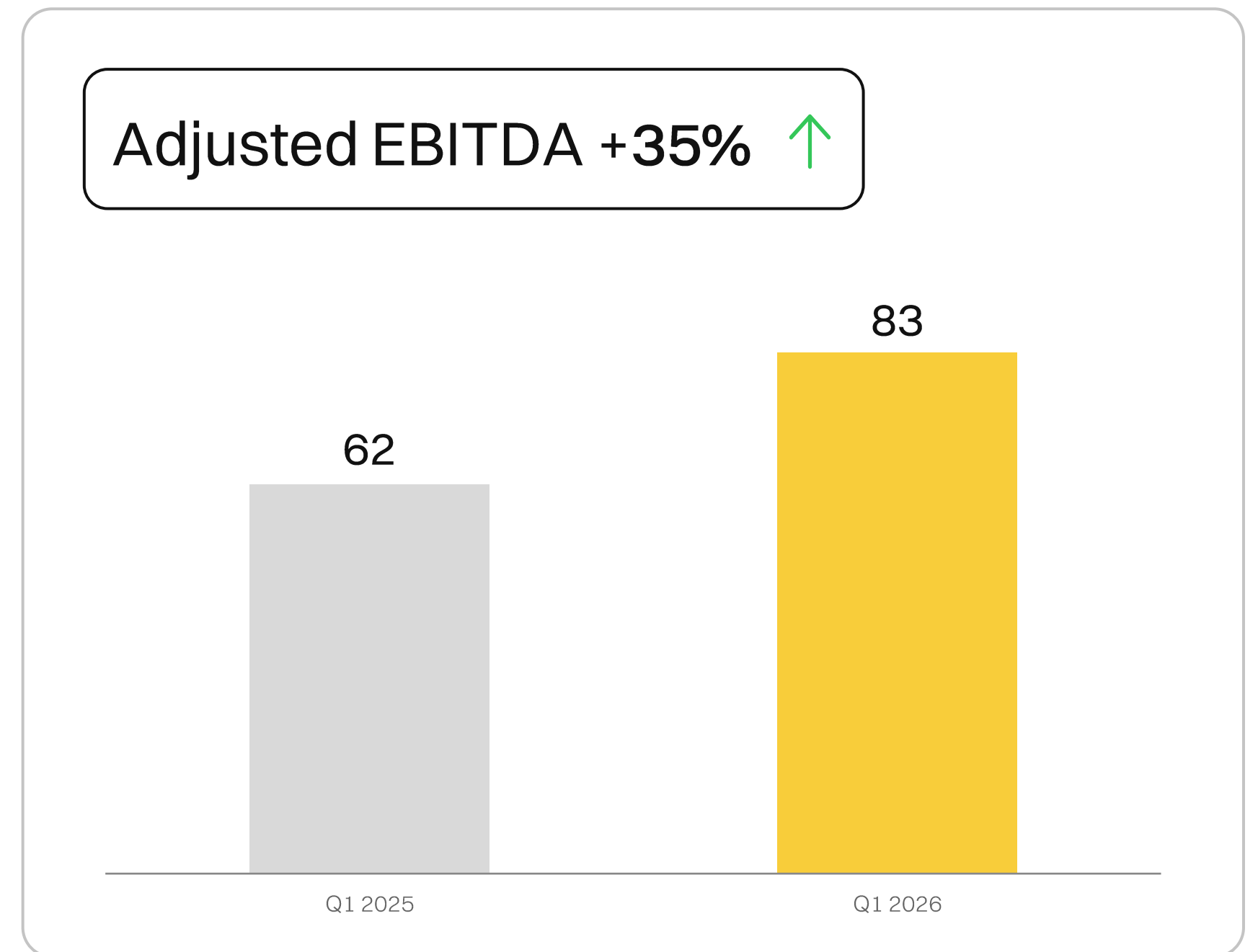
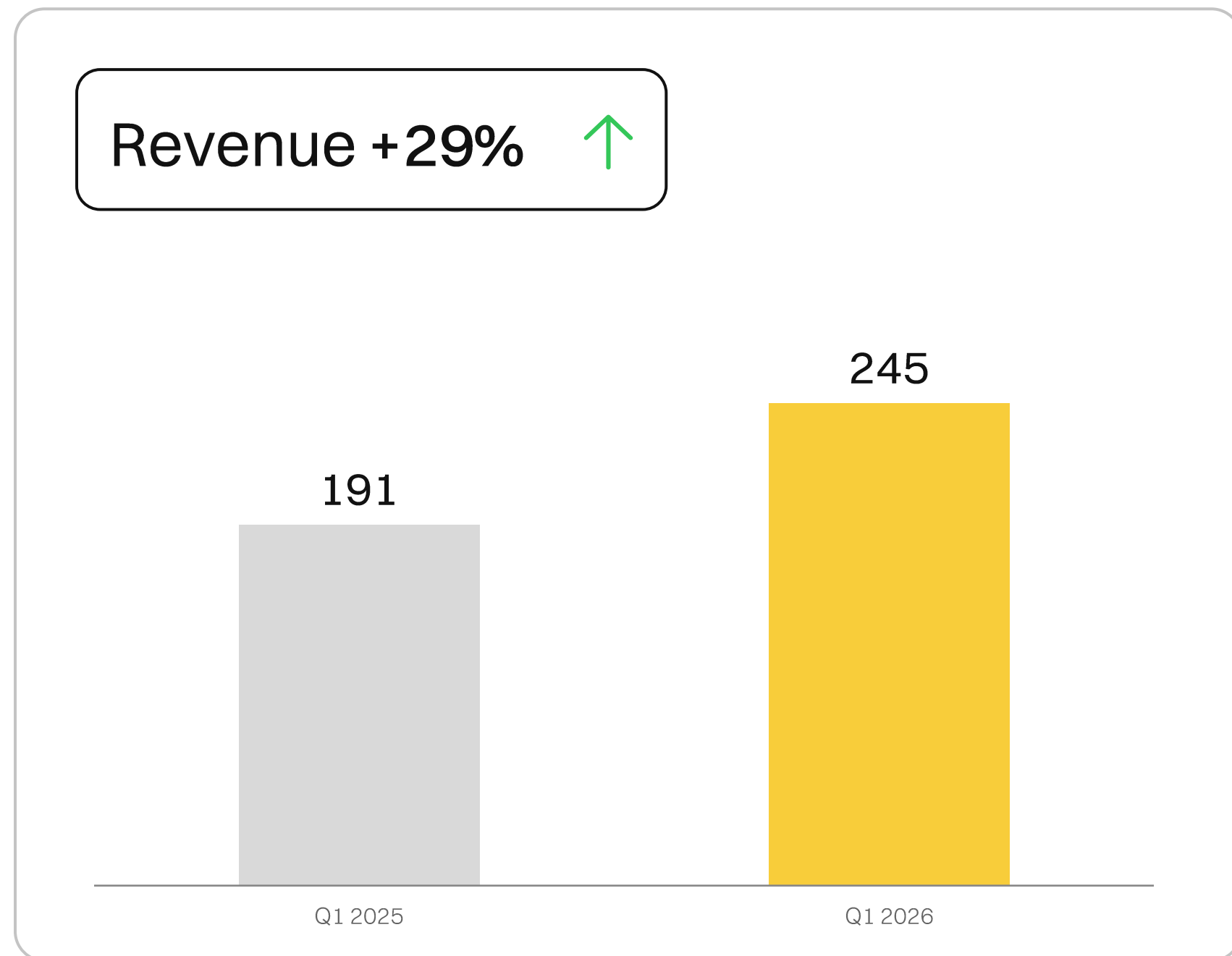


Marcel, Damian and  
Adrianna  
TEH Trade Fair, Warsaw 2025

# Return to the growth path of net profit attributable to shareholders of the parent company.

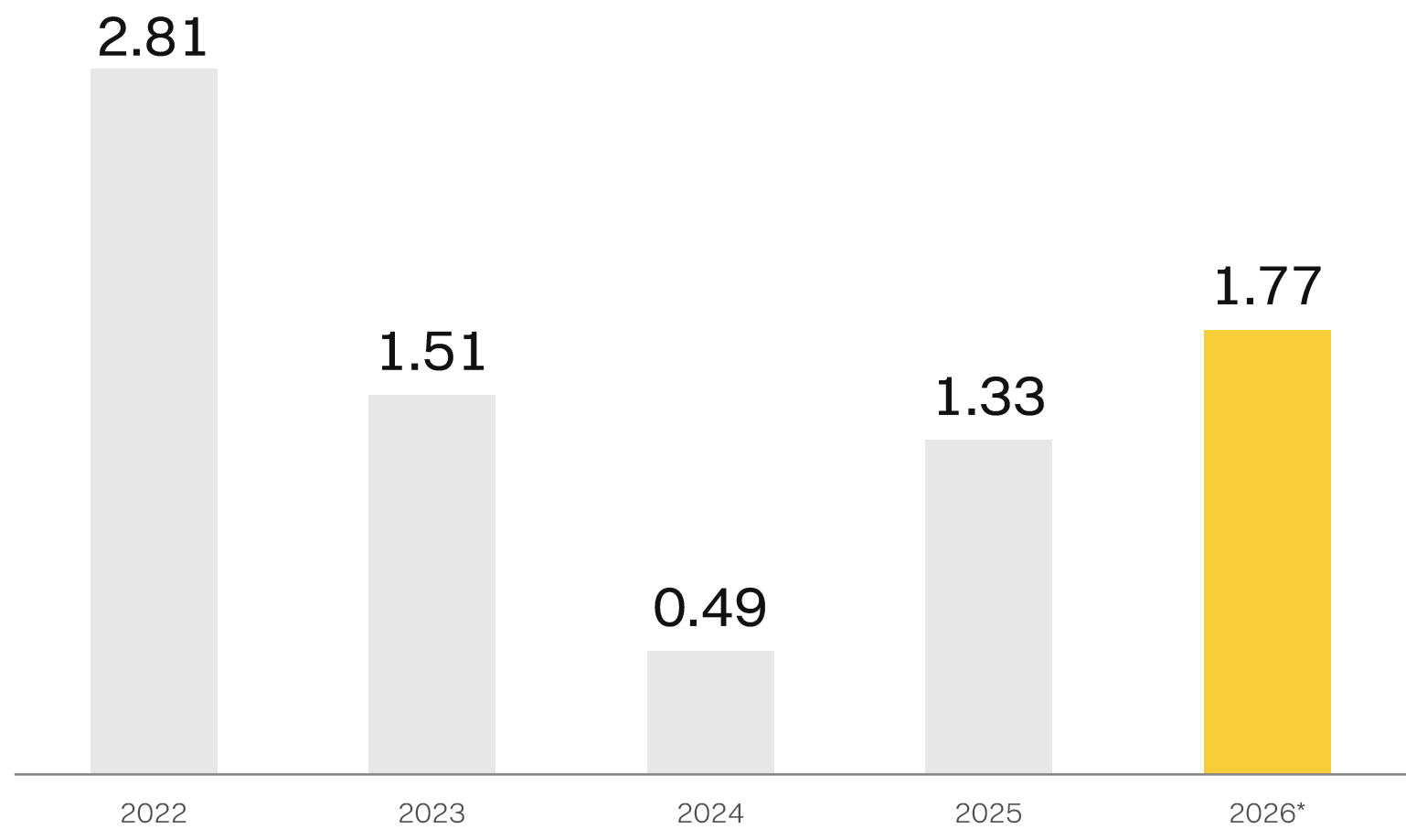


# Revenue and adjusted EBITDA of the cyber\_Folks Group for Q1 2026.

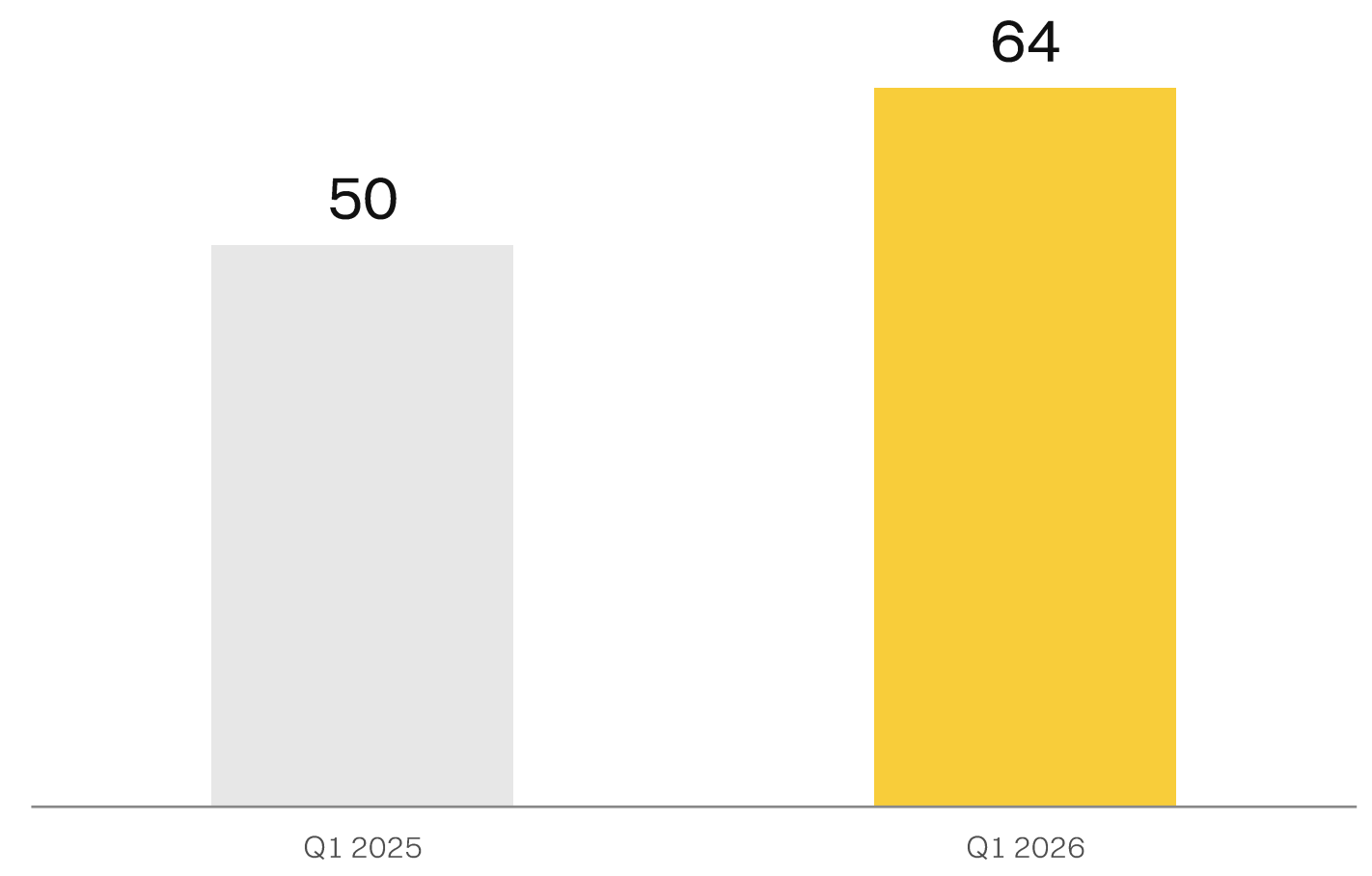


# Solid and rapidly growing cash flow.

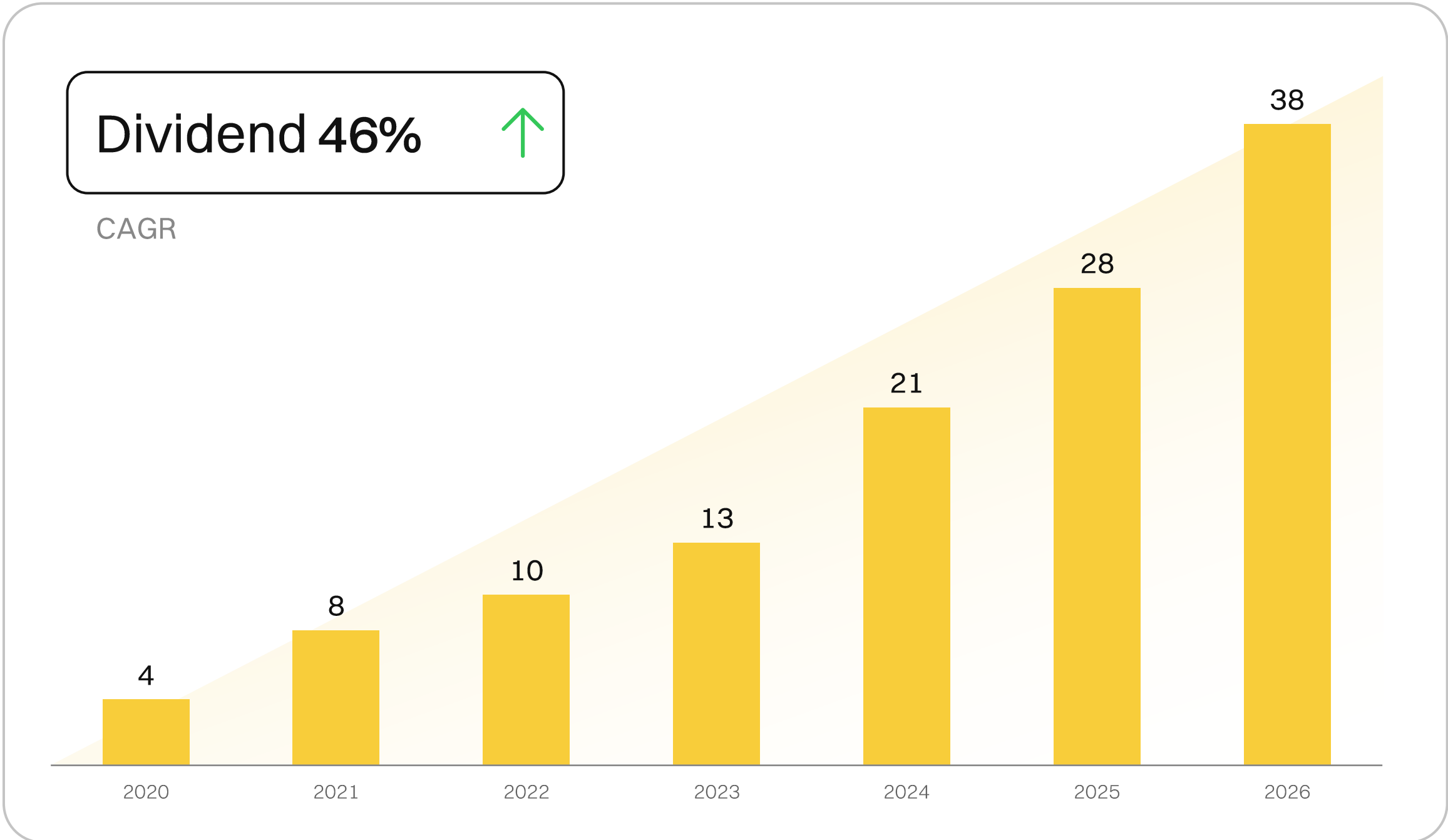
Net debt / Adjusted EBITDA



Net operating cash flow +30% ↑



# Record results enable a growing dividend payout and continued dynamic business growth.



## Schedule

**01.07**  
Dividend record date

**03.07**  
Dividend payment date

cyber\_Folks™

# Segment Summary



Katarzyna Juskiewicz  
COO cyber\_Folks

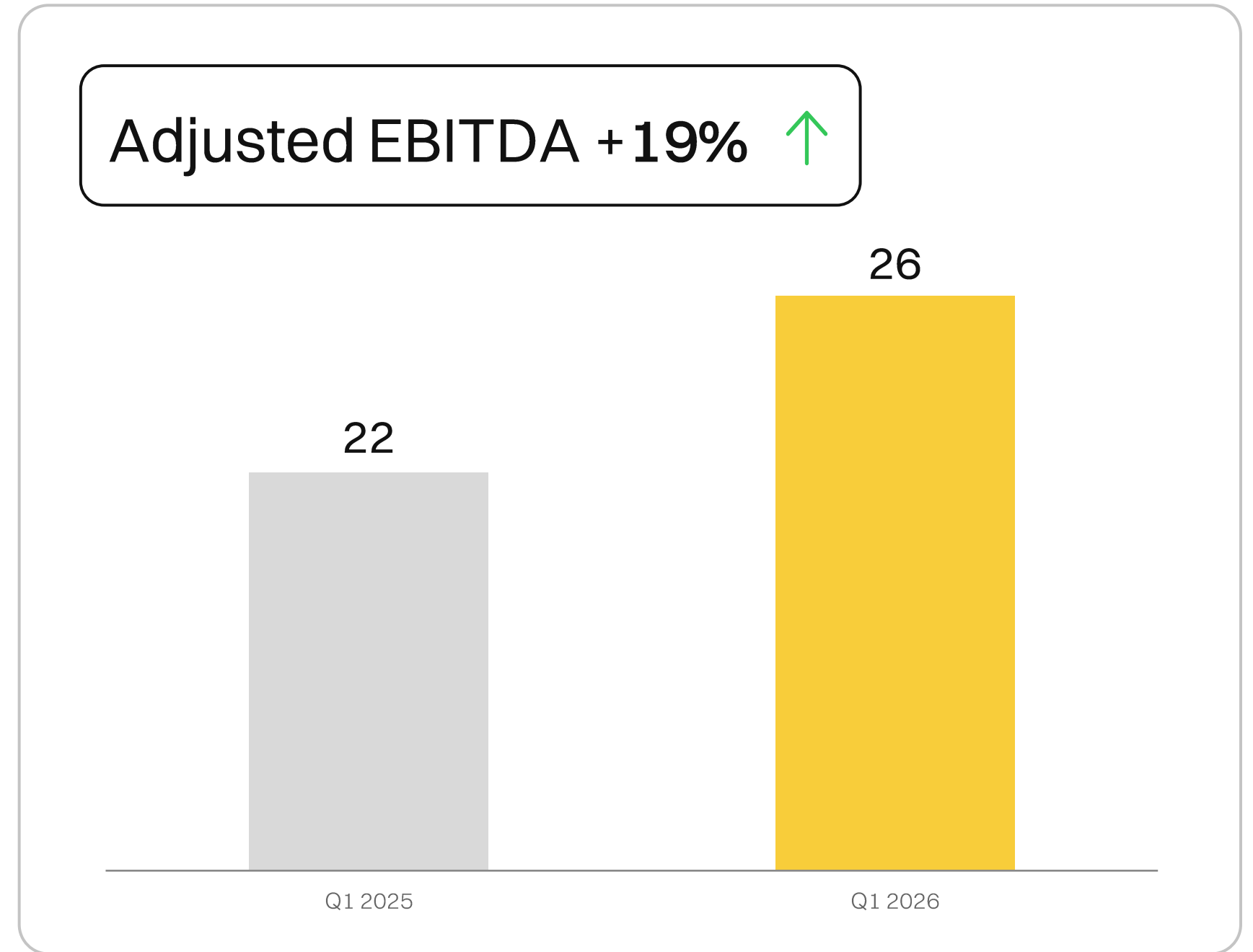
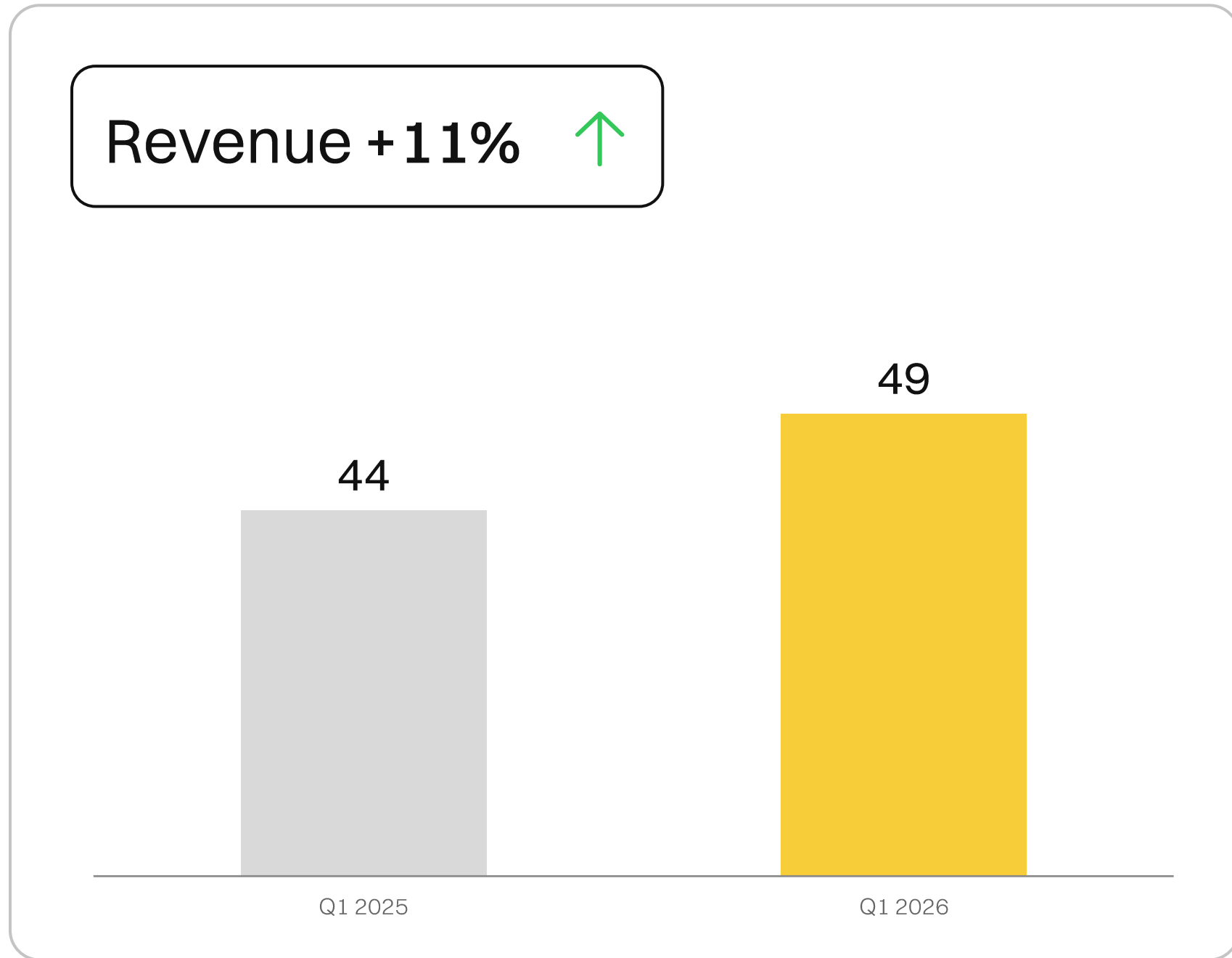
cyber\_Folks Group

# cyber\_Folks Segment



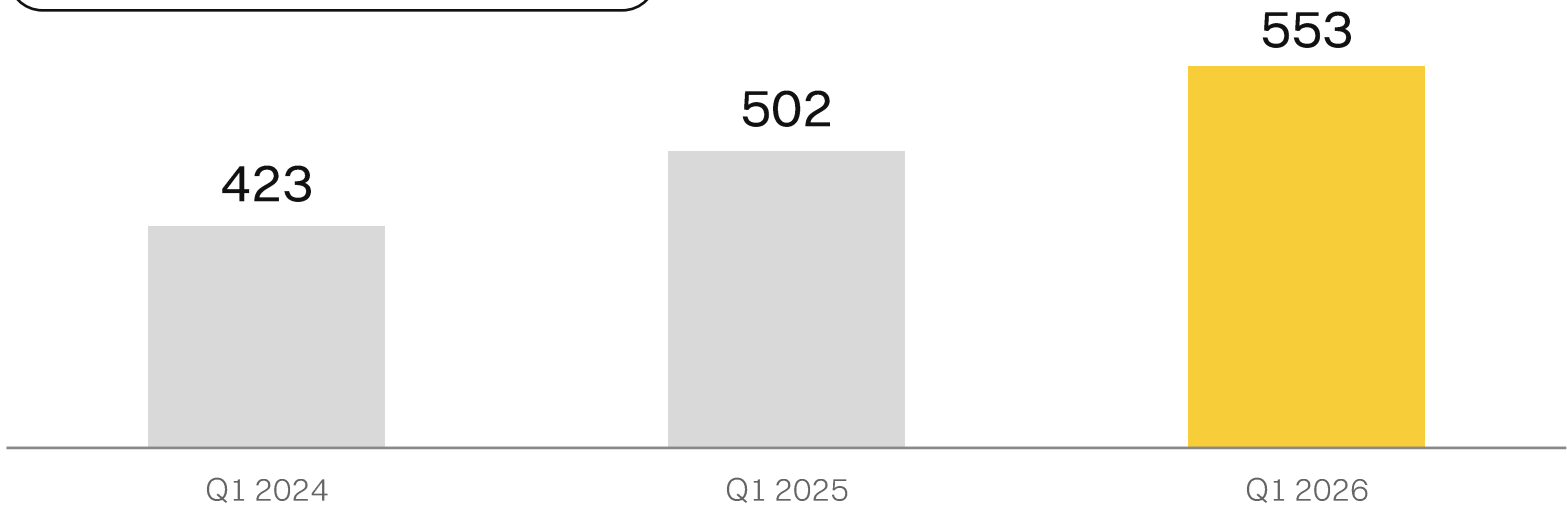
Konrad Kowalski  
CFO cyber\_Folks

# Revenue and adjusted EBITDA of the cyber\_Folks segment – Q1 2026 results.



# Selected KPIs of the cyber\_Folks segment.

## Hosting ARPU LTM (PLN)

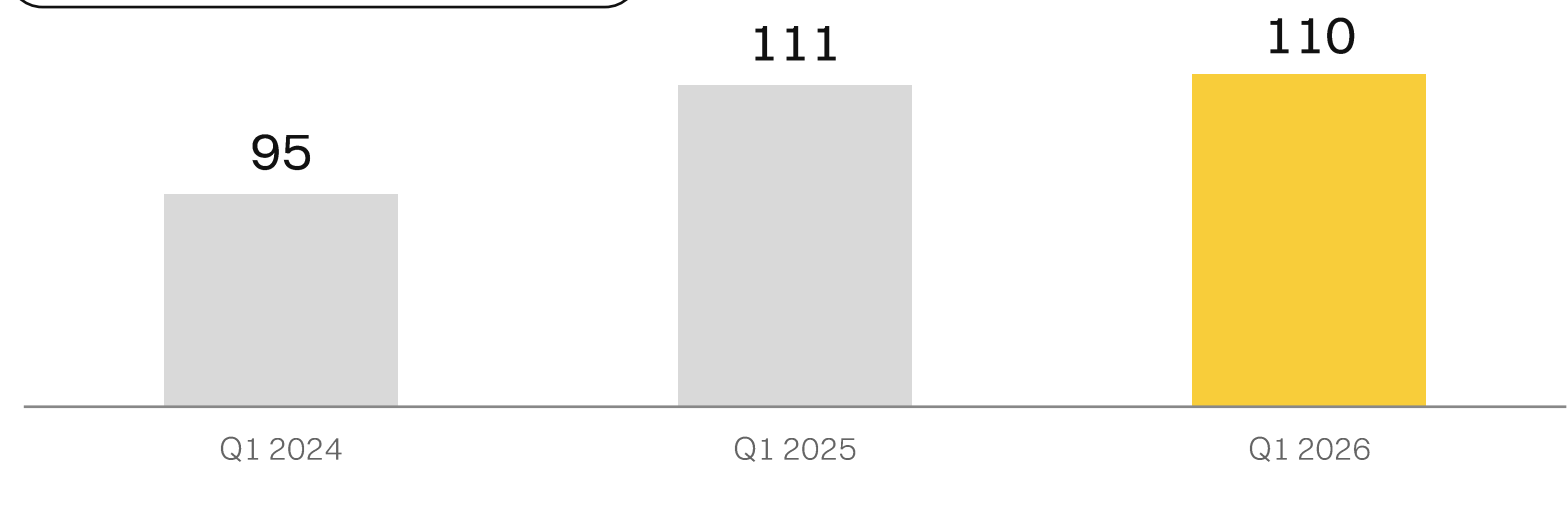


**+33%** ↑

Growth in the number of new hosting accounts in Q1 2026

Significant increase in the number of new hosting accounts in Q1 2026, driven, among other things, by the positive impact of AI tools that facilitate website creation with cyber\_Folks

## Domains ARPU LTM (PLN)



**~382k** ↑

Domains

cyber\_Folks Group ranked #1 in the category “Growth in the number of .pl domain name renewals (2024 vs 2025)” in the NASK ranking

cyber\_Folks Group

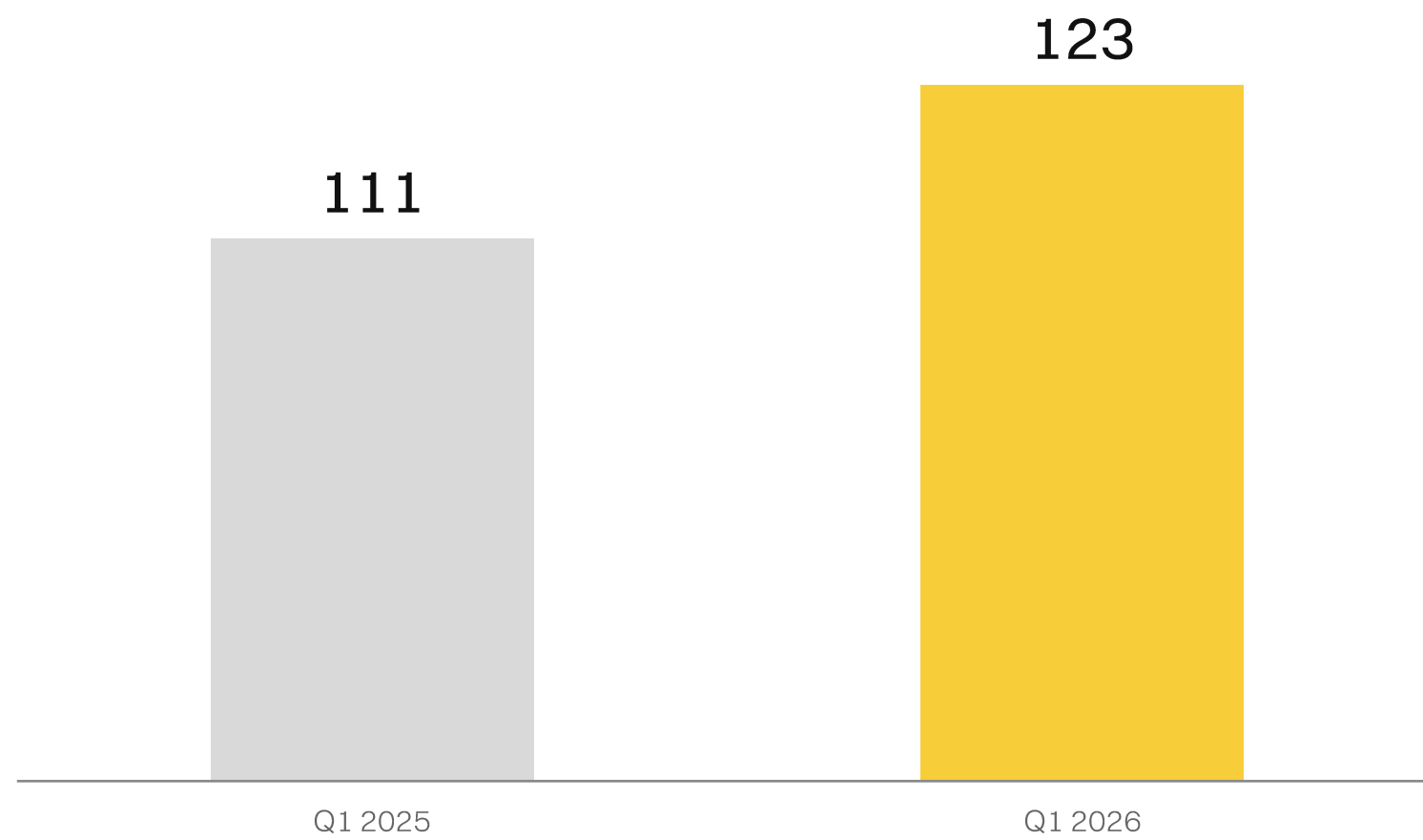
# VERCOM Segment



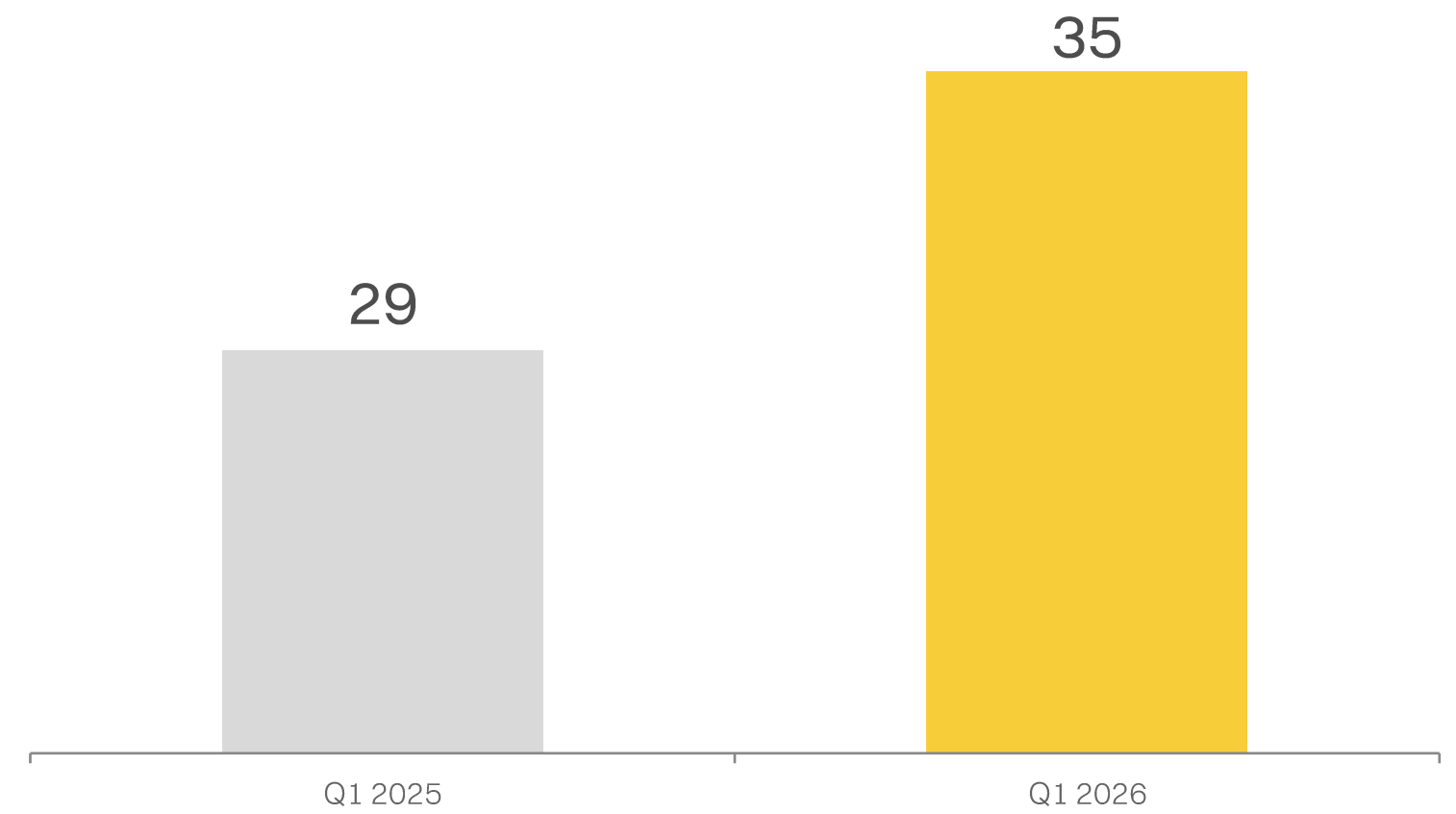
**Krzysztof Szyszka**  
Founder & CEO Vercom

# Financial results of the Vercom segment.

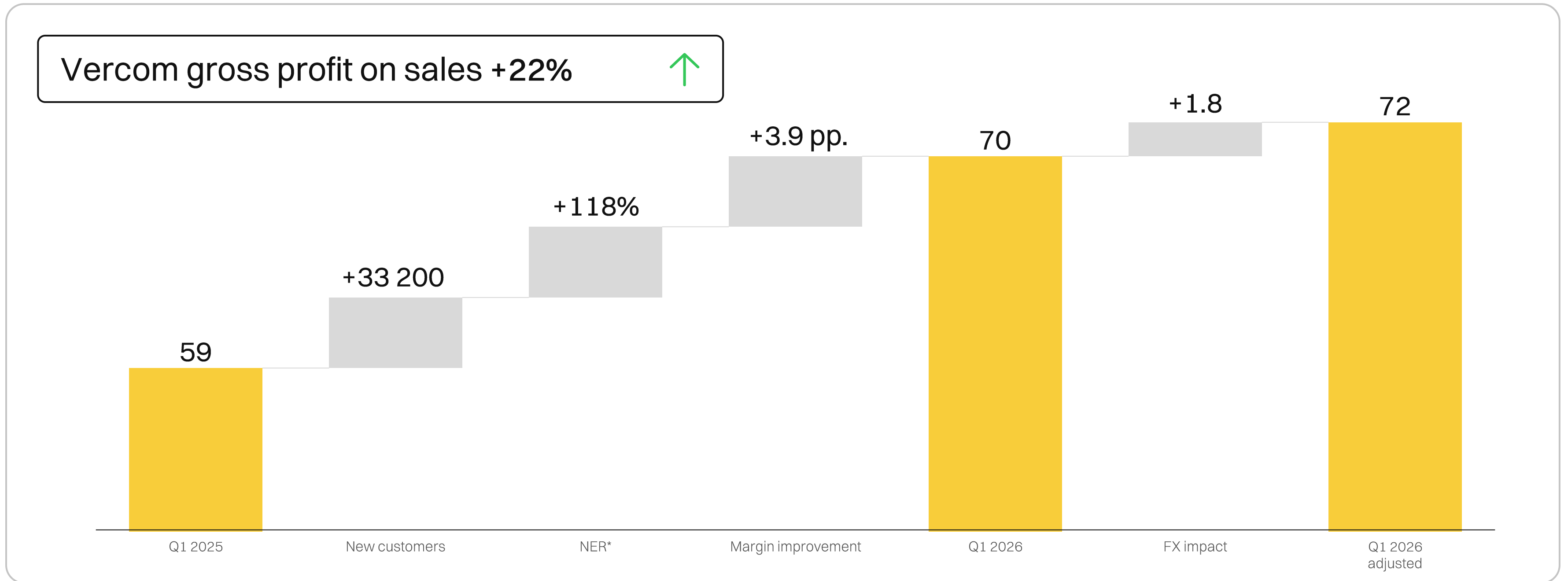
Revenue +11% ↑



Adjusted EBITDA +21% ↑



# Growth in gross profit on sales driven by an increase in the number of customers and cross-selling.



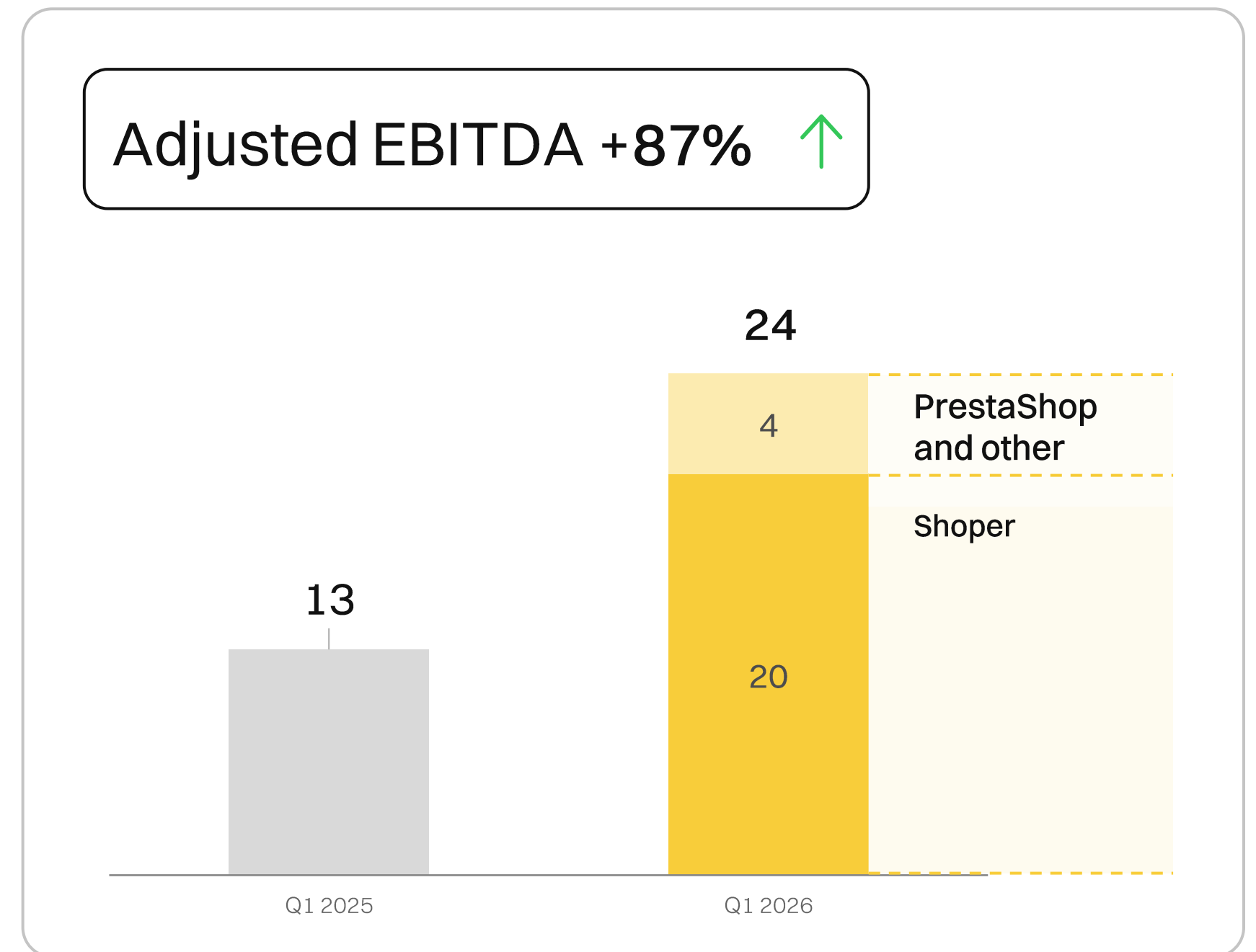
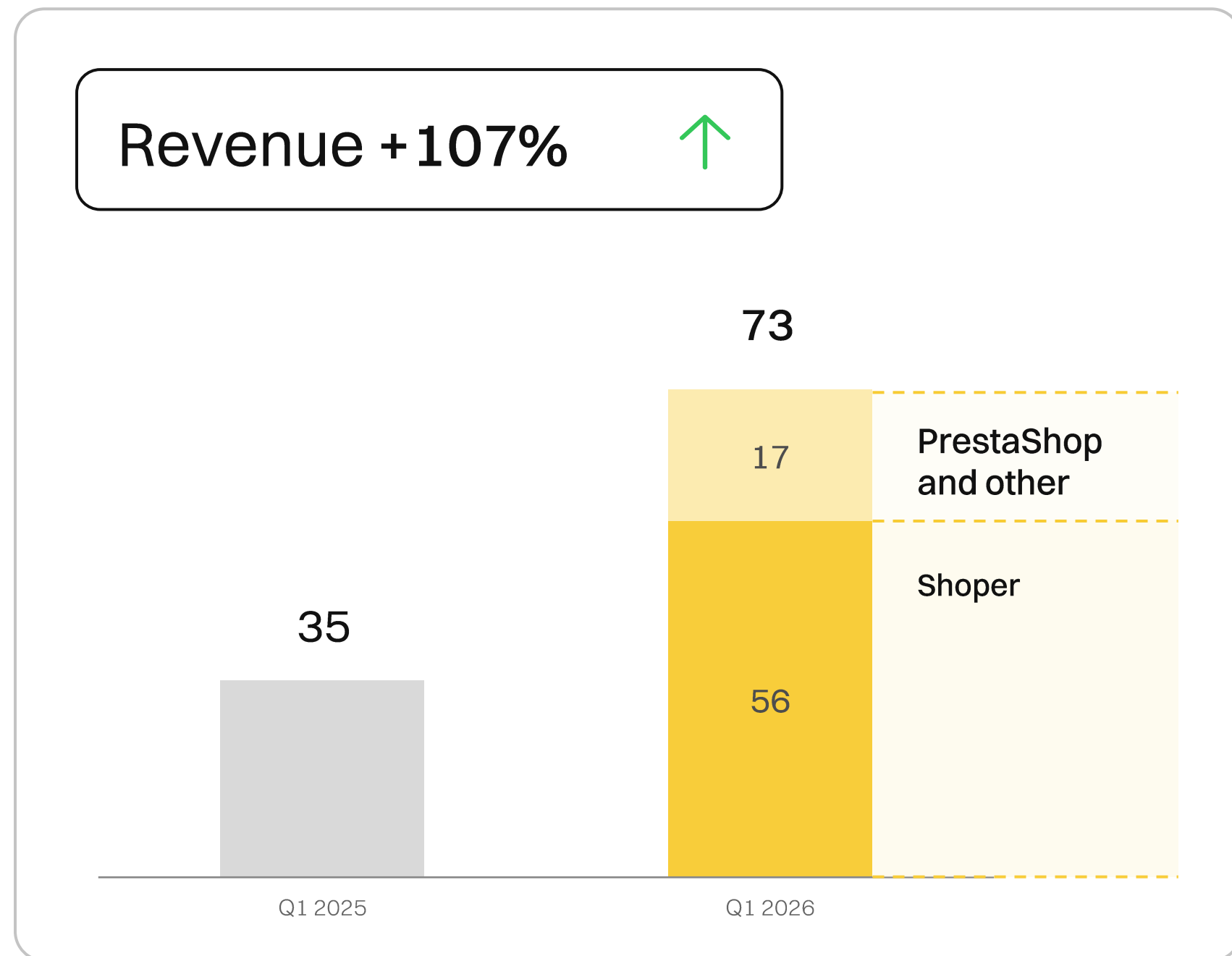
cyber\_Folks Group

# E-commerce Segment



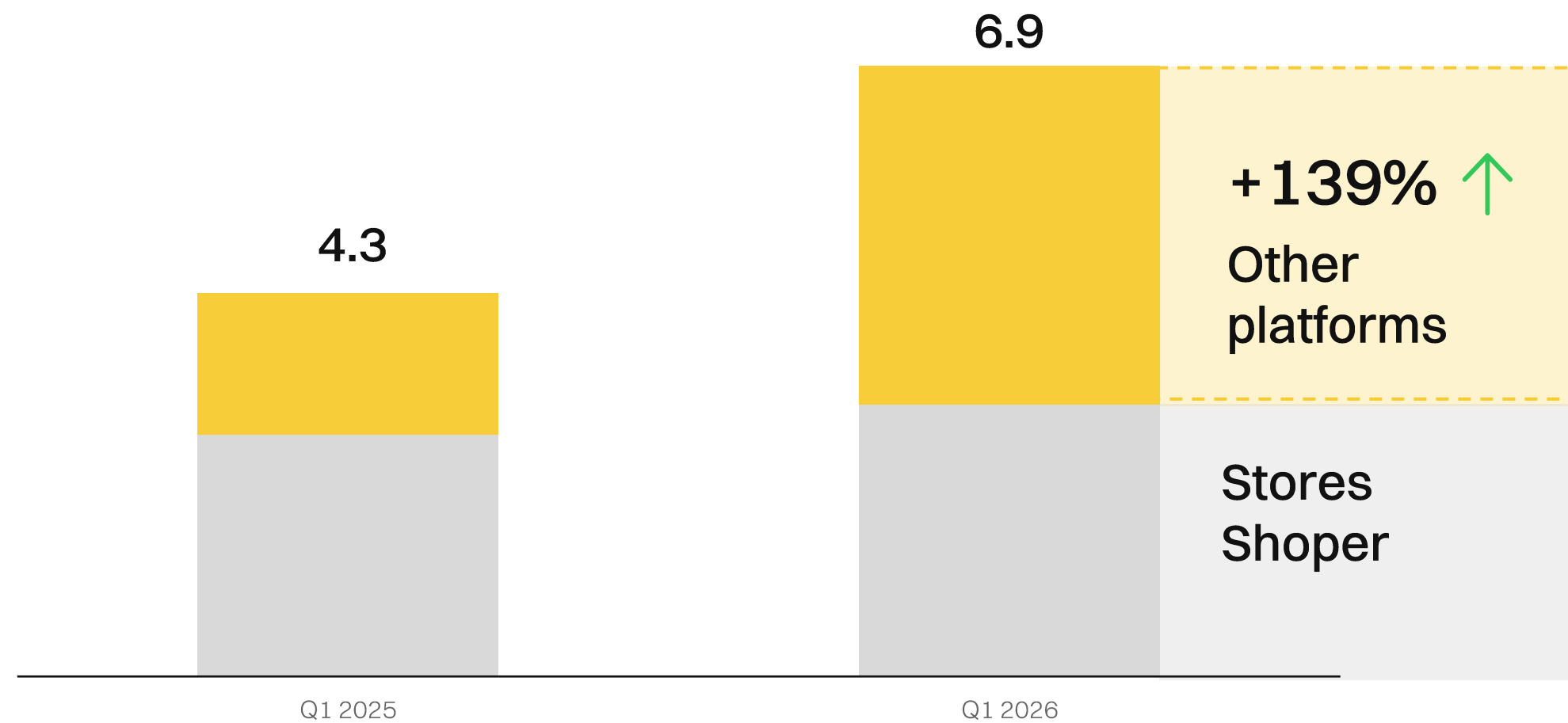
**Paweł Lewkowicz**  
CRO Shoper

# Revenue and adjusted EBITDA of the E-commerce segment.



# European e-commerce leader – PLN 160 billion in annual GMV.

GMV Poland – Shoper +59% ↑



**PLN 6.9 billion**  
GMV Q1'26 PL (Shoper)



**PLN 33.1 billion**  
GMV Q1'26 EU (Presta & Sylius)\*



**PLN 40 billion**  
GMV Q1'26 – Entire ecosystem

# New PrestaShop Management Board



**Mikołaj Król**  
CEO, PrestaShop

Responsible for the development of PrestaShop and the effective realisation of synergies with the other segments of the cyber\_Folks Group



**Damian Murawski**  
COO, PrestaShop

At PrestaShop, responsible for product development and the day-to-day operational management of the platform



**Anna Przybylska**  
CFO, PrestaShop

An expert with experience in finance and controlling gained at large international companies (McKinsey & Company, CTG Group Inc.), in French-speaking markets

# Impact of PrestaShop on the Group's results in the e-commerce segment



## Post-acquisition integration

Operational takeover (by the owners of Sylius) and implementation of restructuring

Consolidation from February 2026



## Monetisation of e-commerce expertise

Securing improved operating terms with a strategic payments partner (totalling several million USD in launch bonuses alone, due as early as 2027)

Successful renegotiation of at-risk contracts and securing more favourable cooperation terms with key payments partners in the FRITES market

Launch of new, more efficient cooperation rules in the Marketplace



## First results of the new strategy at PrestaShop

First effects of cost optimisation initiatives and improved efficiency

Positive result in the fourth quarter

**FY 2026**

Revenue ~EUR 28 million

EBITDA adj. ~EUR 4 million\*

# Event Calendar

26.05

ERSTE Conference

Warsaw

29.05

Individual Investors Conference

Karpacz

01.06

PEKAO Conference

Warsaw

02.09

1H 2026 Results Publication

Warsaw



**Jakub Dwernicki**

CEO cyber\_Folks Group



**Robert Stasik**

CFO cyber\_Folks Group



**Mateusz Paradowski**

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**Tomasz Pokora**

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+48 539 147 777

cyber\_Folks Group

# Financial Results

Appendix



Katarzyna Juskiewicz  
COO cyber\_Folks

## Selected financial results of the cyber\_Folks Group.

(PLN million)	Q1 2025	Q1 2026	Change
<b>Sales revenue</b>	<b>190.5</b>	<b>245.3</b>	<b>29%</b>
One-off costs <sup>1)</sup>	4.9	3.8	-22%
<b>Adjusted EBITDA</b>	<b>61.8</b>	<b>83.1</b>	<b>35%</b>
Depreciation and amortization of fixed assets	-14.0	-16.4	17%
Net financial costs	-8.0	-12.5	56%
Income tax	-7.3	-9.5	29%
<b>Net profit</b>	<b>27.8</b>	<b>41.2</b>	<b>48%</b>
<b>Net profit attrib. to parent shareholders</b>	<b>13.3</b>	<b>22.9</b>	<b>71%</b>

# Selected items from the Cash Flow Statement of the cyber\_Folks Group.

(PLN million)	Q1 2025	Q1 2026	Change
<b>Net cash from operating activities</b>	<b>49.5</b>	<b>64.3</b>	<b>30%</b>
Acquisition of property, plant & equipment and intangibles	-10.0	-12.9	29%
Lease liability payments	-4.2	-4.8	16%
<b>Unlevered FCF</b>	<b>35.3</b>	<b>46.6</b>	<b>32%</b>
Repayments of loans and borrowings	-6.2	-20.5	229%
Interest paid net of interest received	-8.9	-10.2	14%
Dividends to minority shareholders	-1.4	0.0	-100%
<b>Free cash flow</b>	<b>18.8</b>	<b>15.9</b>	<b>-15%</b>



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