cyber_Folks Group

We are the European leader in e-commerce technology

The complete e-commerce workflow in a single ecosystem.

Customer

Communication and marketing	SMS/RCS	Email notifications	OTT channels	Push notifications		
Storefront and checkout	Online store	Marketplace	AI agents	Social Commerce		
App store	Partner apps	Proprietary apps	Vibecoding apps			
Integrations	Payment	Digital Ads	Multichannel sales	Logistics	Cross Border	AI Connectors
Backend	PIM	OMS	Data Lake/ AI OPS	WMS	e-commerce engine	
Infrastructure	Hosting	Domains	Server	SSL certificates		

Merchant

A comprehensive technology ecosystem for every segment.

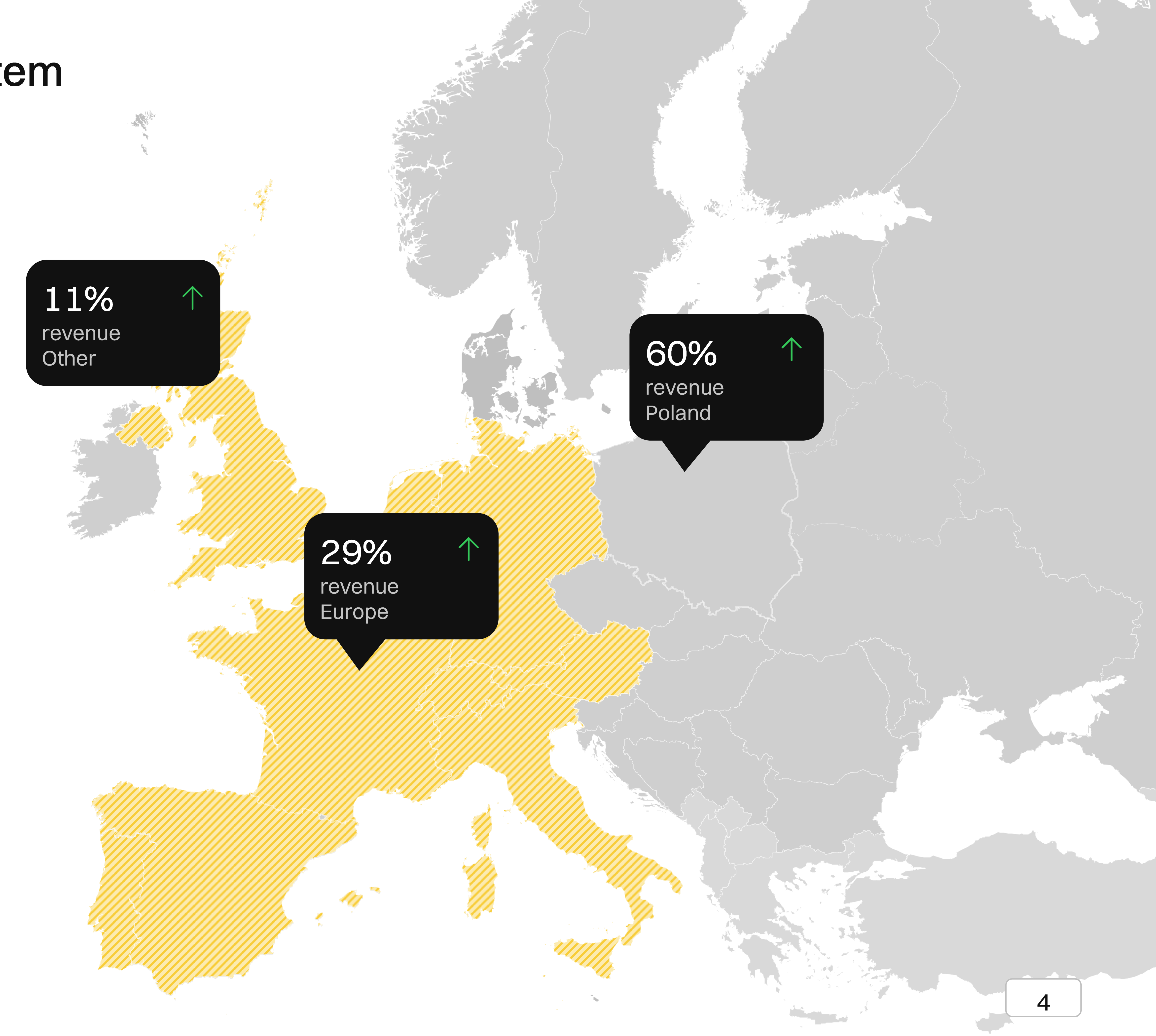
	Small	Medium	Enterprise
Communication and marketing	mailerlite		messageflow™
Storefront and checkout	PRESTASHOP + shoper		Sylius
App store	cyber_Folks™ + PRESTASHOP + shoper + Sylius		
Integrations	apilo		SellRocket by SellIntegro
Backend	PRESTASHOP + shoper		Sylius
Infrastructure	cyber_Folks™		

We are building the largest ecosystem for online businesses in Europe.

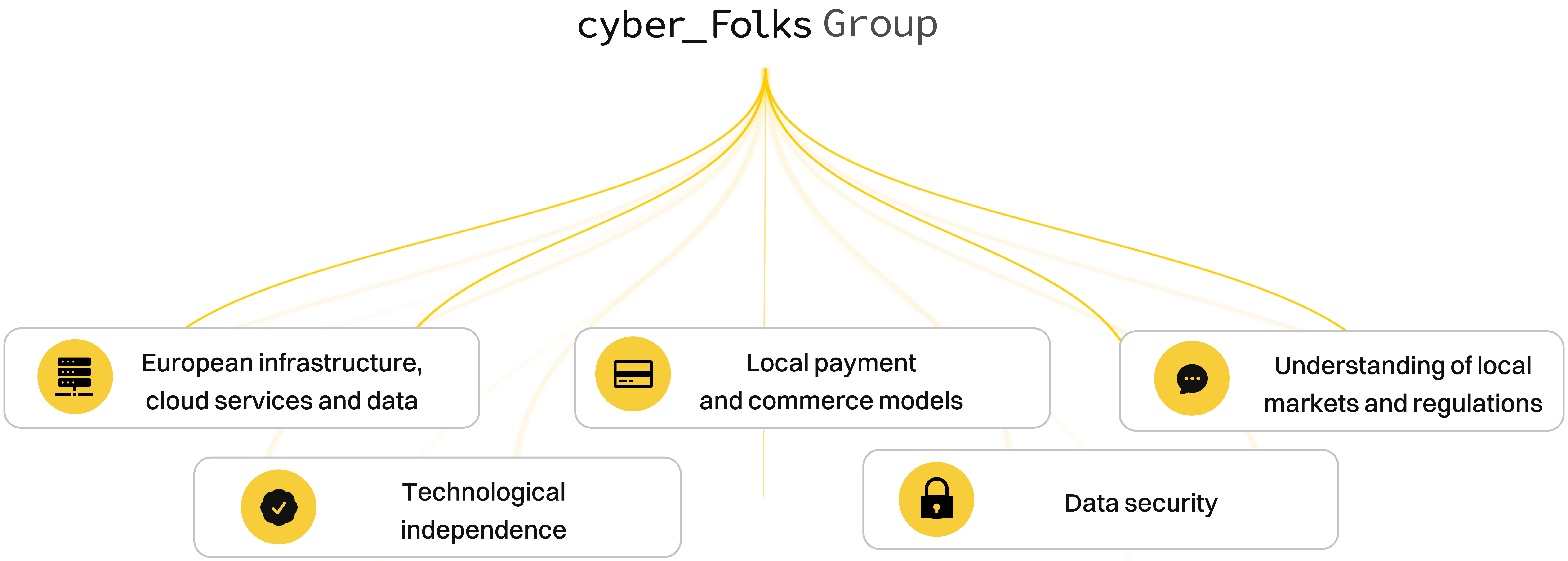
PLN 164 bn
GMV

PLN 950 m
LTM revenue
CAGR 2017-2026: **36%**

>700 000
Customers worldwide



In an increasingly regionalised technology world, cyber_Folks' European DNA is becoming a lasting competitive advantage.



cyber_Folks is building European e-commerce infrastructure – an ecosystem of technology, data and services, tailored to local realities and technologically independent, which enables merchants to grow locally and scale internationally while retaining control of their own digital business.

cyber_Folks Group

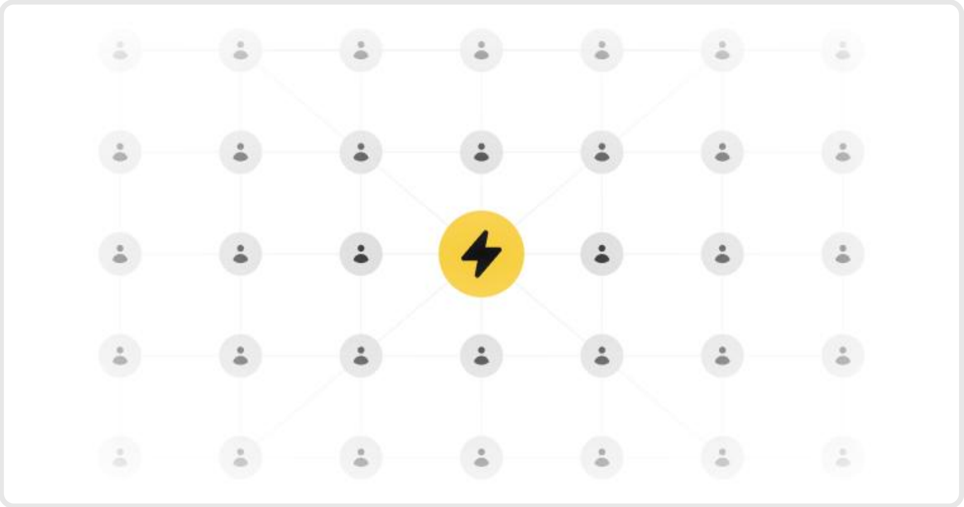
AI-Focused Ecosystem

AI-Focused ecosystem.

AI is already embedded in every key cyber_Folks product – from the first customer contact through to the day-to-day running of their business, supported by dozens of smaller initiatives across the organisation.

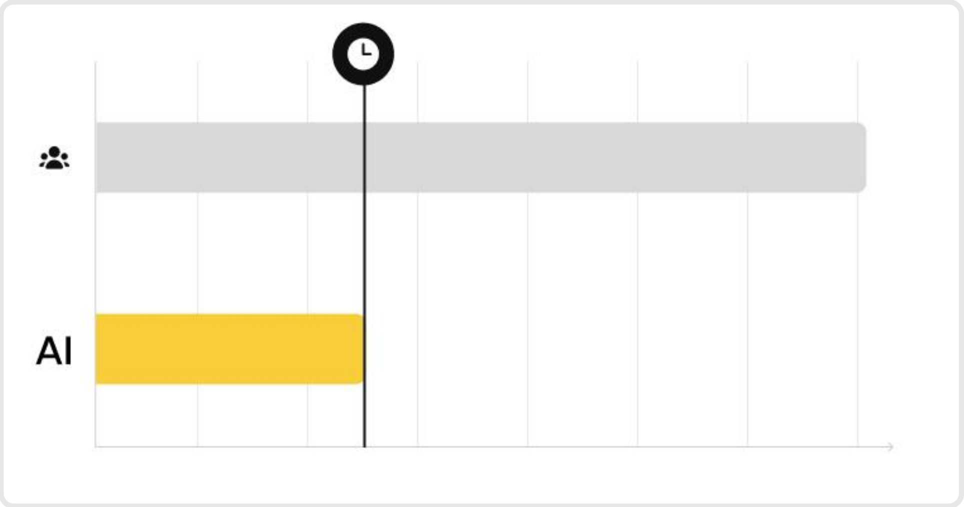
Operating leverage

AI allows us to scale the business faster than headcount – serving thousands of customers without a linear increase in support costs



Network effect

The more data our AI processes, the better the recommendations for merchants, building engagement and strengthening customer loyalty.



Data-Driven Growth

AI helps us better understand e-commerce needs and release the products the market actually wants, faster.

cyber_Mind as the central agent orchestration platform. It teaches agents new skills and enables us to deploy automation across the entire Group.

robo_Folks

A technical assistant that performs real technical actions on behalf of customers.

Helps configure servers, domains and email

Natural conversational interface

Merchant assistant

Business assistant for merchants

Helps manage the online store and run the business

cyber_Mind

Technology infrastructure and data for cyber_Folks AI solutions

The platform that manages the cyber_Folks team of AI agents

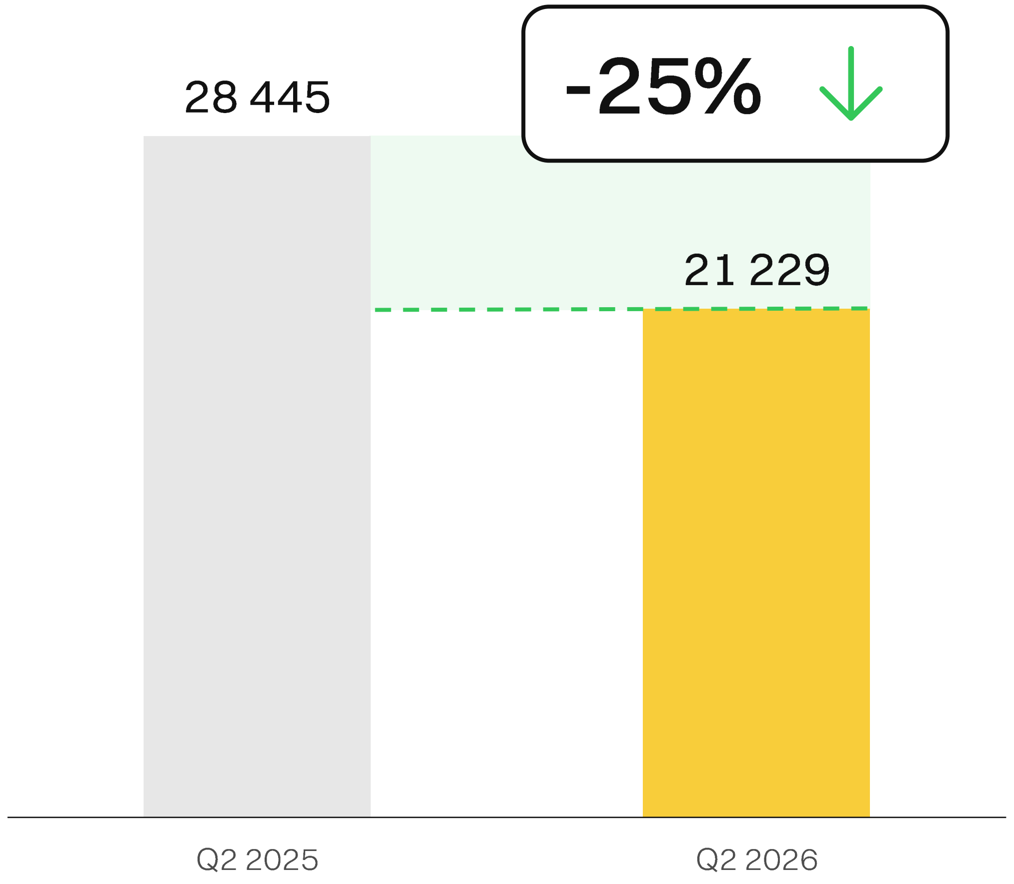
cyber_Copilot

Supports employees in handling email tickets

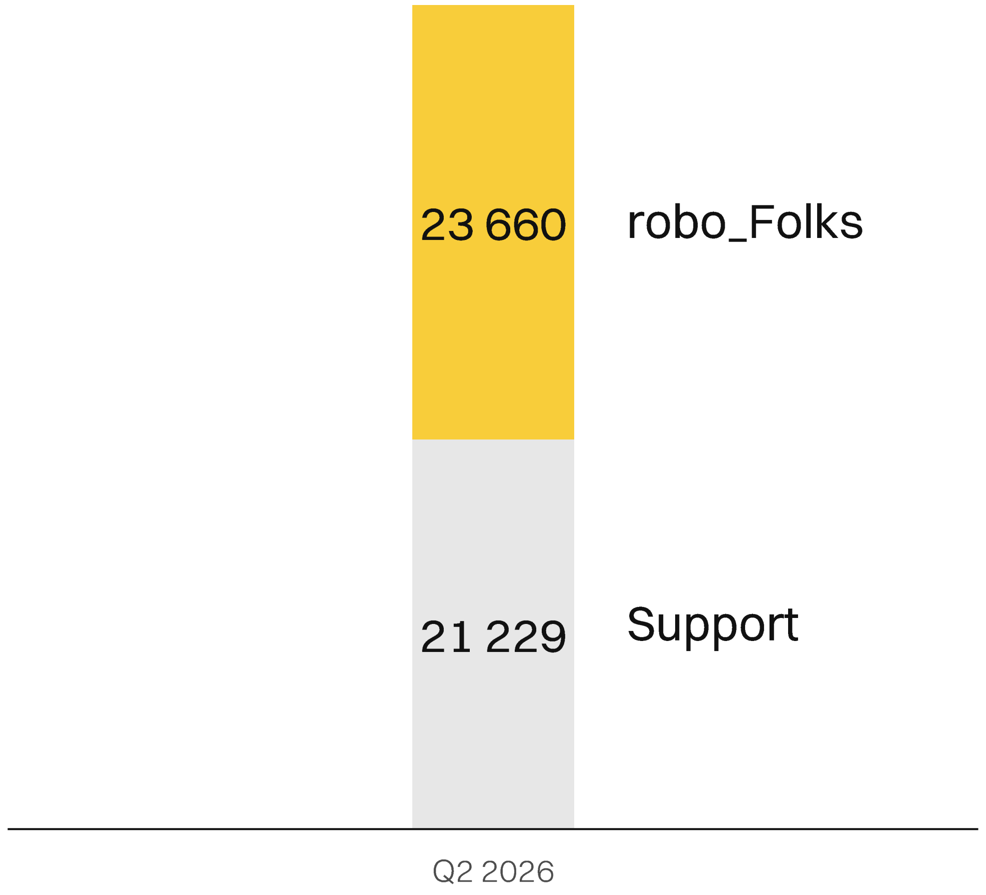
In-depth ticket analysis using CRM integration

AI in action: A greater role, broader application robo_Folks.

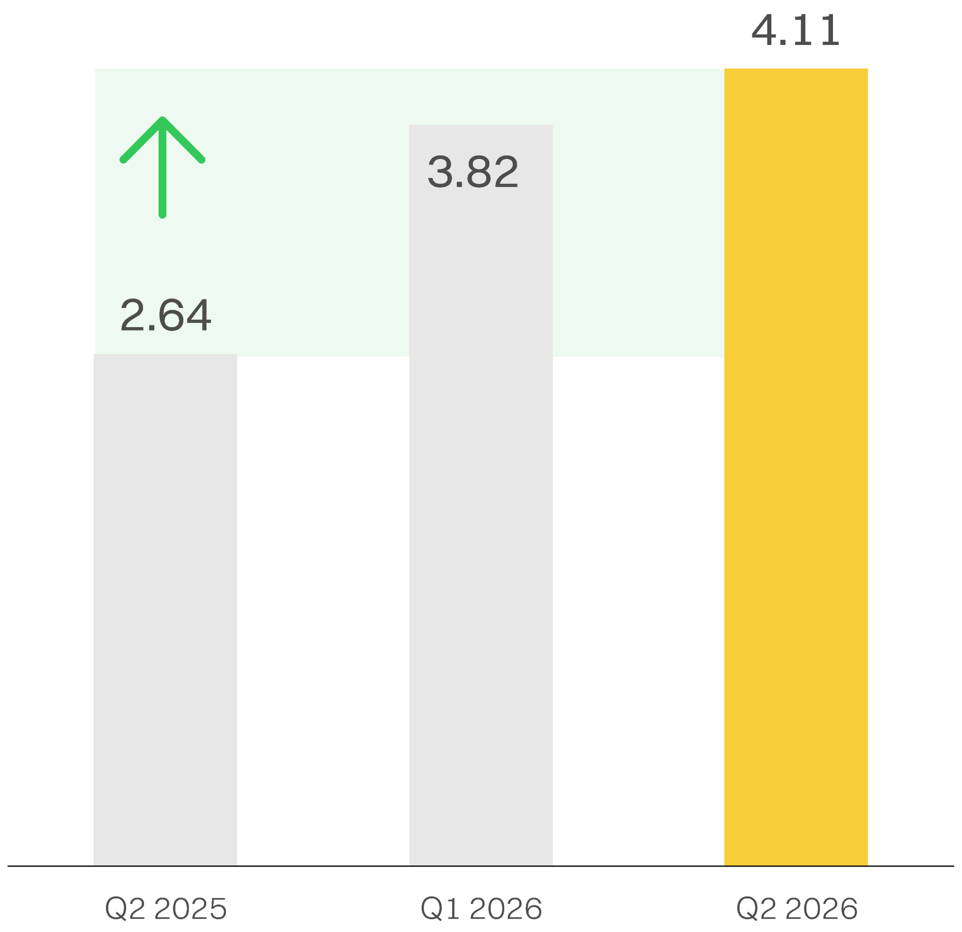
Decline in the number of chats handled by the support team



More than half of all chats handled by robo_Folks



Quality rating of responses provided by robo_Folks on a 1-5 scale (based on user ratings)



robo_Folks – one update, less waiting, a better customer experience.

Before the change

27-28 s

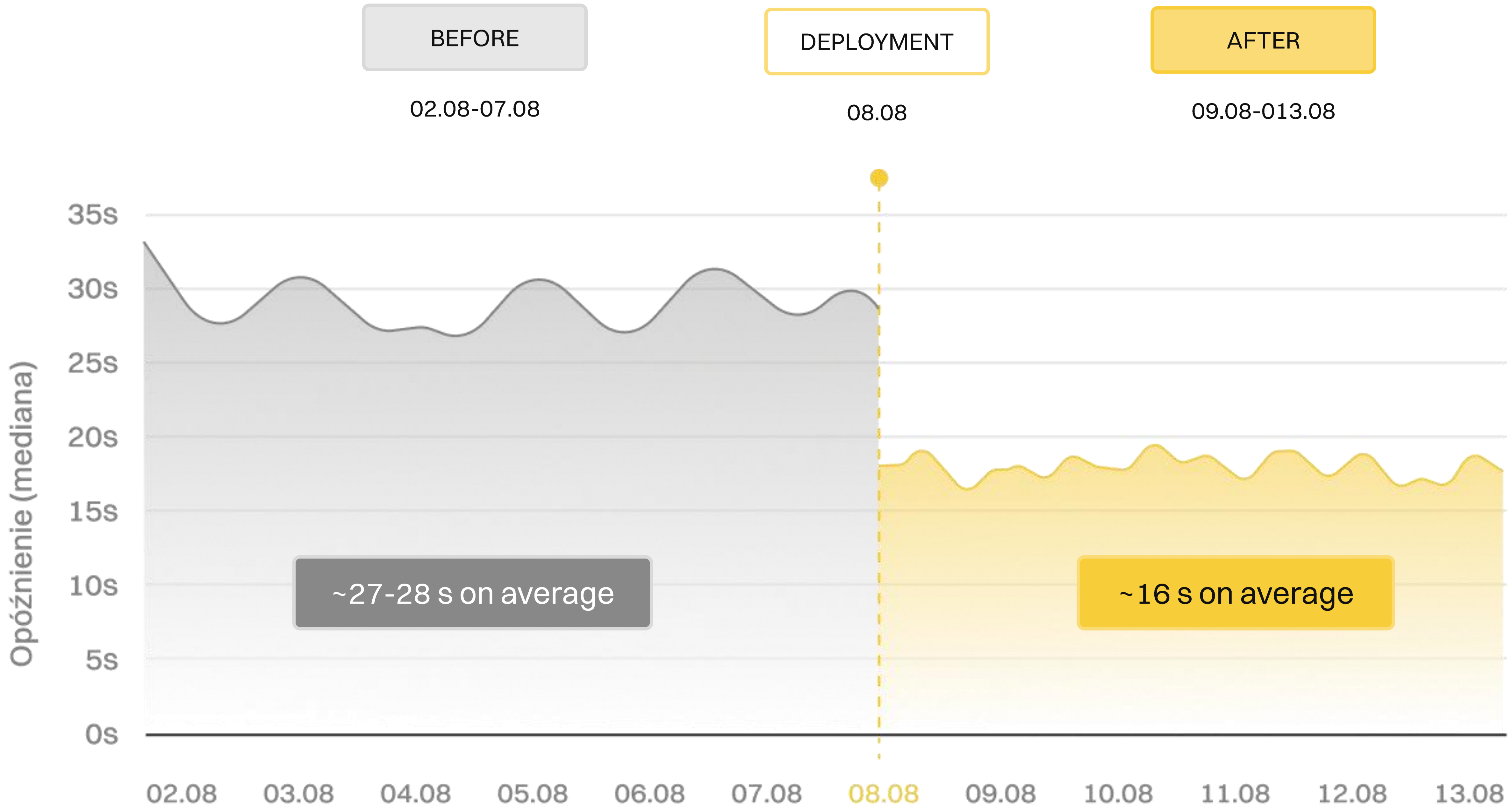
typical response time

Average improvement of

~11 s

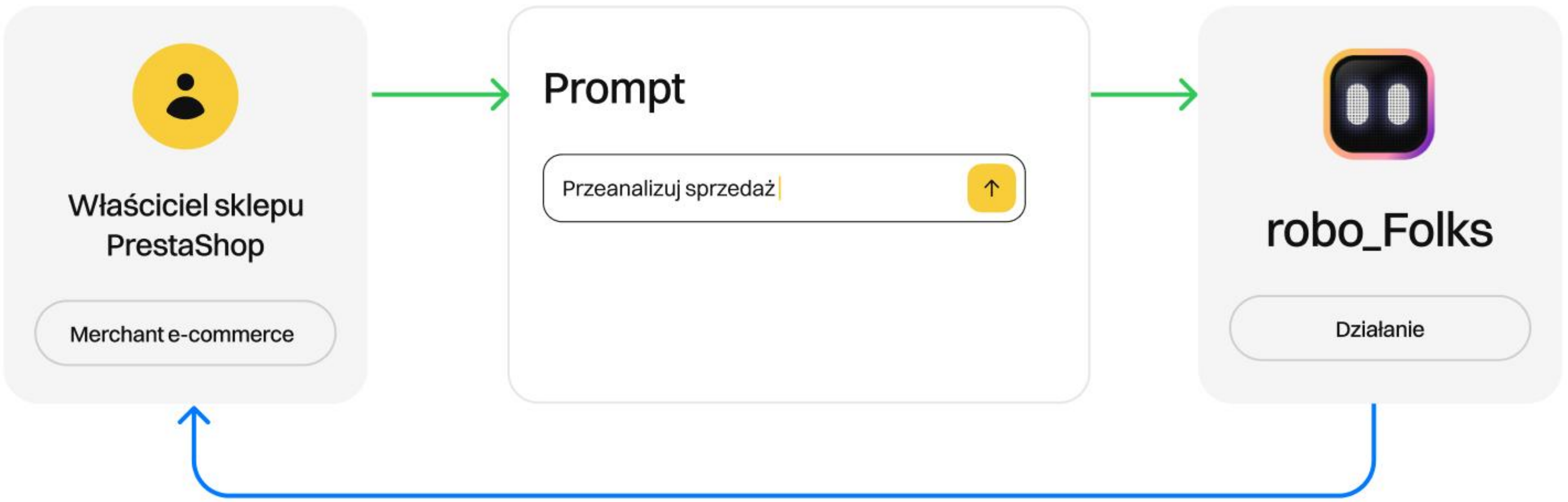
40%

faster



robo_Folks continuously learns and develops on its own, increasing operating efficiency and improving processes both for the Group and for the user

robo_Folks can analyse and manage a PrestaShop.



What can robo_Folks do in a PrestaShop store?

- **Orders** – analyses sales in a selected period
- **Products and their variants** – identifies best sellers
- **Product photos** – identifies incomplete assets
- **Customer data** – analyses purchase history
- **Descriptions, meta title i meta description** – SEO optimisation
- Selected configuration settings PrestaShop.

robo_Folks can analyse and manage a PrestaShop.

robo_Folks

Przygotuj raport najlepiej sprzedających się produktów z ostatnich zamówień

Pobieram dane zamówień ze sklepu unzrjnxct.cfolks.pl, aby przygotować raport sprzedaży...

📊 **Raport najlepiej sprzedających się produktów — unzrjnxct.cfolks.pl**

Analiza oparta na **5 ostatnich zamówieniach** (łączna wartość: **282,40 zł**):

#	Produkt	Szt	Przychód brutto
🥇 1	The adventure begins Framed poster (80x120cm)	2	158,00 zł
🥈 2	Hummingbird printed sweater (White, S)	1	35,90 zł
🥉 3	Hummingbird printed t-shirt (White, S)	1	23,90 zł
4	Brown bear cushion (Black)	1	18,90 zł
5	Mountain fox notebook (Ruled)	1	12,90 zł
6	Mountain fox notebook (Plain)	1	12,90 zł
7	Mug Today is a good day	1	11,90 zł

Wniosek: Zdecydowanym liderem sprzedaży jest **plakat Framed poster** — generuje **55,9% całkowitego przychodu** sklepu. Czy chcesz zobaczyć szczegóły któregoś zamówienia lub coś jeszcze?

Wpisz wiadomość...

- Automation of day-to-day tasks and support for our customers' e-commerce businesses.
- Through a natural conversation with AI, users can check orders, customers and products, manage their offering, update store configuration and perform everyday administrative tasks.
- All operations affecting store data require explicit confirmation by the user.
- The development of these capabilities is a natural result of synergies and of combining the technological competencies of cyber_Folks and PrestaShop.
- Additional value and a competitive edge for users of servers from cyber_Folks.

Launch of robo_Folks in Romania.

Hei, actionează mai rapid cu ajutorul meu :)

- An assistant embedded in the customer's real environment, with access to account context and the ability to act on it
- The greatest benefit and advantage of robo_Folks is agency - the ability to carry out real administrative operations on the customer's behalf

robo_Folks

Configurare găzduire | Configurare email | Copii de rezervă | Administrare domenii

Manager fișiere | Certificate SSL | Baze de date | + mai multe

Am adaugat o adresa noua de email si nu primesc mesaje pe ea

Verific conturile de email și starea acestora în contul dumneavoastră.

Bună ziua! Am verificat conturile de email din contul dumneavoastră. Am găsit **3 adrese de email** pe domeniul adrian-bot.ro:

radu@adrian-bot.ro

radu3@adrian-bot.ro

radu4@adrian-bot.ro

Toate au spațiu **nelimitat** și nu sunt suspendate. Iată cele mai frecvente motive pentru care nu primiți mesaje pe o adresă nouă:

1. **Adresa nu este configurată corect în clientul de email** (Outlook, Thunderbird etc.) — verificați setările IMAP/SMTP din cPanel: Email Accounts → Manage → Connect Devices
2. **Mesajele ajung în Spam/Junk** — verificați folderul de spam în Webmail: Webmail
3. **Expeditorul a primit eroare 550 "Address not found"** — adresa de email a fost introdusă greșit de expeditor
4. **Restricții active** pe cont — verificați în Email Accounts → Manage → Restrictions că opțiunea de primire nu este blocată

Care dintre situațiile de mai sus se potrivește cazului dumneavoastră? Sau pe care adresă nouă anume nu primiți mesaje?

Scrie un mesaj...

AI in real-world use – initiatives.

Proces product discovery

świadomy development kodu wraz z LLM

HubSpot Sales Intelligence

audyt i analiza kodu z użyciem AI

Custom AI Agents

nis2

Modelowanie Live Prototyping

Akceleracja cyklu życia modeli Machine Learning

Diagnosta – Automatyczny Audytor Sklepów Shoper

Automatyczna generacja raportów rynkowych Shoper Index

AI Product Description Generator dla merchantów Apilo

Publiczne Narzędzia Lead Gen

Automatyzacja dokumentacji technicznej systemów Big Data

Audytor Sales AI

LLMS.txt – wizytówka strony na użytek botów AI

Sempire SEO system skanujący projekt

System Next Best Action

tworzenie testów automatycznych

Wsparcie AI przy działaniach jakościowych w obsłudze technicznej Shoper

Dev Assistant & Knowledge MCP AutoLog

Chatbot/helpdesk dla użytkowników platformy Apilo

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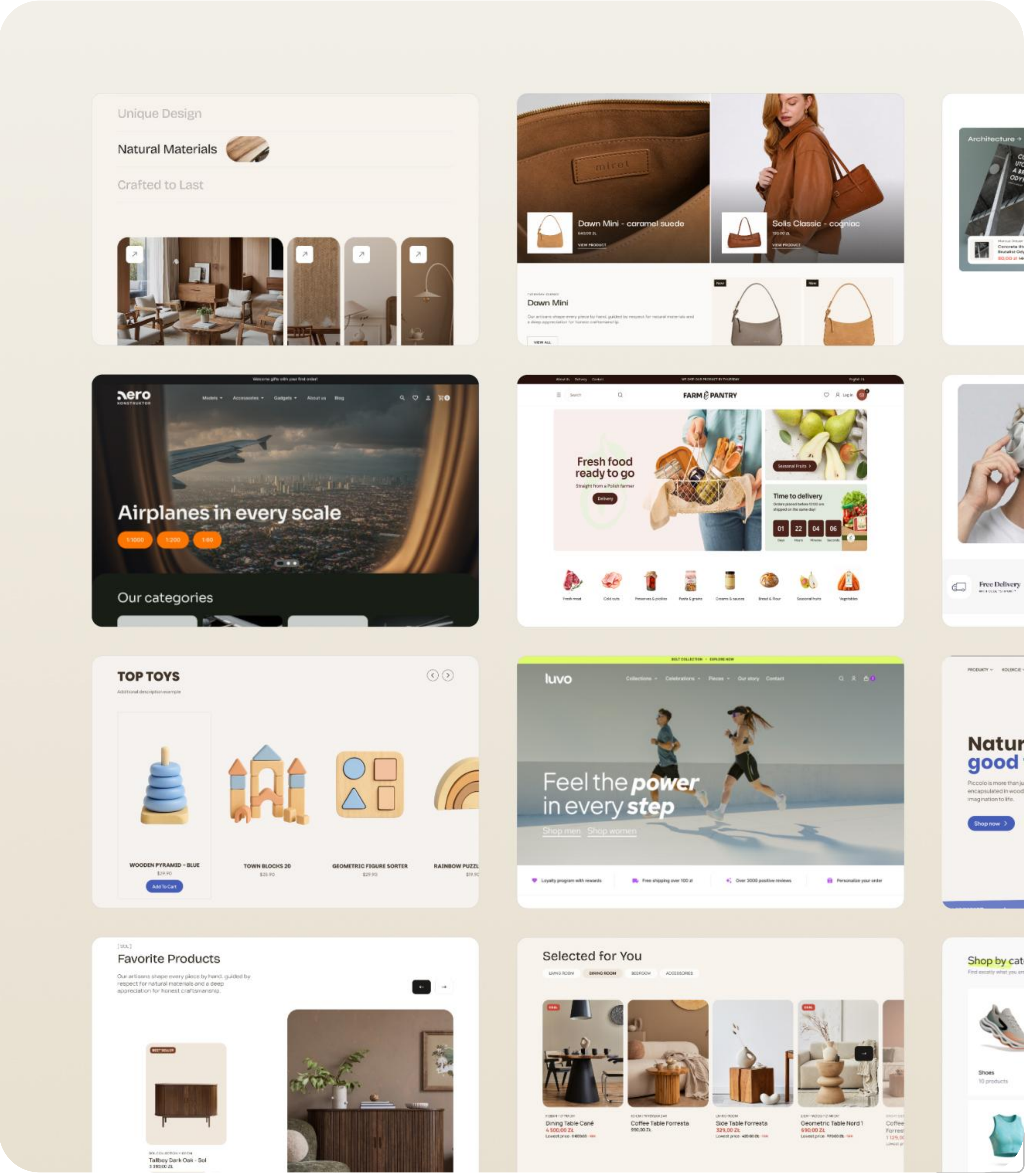
Product transformation

Product transformation: Beautiful Stores.

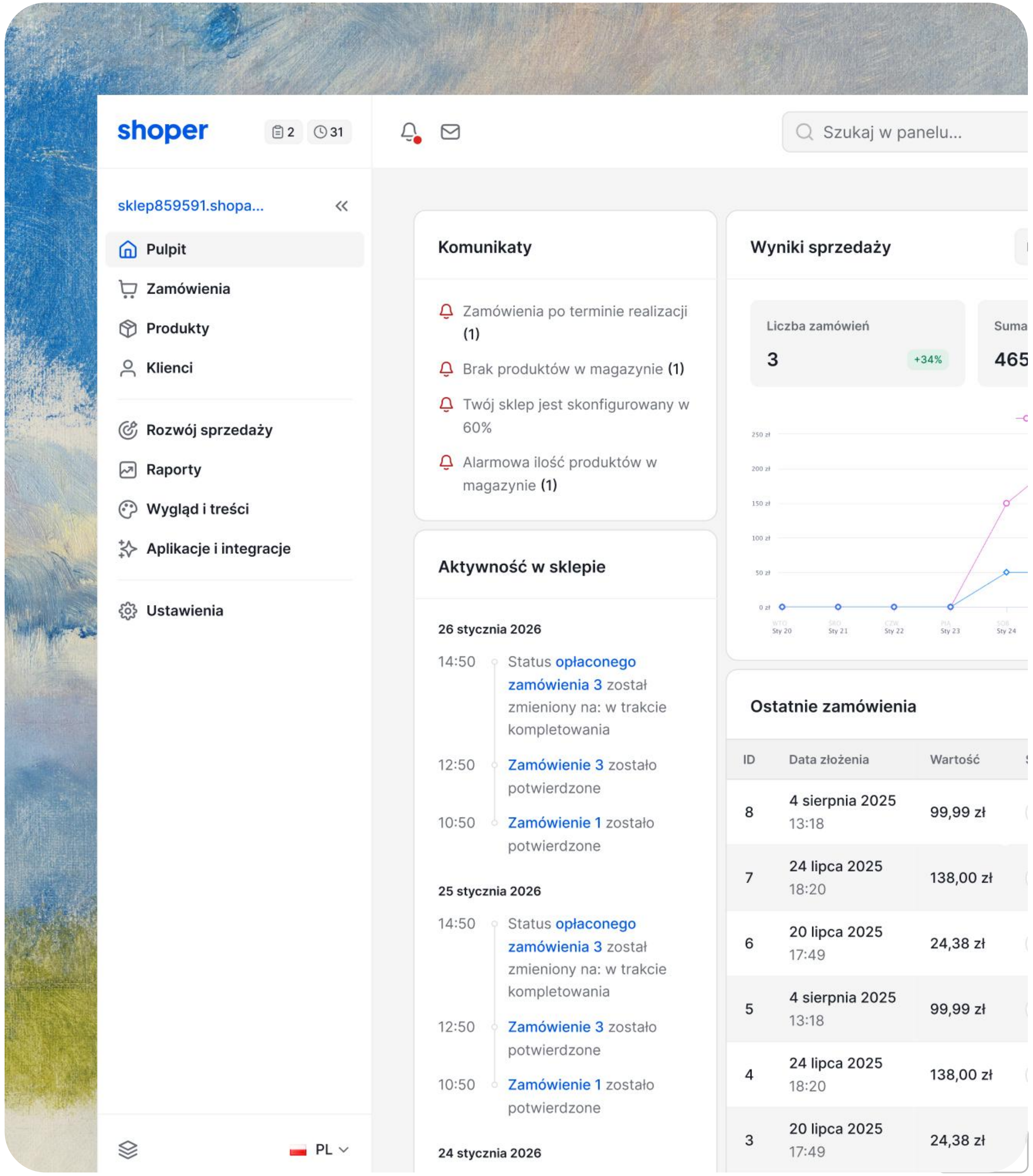
22	9 000+	60%
Free templates	Installations of new templates	Themes built on Storefront

- Strengthening the perception of Shoper as a robust and professional solution
- Better perception of the brands of our merchants
- A better-looking store means higher conversion and stronger sales performance – GMV growth



Product transformation
Merchant panel.

- Improved usability of the tools of the merchant
- A new panel design – more functionality, key tabs visible at a glance, clear labels
- A clear view with no distractions
- Consistency and information hierarchy



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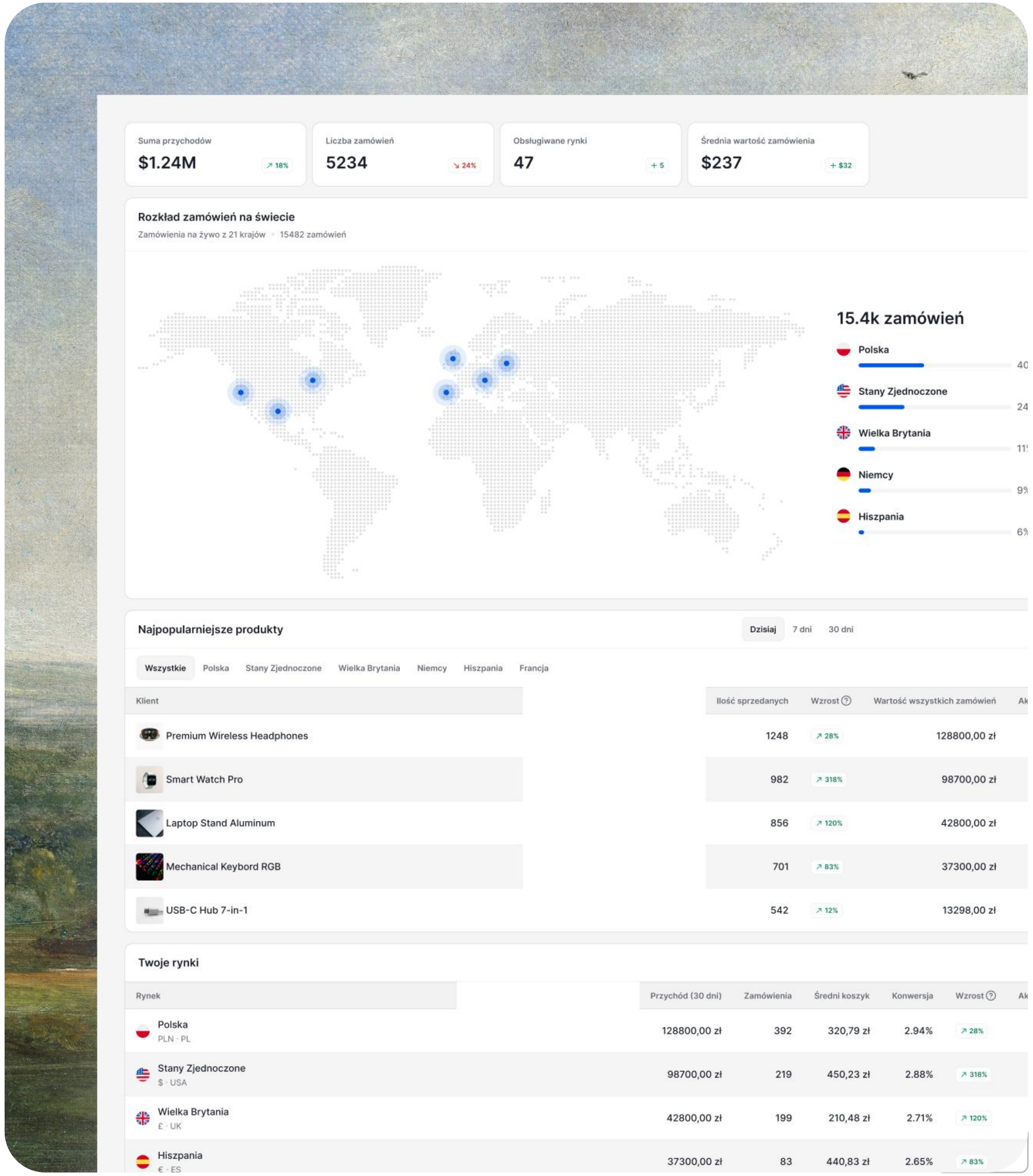
Product transformation
Cross Border.

- Cross-border w Shoper which was not previously available
- Launching new markets from a single panel, with no need to create a new store
- Growing cross-border sales with full control over taxes
- Correct price presentation and VAT rate handling
- A store that adapts to the shopper – the system automatically detects the visitor's location



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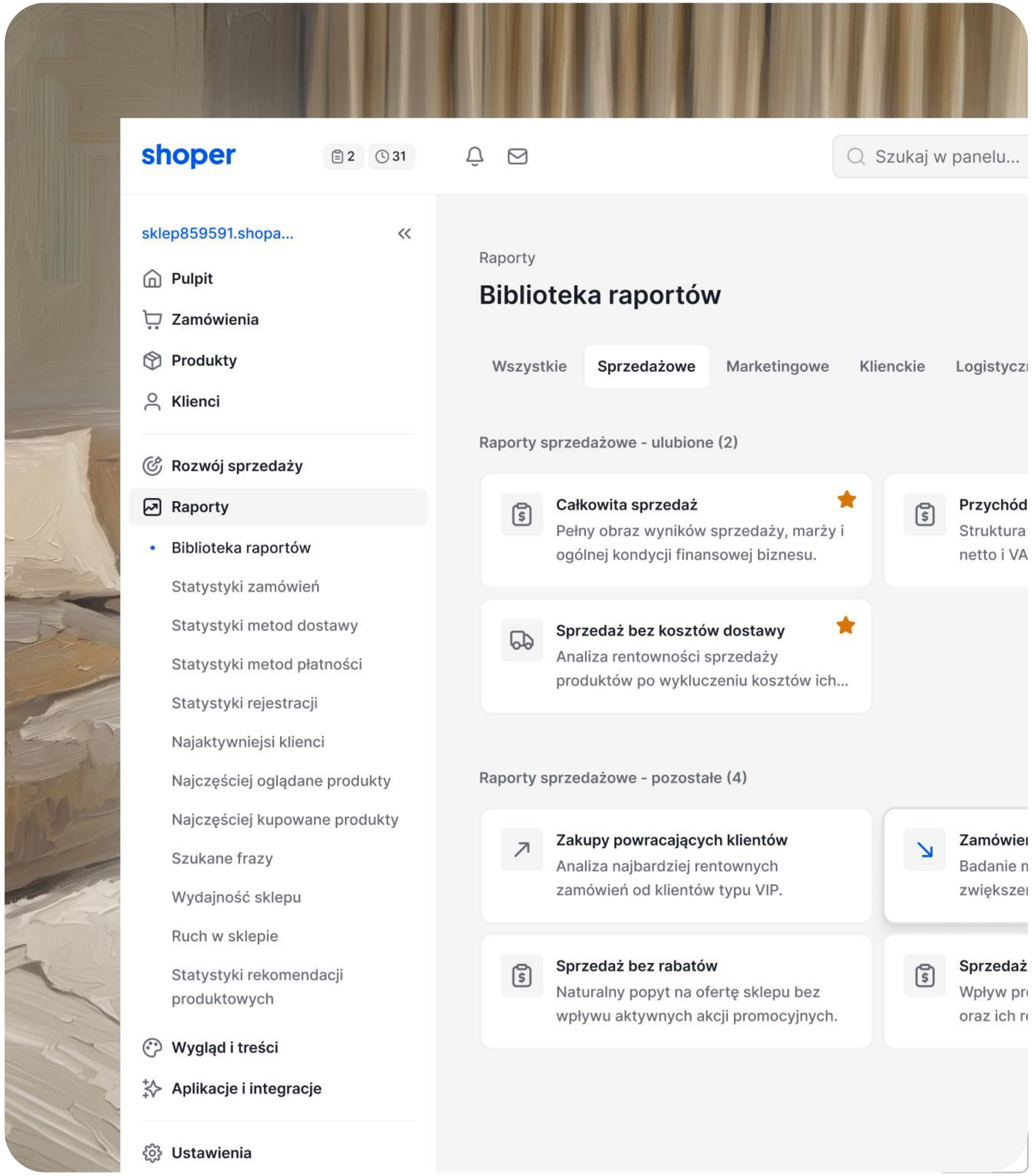
Product transformation – predefined reports.

- A built-in analytics dashboard that replaces external tools.
- 20+ ready-made sales reports addressing the needs of merchants, allowing an instant assessment of store performance
- Flexible comparisons and metrics
- Jump automatically from a report straight to editing a specific product



cyber_Folks Group

Product transformation:
Positive feedback from merchants.

We chose a template from the Shoper collection for three reasons: a modern look, easy configuration and the confidence that this is the technology of the future.

Kamil Donatowicz
owner of the dobre.promo store

I would compare the level of difficulty to Word or Excel. No technology partner was needed in our case, and building the store took 3-4 days.

Monika
owner of the adventurestore.pl store

Now I can present the shape and colour of my products exactly as I intended. The new technology means better performance for me and peace of mind that customers always see the product at its best.

Ania Eliza Gwiazda
founder and owner of the gwiazdastudio.com store

The template was tailor-made for us – strong colours, an energetic feel, modern elements and bold typography. Working with it turned out to be highly intuitive and logical.

Iwona Odolak
owner of the cookiemood.pl store

The new Shoper templates fitted our concept perfectly. The animations, transitions and overall effect are impressive, and at the same time everything is easy to edit without developer support.

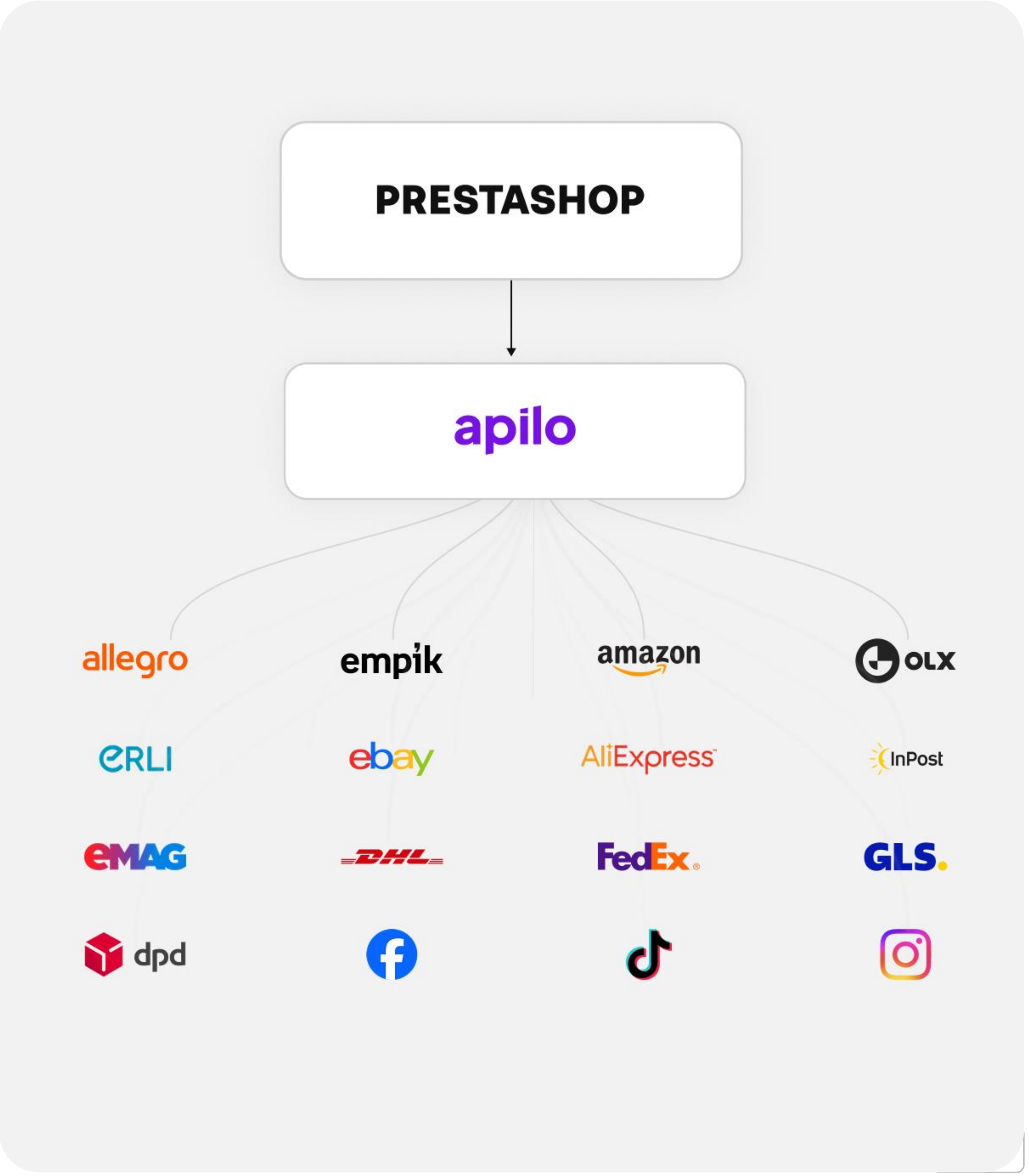
Magda i Przemek
owners of the craftz.shop

The process was smooth and fast, with no impact on the day-to-day running of the store. I am very pleased with the final result, which is confirmed by conversations with our customers.

Artur Sadowski
owner of the galeria-mk.pl store

Rollout of the Apilo plugin on PrestaShop.

- Merchants PrestaShop can now connect their store to Allegro, Amazonem, eBayem, Empik, TikTok Shop and hundreds of other sales and logistics systems
- With Apilo, orders, prices, stock levels and shipments are synchronised automatically, and all sales can be managed from a single panel.
- Apilo in the official partner programme with Verified+ Partner status



cyber_Folks Group

Merger of Shoper

Together as of September 1, 2026.

Artur and Mateusz
TEH Trade Fair, Warsaw
2025

One vision.
One e-commerce leader.

A clear strategy for building an e-commerce leader

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

A simplified and more efficient structure

Greater operational agility, better information flow and a lasting reduction in shared and administrative costs
(>PLN 1 million of annual cost savings from the merger)

Greater scale, liquidity and financing flexibility

Greater scale of the combined entity – with a combined market capitalisation of approximately USD 1 billion, expected higher share trading liquidity and greater flexibility in raising equity and debt financing

Completion of the merger

cyber_Folks will issue 3,215,165 ordinary bearer shares of series F to the existing shareholders of Shoper, and their admission to trading on the Warsaw Stock Exchange is planned for September 15, 2026.

The Management Board of the combined companies.

Jakub Dwernicki
President of the Management Board

Founder and principal manager of the cyber_Folks Group. Principal architect of the strategy of acquiring hosting businesses. At cyber_Folks, responsible for growth strategy and acquisitions.

Robert Stasik
Vice-President of the Management Board for Strategy and Investments

With the cyber_Folks Group since 2010, serving as Chief Financial Officer since 2014. Currently responsible for acquisitions, including their financing strategy, supervision of the Group's key companies, investor relations and banking relationships.

Katarzyna Juszkiewicz
Member of the Management Board, COO

Chief Operating Officer with cyber_Folks since 2001. She has gained experience in network project management, software development and operational audit.

Konrad Kowalski
Member of the Management Board, CFO

With the cyber_Folks Group since 2017, initially as finance director of the segment, responsible for pricing strategy and financial plans. Currently Group CFO, responsible for overseeing finance and controlling.

Artur Pajkert
Member of the Management Board, CMO

With the cyber_Folks Group since 2008. He played a major role in creating the cyber_Folks brand and was responsible for its rollout in Romania. Responsible for sales, product communication and marketing.

Łukasz Piecuch
Member of the Management Board, CTO

With the cyber_Folks Group since 2017. He is one of the architects of cyber_Mind – the platform developing AI solutions for the Group's companies – and of robo_Folks, the AI assistant supporting customers in their day-to-day work with hosting services.

New members*

Paweł Lewkowicz
Member of the Management Board, CRO

Chief Revenue Officer. Expert with more than 15 years of experience in e-commerce, product strategy, marketing and the implementation of AI-based solutions.

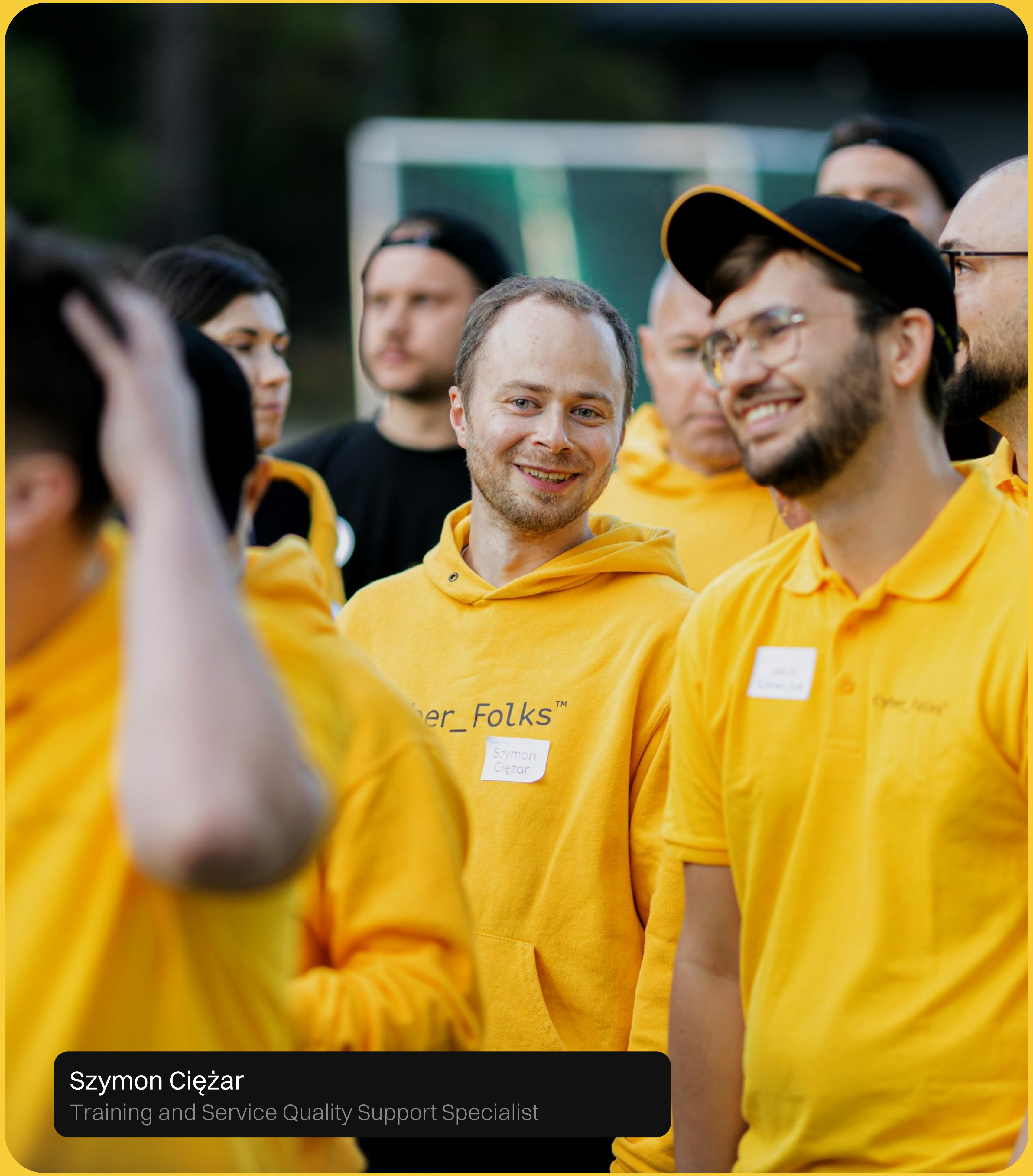
Patryk Pawlikowski
Member of the Management Board, CPO

Expert in e-commerce, digital payments and product development. He has nearly 20 years of experience, including more than 15 years in management and executive positions in the technology and retail sectors.

*As of October 1, 2026

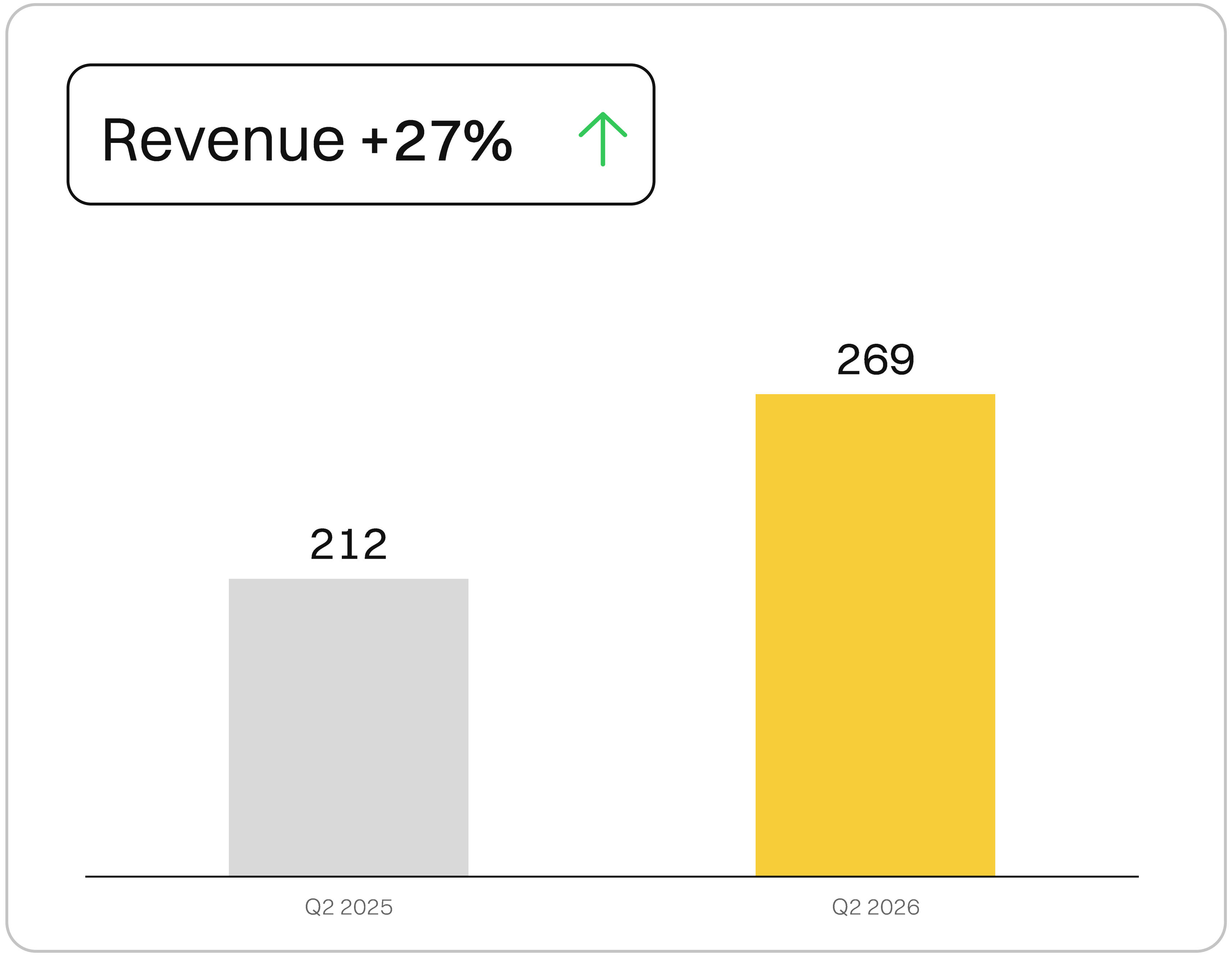
cyber_Folks Group

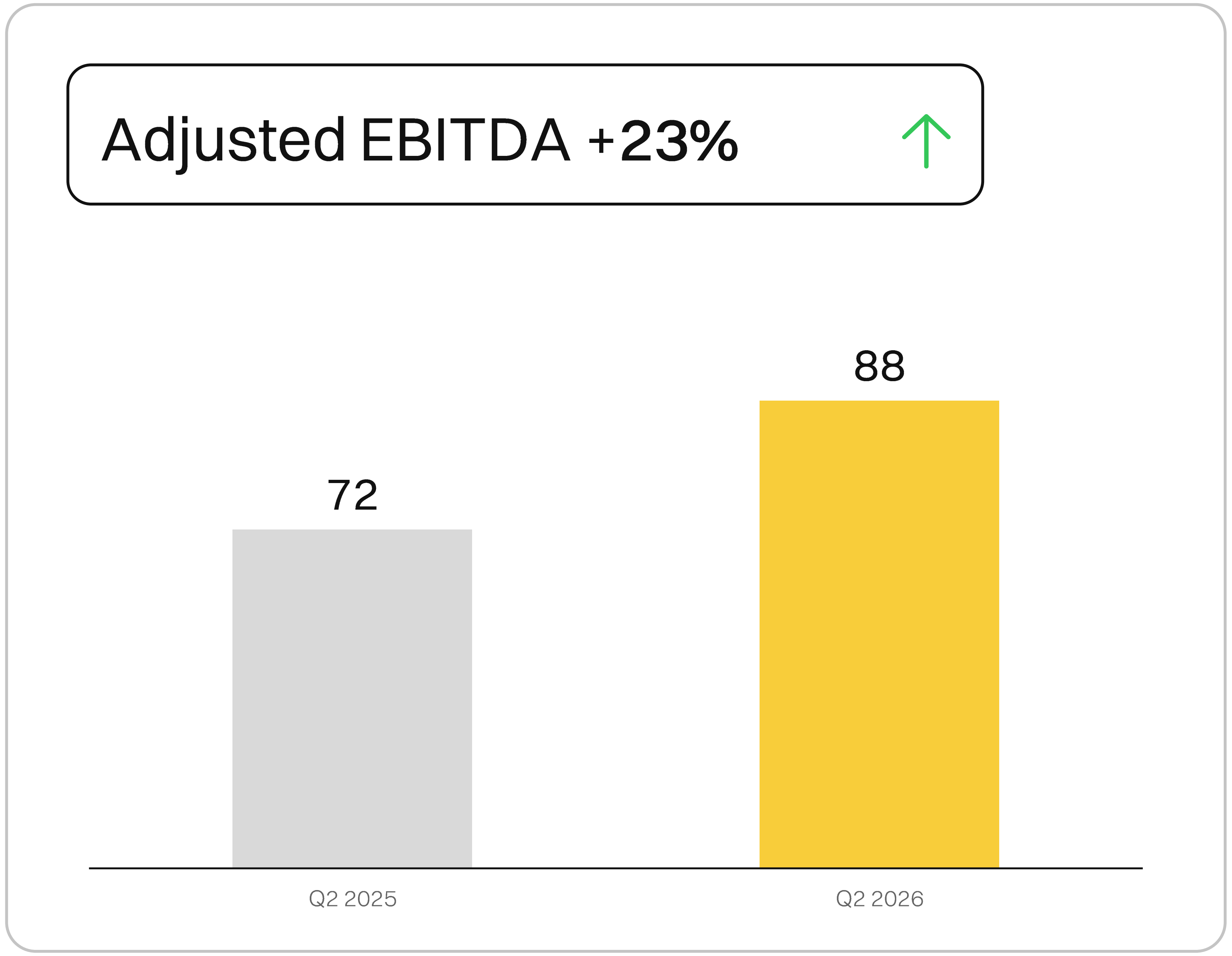
Q2 2026 at cyber_Folks



Szymon Ciężar
Training and Service Quality Support Specialist

Revenue and Adjusted EBITDA of the cyber_Folks Group – dynamic growth of over 20%.

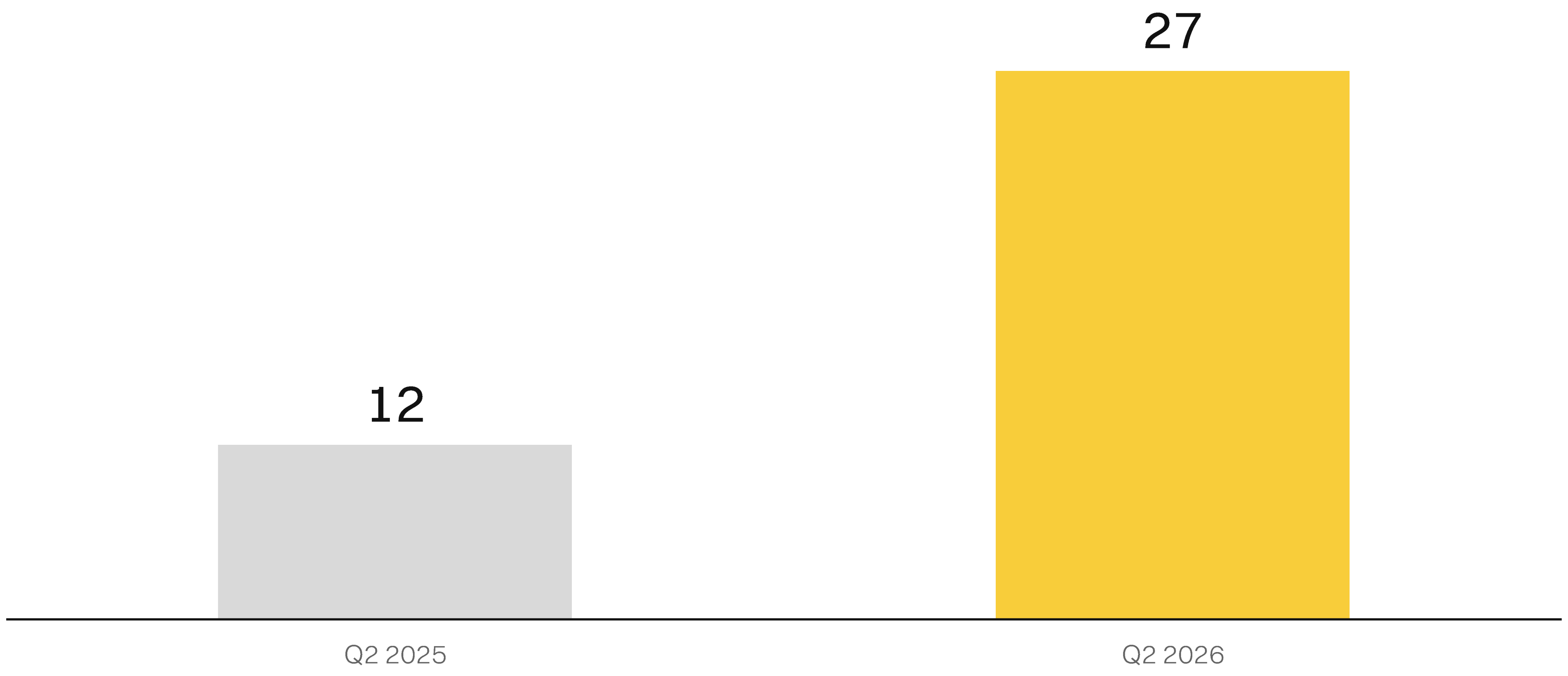




Values in PLN million
EBITDA for 2025 has been adjusted for ESOP costs and for 2026 for ESOP costs and restructuring costs in the e-commerce segment

Net profit attributable to shareholders of the parent company.

Adjusted net profit attrib. to parent. +122%



Impact of one-off items on net profit

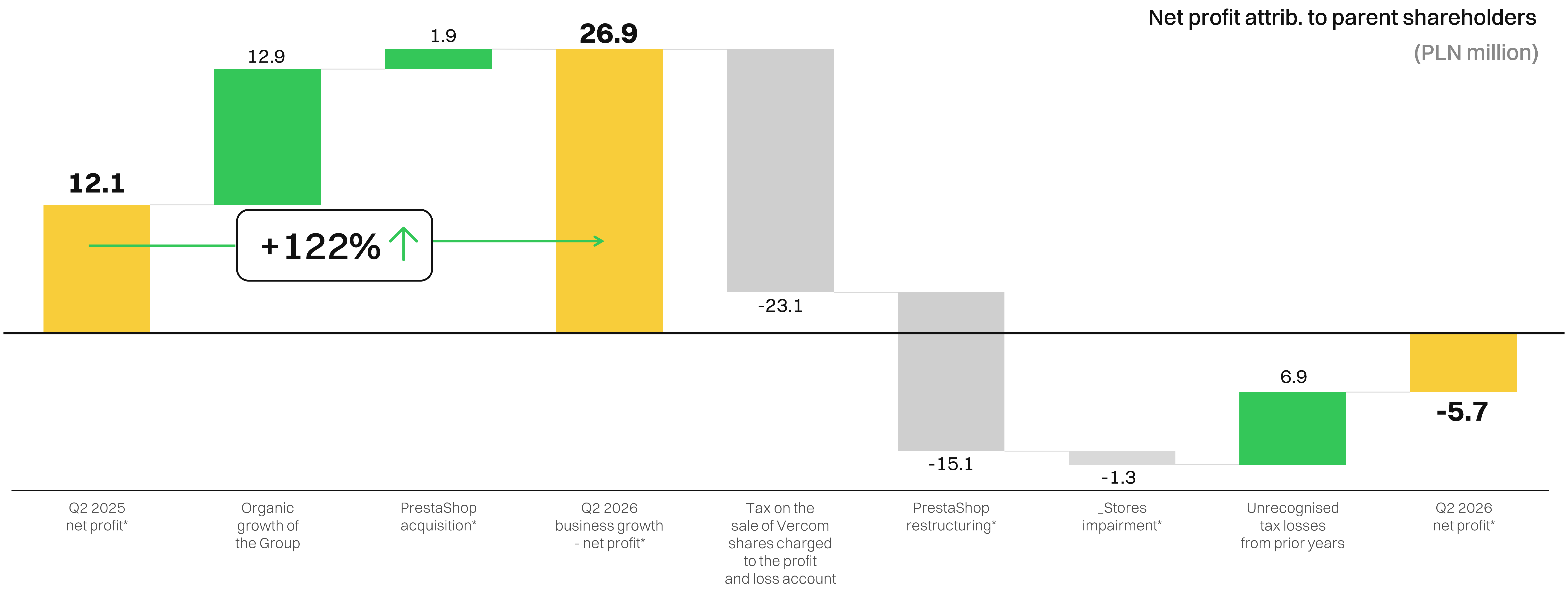
The figure shown excludes PLN 23.1 million of tax on the sale of 4.3 million Vercom shares, which was recognised in the profit and loss account. This amount reflects the reversal of external temporary differences accumulated historically from the retained earnings of Vercom S.A.

The above change is one-off in nature, is directly related to the sale of Vercom S.A. shares and concerns solely the recognition of the tax effects of the Transaction in the Group's consolidated financial statements.

The change has no impact on the total income tax charge related to the Transaction or on the Group's cash flows.

In addition, the result is adjusted for restructuring costs of PrestaShop in the amount of PLN 16.3 million ("net-of-tax" value) and the _Stores impairment charge of PLN 1.3 million.

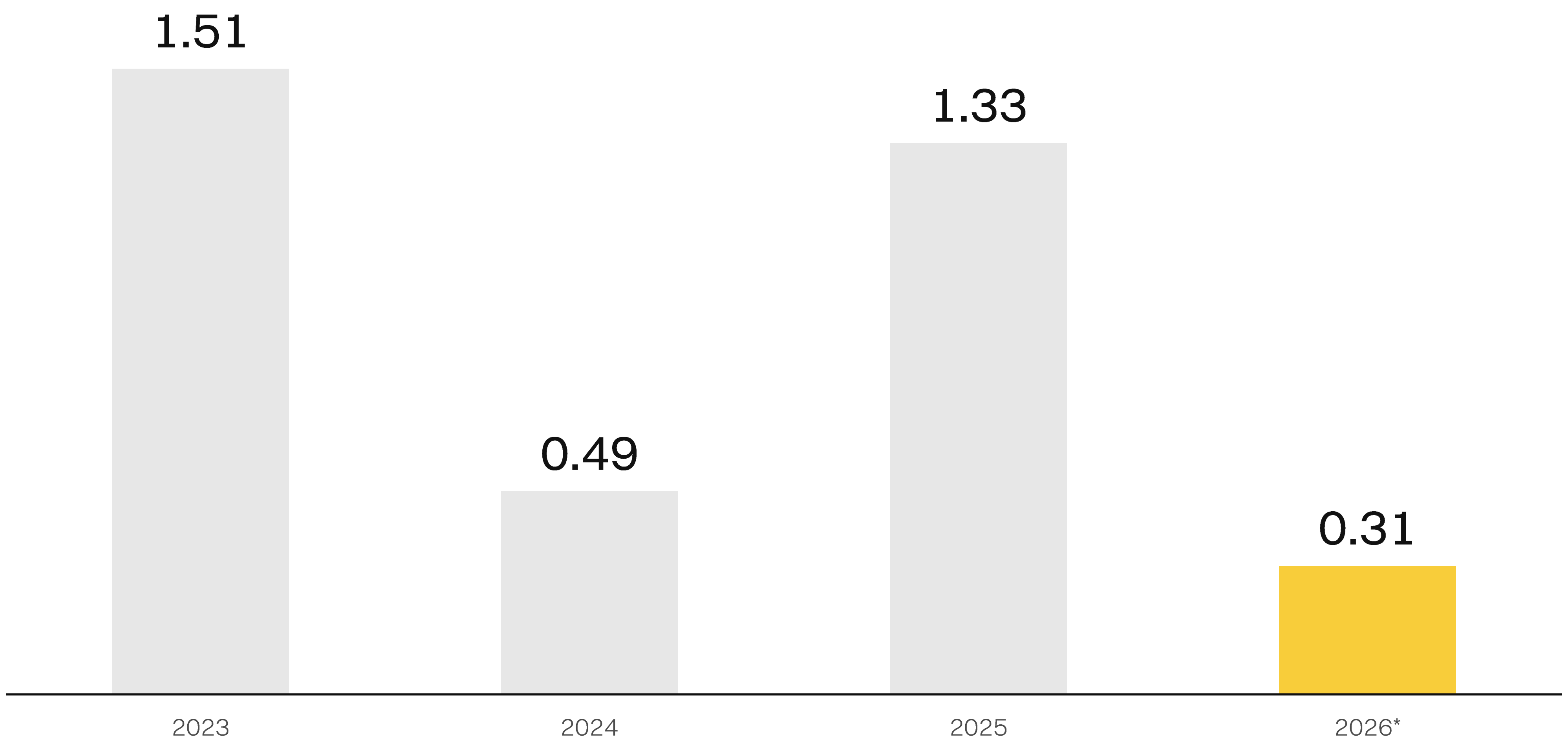
Dynamic business growth and net profitability despite high one-off costs.



*Amount attributable to shareholders of the parent company, adjusted for income tax

M&A capacity of more than PLN 1 billion.

Net debt / Adjusted EBITDA



Lower net debt following the sale of the Vercom share package

On June 2, 2026, cyber_Folks sold more than 4.3 million Vercom shares in an accelerated bookbuilding process.

As a result of the transaction, the Company raised over PLN 500 million, which it intends to allocate to further acquisitions.

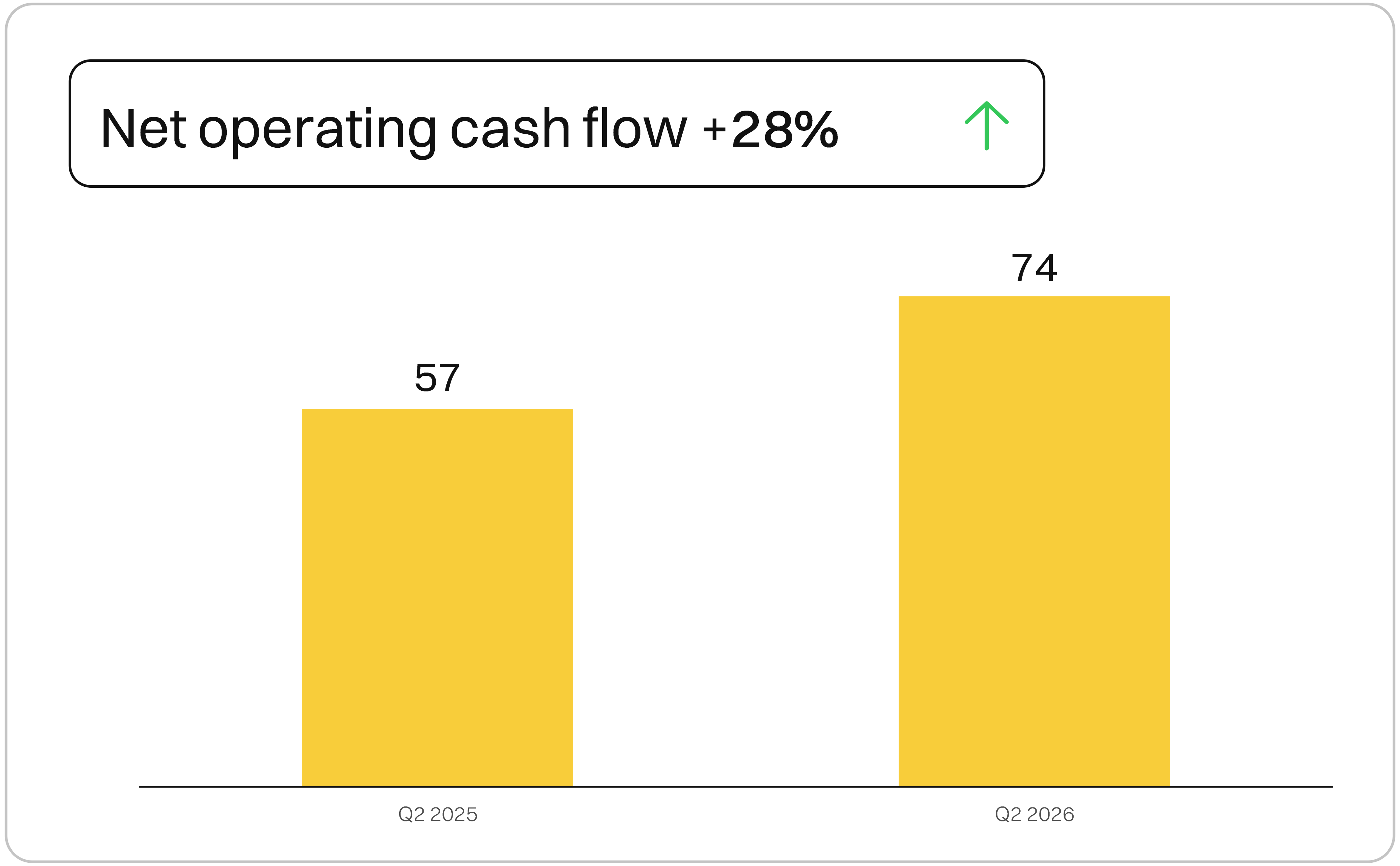
The transaction significantly reduced net debt and its ratio to Adjusted EBITDA

Following the transaction, cyber_Folks holds a 31% share in Vercom's share capital and in the votes at its General Meeting.

As a result of the provisions of the articles of association and the agreement with Krzysztof Szyszka and Adam Lewkowicz, shareholders of the company, cyber_Folks has not lost control of Vercom and continues to consolidate it using the full method

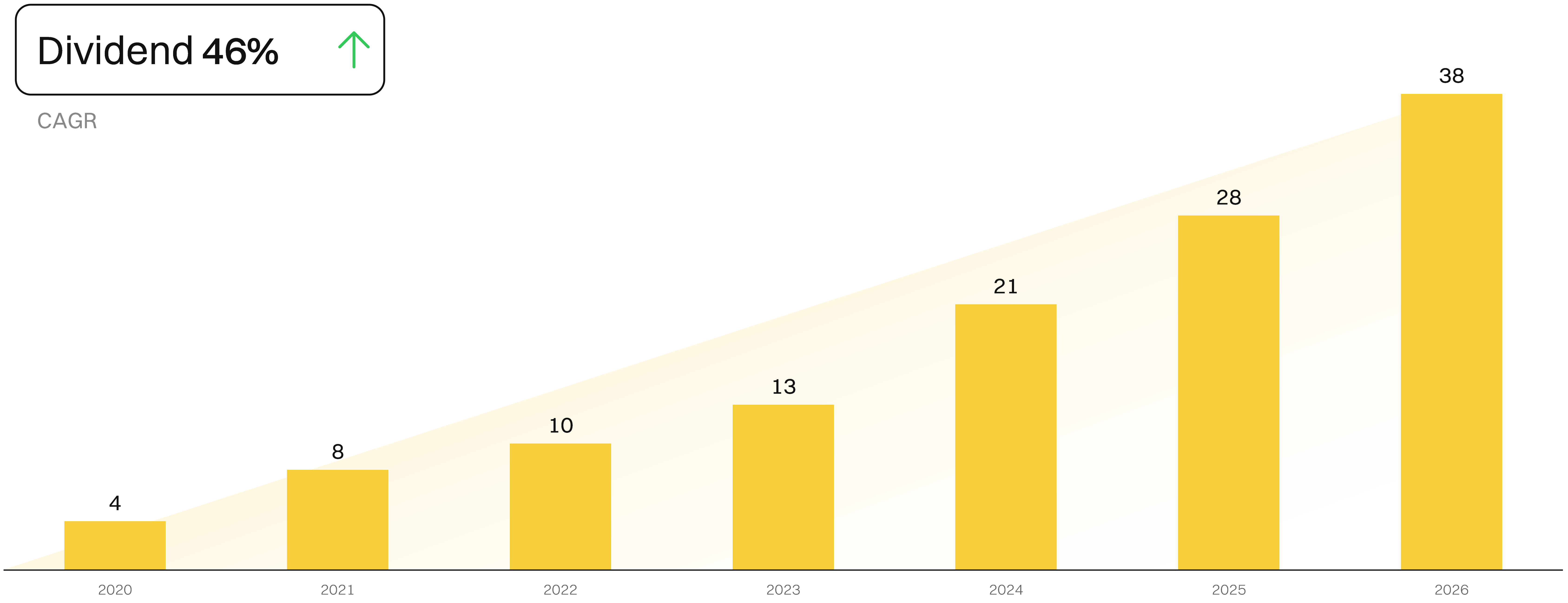
Values in PLN million
*Q2 2026 data on an LTM basis

Solid and rapidly growing cash flow.



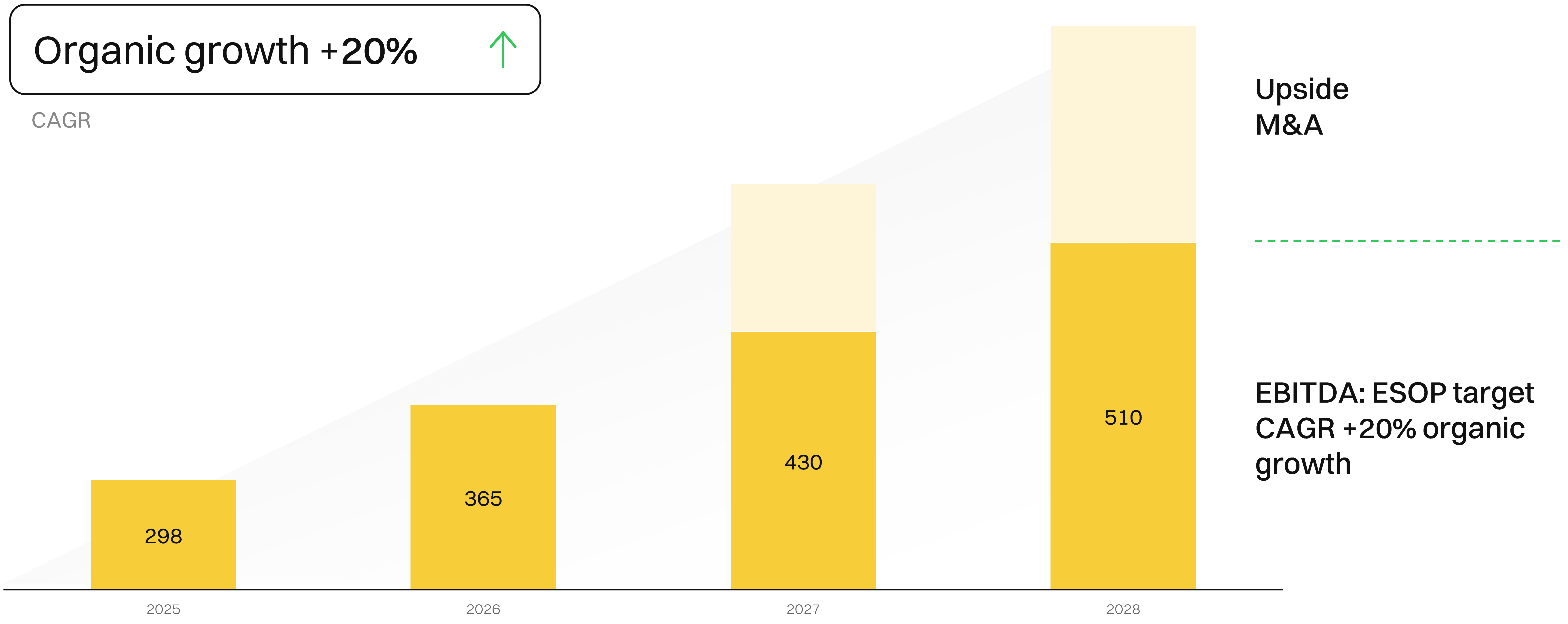
Values in PLN million

A continued, growing dividend and execution of share buybacks.



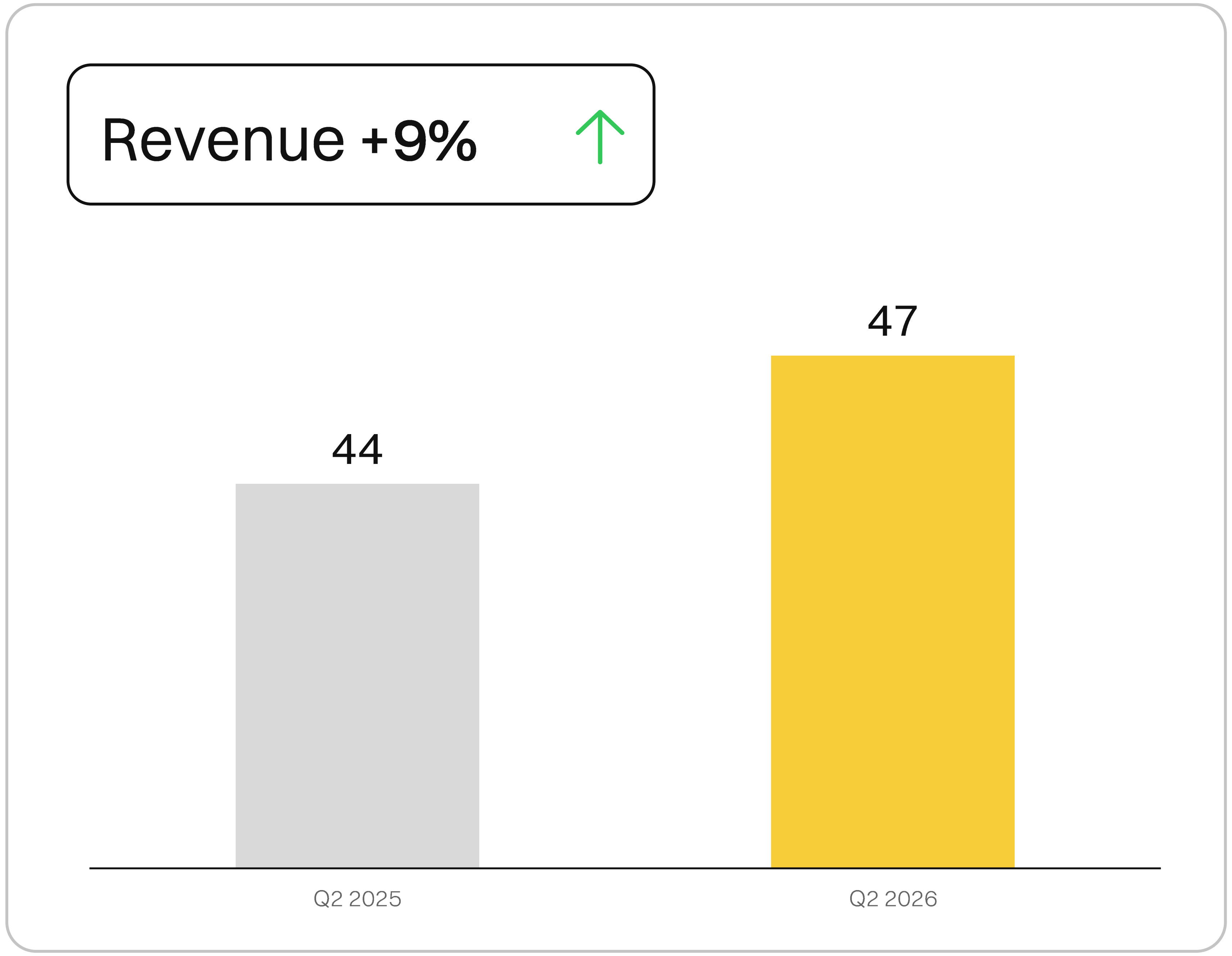
Values in PLN million

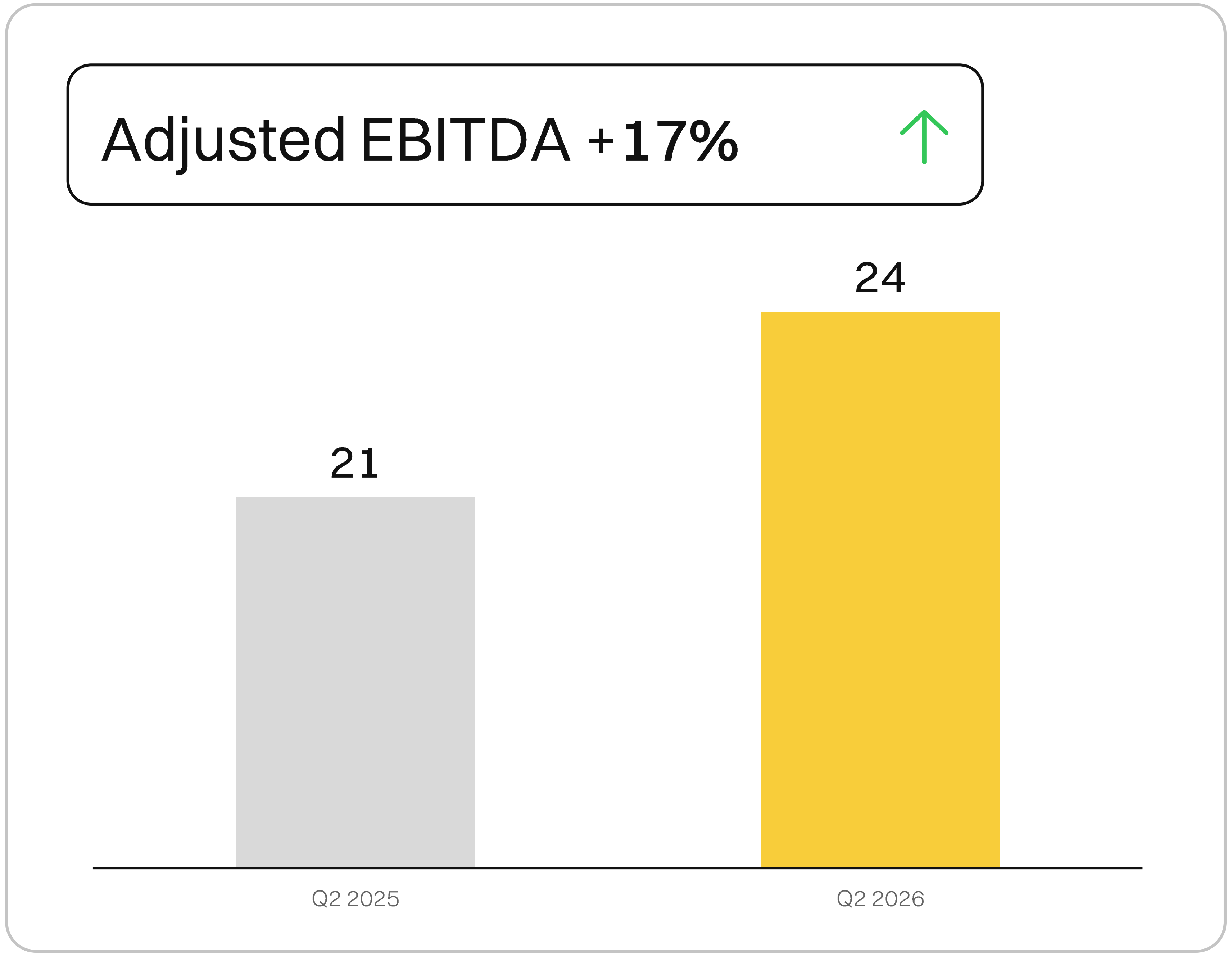
cyber_Folks and Vercom on track to meet the ESOP target. Nearly 50% of the annual target achieved in H1 2026.



cyber_Folks segment

Revenue and Adjusted EBITDA of the cyber_Folks segment

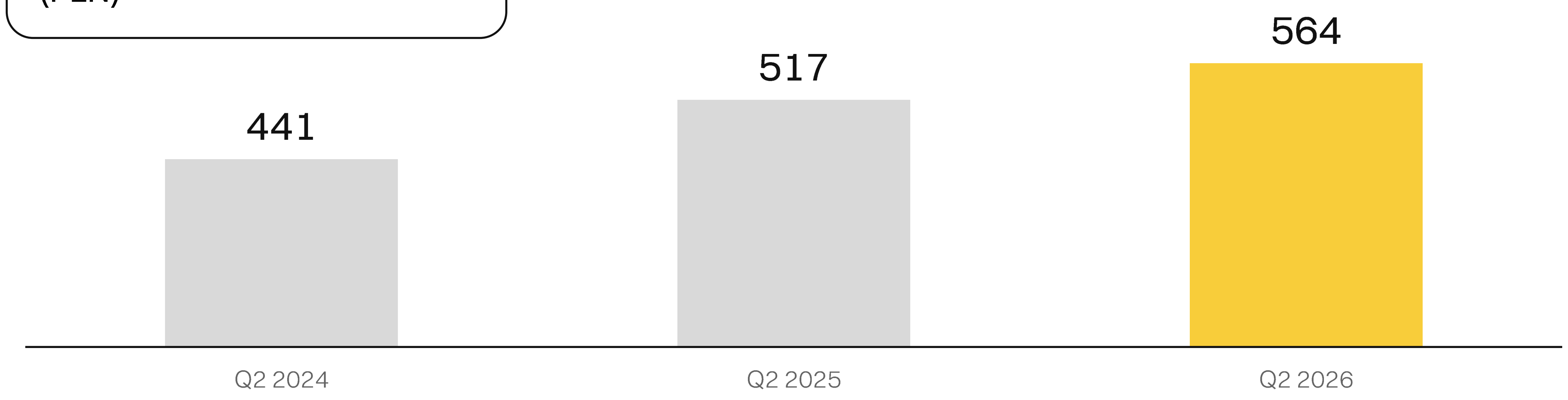




Values in PLN million
EBITDA for 2025 and 2026 has been adjusted for ESOP costs

Selected KPIs of the cyber_Folks segment.

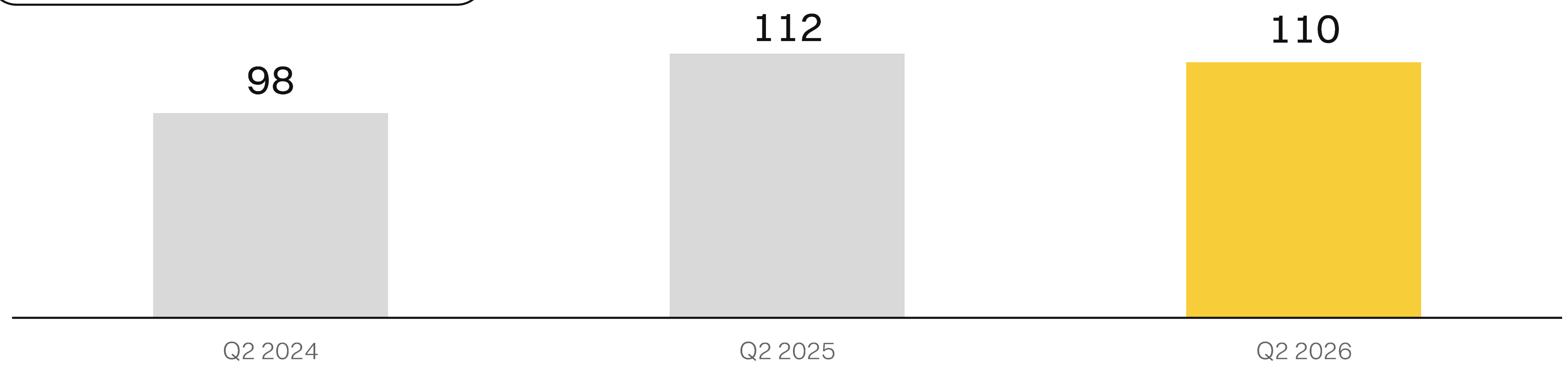
Hosting ARPU LTM
(PLN)



Number of hosting accounts
~233k

YoY growth
+ 12 000 ↑

Domain ARPU LTM
(PLN)



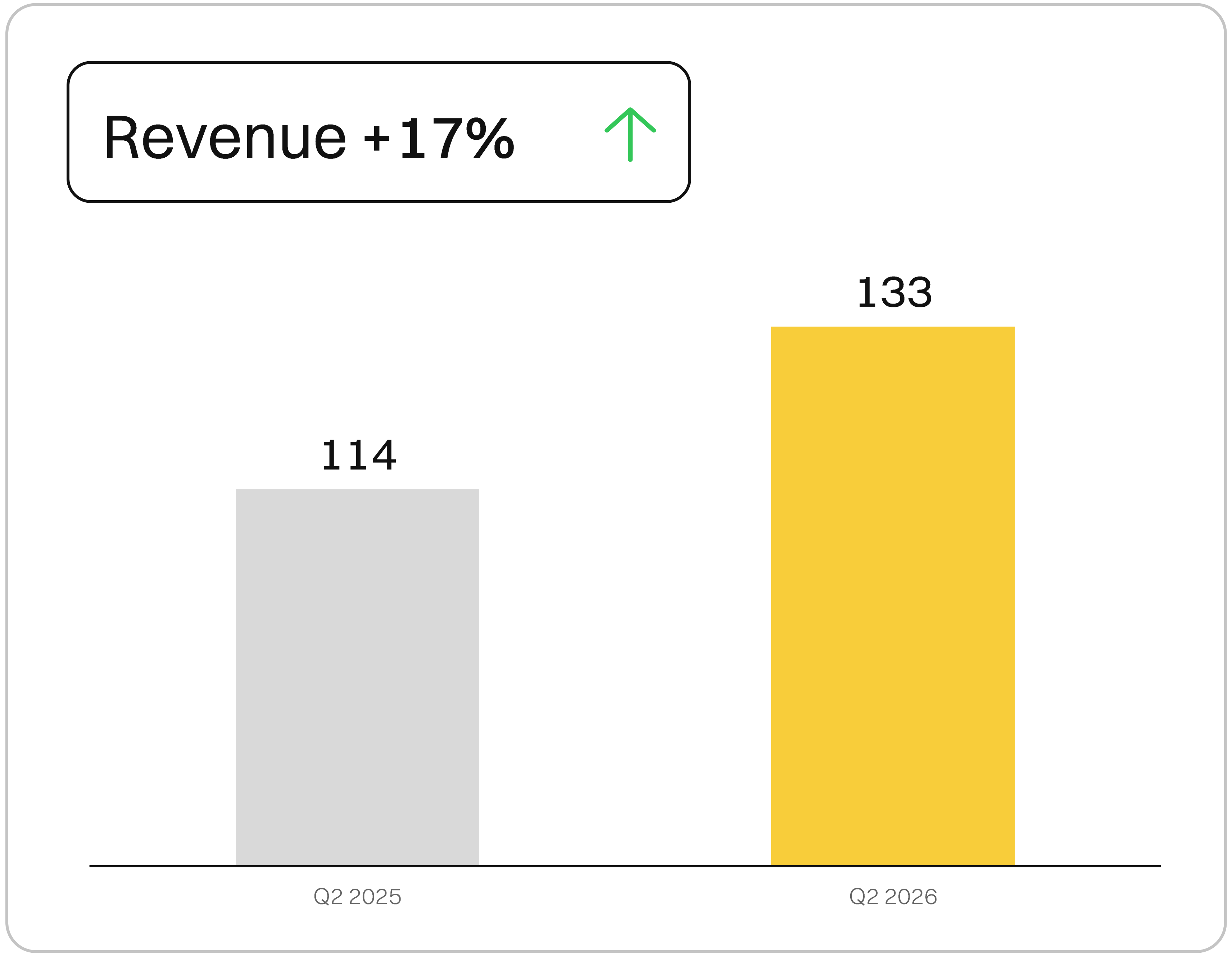
Number of domains
~388k

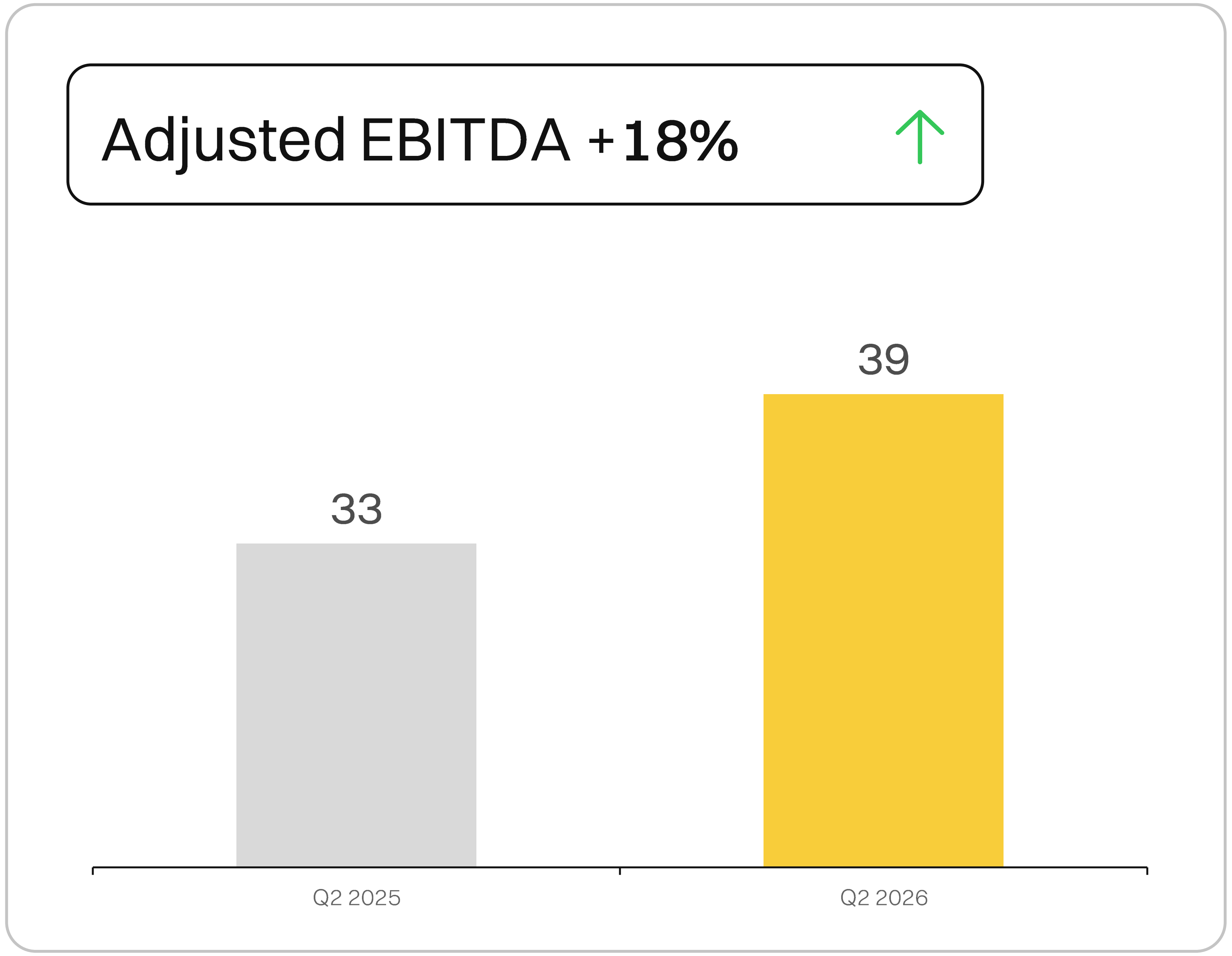
YoY growth
+ 18 000 ↑

cyber_Folks Group

VERCOM segment

Revenue and Adjusted EBITDA of the Vercom segment.

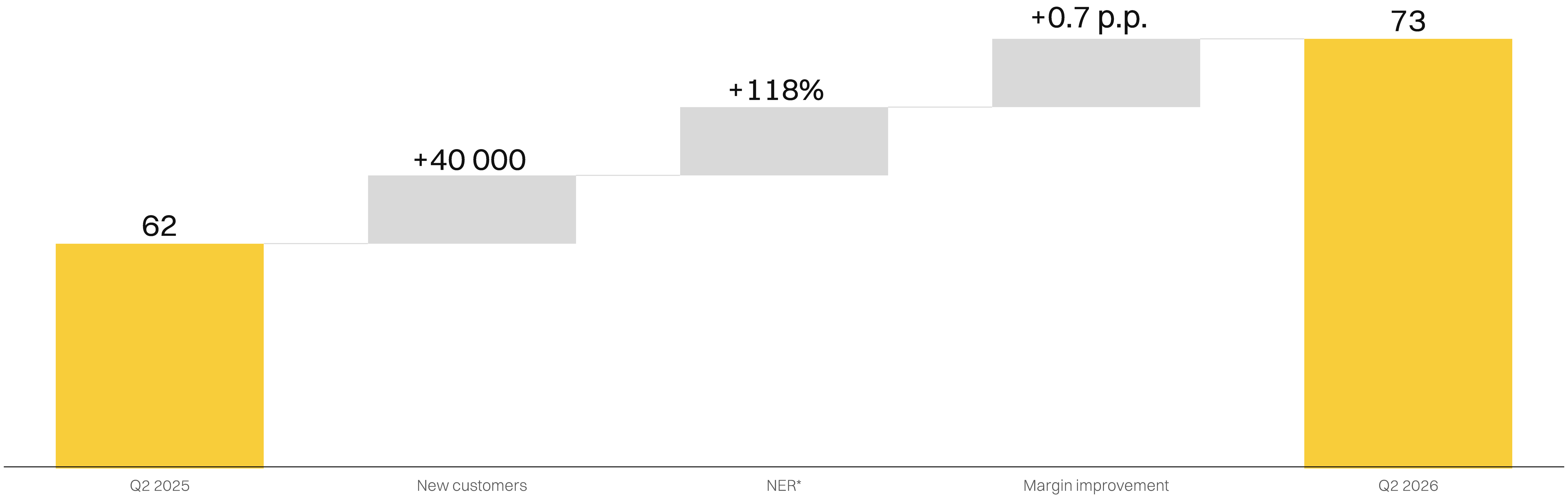




Values in PLN million
EBITDA for 2025 and 2026 has been adjusted for ESOP costs

Gross profit on sales grew on the back of customer base expansion and cross-selling.

Vercom gross profit on sales **+18%**



Values in PLN million

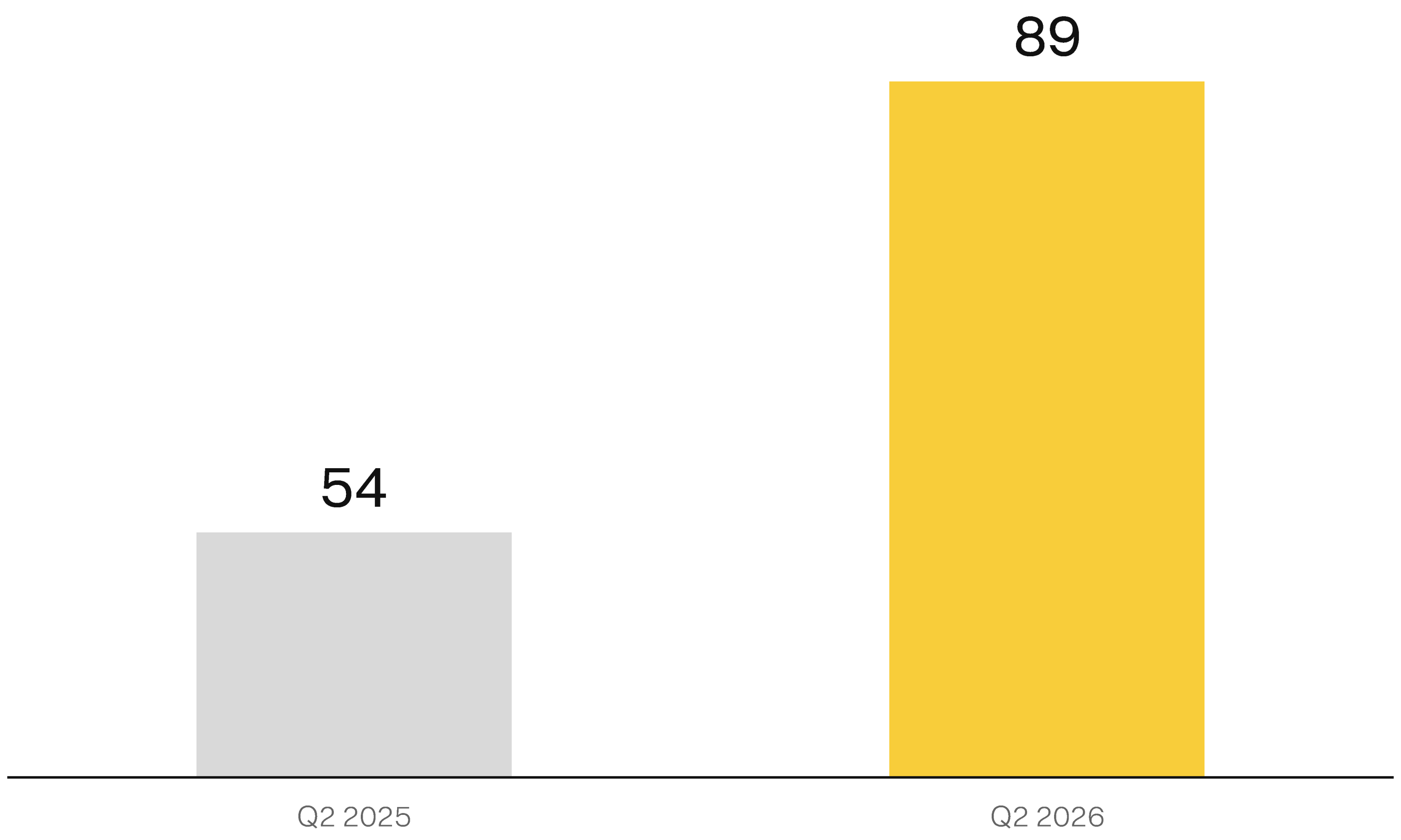
* NER (Net Expansion Rate) – change in revenue from customers generating revenue in both the current and comparative periods, excluding wholesale traffic

cyber_Folks Group

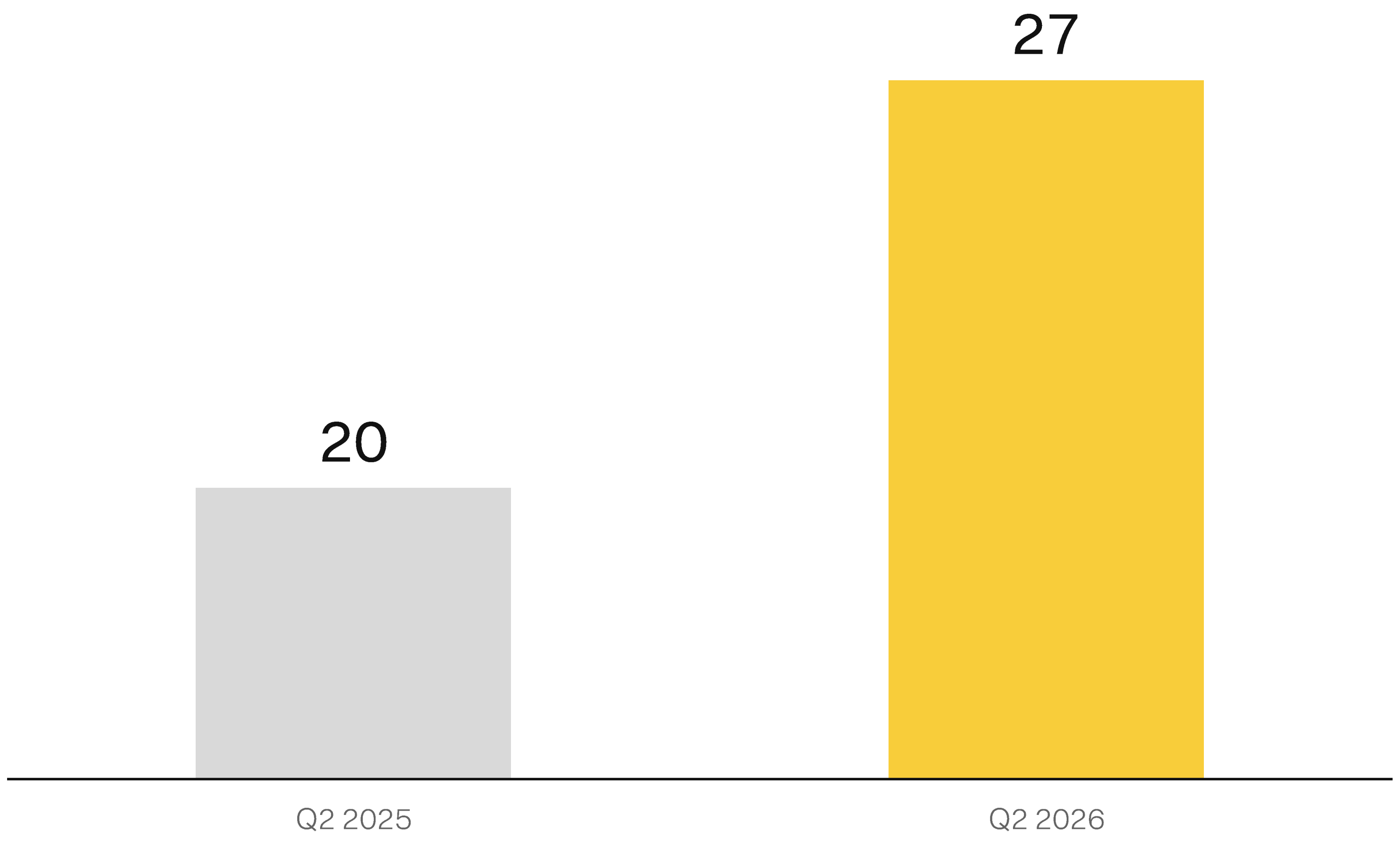
E-commerce segment

Revenue and Adjusted EBITDA of the E-commerce segment

Revenue: +63%



Skorygowana EBITDA: +36%



Values in PLN million
EBITDA for 2025 and 2026 has been adjusted for ESOP costs and and transaction costs, and for 2026 additionally for restructuring costs

Successful integration of PrestaShop

Restructuring completed

Headcount reduced by 50% (~90 FTEs)

Payroll costs down by ~EUR 600k per month

Restructuring cost of EUR 6 million (total restructuring cost in Q2 2026)

Monetisation of e-commerce expertise

Exchange of knowledge and experience within the Group: Presta – Shoper – Sylius – cyber_Folks

New products and integrations of cyber_Folks Group solutions – launched robo_Folks, dedicated hosting, Apilo

Launch of Stripe w Sylius

First effects of the new strategy at PrestaShop

Renegotiation of contracts with key partners (Stripe, Paypal, Adyen, Mollie)

Introduction of new, more efficient rules of cooperation in the Marketplace

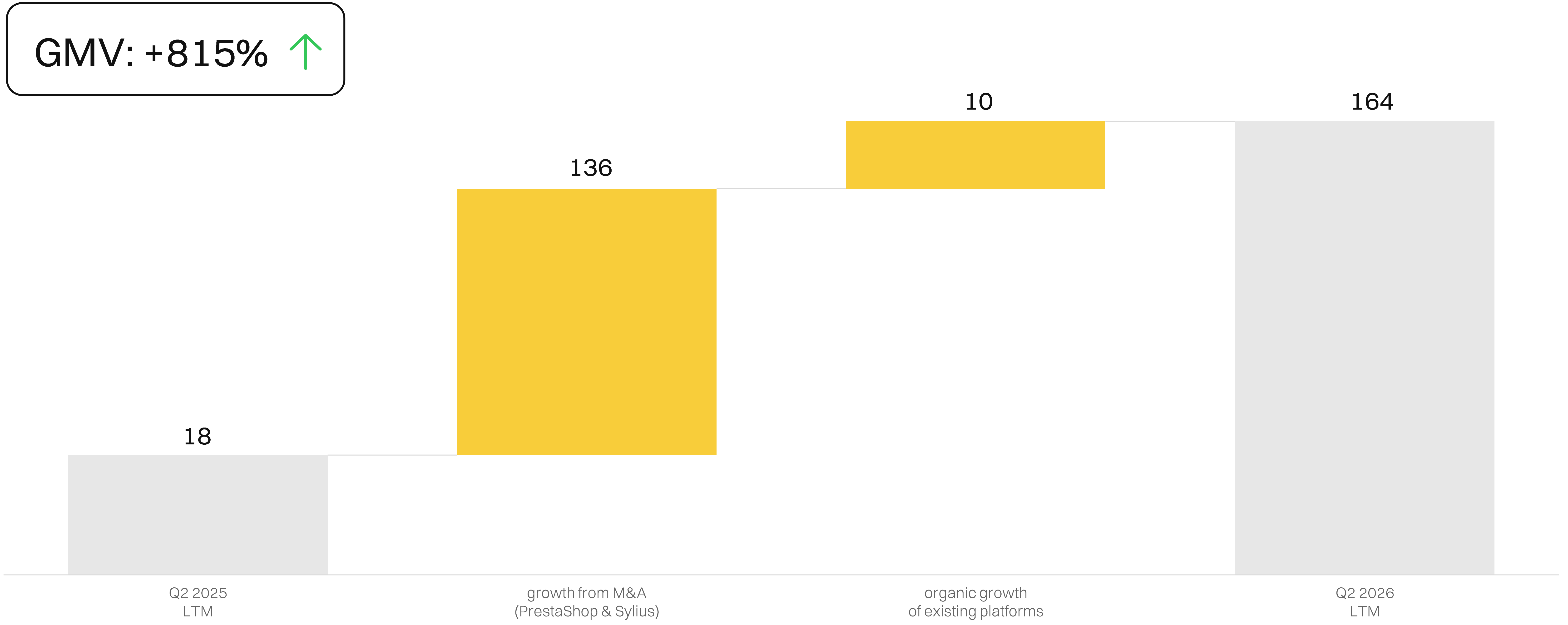
Presta Payments – project in its final phase, launch at the turn of Q3/Q4

The first-ever product roadmap presented

Full-year 2026 revenue is expected at ~EUR 24 million and Adjusted EBITDA at ~EUR 4 million*

*including one-off costs of ~EUR 6 million

European e-commerce leader – over PLN 160 billion of GMV annually.



*estimated figures based on internal data and research on stores operating on open-source platforms.
values in PLN billion

Event Calendar

26.05 — Warsaw
ERSTE Conference

29.05 — Karpacz
Individual Investors Conference

01.06 — Warsaw
PEKAO Conference

02.09 — Warsaw
1H 2026 Results Publication

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cyber_Folks Group

Financial Results

Appendix

Selected financial results of the cyber_Folks Group.

(PLN million)	Q2 2025	Q2 2026	Change	H1 2025	H1 2026	Change
Sales revenue	**212.0**	**269.0**	**27%**	**402.6**	**512.0** [2)]	**27%**
One-off costs [1)]	3.2	28.0	782%	8.1	31.8	294%
Adjusted EBITDA	**72.0**	**88.3**	**23%**	**133.7**	**171.4**	**28%**
Depreciation, amortisation and impairment of fixed assets	-17.9	-19.8	11%	-31.9	-36.2	13%
Net financial costs	-16.2	-9.5	-42%	-24.2	-22.0	-9%
Income tax	-7.0	-19.0	173%	-14.3	-28.5	99%
Net profit	**27.9**	**12.2**	**- 56%**	**55.7**	**53.4**	**-4%**
Net profit attrib. to parent shareholders	**12.1**	**-5.7**	**-147%**	**25.5**	**17.2**	**-33%**

1) ESOP valuation, transaction and reorganisation costs
2) The amount includes an adjustment resulting from the netting of PrestaShop revenue, where the Company acts as an agent. The adjustment reduces revenue and, at the same time, reduces costs of third-party services. The adjustment was applied retroactively to the indicated items for the first quarter of this year, which affected the amounts of those items in the first half of 2026. The amounts for the second quarter of this year are presented in accordance with the new approach. The adjustment has no impact on the Group's results.

Selected items from the Cash Flow Statement of the cyber_Folks Group.

(PLN million)	Q2 2025	Q2 2026	Change	H1 2025	H1 2026	Change
Net cash from operating activities	**57.5**	**73.8**	**28%**	**107.0**	**138.0**	**29%**
Acquisition of property, plant & equipment and intangibles	-10.0	-14.4	43%	-20.1	-27.3	36%
Lease liability payments	-4.7	-5.7	20%	-8.9	-10.5	18%
Unlevered FCF	**42.7**	**53.7**	**26%**	**78.0**	**100.3**	**29%**
Repayments of loans and borrowings	-6.3	-21.0	234%	-12.5	-41.4	231%
Interest paid net of interest received	-13.5	-9.6	-29%	-22.4	-19.7	-12%
Dividends to minority shareholders	-36.9	-50.7	37%	-38.4	-50.7	32%
Free cash flow	**-14.0**	**-27.5**	**96%**	**4.8**	**-11.6**	**-343%**

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