



## Group-wide Key Performance Indicator (KPI) Definitions

### Net trading revenue (£m)

Represents the transaction fees paid by clients (client income), net of introducing partner commissions, our external hedging costs, client trading profit and losses, and corresponding hedging profits and losses.

### Total revenue (£m)

Represents the sum of net trading revenue and interest income.

### Net operating income (£m)

Represents trading revenue, interest income and other operating income, net of introducing partner commissions, betting duty and financial transaction taxes.

### Net trading revenue generated from non-OTC products (%)

Represents net trading revenue generated from exchange traded derivatives and stock trading and investments.

### Adjusted profit before tax margin (%)

Represents the profit that we generate as a percentage of total revenue, prior to tax charges, on an adjusted basis.

### Net own funds generated from operations (£m)

Represents the level of net own funds (cash) that we generate from our operations after deductions for taxes.

### Total number of active clients (000)

Represents the total number of unique clients who have generated trading revenue from our OTC or ETD products, or stock trading and investment clients who held a balance at the period end.

### Employee engagement score (%)

Represents the average score of four key questions from our annual employee survey.

### Gender diversity (%)

Represents the percentage of women employed across the Group.

### ESG KPI: scope 1–3 greenhouse gas emissions per employee (TCO<sub>2</sub>e)

Total scope 1–3 greenhouse gas emissions in the financial year, divided by average headcount during the year.

### ESG KPI: people benefiting from our Brighter Future initiatives globally

Represents the total number of people benefiting from collaboration between IG Menkul Değerler and charity partners such as Teach First. This includes both direct and indirect impact.