

**eToro Group Ltd.(eToro Q2 Earnings Call)  
August 12, 2025**

**Corporate Speakers:**

- Daniel Amir ; eToro Group; Head of Investor Relations
- Yoni Assia; eToro Group; Founder, Chief Executive Officer
- Meron Shani; eToro Group; Chief Financial Officer

**Participants:**

- Daniel Fannon; Jefferies; Analyst
- Devin Ryan; Citizens; Analyst
- William Katz; TD Cowen; Analyst
- Christopher Allen; Citi; Analyst
- Craig Siegenthaler; BofA; Analyst
- James Yaro; Goldman Sachs; Analyst
- Brian Vieten; Needham; Analyst
- Joseph Vafi; Canaccord; Analyst
- Brett Knoblauch; Cantor Fitzgerald; Analyst
- Matthew O'Neill; FT Partners; Analyst
- Dan Dolev; Mizuho; Analyst
- Charles Bendit; Rothschild; Analyst

**PRESENTATION**

**Daniel Amir:**

Thank you, everyone, for joining eToro's Second Quarter 2025 Earnings Call.

My name is Daniel Amir, Head of Global Investor Relations. Here with me today are Yoni Assia, Founder and Chief Executive Officer; and Meron Shani, Chief Financial Officer.

This morning at 7:00 a.m. Eastern Time, eToro released its second quarter 2025 results.

In the Investors Section of our website, you will find the earnings press release and presentation to accompany today's discussion.

This webcast is being recorded and will be available for replay in the Investors section of our website.

Yoni and Meron will offer opening remarks and then open the webcast to Q&A.

During the Q&A portion of the webcast, we will answer live questions from publishing research analysts. And we'll address the selection of the most up-voted questions previously submitted by eToro's shareholders.

As a reminder, today's webcast will contain forward-looking statements, which relate to our financial outlook and market positioning among other items.

Such forward-looking statements are not guarantees of future performance.

Actual results may differ materially from these expressed or implied in the forward-looking statements due to a variety of factors.

These factors are discussed in more detail in the press release that we issued today and related earnings presentation and our filings with the SEC including our prospectus dated May 13, 2025, as such factors may be updated from time to time in our filings with the SEC, which are or will be accessible on the SEC's website at [www.sec.gov](http://www.sec.gov).

We do not undertake any obligation to update forward-looking statements.

Throughout this webcast, we will also present and discuss non-GAAP financial measures.

Reconciliation of our non-GAAP financial measures to their most directly comparable GAAP financial measures appear in today's earnings press release and presentation, which are available in the Investors section of our website.

And now I will turn the call over to Yoni, Founder and CEO.

**Yoni Assia:**

Thank you, Daniel. And thank you to everyone joining us today for your interest in eToro. And welcome to our second quarter 2025 earnings call our first earnings call as a public company. After Meron and I conclude our prepared remarks, we'll open it up to analyst questions.

Before sharing some highlights from our second quarter results, I would like to briefly introduce eToro for those of you who are new to our story.

We founded eToro in 2007 with a vision of opening the global markets for everyone to trade and invest in a simple and transparent way.

At that time investing was largely the domain of traditional financial institutions catering to seasoned investors with significant capital. Retail investors face daunting barriers, complex platforms, high fees and a lack of educational resources.

Our goal was to change that by using technology to level the playing field and create a platform that could empower millions to participate in the financial markets.

Today eToro provides a gateway to the global financial markets, offering a social and investment platform that empowers our users from around the world to trade, invest, save and spend in a way that suits their unique needs.

We've built a social investment network designed to provide users with educational resources and tools they need to grow their knowledge and wealth.

We provide what retail investors around the world care about the most, simple access to the assets they want to invest in an intuitive and user-friendly mobile app and a trusted and transparent source for financial education and tools including the ability to draw the knowledge and insights of the top investors from all around the world.

On eToro's platform, users can invest in stocks for more than 20 different stock exchanges and trade over 130 different crypto assets alongside indices, commodities and currencies.

We serve customers in 75 different countries and 20 different languages, users can trade directly, invest in a portfolio or use our patented CopyTrader technology to replicate the investment strategies of the top investors on our platform. eToro Money, our money management offering enables our customers to have a virtual bank account and a debit card and manage multiple balances as they trade both global and local stocks.

We also provide mid valuable investment tools and services including sophisticated charting and AI-powered tools.

We've built a track record for identifying and adopting key investment and technology trends.

We've been a pioneer in the crypto space since 2011 due to my own passion around blockchain technology. Crypto's underlying principles of transparency, security and inclusivity resonate deeply with eToro's mission.

As one of the first global investment platforms to embrace crypto, we've helped millions of investors access this new market in a safe way.

As technology continues to evolve so does our ability to create more inclusive financial systems, artificial intelligence holds immense potential to revolutionize investing.

We're already using AI to provide users with personalized insights, identify trends and optimize their strategies, but this is just the beginning.

We believe that the next wave of financial innovation will be driven by collaboration between people and technology. Editorial, we're committed to staying at the forefront of this transformation using technology to enhance the investing experience while keeping the human element of its core.

Our goal is to create a platform that not only meets the needs of today's investors but also anticipates the opportunities and challenges of tomorrow.

Now let's move to the quarter results.

We are very pleased with our strong second quarter results, which reflect the continued success of our goal to be the leading trading investment platform.

Our net contribution for the quarter increased 26% year-over-year to \$210 million, and our adjusted EBITDA increased 31% year-over-year to \$72 million, while improving operating margins.

In terms of geographic diversification, we recently expanded our global footprint, activating our license in Singapore. This milestone positions eToro to serve Asia's growing investor base from a key financial center as we continue to grow our global presence.

Over the past quarter, we also made real progress in advancing our product development across our four strategic pillars: trading, investing, wealth management and neo banking, delivering innovative features that strengthen user engagement and expand our addressable market.

In trading, we continue to enhance the trading experience by expanding and flexibility for our users.

We announced the expansion of 24/5 trading and on exchange futures, and we intend to expand this offering to provide our users around the world with the flexibility to trade on their own time. The ongoing efforts to remove boundaries in trading and financial markets underpins our interest and focus in tokenization. Back in 2012, we wrote the colored coins white paper, a method for representing and managing real-world assets on top of the Bitcoin blockchain.

We first offered tokenized assets back in 2019, following our acquisition of Smart contract start-up Firmo. Building on this heritage, we're launching tokenized stocks.

We believe that blockchain technology will facilitate the greatest ever transfer of wealth as traditional assets move on to the blockchain.

As a platform that bridges between traditional trading and a blockchain-powered future, we believe we're very well positioned to participate in the transformation of financial markets and grow our business.

In the U.S. recent regulatory development around crypto represents an important milestone and a great tailwind for our U.S. expansion.

As a result, in recent months, we've significantly expanded our crypto offering for our U.S. users and now offer the ability to trade over 100 different crypto assets.

We'll continue to add more crypto assets and more features for our U.S. consumers and will be soon launching staking as well. Turning to investing.

We continue to introduce innovative solutions that make investing simpler, smarter and more personalized. This quarter, we rolled out a suite of our Alpha portfolios as part of our smart portfolio offering. These AI-powered long/short strategies are built using advanced analysis of multiple sources of data including eToro's proprietary retail trading data.

This gives our users access to exclusive quantitative trading strategies typically used by hedge funds and institutional investors only.

In addition, we also announced a partnership with Franklin Templeton to launch new portfolios focused on long-term target date investing. These efforts broaden our investment offering and personalized user experience to help our customers achieve their financial goals at each stage of their financial journey.

As part of our efforts to provide a global platform with a localized experience, we've expanded our wealth management offering to provide access to long-term tax advances, savings and investment solutions.

In the second quarter, we expanded our savings from Australia and the U.K. to also France, launching retirement and life insurance products to give our users more ways to invest in the future.

Additionally, we rolled out recurring investments and saving plans in crypto and stocks in the U.K., Europe and the UAE, enabling our users to automate their investments in making disciplined investing easier and more accessible. Moving to our neo-banking solutions.

We recently launched the eToro Money Card across Europe. This card turns everyday spending into investing by offering a 4% stock back reward on every purchase alongside premium benefits.

Before I conclude, I want to also address the topic of harnessing AI technology. eToro has been leveraging artificial intelligence for many years, but we believe that we are now at an inflection point.

We are harnessing AI to redefine social investing.

We're rolling out a suite of powerful AI-driven tools that empower popular investors with sophisticated professional capabilities.

With these tools, we're not democratizing only access to the markets and data.

We're now democratizing quantitative trading and investing. Community is at the heart of everything we do, and these AI-powered tools will enable our popular investors to build apps and trading strategies that combine social trading with advanced execution capabilities, equipping them to innovate like the top hedge funds around the world and scale their impact with the eToro ecosystem.

In line with this vision, we recently launched Tori, our powerful AI system, transforming how users interact with eToro, answering questions, surfacing personalized insights, guiding them into the platform and helping them make better decisions, all through natural conversation. Tori helps users make smarter decisions and navigate our platform based on the advanced models out there including recently GPT 5.

We truly believe that AI tools are a game changer for investors.

I suggest you all try that. Together, these product innovations and enhancements reflect our focus on empowering our users from around the world to trade, invest, save and send in a way that suits their needs.

We feel great about our product development velocity that's been accelerated by AI and the business result it is driving.

Looking ahead, I'm excited about the opportunities in front of us, and we are well positioned to execute on our growth initiatives to drive sustainable long-term growth.

With that, I will pass the call to Meron to discuss our financial results for the quarter.

**Meron Shani:**

Thank you, Yoni.

Before we begin with an overview of this quarter's financial results, I would like to share some insights on eToro's financial philosophy.

Our philosophy is focused on sustainable, profitable revenue growth, which is supported by three pillars.

First, diversification of revenue streams to complement transaction-based revenue, with a focus on growth in asset-based revenues, expansion of our eToro Money offering and the introduction of new revenue streams.

Second, strategic investment to support growth in funded accounts and increase our share of the user's wallet as we focus on product innovation, organic and inorganic growth and a dynamic approach to sales and marketing operations.

And third, disciplined cost management.

We focus on streamlining operations, optimizing costs and improving efficiency across the organization, using technology including leveraging AI by automating routine tasks, optimizing resource allocation and enabling faster data-driven decision-making.

We believe this financial philosophy will deliver best-in-class financial results and an increase in shareholder value.

Now turning to the quarter results.

As Yoni mentioned, we are very pleased with our second quarter results, our first full quarter as a public company.

Second quarter net contribution grew 26% year-over-year to \$210 million and adjusted EBITDA grew 31% year-over-year to \$72 million.

In line with our focus on diversified profitable revenue growth, our adjusted EBITDA margin was 34%, expanding 140 basis points from a year ago.

As our first quarter momentum continued into the second quarter, AUA for the quarter increased 54% year-over-year to \$7.5 billion, while our funded account grew 14% year-over-year to \$3.63 billion. The growth was driven by customer acquisition efforts, supported by strong customer retention.

Let's take a closer look at our second quarter financials by segment comp to a year ago.

Our net rent contribution from equities, commodities and currencies grew 37% year-over-year to \$114 million as invested amount per trade grew 54% year-over-year due to elevated levels of trading activity in the capital markets during the quarter, especially in the month of April.

Our net contribution from crypto grew 34% year-over-year to \$27 million and was largely driven by higher invested amount per trade, partially offset by lower crypto activity, in line with the overall market.

Interest-earning assets contributed \$46 million or up 1% year-over-year, largely driven by higher interest-earning assets that was partially offset by lower interest rates.

Our eToro Money contribution grew 17% year-over-year to \$18 million, largely driven by an increase in total money transfers.

In the second quarter, adjusted OpEx was \$138 million, our adjusted selling and marketing expense was \$51 million or 24% of net contribution.

Our business model provides us flexibility in our selling and marketing expenses, where approximately 70% of our expense is dynamic.

Our historical performance has proven that our marketing expense has consistently returned positive ROI within the first year of the investment and sustained commission growth over time. Adjusted R&D and G&A expenses were \$36 million and \$51 million, respectively.

Our adjusted EPS for the quarter was \$0.56 compared to \$0.51 in the second quarter of 2024. Moving to our balance sheet.

We ended the quarter with \$1.2 billion in cash, cash equivalents and short-term investment. And for the quarter, we generated \$61 million in free cash flow from operations.

During the quarter, we also announced a new credit facility of \$250 million to increase liquidity optionality.

Now let me make some comments on the third quarter trends. Through the first month of the quarter, crypto activity has been higher than second quarter levels, while capital markets (ECC) activity has returned to a more normalized level following the elevated levels of the second quarter.

We are very pleased with the first quarterly financial results as a public company. This sets the foundation for future growth as we focus on increasing shareholder value.

With that, Daniel, let's move to Q&A.

## QUESTIONS AND ANSWERS

**Daniel Amir:**

Thank you, Meron.

So okay. The first question in our Q&A session today comes from a list of questions that have been pre-submitted by our retail investor community.

Yoni, this question is for you. When does eToro plan to provide calls and puts options to European investors.

**Yoni Assia:**

Thank you, Daniel.

Our product rollout strategy is to continuously launch the products where we see the highest potential product market fit and revenue opportunities for eToro.

With options, for example, we sit in the U.S., we expanded into the U.K., and we plan to expand over the next 12 months also to Europe, UAE, Singapore and Australia. The same with futures that we recently launched in Europe and continue to expand it across the globe and with all of our products across the globe eventually offer to our customers in all of our regulated regions.

**Daniel Amir:**

Thank you, Yoni.

So operator, we'll open it up to questions from our institutional analysts.

Can you provide instructions?

**Operator:**

(Operator Instructions)

Our first question will come from the line of Dan Fannon with Jefferies.

**Daniel Fannon:**

I was hoping you guys could expand a bit upon just the cadence throughout the quarter since we don't get monthly.

I was hoping just to get a little more color.

Obviously April was quite active from a macro perspective.

So if you could talk to the change in environment as the quarter progressed? And then maybe expand a bit more upon July in terms of how that country did versus what we saw in the first quarter.

**Yoni Assia:**

I'll let Meron answer that.

**Meron Shani:**

So obviously as we saw with the market following the tariff announcement in April, we saw elevated trading activity of our customers on the platform.

We saw invested amount growing per trade of 54%.

We saw invested demand growing in general. And the Q2 revenue per trade also grew 54%.

So pretty much aligned with the invested amount.

What we saw is that those numbers normalized throughout July, as we moved from the spike in April and normalized towards the end of the second quarter as well. When you talk about crypto, we saw lower levels in the second quarter normalized also with the market and also taken into consideration the fact that our customers were actively trading on the capital markets, they diverted from trading on crypto. When we come to July, what we see on the crypto side is that customers following the outgoing altcoin season as well moved to a higher pace of trading than quarter two.

**Operator:**

Our next question is going to come from the line of Devin Ryan with Citizens.

**Devin Ryan:**

Question to start here just on kind of digging into the opportunity on the back of the launch of the tokenized stocks recently. And as we think about all the other types of assets that are going to come on chain over time it's great to just double-click into how you would quantify the revenue opportunity for eToro. How fast do you think under asset classes are going to move on, assets that are currently not available to eToro's customers? And then the overall kind of bigger picture opportunity from this long-term existing like right now stocks like a lot of other assets that are currently not available to eToro customers will if you could be available (inaudible).

**Yoni Assia:**

So we've been very early on for the concept of tokenizing world assets starting with the white paper of colored coins that we wrote together with (inaudible) between 2012. I believe that the digitization and tokenization of assets is a very significant process that will take time but we do expect \$100 trillion of assets over the next years to move on chain, now quoting the SEC Chairman talking about moving U.S. capital markets on chain.

We already support stocks from 22 different capital markets as tokenization happens across stock markets, bond markets and potentially real estate. People are talking about private shares. And I do believe we'll see that significantly scaling up over the next sort of midterm of the next three years. Everybody is waiting, and we're waiting for regulatory clarity.

So it was very hard to think of tokenizing real-world assets and securities without clarity on regulation with micro regulation now in Europe, that's a possibility, and we're talking to many participants in the market about various opportunities of tokenizing assets, as you probably seen also the largest asset managers in the world are all involved in how they can tokenize their potential funds and products and then obviously listed them on platforms like ours to introduce them to retail investors.

So we do see a very large opportunity, both in scaling up the investment universe in eToro over time as well as opening all those assets to 24/7 trading.

So we just recently launched both trading and futures, which trade 24/5. And we do believe that by tokenizing assets and expanding liquidity over the weekend will eventually enable customers to transfer assets 24/7, like crypto assets are transferable 24/7 and to actually trade on assets 24/7 continuously.

**Operator:**

Our next question will be from the line of Bill Katz with TD Cowen.

**William Katz:**

Just maybe a couple of questions embedded.

So the first question would be, could you give us an update on any progress you're making for a CopyTrader opportunity into the U.S. And then secondly, just given all of the growth vectors in front of you included that we laid out on the global webinar, how should we be

thinking about marketing spend either in an absolute sense or as a percentage of contribution.

**Yoni Assia:**

So I'll take the first question, and or maybe you can start actually with the second question, and I'll jump to the first question.

**Meron Shani:**

So when we think about marketing spend, we think about it as a percentage of net contribution, and we are normally around the 20% mark of net contribution investing into the growth coming out of new acquired customers.

**Yoni Assia:**

Can you repeat the first question just for clarity.

**William Katz:**

Yes. If you could just give us an update on any progress you're making on introducing in the U.S.

**Yoni Assia:**

So as we announced, we've been able to significantly scale the number of assets on the platform from three crypto assets for U.S. customers to now 100 crypto assets in the U.S.

We are also planning to introduce staking soon with clarity from U.S. regulators across staking, and we plan to launch a CopyTrader for U.S. customers on crypto and stocks later this year.

**Operator:**

Our next question will come from the line of Chris Allen with Citi.

**Christopher Allen:**

I wanted to ask about account growth dynamics from about 8% year-to-date. Maybe you can give us a color on regional account growth, where you're seeing the fastest growth and best opportunities here.

**Meron Shani:**

So we manage that growth on a global scale.

We see some growing regions for us, like we launched a couple of years back in OEE, and we see growth coming from there.

But altogether, we see the growth coming from a very, call it, a balance across the different regions that we are managing. There's no significant player in the regions that is significantly higher or lower than any of the others.

**Operator:**

Our next question will come from the line of Craig Siegenthaler with Bank of America.

**Craig Siegenthaler:**

So my question is a simple one on growth. Funded account growth was 1.4% quarter-over-quarter.

I'm wondering, is this a good go-forward organic run rate? Were there any unusual factors in the quarter, especially given that sharp correction we had in April. And I know M&A has aided your account growth rate historically, but I wanted your perspective on the organic trend.

**Meron Shani:**

So we have proven in the last few years that we are able to grow our funded accounts on a double digit basis on a yearly basis.

We did see a slower quarter in terms of the growth.

However I could definitely say that we see a better quality of customers. They bring more share of their wallet onto the platform.

And we could also note about the average account size that grew 34% year-on-year, thanks to customers loading more of their share of the wallet as well as market gains. And also to say that in terms of marketing, as I mentioned before, we manage it as a percentage of net contribution, but we also manage it to bring the best quality.

So we have the ability to be very flexible in how we invest. 70% of the investment is dynamic, so we could upscale and low scale as we see right coming out of the results, we are very comfortable about our ability to continue and deliver growth and continue to deliver great ROI returning the investment within the first year and growing over time. When we come to growth of the funded accounts also in the future, we are seeing good numbers coming out of rolling out more products that serve as a good product market fit, as Yoni mentioned, that will drive not only better engagement of existing customers, but also drive more growth of funded accounts.

**Operator:**

Our next question will come from the line of James Yaro with Goldman Sachs.

**James Yaro:**

I just wanted to touch quickly on the net contribution per trade across both ECC as well as crypto.

I think on the ECC side, it was up about 25% sequentially and crypto was up about 30%.

Could you maybe just talk a little bit about the drivers of that and perhaps the outlook for take rates going forward?

**Meron Shani:**

So the main correlation that we see and we quoted also on the percentage is the growth of the invested amount per trade that grew 54% year-over-year and 20-plus percent also sequentially.

So this is more or less aligned on the ECC side of how we see that the invested amount has also elevated the revenue per trade.

We did introduce ticket fees outside of the U.S. and U.K., and that increased the invested amount and reduced smaller transactions.

So there's some balancing of a slight decrease in the number of trades, but comes with a higher invested amount per trade. When we look into crypto, this is touched immediately to the invested amount per trade as we charge on a percentage basis.

We saw slightly better ability to analyze our volume also in the second quarter, which resulted with slight uptick in terms of the revenue per trade, but altogether, the growth of the invested amount is what drives the majority of that trend.

**Operator:**

Our next question is going to be from the line of Brian Vieten with Needham.

Brian Vieten^ With the new licensing in hand, can you talk about the glide path for new funded accounts growth in the APAC region more near term and then aspirationally. And then just on that, can you talk about the geographic composition of the 40 million registered users.

Is that in line with the funded accounts proportionally?

**Yoni Assia:**

So historically, there is a proportion between the total registered users or funded accounts.

It's worth noting that the total registered users is in a cumulative number since 2007 and includes basically everybody who registered since then, not only the monthly active users of the virtual accounts and in our more mature growth markets, Europe, U.K., Australia, we are seeing obviously higher conversion rates than basically cross-border markets where we might see a lot of registrations that don't necessarily convert into funded accounts.

When we think of our growth opportunities, we definitely think that both Asia now through Singapore and the U.S. represent significant opportunities to grow as a percentage of the business over time. Right now U.K. and Europe represent roughly 65% with Australia being a part of of course, our strategy in Asia.

But as we doubled down on our high potential growth markets, Asia, Latin America and of course, the U.S., we do believe represents a higher potential growth over the next couple of years.

**Operator:**

Our next question comes from the line of Joseph Vafi with Canaccord.

**Joseph Vafi:**

Congrats to you on your first public earnings quarter. Just thought maybe we drill down a little bit more on the U.S. strategy now with more cryptos available, and it sounds like the platform is a little more robust. And with CopyTrader potentially coming, just how should we think about marketing spend in the U.S. moving forward versus where it's been and maybe an update perhaps M&A still makes sense in the U.S. to kind of grow the platform materially here over the short term?

**Yoni Assia:**

So as we've said during our road show, during the sort of pre-IPO where around last administration, we took a step back from our growth strategy in the U.S. since the IPO, and obviously very excited to see the new administration and share talking about innovation in public markets in tokenization and getting capital markets on chain, which we believe we're positioned in a very good place to take part of that opportunity in the U.S.

So we'll continue to expand all of our products right now.

I'd say about only 50% of our products that are operating globally or offered in the U.S.

We do plan to aggressively, basically pursue and drive all of our product expansion into the U.S. in the next 12 to 18 months including CopyTrader and looking at all of the additional global products that we have. And as we expand and add new products, we expect to see higher lifetime value, obviously product market fit, which means more organic growth. And on top of that, we'll scale the marketing budget as well.

So we are looking to invest more in the U.S. market, and we're looking to do this in a disciplined approach where we're looking at the investments part of the revenue potential and existing revenues in the U.S.

We are looking and are opportunistic about M&A opportunities in the U.S.

We believe there's a huge opportunity right now of many great fintech companies that have a great product and team in the U.S. that are able to be independent. And we are also thinking of doing this, obviously in a disciplined approach looking at basically how this adds to the total KPIs and the growth opportunities in the U.S.

**Operator:**

Our next question comes from the line of Brett Knoblauch with Cantor Fitzgerald.

**Brett Knoblauch:**

Maybe just more broadly on kind of crypto trends during the quarter. Volume kind of declined, I would say, much more than global spot volumes.

So anything to read from that? And then as a follow-up on crypto in the U.S. meaningfully expanded the number of assets available to trade for U.S. users.

Can you talk about the initial kind of uptake you're seeing as you broaden the U.S. breadth there?

**Yoni Assia:**

So as Meron mentioned before, as a platform, which is actually quite uniquely positioned where if you look at the assets of our customers, roughly 50%, 50% stocks and crypto since we've been early into both. When we see exciting markets and capital markets as we've seen in April, we do see a transition of our active traders who are actively trading both crypto and stock .

We've actually seen our customers excited about European markets and the European defense stocks or that was the version of meme stocks in April, we saw a lot of our retail investors actually buying the deep, actually participate in capital markets, buying stocks that sometimes are related to crypto markets like Nvidia and Tesla and others.

So we did see that cycle of increase, basically capital markets versus crypto, obviously coming to July, where we saw all-time high, not only in Bitcoin, but also a significant scale up in a lot of altcoin activity generally.

Since the IPO, just under roughly three months, we've managed to add a significant amount of crypto assets actually reaching over 100 in the U.S. this week, and we have seen significant growth to our U.S. business in the U.S. after those additions, obviously also driven by very good crypto markets environment in July.

**Operator:**

Our next question will come from the line of Matthew O'Neill with FT Partners.

**Matthew O'Neill:**

Share the congrats to the public markets that others have mentioned.

I was just curious, how you guys are seeing your users utilizing stable claims.

I feel like there's probably some interesting insights given the geographic diversity of your user base and would just love to kind of hear some anecdotes around that. And then separately, I know it was asked, but maybe you could just dig a bit deeper into the increase in the take rate on crypto. Was that driven by the kind of outsized activity we saw in April, mix shift, pricing dynamics would just be helpful to kind of understand the drivers there.

**Yoni Assia:**

So first of all, regarding the crypto take rate, then we charge 100 basis points.

We actually recently launched also crypto fees that are separated from the spread, improving significantly at both transparency of fees and understanding of users. Anything to add to that, Meron?

**Meron Shani:**

We had a better ability to internalize some of the volumes.

So that increases the take rate a bit in the second quarter, saying that this is still within the range that we offered in the history as well about our ability to enjoy this take rate.

**Yoni Assia:**

Regarding stable coins, we just recently launched we're receiving the (inaudible) license in Europe, basically the ability to deposit crypto into eToro and then use crypto assets to buy stocks and invest in capital markets we're actually quite conservative in the past as there wasn't from our point of view, sufficient regulatory clarity.

So we did not enable customers to actually deposit stable coins or crypto into the eToro platform .

So with the new launch of enabling our customers across Europe, U.K. and expanding that to all of our global operations to now deposit crypto assets including stable coins, we do believe this opens up a new user audience, which are the crypto-native user audience.

So our platform originally is more capital markets rather than crypto.

So we started before crypto and most of the activity on eToro historically was people funding their accounts, of course, with fiat money with either local currency in dollars and then trading crypto assets or stocks with it.

Now as we double down on crypto as well we're now enabling that crypto to fiat. And so we are talking to some of the stable coin issuers to understand the various opportunities of partnerships there as well.

**Operator:**

Our next question will come from the line of Dan Dolev with Mizuho.

**Dan Dolev:**

Congratulations on a great first quarter with a public call. Really quick question on Tori.

I've noticed that you're using that. Just wanted to ask a broader question about sort of AI use in investing for your funded accounts, and how they perceive it, how they're using it? And what are you seeing in the future in terms of the use of Tori and AI for investing?

**Yoni Assia:**

So first of all, I have to say I'm super excited about seeing the developments in AI, both from accelerating our ability to deliver products to making our organization more efficient.

I myself now have an actual coding platform and write things with AI on top of our APIs.

We just recently launched Tori, the AI analyst. Just 30 minutes ago, I checked Tori's view on eToro's quarterly financials.

So you can immediately see what's happening in the markets, analyze them.

It's, by the way, a multi-model so we can actually very easily switch in the back end, the different models.

We already started testing with users GPT5 as well as Gemini 2.5 and Grok, so we are very excited about the opportunities in investing. And we've launched our API that's powered by AI and the marketplace to enable our popular investors to actually build apps on top of the eToro platform.

I think this brings us to a future where retail investors can actually become significantly more sophisticated with their tools. They can basically build quantitative strategies related also, of course, to the rise of digital assets and crypto assets and 24/7 trading, even myself.

I've been passionate about capital markets, trading and investing my entire life, but I never had a 24/7 AI agent trading in my account.

So I have no doubt that these AI tools will help our customers both increase their velocity and engagement on the platform and become significantly more successful investors and more sophisticated investors with these tools at their hands.

So this is, I think, still early days, but with a huge opportunity ahead of empowering retail investors with tools that just one or two years ago were really reserved just to the top quantitative hedge funds in the world.

**Operator:**

Our next question is from the line of Craig Siegenthaler with Bank of America.

**Craig Siegenthaler:**

So my question is of the \$114 million of net trading income from equities, commodities and currencies, I'm curious what was the percentage mix from CFD? And how has that mix been trending over the last year?

**Meron Shani:**

So as we mentioned before, we don't break it down really by the nature of the transaction, the type of the transaction, but we adopt a broader way of assessing which asset class that is coming from.

We offer both CFDs and futures on equities and commodities.

So we don't really segregate the results by then.

I think we mentioned in the past as well that we are aiming to get to a 20% mark within the 12, 18 months ahead.

So that's still where we are aiming to get.

**Operator:**

Our last question is going to come from the line of Charles Bennett with Rothschild and CEO Redburn.

**Charles Bendit:**

Just a follow-up, if I can, on the CopyTrader product in the U.S.

Is there any update regarding licensing of U.S.-based popular investors? Are there any regulatory teething issues there? Are you expecting this to roll out pretty seamlessly?

**Yoni Assia:**

We do expect, as I mentioned before, to roll it out this year as we also spoke during the road show that we believe that the CopyTrader technology could work and be translated into the U.S. markets relatively easily, and we've basically made more of a risk decision and not to launch it prior to the IPO regarding smart portfolios, we are working towards an RIA license to be able to launch our RIA -- our smart portfolios, which are basically our own strategies that we developed 120 smart portfolios from our customers.

Outside the U.S., we are seeing record high assets under CopyTrader, so very excited about launching it later this year in the U.S.

So that was the last question, Operator.

**Operator:**

Yes. Sir.

I'm showing no further questions at this time.

**Yoni Assia:**

Thank you very much.

So quickly closing remarks, as we close our first quarter earnings call as a public company, it's clear we are entering a new era for both toro and in the investing world at large. The future of investing will be defined by AI-powered intelligence that can process data at unprecedented speed, uncover insights, (inaudible) sight and personalize the investing journey for every user.

We're harnessing these technologies to empower our community, enabling smarter smarter decisions, more adaptive quantitative strategies and building their own apps now on top of

eToro. Alongside this transformation, the global financial landscape is embracing digital assets as a core pillar of diversified portfolios from bitcoin and crypto assets to tokenized real-world assets.

The boundaries between traditional and digital markets are dissolving. eToro has sat at this intersection since 2013, giving investors seamless access to both worlds with trust, simplicity and scale.

We believe the combination of AI-driven investing and the continued rise of digital assets will reshape wealth creation for the next generation and we are committed to leading this change not just as a platform but as a global community, where anyone can trade and invest in a simple and transparent way. This is just the beginning. The age of intelligent investing is here and eToro is ready to lead it. Thank you, Grok, for just writing this. And thank you all of you for joining us.

**Operator:**

This concludes today's conference call. Thank you for participating. And you may now disconnect.

Everyone have a great day.