

## Dear Sirs/Madams

Another year of OPTeam's stable growth is behind us. We closed it with revenues at the level of more than PLN 98 M, indicating a growth of more than 5 per cent from 2013. Importantly, profits were growing faster than sales and as a result in 2014 we recorded improved rates of return across the board. We are in particular pleased with an increase in return of equity (ROE) by 1.15 percentage point and return on assets (ROA) by 0.82 percentage point up to 12.8 per cent and 5.2 percent respectively. It means that our resources are being used better and more effectively.

In 2014 there was a change in the structure of OPTeam's customer base.

There was a significant upturn in sales for the education market (third-level schools), which amounted to more than PLN 22 M and was a record-breaking improvement by more than PLN 10 M from 2013. The year 2014 was also another one in which we achieved higher revenues in the business sector up to more than PLN 43 M.

Adopted line of a strong system integrator with high competence brings results and gains OPTeam advantage in difficult, demanding and key from the perspective of company's activity markets.

2014 was also another year in which OPTeam demonstrated high proactivity and won projects of the total value exceeding that of 2013.

The company's activity in the key markets resulted in significant expansion of enterprises and institutions base for maintenance and post-implementation services provided by the company. Development of outsourcing base gives OPTeam a guarantee of stable revenues in the forthcoming years and the area where IT installations will be maintained.

We were able to increase sales and performance due to intense commercial activities, as well as reinforcing already gained competences and building new ones, which considerably developed the company's offering. The policy of boosting sales of proprietary products and services, which come with higher margins, gave OPTeam measurable effects also in 2014.

We expanded our offer as an integrator and we focused on the markets having the highest potential for the company, where we used the opportunity of repeated sales. The increase of services generated from "a cloud" was important – we used there our own Data Center.

Constantly developed base of entities in outsourcing (SaaS – IT as a service) is giving better results every year, among other due to HR OPTiCenter service – which in 2014 brought many new customers to the company.

In 2015 we still intend to continue implementing the strategy of increasing sales of integration services and proprietary products using new sales models which were already proven to be successful in 2014. The most significant recipients of our services should be the business sector, as well as energy and education (third-level schools) sectors. A part of contracts signed in 2014 will be performed in 2015.

Proactive commercial activities give us the opportunity to implement the budget.

We also have a partial order portfolio from the education sector, and we still have high hopes for closing the ongoing trade activities in the energy sector in the current year.

I would also like to highlight the performance of Polish ePayment in 2014 – the company in which we hold a 50 per cent stake. Five years from its establishment, PeP reached the break-even point and achieved the highest EBITDA ratio in history, amounting to nearly PLN 11 M. At the end of the year, there were more than 27 thousand POS terminals working in the network handled by Polish ePayment, and plans for the coming years are no less ambitious. The Management Board of PeP estimates that in the current year the company will manage to find customers for another 5 thousand POS terminals.

Polish ePayment is a leader of innovation in its business sector and it is constantly developing its product portfolio. It should be mentioned, that in 2014 the company launched mPOS, i.e. a smartphone combined with a cheap card reader – a device allowing the sellers, including shops, sales offices etc., to reduce incurred costs of accepting payment transactions.

In 2015 the company plans to introduce next innovative activities increasing its competitiveness in the market.

The achievements so far, as well as bold development plans and introduction of new low rates of interchange fees (IF) makes us optimistic for 2015 and full of hope as to the future fast growth rate of PeP and financial results achieved by the company.

In conclusion, I wish to thank all Employees, members of the Supervisory Board and the Management Board for their commitment to building OPTeam's market position. I also express my gratitude to the Shareholders for their trust. I believe, that due to consistency in carrying out our strategy, the future will bring further growth of the Company's market value, and as a consequence, your portfolios.

Yours sincerely,

Wacław Szary

President of the Management Board of OPTeam S.A.