

Dear Sirs/Madams,

Another year of stable growth at OPTeam is behind us. We closed it with revenues in the range of PLN 93.3 M, up by 2 per cent from 2012. Importantly, profits were growing faster than sales and as a result in 2013 we recorded improved rates of return across the board. We are particularly pleased to see an increase in the return on equity (ROE) and return on assets (ROA) by 1.1 per cent up to 11.7 and 4.4 per cent respectively. It means that our resources are being used even more effectively.

In 2013 there was a change in the structure of OPTeam's customer base. There was a significant upturn in sales to the institutions of the public sector, which grew from PLN 7.2 M in 2012 to nearly PLN 15 M in 2013. We also achieved higher revenues in the business sector by PLN 4.5 M, up to PLN 36.3 M. Our turnover generated with third-level schools dropped, but it has to be said that it has something to do with the very high benchmark of 2012.

In light of curtailed IT budgets observed in 2013, and the resulting decline of the average contract value, it was extremely important that OPTeam demonstrated high proactivity and won projects to the total value exceeding that of 2012.

We were able to increase sales and performance due to expanding the range of our services and boosting the sales of proprietary products and services which come with higher margins. We reorganised our product portfolio in terms of market opportunities, and also focused on products and services which have the highest potential for repeated sales using our own Data Center. As promised, we developed our offering of business process outsourcing (ITaaS – IT as a service), as part of which we launched a new service family, HR OPTiCenter.

In 2014 we intend to continue implementing our strategy of increasing revenues from the sale of proprietary products and services using new sales models which were already proven to be successful in 2013. Our key customers should be third-level schools, as well as the energy sector and business sector. In 2013 we signed several major contracts with universities which will be implemented this year. Our order portfolio from the business sector is also considerable, and we still have high hopes for the energy market, where high-value tenders should be announced soon.

I also wish to highlight and give credit to the performance of Polish ePayment – a company in which we hold a 50 per cent stake. In as little as four years since its establishment, PeP reached the break-even point ending the year with a positive net result for the first time. In this time, Polish ePayment managed to install 22.3 thousand of its POS terminals on clients' premises, and the plans for the coming years are no less ambitious. The Management Board of PeP estimates that in the current year the company will find customers for another 3.5 thousand POSs.

Polish ePayment leads innovation in its business sector and keeps expanding its product portfolio. In the immediate future the company wishes to launch the so-called mPOS, i.e. a smartphone linked with a cheap card reader – a device that will enable sellers, including shops, retailers, etc., to lower the costs of accepting payment transactions.

The achievements to date, as well as bold development plans and anticipated changes in interchange fees (IF) make us optimistic as to the future growth rate of PeP and the financial results generated by the company.

It is worth noting that 2013 was also very successful for the Shareholders of OPTeam – the Company's share price rose by more than 130 per cent – from PLN 4.25 at the end of 2012 to PLN 9.8 as of the end of 2013.

In conclusion, I wish to thank all the Employees, members of the Supervisory Board and Management Board for their commitment to reinforcing OPTeam's market position. I am also grateful to our Shareholders for their trust. I believe that by standing by our strategy, the future will bring continued growth of the Company's market value and, consequently, your portfolios.

Yours sincerely,

Andrzej Pelczar

President of the Management Board of OPTeam S.A.