

Tajęcina, 15 March 2013

Dear Sirs/Madams,

The year 2012, despite continuing adverse conditions in the IT sector, can be viewed as successful for us. In this period, OPTeam generated sales revenues to the tune of 91.5 M PLN, topping last year's performance by nearly 19 per cent. Our result from operating activities increased by 21 per cent year on year, reaching 3.1 M PLN, and the net profit amounted to 2.1 M PLN, which is an increase by more than 7 per cent YoY. The results achieved by OPTeam significantly exceed the growth dynamics of Poland's ICT market which, according to PMR forecasts, was to reach 5.3 per cent in 2012.

In the Company's sales structure, the most spectacular growth (75 per cent) was noted in the e-card system integration segment, chiefly in third-level education. A nearly 12-per-cent increase of sales was achieved in the integrated ICT solutions segment for institutional clients, due to e.g. some large projects implemented for Siedlce University of Natural Sciences and Humanities, PGE Dystrybucja, Cyfrowy Polsat, and PKN Orlen. The area of integration projects, though it generated dynamically growing revenues over the past two years, does not promise satisfactory margin levels looking forward, which is mainly due to strong market competition.

According to the Management Board of OPTeam, a much better development outlook lies in selling the Company's own specialised products and services, distributed over the internet via the cloud (SaaS – "software as a service" with a monthly subscription) or business process outsourcing (ITaaS – "IT as a service"). Boosting the sale of products and services in this area will have a favourable impact on the stability of the Company's revenues, which will also translate into higher profits in successive years. The extensive coding experience and competence of our team, coupled with the sophisticated infrastructure of the proprietary Data Center provide OPTeam with a solid foundation for growth and strong competitive edge.

In 2012, the Management Board of OPTeam started implementing a strategy aimed at successively modifying the Company's sales structure towards increasing the significance of proprietary products and services. Within this framework, we selected a group of the Company's products and services which have the highest potential for repeated sales to new clients and which are based on own resources, including the Company's Data Center. OPTeam's offering will focus primarily on the energy, education and SME sectors, which in the Management Board's opinion are key to the Company's future development.

In the coming years, large-scale IT investments will be executed in these markets. Significant growth opportunities for OPTeam emerge especially in the development of smart metering systems for the energy sector (Advanced Metering Infrastructure, Smart Grid) due to the large implementation scale of this project - according to the plans of the Ministry of the Economy, by 2020 smart electricity meters are to be used by all customers in Poland. In 2012, teletransmission solutions delivered by OPTeam successfully passed the tests at one of the large energy providers, and in 2013 the Company will bid on contracts including pilot implementation of these systems.

Another promising area for OPTeam is third-level education, which in 2013 will implement EU-subsidised projects within the framework of Measure 4.1, Submeasure 4.1.1 Priority IV HC OP "Strengthening and development of didactic potential of universities". Due to the Company's well-established position in the education market and its extensive experience in implementing IT projects in the institutions from this sector, OPTeam stands a good chance of winning new contracts related to the project.

In the immediate future, we can also expect increased activity in investments co-financed by EU funds, especially with regard to projects in education and healthcare, which were being postponed to date. They must now be initiated and completed because the current EU subsidy programming period is coming to an end.

OPTeam consistently expands its range of proprietary products and services, seeking new growth opportunities. At the beginning of Q2 2013, the Company will commence new business activities in human resources and payroll business process outsourcing (HR OPTiCenter, BPO) complementing our offering in ERP implementations. At present, OPTeam is in talks with prospects regarding the sale of these services.

The Centre of Electronic Clearance Polish ePayment, in which OPTeam holds a 50 per cent share, is also developing successfully. The number of card payment terminals installed by the company by the end of 2012 reached 18 thousand devices, which translates into a nearly 50 per cent increase over the year. After less than three years in operations, Polish ePayment, with market share at approx. 6-8 per cent, ranks fifth nationwide.

I would like to take this opportunity to thank all the Shareholders for their trust and support. I believe that our decisions and actions in 2012 will contribute to accelerating the Company's development and boost the rates of return. I also wish to thank all the members of the OPTeam Team for their commitment and work throughout the year. Please read on for more information.

Yours faithfully,

Andrzej Pelczar

President of the Management Board of OPTeam S.A.