

## **Dear Shareholders**

### **Introduction**

In the opinion of the Company the situation on the IT market has been stabilising for a longer period of time. Such an assessment is also shared by IT market analysts who point out that in 2019 the revenue dynamics on Polish IT market should reach 4.8%, i.e. PLN 34.2 billion. The average growth rate of the Polish IT market in the years 2018-2023 is expected to reach 3% annually. This means that technology users will increase their spending on IT solutions by PLN 8 billion.

The consistently pursued strategy of the Company assumes that a significant portion of its business is based on a constant, long-term, and comprehensive provision of IT services for large organizations. We strive to constantly increase the number of key customers and generate a part of our revenue from cooperation with several smaller contractors, thus avoiding the risks associated with sole dependence on large clients. In the last year Talex concluded a number of further significant agreements. The Company managed to gain new clients and sign another long-term contracts with its business partners, including agreements on the further consolidation of services and the maintenance of the clients' IT environments.

For many years both Polish and international IT companies such as Hewlett Packard, IBM, Dell Computer, Lenovo, Microsoft, and others have been our main suppliers. We have signed partnership agreements with leading global software and hardware manufacturers. Our engineers, by taking part in specialist training and courses and passing qualification exams, gain knowledge and skills that results in outstanding relations with the clients. The number of certificates earned by our employees is constantly expanding.

Continuous attention paid to infrastructure development allows us to offer our clients the most advanced services. This applies particularly to outsourcing services provided in our Data Processing Center (Data Center). Our competence in the delivery of outsourcing services based on international standards and evidenced by certificates of our engineers, as well as the resources and respective infrastructure, make it an attractive offer for the key customers from the financial and industry sectors.

In order to provide the highest quality of service, the Company maintains a certificate confirming that the IT services we provide are managed according to ISO 20000-1:2005 standard. The scope of our maintenance services and support is constantly expanded. Moreover, in the previous year the Company successfully passed the process of re-certification with reference to the extended catalogue of services confirming the compliance with the requirements of the valid version of the ISO 20000:2011 standard. Moreover, the Company continues to maintain and develop the Integrated Management System of Information Quality and Security, based on the ISO 9001:2015 and ISO 27000:2018 standards. Also, last year our Company obtained as the only company in Poland a certificate confirming the compliance with the requirements of the EN 50600 standard for both of our Data Centers.

Year 2018 was for our Company the year of consistent increase of the portfolio of customers who guarantee long-term cooperation. We gained new clients and completed several large projects. Last year, the Company completed the project called "Creation of IT Centre providing modern

services” and in the current year finished the investment of equipping the Company's Data Center in Wrocław.

In the forthcoming period, the Company plans to consequently continue its activities with the focus on outsourcing of IT services and integration services in the field of information technology and software production. Treating outsourcing as one of the strategic directions of development, the Company has consequently developed the necessary skills and technical infrastructure for several years. Similar to the previous years, we will struggle to increase our competence and reinforce its professional position in IT industry.

Detailed information on the Company's operations is provided in the financial report for 2018, the study of which I strongly recommend.

I would like to thank all Shareholders for your trust, particularly during the recent, economically significant period of time. I would also like to assure you that we continually make every effort to strengthen the position of the Company in the market. We hope that our efforts will translate into further development of the Company, leading to new contracts and excellent performance in the present 2019 year.

17 April 2019

Janusz Gocałek

President of the Management Board

TALEX S.A.