

**SOFTIP<sup>®</sup>**

ANNUAL REPORT  
2017

## CONTENTS

<b>INTRODUCTION</b>	<b>3</b>
<b>COMPANY PROFILE</b>	<b>4</b>
<b>HISTORY MILESTONES</b>	<b>5</b>
<b>VALUES</b>	<b>6</b>
<b>MANAGEMENT SYSTEMS</b>	<b>7</b>
<b>COMPANY STRUCTURE</b>	<b>8</b>
<b>COMPANY MANAGEMENT</b>	<b>9</b>
<b>ORGANIZATIONAL STRUCTURE</b>	<b>11</b>
<b>MAIN EVENTS IN 2017</b>	<b>12</b>
<b>SIGNIFICANT FACTS AFTER THE ACCOUNT BALANCE</b>	<b>15</b>
<b>SOFTIP´S IT MARKET POSITION</b>	<b>16</b>
<b>SOFTIP´S CUSTOMER STRUCTURE</b>	<b>17</b>
<b>PRODUCTS AND SERVICE</b>	<b>19</b>
<b>SUPPORT AND MAINTENANCE</b>	<b>21</b>
<b>INTERESTING PROJECTS OF 2017</b>	<b>22</b>
<b>STRATEGIC PARTNERS</b>	<b>26</b>
<b>CUSTOMERS</b>	<b>27</b>
<b>COMMUNICATING COMPANY ACTIVITIES</b>	<b>28</b>
<b>SOCIAL RESPONSIBILITY</b>	<b>32</b>
<b>PEOPLE</b>	<b>34</b>
<b>FINANCIAL REPORT</b>	<b>37</b>
<b>BALANCE SHEET</b>	<b>39</b>
<b>INCOME STATEMENT</b>	<b>40</b>
<b>INDEPENDENT AUDITOR´S REPORT</b>	<b>41</b>

# everything is fine, we are growing



**Dušan Guldan**  
**Executive Director**  
**and Chairman of the Board**

SOFTIP has experienced many turbulent periods. However, a new era has appeared reminding us of a drive on a freshly repaired motorway. Everything is fine, we are growing and we are a respected partner not only for our permanent customers but also for the most significant global software players. Who wouldn't be pleased and teased to put their feet up and enjoy the success after many struggles and hard work?

I don't want to cry wolf. We should be proud of our results. But we mustn't forget the competition in our business, the pressure getting higher by the lack of quality work force, the uncertainty of the public sector in the last years, etc. Therefore, I am happy that instead of taking care of our own legs, we keep strengthening the ones that carry our company.

The most important element is our staff. We are slowly reaching two hundred employees who build the SOFTIP brand. Our employee turnover is low and I believe that it will remain the same thanks to interesting benefits, meaningful work and the possibility to get satisfied.

Our second important pillar is the loyalty of our customers and their diversity. One of the typical traits of our company is a high rate of customers who have been loyal to us for over a decade.

There is no better quality and reliability proof of our services. I am very pleased to see that SOFTIP doesn't depend only on one segment. Although more than 50% of our revenue consists in retail and wholesale, we maintain a strong position in the public sector, the utilities are growing and almost 10% of the revenue consists in sales. The crisis of one market segment won't have fatal consequences in our case.

And the third important pillar is innovation and development. We keep developing and offering our own tools and upgrades to our suppliers' solutions. This differs us from other local IT companies. SOFTIP has become a unique brand thanks to our products. The company invests not only in innovations but also in acquisitions, which makes this unique position stronger. This is the case of our completed union with GT Systems 2. It opens us business opportunities not only within Slovakia but also – and it is getting more frequent – abroad.

SOFTIP is doing well in business, as well as in finances. It would be a pity not to enjoy this moment for a while, even with our feet put up on the table. I am certain that we can get to our feet again at any moment.

## COMPANY PROFILE

# 8300 companies

---

### **We help to better manage over 8 300 companies in Slovakia and abroad**

As one of the most significant IT product and service suppliers, SOFTIP has been providing innovative complex IT solutions for over three decades to help manage thousands of companies and organizations of any size, in Slovakia or abroad.

You will find our solutions in the Czech Republic, Austria, Poland, Germany, Great Britain and other European countries.

We bring the widest product and service portfolio within the market. We are here to bring users Enterprise information systems, HR management solutions, Production management systems and professional Management information systems. Except for the ERP systems, we successfully design and provide the technical and technological infrastructure of the respective quality. Our custom-made information systems can cover even the most specific needs of customers from different industry sectors.

## HISTORY MILESTONES

**Acquisition of GT Systems 2**  
We further strengthen our position in the SME segment. By combining the SOFTIP and GT Systems 2 product portfolio, we create the most comprehensive offer of information systems for small and medium-sized enterprises.

2017

**Microsoft Partner of the Year**  
For the third time, we are awarded Microsoft Country Partner of the Year Award

2013

**Implementation of Integrated management system (IMS)**  
The quality management system according to EN ISO 9001:2008 implemented in 2004 was complemented with four management systems according to international standards.

**PMK Invest enters SOFTIP**

2012

**Start of the cooperation with SAP**  
We sign the partner contract on cooperation with the global leader in the field of enterprise information solutions – SAP.

**Microsoft GOLD Partner**  
We meet the qualification requirements of the Microsoft Partner Programme as a gold competency partner.

2007

**National Quality Award**  
We win this award for excellent results in the final of the Slovak National Quality Award competition in the category of large service providers.

2005

**ISO 9001:2000 Certificate**  
We vindicate the Quality Management System Certificate according to ISO 9001:2000 for all company processes.

**IT Slovak Association**  
We become a member of ITAS, association of the most significant Slovak and foreign professionals in the information and communications technology sector.

2004

2002

**SOFTIP Ltd is transformed into a joint-stock company**

**Entry to Czech market**  
We successfully enter the Czech market of information systems for pension funds. We found our subsidiary in Prague.

1997

1994

**SOFTIP Ltd. foundation**  
In the very first year of our existence we offer 5 own software products (Payroll and Wages, Accounting, Finncancing, Technical Preparation of Production and Material and Technical Supply), we have 223 contractual partners and 27 employees.

1991

# VALUES

---

## Mission

To be the preferred and prospective partner of our customers, who are delivered added value by us for the realization of their enterprise objectives and an increase in their competitiveness.

---

## Vision

To maintain a position as a significant and recognised company on the Slovak market and one of the IT market leaders;

To represent a key partner for our customers while delivering continuous added value and quality;

To belong to significant and preferred providers of services and solutions for public administration;

To be a company with a modern and transparent structure;

To win important and large projects in cooperation with partners;

To be an attractive and prospective employer.

---

## Strategy

To secure the long-term prosperity and stability of the company;

To clearly and simply focus on the existing customer base at the company and its expansion;

To build, reinforce and expand relationships with customers and partner companies;

To expand the scope and quality of provided services with emphasis on support for current and new products;

To apply a human resources policy with emphasis on increasing the qualifications and personal connection of company employees to company business;

To meet the expectations of shareholders and provide them with added value.

---

## Company Policy

The company management is taking on the commitment to observe the following Integrated Management System Policy principles and therefore SOFTIP is committed:

To be a key and reliable partner for our customers and all concerned parties and to bring them a permanent value, stability and quality.

To strengthen our position of a preferred IT product and service provider within the Slovak and foreign market and to promote the ethical principles and fair competition.

To establish fair relationships with our strategic partners and external providers and to participate in achieving the company goals.

To permanently improve our staff qualifications, competencies and personal development providing an effective education system, process and project management. To support the mutual confidence between the management and the employees.

To permanently improve the Integrated Management System regarding the identified internal and external context and all concerned parties' expectations according to the applicable requirements of the ISO standards, ISO 9001, ISO 10006, ISO/IEC 27001, OHSAS 18001, ISO 14001.

To permanently improve the company processes by applying effective risk and opportunity management practices in every process involved in the Integrated Management System.

To provide the maximum personal data protection by increasing the employees' and all concerned parties' safety knowledge in line with the implemented information Safety Management System.

To ensure a high-level occupational safety and health protection. To avoid accidents and to increase the employees' and all concerned parties' knowledge regarding the Occupational Safety and Health Protection.

To permanently improve the company's approach to the environment protection by decreasing the negative consequences on the environment and by increasing the employees' and all concerned parties' environmental knowledge.

To maintain the current regulations and other regulatory requirements related to the company activities and provided products and services.

# Professionalism and quality

---

## Professionalism and quality are our basic principles

SOFTIP has built-in Integrated Management System (IMS) according to international standards:

- ✔ **EN ISO 9001**  
Quality Management System
- ✔ **EN ISO 10006**  
Guidelines for quality management in projects
- ✔ **ISO/IEC 27001**  
Information Security Management System
- ✔ **EN ISO 14001**  
Environmental Management System
- ✔ **STN OHSAS 18001**  
Occupational Health and Safety Assessment System

The Integrated Management System was certified by the renowned TÜV SÜD Slovakia certification company. SOFTIP successfully met all conditions and requirements of the certification, approving its responsible attitudes towards environmental issues and employees' health, as well as information security and access control. SOFTIP is also bound to apply the latest techniques for effective system and process management.

The built-in Integrated Management System entitles SOFTIP to be considered the responsible company providing the highest added value for its customers.

## COMPANY STRUCTURE

---

### Shareholder Structure

---

OWNER:	PMK Invest, s.r.o., Galvaniho 17/B, 821 04, Bratislava, IČO: 36 801 267
NOMINAL VALUE OF SHARES:	33 193.92 EUR
PERCENTAGE SHARE IN THE BASIC CAPITAL:	100.00 %

---

---

### Capital participation

---

COMPANY	SHARE CAPITAL	PERCENTAGE SHARE IN THE BASIC CAPITAL
SOFTIP MORAVA, s.r.o. „in liquidation“	500 000 CZK	73.00 %
ConnSpec, a.s.	33 193.92 EUR	49.00 %
Sysklass CZ, s.r.o.	264 000.00 CZK	100.00 %

---

The company does not have an organizational unit abroad.  
In 2017 the company did not acquire any own shares, provisional ownership confirmation certificates, business shares, or any mother accounting entity provisional ownership confirmation certificates or business shares.

On 26 October 2017 bought SOFTIP, a. s. 100% shares of the GT Systems 2, s. r. o. On 1 January 2018 were the companies merged.

---

### Board of Directors at 31 December 2017

Chairman: Ing. Dušan Guldan  
Members: Ing. Radovan Bálent, Ing. Martin Vlčko

---

### Board of Trustees at 31 December 2017

Chairman: Ing. Jozef Mokrý  
Members: Ing. Peter Kotuliak, Ing. Roman Nahálka



## COMPANY MANAGEMENT



**Ing. Dušan Guldán**  
**Chairman of the Board,**  
**Executive Director and ESS Division Director**

He joined the company in 1994 when he was appointed to the position of a sales manager for strategic partners. He was responsible for managing the SOFTIP branch in Bratislava.

Currently, Dušan Guldán is the Chairman of the Board of Directors of the company. At the same time, he is also the executive director and the ESS Division Director.



**Radovan Bálent**  
**Member of the Board**  
**and SME Division Director**

He joined the company in 1993. Through the positions of a consultant and a database specialist he reached the position of the Trenčín branch director. Currently, Radovan Bálent is the Member of the board of Directors and at the same time, the SME Division Director.



**Martin Vlčko**  
**Member of the Board and Finance Director**

He joined the company in 2007. From the position of an economist focused on controlling he has made his way to the position of the Finance Director. Currently, Martin Vlčko is the Member of the Board of Directors and at the same time, the company's Finance Director.



**Ján Schwarz**  
**Technical Director**

He joined the company in 1999. He was a database specialist, senior system engineer and later, a head of system service department. Currently, Ján Schwarz has a position of the Technical Director.

## COMPANY MANAGEMENT



**Marek Sedliak**  
**Innovations Director**

He joined the company in 1997. He worked as a programmer specialist, senior programmer, and a project manager with the capacity to cover a wide competence portfolio. Currently, Marek Sedliak is the Innovations Director.



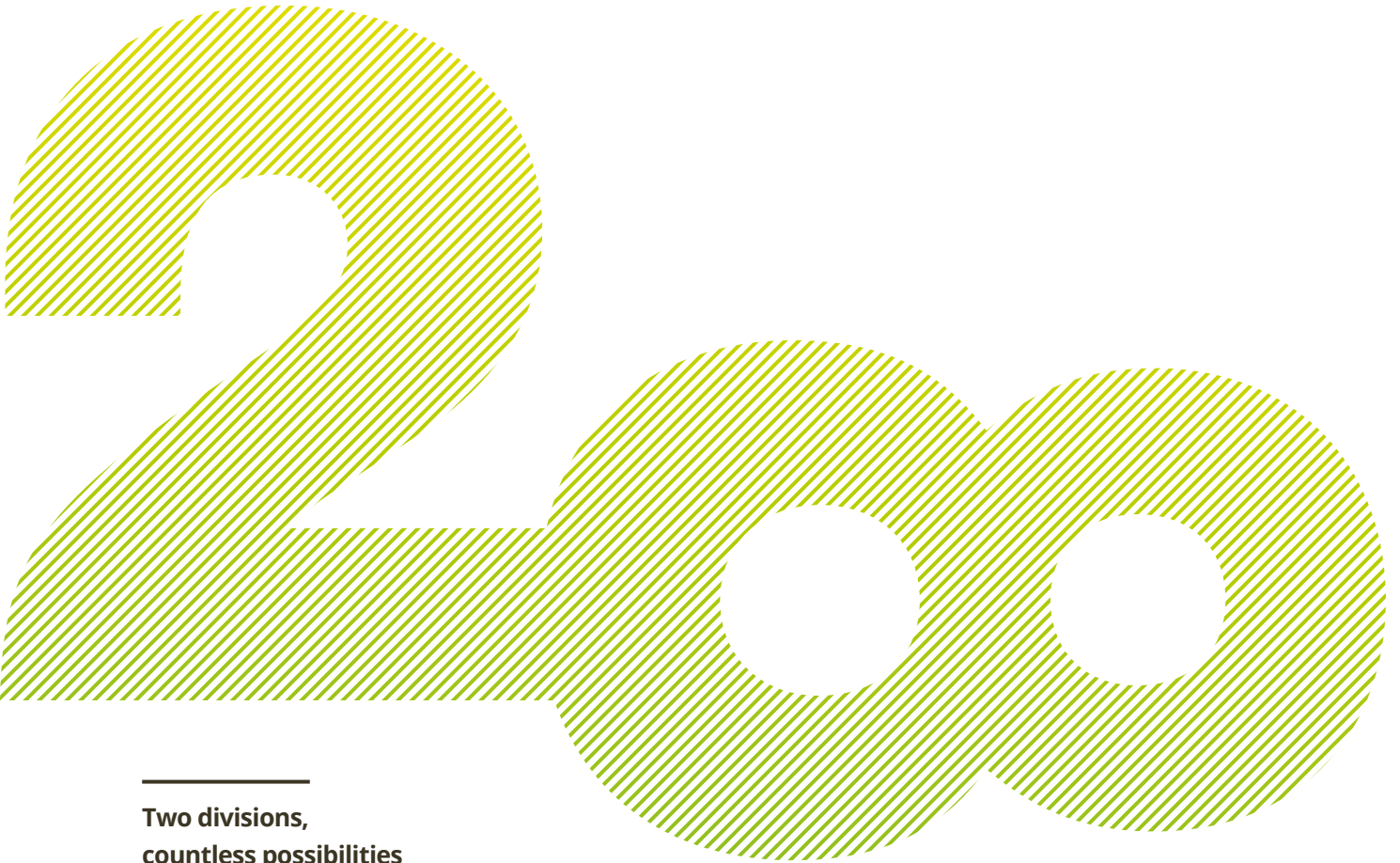
**Marián Baranovič**  
**Operations Director**

He joined SOFTIP in 1994. Through the positions of a programmer and product manager he became the manager of information system development. Currently, Marián Baranovič is the Operations Director of the ESS and SME divisions..



**Miroslav Tobiáš**  
**SME Division Sales Director**

He joined SOFTIP in 1996. He started as a sales manager, later he became a Director of the SOFTIP branch in Banská Bystrica. Currently, Miroslav Tobiáš is the Sales Director of the SME Division.



---

### Two divisions, countless possibilities

An easy and flat structure creates ideal prerequisites for providing our customers with addressed and personalized service. It allows us to provide an immediate feedback to their requirements and provide the customers with the right experts and makes easier not only the service but also new product deployment.

#### ESS Division – Enterprise Solutions and Services

The ESS Division focuses on the public, finance, retail, services, production, energy and utility sectors. It delivers services, solutions and products characterized by their uniqueness and complexity. Focus on the customer's core business activities helps us deliver solutions that meet the needs and requirements of each customer's unique business.

#### SME Division – Small and Medium Enterprises

The SME Division implements our in-house ERP solutions, HR systems and solutions from our partner SAP with a range of add-ons. The division deploys its specialized team to design and complete the full delivery of complex system services including hardware and software. It also provides complete support through its Call Centre, Helpdesk and Remote Support. Competency Centres for individual products lines and/or service segments are also active within the internal organisation of both divisions. The specialists in the Competency Centres have unique skills and experience for specific products or services, which increases the level of their personal engagement in the development of these products and services.

The IMS Representative and Security Manager play important roles in the company's organisational structure.

## MAIN EVENTS IN 2017

MARCH



### SOFTIP has become the Best SAP Business One Partner in Slovakia

SOFTIP has confirmed its long-term top position among the SAP partners concerning sales and deployment of the SAP Business One solution. This is the fifth time we have gained the title of the Best Slovak SAP Business One Partner for the highest number of new customers and for the highest volume of SAP Business One licences sold in 2016.

MAY



### We have organized the first SOFTIP HR DAY conference for HR managers this year

„Don't expect the theory, we will speak about real experience of the HR professionals.“ This subheadline introduced the premiere of the conference in May. According to the feedback of 90 attendees it is clear that it has gained a solid position among the specialized events in the area of the HR management.

### “The digital city” of Banská Bystrica has been awarded by Microsoft

SOFTIP's solution for the digital transformation of the city of Banská Bystrica has got its 10<sup>th</sup> prestigious award in row in the Microsoft Awards competition. The award goes to the best and most innovative IT projects created by Microsoft partners in their respective countries. The assessment criteria for each solution are the project extent and its benefits for customers.

## MAIN EVENTS IN 2017



### We have successfully revindicated our Integrated Management System (IMS)

A renowned certification company, TÜV SÜD Slovakia, has proved our Integrated Management System by a supervisory audit. The Integrated Management System has been implemented in SOFTIP since 2013. SOFTIP has successfully revindicated the IMS certificates



### We present you the winners of the SOFTIP AWARDS internal competition

Marek Sedliak, the Innovations Director, has become the SOFTIP Personality of 2016. He has succeeded in transferring his passion for flying into his work environment and he has widened our products and services portfolio by introducing the aerial monitoring. The project of the digital transformation of the city of Banská Bystrica got the award for the best project. It was managed by the Technical Director Ján Schwarz with the team of Infrastructure Services Competence Centre.



### We have revindicated the top position in the Slovak ERP market

According to the research concerning sales of the ERP systems in the Slovak market held by the technological magazine PC Revue, SOFTIP has gained the first position three times: in the company rating by the total sales revenue from the ERP systems, by the sales revenue from services related to the ERP systems, as well as by the number of customers.



### SOFTIP has become the Microsoft Partner of the Year

The Partner of the Year title is awarded to the Microsoft partners presenting excellent skills in implementing innovative customer solutions based on the Microsoft technologies. SOFTIP has already won three times, which is an exceptional success not only within the Central European region.

## MAIN EVENTS IN 2017

SEPTEMBER



### We have organized the second annual SOFTIP BLOOD DROP event

We have succeeded in gaining more than 15 litres of the most precious liquid in the Europa shopping centre in Banská Bystrica. 33 donators and first donators participated in the second year of this charity event. They came to share their blood with those who need it to improve their health condition or to save their life.

OCTOBER

### GT Systems 2 acquisition

SOFTIP bought 100 shares of the GT Systems 2 software company to strengthen its position in the segment of small and medium-sized enterprises. This acquisition has broadened our team by 23 employees at the workplace in Detva. Our solution portfolio has been broadened by a specialized information system focused on technical production preparation and AddOn Production which has widened the SAP Business One functionality by a register and production management.

DECEMBER

### SOFTIP as the first Slovak partner has got the Microsoft Silver Enterprise Mobility Management competency

SOFTIP has added a new competency, Microsoft Silver Enterprise Mobility Management, to the previous three gold and four silver awards. SOFTIP has been the first Slovak Microsoft partner who have gained this competency. It proves our expertise in knowledge and experience regarding the enterprise mobile devices.

## SIGNIFICANT FACTS AFTER THE ACCOUNT BALANCE

According to the decision of SOFTIP, a. s. and GT Systems 2, s.r.o. management teams and according to the Acquisition contract, the acquisition took place on 1 January 2018. On 1 January 2018 the company GT Systems 2, s.r.o., Detva, registered in the Commercial Register in Banská Bystrica, Section Sro, File No. 1230/S, Company Registration Number 31 586 368 was terminated without liquidation and merged with SOFTIP, a. s. On 1 January 2018 SOFTIP, a. s. became the successor of GT Systems 2, s.r.o. and took over all the rights and commitments of the merged company.

On 16 January 2018 the only shareholder of the company SOFTIP, a. s., acting on behalf of General Assembly, approved the use of the 2016 shared profit of 301,153.60 EUR (in words: three hundred and one thousand one hundred and fifty-three EUR sixty cents where the whole amount will be paid out to the only shareholder of SOFTIP, a. s., the company PMK Invest, s.r.o. in dividends.

On 28 March 2018 the only shareholder of SOFTIP, a. s., acting on behalf of the General Assembly decided on changing the articles, prolonging the function period of the members of the Board of Directors and the members of the Board of Trustees from two to five years

# largest slovak erp solutions producer

### Slovak ERP market in 2017

The editorial office of the PC REVUE magazine held in April a research on ERP systems sales in the Slovak market in 2017. PC REVUE addressed several sales representatives of foreign companies operating in Slovakia, their product vendors and implementers, and local producers of ERP systems.

The research covered 13 suppliers with 22 products and solutions for accounting management and payroll processing for small companies, but also complex ERP systems for large customers. The key provider of Enterprise Resource Planning Systems and the world's market No. 1, the company SAP, couldn't provide its local data again.

According to the obtained results, the gross ERP systems service sales revenue in 2017 reached 27.3 mil. EUR (according to data provided by 10 companies). The licensing revenue reached 8.4 mil. EUR (data provided by 12 companies).

Within the research concerning the Slovak ERP market in 2017 SOFTIP repeatedly revalidated its leadership position with revenue of 9.8 mil. EUR for service sales related to the ERP solutions. The gross revenue for 2017 allowed the company to become the best beyond compared.

Source: PC Revue (May 2018)

### Global IT market development

According to the Gartner's updated forecast the global IT costs in 2018 will be growing. The global IT costs would reach the total volume of 3.7 trillions USD, which is 6.2% more than in 2017.

The fastest growing area in 2018 will be the enterprise software costs which, expressed in dollars, will increase by 11.1%. The software segment will profit from the development of digital business. The application software costs will grow in 2019 again, as well as the infrastructure software, which is supported by the increasing modernization of the IT infrastructure.

#### Estimation of global IT costs (in billions USD)

	2017	2018	2019
Data Centers	181	188	190
Enterprise Software	352	391	424
Devices	663	706	715
IT Services	933	1003	1048
Communication Services	1392	1452	1468
Total IT	3521	3740	3846

Source: Gartner (April 2018)



## SOFTIP'S CUSTOMER STRUCTURE

---

### Customers by segments

On a long-term basis SOFTIP successfully carries out the orders in all segments. The core segments in 2017 were mainly wholesale, retail and industrial production, which brought SOFTIP more than 53% of total revenue. However, in contrast to the previous year, the projects for state and public administration decreased and reached the third place with only 15% of revenue share. On the contrary, compared with the previous period, the revenue in the utility segment increased, reaching 12%. The segments of sales and service, finances, healthcare, and non-classified sectors conclude the group.

We find positive the segmentation of revenue from different sectors which contributes to eliminate the impact of fluctuation in respective segments on the overall level of income of the company as a whole. However, it is true that in some segments the market is rather conservative, therefore it is difficult to carry out more innovative solutions. The success in this area comes with tailor-made projects. SOFTIP's purpose is to be ready for such opportunities.

#### *Revenues by sector (2017)*

---

**Wholesale and retail - 3 140 - 28%**

---

**Industry - 2 792 - 25%**

---

**State and public administration - 1 661 - 15%**

---

**Utilities - 1 340 - 12%**

---

**Sales and services - 1 080 - 9%**

---

**Finance - 1 015 - 9%**

---

**Other sectors - 184 - 2%**

---

## SOFTIP'S CUSTOMER STRUCTURE

---

### Customers by size

SOFTIP's stability is approved by the fact that the largest income share (53%) comes from the segment of large companies that employ more than 250 employees. 28% of income came from companies with 50-249 companies.

#### *Revenues by customer size (2017)*

---

**Large companies - 53%**

---

**Medium - sized companies - 28%**

---

**Small companies - 13%**

---

**Micro - 6%**

---

### Customers by contract length

The capacity of satisfying our customers' requirements on the long-term basis are proved by figures for 2017 when almost two thirds of income (64%) come from customers who have been loyal to us for over 10 years. Currently, the market is saturated by a wide offer of products and services and it is proceeding rather in the opposite direction, which means changing providers. It is an exceptional phenomenon, which proves SOFTIP's doubtless stability and reliability.

The essence of success and continuous improvement is the capacity to address new customers with new and innovative solutions or to develop our own products. SOFTIP is successful in this area, which is proved by the fact, that almost one fourth of income (23%) comes from customers who have been cooperating with us for over 5 years.

#### *Revenues according to the duration of partnership agreement*

---

**Over 10 years - 64%**

---

**From 6 to 10 years - 13%**

---

**Up to 5 years - 23%**

## PRODUCTS AND SERVICE



### SOFTIP brings the widest product and service portfolio.

Except for actual ERP systems, we also successfully design and provide the technical and technological infrastructure of the corresponding quality. We can recommend our customers an optimal configuration and guarantee a seamless performance of the implemented solution.

#### ✳ ERP SYSTEMS

An Enterprise Resource Planning system focused on the area of production, logistics, distribution, supplies, invoicing and accounting concerning companies of all size

##### SOFTIP PROFIT PLUS

The most popular Slovak ERP system

##### SOFTIP PACKET

A proved ERP system for small companies

##### SAP BUSINESS ONE

Globally widest ERP system for small and medium-sized enterprises

##### SAP ERP

An ERP system with a high segment specification for medium-sized and large companies

##### KEEPI – CLOUD BY SOFTIP

Online accounting for sole-traders with the basic functionality provided free of charge

#### 👤 HR SYSTEMS

An information system for HR management from staff recruitment and selection, their adaptation, development, education to assessment and remuneration

##### SOFTIP HR PLUS

The most popular information system for salary and wage processing

##### SOFTIP HAPPY HR

A web application for modern HR management

#### 🏢 ATTENDANCE SYSTEMS

An intelligent solution to register staff attendance

#### ⚙️ PRODUCTION SYSTEMS

The most complex offer of solutions within production enterprises operating in different industrial segments

##### SOFTIP PRODUCTION

A complex information system for planning and managing custom-made production

##### SOFTIP MONACO

A next generation information system for technical documentation

##### SOFTIP ADDON PRODUCTION

SAP Business One AddOn application for production register and management

#### 📊 MANAGEMENT IS

Software tools for managers to support planning and decision-making at all management levels

##### SOFTIP BI

A custom-made management information system

## PRODUCTS AND SERVICE

### **CUSTOMER IS**

Complex and unique solutions and products covering the most specific customer requirements

### **SOFTIP AUTHOR ROYALTIES**

An information system for calculating author and artist royalties

### **SOFTIP eTAXES**

An IS for processing taxes and selected accounting statements

### **SOFTIP CONSOLIDATION**

An IS for fast and repeated setting of consolidation package

### **SOFTIP AERIAL MONITORING**

Unmanned research, monitoring, surveillance and processing of scanned data

### **SOFTIP INSURANCE**

An information system to manage the processing of insurance events in companies

### **SOFTIP AUDIT**

Complex planning and processing of internal audits in line with EN ISO 19011:2011

### **SOFTIP EZO**

An information system for recording contracts and orders

### **SOFTIP FRP**

An information system for project financial management

### **SOFTIP GARANT**

A group of products focused on supporting pension company performance and management

### **SOFTIP SIMBIZ**

An economic simulation game focused on teaching economic praxis

### **SERVICE**

The widest IT service portfolio in Slovakia covering all needs in the IT area, regardless the company size or segment

### **CLOUD SOLUTION PROVIDING**

The latest Microsoft cloud technology guaranteed by the best service of its top partner

### **IT DEVELOPMENT CONCEPT**

IT strategy created in cooperation with experts

### **MICROSOFT AZURE**

A flexible cloud platform for modern companies

### **MICROSOFT SHAREPOINT**

A portal solution for team cooperation and document administration

### **OFFICE 365**

Office that you have already known, enriched by tools supporting cooperation

### **SERVICE OUTSOURCING**

Personnel and salary outsourcing, e.i. outsourcing in the IT area

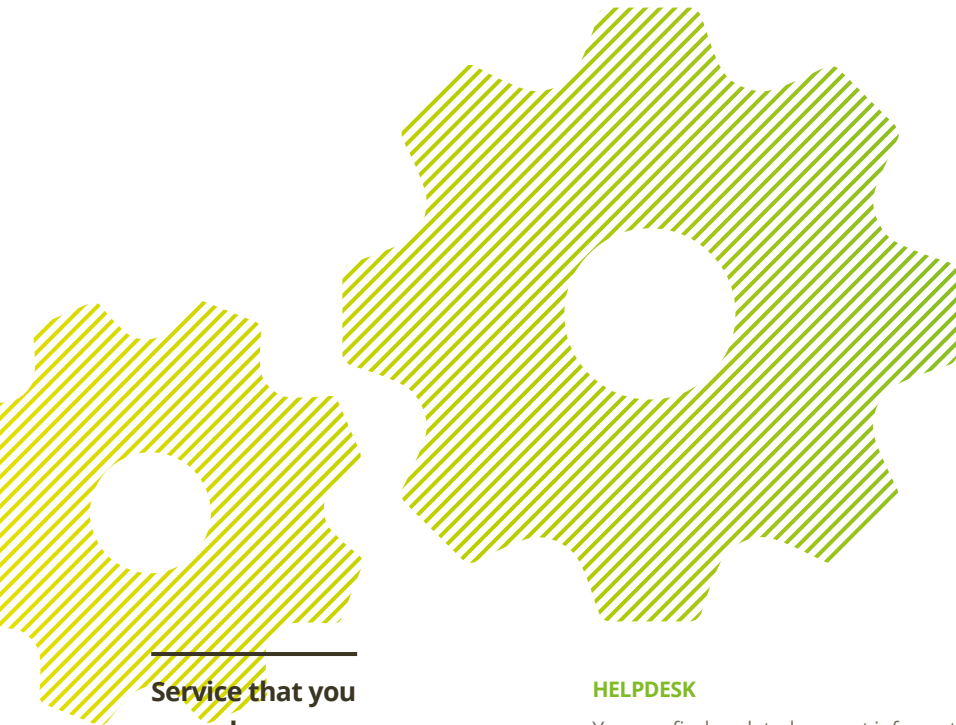
### **MAINTENANCE AND SERVICE**

A wide spectre of professional services from Audit to Back-up

### **TRAININGS**

Legislative seminars, trainings on SOFTIP applications, individual education

## SUPPORT AND MAINTENANCE



### Service that you can rely on

Our customers have the opportunity to establish a long-term relationship with us via contract on Service Level Agreement (SLA – Service Level Agreement). It is a repeated provision of service in agreed quality and size. From the point of view of a customer a tailor-made SLA can be perceived as an additional service with an added value related to the usually provided service.

#### HELPDESK

You can find updated current information on software products, including the possibility to download a new version and related auxiliary documentation at cpz.softip.sk. Here, you can also register your problem or a question on the software you use, as well as to monitor the solution status.

All SOFTIP customers can become the CPZ users when they fill in a registration form.

#### CALL CENTRUM

Do you need professional advice on our applications? You will be provided an instant phone consultation with our professionals on all applications you use. Call 048 43 58 600. The main condition for a successful communication is your assigned licence number.

Call Centre is available every working day from 8:00 A.M. till 16:00 P.M.

#### SERVICE LINE

Are you interested in the service provided by our professional consultants? Call 048 4358 700 or write us at SMEsluzby@softip.sk. You can order a service provided by our consultants including the service of Remote support for customers.

The service line is available every working day from 8:00 A.M till 16:00 P.M.

#### REMOTE SUPPORT

A remote support allows our customers to use all services provided by our consultants in the shortest time possible via remote access (Go To Assist –GTA).

For entering the application you need a user code provided by a SOFTIP professional.

## INTERESTING PROJECTS OF 2017

---

### ASBIS SK

The company ASBIS SK is one of the largest information and communication technology, product and service distributors and the largest Slovak IT distributor with added value. It distributes ready-made products of world brands such as tablets, smart phones, notebooks, computers, servers, and net devices such as IT components and complex solutions for enterprise segment and system integrators.

*Project summary: We helped ASBIS SK identify the concept of development, which is fulfilled in the areas such as changing the platform Lotus Notes to Office 365, we have increased the safety of data access via mobile devices, we have developed the concept of mutual cooperation and communication between departments. Everything is covered by our methodology of adaptation process. It facilitates significant corporate changes, such as the platform change, and ensures 100% staff readiness for new tools and service.*

---

### ATENA - PERSONAL CONSULTING

The company ATENA – PERSONAL CONSULTING is a dynamically developing personnel-consultancy company. At the international level, it mediates job opportunities for applicants from Central and Eastern Europe countries and foreign employers across Europe.

*Project summary: We have developed a solution based on SOFTIP PROFIT PLUS, which automatically generates requests for payment of unpaid invoices according to the set parametrization. The solution also provides the possibility to automatically send the requests to a given client's mail, or by a text message and print them out in the pdf format. The application has replaced the manual and time-demanding production and administration of requests for payment (regarding a high volume of clients and invoices). A web application providing company managers with an overview of receivables and request status also in terrain has been developed to record requests for payment and unpaid invoices.*

---

### ATTACK

ATTACK is the most important Slovak producer of heating technology with the widest heating product portfolio. The export activities reach 81% of sales in more than 49 countries across Europe, Asia and America.

*Project summary: We implemented SAP Business One based solution covering three types of production, as well as other processes in the CRM area, purchase and sales, service and accounting. The solution involved setting of approval processes and e-shop deployment and service portal implementation in three countries, the Slovak Republic, the Czech Republic and Hungary.*

---

### BERNDORF SANDRIK

Berndorf Sandrik is a modern company that complexly satisfies its customers in the field of home tableware and professional gastronomy. Since 1991 it has been part of the Austrian holding Berndorf. Their products are also provided abroad, in the European or Japanese market.

*Project summary: We developed a mobile solution for shelf warehouse management. The mobile application is running on the Android based devices and presents the IS SOFTIP PROFIT PLUS upgrade. The solution provides customers with the possibility to make their operations more effective and faster, to monitor the shelf supplies in real time, to minimize the error rate related to goods identification caused by the human factor, to monitor the time of removal from storage, and therefore to get the possibility to plan capacities for removal orders.*

## INTERESTING PROJECTS OF 2017

---

### CNC milling

The company CNC milling offers service in the field of machine production. Its main area is chip formation, including metallic and non-metallic materials (plastics, aluminium alloy, steel, stainless steel, titanium), easy or hardly processed materials.

*Project summary: The order subject was to prepare a solution for production technical preparation, detailed calculations for bidding, and monitoring and evaluation of production effectivity. The special part was the optimization of operating activities of SOFTIP PRODUCTION, which became a tool for facilitating the management of production processes with regards to a high turnover of production orders.*

---

### ColosseoEAS

ColosseoEAS is a Slovak company acting in the international market and offering complex solutions in the field of distribution of media content on display devices in sport arenas, such as score, statistics of players, replay-e, advert breaks, etc. mainly in NHL, NBA, KHL. Using the latest biometric facial recognition technology, the company contributes to increase the safety in sport events.

*Project summary: We implemented the SAP Business One solution with the target to organize the processes and increase the company effectivity. The new solution has significantly improved the transparency of company processes and overviews of budgeting, pricing, purchasing and logistics processes. SAP Business One has significantly increased the transparency of costs and their analysis thanks to suitable overviews and automation brought by the software.*

---

### DATALAN Quality Instruments

DATALAN Quality Instruments is a global supplier of automated systems for quality control with purpose to develop special applications for measuring, quality control and monitoring in high volume production lines.

*Project summary: Via implementation of the solution based on SAP Business One we covered accounting, purchase, sales and production process with readers, approval process setting, as well as the coverage of project management and opportunity management.*

---

### EUROPLAC

The company Europlac was founded in 1994 by assuming the production of furniture. Currently, it produces ecological and certified wood veneer material and furniture components for world-renowned brands as Crown Plaza, Hotel Tirool, BMW, Wurth, and employs more than 230 qualified employees.

*Project summary: Logistics planning and management is one of the key conditions for an effective and successful production of wood veneer boards and board products. SOFTIP has developed a modern web application which significantly accelerates and facilitates the whole process of planning and logistics management. It provides an easy way to create the initial weekly expedition plan for respective trucks, which is subsequently approved by production managers in terms of its feasibility. Online monitoring of customer orders from the CRM system, generation of overviews and production documents for respective workplaces are included. Everything is carried out in real time and is available for German users.*

---

### INDEX NOSLUŠ

One of the oldest and most significant companies in the field of personnel consultancy in the Slovak and Czech Republic. It mediates short-term job positions, as well as organizes interviews for permanent job positions. Its 17 subsidiaries cover all regions across Slovakia.

*Project summary: We have elaborated a solution to approve incoming invoices which is based on the application SOFTIP APPROVAL PROFIT. Thanks to this solution the company INDEX NOSLUŠ can monitor and check long approval processes across all its companies. The solution offers approval workflow, accounting of a given receipt within the approval process, targeted mail notification of the participants involved in the approval process, and the single approval act.*

## INTERESTING PROJECTS OF 2017

---

### KOSIT

KOSIT provides complex professional services in the field of waste management (collection, transfer and disposal of communal waste and separated waste management), as well as summer and winter road maintenance. It is one of the five most important Slovak companies providing service in this demanding industrial sector with a high sensitive social perception.

*Project summary: SOFTIP has developed and implemented a special solution based on SOFTIP PROFIT PLUS with purpose to accelerate company processes and make them more effective. The result is an integrated information system, which consolidates the data from six subsidiaries, allowing over sixty users to decide operatively at all management levels.*

---

### LED – SOLAR

The company LED-SOLAR has been acting in the market since 2008. It produces and develops original industrial LED lights including the provision of related services. Except for indoor and outdoor lights for standard purposes, the constructors develop the LED-SOLAR lightning units according to customer requirements for special applications and for more demanding work conditions.

*Project summary: By carrying out this project, SOFTIP has broadened its position in another market segment. One of the LED -SOLAR ´s specific requirement was the wide variety of input materials with different quality and parameters. The key requirement was the unambiguous labelling of final products by assigning unique production numbers along with their transfer into all shifts, production registers, including the delivery to the end user.*

---

### MERCHYOU

MERCHYOU provides professional service in printing and distribution of advertising textile, including the graphic design creation and consultancy, meanwhile the main part of its clients is composed by famous music bands and festivals. It pays close attention to the ecological aspects of production and the so-called sustainable fashion.

*Project summary: Implementatin of SAP Bussiness One as a platform for the company digital transformation, which brought automation of non-creative processes, system integration for customers and suppliers via web service, and digitalization of production information for its management.*

---

### Milan Tomaškovič – ToMaC

The company ToMaC is a family company whose 100% owners are the family members. Step by step they have developed into a medium-sized company with its own production premises and respective production, technological park. The company does business in the segment of machine industry, it is a direct supplier of products for automotive industry.

*Project summary: The customer ´s approach and high functionality requirements for the implemented solution was connected with the company core business. We are entitled to claim that the implemented solution for management of all processes from production preparation, its management to the logistics and economy successfully passed a demanding certification process and therefore our solutions based on SOFTIP Production are ready for this market segment.*



## INTERESTING PROJECTS OF 2017

---

### Renost

The company Renost is a Slovak producer of castors, wheels, rolling wheels, and pulley wheels. Its products are sold in the Slovak market and also in the Czech Republic via their subsidiary Renost CZ. Their sales portfolio also involves tools for professionals.

*Project summary: The key factor for the SAP Business One system implementation was enhancement and precision of all operations related to logistics and production. By integrating the mobile warehouse operator and by introducing bar codes, the error rate connected with warehouse operations and final product storage have been significantly eliminated. By introducing warehouse locations into the mobile warehouse operator, we have optimized the workers tracks when shifting the supplies from specific rack. Along with the system SAP B1, a new AddOn was also supplied. It operates business transactions between the Slovak mother company and the Czech subsidiary, and it also ensures the automated generation of deductible documents in both databases, therefore it makes the operations more effective and transparent.*

---

### SHP Group

SHP Group (Slovak Hygienic Paper Group) is a multinational company, which belongs to a group of production and sales companies in the field of cellulose-paper industry. It covers 8 companies in 6 European countries with yearly turnover over 120 mil. EUR. SHP Group is one of the largest producers of hygienic paper in Central and Southeast Europe.

*Project summary: SOFTIP provides the companies of SHP Group with the OnSite support (L1), bringing our experience, resources, and capacities in the form of certified system specialists within permanent support (L2). The long-term project involves the modernization of the system solution, new technology implementation, management and maintenance effectivity improvement by consolidating the server infrastructure into the Microsoft Azure hybrid cloud. Except for savings, we bring the customer a significant improvement in the IT orientation along with management automation and proactive solution of company needs, and staff requirements.*

---

### Union insurance company and Union health insurance company

Union insurance company is one of the most experienced insurance companies in the Slovak market. Together with Union health insurance company they are part of the largest Dutch insurance group Achmea B.V., which is the number one in the Dutch insurance market and one of the leaders in the area of health insurance.

*Project summary: We carried out the transition of the mail infrastructure to the latest solution Exchange 2016 in a highly available design for Union insurance company and Union health insurance company. The solution is interconnected with the Office 365 cloud service and involved the Skype for Business technology deployment. The company required mainly the IT infrastructure security, therefore the implemented technologies were configurated in a high security standard at all levels.*

---

### U. S. Steel Košice

The company U. S. Steel Košice is the largest steel producer in Central Europe with over 50-year tradition and annual production capacity of 4.5 mil. tones of steel. With almost 12 000 employees it is also one of the largest employers in the Slovak private sector.

*Project summary: Via our own methodology of adaptation process we helped the company manage one of the most important IT changes, i.e. the transition from the Lotus Notes Platform to Office 365. This change affected more than 5 500 users. After successfully completing our task from the point of view of the transition support, we continue developing the use of the Office 365 platform, mainly as a cooperation tool, supporting improvement and innovation across all company organizational units.*

## STRATEGIC PARTNERS

---

### We closely cooperate with the most important global IT companies.

Our highest competencies gained within respective partnership programmes, prestigious certificates, and awards prove that we can keep pace with them and we can be their respected partner.



#### Gold partner

Awards:

Microsoft Country Partner of the Year 2011, 2013, 2017  
Microsoft Awards Winner  
2006, 2007, 2008, 2009, 2010, 2011, 2013, 2015, 2016, 2017  
Microsoft Awards Finalist 2012



#### Silver partner

Awards:

SAP Business One Best Net New Names Partner  
2011, 2014, 2015, 2016, 2017  
SAP Business One Best Revenue Contributor  
2011, 2014, 2015, 2016, 2017



#### Gold partner



#### Silver partner



#### Silver partner



#### Business partner



#### Business partner



#### SELECT Expert Channel Partner

A list of all partners is published at [www.softip.sk](http://www.softip.sk).

---

### Retail and Services

AIR CARGO GLOBAL, ASBIS SK, ATENA - PERSONAL CONSULTING, DATALAN QUALITY INSTRUMENTS, DIRECT PARCEL DISTRIBUTION CZ, DIRECT PARCEL DISTRIBUTION SK, ENERGOINVEST, FORTUNA SK, INCAR, INDEX NOSLUŠ, KOSIT, KPMG SLOVENSKO ADVISORY, LETISKO SLIAČ, MCROY JOBLINER, MEDIEX SERVIS, MEDUSA GROUP, NITRIANSKA TEPLÁRENSKÁ SPOLOČNOSŤ, OCHRANA A BEZPEČNOSŤ SE, ODVOZ A LIKVIDÁCIA ODPADU, PRIEVIDZSKÉ TEPELNÉ HOSPODÁRSTVO, SAD PREŠOV, SAD PRIEVIDZA, SEPS, SLOVENSKÁ AUTOBUSOVÁ DOPRAVA DUNAJSKÁ STREDA, SLOVENSKÁ AUTOBUSOVÁ DOPRAVA TRENČÍN, SLOVENSKÁ AUTOBUSOVÁ DOPRAVA ŽILINA, SLOVNAFT TRANS, TRENKWALDER, UPC BROADBAND SLOVAKIA

---

### State and public administration

GENERÁLNA PROKURATÚRA SLOVENSKEJ REPUBLIKY, MINISTERSTVO KULTÚRY SLOVENSKEJ REPUBLIKY, ÚSTREDIE PRÁCE, SOCIÁLNYCH VEČÍ A RODINY, LESY SLOVENSKEJ REPUBLIKY, SLOVENSKÁ AGENTÚRA ŽIVOTNÉHO PROSTREDIA, SLOVENSKÁ AKADÉMIA VIED, SLOVENSKÁ INOVAČNÁ A ENERGETICKÁ AGENTÚRA, SLOVENSKÁ ZDRAVOTNÍCKA UNIVERZITA V BRATISLAVE, SLOVENSKÉ NÁRODNÉ MÚZEUM, ŠTATISTICKÝ ÚRAD SLOVENSKEJ REPUBLIKY, ŠTÁTNA OCHRANA PRÍRODY SLOVENSKEJ REPUBLIKY, ÚRAD PRE DOHLAD NAD ZDRAVOTNOU STAROSTLIVOSŤOU

---

### Industry

ATTACK, BALIARNE OBCHODU POPRAD, BERNDORF SANDRIK, BAU3MEX, CESTNÉ STAVBY LIPTOVSKÝ MIKULÁŠ, CNC FRÉZOVANIE, DANFOSS POWER SOLUTIONS, DIN - TECHNIK, DKI PLAST, DREVONA PRODUCTION, ENPAY TRANSFORMER COMPONENTS, EURO-BUILDING, EUROPLAC, FESTAP, FIMAD, GALMM, HEINEKEN SLOVENSKO, IKEA INDUSTRY SLOVAKIA, ILLICHMANN CASTALLOY, KERKOTHERM, KLAUKE SLOVAKIA, KLAUKE UK, KONŠTRUKTA - INDUSTRY, LED-SOLAR, LINEA - D, LOKO TRANS SLOVAKIA, MERCHYOU, METSA TISSUE SLOVAKIA, MILAN TOMAŠKOVIČ - TOMAC, MLYN KOLÁROVO, MONDI SCP, NORWIT SLOVAKIA, NOVOPLAST, OMNIA KLF, PIVOVAR STEIGER, PLASTEX, POVAŽSKÁ CEMENTÁREŇ, PRELIKA, RENOST, RKS TRENČÍN, QUILTEX, SHP GROUP, SL SLOVAKIA, SLOVALCO, STAROPRAMEN-SLOVAKIA, STAVEX NITRA, STM SLOVAKIA, TATRAMAT - OHRIEVAČE VODY, TAYLOR-WHARTON SLOVAKIA, TESLA STROPKOV, TUCHYŇA VÝŤAHY, U. S. STEEL KOŠICE, VIPO, WITZENMANN SLOVAKIA, ZF SLOVAKIA, ZVL AUTO

---

### Utilities

PODTATRANSKÁ VODÁRENSKÁ SPOLOČNOSŤ, SEVEROSLOVENSKE VODÁRNE A KANALIZÁCIE, SLOVENSKÝ VODOHOSPODÁRSKY PODNIK, STREDOSLOVENSKÁ VODÁRENSKÁ PREVÁDZKOVÁ SPOLOČNOSŤ, TEPELNÉ HOSPODÁRSTVO KOŠICE, TRENČIANSKE VODÁRNE A KANALIZÁCIE, ZÁPADOSLOVENSKÁ VODÁRENSKÁ SPOLOČNOSŤ

---

### Finance

CONSEQ PENZIJNÍ SPOLEČNOST, DÔVERA ZDRAVOTNÁ POISŤOVŇA, A.S., KB PENZIJNÍ SPOLEČNOST, NOVIS POISŤOVŇA, OVB ALLFINANZ SLOVENSKO, PB FINANČNÉ SLUŽBY, VŠEOBECNÁ ÚVEROVÁ BANKA

---


### Wholesale and retail

COOP JEDNOTA, BERNDORF SANDRIK, BILLA, COREX, COREX SERVIS, DM DROGERIE MARKT, EUROSAM, IKEA COMPONENTS, JANEBA TIME SR, KOFT BRATISLAVA, LORIKA SLOVAKIA, MABO, MEDITRADE, NITRAZDROJ, PHOENIX ZDRAVOTNÍCKE ZÁSOBOVANIE, SLOWOOD RUŽOMBEROK

---

### Healthcare

DETSKÁ FAKULTNÁ NEMOCNICA S POLIKLINIKOU BANSKÁ BYSTRICA, FALCK ZÁCHRANNÁ, UNIVERZITNÁ NEMOCNICA MARTIN, ÚSTREDNÁ VOJENSKÁ NEMOCNICA SNP RUŽOMBEROK, ŽELEZNIČNÉ ZDRAVOTNÍCTVO KOŠICE



---

### **The SOFTIP communication is based on our long-term marketing strategy following two main lines.**

The first goal is to build up a strong and unique SOFTIP brand as the Slovak number one in the ERP systems market, a competent expert and attractive employer. The second goal is to increase the awareness of SOFTIP's wide product, solution and service portfolio, to inspire new customers, and to participate in the identification and development of new business opportunities.

---

### **Online communication**

The key instrument of SOFTIP's external communication is our internet site [www.softip.sk](http://www.softip.sk), presenting the central source of information about the company, products, services and current news. In 2017, we extended its content by adding a new section titled "Case Studies" providing a brief overview of our most successful projects carried out for our customers in different industry sectors. It is possible to filtrate the case studies by products or by industry sectors to provide better orientation and easier insight.

The visit rate of our internet site is enhanced via our year-long online campaign focused on a wide portfolio of our products and services using several Google formats, such as text adverts in searching, graphic content adverts (banners), video advertising on YouTube.

We also act actively within the social networking. We have over 2800 fans on Facebook, the most popular social network in Slovakia and up to 460 fans on LinkedIn. The SOFTIP videochannel on YouTube has more than 270 followers. We also have an active profile on Google+ and Twitter, which show only marginal popularity, but they are widely popular abroad.

SOFTIP communicates with the current or potential customers also via electronic newsletters, SOFTIP NEWS, issued monthly and publishing the most important articles for the current month. Our statistics confirm a significant interest in this information resource: up to two thousand readers in average open the SOFTIP NEWS every month.

## COMMUNICATING COMPANY ACTIVITIES

---

### Activities and events

Specialized events, seminars and conferences, as well as informal events and PR activities organized throughout the year for respective segments of our current and potential customers play an important role in SOFTIP's marketing communication.

More than 650 clients in eight Slovak cities were welcomed in our traditional specialized seminars on current legislative changes and news incorporated in our information systems SOFTIP PROFIT PLUS, SOFTIP HR PLUS and SOFTIP PACKET. These events are an ideal opportunity to meet direct users of the SOFTIP information systems and receive a feedback in form of a short questionnaire. In 2017 we got this way more than 75 suggestions to develop our products.

The most significant event of 2017 was the first year of the SOFTIP HR DAY conference for those who are interested in the real HR life in Slovak companies. Eleven speakers and a special guest – Marcel Merčiak, the well-known sport commentator and redactor – had one main goal: to share their own real experience in the HR management area. Almost 90 participants attended the event.

We also organized many smaller events with purpose to reinforce and further develop the mutual relationship with customers and employees, e.g. the traditional SOFTIP CYCLE TOUR or Partnership Days for customers of different target groups.

---

### Internal communication

The quality of communication with employees significantly influences the company culture and staff engagement. Therefore, SOFTIP pays close attention to the development of the internal communication and to the support of team cooperation.

The main source of internal information is the intranet SOFTIP PORTAL where the employees can find all important information in one place. It also facilitates their access to company documents, calendars or current announcements related to new products, completed projects, current activities and events, or gained awards and certificates.

In order to enhance the team cooperation we use internally the Office 365 solution which connects a familiar environment of the classic desktop applications of the Microsoft Office package, as well as e-mails, shared calendars, instant messages, videoconferences and file sharing. It also involves Yammer, our corporate social network, where our employees can create different working groups and topics, share interesting information or look for answers to their questions, and get mutually inspired.

Our employees get continuous information on our company activities, strategy, and its future plans via regular work meetings of both divisions and central units.

According to our company policy, by organizing our company staff meetings we strengthen the mutual confidence of employees, management and shareholders. The staff meetings, except for offering technical program, present an ideal opportunity to hold an informal dialogue with the company management and shareholders. Our summer SOFTIP MEETING was held from 15 to 16 June 2017 in Sitno Hotel in Vyhne and it was a kind of a beer festival, meanwhile our winter SOFTIP MEETING welcomed its participants in the style of the Sneženky a machři movie and was held from 15 till 16 December 2017 in Patria Hotel in Štrbské Pleso.

One of the most important activities at our summer meeting in Vyhne was to claim the results related to our internal competition SOFTIP AWARDS. By voting the employees choose the winners from among nominated personalities and most interesting projects carried out in the last year. The SOFTIP Personality of the Year 2016 became again Marek Sedliak, Innovations Director. The Best Project award went to the Digital transformation of the city Banská Bystrica run by our Infrastructure team. Except for awarding the best ones, our target is to introduce respective personalities to all employees not only from the point of view of their contribution to the society, but also from the point of view of their personal life. Interesting projects should inspire the others.

---

### SOFTIP in media

SOFTIP systematically cooperates with external media via publishing press releases, technical articles and case studies, as well as interviews and the company management members' comments about hot topics.

A selection of the most attractive highlights about SOFTIP in press:

#### **Logistics should be logical**

*Magazine TRANSPORT a LOGISTIKA | 14.11.2017 | Section: Shipping and logistics | Page: 60*

Managing one process in a company via advanced software and process the rest via a table editor logically causes problems. Therefore, it is crucial to organize and interconnect all the steps related to an order and its processing. "We addressed SOFTIP, three years ago they developed for us an information system based on Microsoft Dynamics CRM and production ERP system SOFTIP PROFIT PLUS."

#### **Modern information system helped the company get back on track**

*pcrevue.sk | 6.11.2017*

SL SLOVAKIA can boast of a 96-year history. However, just a few years ago they didn't even think about celebrating their 100th anniversary. Three years ago, the company was hitting rock bottom when a new shareholder came. After several recovery measures it has managed to get back on its track and to gain the positions, which this machine producer deserves, whether in Slovakia or abroad. The implementation of the SOFTIP PROFIT PLUS information system played an important role in the consolidation effort...

#### **SOFTIP strengthens its competences by the acquisition of GT Systems 2**

*finreport.sk | 30.10.2017*

SOFTIP, one of the most significant enterprise information system producers and the most important SAP Business One partner claimed to have bought 100% of the shares of GT Systems 2. The acquisition goal is to reinforce SOFTIP's position in the segment of small and mid-size companies.

## COMMUNICATING COMPANY ACTIVITIES

### **Microsoft claimed the winners of the Partner of the Year 2017 award**

*pcrevue.sk | 19.7.2017*

A Slovak company SOFTIP, a.s., and SoftwareONE Czech Republic s.r.o. got the Microsoft prestigious award Partner of the year 2017. This worldwide award is given to partners showing excellent skills when implementing innovative customer solutions based on Microsoft technology during the previous year. The winners and finalists from around the world came and took their awards at the prestigious conference Microsoft Inspire, which was held on 9-13 July in 2017 in Washington, D.C.

### **First real ultramodern city in Slovakia**

*Hospodárske noviny | 15.6.2017 | Section: Attachment - Slovenský biznis 4.0 | Page: 10*

Buying hardware, building-up a datacenter or purchasing software present a big challenge not only for commercial firms, but also for state institutions...The result of a transparent procurement process is that within the project the city has found a partner – the company SOFTIP from Banská Bystrica which is also keen on the idea of digital self-government vision. They cooperate and prepare together a modern environment for future generations.

### **Research: The Slovak ERP market in 2016**

*PC revue | 15.6.2017 | Section: IT pro | Page: 108*

... As for sales revenues the company SOFTIP obtained the first place (9 296 000 EUR, Asseco Solutions was the second (7 670 887 EUR, and the third was HOUR (2 719 315 EUR. In 2016 the suppliers registered altogether 28 499 customers of their products with 89 363 end users in total. ...

### **Changing information system doesn't have to take half a year**

*touchit.sk | 12.4.2017*

Changing information system doesn't have to take several months. It is approved by the implementation of the SOFTIP PROFIT PLUS ERP solution and its module PRODUCTION in Taylor Warton company in Košice. The new owner required to have a functioning information system in only two months after the ownership change.

### **Matej Bel University students will personally find out how to run business directly at their lectures**

*skolskyservis.teraz.sk | 24.3.2017*

A company as an education tool thanks to which students will personally find out what doing business involves via the SIMBIZ application which SOFTIP experts have created not only for the Matej Bel University. It is a tool for teaching economic theory via real-case simulations.

### **On Monday the premises of the ice-rink were changed to a job fair**

*bbonline.sk | 16.3.2017*

.. 24 companies participated in the job fair. The presenting companies offered mainly job positions in their regional branches. SOFTIP took advantage to present itself and to participate in such an unusual event, too. ...

# Helping is a privilege

Helping other people is not a duty for us; it is a privilege. Being successful in business is very demanding. If a company achieves this status, it has a big privilege – it can share its success with those who need its help. Therefore, SOFTIP not only donates money, but it also shares its staff effort in form of projects in health, sports and culture.

---

### We have distributed 2% tax

By donating 2% of the annual income tax for 2017 we have supported three associations. The first one is the Baseball Women Team ŠK UMB Banská Bystrica. Its main goal is to resuscitate the idea of university baseball tradition at the Matej Bel University in Banská Bystrica. The second association is the citizens community Rainbow Children established to help Silvinka Dávidová, our ex-colleague's daughter. We believe that this way we could broaden the possibilities of her therapy treatments. The third association is the citizens community SAMIK. Its mission is to support the area of creation and to present spiritual and cultural values.

---

### We help those who need it

We don't remain indifferent to strong human stories. SOFTIP is one of the most significant contributors to the Down Syndrome Association in Slovakia, which connects families and friends of people affected by Down syndrome. This citizens community arranges many activities for children, among others runs summer and winter stays, publishes the magazine *Slničnica*, and organizes swimming competitions or education activities.

We are pleased to know that our employees have taken under their wings the Down Syndrome Association and by organizing their own money collections and auctions they help get financial means to support its activities. Via Christmas collection that was held during our winter SOFTIP MEETING 2017 we collected up to 897 EUR from our employees for a good cause. Another proof that helping people is a natural part of our lives presents our interest in volunteering. In 2017, for example, we got more than 15 litres of the most precious liquid – blood - via organizing the SOFTIP BLOOD DROP event for the second time.



---

### We support sport talents

As a partner, we support several sport projects. For many years SOFTIP has been a general partner of the Twelfth-night run across Banská Bystrica which is held on 6th January every year and starts the Marathon BB Tour, a rich race season.

Another sport event traditionally supported by SOFTIP presents a 315 km cyclomathon from Zlaté piesky in Bratislava to Jasná under Chopok organized for amateur riders. The event took place on 17 June 2017.

For the second time we also supported another interesting sport project – A Day on Wheels with Filip Polc. It was held in Tajov near Banská Bystrica on 8 August 2017 and many children from different orphanages and with different sad life stories could spend a day with Filip and his instructors. They tested a special pump track race.

---

### Environmental activities

The Environmental Management System (EN ISO 14001) has been part of the Integrated Management System (IMS) for several years. Every year we evaluate environmental aspects and we take measures to decrease our negative influence on the environment.

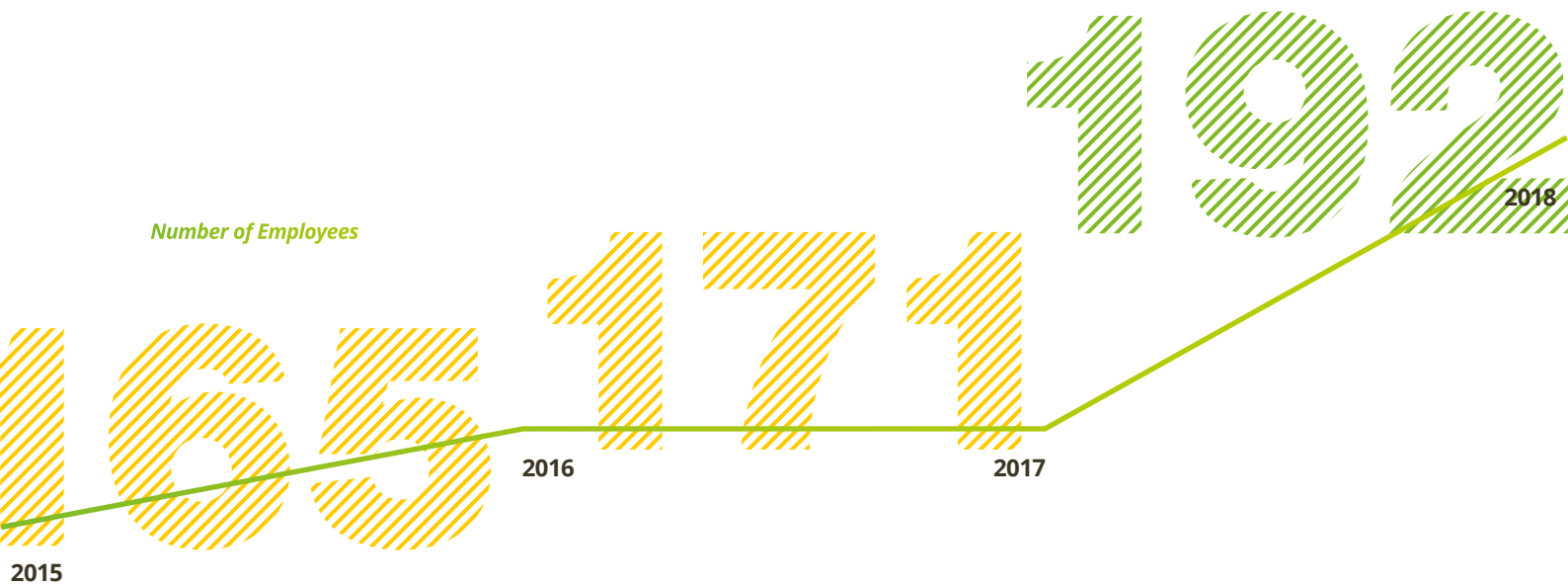
We try to improve the quality of our working and social life. Waste separation has been introduced at every workplace, in case of drinking regime we prefer glass bottles to plastic ones, we optimize printing, and therefore we decrease the consumption of paper and cartridges. We maximize the use of electronic documents and company registers.

To a great extent, we have eliminated part of the company's paper documents by e-HR processes via the SOFTIP HAPPY HR application and e-processes related to internal audits via the SOFTIP AUDIT application. We use the Skype for Business functionality (conference calls, sharing desktops and documents, etc.) to communicate. As for the company's fleet vehicles, we always consider the environmental aspects. We optimize our business trips and we observe the fuel consumption. Within our internal communication we constantly improve our staff awareness about environmental issues.

In relation to our customers, we prefer the e-invoicing because of its certainly positive effects on the use of natural resources, moreover it is very comfortable and effective. By 31 December 2017 we had signed exactly 705 electronic invoicing agreements. In March 2014 the electronic invoicing was enriched by the possibility to send the invoices via the Green Mail partner system. This solution has been equally implemented into the solutions for our customers.

Used technical components are returned to institutions authorized to collect and process the waste of electrical and electronic equipment. Our customers can take advantage of giving back their e-equipment and return it to our contract partner. When supplying the technical infrastructure, our customers are exclusively installed the components in line with the RoHS (Restriction of the use of certain Hazardous Substances) regulation.

## PEOPLE



### Staff policy

From the point of view of Staff policy, 2017 was a stable year without any significant employee turnover. The most important changes happened in the Infrastructure competency centre, which engaged a few new employees in the light of the growing tendency in this segment.

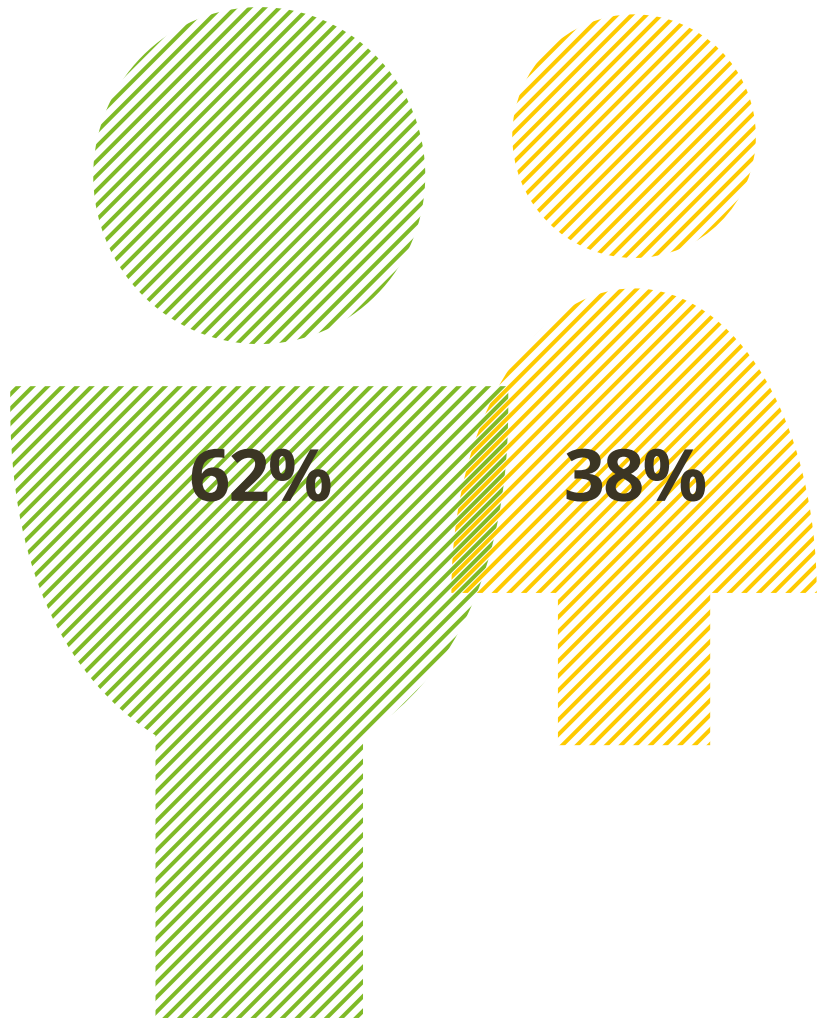
The end of the year brought a significant challenge to our company, the acquisition of GT Systems 2, s.r.o, which employed more than 23 employees. As for the integration of these employees into our structures and company culture, we acted responsibly making their integration smooth and successful. In hindsight, the whole process couldn't have been any better.

Statistically, by 31 December SOFTIP's payroll involved 171 employees, as in 2016, from whom, similarly to previous years, 64 were women; it presents almost 40% of the total amount of employees. Due to the above-mentioned acquisition, by 1 January 2018 the number of employees had reached 192.

One of the most positive changes perceived across the whole company was the use of the SOFTIP HAPPY HR web application, which had been implemented at the beginning of 2016. It is actively used by all employees, meanwhile our internal project team is constantly improving its functions and implementing our staff suggestions. At the initial stage, the Organization module and HAPPY PEOPLE personnel portal were introduced. The next step was the Education module to enhance scheduling and assessment of trainings and our staff orientation in the offer of education activities, as well as to develop their competencies and personal profiles. Our target is to achieve full electronization of the whole company's HR management process, providing the added value to our staff managers, employees and company management.

## PEOPLE

Within the IMS we work out our staff incentives, we award our jubilees. The company regularly assesses the best employees in different job positions. We held a research of our staff satisfaction with purpose to understand our employees' opinions and attitudes towards the company and to fulfil one of the company policy goals: to become an attractive and preferred employer.



### Structure of Employees according to age

---

Over 60 Years of Age 6%

---

up to 30 Years of Age 5%

---

31-40 Years of Age 15%

---

41-50 Years of Age 44%

---

51 - 59 Years of Age 30%

---

## Benefits

In the field of benefits provided to our employees, we run several programmes.

### Family programme

It is vital to ensure that our employees have enough time to relax and regenerate. Therefore, in 2017 we introduced a new benefit, additional leave entitlement over the legally set framework. After spending their basic amount of entitled days, our employees can take further 5 extra days of holidays. The additional leave should be used up not later than in March of each following year. This benefit is positively embraced by staff and it is widely applied. It is also very motivating because of the condition to use up the statutory holiday entitlement.

Within the flexible working hours, the main office working hours are from 9.00 AM till 14.30 PM. The rest of the total amount of weekly working time of 40 hours can be applied by each employee according to their consideration. For example, as a home office.

Important life events are also part of our business – in 2017, similarly to previous years, we provided social fund contributions in case of newborns or unexpected family events.

### Basic Care Programme

We also provide extra meal contributions. Since 1 January we have been enhancing this widely fairest benefit by increasing the nominal value of the meal vouchers up to 4 EUR without needing to increase our staff supplement payment.

Our employees are also offered monthly contributions for supplementary pension savings.

### Health Care Programme

We organize Health Days focused on preventing the civilisation diseases, we provide drinking regime, we support our employees' sports activities, e.g. they commute by bicycle.

In 2017 the Health Day was held in our premises in Banská Bystrica, Bratislava and Prešov at the turn of September and October. During working hours and directly at their workplace, the employees could have measured their blood pressure, body fat and BMI, check their eyesight, cholesterol, urine acid, hemoglobin and glucose in blood. All attendees could sample some refreshment representing healthy living standards.

In the field of benefits, SOFTIP utilized 116 thousand EUR in total, mainly from the social fund created from statutory allocation of 1% of the gross wages summary.

---

## Education

Having many years of experience we know that the success of a company directly depends on qualified employees with a high level of expertise. Our priority is to monitor the trends and educate our employees according to these trends because there is a lot of successful IT companies within the market.

In 2017 we were focused on the respective job positions to guarantee our staff the possibility to develop their professional and specific knowledge. We continued with our education activities aimed at legislation and expertise in relation to their job duties. Many education activities were focused on staff management and economics according to the changing legislation. We developed the sales and management skills of our sales managers and managers. We monitored the GDPR topic.

In the area of project management, we were focused on understanding the philosophy and practical management of project managers' basic tools with the aim to internal project methodology which was adjusted to the company conditions and general preparation in the area of management.

In the field of professional and technical education, we held standard education activities concerning legislative changes, certification trainings, we participated in workshops and conferences.

In 2017 we invested over 14 thousand EUR of external costs into education.

6%  
increase

---

**The results achieved in 2017 approved company's heading and its stable and strong position in the Slovak IT market.**

Once again, we achieved excellent economic results and we can be proud of them. A wide portfolio and diversity of products and services provided for different market segments significantly contributed to these results. The complexity of our portfolio makes SOFTIP a unique IT company able to resist the fluctuation in the respective segments. When compared to 2016, in 2017 SOFTIP registered the increase of the pre-tax profit by 6%, reaching a positive result, a pre-tax profit of 1,114 thousand EUR. In comparison with 2016 a slight increase in sales revenue was registered which reached 11,211 thousand EUR.

Excellent results achieved for the given year despite strong IT competitors reflect several factors. Except for enhancing the effective operation in internal processes and strong sales strategy our success has resulted from the above-mentioned complexity of our portfolio, our willingness to understand customer needs and our ability to adjust respective solutions to their specific requirements.

A significant increase was registered again in the field of infrastructure services. The segments of sales of our ERP systems, SAP solution, manufacture management and wage outsourcing maintained a stable level.

## FINANCIAL REPORT

### Selected economic indicators

	2013	2014	2015	2016	2017
<b>Revenues total</b>	<b>10,062,892</b>	<b>13,327,746</b>	<b>13,831,363</b>	<b>11,062,842</b>	<b>11,211,337</b>
<b>Added Value</b>	<b>6,991,841</b>	<b>9,677,579</b>	<b>9,539,302</b>	<b>7,471,353</b>	<b>8,152,168</b>
<b>Profit before tax</b>	<b>659,775</b>	<b>1,857,460</b>	<b>2,341,628</b>	<b>1,330,189</b>	<b>1,414,441</b>
<b>Profit after tax</b>	<b>463,286</b>	<b>1,375,797</b>	<b>1,789,449</b>	<b>901,154</b>	<b>1,092,520</b>
<b>Added Value / 1 empl.</b>	<b>39,256</b>	<b>54,629</b>	<b>55,671</b>	<b>43,644</b>	<b>48,195</b>
<b>Profit before tax / 1 empl.</b>	<b>3,704</b>	<b>10,485</b>	<b>13,666</b>	<b>7,770</b>	<b>8,362</b>
<b>Revenues total / 1 empl.</b>	<b>56,498</b>	<b>75,234</b>	<b>80,720</b>	<b>64,623</b>	<b>66,280</b>

In 2017 we carried out the acquisition of the company GT Systems 2, s.r.o. specialized in solutions in the field of technical preparations of production and production management via their own solutions MONACO and SYSKLASS and SAP Business One AddOns. In 2018 we expect the increase of revenue due to the acquisition with the mentioned company, as well as, the increase in the production segment. We have accomplished the prerequisites for another successful year.

The company has reached the economic stability, which is vital for its development strategy. Credit resources have been drawn in a proper and healthy way. In 2017 we activated the costs for developing the SOFTIP AUDIT product and the internal helpdesk system.

When compared to 2016, almost all the financial indicators in a year-to-year comparison showed an increase. The value of the produced added value reached an excellent figure and increased by almost 10%. Due to its benefits in economy, business and employment, SOFTIP is one of the most significant Slovak companies with a positive impact on all Slovak regions.

The independent auditor report declares that the annual accounts by 31 December 2017 provide a truthful and real picture of the financial status of the company.

On 1 January 2018 the acquisition with the company GT Systems 2, s.r.o. took place and SOFTIP became the sole owner of the subsidiary company SYSKLASS CZ, s.r.o. in the Czech Republic.

On 31 December 2017 the company doesn't register overdue liabilities and its level of solvency can be declared by the business register certificate issued by the Office for Public Procurement.

## BALANCE SHEET

	2013	2014	2015	2016	2017
<b>Total assets</b>	<b>3,449,356</b>	<b>5,286,279</b>	<b>5,451,523</b>	<b>3,871,411</b>	<b>4,054,670</b>
<b>Non-current assets</b>	<b>778,130</b>	<b>535,820</b>	<b>387,978</b>	<b>285,332</b>	<b>1,004,313</b>
Non-current intangible assets	556,043	318,506	211,039	162,089	297,006
Property, plant and equipment	211,623	206,966	166,319	123,243	89,512
Non-current financial assets	10,464	10,348	10,620	x	617,795
<b>Current assets</b>	<b>2,552,957</b>	<b>4,593,084</b>	<b>4,826,043</b>	<b>3,323,642</b>	<b>2,803,236</b>
Inventory	15,089	10,591	16,725	20,127	25,564
Non-current receivables	301,318	400,630	361,771	187,470	163,884
Current receivables	2,165,853	3,131,760	3,770,013	2,521,862	2,297,727
Financial accounts	70,697	1,050,103	677,534	594,183	316,061
Accruals / deferrals	118,269	157,375	237,502	262,437	247,121
<b>Total equity and liabilities</b>	<b>3,449,356</b>	<b>5,286,279</b>	<b>5,451,523</b>	<b>3,871,411</b>	<b>4,054,670</b>
<b>Equity</b>	<b>648,029</b>	<b>1,662,639</b>	<b>2,564,860</b>	<b>1,530,218</b>	<b>1,541,084</b>
Share capital	33,194	33,194	33,194	33,194	33,194
Capital funds	3,319	x	x	x	x
Funds created from profit	3,319	x	x	x	x
Legal reserves	x	6,639	6,639	6,639	6,639
Net profit / loss of previous years	144,911	247,009	735,578	589,231	400,936
Net profit / loss for the accounting period after tax	463,286	1,375,797	1,789,449	901,154	1,092,520
<b>Liabilities</b>	<b>2,661,437</b>	<b>3,494,244</b>	<b>2,736,577</b>	<b>2,199,191</b>	<b>2,333,325</b>
Provisions	287,518	x	x	x	x
Non-current liabilities	56,408	63,837	71,138	49,627	42,662
Non-current provisions	x	3,884	7,217	6,344	3,091
Current liabilities	1,616,706	2,510,370	2,032,010	1,253,128	1,808,267
Current provisions	x	916,153	618,005	86,946	48,861
Term bank loans	700,805	0	8,207	803,146	430,444
Accruals / Dererrals	139,890	129,396	150,086	142,002	180,261

## INCOME STATEMENT

	2013	2014	2015	2016	2017
Revenue from the sale of merchandise	510,184	603,028	430,024	397,866	442,731
Costs of merchandise sold	386,719	488,460	329,532	314,348	370,191
<b>Profit margin</b>	<b>123,465</b>	<b>114,568</b>	<b>100,492</b>	<b>83,518</b>	<b>72,540</b>
Revenues from SOFTIP product and service sales	9,552,708	12,724,718	13,401,339	10,664,976	10,768,606
Activation	247,963	0	18,965	59,245	196,211
Production consumption	2,932,295	3,161,707	3,981,494	3,336,386	2,885,189
<b>Added value</b>	<b>6,991,841</b>	<b>9,677,579</b>	<b>9,539,302</b>	<b>7,471,353</b>	<b>8,152,168</b>
Personnel expenses total	5,821,250	7,389,541	6,945,773	6,088,428	6,664,808
Taxes and fees	18,589	4,304	16,992	6,155	5,413
Tangible and intangible fixed assets depreciation	320,531	309,830	209,536	178,844	99,288
Tangible and intangible fixed assets revenues	24,787	1,929	2,795	1,263	1,164
Carrying value of non-current assets sold and raw materials	29,557	0	56	0	17,528
Generation and settlement of value adjustments for receivables	60,901	1,941	-469,179	-3,047	-8,036
Other operating income	118,093	102,777	63,064	134,432	85,059
Other operating expenses	164,215	197,746	44,729	-34,786	52,696
<b>Profit / loss from operations</b>	<b>719,678</b>	<b>1,878,923</b>	<b>2,857,254</b>	<b>1,371,454</b>	<b>1,406,694</b>
Revenues generated from security and share sales	0			10,000	0
Sold securities and shares	0			10,603	0
Revenues generated from financial fixed assets	0			0	0
Generation and settlement of value adjustment for financial assets	0		452,946	0	0
Interest income	3,064	907	155	13	0
Interest expense	24,571	4,138	43,649	17,286	2,033
Exchange rate gain	40,574	5,200	12,587	874	2,447
Exchange rate losses	68,829	12,574	16,983	8,310	7,624
Other revenues from financial activities	0			0	32,166
Other expenses related to financial activities	10,141	10,858	14,790	15,953	17,209
<b>Profit / loss from financial activities</b>	<b>-59,903</b>	<b>-21,463</b>	<b>-515,626</b>	<b>-41,265</b>	<b>7,747</b>
<b>Economic result from common business activities before tax</b>	<b>659,775</b>	<b>1,857,460</b>	<b>2,341,628</b>	<b>1,330,189</b>	<b>1,414,441</b>
Tax from common business activities	196,489	481,663	552,179	429,035	321,921
<b>Economic result from common business activities after tax</b>	<b>463,286</b>	<b>1,375,797</b>	<b>1,789,449</b>	<b>901,154</b>	<b>1,092,520</b>
<b>Profit / loss for the accounting period before tax</b>	<b>659,775</b>	<b>1,857,460</b>	<b>2,341,628</b>	<b>1,330,189</b>	<b>1,414,441</b>
<b>Profit / loss for the accounting period after tax</b>	<b>463,286</b>	<b>1,375,797</b>	<b>1,789,449</b>	<b>901,154</b>	<b>1,092,520</b>



# BDR



An independent member firm of Moore Stephens International Limited

## REPORT OF INDEPENDENT AUDITOR

regarding the audit of the Financial Statements

and

Report on Additional Requirements of Acts and Other Legal Regulations

of joint stock company

**SOFTIP, a.s.**

**Bratislava**

**For the year 2017**

---

*This is a translation of the original Slovak Auditor's Report, Financial Statements have not been translated. For a full understanding of the information stated in the Auditor's Report, the Report should be read in conjunction with the full set of financial statements prepared in Slovak.*

# BDR

## REPORT OF INDEPENDENT AUDITOR

**For the shareholders, supervisory board, board of directors of the company SOFTIP, a.s.  
Bratislava**

### Report on the Audit of Financial Statements

#### *Opinion*

We performed the audit of the enclosed Financial Statements of the company SOFTIP, a.s. with the registered office in Bratislava, ID: 36 785 512 which comprise the Balance Sheet as of December 31, 2017, the Profit and Loss Statement for the year ending as of the above mentioned date and the remarks comprising the summary of significant accounting principles and accounting methods and other explanatory information.

In our opinion, the enclosed Financial Statements presents a true and fair view of the financial situation of the company SOFTIP, a.s as of December 31, 2017 and the economic result of the Company for the year ended as of the above mentioned date in accordance with Accounting Act.

#### *Basis of the Opinion*

We performed the audit according to International Standards on Auditing - ISA. Our responsibility according to the standards is referred in the paragraph "Responsibility of Auditor for the Audit of Financial Statements. We are independent from the Company in accordance with the provisions of Act No. 423/2015 on Statutory Audit, as amended, and Act No. 431/2002 Coll. on Accounting, as amended (hereinafter referred to as the "Act on Statutory Audit") related to ethics, including the Code of Auditor's Ethics, relevant for our audit of Financial Statements, and we also fulfilled the other requirements of these provisions related to ethics. We are convinced that the auditor evidence as acquired provide the sufficient and appropriate basis for our opinion.

#### *Responsibility of the Statutory Body for Financial Statements*

The statutory body is responsible for the compilation of these Financial Statements so that it could provide true and fair view according to Accounting Act and for internal controls which the statutory body considers necessary for the compilation of Financial Statements that is free from material misstatement, whether due to fraud or error.

When preparing the Financial Statements, the statutory body is responsible for the assessment of the Company's ability to continue as a going concern, for the description of facts related to the Company's ability to continue as a going concern, if necessary, and for the use of the assumption of going concern in accounting, unless the statutory body intends to wind-up the Company or to cease the Company's activities, or it would have no other option than to do so.

#### *Responsibility of the Auditor for the Audit of Financial Statements*

It is our responsibility to obtain reasonable assurance that the Financial Statements as whole are free of material misstatements whether due to fraud or error and to issue the Auditor's Report including an opinion. The reasonable assurance is the assurance of high level, but it does not guarantee that the audit performed in accordance with International Standards on Auditing will always reveal material misstatements, if any. The misstatements may occur due to fraud or error, and they are considered to be material if it might be reasonably expected that individually or together they could influence the economic decisions of users taken based on this Financial Statements.

Within the framework of audit performed according to International Standards on Auditing, during the period of audit we use professional judgement and maintain an attitude of professional scepticism. Furthermore:

- We identify and assess risks of the material misstatement of Financial Statements whether due to fraud or error, we propose and carry out auditing procedures responding these risks, and we acquire audit evidence that are sufficient and appropriate for providing the basis of our opinion. The risk of not revealed material

---

*This is a translation of the original Slovak Auditor's Report, Financial Statements have not been translated. For a full understanding of the information stated in the Auditor's Report, the Report should be read in conjunction with the full set of financial statements prepared in Slovak.*

## INDEPENDENT AUDITOR'S REPORT

misstatement due to fraud is higher than this risk due to error, because fraud can include a secret agreement, counterfeiting, intentional omission, false declaration or circumvention of internal control.

- We familiarise ourselves with internal controls relevant for our audit to propose auditing procedures appropriate in the given circumstances, but not for the purpose to express an opinion for the effectiveness of the Company's internal controls.
- We evaluate the appropriateness of used accounting principles and accounting methods and the reasonableness of accounting estimates and the relevant information referred, carried out by the statutory body.
- We provide conclusions whether the statutory body appropriately uses the assumption of going concern in its accounting and based on acquired audit evidence also the conclusion whether there is a material uncertainty related to events or circumstances which might significantly doubt the Company's ability to continue as a going concern. If we conclude that there is a material uncertainty we are obliged to draw your attention in our Auditor's Report to the relevant information stated in Financial Statements or if the information is not sufficient, to modify our opinion. Our conclusions are based on audit evidence acquired as of the date of the issue of our Auditor's Report. However, future events or circumstances may cause that the Company will not continue as a going concern.
- We evaluate the overall presentation, structure and content of the financial Statements including the information referred in the Financial Statements, and whether the Financial Statements presents underlying transactions and events in the manner which results in their fair presentation.

### Report on Additional Requirements of Acts and Other Legal Regulations

#### *The Report on the Information Referred in the Annual Report*

The statutory body is responsible for the information referred in the Annual Report compiled in accordance with the requirements of Accounting Act. Our abovementioned opinion on the Financial Statements does not relate to any other information referred in the Annual Report.

With respect to the audit of Financial Statements, it is our responsibility to familiarise ourselves with the information referred in the Annual Report and to evaluate whether the information is not substantially inconsistent with the audited Financial Statements, with our knowledge obtained during auditing the Financial Statements, or the information appears to be materially misinterpreted otherwise.

The Annual Report was not available as of the day of the issue of Auditor's Report resulting from the issue of the audit of Financial Statements.

After we receive the Annual Report, we will evaluate whether the Annual Report of the Company comprises the information as required in accordance with Accounting Act, and based on works performed during the audit of Financial Statements, we will express our opinion, whether:

- the information referred in the Annual Report for the year 2017 is in compliance with the Financial Statement for the relevant year;
- the Annual Report includes the information according to Accounting Act.

Furthermore, we will state whether we found any material misstatements in the Annual Report based on our knowledge about the entity and its situation as acquired during the audit of Financial Statements.

Banská Bystrica, March 16, 2018

BDR, spol. s r.o. Banská Bystrica  
M.M.Hodžu 3, 974 01 Banská Bystrica  
Licence SKAu No. 6  
Commercial Register of District Court in Banská Bystrica  
Section: Sro, Insert No.: 98/S, ID: 00614556  
*The independent member of Moore Stephens International Limited*

Ing. Dagmar Mihálová  
key audit partner  
licence SKAu No. 53



---

*This is a translation of the original Slovak Auditor's Report, Financial Statements have not been translated. For a full understanding of the information stated in the Auditor's Report, the Report should be read in conjunction with the full set of financial statements prepared in Slovak.*

The 2017 annual report was published in May 2018 and it is a publicly available document. An electronic version is available for download on the website [www.softip.sk](http://www.softip.sk), under "About us", along with copies from previous years.

**SEAT & INVOICING ADDRESS:**

SOFTIP, a. s., Business Center ARUBA,  
Galvaniho 7/D, 821 04 Bratislava

**POST ADDRESS & CONTACT:**

SOFTIP, a. s., Europa Business Center,  
Na Troskách 26, 974 01 Banská Bystrica  
TEL: +421 48 4340 111, FAX: +421 48 4230 712,  
MAIL: [softip@softip.sk](mailto:softip@softip.sk), [obchod@softip.sk](mailto:obchod@softip.sk)

