

Analytical services,
custom research
and consulting
by Inteliace Research

Warsaw, 2017

1. Context

This document is intended to briefly introduce services and products offered by Inteliace Research.

For the last 10 years, Inteliace Research has provided its clients with analytical services, custom research and consulting with a particular focus on following industries:

- Banking
- Insurance
- Asset management
- Payments including cards and mobile

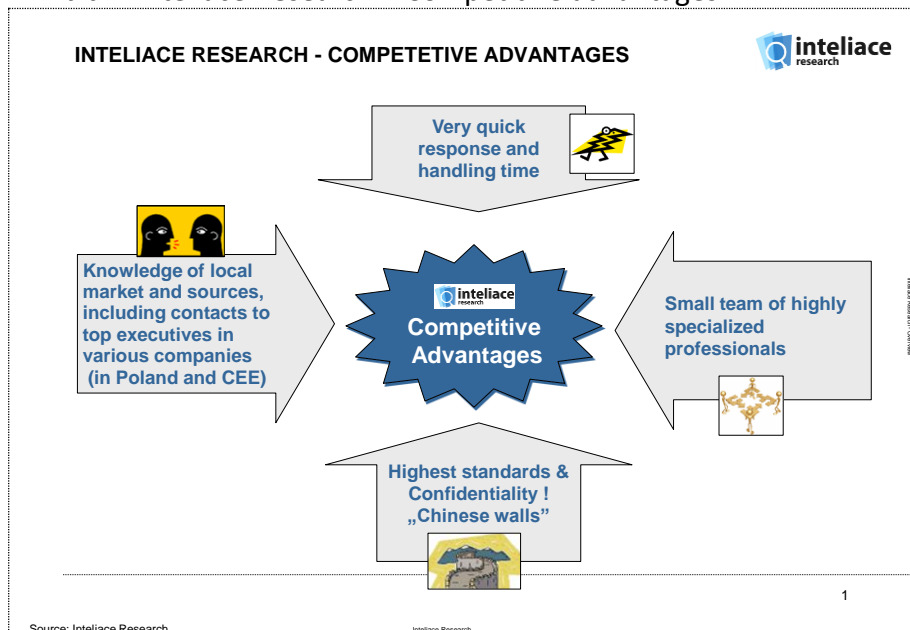
In terms of a geographical coverage, Inteliace Research has a particularly strong track record in working with clients operating in Poland and other CEE markets. Nevertheless, Inteliace Research has also handled multiple requests and served clients from other Geographies including Western Europe, Middle East and Americas.

2. Competitive advantages

Inteliace Research can offer unique set of skills and knowledge in order to help clients to understand current trends, competitive landscape and to identify upcoming opportunities. The key elements of Inteliace’s competitive advantage are:

- Experience in business research and consulting across various geographies and industries
- Unrivalled set of analytical skills and research methods applied
- Small team of highly specialized professionals
- First class data analysis and presentation methods
- Very quick response time
- Highest quality and confidentiality standards

Exhibit 1: Inteliace Research - Competitive advantages



3. Services & Work Methods

Inteliace Research applies a range of methods and work technics in order to meet specific client needs. In particular we can offer

- Desk research, scanning of all available industry resources including: regulatory bodies, central government institutions, industry associations, publications of individual companies, industry specific databases, press publications etc.
- Use of primary information sources including phone interviews or in-person meetings with experts, executives etc.
- Analytical services: data crunching, statistical analysis, combining various datasets in order to produce meaningful insights.
- Assistance to executives or strategy teams in designing corporate strategy, in particular by providing strong numerical and factual backup, providing evidence of industry trends, best practices and benchmarks.
- Data presentation in form of powerful PPT slides in a simple style.

Exhibit 2: Key product/services offered by Inteliace Research



4. Costs

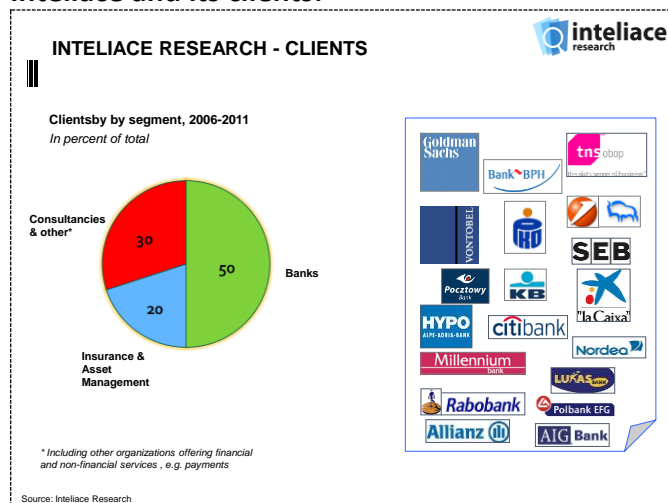
In case of standard analytical and research services, we charge a flat, blended per hour rate, which takes into account expected resource requirements, including all related costs and expenses. This is the all-inclusive rate so that no other incurred costs (e.g. basic access to paid databases, press archives, financial statements services) would be passed on to the client. Moreover, in order to offer maximum transparency, we report every single hour spent on client work in form of a statement of account with a detailed allocation of hours to tasks performed. Finally, we strive to keep our typical lead time as short as possible, usually below 30 days, however, in some busy periods the lead time can increase.

5. About Inteliace Research

Inteliace Research operates in Poland since 2005. The founder and lead analyst of Inteliace is Marcin Mazurek, having an extensive, hands-on experience in market research, business strategy, business analysis, case studies etc.

Before founding Inteliace Research, Marcin Mazurek worked for six years as a senior research analyst at McKinsey & Company, where he was responsible for knowledge management/research activities in financial services (banking and asset management), retail trade and FMCG. Prior to McKinsey, Marcin Mazurek worked for the market entry strategy unit of the German HypoVereinsbank entering and expanding its retail banking services in Poland and other CEE countries. Over the last eight years Inteliace Research served 60+ clients operating in Poland, CEE and Western Europe, offering consulting, research, analysis and related services.

Inteliace and its clients:



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