

**MakoLab**

# Company overview

## Who we are

**MakoLab is a digital project house, a team of technology experts accomplishing projects in the digital transformation field.**

Our priority is providing our clients with the best possible support so that they can achieve their business goals. In line with our byword, User-Inspired Solutions, we fuse engineering skills and creativity to create intuitive IT tools for ordinary end users.

## What we do

We are living and working in the era of the experience economy. At MakoLab, our focus is therefore on forging strong, lasting bonds between brands and users by employing digital tools to solve current tasks and problems.

We provide our clients with dedicated solutions and digital platforms designed to build relationships with their users, grow their businesses and steadily increase their market value.

In order to deliver best-in-class services, we concentrate on continually enhancing our expertise in three main areas; Connected Experience, Bespoke Solutions and Digital Platforms. In addition, our projects are solidly grounded in the Data Management & Security, Content & Campaigns and Design and Innovation services accompanying them.

Technological expertise, outstanding user experience, process agility and quality assurance constitute the hallmark of our projects and enable our clients to put their entire trust in our work and feel completely comfortable collaborating with us.

# Why us

MakoLab is a company with a long-term market presence. Our stable and sustainable growth is achieved with the help of the 270+ professionals working from MakoLab's seven offices in Lodz (HQ; Poland), Paris, London, Munich, Tampa (Florida, USA), Warsaw and Lublin (Poland).

85% of our team provides our core services; these are our developers, software & information architects, UX designers, project management experts and database specialists. The successful implementation of the fruits of their expertise in our projects is confirmed by our global presence, with 75% of our revenues coming from international markets.

As a public company listed on NewConnect market of the Warsaw Stock Exchange, all MakoLab's financial data are publicly available and regularly audited. From the outset, our company reports have shown steady business growth.

MakoLab is actively involved in industry initiatives, collaboration with the academic community (University of Łódź and Łódź University of Technology) and the innovation centres like Sovrin, Data Coalition and EDM Council. We therefore contribute to the development of professionals in the field, rather than simply seeking new talents as our growing business requires.

The MakoLab goal is our clients' satisfaction. To achieve that, we make state-of-the-art technologies our foundation and collaborate with partners and suppliers which are household names, such as Microsoft, IBM, Google and Sitecore, to name but a few.

Our approach is innovative. We undertake pioneering initiatives and lead many more, all of them with a particular focus on the prospect of their real business value. MakoLab's Semantic Web, AI&Machine learning and Blockchain expertise not only contributes significantly to globally recognised standards such as GLEIO, FIBO ontologies and so forth, but has already translated into functioning business tools. One example is LEI.INFO for identifying legal entities identification purposes. Another is the Search Insights search boosting solution.

As we grow our business, we are constantly aware both of how our activities affect the relationships we sustain and the initiatives we undertake and of their impact on the society and environment we function in. We therefore continually strive to maintain the highest standards of working culture. MakoLab has been assessed by sustainability ratings provider Ecovadis and awarded a Silver level CSR certificate.

In terms of security, MakoLab S.A. is accredited for compliance with the PN-ISO/IEC 27001:2017 information security management. In addition, we have implemented TISAX, a globally recognized standard for automotive industry information security audits. This allows us to certify that we provide data processing security in every area of the services and solutions we offer.

# Credentials

We undertake digital transformation projects for global concerns and sector leaders.

Our solutions can be found in more than ninety countries around the world, particularly in the automotive, financial, real estate and consumer goods sectors. Our work ranges from solutions supporting business decisions with online financing tools, platforms and sales enhancement services, for instance, to full solutions such as a comprehensive commercial property management system.

Our client portfolio includes names like Renault-Nissan Alliance, Toyota Motor Europe, Toyota Financial Services, RCI Banque, Gjensidige Forsikring ASA, PZU Lietuva, Vastint, Balmain, mBank, Nusil and Maspex, as well as the leaders of connected services for the automotive and airline industry in Germany and Switzerland.