

**MakoLab**

# Company overview

## Who we are

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

In line with our motto, '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. At the same time, our projects are solidly grounded a number of services, including data management and security, content and campaigns, and design and innovation.

Technological expertise, outstanding user experience, process agility and quality assurance are the hallmarks of our projects. This allows our clients to trust our work fully and feel completely comfortable collaborating with us.

# Why choose us?

MakoLab is a company with a long-term market presence. Our stable and sustainable growth is achieved with the help of our staff of 340+ professionals, who are based not only at our head office in Łódź, but also at two other Polish sites, in Warsaw and Lublin, as well as our offices London, Munich, Paris and Tampa, Florida (USA).

Our developers, software and information architects, UX designers, project management experts and database specialists make up 85% of our team. Their comprehensive skills and know-how is reflected in the successful deployment of our projects around the world. MakoLab is global presence, with by far the greater part of the company's revenues coming from international markets.

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

MakoLab is actively involved in industry initiatives. We collaborate with the academic community, including the University of Łódź and Łódź University of Technology, and with innovation centres like Sovrin, Data Coalition and EDM Council. As such, we also contribute to the development of professionals in the field, rather than simply seeking the new talents that our growing business requires.

MakoLab's primary goal is our clients' satisfaction. State-of-the-art technologies are our foundation and household names such as Microsoft, IBM, Google and Sitecore number amongst our partners and suppliers. In the field of e-commerce, we are a certified Shopware Partner.

Our approach is innovative. We conceive and launch pioneering initiatives, as well leading and collaborating on many more. All our work in this sphere has a particular focus on the prospect of the real business value of the outcomes. With our expertise in the fields of the semantic web, artificial intelligence, machine learning and blockchain, we make significant contributions to globally recognised standards such as GLEIO and to FIBO ontologies, for instance. Our work in these areas has already translated into functioning business tools. One example is LEI.INFO, a solution for identifying legal entities. Another is SearchInsights, our proprietary semantic search engine, which boosts search results remarkably.

As we grow our business, we are constantly aware not only of how our activities affect the relationships we sustain and the initiatives we undertake, but also of their impact on the society and environment we function in. We therefore continually strive to maintain the highest possible standards of working culture. MakoLab has been assessed by sustainability ratings provider Ecovadis and awarded a CSR certificate with a Silver classification.

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 one hundred countries around the world, particularly in the automotive, financial, real estate and consumer goods sectors. Our work ranges from solutions which support 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 industries in Germany and Switzerland.