

Ladies and Gentlemen,

It is my pleasure to present to you on behalf of the Management Board of Tell S.A. the 2013 consolidated financial statements of Tell S.A. including an opinion of a chartered auditor.

The financial year 2013 was closed by the Tell SA Group with consolidated revenue from sale at the level of kPLN 263,865 and earned a net profit of kPLN 8,571. In consequence of market changes, mobile phone operators decrease the size of their sale network so by the end of the year we had in total 347 sale outlets of three different operators (less by 5%). All operators go through this process in a similar way, downsizing proportionally the networks of their business partners, which results in the fact that our share in the global mobile phone sale volume in Poland remains at an unchanged level.

The average number of Orange sale outlets decreased by 6%, and equalled 173.

For the company running Orange outlets 2013 was a year of cost optimisation and further reduction of stores. Despite this fact, the operating results achieved by this company were better than the 2012 result.

As at the end of the year, Euro-Phone Sp. z o.o. ran 91 T-Mobile outlets and had 38 business client consultants. For the Company, 2013 was a very difficult year. It did not achieve the assumed financial results and, despite a relatively small decrease in the number of stores, its results fell significantly. We assume that in 2014, on consequence of the cost optimisation, the Company will improve its results and will continue to be a significant member of the Tell Group.

PTI Sp. z o.o. closed 2013 with 83 PLUS stores and 18 consultants. Its results of the previous year were compliant with the prior assumptions.

For 2014 we plan further development by investments in new entities that will result in an even higher diversification of the sources of income. We will also continue further search for mobile phone service entities that could enter our networks.

Year 2013 was a year when the Company maintained the corporate governance standards. We want that also in the years to come our Company was transparent for investors, well managed and still dynamically developing.

More information about the activities and results of the Tell SA Group in 2013 can be found in the report attached.

Yours sincerely,

Rafał Stempniewicz
President of the Management Board of Tell SA