



*„Navigare necesse est,
vivere non est necesse” **

*Pompey the Great
(Gnaeus Pompeius Magnus)*

Prof. **Janusz Filipiak**
Founder, President and CEO of Comarch SA

THE PROUST QUESTIONNAIRE

Personal motto:

Persistence in creation

Professional motto:

Balanced growth

Most important personal achievement:

Becoming a Professor before the age of 39

Most important professional achievement:

Building a company from the very beginning that now employs 4222 experts

Most important personal achievement:

Earning the trust and respect of people

Family:

Married with three children

Who he'd like to be, if he was not who he was now:

A physicist

Favorite sport:

Swimming and skiing

A place where he feels best:

At home

What motivates him to work:

The desire to establish a large international corporation

Current position:

Encouraging further intensive work on business development

Holiday:

Skiing in the Alps. In summer, the Mediterranean

* "To sail is necessary; to live is not necessary"

Kitchen:

Italian, French (which, however, can hardly be considered the Mediterranean), but also Polish Restaurants, "Wierzynek" in Krakow (and not because its owner is his wife), "Platter" in the InterContinental Hotel in Warsaw, the "Hotel de Paris" in Monte Carlo, "Nobu" in London and small restaurants in Paris, which you will not find in the Michelin guide

Hobby:

Architecture and construction. Reading detective stories, which are usually bought at airports. I don't like the plague business books, I rarely find their thinking formulations and models interesting. I published, with Springer Verlag, two books about the theory of optimization. Currently, I'm working on two books about business

CURRICULUM VITAE

1984-1985

Conducted research at France Telecom laboratories in Paris

1987-1989

Deputy Director of the Teletraffic Research Centre at the University of Adelaide in Australia

1991-1991

Visiting Professor at the University of Montreal, Quebec (Canada)

1991-1993

Conducted research at France Telecom laboratories in Paris (France)

1991-1999

Manager of the Telecommunications Unit at AGH University of Science and Technology (Krakow)

1995-1996

IT Department Manager for Tadeusz Sendzimir Steelworks in Krakow

1996-1998

President of the Supervisory Board of Comarch SA in Krakow

from 1998 CEO of Comarch SA in Krakow

Prof. Janusz Filipiak

Founder, President and CEO of Comarch SA

Janusz Filipiak holds a Professor's degree in telecommunications, which enables him to give his organization a unique competitive feature by functioning between the academic and business worlds. This is one of the main sources which provides Comarch with its unrivalled level of innovation and competitiveness. Professor Filipiak has over 20 years of experience in the hi-tech industry. In the 1980s he worked for France Telecom Laboratories (Paris) and held Scientist and Manager positions at Universities in Australia and the U.S. From 1991-1998, Professor Filipiak was the Head of the Telecommunications Department at the AGH University of Science and Technology

(Kraków), and in 1991, he earned a Professor's Degree. He is the author of over one hundred publications in the domains of telecommunications and teleinformatics. He has written six books on teleinformatics (two of which were published in the U.S. and Western Europe) and still contributes to many specialist IT publications

Janusz Filipiak was born in 1952. In 1976, he graduated from AGH University of Science and Technology in Krakow. In 1991, he was granted the Professor title by Lech Walesa, Poland's President at the time.

The President of the Republic of Poland honored Professor Filipiak with the Officer's Cross of the Order of Polonia Restituta. The national award was given for outstanding services in national economic development and achievements in charity and social activities.

In 2013, the Professor was awarded the prestigious IEEE Communications Society Distinguished Industry Leader Award for his remarkable contribution to the development of the communications industry and information technologies.

Janusz Filipiak has been working within the field of advanced technologies for over thirty years, conducting research at France Telecom laboratories in Paris throughout the 1980s. He has worked as Deputy Director of the Teletraffic Research Centre at the University of Adelaide in Australia and research laboratories in the USA and Canada. Professor Filipiak has written more than one hundred papers on telecommunications and data communication published in IEEE Transactions on Communications, IEEE Journal on Selected Areas in Communications, Operations Research, and other journals renowned worldwide. He has also published six books, including Modelling

About Comarch

Comarch is a software house, manufacturer and integrator of IT solutions. Since 1993, Comarch has helped clients to achieve greater profitability and to advance in their specific sectors with a wide range of innovative products, solutions and services of the highest quality. Comarch has gained vast experience in key sectors (telecommunications, finance, banking and insurance, services, public administration, industry, health, as well as in the small and medium-sized enterprises sector) through projects carried out for the largest

and Control of Dynamic Flows in Communications Networks, Springer-Verlag 1988, and Real Time Network Management, North Holland 1991. He was also editor of Telecommunication Services for Developing Economies, Elsevier 1991.

In 1993, Professor Filipiak founded Comarch, the first knowledge-based company operating in Poland. Now it is a global corporation. Comarch, as one of the first Polish companies to make an international breakthrough is very much partly responsible for shaping the new Polish economy.

Professor Filipiak is President of the Cracovia sports club, which participates in professional football and ice hockey leagues. Cracovia was established in 1906 and is the oldest Polish sports organization. During the 2010/2011 season, Comarch was the main sponsor of TSV 1860 München, the venerable sports club in Bavaria (Germany).

Polish and international brands. Comarch's products and solutions cover billing, network management, ERP systems, IT security, CRM and loyalty management, EDI, sales support, electronic communication and business intelligence. The company also offers IT outsourcing services and consulting. In short, Comarch has created an entire range of finished products meeting its customers' expectations and specifications, creating sophisticated IT systems for special orders.

COMARCH

40 Subsidiaries and associates, **60** Locations,
45 Cities, **20** Countries, **4** Continents .

Own R&D department made up of high-end IT engineers.

Comarch SA spends **10.8%** and Comarch Capital Group spends 11.1% of revenues on R&D.

Own Custom Data for the provision of services in many models, including SaaS and Managed Services.

Thousands of successfully completed projects.

References from across the world.

High ranking IT analyst ratings.

4222 first-class professionals (programmers, computer scientists and economists), graduates from the best Polish and foreign universities.