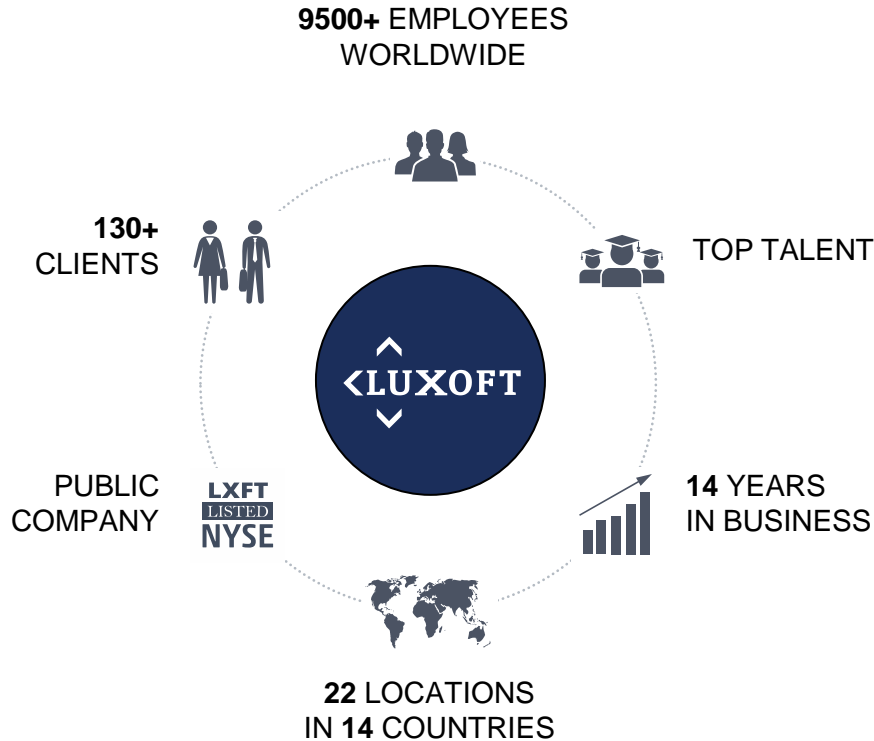




Luxoft Corporate profile

COMPANY OVERVIEW



Our mission is to **GO BEYOND** the client expectations by bringing together technology, talent, innovation and highest quality standards.

Our vision is to be the **LEADING** global IT service provider with **STRONG POSITION** in key verticals.

LUXOFT AROUND THE GLOBE

THE WORLD IS FLAT!



5

Continents

24

Delivery offices

15

Countries

3

ITO geographies
(CEE, LATAM, APAC)

GLOBAL LOCATIONS

AMERICAS

Mexico: Guadalajara

USA: Detroit, Menlo Park, New York, Seattle

ASIA PACIFIC

Singapore

Vietnam: Ho Chi Minh City

EUROPE

Switzerland: Zurich, **Zug (HQ)**

Bulgaria: Sofia

Germany: Stuttgart

Poland: Krakow, Wroclaw

Romania: Bucharest

Russia: Moscow, St. Petersburg, Dubna, Omsk

UK: London, Welwyn Garden City

Ukraine: Kiev, Odessa, Dnepropetrovsk

EXCELIAN A LUXOFT COMPANY

Australia: [Sydney](#)

Canada: [Toronto](#)

South Africa: [Cape Town](#), [Johannesburg](#)

RADIUS A LUXOFT COMPANY

USA: [Kirkland](#)

LUXOFT: WHAT WE DO



SERVICES

- ◆ Application Development and Maintenance
- ◆ Quality Assurance
- ◆ Process Consulting
- ◆ Product Engineering



INDUSTRIES

- ◆ Financial Services
- ◆ Technology
- ◆ Automotive
- ◆ Telecommunications
- ◆ Travel and Aviation
- ◆ Energy



SOLUTIONS

- ◆ Populus
- ◆ Teora
- ◆ Twister
- ◆ SuperCloud
- ◆ GDS Meter
- ◆ iStockTrack
- ◆ iAdvisor
- ◆ Horizon



EXPERTISE

- ◆ Big Data
- ◆ Data Visualization
- ◆ IoT
- ◆ Mobility
- ◆ Security
- ◆ Virtualization
- ◆ UX / HMI

LUXOFT'S INDUSTRY KNOWLEDGE – FOCUSED ON SIX

Luxoft's Main Verticals



LUXOFT POLAND

FACTS

- ◆ **4+** years in Poland, Kraków office launched in **October 2010**
- ◆ **4** offices, over **6400** sqms
- ◆ Over **1100** employees, **+600** in FY14
- ◆ **27** in-house recruiters
- ◆ **12** clients
- ◆ **R&D** function

SERVICES PROVIDED

- ◆ Software Development
- ◆ Quality assurance
- ◆ IT Support
- ◆ Project Management
- ◆ Business Analysis
- ◆ Staff Aug/Fixed Price/Managed Delivery

TECHNOLOGIES AND DOMAINS

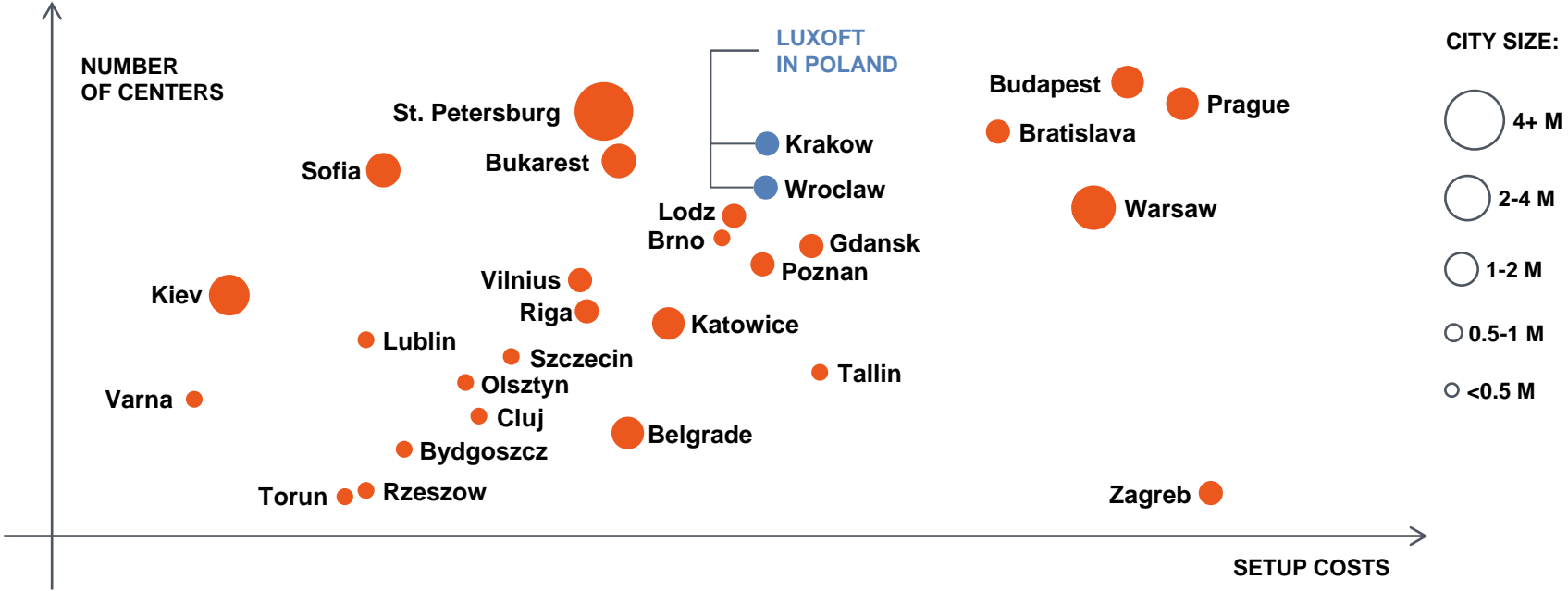
- ◆ Java
- ◆ .NET
- ◆ C++
- ◆ Flex
- ◆ Oracle
- ◆ Informatica
- ◆ MS SQL
- ◆ Big Data
- ◆ Mobile
- ◆ Cloud
- ◆ Finance/Banking
- ◆ Travel&Navigation
- ◆ Security
- ◆ Technology



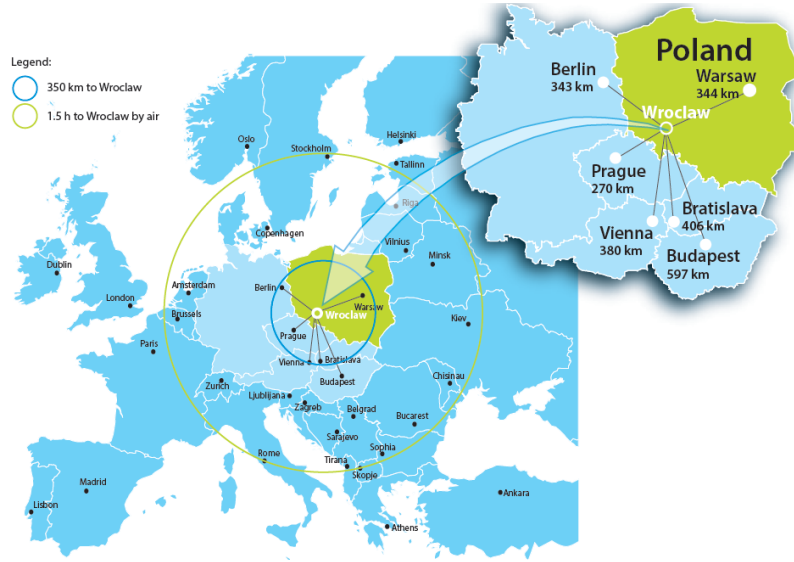


Luxoft Why Poland?

KRAKOW AND WROCLAW AS ESTABLISHED NEARSHORE CENTERS



WHY WROCLAW?



*Association of Business Service Leaders in Poland

- ◆ Great location
- ◆ Support from ARAW and PAIIZ
- ◆ Large talent pool
- ◆ Reasonable cost
- ◆ Quality of living

- ◆ Balance between cultural fit, quality of delivery, seniority of people and cost

WROCLAW – RECOGNIZED WORLDWIDE

TOP 10 EMERGING CITIES BUSINESS FRIENDLINESS

RANK	CITY	COUNTRY	REGION
1	Wroclaw	Poland	Europe
2	Suzhou	China	Asia-Pacific
3	Bangalore	India	Asia-Pacific
4	Kuala Lumpur	Malaysia	Asia-Pacific
5	San Jose	Costa Rica	Latin America
6	Chennai	India	Asia-Pacific
7	Santiago	Chile	Latin America
8	Pune	India	Asia-Pacific
9	Seoul	South Korea	Asia-Pacific
10	Queretaro	Mexico	Latin America

TOP 10 LARGE CITIES COST EFFECTIVENESS

RANK	CITY	COUNTRY	REGION
1	Tunis	Tunisia	Africa
2	Sofia	Bulgaria	Europe
3	Panama City	Panama	Latin America
4	Maputo	Mozambique	Africa
5	Gurgaon	India	Asia-Pacific
6	Muscat	Oman	Middle East
7	Belgrade	Serbia	Europe
8	Kampala	Uganda	Africa
9	Wroclaw	Poland	Europe
10	Beirut	Lebanon	Middle East

EMERGING CITIES

As part of the rankings, Mercer highlights select cities that are evolving as business centers around the world.

- Durban, South Africa (85) – Growing manufacturing and shipping center
- Cheonan, South Korea (98) – A tech and university center
- Taichung, Taiwan (99) – Rich cultural traditions have helped bring in key local and international industries
- Wroclaw, Poland (100) – Strong talent pool and good infrastructure
- Manaus, Brazil (127) – Manaus attracts businesses as a Free Economic Zone
- Hyderabad, India (138) – Home to many in the service industry (IT, insurance, and financial companies)
- Chongqing, China (142) – Major manufacturing (esp. automotive industry) center and transportation hub
- Xi'an, China (142) – An economic and technology development zone
- Pune, India (145) – Hosts IT and automotive companies

Learn more about Mercer's [City Benchmarking Services](#).

FDI Intelligence report, December 2014
Mercer Quality of Living 2015



Luxoft Multicultural environment in Poland

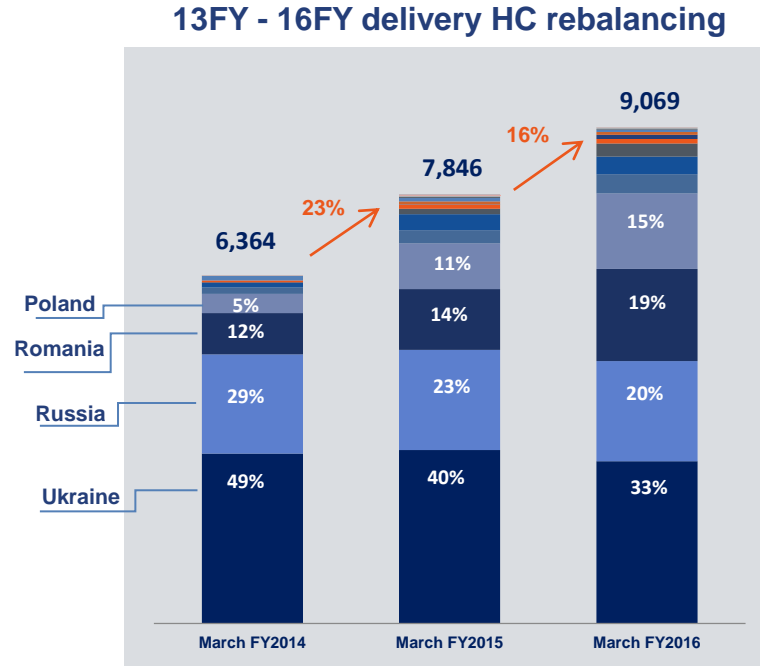
CORPORATE CHANGE PROGRAM

WE ARE TRULY GLOBAL

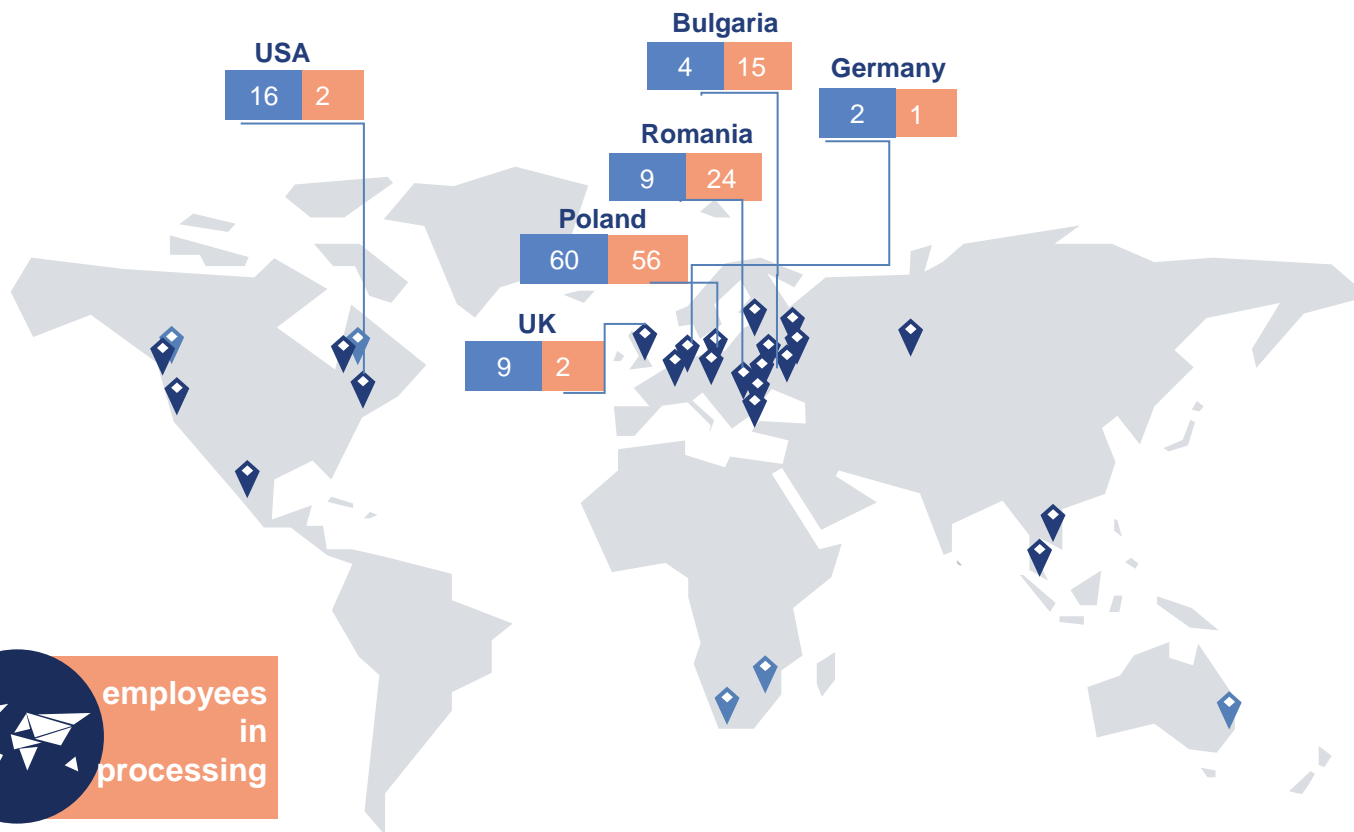
LUXOFT GLOBAL UPGRADE



IMPROVING HEADCOUNT BALANCE BY LOCATIONS



GLOBAL DELIVERY UPDATE – RELOCATION RESULTS (% OF LUXOFT TOTAL RELOCATION, FY2016)



employees moved

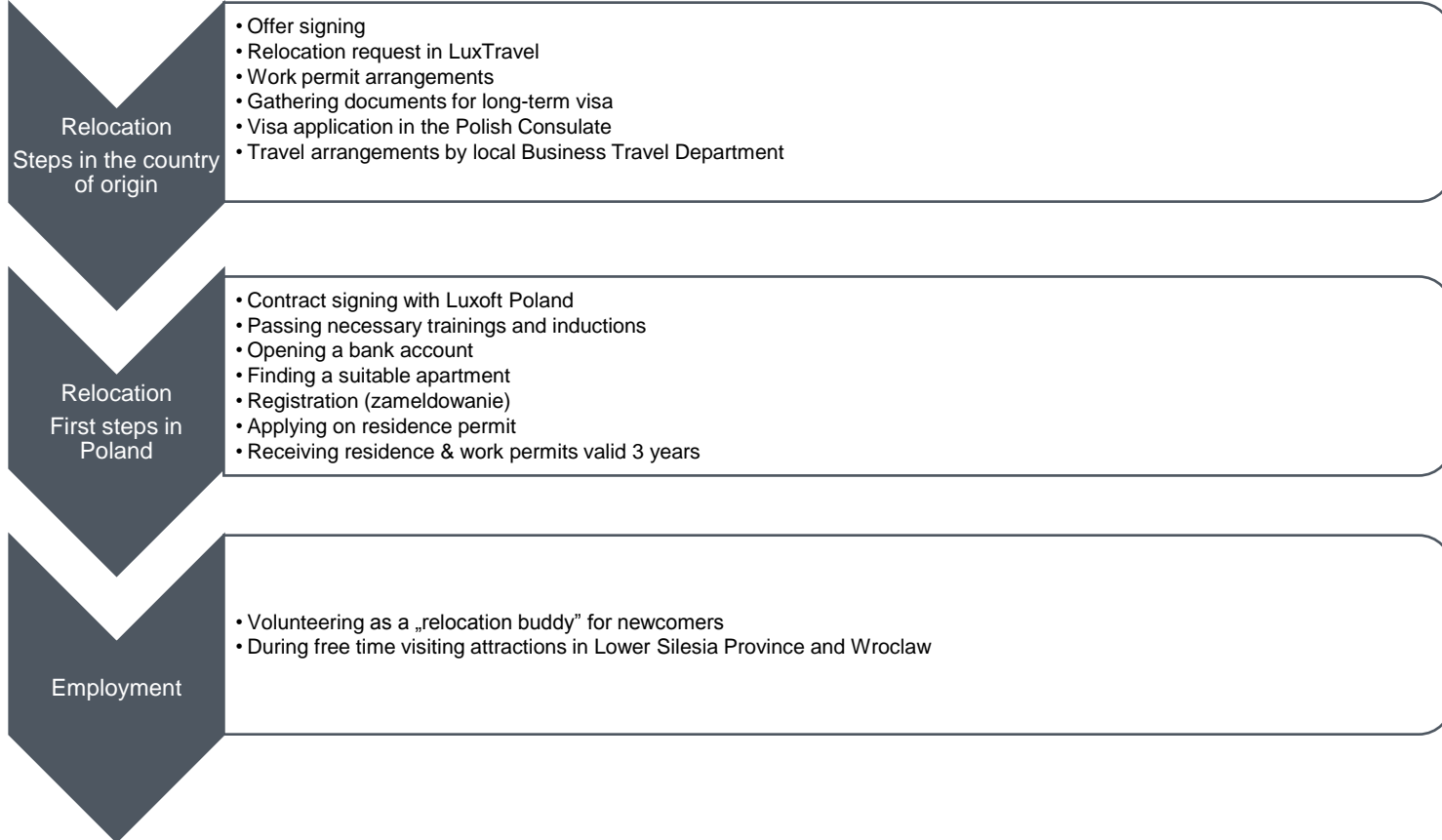


employees in processing

RELOCATION TO LUXOFT POLAND

- Most relocated employees are from Ukraine and Russia. Some are citizens of Uzbekistan, Azerbaijan, U.S.A., Columbia, Ireland, Bulgaria, Moldova, Belarussia
- Work permits for citizens of Ukraine/Russia/Belarussia/Moldova/Georgia/Armenia are ready within 1-5 business days, for all others – 4-5 weeks
- Residence permit or blue card are ready in 3 months
- Full relocation support by relocation specialist dedicated for employees and their families.

RELOCATION PROCESS IN LUXOFT



RELOCATION LOWLIGHTS

- Long queues in consulates
 - No differentiation between high tech and other sectors when setting up visits
- Differences in procedures between cities
 - E.g. for spouse Blue Cards with work permits
 - Some inspectors ask for additional papers, education needed
- Confusing process to apply for Blue Card
 - Luxoft has its own guidelines and how-tos
 - Vist in government offices are still confusing



Thank you