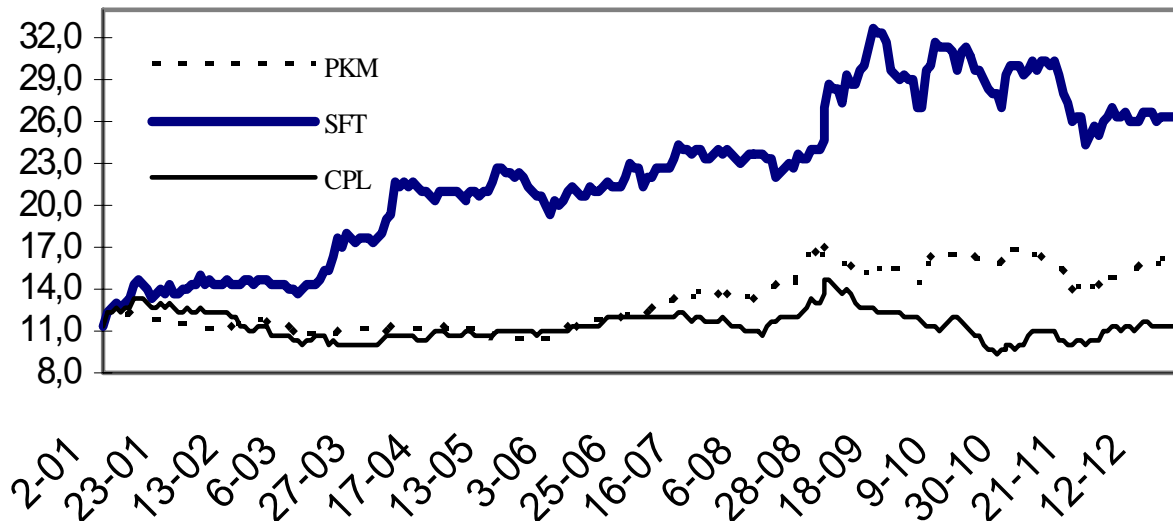


SOFTBANK S.A.

2003 Yearly Results

With good prospects for the future

Share Price vs. Peers in 2003



- **Relative share price of Prokom and Computerland standardized vs Softbank's actual price in PLN**

Milestones of 2003

- **Agreement with ZUS (PLN 22 m for 3 years)**
- **Ultimate divestment from FinFin SA, CRM SA**
- **Acquisition of Wonlok SA (currently Epsilio SA)**
- **Agreement with PKO BP for the central system (USD 114 m)**
- **Agreement with Min. of Int. Aff. for CEPiK (PLN 190 m)**
- **Agreement with PKO BP for the delivery of infrastructure (PLN 54 m)**
- **Gradual execution of call-option by Prokom Software (SPA with A. Lesz of 24 October 2002)**

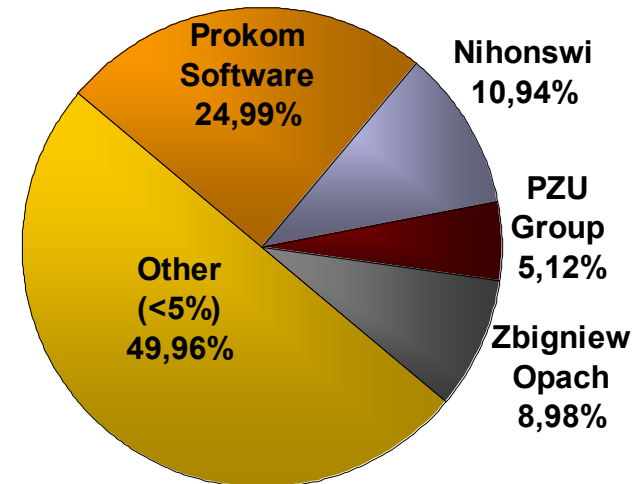
Changes in the Management Board

- In January 2004, Mr P. Borzestowski (software development) and Mr P. Sęczkowski (new-business areas) joint Softbank's Management Board
- On March 1st 2004, CEO and company founder, Mr Aleksander Lesz resigned from the office
- Supervisory Board nominated Mr Krzysztof Korba the CEO and President of the Management Board
- Mr Krzysztof Korba – recent assignments
 - Unisys Poland, CEO (1995-2004)
 - Bull Poland, CEO (1993-95)
 - ICL Poland, Head of Regional Sales Div., (1983-93)



Sofbank's Strategic Investor

- **Since October 2002 Prokom has been taking on the role of strategic investor which allows for exchange of resources and experience with large projects and hence synergies between the companies**
- **The process of ownership transformation from the hands of Mr Lesz was completed by February 2004**
- **Within Prokom's Group Softbank has got the leading role in all contracts related to banking and life-insurance**





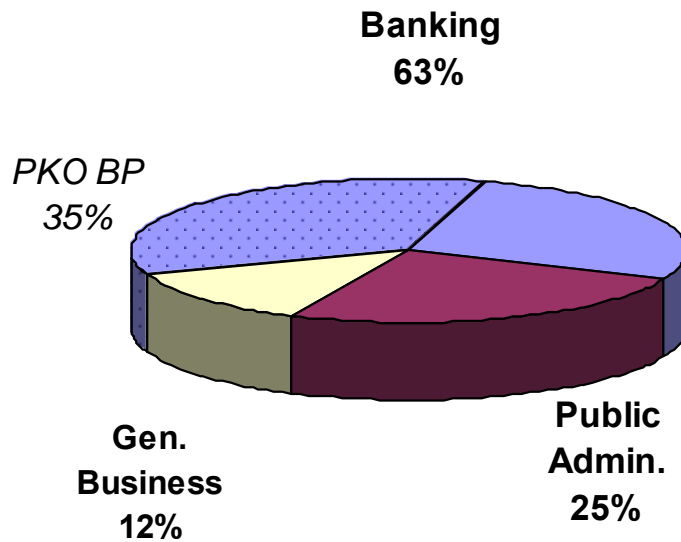
Group Financials – Back on Track

in '000 PLN	Consolidated figures		
	2001	2002	2003*
Net sales	445 684	349 313	344 990
Profit on sales	55	8 695	11 248
Operating profit	-2 952	-28 542	12 963
Net profit	-18 466	-154 755	4 053

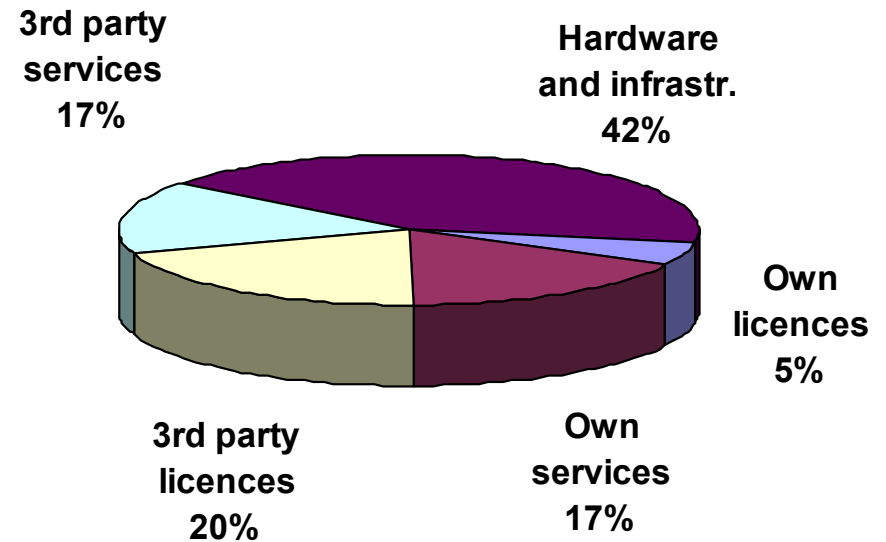
*audited Annual Report for 2003 will be published on 26 April 2004

2003 Sales Structure

By Sectors



By Product Category*



Strategy

- **Focus on sustaining position of the leader among IT contractors for the banking-finance sector through horizontal diversification of products:**
 - transaction systems
 - credit risk scoring systems (Basel II)
 - enterprise application integration (MIS, data warehousing)
 - multi-channel transaction applications
 - work-flow & document management
 - security solutions and audit
 - outsourcing of the IT infrastructure and applications
- **Selective operations on the public administration market in order to execute contracts focused on new software solutions**

Means to Achieve the Goals

- **Softbank's Group employs over 700 IT specialists**
- **Quality certificates – ISO at Softbank Serwis**
- **Partnerships: IBM, HP, Oracle, MS**
- **Highly specialised subsidiaries**
 - **Sawan: MIS, data warehousing**
 - **Softbank Serwis: maintenance and facility mgt**
 - **Epsilio: solutions for co-operative banking sector**
- **Resources and synergies of Prokom Software Group**

Group Management and Restructuring

- **Consequent divestment from non-core undertakings:**
 - TDC Internet Polska (j.v. with Teledanmark A/S)
 - FinFin SA (financial retail broker and expander.pl portal)
 - CRM SA (business consultants)
 - Net Power (j.v. with Computer Associates)
- **Consolidation of subsidiaries servicing co-operative banks:**
 - Epsilio (formerly Wonlok, acquired in July 2003)
 - Saba (integrated into Epsilio in October 2003)
 - Novum
- **Control and precise allocation of costs:**
 - Flat salaries and bonus tied to the cash generated
 - Overall budgetary savings of 20% vs. plan in 2003

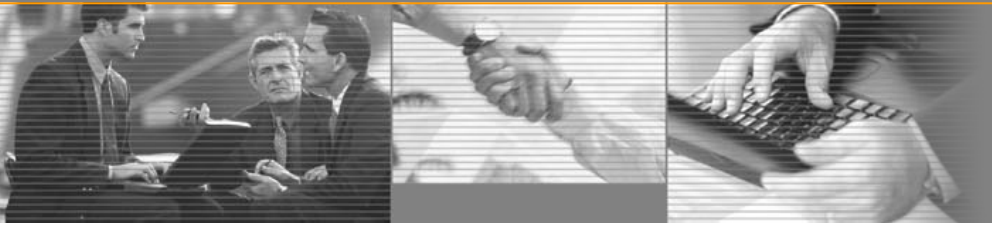
Monitoring Opportunities in CEE

- **In July 2003 Softbank signed a general agreement with Dialog-Optim Commercial Bank from Russian Federation for the implementation of Eurobank On-Line system**
- **Co-operation with Face Technologies of South Africa within the field of Vehicle and Driver Registry system**
- **Opportunity to enter the Czech market through PVT (Prokom's subsidiary)**
- **Redefining of the product portfolio to satisfy the needs of clients in neighbouring countries**

Comfort for Expansion

- Long term contracts (stable cash-flow)
- Highest yearly back-log in history amounting to PLN 200 m
- Low financial costs (low debt level) and book transparency
- Divestment from non-core businesses
- Tax shield of PLN 120 m
- Prospective sub-contract with Prokom's IT mega-contract for PZU (at PZU)
- Support of the strategy by Prokom Software

Focus on product portfolio extension, reinforcement of the presence in the banking sector and improvement of chances for CEE expansion

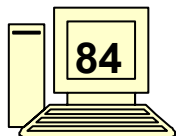


General Overview of IT Market

IT Market: Poland-New Europe-EU

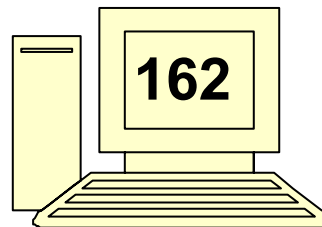
**IT spending in euro per capita in 2003
(average per country)**

1,75% GDP



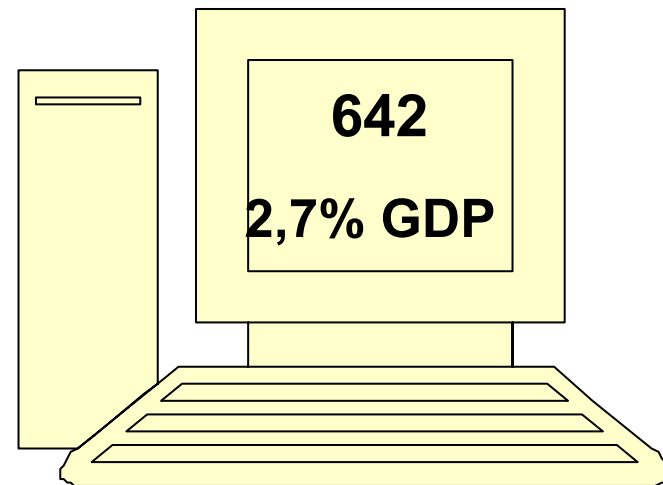
Poland

3% GDP



New Europe-10

642
2,7% GDP

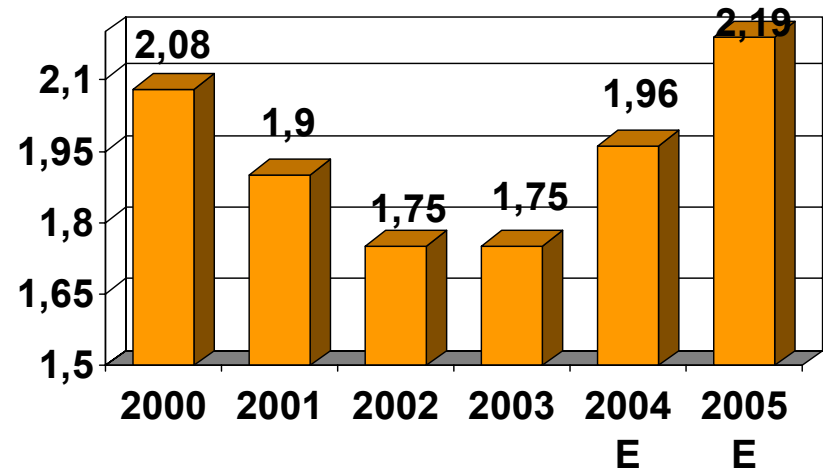


European Union-15

Promising IT Market in Poland

- Low level of IT saturation
- Expected GDP growth
 - 2003 3,7%
 - 2004 5,0%
- Low (but growing) share of IT spending in GDP – 12% CAGR 2003/2005
- EU accession

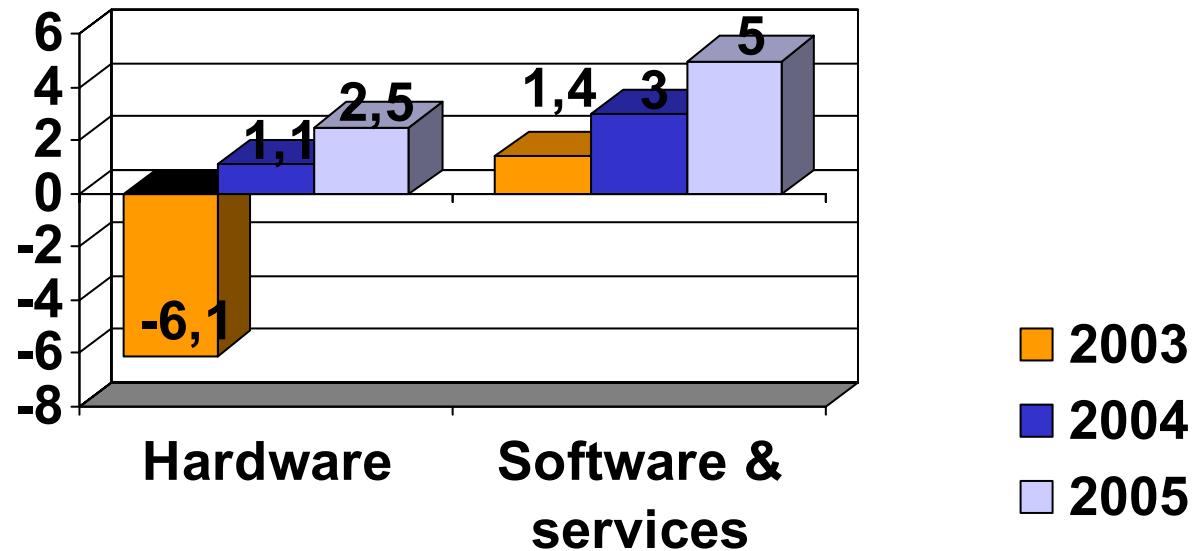
Share of IT in Poland's GDP*



Source: EITO with IDC, 2004

Western European IT Market

Growth by Segment 2003-05 in %

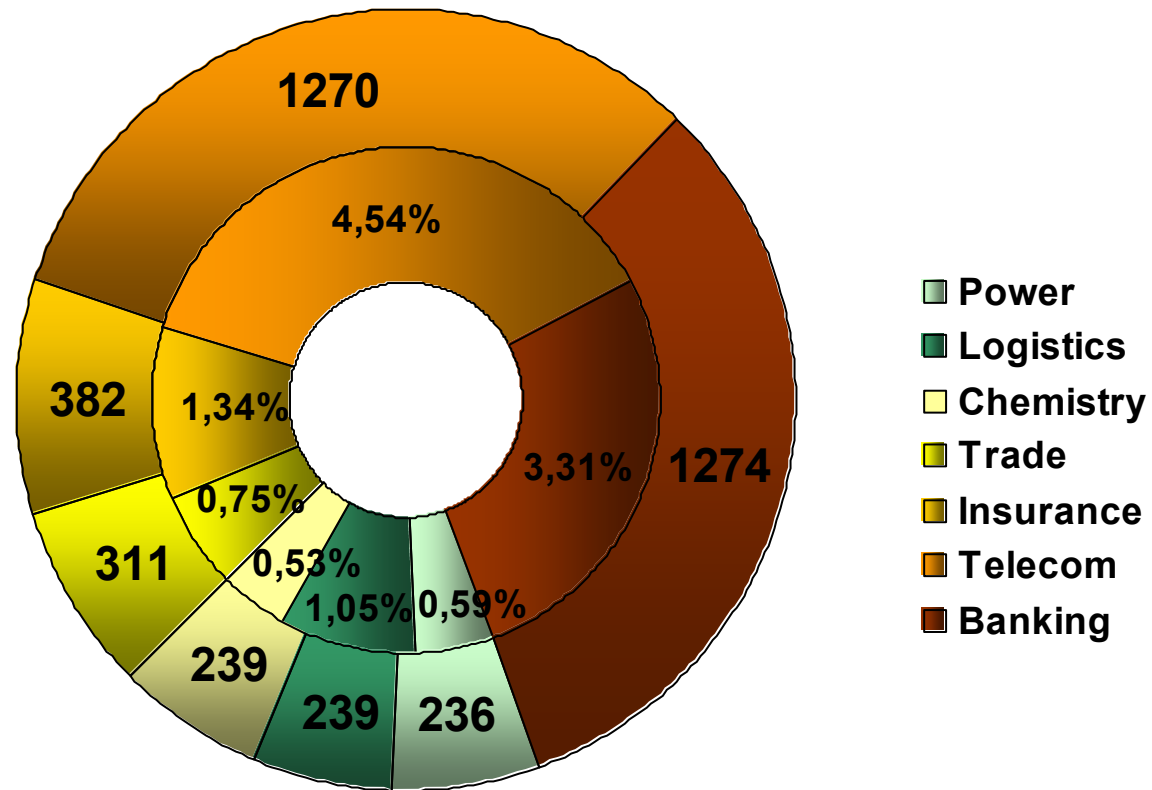


EU Accession Factor in IT

- **IT becoming a competition tool for Polish companies**
- **Adjustment to the EU level of technical development**
- **Structured EU funds to be spent on IT development**
- **Expected growth of SME investment power**
- **Funds in agriculture (growth of co-operative banking)**
 - **direct funds as an impulse increasing volume of deposits**
 - **structured loans spurring loan activity**

Banking – Sector With Potential

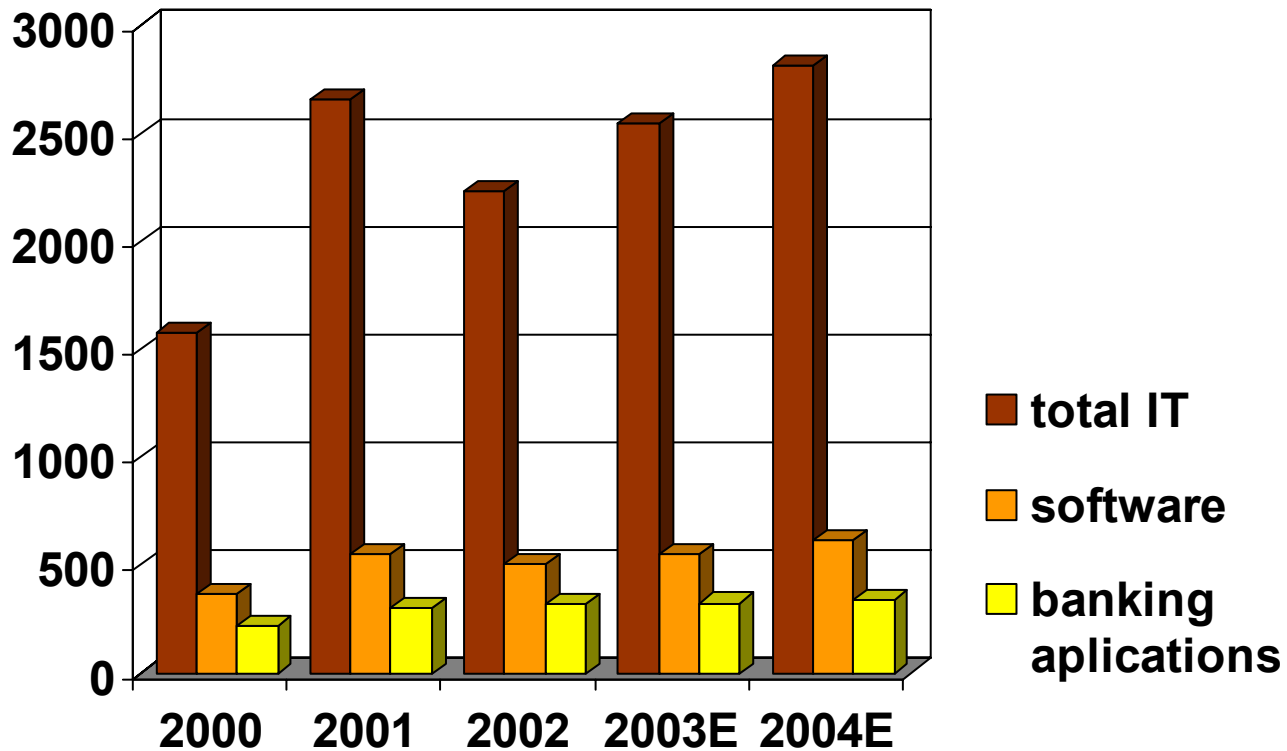
IT spending in Poland by sector in 2002 based on 100 largest companies- figures in m PLN and as % of sales



*Source: DIS, ANPI 2003

Banking – Growth in IT Spending

IT expenditures in the banking sector in m PLN*



*Source: DIS, ISB 2003



Growth of Polish Banking – IT Needs

	2002	2006 E
Number of private accounts	15 m	20 m
Number of clients per bank outlet	6,600	<5,000
Number of cards	17 m	>30 m
Number of ATM's	6,300	9,500
Clients for Internet banking	1 m	>3 m

- **Technical necessity to facilitate the growth**
- **Pressure to reduce the banking operational costs**



Prospective Product Lines

- **Basic products**
 - generic applications
 - delivery channels (Internet)
 - ERP
 - hardware and infrastructure
- **Foreseen needs – advanced solutions**
 - security of systems and applications
 - risk mgt. systems (Basel II)
 - outsourcing
 - CRM
 - enterprise application integration incl. MIS
 - IAS reporting systems



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