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SOUTH EASTERN EUROPE

Asseco South Eastern Europe

Group Presentation

Agenda

- Asseco at a Glance
- Facts & Figures: Asseco SEE
- Asseco SEE Solutions and Services
- Asseco SEE Financial Results

Asseco
at a Glance.

Asseco at a glance

Present in

54

countries

- Founded in 1991
- **6th** largest software producer in Europe
- Traded on the WSE, included in the WIG20 blue chip index
- International presence

Over

22,300

highly
committed
employees

6th

largest software
& services
vendor in Europe

1,813

m EUR
sales revenues in
2016

176

m EUR
operating profit
in 2016

1bln

EUR
market
capitalization

Asseco Group.

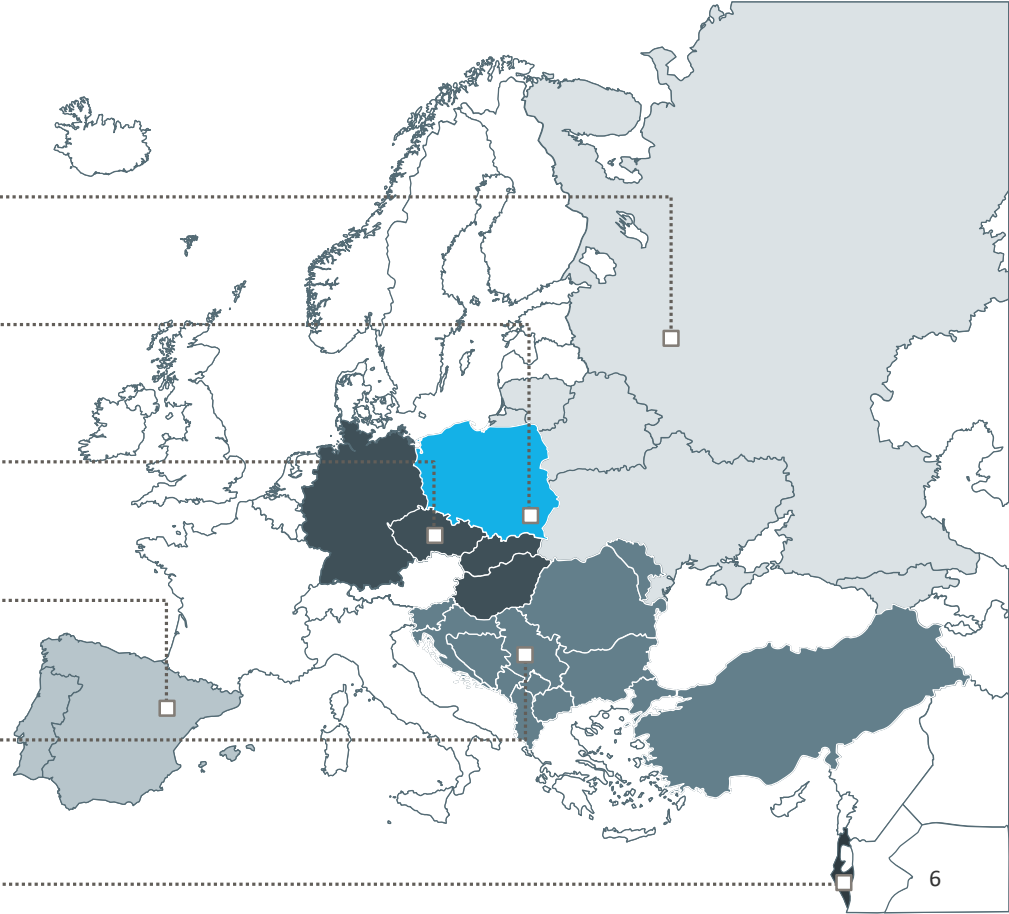
ASSECO
EASTERN EUROPE

ASSECO
POLAND

ASSECO
CENTRAL EUROPE

ASSECO
WESTERN EUROPE

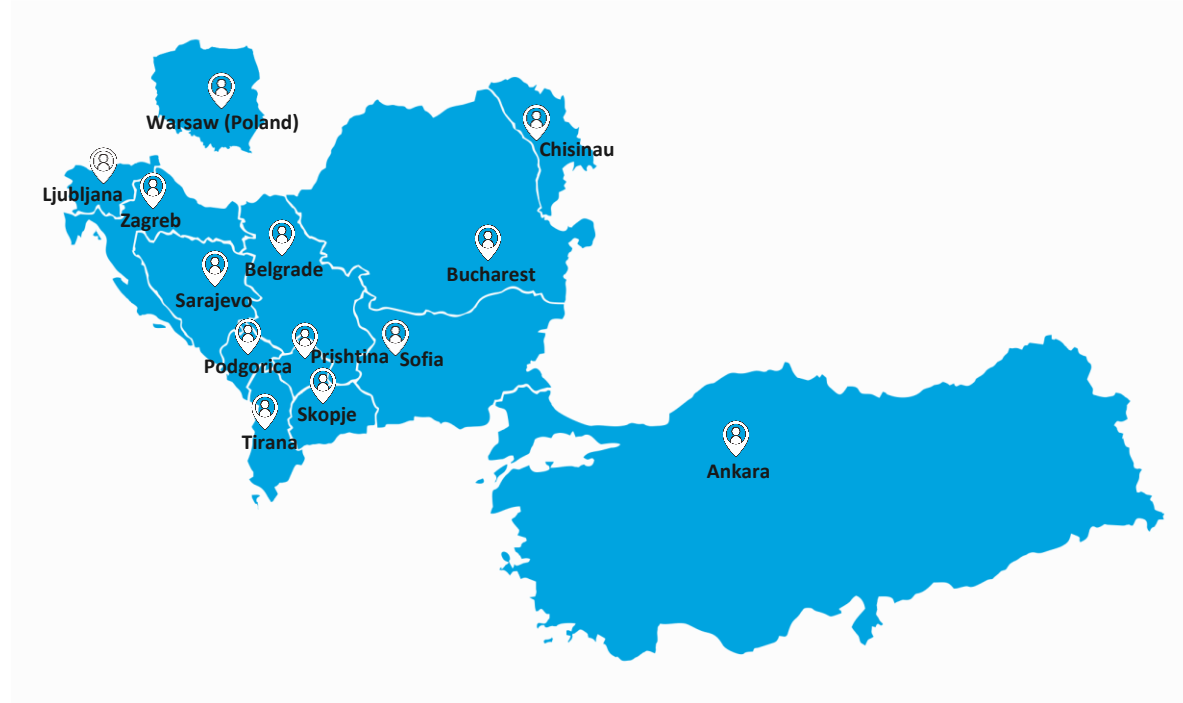
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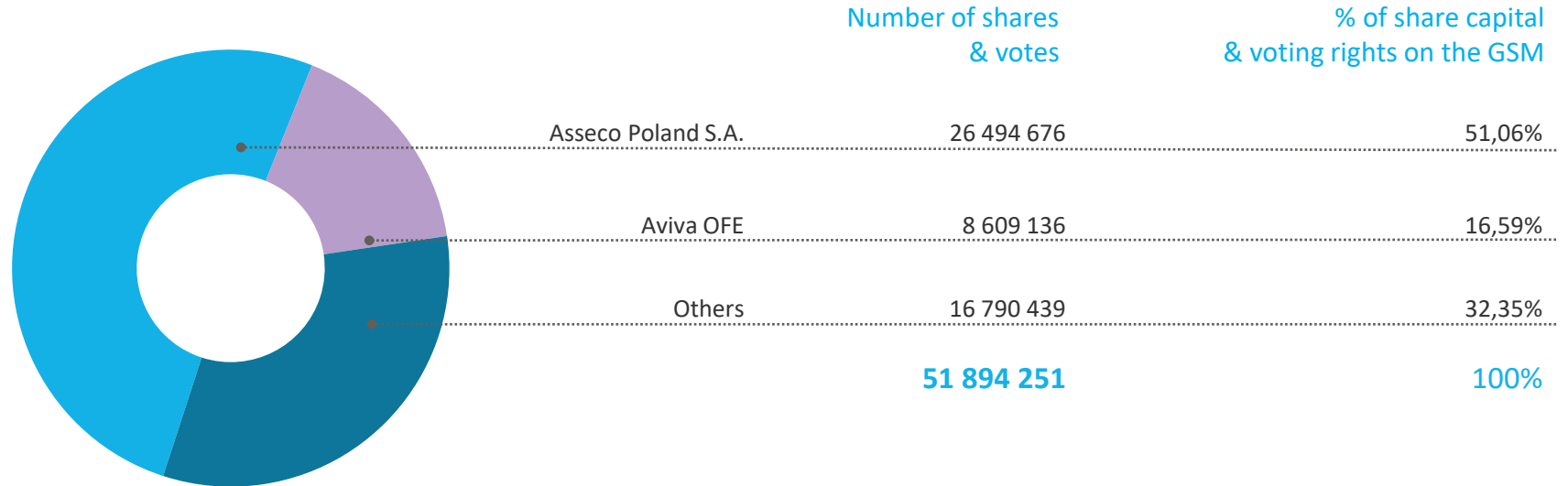
Facts & Figures: Asseco SEE.

Asseco SEE Facts & Figures.

- Top player for banking in SEE
 - Strong in other industrial verticals
 - **1.400** employees in the region
 - **130.4 m EUR** revenue in 2016
 - **13 m EUR** EBIT in 2016
-
- **13** countries & actively selling on other markets
 - Market size **135** m people
 - **8** languages



Shareholders structure:



Asseco SEE Solutions and Services.

Asseco SEE - Solutions & Services.

Focusing on value added to our Clients.

Banking

64 out of 291 banks in the SEE region are using our CORE systems and most of others are our clients.

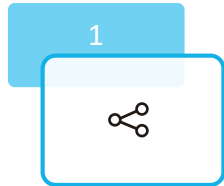
Payments

Transferring global trends into local markets and shaping the payment industry in the region.

Other Sectors

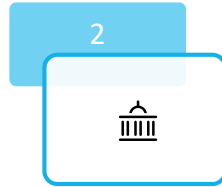
Full range of integration services using world leading vendors. Proprietary ASEE solutions other than banking & payment.

Asseco SEE - Banking.



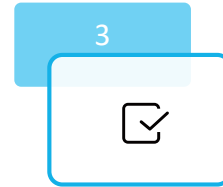
Omni-channel sales & servicing

- Branch
- Contact Center
- Internet & Mobile
- Security
- Party Data Management
- Personal Finance Management Services



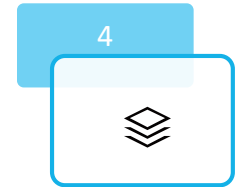
Banking Operations

- Loans and Deposits
- Consumer Services
- Trade Finance
- Treasury
- Collateral Management
- Payments



Risk & Compliance

- Risk Management
- Profitability
- Scoring
- Antifraud
- AML
- Regulatory Reporting
- Management Reporting



Business Support

- ERP

180 +

Banks in client network

7

different languages

One-stop shop for Banking*

8

monetary systems

5

service centers and
64 technical support center

* other solutions for Banking presented in remaining business units

Asseco SEE - Payments.

Solution for payment & financial institutions.

- Processing
- E-commerce & Mobile Payment
- POS & ATM related services
- Security, Fraud and other

Solution for merchants.

- Mobile & Bill Payment & e-Commerce
- Payment Acceptance
- POS related services & solutions
- Security & Fraud Control
- Loyalty, Contact center & Additional services

Process **24MM** eCommerce transactions per month and active outside SEE region

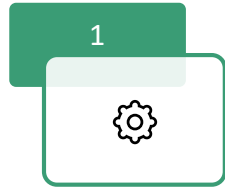
Process **1MM** tokenization transactions per month

90+ Banks have chosen ASEE to be their partner for **ATM** and **80+** for **POS**

Maintain **9,000 +** ATMs

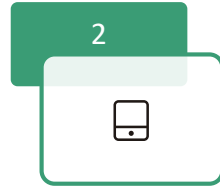
200,000 POS units in 10 countries

Payments– Solution for payment and financial institutions.



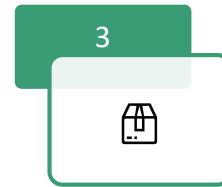
Processing

- Acquiring
- Issuing
- Switching
- Personalization
- Call center-as a service
- Pre-Paid & Top up solutions
- Aggregation services
- Fraud management



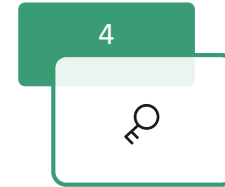
E-commerce and Mobile Payment

- HCE (HCE as a service)
- Closed loop mobile payment (m:cash, m:pay)
- Virtual POS
- Online banking payment
- Switching
- Tokenization



POS & ATM related services

- Outsourcing
- POS & ATM software
- POS & ATM infrastructure & services
- Shared ATM network
- mPOS



Security, Fraud & other

Payments – Solution for merchants.

1



Mobile & Bill Payment & e-Commerce

- Virtual POS
- Online banking payment
- Merchant Payment Gateway
- Tokenization & Switching
- Fast check out

2



Payment Acceptance

- Payment facilitator
- Switching
- TopUp
- Bill payment

3



POS related services & solutions

- Outsourcing
- POS software
- mPOS
- POS infrastructure & services

4



Security & Fraud Control

- Analytics & Monitoring
- Authentication

5



Loyalty, Contact center & Additional services

Asseco SEE – Other sectors.

Telco & Utilities

- Voice/Contact center
- Utilities billing system
- Mobile Wallet and mPayment
- Mobile Top Up
- Networking and IT infrastructure

Public Services & Government

- Local government business suite
- Business process and document management
- eTax solution
- Border control solution
- GIS applications
- System integration

Providing systems integration with very close cooperation with our partners

Networking and IT Infrastructure using world leading vendors

We base on proven technologies and the latest trends in IT

Our solutions are reliable and flexible, and can be easily customized

Asseco SEE - Outsourcing.

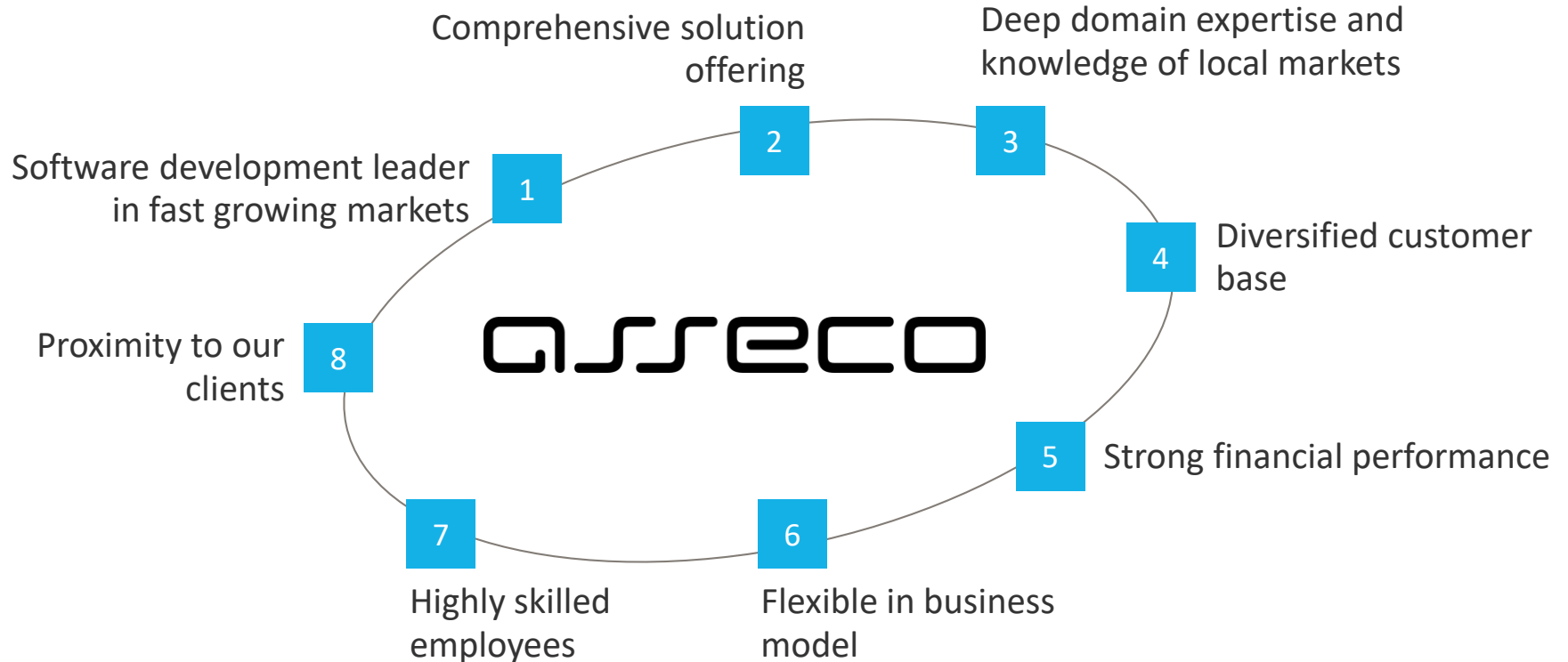
Our outsourcing services are available for any industry and business process:

- Local government business suite
- eCommerce BPO
- ATM & POS outsourcing
- eBanking service center
- Contact Center outsourcing
- Cloud services
- Infrastructure outsourcing

Outsourcing can be a key service to driving your business in efficient way

Working closely together with our clients, we analyze and adjust their operations to maximize the simplicity, efficiency, and agility of their organization

Why Asseco?





Asseco SEE Financial results

H1 2017 highlights

- Strong results thanks to continued recovery in Banking and better performing integration projects
- In Banking strongest growth visible in mobile and authentication solutions
 - Assisting clients in digital transformation: a new agreement with UniCredit CEE for 7 banks in the region for further developments of mobile applications as well as new release of mobile banking within CIB Bank's project Digital, among others
- ASEE among four vendors worldwide certified with the latest version of MasterCard HCE specification (MCBP 1.0+)
- Growing Payments as a result of more processing and infrastructure deliveries
 - We won a big contract with Addiko bank for outsourcing ATM fleet in 5 countries expanding our ATM outsourcing services to more than 1,400 ATMs in the SEE region
 - Added Atlas Bank Podgorica in Montenegro to the list of service users of Chip Card
- Payment spin-off processes launched in Croatia, Romania, Serbia and Turkey
- ASEE managers holding 4,3% shares of the company

Financial Highlights.

Financial Highlights - consolidated <i>(in EUR '000 unless otherwise stated)</i>	H1 2017	2016	2015	2014
Sales revenues	66 587	130 411	116 423	119 577
Operating profit	7 235	12 976	12 688	11 036
Pre-tax profit	7 414	13 933	12 824	11 032
Net profit attributable to Shareholders of the Parent Company	6 012	11 762	10 414	9 319
Total assets	210 259	216 296	199 467	199 023
Total liabilities	44 737	48 915	37 714	39 680
Non-current liabilities	6 173	6 691	6 893	6 227
Current liabilities	38 564	42 224	30 821	33 453
Equity	165 522	167 381	161 753	159 343
Share capital*	122 179	118 597	121 775	121 752
Paid out dividend (in PLN '000)	24 909	21 796	20 758	16 606
Paid out dividend per ordinary share (in PLN)	0,48	0,42	0,40	0,32

* PLN 518 943 000

Financial performance Business Units.

/mEUR/	Revenues	Revenues		
	1H 2017	2016	2015	2014
Banking	16.8	33.4	32.1	28.2
Payments	25.3	45.6	38.3	32.3
Integration	24.5	51.4	46	59.0
TOTAL	66.6	130.4	116.4	119.6

EBITDA	EBITDA			
	1H 2017	2016	2015	2014
	3.0	6.5	5.6	4.0
	6.9	12.2	11.0	8.1
	1.9	2.6	2.9	4.3
TOTAL	11.8	21.5	19.9	16.5

/mEUR/	EBIT	EBIT		
	1H 2017	2016	2015	2014
Banking	2.3	4.9	4.2	2.7
Payments	3.5	6.4	6.4	5.1
Integration	1.5	1.4	1.8	3.2
TOTAL	7.2	13.0	12.7	11.0

EBIT (%)	EBIT (%)			
	1H 2017	2016	2015	2014
	13.7%	14.7%	13.1%	9.6%
	13.8%	14.0%	16.7%	15.8%
	6.1%	2.7%	3.9%	5.4%
TOTAL	10.8%	10.0%	10.9%	9.2%

Financial performance Countries.

/mEUR/	Revenues				EBIT	EBIT			
	1H 2017	2016	2015	2014		1H 2017	2016	2015	2014
B&H	1.9	4.2	3.8	3.2	0.5	0.6	0.6	0.3	
Croatia	12.6	20.8	18.7	16.8	1.7	2.3	1.2	1.4	
Montenegro	1.1	2.3	1.9	2.0	0.3	0.7	0.5	0.5	
Macedonia	5.7	14.0	12.7	15.2	1.1	2.9	2.8	2.1	
Romania	17.8	28.9	23.8	27.8	0.7	1.1	0.8	1.2	
Serbia	16.6	37.5	32.2	32.7	1.8	3.5	3.7	3.5	
Slovenia	2.5	3.6	3.1	2.7	0.2	0.4	0.5	0.3	
Turkey	6.0	13.4	12.9	11.9	0.8	0.8	1.7	2.0	
Other	2.4	5.8	7.4	7.3	0.0	0.6	0.9	-0.1	
TOTAL	66.6	130.4	116.4	119.6	7.2	13.0	12.7	11.0	

Financial liquidity.

	mEUR	Asseco SEE Group		
		H1 2017	2016 YE	Diff
Cash and cash equivalents		13,7	18,3	-4,6
Short term investments		10,9	9,5	1,5
Short term and long term debt		-9,0	-10,1	1,1
Net Cash		15,6	17,6	-2,0
Receivables and Prepayments		31,8	35,6	-3,8
Liabilities, Provisions and Deferred Income		-28,2	-36,5	8,4
Inventory		4,5	5,3	-0,8
Operational Balance		23,8	22,0	1,8

Cash conversion.

	mEUR	Asseco SEE Group		
		H1 2017 LTM	2016	2015
Operating cash flow*		22,1	21,6	18,4
- IT Infrastructure for outsourcing		-9,2	-6,1	-7,3
- Capitalized R&D		-1,1	-1,2	-1,2
- M&A		-1,3	-2,5	-0,4
- Other CAPEX		-2,3	-2,0	-2,0
Free cash flow		8,2	9,8	7,4
Debt Increase		3,2	2,9	4,3
Debt Service		-3,9	-4,0	-4,3
Total Cash Flow		7,5	8,7	7,5
Oper CF/EBITDA		93%	101%	92%
FCF/EBIT		55%	75%	59%

* Excluding investment in outsourcing equipment presented in Inventory


Solutions
for demanding
business.

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