



August 26th, 2010

Financial results of  
Asseco South Eastern Group  
for the 1<sup>st</sup> Half Year of 2010



## CONTENTS

### 1. BASIC FINANCIAL DATA

- Financial Data
- Main contracts

### 2. DETAILED FINANCIAL DATA

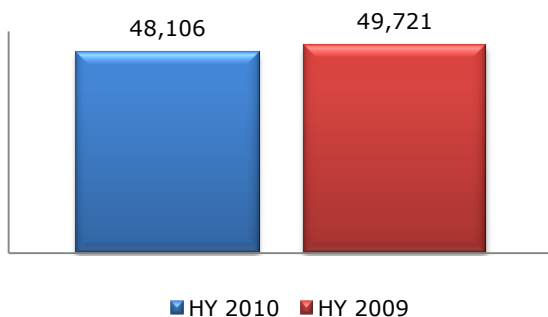


## ASSECO SEE GROUP 2010 RESULTS CONSOLIDATED 1HY RESULTS

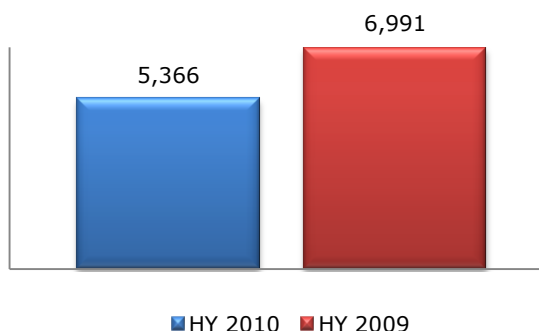
| kEUR                                         | HY 2010 | HY 2009 | Change | %      |
|----------------------------------------------|---------|---------|--------|--------|
| Revenue                                      | 48 106  | 49 721  | -1 615 | -3,3%  |
| Revenue from Proprietary Software & Services | 17 879  | 15 242  | 2 638  | 17,3%  |
| EBIT                                         | 5 366   | 6 991   | -1 624 | -23,2% |
| Aggregate Net Profit                         | 4 457   | 6 167   | -1 710 | -27,7% |
| Net Profit for the Group                     | 4 491   | 4 468   | 23     | 0,5%   |

Drop in integration business (1,3) mEUR  
 ASEE Holdco (0,3) mEUR  
 Experience (0,4)mEUR  
 (2,0)mEUR

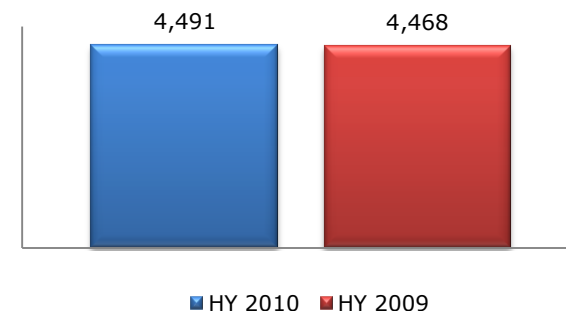
**Revenue**



**EBIT**



**Net Profit for the Group**





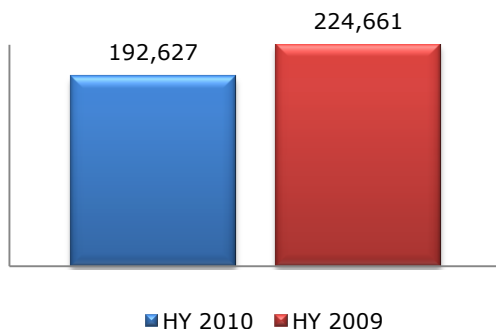
## ASSECO SEE GROUP 2010 RESULTS

### CONSOLIDATED 1HY RESULTS

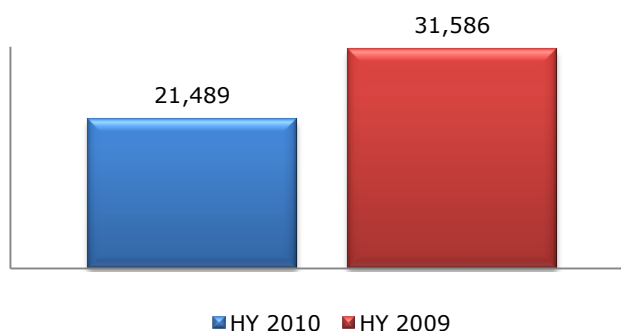
| kPLN                                         | HY 2010 | HY 2009 | Change  | growth |
|----------------------------------------------|---------|---------|---------|--------|
| Revenue                                      | 192 627 | 224 661 | -32 034 | -14,3% |
| Revenue from Proprietary Software & Services | 71 592  | 68 868  | 2 724   | 4,0%   |
| EBIT                                         | 21 489  | 31 586  | -10 098 | -32,0% |
| Aggregate Net Profit                         | 17 847  | 27 865  | -10 018 | -36,0% |
| Net Profit for the Group                     | 17 984  | 20 187  | -2 203  | -10,9% |

Drop in integration business (5,2) mPLN  
 ASEE Holdco (1,2) mPLN  
 Experience (1,6) mPLN  
 (8,0) mPLN

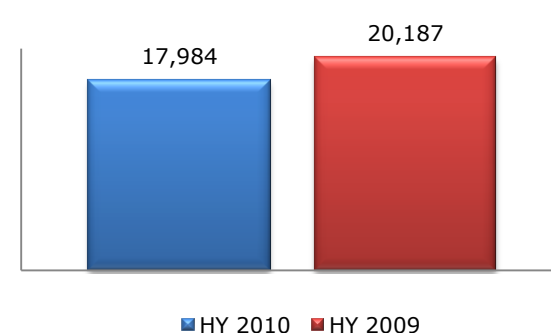
**Revenue**



**EBIT**



**Net Profit for the Group**



\* All data in EUR thousands



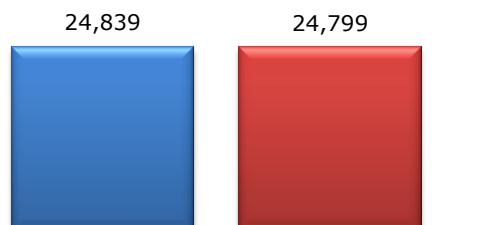
## ASSECO SEE GROUP 2010 RESULTS

### CONSOLIDATED Q2 RESULTS

| kEUR                                         | Q2 2010 | Q2 2009 | Change | %      |
|----------------------------------------------|---------|---------|--------|--------|
| Revenue                                      | 24 839  | 24 799  | 40     | 0,2%   |
| Revenue from Proprietary Software & Services | 9 188   | 7 652   | 1 536  | 20,1%  |
| EBIT                                         | 2 942   | 3 387   | -444   | -13,1% |
| Aggregate Net Profit                         | 2 412   | 3 191   | -779   | -24,4% |
| Net Profit for the Group                     | 2 431   | 2 632   | -201   | -7,6%  |

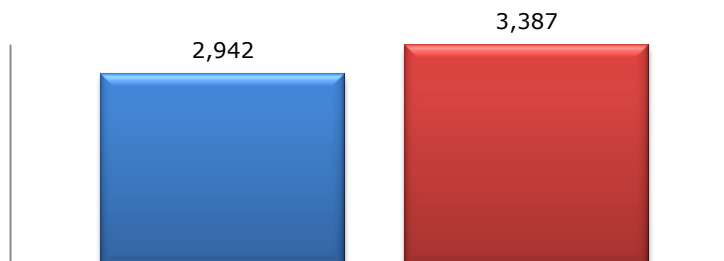
Drop in integration business (0,8) mEUR  
 ASEE Holdco (0,2) mEUR  
 Experience (0,3) mEUR  
 (1,3) mEUR

**Revenue**



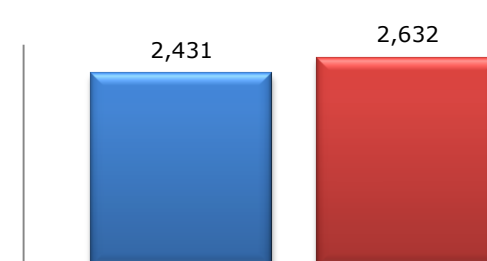
■ Q2 2010 A ■ Q2 2009 A

**EBIT**



■ Q2 2010 A ■ Q2 2009 A

**Net Profit for the Group**



■ Q2 2010 A ■ Q2 2009 A

\* All data in EUR thousands



## SUMMARY OF EFFECTS OF ACTION PLANS

|                                 | kEUR | Anuall<br>effect for<br>PC | Anuall<br>effect for<br>ASEE | Status in<br>Q3 | Comments | Main actions                                                                                                            |
|---------------------------------|------|----------------------------|------------------------------|-----------------|----------|-------------------------------------------------------------------------------------------------------------------------|
| <b>ASEE total</b>               |      | <b>1.523</b>               | <b>1.203*</b>                | <b>140k</b>     |          |                                                                                                                         |
| <i>ASEE in Serbia</i>           |      | 680                        | 446                          | 100k            |          |                                                                                                                         |
| <i>Banking - Serbia</i>         |      | 524                        | 290                          | 80k             | Done     | People transfer (10) to other PC, reduction of people (5), reduction of other cost, reduction of planed salary increase |
| <i>Business Intelligence</i>    |      | 156                        | 156                          | 20k             | Done     | Reduction of people (5), reduction of other expences                                                                    |
| <i>ASEE in Croatia</i>          |      | 573                        | 487                          | 10k             |          |                                                                                                                         |
| <i>MASS</i>                     |      | 447                        | 447                          | 0k              | Not yet  | Reduction of salaries & other expences                                                                                  |
| <i>System Integration (CRO)</i> |      | 126                        | 40                           | 10k             | Pending  | Reduction of employeement (1), movement to another PC (3)                                                               |
| <i>ASEE in Romania</i>          |      | 270                        | 270                          | 30k             |          |                                                                                                                         |
| <i>Backoffice</i>               |      | 150                        | 150                          | 20k             | Done     | Reduction of backoffice cost,                                                                                           |
| <i>SI Rom</i>                   |      | 120                        | 120                          | 10k             | Done     | Reduction of remuneration in SI BU                                                                                      |

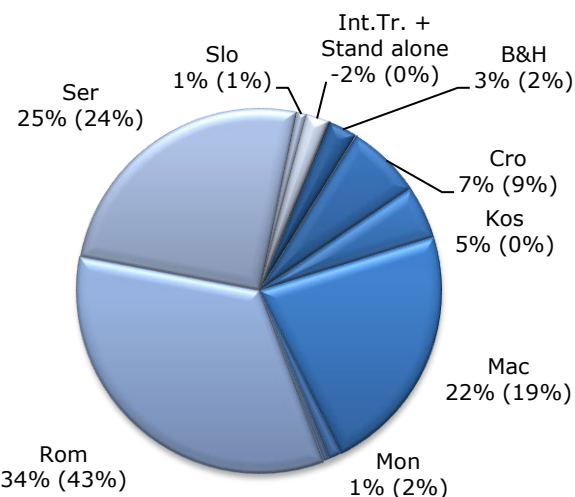


# ASSECO SEE GROUP 2010 RESULTS

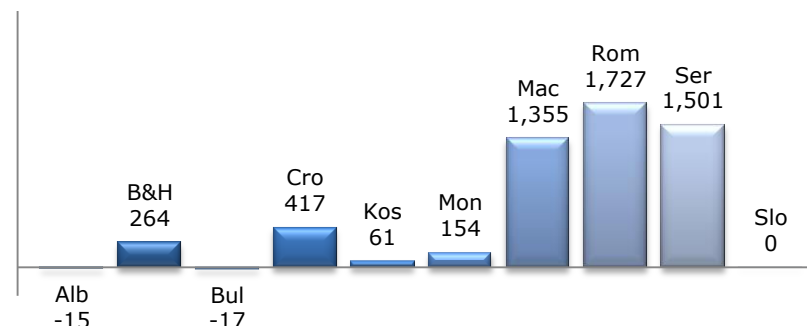
## COMPANIES AND REGIONAL REVENUE AND EBIT CONTRIBUTION – 1<sup>ST</sup> HY 2010\*

| kEUR                      | Revenue<br>HY 2010 | Revenue<br>HY 2009 | Change        | EBIT<br>HY 2010 | EBIT<br>HY 2009 | Change        | NPAT<br>HY 2010 | NPAT<br>HY 2009 | Change        |
|---------------------------|--------------------|--------------------|---------------|-----------------|-----------------|---------------|-----------------|-----------------|---------------|
| Alb                       | 103                | 141                | -38           | -15             | 38              | -54           | -15             | 34              | -49           |
| B&H                       | 1 250              | 1 045              | 205           | 264             | 320             | -57           | 250             | 294             | -44           |
| Bul                       | 77                 | 53                 | 24            | -17             | -7              | -10           | -18             | -9              | -9            |
| Cro                       | 3 297              | 4 472              | -1 175        | 417             | 1 039           | -622          | 322             | 795             | -473          |
| Kos                       | 2 371              | 0                  | 2 371         | 61              | 0               | 61            | 61              | 0               | 61            |
| Mac                       | 11 181             | 9 678              | 1 503         | 1 355           | 1 645           | -289          | 960             | 1 472           | -512          |
| Mon                       | 626                | 908                | -282          | 154             | 246             | -93           | 137             | 242             | -106          |
| Pol                       | 242                | 0                  | 242           | 44              | 0               | 44            | 44              | 0               | 44            |
| Rom                       | 16 900             | 21 208             | -4 308        | 1 727           | 2 067           | -339          | 1 596           | 1 732           | -136          |
| Ser                       | 12 664             | 12 089             | 575           | 1 501           | 1 816           | -315          | 1 285           | 1 648           | -363          |
| Slo                       | 417                | 299                | 118           | 0               | -13             | 13            | -2              | -11             | 9             |
| InterCo + other group adj | -1 023             | -172               | -851          | -126            | -161            | 36            | -163            | -30             | -132          |
| <b>Asseco SEE Group</b>   | <b>48 106</b>      | <b>49 721</b>      | <b>-1 615</b> | <b>5 366</b>    | <b>6 991</b>    | <b>-1 624</b> | <b>4 457</b>    | <b>6 167</b>    | <b>-1 710</b> |

**Revenue HY 2010**



**EBIT contribution HY 2010**



\* All data in EUR thousands; \*\* in brackets 2009 split



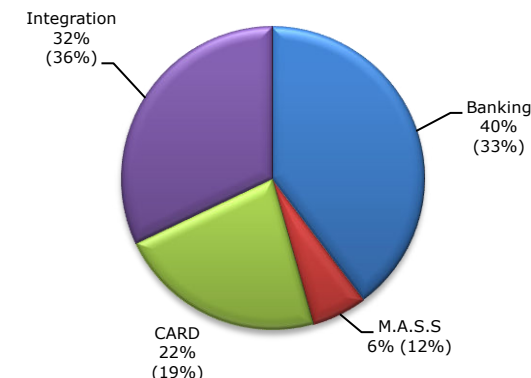
# ASSECO SEE GROUP 2010 RESULTS

## COMPANIES AND REGIONAL REVENUE AND EBIT CONTRIBUTION – 1<sup>ST</sup> HY 2010\*

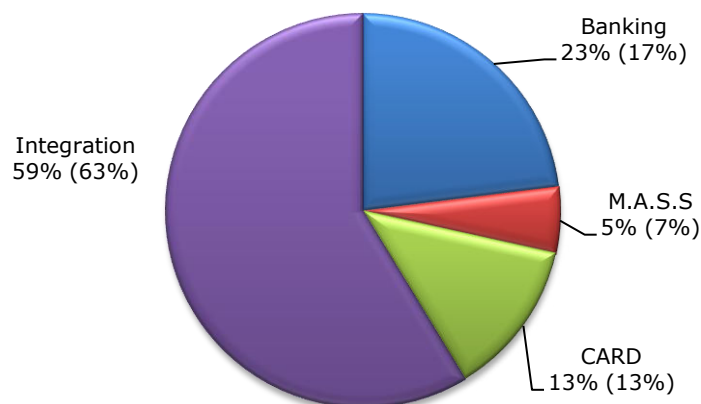
| kEUR                      | Revenue<br>HY 2010 | Revenue<br>HY 2009 | Change        |
|---------------------------|--------------------|--------------------|---------------|
| Banking                   | 11 343             | 8 663              | 2 680         |
| M.A.S.S                   | 2 683              | 3 429              | -746          |
| CARD                      | 6 371              | 6 559              | -188          |
| Integration               | 28 853             | 31 070             | -2 217        |
| InterCo + other group adj | -1 144             | 0                  | -1 144        |
| <b>Asseco SEE Group</b>   | <b>48 106</b>      | <b>49 721</b>      | <b>-1 615</b> |

| EBIT<br>HY 2010 | EBIT<br>HY 2009 | Change        |
|-----------------|-----------------|---------------|
| 2 238           | 2 313           | -76           |
| 319             | 844             | -525          |
| 1 191           | 1 356           | -166          |
| 1 772           | 2 531           | -758          |
| -153            | -54             | -100          |
| <b>5 366</b>    | <b>6 991</b>    | <b>-1 624</b> |

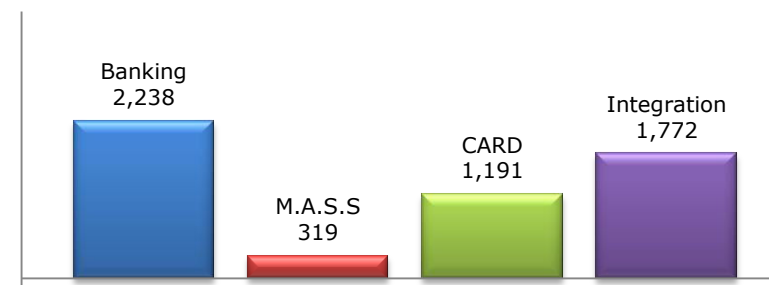
**EBIT contribution HY 2010**



**Revenue per BUs HY 2010**



**EBIT contribution HY 2010**



\* All data in EUR thousands; \*\* in brackets 2009 split



# ASSECO SEE GROUP KPI

|    |                                                                                                                        | <b>ASEE GROUP</b>           | <b>Banking</b>          | <b>MASS</b> | <b>CARD</b> | <b>Integration</b>    |
|----|------------------------------------------------------------------------------------------------------------------------|-----------------------------|-------------------------|-------------|-------------|-----------------------|
| 1A | M1 BL + Porde 2010**% M1 FY 2009                                                                                       | 89%                         | 105%                    | 71%         | 89%         | 76%                   |
|    | " 2009* "                                                                                                              | 76%                         | 79%                     | 75%         | 76%         | 72%                   |
| 1B | M1 only of proprietary Software and Services BL+Porde 2010** %<br>M1 FY 2009 only of proprietary Software and Services | 98%                         | 108%                    | 76%         | 98%         | 86%                   |
|    | " 2009* "                                                                                                              | 79%                         | 81%                     | 75%         | 78%         | 77%                   |
| 2  | Margin IV % sales (2010 YTD)                                                                                           | 11% (14%) <sup>1), 2)</sup> | 21% (27%) <sup>2)</sup> | 12%         | 20%         | 6% (9%) <sup>1)</sup> |
|    | " (2009 YTD)                                                                                                           | 14%                         | 24%                     | 24%         | 17%         | 9%                    |
| 4  | [Maint, outs sales] / [prod cost, S&M, G&A] (2010 YTD)                                                                 | 52%                         | 40%                     | 36%         | 117%        | 55%                   |
|    | " (2009 YTD)                                                                                                           | 45%                         | 30%                     | 32%         | 116%        | 41%                   |

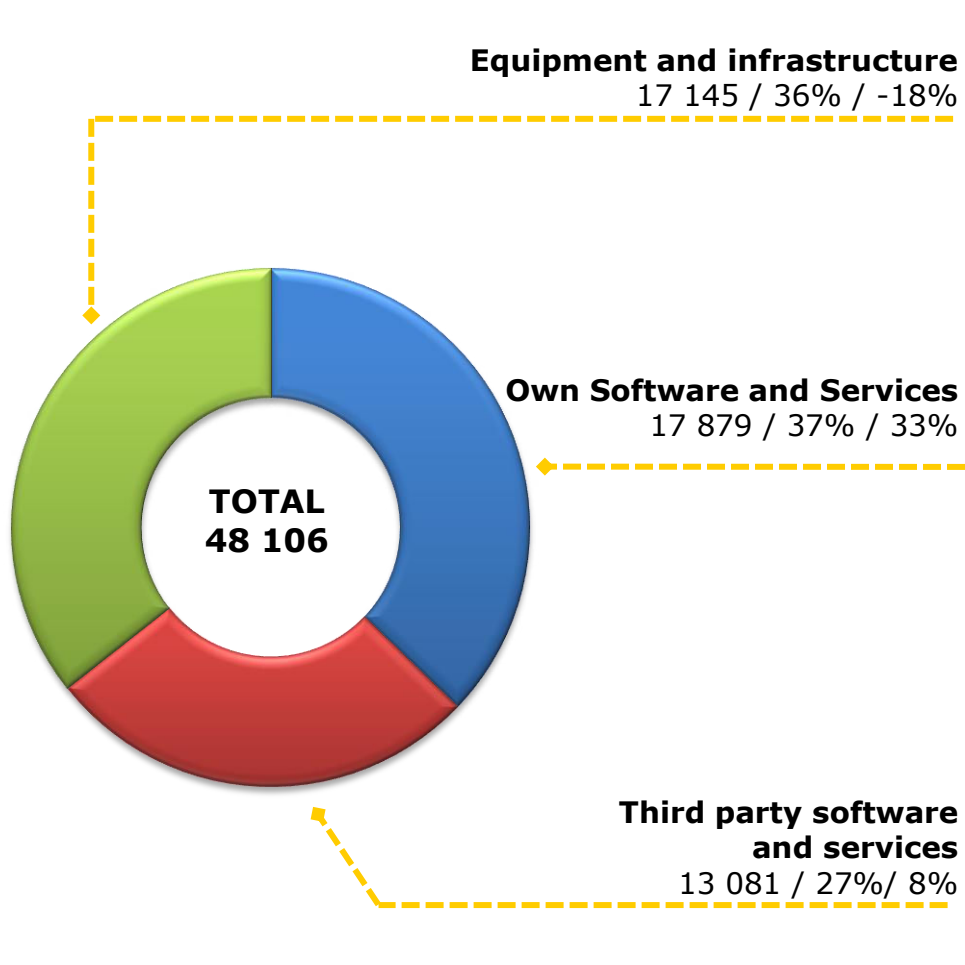
\* as at July 25th,2009 \*\* as at July 30th,2010; <sup>1)</sup>Excluding provision in Macedonia; <sup>2)</sup>Excluding Experience Research



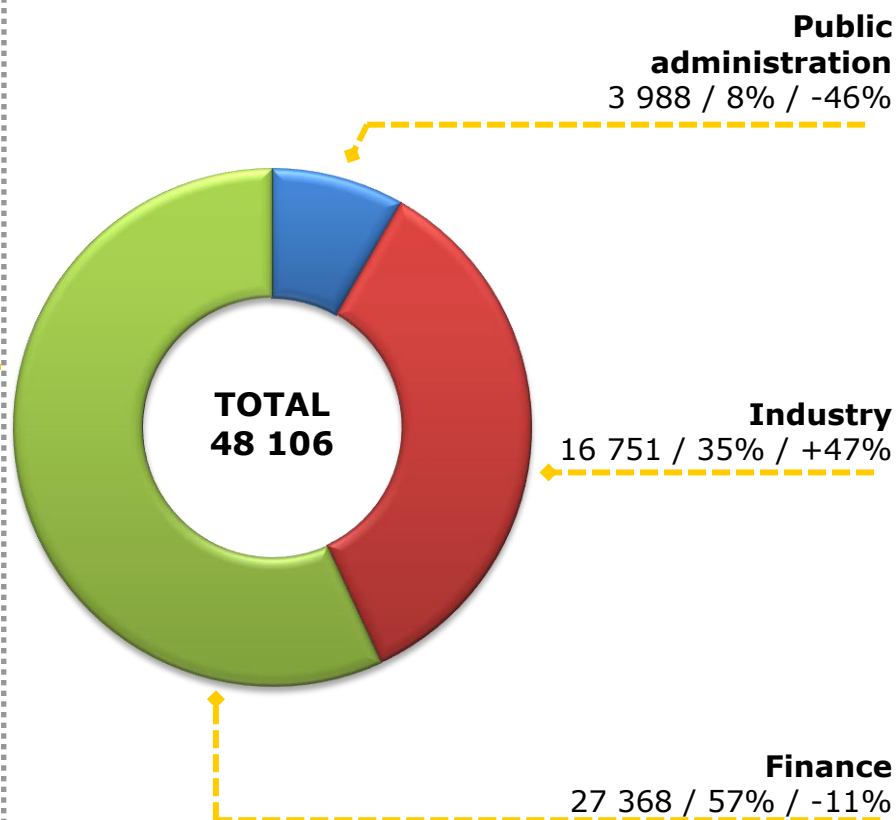
# ASSECO SEE GROUP 2010 RESULTS (FINANCIAL STATEMENT)

## CONSOLIDATED HY 2010 SALES STRUCTURE (REVENUE)

### Products\*



### Market Segments\*



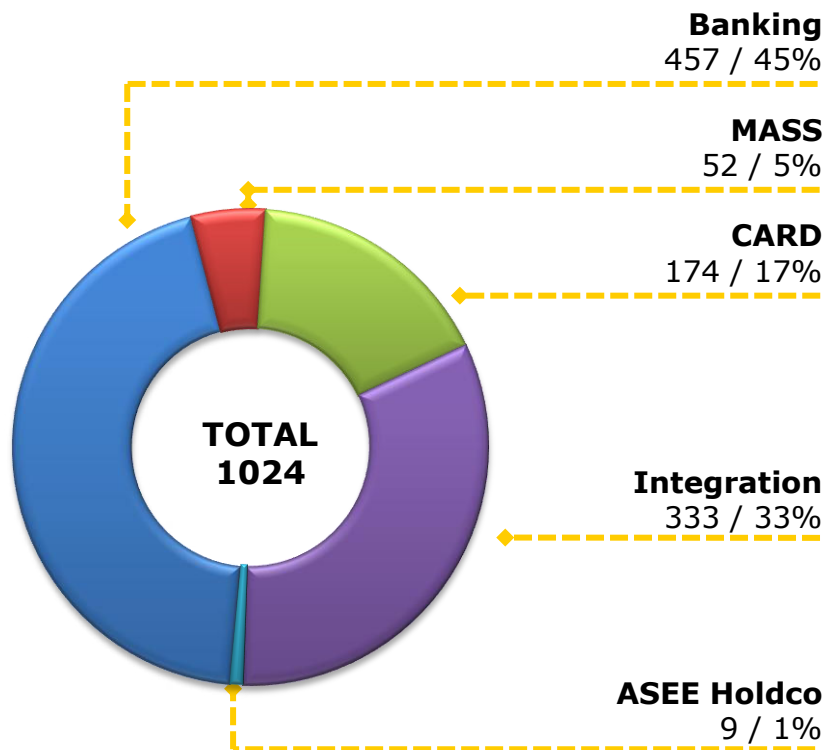
\* All data in EUR thousands / % in total HY 2010 sales / % change to HY 2009 sales



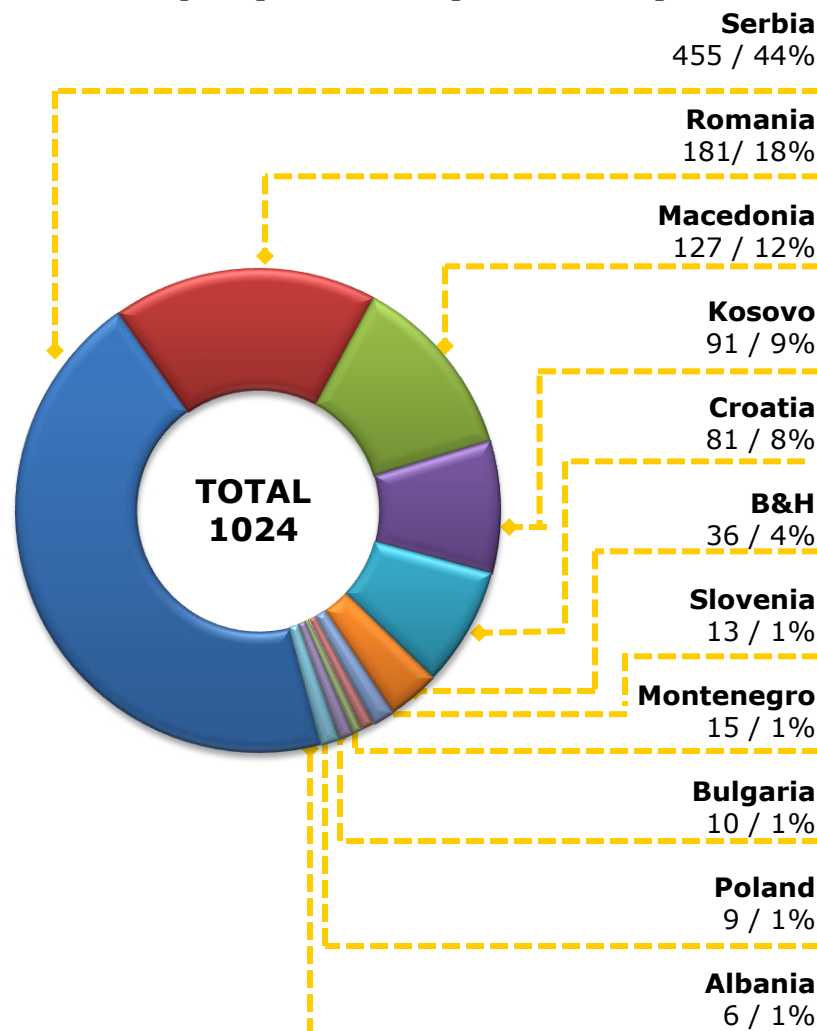
# ASSECO SEE GROUP 2010 RESULTS

## CONSOLIDATED HY 2010 EMPLOYEE STRUCTURE

### Employment by BU\*



### Employment by Country\*





## CONTENTS

### 1. BASIC FINANCIAL DATA

- Financial Data

- Main contracts

### 2. DETAILED FINANCIAL DATA



## IMPORTANT CONTRACTS – PIPELINE:

- B&H; Ro&Mld; Srb&Mntg; 4 banks, ASEBA Core Banking, Q3,Q4 2010/Q1 2011
- Cro, Srb&Mntg; 3 banks, ASEBA Core +Experience, Q4 2010 / Q2 2011, 3\*1.1m EUR
  
- Srb&Mntg;Mac; 4 banks, ASEBA Tezauri Basel 2, Q3 /Q4 2010, Q1 2011, 4\*0.25mEUR
- Ro&Mld; 4 banks, IFRS reporting, Central Bank Regulations 0.7m EUR,
  
- Kosovo&Albania; postal counter automation, Q4 2010, 0,5M EUR
- Kosovo&Albania; tax mngt system, Q4 2010, 1M EUR
- Mac; Min of Agriculture System for collecting product price info; Q2 2011, 0.3M EUR
- Ro&Mld; Min of Communication and IT, E-Ro information portal, Q4 2010/2011; 0.9m EUR
- Ro&Mld; National Institute of Statistics; Data collection portal, 4M EUR; Q3/Q4 2010
- Ro&Mld; Agricultural Census 1&2, Q3 1.6m EUR
  
- MASS; major international deal for one big client, Q4 2010, 0.6-0.8M EUR
- MASS; development of Polish, Romanian and Serbian markets; few deals on each market;
  
- CARD; establishing Bulgarian and Albania operations;
- CARD; strengthening Slovenian and Bosnian and Croatian presence;



## CONTENTS

### 1. BASIC FINANCIAL DATA

- Financial Data
- Main contracts

### 2. DETAILED FINANCIAL DATA



## ADDITIONAL INFORMATION

### Financial liquidity

| mPLN (mEUR)                | Asseco SEE         | Asseco SEE Group    |
|----------------------------|--------------------|---------------------|
| Short and long term debt   | 0                  | -2                  |
| Cash and cash equivalents  | 44                 | 111                 |
| <b>Cash – debt</b>         | <b>44 (11m €)*</b> | <b>109 (27m €)*</b> |
| Receivables                | 1                  | 61                  |
| Liabilities                | 0                  | -32                 |
| Inventory                  | 0                  | 14                  |
| <b>Operational Balance</b> | <b>45</b>          | <b>150</b>          |

21,7 m – ASEE in Mac  
12,7 m – ASEE in Srb  
18,6 m – ASEE in Rom  
7,3 m – ASEE in Cro

2,1 m – ASEE in Rom  
4,2 m – ASEE in Mac  
6,1 m – ASEE in Srb  
1,3 m – ASEE in Kos  
0,3 m – other

*Expected in&outflows:*

*-dividend from subsidiaries to Holdco*

*-ITD. and EST acquisition*

*- dividends to shareholders of ASEE (Holdco)*

*+4,50 mEUR*

*-8,40 mEUR*

*-1,30 mEUR*

\* Kurs 4,1458 PLN/EUR



## DETAILED FINANCIAL RESULTS

### CONSOLIDATED PROFIT AND LOSS ACCOUNT

| kPLN                                             | 1HY 2010       | 1HY 2009       |             |
|--------------------------------------------------|----------------|----------------|-------------|
| <b>Revenue</b>                                   | <b>192 627</b> | <b>224 661</b> | <b>-14%</b> |
| Profit on sales                                  | 45 673         | 54 188         | -16%        |
| Sales cost                                       | -9 624         | -9 115         | 6%          |
| General and administration cost                  | -15 200        | -13 931        | 9%          |
| Other operational income                         | 979            | 900            | 9%          |
| Other operational cost                           | -339           | -456           | -26%        |
| <b>Profit from operational activity</b>          | <b>21 489</b>  | <b>31 586</b>  | <b>-32%</b> |
| Financial income                                 | 1 647          | 2 074          | -21%        |
| Financial cost                                   | -2 094         | -1 700         | 23%         |
| Share in profits of affiliates                   | 0              | 0              | n/a         |
| Profit from dultion                              | 0              | 0              | n/a         |
| Gross profit                                     | 21 042         | 31 960         | -34%        |
| Net Profit of Asseco SEE                         | <b>17 847</b>  | <b>27 865</b>  | <b>-36%</b> |
| <b>Net profit for shareholders of Asseco SEE</b> | <b>17 984</b>  | <b>20 187</b>  | <b>-11%</b> |

67 m – ASEE in Rom (-30%;-21%)  
60 m – ASEE in Srb (-7%;5%)  
45 m – ASEE in Mac (3%;16%)  
13 m – ASEE in Cro (-35%;-26%)  
10 m – ASEE in Kos

-0,03 m – costs of reinvocing  
-0,12 m – donations  
-0,1 m – costs of post-accident repairs

7,7 m – ASEE in Srb (-22%;-12%)  
5,4 m – ASEE in Mac(-29%;-20%)  
6,7 m – ASEE in Rom(-28%;-19%)  
1,7 m – ASEE in Cro (-64%;-60%)

1,1 m – deposit interests  
0,4 m – positive exch.diff.

-1,8 m – negative exch. diff.  
-0,1 m – bank fees and commissions

\* Data in brackets (in PLN change; in EUR change)



## DETAILED FINANCIAL RESULTS

### CONSOLIDATED BALANCE SHEET

| mIn PLN                   | June 30,<br>2010 | March 31,<br>2010 | ▲          |
|---------------------------|------------------|-------------------|------------|
| <b>Fixed assets</b>       | <b>452</b>       | <b>436</b>        | <b>12%</b> |
| Incl.:                    |                  |                   |            |
| Intangibles assets        | 8                | 8                 | 1%         |
| Goodwill                  | 430              | 415               | 4%         |
| <b>Operational assets</b> | <b>223</b>       | <b>199</b>        | <b>43%</b> |
| Incl.:                    |                  |                   |            |
| Trade recievables         | 61               | 46                | 31%        |
| Cash                      | 111              | 100               | 11%        |
| <b>Total asstes</b>       | <b>676</b>       | <b>635</b>        | <b>21%</b> |

| mIn PLN                               | June 30,<br>2010 | March 31,<br>2010 | ▲           |
|---------------------------------------|------------------|-------------------|-------------|
| <b>Own capital</b>                    | <b>576</b>       | <b>551</b>        | <b>4%</b>   |
| <b>Longterm liabilities</b>           | <b>12</b>        | <b>11</b>         | <b>123%</b> |
| Incl.:                                |                  |                   |             |
| Loans, credits, securities            | 0                | 0                 | 0%          |
| Longterm financial liabilities        | 10               | 9                 | 971%        |
| <b>Shortterm liabilities</b>          | <b>87</b>        | <b>73</b>         | <b>12%</b>  |
| Incl.:                                |                  |                   |             |
| Loans, credits, securities            | 2                | 3                 | -7%         |
| Trade liabilities                     | 32               | 26                | 17%         |
| Financial liabilities                 | 8                | 6                 | 0%          |
| <b>Total capitals and liabilities</b> | <b>676</b>       | <b>635</b>        | <b>21%</b>  |

Diff explanation:  
18 positive exchange rate diff.  
4 fin. Results from previous years

Diff explanation:  
9,3 m – put option in Multicard  
0,5 m – x-Card

Diff explanation:  
7,2 dividend payments  
0,5 financial leasing