

Solutions  
for demanding  
business.

asreco

SOUTH EASTERN EUROPE

# Financial Results for Q1 2016 And Business Update

April 25th, 2016

Warsaw

# Q1 2016 results

# Q1 2016 highlights

- **New resources** fully covered by **growing business**
- **Acquisition of ChipCard** – new elements in Payment offer
- New references from markets **outside SEE region** (Egypt)
- Growth of **Payment** fueled by traditional delivery and maintenance in Q1'16
- Improvement in **Integration** mainly in infrastructure delivery and associated services
- Slower quarter for **Banking** due to delayed projects and provisions but promising pipeline

# Strong Q1'16 albeit slightly lower than last year

|                  | mEUR         |              |        | mPLN    |         |        |
|------------------|--------------|--------------|--------|---------|---------|--------|
|                  | Q1 2016      | Q1 2015      | % Diff | Q1 2016 | Q1 2015 | % Diff |
| Revenue          | 27,5         | 23,8         | +16%   | 119,9   | 98,6    | +22%   |
| EBITDA           | 4,3          | 4,0          | +7%    | 18,9    | 16,8    | +13%   |
| EBIT             | 2,3          | 2,4          | -1%    | 10,2    | 9,9     | +4%    |
| NPAT             | 1,9          | 2,0          | -4%    | 8,1     | 8,1     | +1%    |
| <i>EBITDA %</i>  | <i>15,8%</i> | <i>17,0%</i> |        |         |         |        |
| <i>EBIT %</i>    | <i>8,5%</i>  | <i>10,0%</i> |        |         |         |        |
| Normalized EBIT* | 2,3          | 2,2          | +4%    | 10,2    | 9,3     | +10%   |
| Normalized NPAT* | 1,9          | 1,7          | +9%    | 8,1     | 7,1     | +14%   |

\* Excluding return of tax on civil law transactions overpaid in 2008-10

# Comparable EBIT despite investments in new resources

| mEUR         | Revenue     |             |            |             | EBIT       |            |            |            |
|--------------|-------------|-------------|------------|-------------|------------|------------|------------|------------|
|              | Q1 2016     | Q1 2015     | Diff       | % Diff      | Q1 2016    | Q1 2015    | Diff       | % Diff     |
| B&H          | 0,9         | 1,0         | -0,1       | -7%         | 0,1        | 0,2        | 0,0        | -24%       |
| Cro          | 4,2         | 3,7         | 0,4        | +11%        | -0,1       | -0,1       | 0,0        | -22%       |
| Mon          | 0,3         | 0,3         | 0,0        | +6%         | 0,1        | 0,1        | 0,0        | -2%        |
| Mac          | 2,8         | 2,9         | -0,1       | -4%         | 0,6        | 0,6        | 0,0        | +5%        |
| Rom          | 4,1         | 3,7         | 0,3        | +9%         | 0,0        | 0,1        | -0,2       | -131%      |
| Ser          | 9,1         | 6,8         | 2,3        | +34%        | 0,8        | 0,7        | 0,1        | +23%       |
| Slo          | 1,1         | 0,7         | 0,4        | +65%        | 0,2        | 0,1        | 0,0        | +17%       |
| Tur          | 3,5         | 3,0         | 0,5        | +16%        | 0,5        | 0,4        | 0,1        | +39%       |
| Other*       | 1,6         | 1,6         | 0,0        | -1%         | 0,2        | 0,3        | -0,2       | -47%       |
| <b>GASEE</b> | <b>27,5</b> | <b>23,8</b> | <b>3,8</b> | <b>+16%</b> | <b>2,3</b> | <b>2,4</b> | <b>0,0</b> | <b>-1%</b> |

# Lower net cash due to acquisition and repaid liabilities

| mEUR                                        | Asseco SEE Group |             |             |
|---------------------------------------------|------------------|-------------|-------------|
|                                             | Q1 2016          | 2015 YE     | Diff        |
| Cash and cash equivalents                   | 8,8              | 9,8         | -0,9        |
| Short term investments                      | 10,6             | 14,6        | -4,0        |
| Short term and long term debt               | -10,1            | -10,6       | 0,5         |
| <b>Net Cash</b>                             | <b>9,2</b>       | <b>13,7</b> | <b>-4,5</b> |
| Receivables and Prepayments                 | 27,5             | 27,2        | 0,3         |
| Liabilities, Provisions and Deferred Income | -22,3            | -26,0       | 3,7         |
| Inventory                                   | 4,5              | 3,6         | 0,9         |
| <b>Operational Balance</b>                  | <b>19,0</b>      | <b>18,5</b> | <b>0,5</b>  |

PLN 21.8m dividend to be distributed on July 15th  
(PLN 0.42 per share)

# Cash conversion ratio in line with expectations

| mEUR                                        | Asseco SEE Group |      |       |
|---------------------------------------------|------------------|------|-------|
|                                             | Q1 2016 LTM      | 2015 | 2014  |
| Operating cash flow                         | 18,4             | 20,1 | 18,3  |
| Debt increase                               | -0,3             | 0,6  | 8,0   |
| - CAPEX - IT Infrastructure for outsourcing | -6,2             | -7,2 | -10,1 |
| - Other CAPEX                               | -1,9             | -2,0 | -2,4  |
| - Capitalized R&D                           | -1,2             | -1,2 | -1,9  |
| Free cash flow                              | 8,8              | 10,3 | 11,9  |
| Cash conversion ratio*                      | 69%              | 81%  | 108%  |

\*Cash conversion ratio calculated as Free cash flow to EBIT



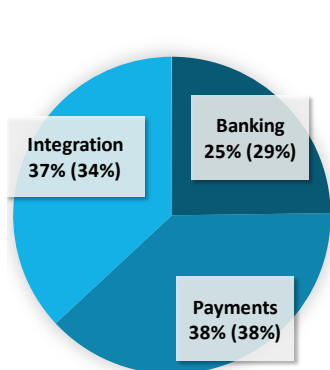
## Strong Payment and recovering Integration compensate drop in Banking

| mEUR                    | Revenue     |             |            |
|-------------------------|-------------|-------------|------------|
|                         | Q1 2016     | Q1 2015     | Diff       |
| Banking                 | 6,8         | 6,8         | 0,0        |
| Payments                | 10,5        | 8,9         | 1,6        |
| Integration             | 10,2        | 8,0         | 2,2        |
| Other                   | 0,0         | 0,0         | 0,0        |
| <b>Asseco SEE Group</b> | <b>27,5</b> | <b>23,8</b> | <b>3,8</b> |

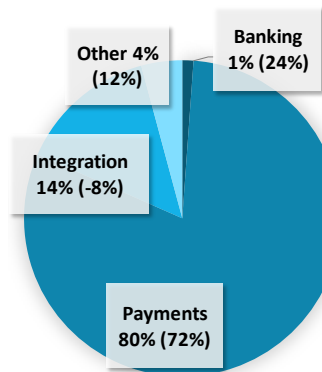
|                         | EBITDA     |            |            |
|-------------------------|------------|------------|------------|
|                         | Q1 2016    | Q1 2015    | Diff       |
| Banking                 | 0,4        | 0,9        | -0,5       |
| Payments                | 3,2        | 2,7        | 0,5        |
| Integration             | 0,6        | 0,1        | 0,5        |
| Other                   | 0,1        | 0,3        | -0,2       |
| <b>Asseco SEE Group</b> | <b>4,3</b> | <b>4,0</b> | <b>0,3</b> |

|                         | EBIT       |            |            |
|-------------------------|------------|------------|------------|
|                         | Q1 2016    | Q1 2015    | Diff       |
| Banking                 | 0,0        | 0,6        | -0,5       |
| Payments                | 1,9        | 1,7        | 0,2        |
| Integration             | 0,3        | -0,2       | 0,5        |
| Other                   | 0,1        | 0,3        | -0,2       |
| <b>Asseco SEE Group</b> | <b>2,3</b> | <b>2,4</b> | <b>0,0</b> |

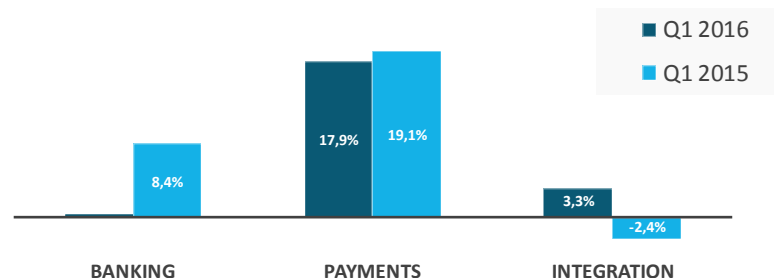
Revenue per BUs Q1 2016



EBIT per BUs Q1 2016



Profitability per BU



# Q1 2016 Interesting Deals

## Banking

- **Digital banking** project for MTS banka a.d. Beograd
- **Display Card** for bank in Romania
- **Authentication solutions (PKI RDS and Trides)** for Croatian banks and an agency

## Payment

- **MSU** – payment hosting solution for a leading industrial and financial holding in Turkey
- First delivery, installation and maintenance of **Wincor ATMs** in OTP banka in Croatia
- Deliveries, installation and maintenance of **ATMs** to Zagrebačka banka and Croatian POST bank

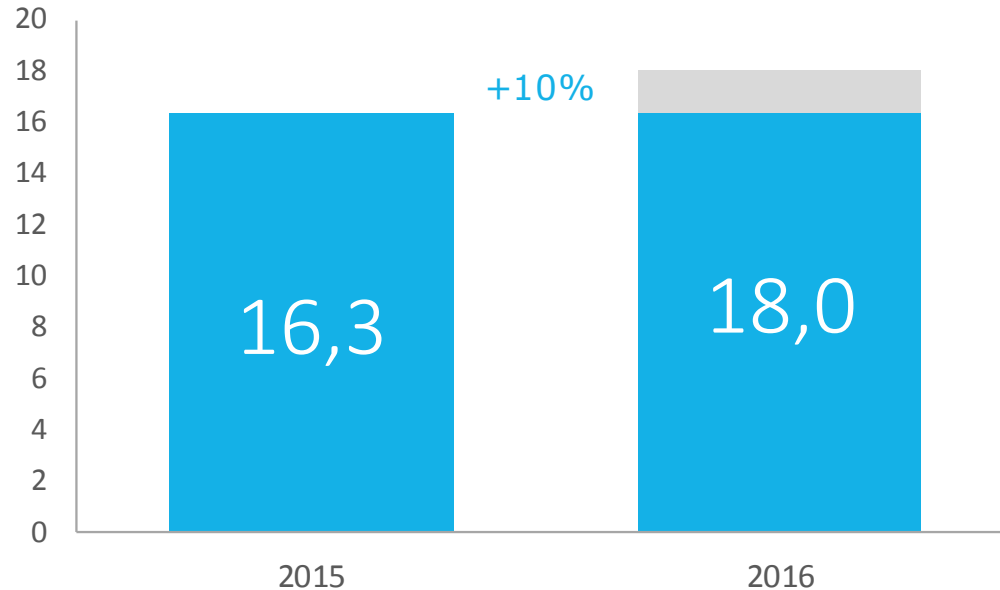
## System Integration

- **LeaseFlex** for GLC in Egypt
- Implementation of **Dynatrace APM** at a research agency and payment company in Turkey
- **Infrastructure** for international bank in Romania
- **Microsoft Licenses** for IT companies in Romania

# Outlook for 2016

# Increase in backlog for Q2 2016

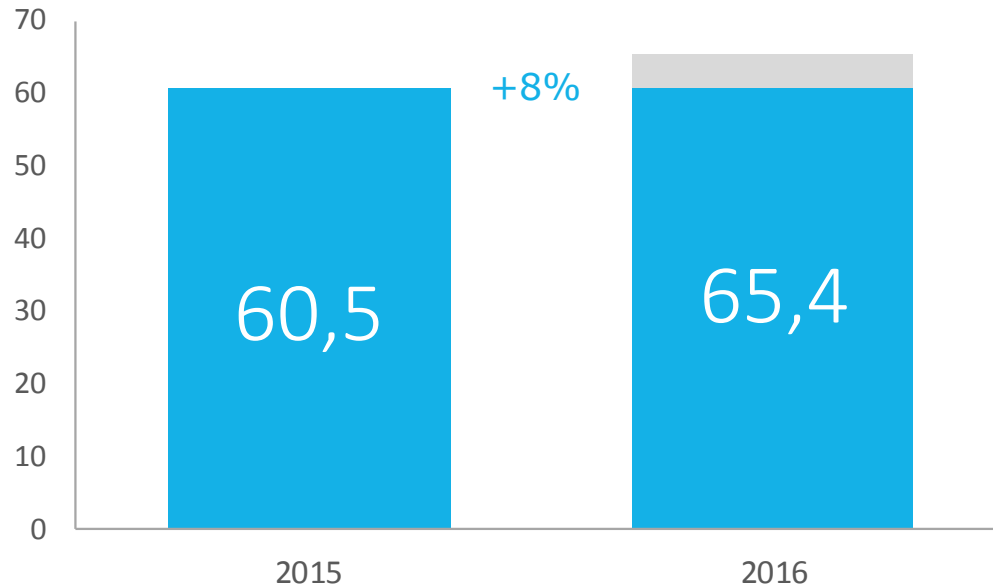
| mEUR        | 2015* | 2016* | % Diff |
|-------------|-------|-------|--------|
| Revenues BL | 23,4  | 26,9  | +15%   |
| Margin1 BL  | 16,3  | 18,0  | +10%   |



\* 2015 as at 13-Apr-2015, 2016 as at 12-Apr-2016

# Increase in backlog for 2016

| mEUR        | 2015* | 2016* | % Diff |
|-------------|-------|-------|--------|
| Revenues BL | 79,7  | 92,9  | +17%   |
| Margin1 BL  | 60,5  | 65,4  | +8%    |



\* 2015 as at 13-Apr-2015, 2016 as at 12-Apr-2016

# Thank you

<http://asseco.com/see/>

# Legal disclaimer

The content presented in this presentation is subject to copyright protection and has the ownership title. Texts, graphics, photographs, sound, animations and videos as well as their distribution in the presentation are protected under the Copyright and related rights Law. Unauthorized use of any material contained in the presentation herein may constitute an infringement of copyright, trademark or other laws. The materials in this presentation may not be modified, copied, publicly presented, executed, distributed or used for any other public or commercial purposes, unless the Board of Asseco South Eastern Europe S.A. gives consent in writing. Copying for any purpose, including commercial use, distribution, modification or acquisition of the contents of this presentation by third parties is prohibited. Moreover, this presentation may contain reference to third-party offers and services. Terms of use for such offers and services are defined by these entities.

Asseco South Eastern Europe S.A. assumes no responsibility for the conditions, contents and effects of the use of offers and services of these entities. The data and information contained in this presentation are for information purposes only. Presentation was prepared with the use of  company products.

The name and logo of Asseco are registered trademarks by Asseco South Eastern Europe S.A. parent company – Asseco Poland S.A. and cannot be used without prior express consent.

**asreco**

**SOUTH EASTERN EUROPE**