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SOUTH EASTERN EUROPE

# Financial Results for H1 2020 And Business Update

August 6th, 2020

Warsaw

# 2Q 2020 results

## 2Q 2020: Highlights

- Very good quarter thanks to growing Payment and improved efficiency in all segments
  - Growing **POS RS** and **ATM RS** business and maintained performance of **eCommerce**, including **3D secure** (Trides and hosted ACS), contribute to improving results of Payment
  - Demand for multichannel solutions and mobile banking together with higher efficiency translate to further growth in **profitability** of **Banking**
  - Better results in **Dedicated solutions** due to cost savings in **own solutions**
- Acquisitions of Croatian ECR companies IPS and GRC as an important addition to merchant-oriented solutions portfolio
- **No** significant impact of **COVID-19** on ASEE and Payten business **so far**

# 2Q 2020 ASEE Best Deals.

## Banking

- **Core Banking Payment** module for a bank in Serbia
- **Product delivery** for a bank in Serbia
- **DWH and Regulatory Reporting** for a bank in Serbia
- **Digital Edge** (Omnichannel) for Halkbank in Serbia
- **Mobile Banking** licences and yearly support for a bank in Romania
- **PSD2 API Aggregator** for a bank in Romania
- **Digital Edge** (Omnichannel) and **SxS** (authentication) licenses for a bank in Romania
- **DE/DO** (Omnichannel and Digital Loan Origination) for a bank in Croatia
- **Jimba** (Mobile banking) modification for an international Bank in Croatia
- **PFM** licenses and maintenance for a company in Italy

## 2Q 2020 ASEE Best Deals.

### Dedicated solutions

- **LIVE** (Colaborative, help desk and CC solution) for a bank in Uzbekistan
- **DSM** (Document Management) for a bank in Serbia
- **Solution for business improvement** with digital archiving for a Public Institution in Serbia (National employment service)
- **Electronic office DMS** (Document Management) for an insurance fund in Serbia (Republic Pension and Disability Insurance Fund)
- **Integrated software platform for reliability and security** of user business software for a utility company in Serbia (Public enterprise of electric power company of Serbia)
- **JAVA BPM – Digital Signature** for insurance company in Romania

# 2Q 2020 Payten Best Deals.

## eCommerce

- **MSU** for **car rental, fintech and telecom** companies in Turkey

## POS and ATM Related Services

- **IPD model:**
  - 750 EFT POS terminals for Tommy (Top 5 biggest retailers in Croatia)
  - 650 EFT POS terminals for Studenac (Top 10 biggest retailers in Croatia)
  - 22 EFT POS terminals and 30 unattended devices Highway Zagreb – Macelj (1 of 3 highway authorities in Croatia)
- Affiliation, sale and maintenance of POS terminals for Bancolombia (main acquirer) and Redeban (processor)
- Sale and maintenance of POS terminals for Cardnet in Dominicana (major acquirer and processor)
- Merchant acquisition for izipay in Peru (processor) as the first step towards a payment facilitator model
- **POS outsourcing** for a bank in Slovenia
- **TermHost/CashIn** Software for an international bank in Serbia
- **ATM outsourcing** for Podravska bank in Croatia

## 2Q'20: Improving results in all segments

	mEUR		
	Q2 2020	Q2 2019	% Diff
Revenue	52.0	46.3	+12%
EBITDA	12.3	9.0	+36%
EBIT	8.0	5.4	+48%
NPAT	6.1	4.3	+41%
<i>EBITDA %</i>	<i>23.7%</i>	<i>19.5%</i>	
<i>EBIT %</i>	<i>15.3%</i>	<i>11.6%</i>	
EBIT non-IFRS	8.1	5.6	+46%
NPAT non-IFRS	6.5	4.1	+61%

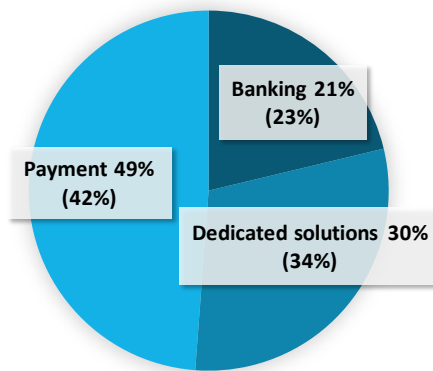
	mPLN		
	Q2 2020	Q2 2019	% Diff
	233.4	198.2	+18%
	55.2	38.7	+43%
	35.7	23.1	+55%
	27.5	18.6	+48%
	36.6	23.9	+53%
	29.3	17.4	+68%



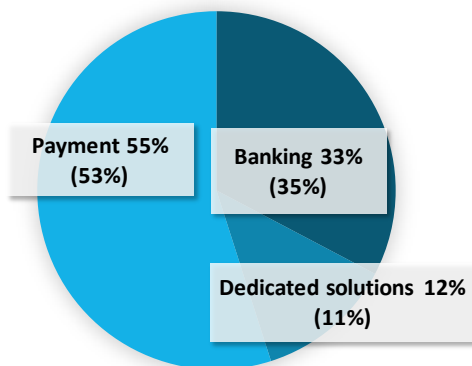
# 2Q'20: Growth in Payment. Higher efficiency in all segments

mEUR	Revenue			EBITDA			EBIT		
	Q2 2020	Q2 2019	Diff	Q2 2020	Q2 2019	Diff	Q2 2020	Q2 2019	Diff
Payment	25.4	19.7	5.7	7.7	5.6	2.1	4.4	2.9	1.5
Non-Payment	26.6	26.7	0.0	4.7	3.5	1.2	3.6	2.5	1.1
Banking	11.1	10.7	0.4	3.2	2.5	0.7	2.6	1.9	0.7
Dedicated solutions	15.6	16.0	-0.4	1.4	1.0	0.4	1.0	0.6	0.4
<b>Asseco SEE Group</b>	<b>52.0</b>	<b>46.3</b>	<b>5.7</b>	<b>12.3</b>	<b>9.0</b>	<b>3.3</b>	<b>8.0</b>	<b>5.4</b>	<b>2.6</b>

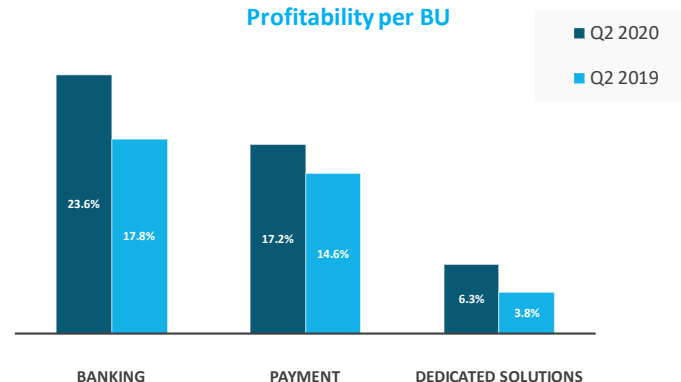
Revenue per BUs Q2 2020



EBIT per BUs Q2 2020



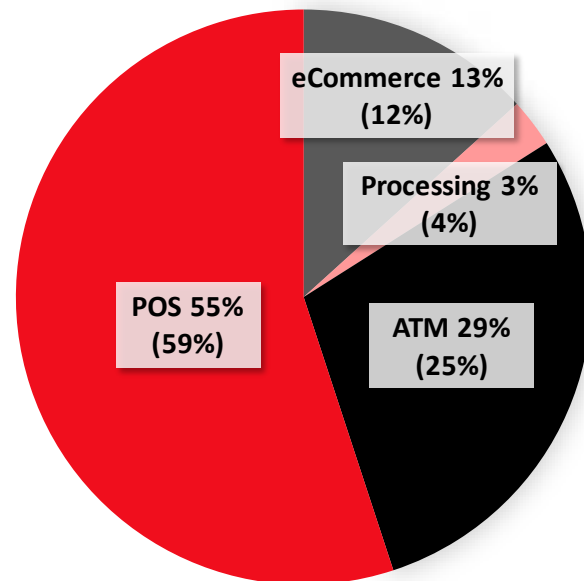
Profitability per BU



## 2Q'20: Dynamic growth in ATM and eCommerce

mEUR	Revenue		
	Q2 2020	Q2 2019	Diff
eCommerce	3.4	2.5	0.9
Processing	0.7	0.8	-0.1
ATM	7.3	4.9	2.5
POS	14.0	11.5	2.4
<b>Payment</b>	<b>25.4</b>	<b>19.7</b>	<b>5.7</b>

Revenue per BUs Q2 2020



## 2Q'20: Improvement in most markets. Strong Serbia and Croatia

mEUR	Revenue				EBIT			
	Q2 2020	Q2 2019	Diff	% Diff	Q2 2020	Q2 2019	Diff	% Diff
B&H	2.4	1.6	0.8	+50%	0.3	0.1	0.2	+133%
Croatia	8.7	7.0	1.7	+25%	1.8	1.1	0.7	+59%
Iberia	6.7	7.4	-0.7	-10%	0.8	0.3	0.5	+173%
Latam	0.9	1.0	-0.1	-8%	-0.1	0.1	-0.2	
Macedonia	2.6	3.1	-0.5	-16%	0.3	0.5	-0.2	-41%
Romania	7.3	8.0	-0.8	-10%	0.2	0.4	-0.2	-46%
Serbia	14.9	12.8	2.2	+17%	2.0	1.1	0.9	+78%
Turkey	4.7	3.5	1.1	+32%	1.4	1.1	0.3	+25%
Central Europe	2.1	0.6	1.4	+241%	0.4	0.2	0.2	+95%
Other*	4.1	3.3	0.9	+27%	0.9	0.4	0.6	+169%
Eliminations	-2.3	-1.9	-0.4		-0.1	0.0	-0.1	
<b>GASEE</b>	<b>52.0</b>	<b>46.3</b>	<b>5.7</b>	<b>+12%</b>	<b>8.0</b>	<b>5.4</b>	<b>2.6</b>	<b>+48%</b>

\*Other entities include: Albania, Bulgaria, Egypt, Kosovo, Montenegro, Slovenia

# 1H 2020 results

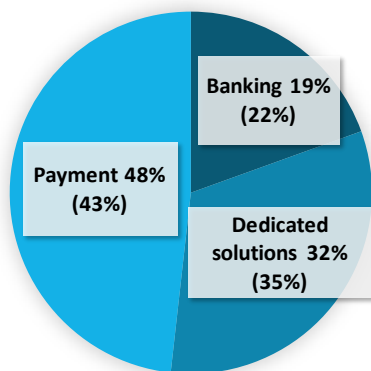
# 1H'20: Dynamic profit growth in all segments

	mEUR				mPLN		
	H1 2020	H1 2019	% Diff		H1 2020	H1 2019	% Diff
Revenue	104.6	87.9	+19%		464.3	377.0	+23%
EBITDA	23.1	17.4	+33%		102.7	74.7	+38%
EBIT	14.4	10.4	+39%		64.0	44.6	+44%
NPAT	11.5	8.7	+33%		51.2	37.2	+38%
<i>EBITDA %</i>	<i>22.1%</i>	<i>19.8%</i>					
<i>EBIT %</i>	<i>13.8%</i>	<i>11.8%</i>					
EBIT non-IFRS	14.8	10.8	+38%		65.7	46.1	+43%
NPAT non-IFRS	12.0	8.6	+39%		53.5	37.0	+44%

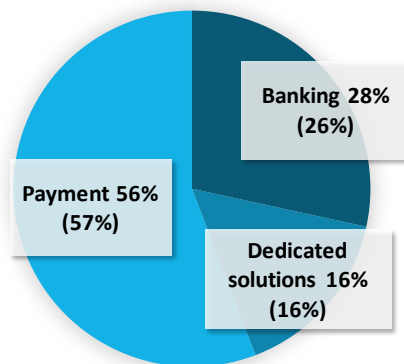
# 1H'20: Growth in all segments. Higher efficiency in Banking

mEUR	Revenue			EBITDA			EBIT		
	H1 2020	H1 2019	Diff	H1 2020	H1 2019	Diff	H1 2020	H1 2019	Diff
Payment	50.4	37.5	12.9	14.7	11.2	3.5	8.0	6.0	2.1
Non-Payment	54.1	50.4	3.7	8.5	6.2	2.2	6.4	4.4	1.9
Banking	20.4	19.7	0.7	5.3	3.8	1.5	4.1	2.7	1.4
Dedicated solutions	33.8	30.7	3.0	3.2	2.4	0.7	2.3	1.7	0.6
<b>Asseco SEE Group</b>	<b>104.6</b>	<b>87.9</b>	<b>16.6</b>	<b>23.1</b>	<b>17.4</b>	<b>5.7</b>	<b>14.4</b>	<b>10.4</b>	<b>4.0</b>

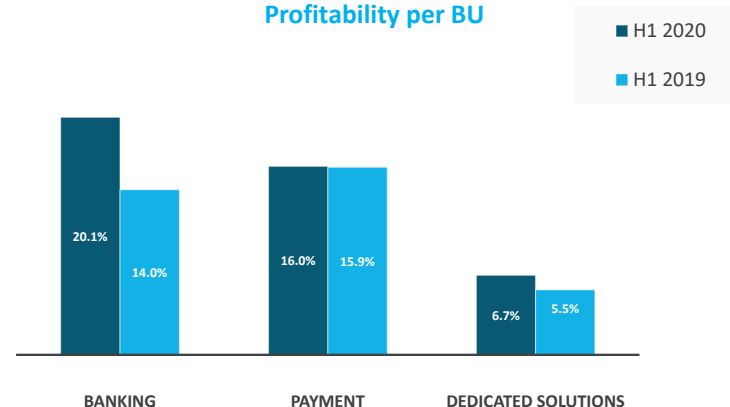
Revenue per BUs H1 2020



EBIT per BUs H1 2020



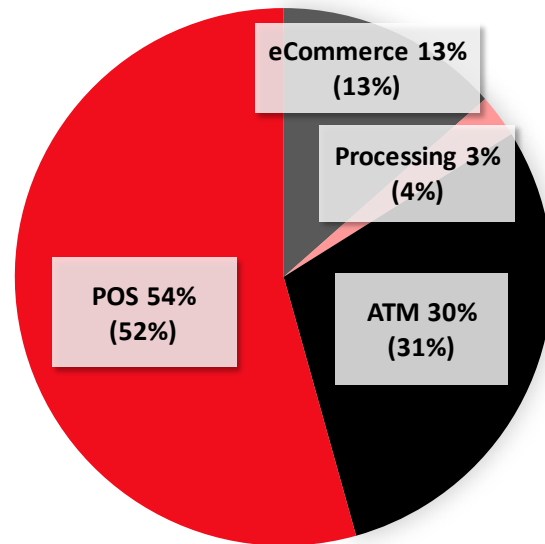
Profitability per BU



# 1H'20: New acquisitions contributing mainly to POS

mEUR	Revenue		
	H1 2020	H1 2019	Diff
eCommerce	6.8	4.8	2.0
Processing	1.3	1.5	-0.2
ATM	14.9	11.8	3.1
POS	27.4	19.4	8.0
<b>Payment</b>	<b>50.4</b>	<b>37.5</b>	<b>12.9</b>

Revenue per BUs H1 2020



# 1H'20: Improvement in most markets. Strong Serbia

mEUR	Revenue				EBIT			
	H1 2020	H1 2019	Diff	% Diff	H1 2020	H1 2019	Diff	% Diff
B&H	4.2	3.7	0.5	+12%	0.6	0.5	0.1	+26%
Croatia	16.5	14.8	1.6	+11%	2.5	1.9	0.6	+29%
Iberia	12.9	11.6	1.3	+11%	0.9	0.5	0.4	+92%
Latam	2.1	1.6	0.5	+29%	0.0	0.1	-0.1	
Macedonia	7.9	5.8	2.1	+36%	1.0	1.2	-0.2	-19%
Romania	13.2	13.6	-0.4	-3%	0.5	0.4	0.1	+19%
Serbia	31.0	26.8	4.2	+16%	3.9	2.4	1.5	+64%
Turkey	9.4	7.2	2.2	+31%	2.9	2.4	0.4	+18%
Central Europe	4.1	1.1	2.9	+257%	0.8	0.4	0.4	+107%
Other*	7.4	5.7	1.7	+30%	1.5	0.7	0.9	+134%
Eliminations	-4.1	-4.1	0.1		-0.1	-0.1	0.0	
<b>GASEE</b>	<b>104.6</b>	<b>87.9</b>	<b>16.6</b>	<b>+19%</b>	<b>14.4</b>	<b>10.4</b>	<b>4.0</b>	<b>+39%</b>

\*Other entities include: Albania, Bulgaria, Egypt, Kosovo, Montenegro, Slovenia



# Liquidity

## Net cash up following strong operational cash flow in 2Q

mEUR	Asseco SEE Group		
	30 June '20	2019 YE	Diff
Cash and short term investments	44.6	47.0	-2.4
Lease liabilities	-15.0	-15.6	0.5
Bank loans and credit lines	-17.6	-21.8	4.2
Deferred payments for acquisitions (short-term)	-2.8	-3.3	0.4
<b>Net Cash</b>	<b>9.1</b>	<b>6.3</b>	<b>2.8</b>
Receivables and Prepayments	52.9	54.4	-1.5
Liabilities, Provisions and Deferred Income	-45.1	-57.1	12.0
Inventory	6.0	8.7	-2.7
<b>Operational Balance</b>	<b>23.0</b>	<b>12.3</b>	<b>10.6</b>

PLN 38,4m (EUR 8,6m) dividend paid on July 8th (PLN 0,74 per share)

# Strong operating cash flow in 2Q improving LTM values

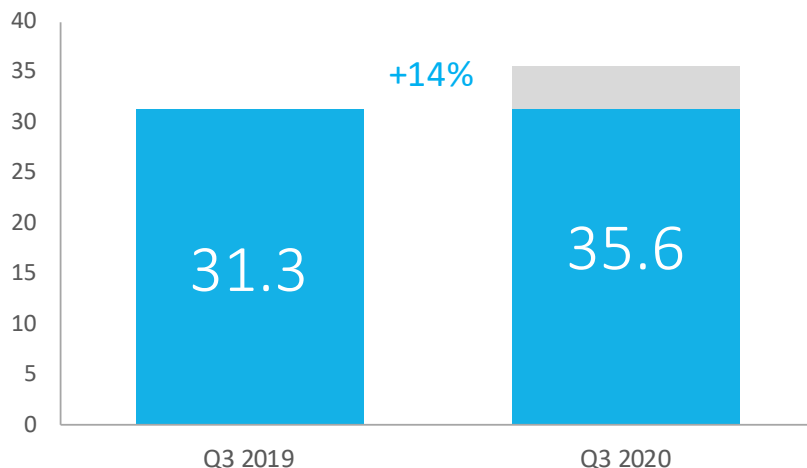
mEUR	Asseco SEE Group		
	H1 2020 LTM	2019	2018
Operating cash flow*	46.1	38.1	29.2
- IT Infrastructure for outsourcing	-5.3	-10.0	-5.8
- infrastructure for IAD	-0.4	-0.5	-1.4
- Capitalized R&D	0.0	0.0	-0.3
- M&A	-10.0	-10.6	0.0
- Other CAPEX	-3.1	-2.1	-2.6
Free cash flow	27.3	14.9	19.1
Debt Increase	8.3	12.7	3.8
Debt Service	-14.7	-12.3	-3.8
Total Cash Flow	20.8	15.2	19.0
Oper CF/EBITDA	99%	93%	104%
FCF/EBIT	92%	58%	109%

\*Excluding investment in outsourcing equipment presented in Inventory

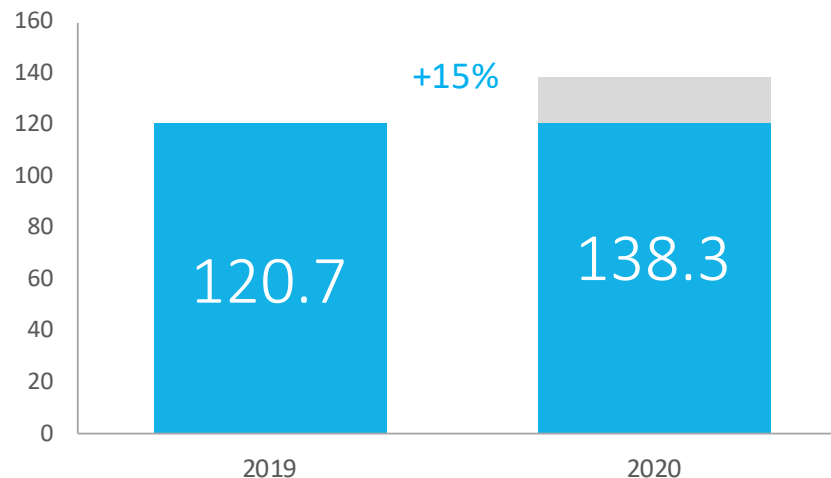
# Outlook for 2020

# Total ASEE Group incl. Payten

	mEUR	Q3 2019	Q3 2020	% Diff
Revenues BL		43.4	53.9	+24%
Margin1 BL		31.3	35.6	+14%



	mEUR	2019	2020	% Diff
Revenues BL		169.3	201.2	+19%
Margin1 BL		120.7	138.3	+15%

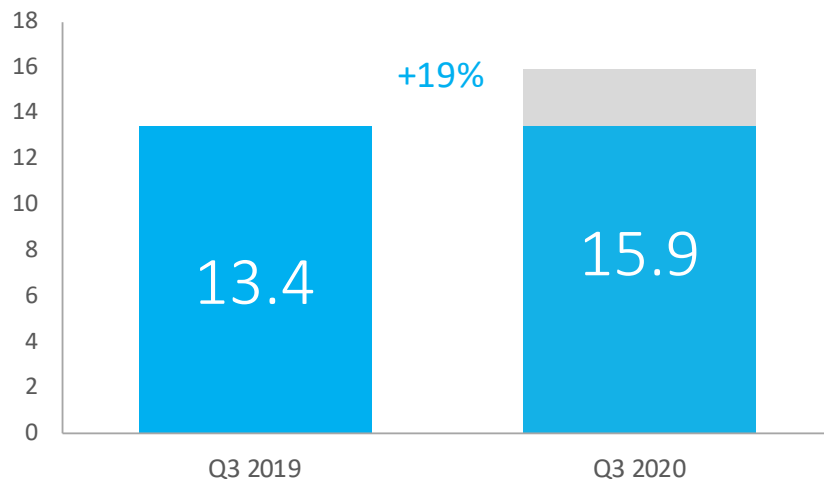


\*Backlog data as at July 24<sup>th</sup>, 2020

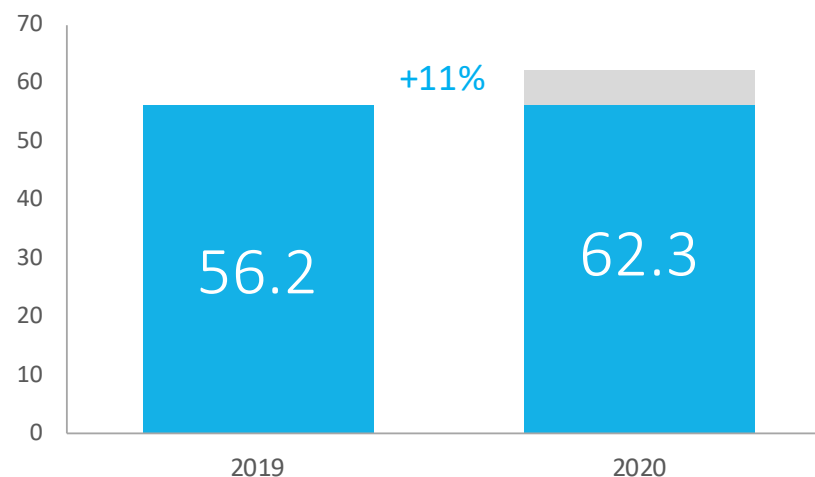
\*\* 2019 backlog including estimated data for acquired entities for period under ASEE control

# Banking and Dedicated solutions

	mEUR	Q3 2019	Q3 2020	% Diff
Revenues BL		20.5	30.5	+49%
Margin1 BL		13.4	15.9	+19%



	mEUR	2019	2020	% Diff
Revenues BL		87.8	107.3	+22%
Margin1 BL		56.2	62.3	+11%

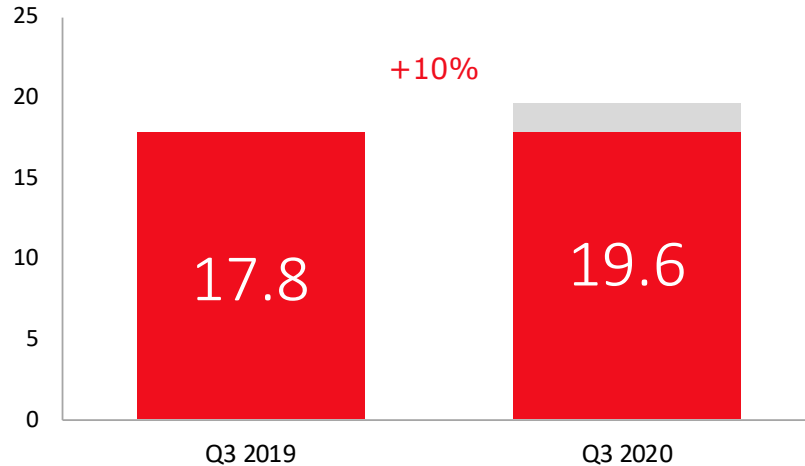


\*Backlog data as at July 24<sup>th</sup>, 2020

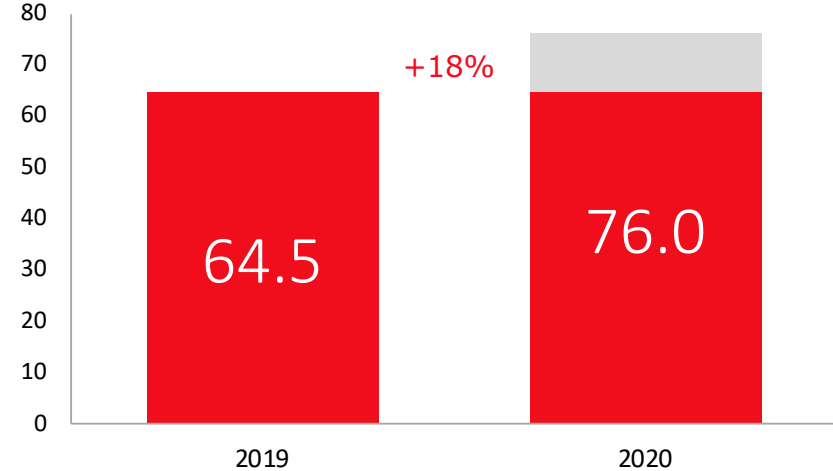
\*\* 2019 backlog including estimated data for acquired entities for period under ASEE control

# Payten

	mEUR	Q3 2019	Q3 2020	% Diff
Revenues BL		22.9	23.3	+2%
Margin1 BL		17.8	19.6	+10%



	mEUR	2019	2020	% Diff
Revenues BL		81.5	93.8	+15%
Margin1 BL		64.5	76.0	+18%



\*Backlog data as at July 24<sup>th</sup>, 2020

\*\* 2019 backlog including estimated data for acquired entities for period under ASEE control

# Thank you

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