

Payten
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SOUTH EASTERN EUROPE

Financial Results for Q1 2019 And Business Update

May 9th, 2019

Warsaw

Q1 2019 results

Q1 2019 highlights

- Q1 results above expectations thanks to all business segments
- Entering Iberia and Latin America markets through acquisition of Necomplus (results consolidated since 1 February)
- Very good performance of eCommerce
- Growing interest in the region for Digital Edge (Channels) and PSD2 Solution
- Growing interest in Digital Origination (Product offering enabling platform)

Q1 ASEE Best Deals.

Banking Business Unit

- **DE** for one of the banks in Romania
- **DE, SxS, Bapo Payment** for one of the banks in Serbia
- **PSD2 Enabler, SxS Mobile Token, Factoring solution** for international bank in Romania
- **PSD2 Enabler (InAct & Multichannel Hub)** for international bank in Croatia
- **Jimba mobile** for an international bank in Croatia
- **SxS** authentication for a bank in Bulgaria
- **SxS, mToken** implementation at international bank in Croatia
- **Instant payment solution outsourcing** for one of the international banks in Serbia

System Integration

- **Live** customer engagement platform to a car dealer in Croatia
- **Fidelity** asset spent management for a bank in Turkey
- Tailor made System for tracking the **maintenance of electric power facilities** (EEO) for Electric power company „Elektroprivreda Srbije“ (EPS)
- Tailor made Application software for **registrars for Ministry of Public Administration** and Local Self-Government in Serbia

Q1 Payten Best Deals.

E-Commerce

- **12 NestPay and MSU contracts signed in Q1**
 - **MSU** for insurance, pension and oil & gas clients
 - **NestPay** for Anadolubank and other cutomers
- **57 Paratika contracts signed in Q1** among others for: Sixt Rente a Car - car rental company, Bugece.co event company, or Timac Agro A.Ş. plant nutrition

ATM and POS Related Services

- **ATM delivery** to an international bank in Croatia
- **POS sale** to a regional bank in BiH
- **ATM outsourcing** to a bank in Serbia
- **POS outsourcing** to a bank in Montenegro
- **POS network development** contract in Peru

Q1 2019: solid organic growth supplemented by N+ results

	mEUR		
	Q1 2019	Q1 2018	% Diff
Revenue	41,6	33,2	+25%
EBITDA	8,4	5,7	+46%
EBIT	4,9	3,1	+58%
NPAT	4,3	2,7	+58%
<i>EBITDA %</i>	<i>20,1%</i>	<i>17,2%</i>	
<i>EBIT %</i>	<i>11,9%</i>	<i>9,4%</i>	

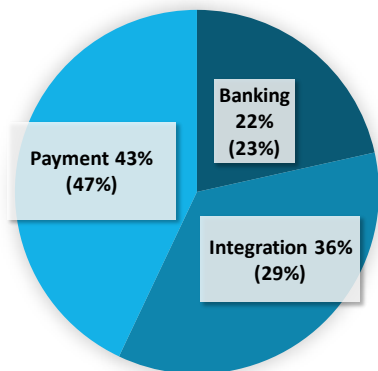
	mPLN		
	Q1 2019	Q1 2018	% Diff
	178,8	138,6	+29%
	36,0	23,9	+51%
	21,2	13,1	+62%
	18,3	11,3	+63%

- N+ acquisition impact (kEur): **Reve** 4 490, **EBITDA** 349, **EBIT** 106 (including -77 PPA amortization), **NPAT** 138
- IFRS16 impact (kEur): **EBITDA** 780, **EBIT** 30, **NPAT** -40

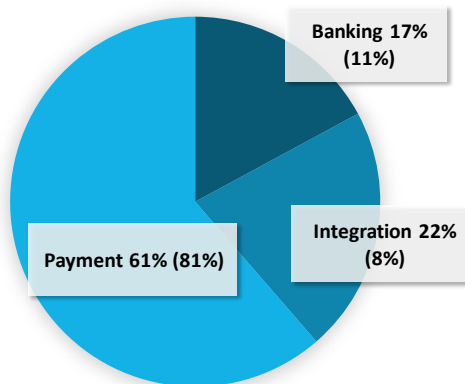
Improvement in all segments

mEUR	Revenue			EBITDA			EBIT		
	Q1 2019	Q1 2018	Diff	Q1 2019	Q1 2018	Diff	Q1 2019	Q1 2018	Diff
Banking	9,0	7,7	1,3	1,3	0,6	0,7	0,8	0,3	0,5
Integration	14,8	9,7	5,1	1,4	0,5	1,0	1,1	0,3	0,8
Non-Payment	23,7	17,4	6,3	2,8	1,1	1,7	1,9	0,6	1,3
Payment	17,9	15,7	2,1	5,6	4,6	1,0	3,0	2,5	0,5
Asseco SEE Group	41,6	33,2	8,4	8,4	5,7	2,7	4,9	3,1	1,8

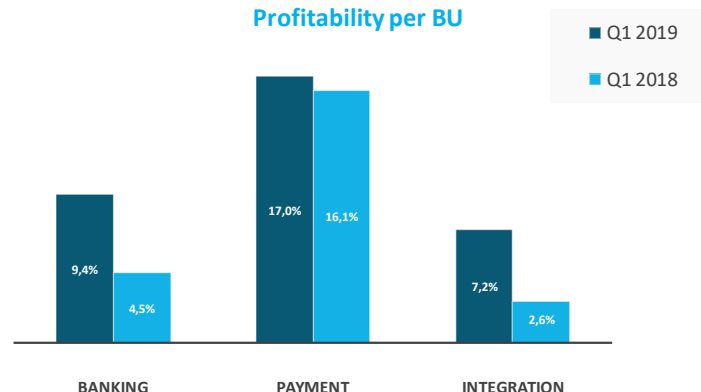
Revenue per BUs Q1 2019



EBIT per BUs Q1 2019



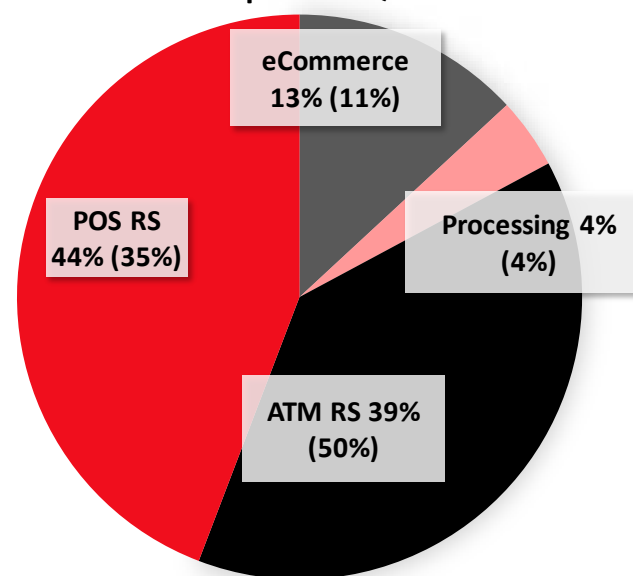
Profitability per BU



POS RS up thanks to N+. Very good eCommerce

mEUR	Revenue		
	Q1 2019	Q1 2018	Diff
eCommerce	2,3	1,8	0,6
Processing	0,7	0,6	0,2
ATM RS	6,9	7,8	-0,9
POS RS	7,9	5,6	2,3
Payment	17,9	15,7	2,1

Revenue per BUs Q1 2019



Outstanding Turkey, improvement in Serbia and Macedonia

mEUR	Revenue				EBIT			
	Q1 2019	Q1 2018	Diff	% Diff	Q1 2019	Q1 2018	Diff	% Diff
B&H	2,1	1,4	0,7	+50%	0,3	0,3	0,1	+19%
Croatia	7,8	8,7	-0,9	-10%	0,8	1,1	-0,4	-32%
Iberia	4,2		4,2		0,1		0,1	
Latam	0,6		0,6		0,0		0,0	
Macedonia	2,8	2,9	-0,2	-6%	0,7	0,2	0,5	+189%
Romania	5,6	6,2	-0,6	-10%	0,0	0,0	0,0	-116%
Serbia	14,0	9,1	5,0	+55%	1,3	0,7	0,6	+86%
Turkey	3,6	3,0	0,6	+21%	1,3	0,3	1,0	+297%
Other	3,0	3,2	-0,2	-8%	0,5	0,5	0,0	+1%
Eliminations	-2,2	-1,4	-0,8	+61%	-0,1	-0,1	0,0	+20%
GASEE	41,6	33,2	8,4	+25%	4,9	3,1	1,8	+58%

*Other entities include Albania, Bulgaria, Kosovo, Montenegro, Poland, Slovenia

Solid cash position despite IFRS 16 and 1Q effect

mEUR	Asseco SEE Group		
	1Q 2019	2018 YE	Diff
Cash and cash equivalents	21,7	18,7	3,0
Short term investments	10,5	20,5	-10,0
Lease liabilities	-11,4	-0,4	-11,0
Financial liabilities*	-13,8	-11,2	-2,6
Net Cash	7,1	27,6	-20,5
Receivables and Prepayments	43,3	41,0	2,3
Liabilities, Provisions and Deferred Income	-38,1	-39,7	1,6
Inventory	7,2	4,0	3,3
Operational Balance	19,5	32,9	-13,4

*Including short term part of deferred payment for N+ shares 1,1 mEur

Lower cash flow due to M&A and payment infrastructure

mEUR	Asseco SEE Group		
	Q1 2019 LTM	2018	2017
Operating cash flow*	29,0	29,2	22,7
- IT Infrastructure for outsourcing	-7,8	-5,8	-13,7
- infrastructure for IAD	-1,5	-1,4	0,0
- Capitalized R&D	-0,3	-0,3	-0,8
- M&A	-5,4	0,0	-0,2
- Other CAPEX	-2,7	-2,6	-1,9
Free cash flow	11,4	19,1	6,1
Debt Increase	4,2	3,8	5,2
Debt Service	-5,8	-3,8	-4,7
Total Cash Flow	9,7	19,0	6,5
Oper CF/EBITDA	94%	119%	90%
FCF/EBIT	59%	128%	39%

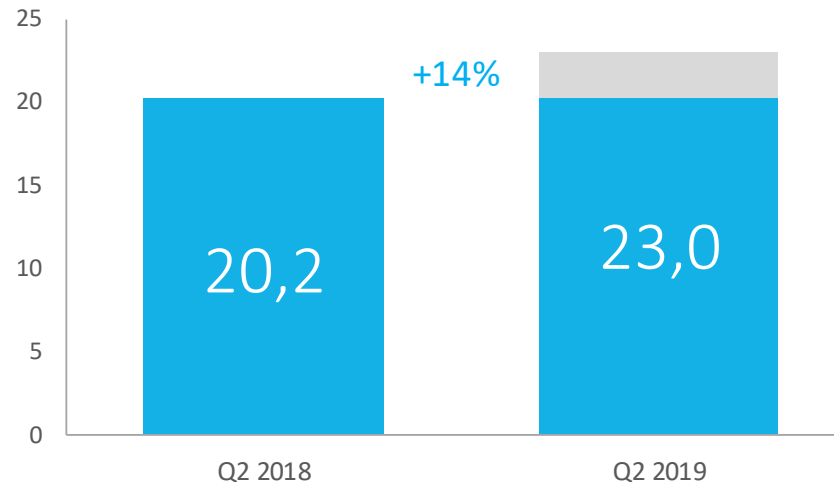
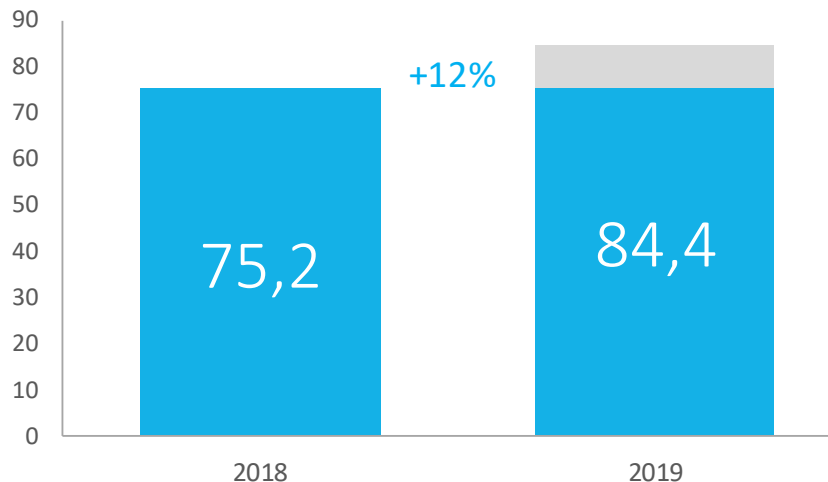
**Excluding investment in outsourcing equipment presented in Inventory*

Outlook for 2019

Total ASEE Group incl. Payten

mEUR	2018	2019	% Diff
Revenues BL	100,1	111,4	+11%
Margin1 BL	75,2	84,4	+12%

mEUR	Q2 2018	Q2 2019	% Diff
Revenues BL	27,1	30,3	+12%
Margin1 BL	20,2	23,0	+14%

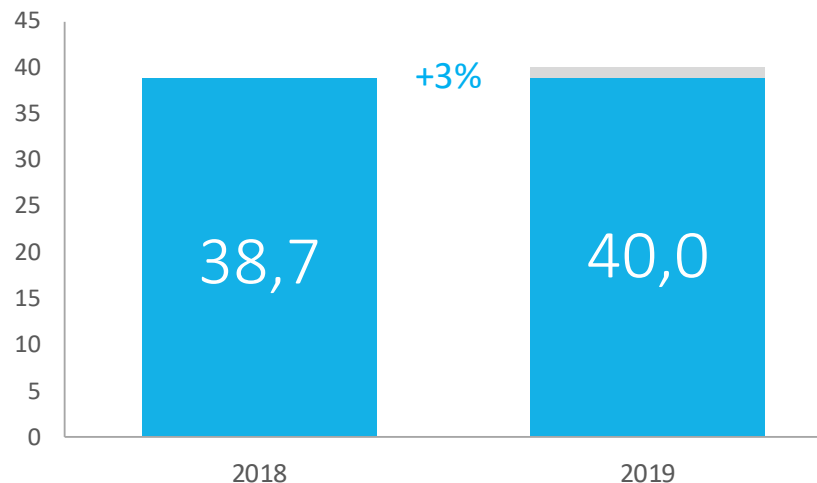


* Backlog data as at 23rd April

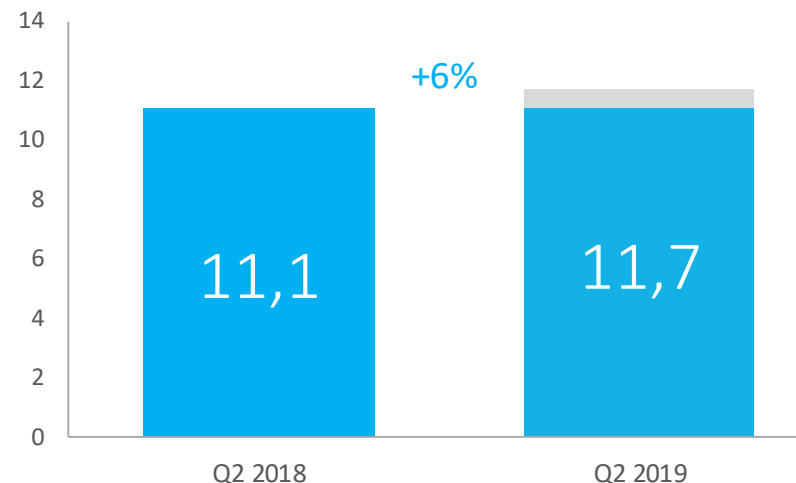
** excluding N+ data

Banking and System Integration

mEUR	2018	2019	% Diff
Revenues BL	55,8	61,4	+10%
Margin1 BL	38,7	40,0	+3%



mEUR	Q2 2018	Q2 2019	% Diff
Revenues BL	16,3	17,3	+6%
Margin1 BL	11,1	11,7	+6%

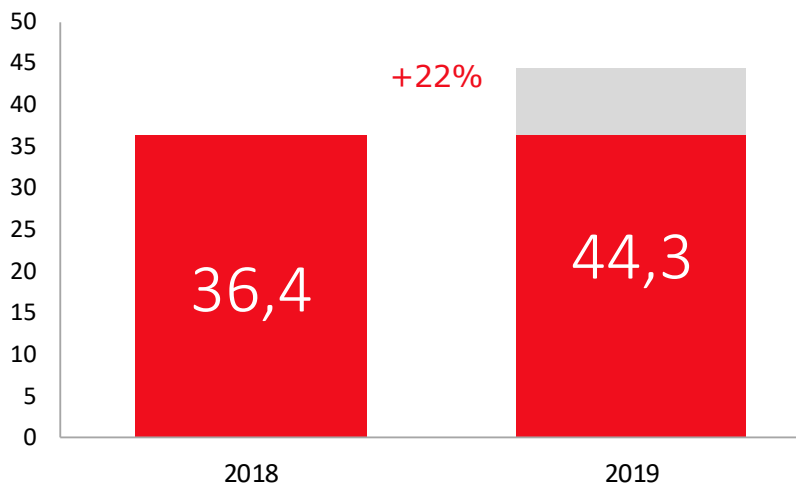


* Backlog data as at 23rd April

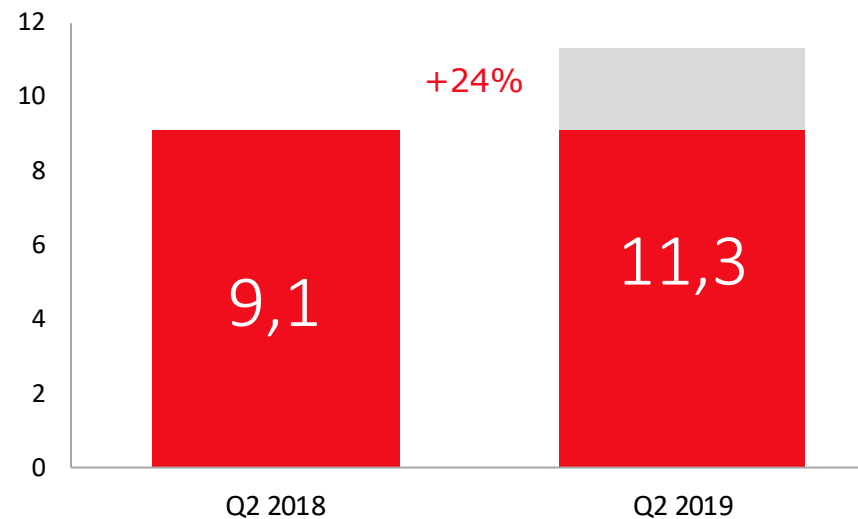
** excluding N+ data

Payten

mEUR	2018	2019	% Diff
Revenues BL	44,3	50,0	+13%
Margin1 BL	36,4	44,3	+22%



mEUR	Q2 2018	Q2 2019	% Diff
Revenues BL	10,7	12,9	+21%
Margin1 BL	9,1	11,3	+24%



* Backlog data as at 23rd April


** excluding N+ data

Thank you

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