

Financial Results for HY 2013

August 8th, 2013

Warsaw



CONTENTS

1. HY 2013 SUMMARY

2. STRATEGIC KPIs & OUTLOOK FOR THE FUTURE

3. MERGERS AND ACQUISITIONS

CONTENTS

1. HY 2013 SUMMARY

2. STRATEGIC KPIs & OUTLOOK FOR THE FUTURE

3. MERGERS AND ACQUISITIONS

Highlights

**New Country
Leader in Romania**



**Asseco SEE
ranked 5th software
producer in Romania**

5

**New Country
Leader in Bulgaria**



**Outsourcing
(H1% of 2012FY)**

60%

New COO



**H2 2013 M1 backlog
(+5%)**

**24,4
mln
EUR**

Q2 shows drop in EBIT compared to last year

mEUR	Q2 2013	Q2 2012	Δ
Revenue Total	26,6	27,3	-3%
EBITDA	2,9	3,5	-15%
EBIT	2,1	2,8	-25%
NPAT normalised*	1,7	2,6	-34%
<i>EBITDA %</i>	<i>11%</i>	<i>13%</i>	
<i>EBIT %</i>	<i>8%</i>	<i>10%</i>	

mPLN	Q2 2013	Q2 2012	Δ
Revenue Total	113,0	116,5	-3%
EBITDA	12,5	14,8	-16%
EBIT	9,0	12,1	-25%
NPAT normalised*	7,3	11,1	-34%

* adjusted by one-offs | NPAT Q2'12 = 2.6mEUR {11.0mPLN}



HY shows drop in EBIT compared to last year

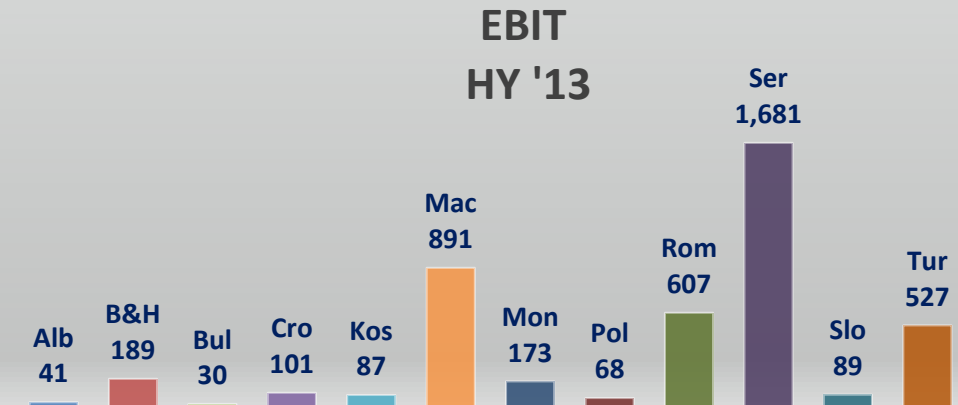
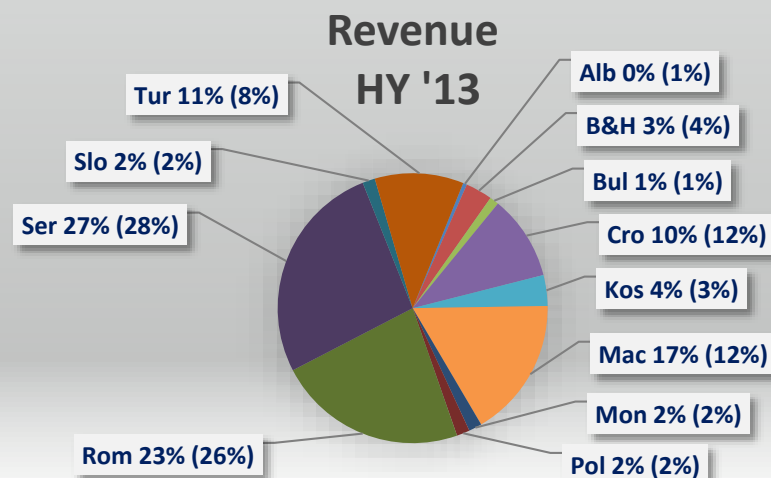
mEUR	HY 2013	HY 2012	Δ
Revenue Total	50,8	52,5	-3%
EBITDA	6,1	7,0	-13%
EBIT	4,5	5,8	-23%
NPAT normalised*	3,6	5,5	-34%
<i>EBITDA %</i>	<i>12%</i>	<i>13%</i>	
<i>EBIT %</i>	<i>9%</i>	<i>11%</i>	

mPLN	HY 2013	HY 2012	Δ
Revenue Total	213,9	221,8	-4%
EBITDA	25,6	29,6	-14%
EBIT	18,9	24,5	-23%
NPAT normalised*	15,1	23,1	-34%

* adjusted by one-offs | NPAT HY'12 = 5.6mEUR {23.6mPLN}|
 ** NPAT HY'13 extra withholding tax due to dividends of 0.27mE

Revenue and EBIT contribution by countries in HY '13*

kEUR	Revenue HY '13	Revenue HY '12	Change	% Diff	EBIT HY '13	EBIT HY '12	Change	% Diff	NPAT HY '13	NPAT HY '12	Change
Alb	235	306	-71	-23%	41	25	16	+64%	39	26	13
B&H	1 632	1 958	-326	-17%	189	454	-265	-58%	165	402	-237
Bul	557	770	-213	-28%	30	14	16	+114%	33	16	17
Cro	5 158	6 492	-1 334	-21%	101	147	-46	-31%	75	105	-30
Kos	1 877	1 640	237	+14%	87	71	16	+23%	76	66	10
Mac	8 520	6 063	2 457	+41%	891	453	438	+97%	807	491	316
Mon	799	886	-87	-10%	173	151	22	+15%	160	143	17
Pol	794	894	-100	-11%	68	147	-79	-54%	-184	168	-352
Rom	11 537	13 403	-1 866	-14%	607	1 067	-460	-43%	556	972	-416
Ser	13 491	14 744	-1 253	-8%	1 681	2 201	-520	-24%	1 479	2 230	-751
Slo	762	1 065	-303	-28%	89	184	-95	-52%	76	136	-60
Tur	5 403	4 275	1 128	+26%	527	877	-350	-40%	312	838	-526
GASEE	50 765	52 496	-1 731	-3%	4 484	5 791	-1 307	-23%	3 594	5 593	-1 999

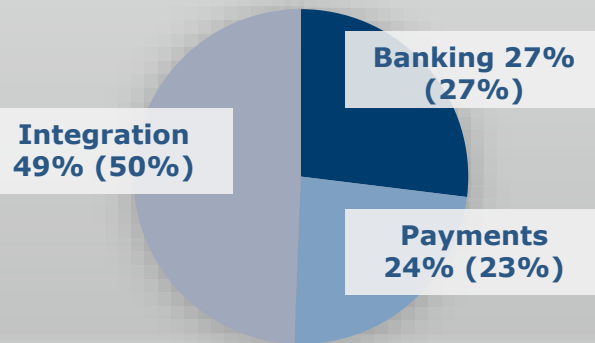


* All data in EUR thousands [in brackets 2012 split]

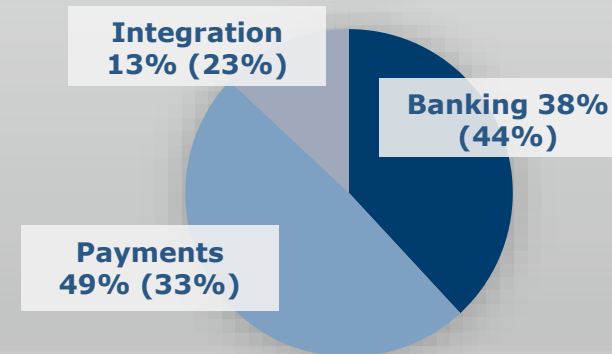
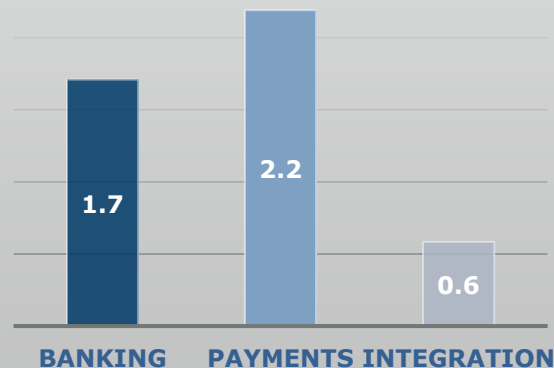
Revenue and EBIT contribution by segments in HY '13*

kEUR	Revenue HY '13	Revenue HY '12	Change	EBIT HY '13	EBIT HY '12	Change
Banking	13 680	14 294	-614	1 709	2 524	-815
Payments	12 018	11 989	29	2 191	1 921	270
Integration	25 067	26 213	-1 146	584	1 346	-762
Asseco SEE Group	50 765	52 496	-1 731	4 484	5 791	-1 307

Revenue per BUs HY '13



EBIT contribution HY ,13



* All data in EUR thousands; [in brackets 2012 split]

Banking BU

mEUR	HY 2013	HY 2012	Δ	Organic
Revenue Total	13,7	14,3	-4%	-6%
EBITDA	2,3	3,0	-23%	-13%
EBIT	1,7	2,5	-32%	-17%
EBITDA %	17%	21%		
EBIT %	12%	18%		

**ASEBA Banking
Intranet (Core
Banking)**

**AIK
Banka**

**New version of mPBZ
Mobile Banking Application
completed**

**Privredna
Banka
Zagreb**

**Delivery of SxS
Authentication Server,
including Mobile Token**

**CIB
Hungary**

**Authentication
display cards**

**Erste
Bank in
Croatia**

Payment BU

mEUR	HY 2013	HY 2012	Δ	Organic
Revenue Total	12,0	12,0	+0%	+0%
EBITDA	2,7	2,4	+17%	+17%
EBIT	2,2	1,9	+14%	+14%
EBITDA %	23%	20%		
EBIT %	18%	16%		

**First implementation
of Merchant Safe
UniPay**

**Development of
e-wallet project**

**Certification for
NestPay received**

ATM outsourcing

Aktifbank

**Supported
by Kosovo
and
Macedonia
teams**

**PA-DSS
certification**

**Unicredit
Bank in
Serbia**

System Integration BU

mEUR	HY 2013	HY 2012	Δ	Organic
Revenue Total	25,1	26,2	-4%	-6%
EBITDA	1,0	1,7	-38%	-40%
EBIT	0,6	1,3	-57%	-53%
EBITDA %	4%	6%		
EBIT %	2%	5%		

Four contracts for Cisco equipment delivery and installation at Makedonski Telekom

**1,5m
EUR**

National System for Monitoring the Species and Habitats for Romanian Institute of Biology

**1,3m
EUR**

Software development and network equipment supply to Serbian Tax Administration

**1,4m
EUR**

National Data Center for Government of Kosovo, co-financed by World Bank

**0,7m
EUR**

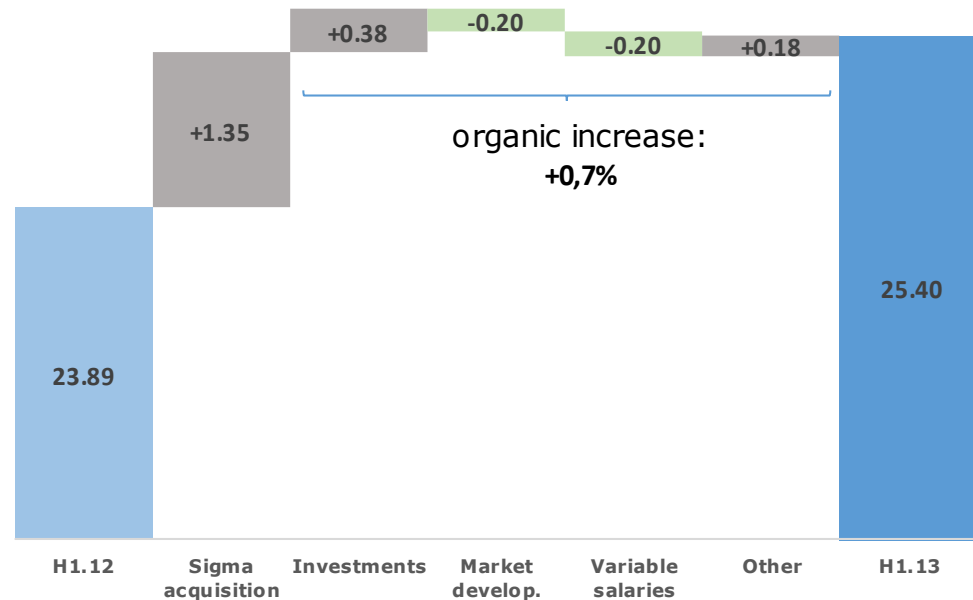
Operating costs – H1.2012 vs H1.2013

mEUR	H1.12	H1.13	Δ	Δ%
Total OC	23.89	25.40	1.51	+6.3%
Production	15.55	16.88	1.33	+8.6%
Direct Sales	4.58	4.37	-0.21	-4.5%
Backoffice	3.76	4.14	0.38	+10.1%

Comments:

- **Biggest increase from acquisition of Sigma (+1.35mEUR)**
- **Organic increase only 0.7% including investments in new products and management structure (+0.38mEUR)**

*) Including product development



Financial liquidity

mEUR	Asseco SEE	Asseco SEE Group
Cash and cash equivalents	5	18
Short term investments	6	2
Short term and long term debt	0	1
Net Cash	10	21
Receivables	3	30
Liabilities (in cash)	-11	-32
Inventory	0	5
Operational Balance	2	24



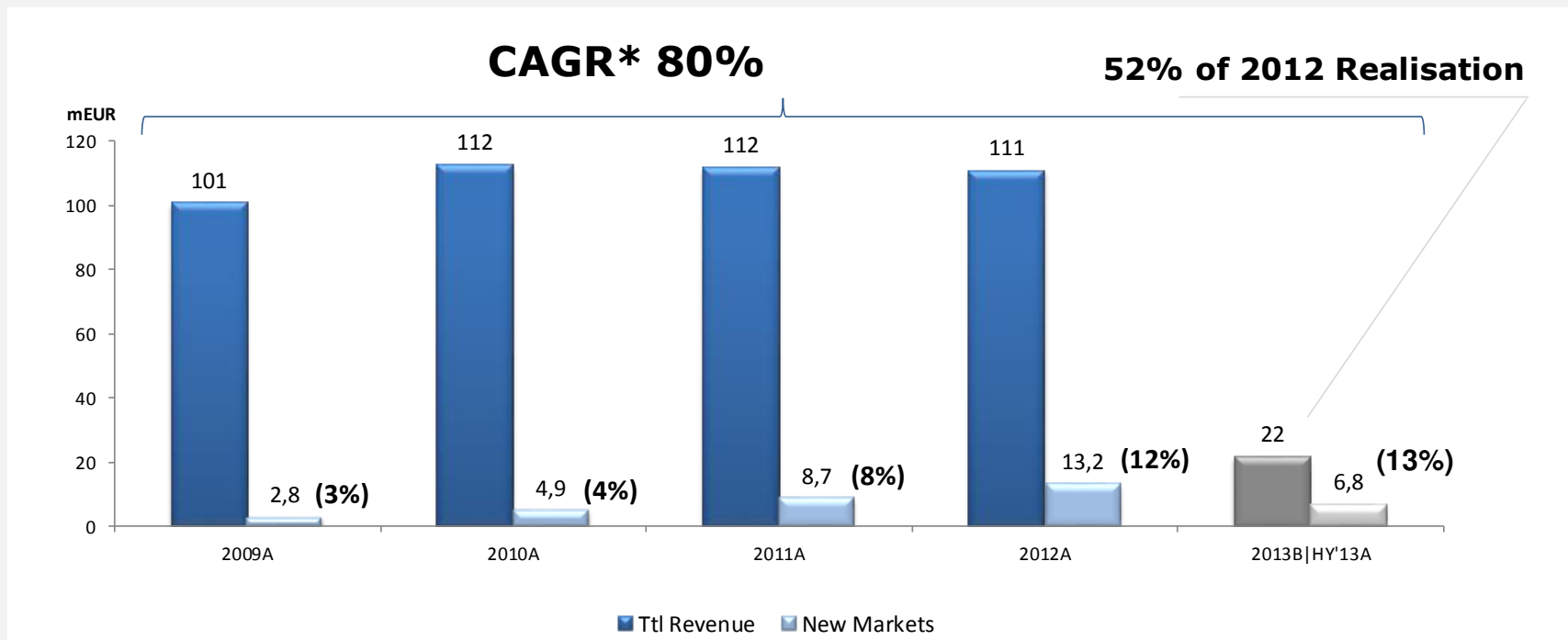
CONTENTS

1. HY 2013 SUMMARY

2. STRATEGIC KPIs & OUTLOOK FOR THE FUTURE

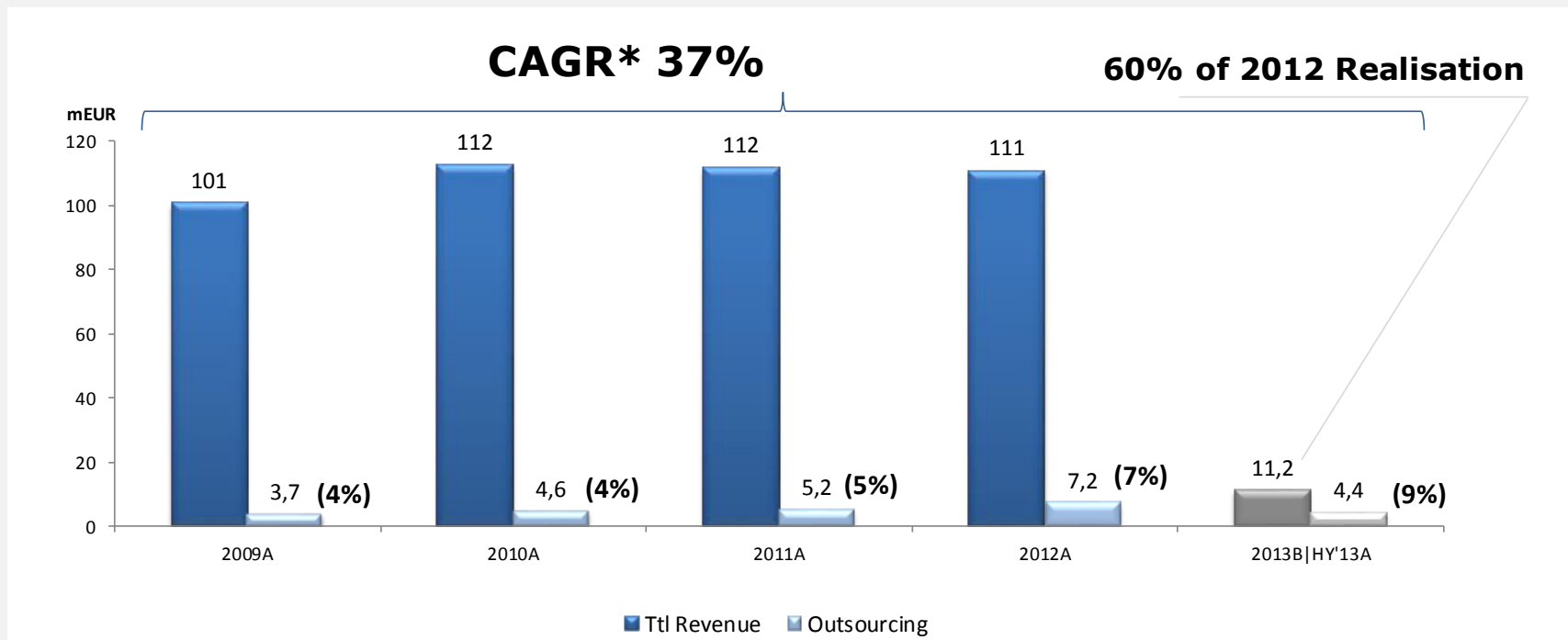
3. MERGERS AND ACQUISITIONS

New Markets



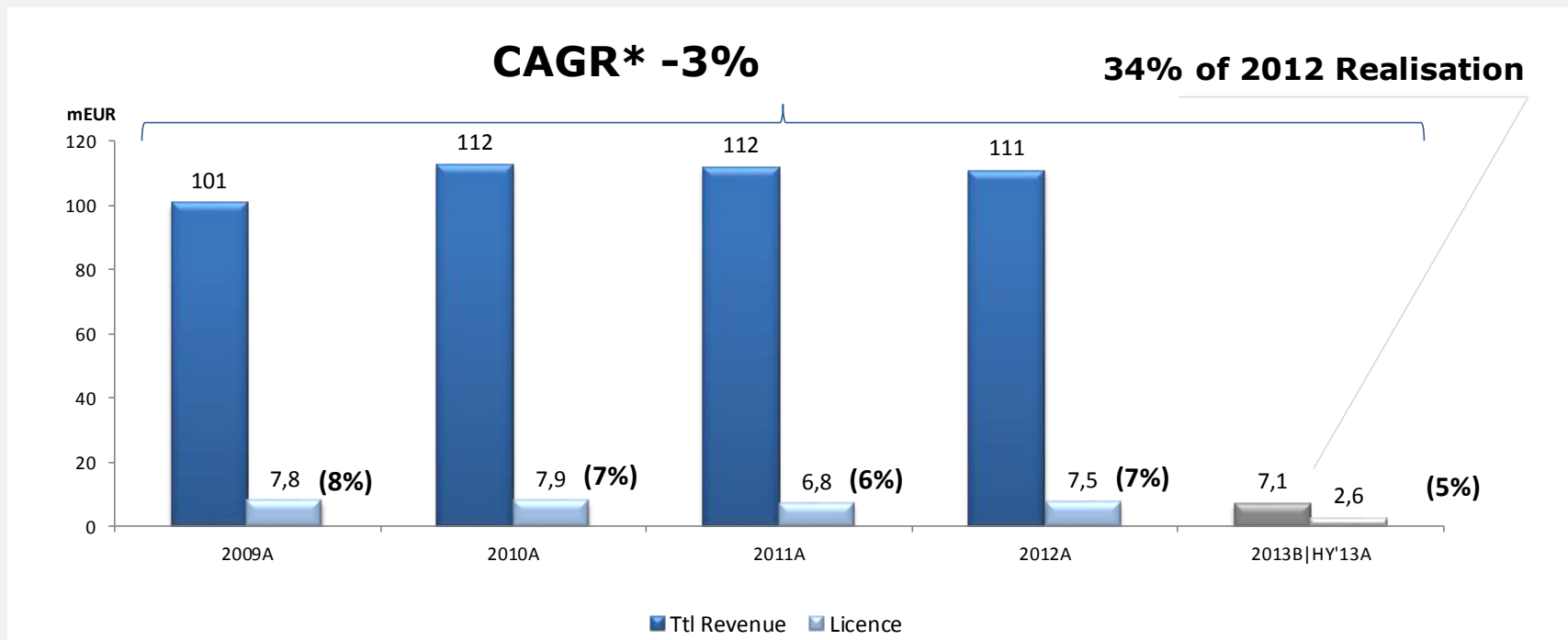
* incl. 4,5 years (2009 – HY 2013)

Outsourcing



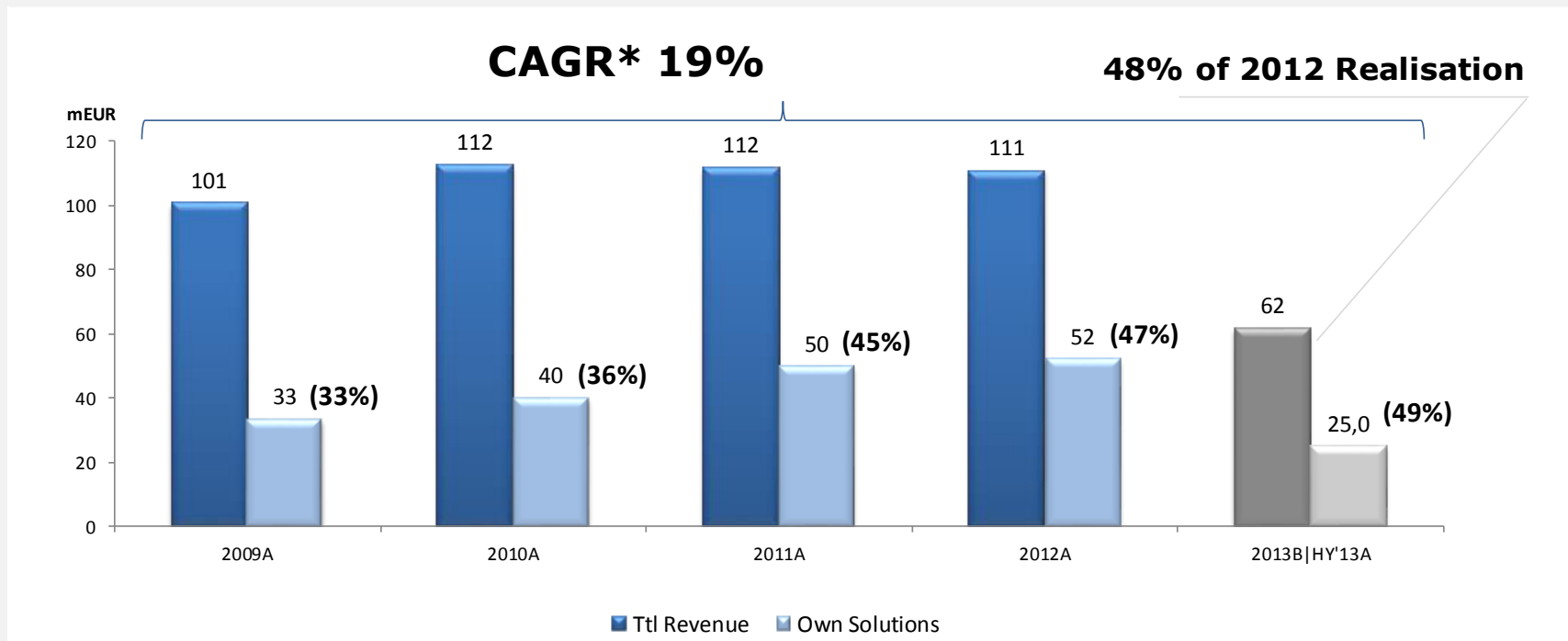
* incl. 4,5 years (2009 – HY 2013)

Own Licenses

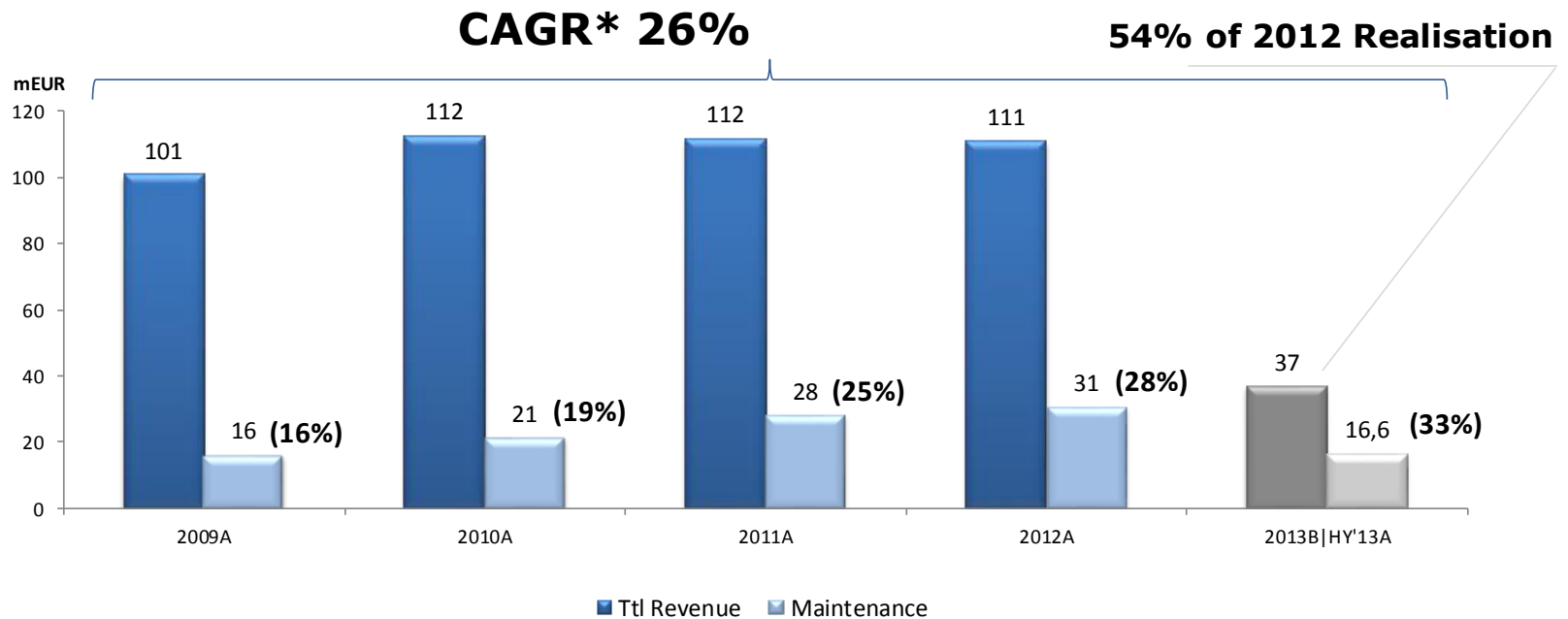


* incl. 4,5 years (2009 – HY 2013)

Own Solutions



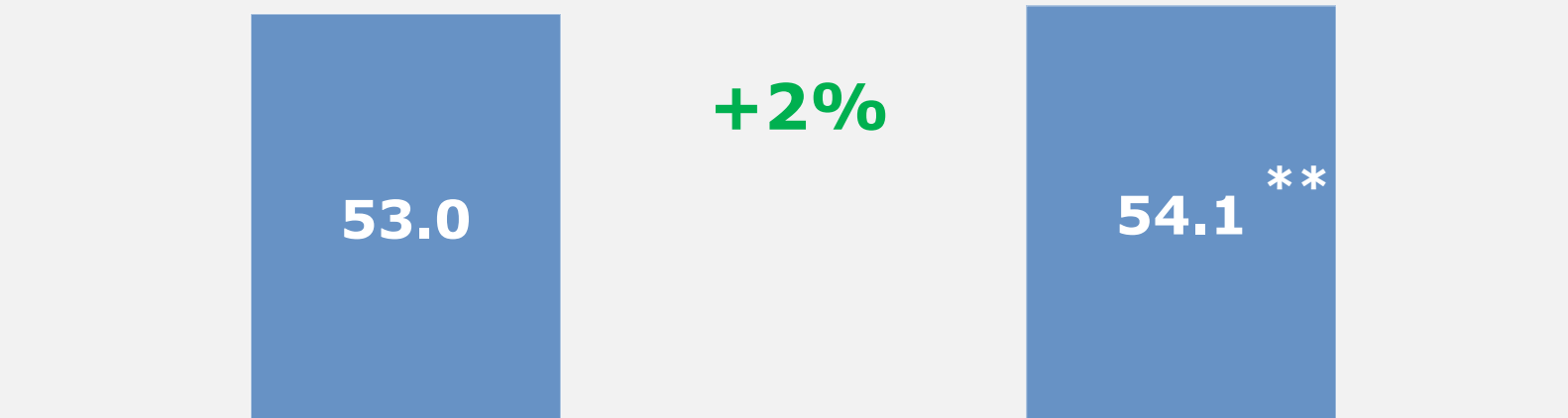
Maintenance & Outsourcing



	2009A	2010A	2011A	2012A	2013HY
Cost Coverage	53%	53%	60%	62%	65%

Improvement of BL in M1 (FY)

mEUR	2012	2013	Diff
Rev BL	90,2	86,1	-5%
M1 BL	53,0	54,1	+2%



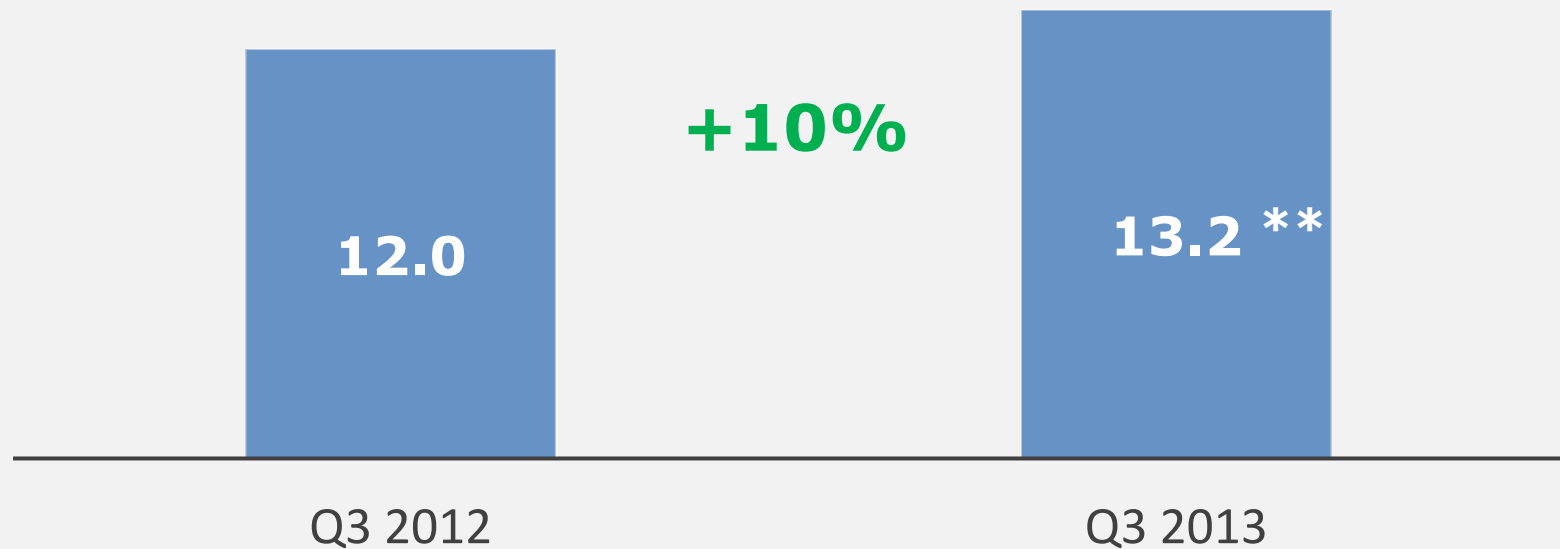
* Backlog as at July 25th for 2013 and as at July 25th for 2012

** Sigma MI BL 2013 [2.0mE]



Increase of BL in M1 (Q3)

mEUR	Q3 2012	Q3 2013	Diff
Rev BL	20,7	20,7	-0%
M1 BL	12,0	13,2	+10%



* Backlog as at July 25th for 2013 and as at July 25th for 2012

** Sigma MI BL 2013 [0.7mE]



Outlook

- **Second half of 2013 expected to be much stronger than the first one**
- **Continuation of reshaping and strengthening sales organization, focus on M1 growth, New Markets and Cross Selling with impact on Strategic Solutions**
- **Repackaging of Selected Products to enhance international selling (expected until the end of 2014)**
- **Restructuring of Operations, split of development and implementation organizations (expected until the end of 2014)**
- **Increase in operations efficiency and change request generation (first effects expected in the beginning of 2014)**



CONTENTS

1. HY 2013 SUMMARY

2. STRATEGIC KPIs & OUTLOOK FOR THE FUTURE

3. MERGERS AND ACQUISITIONS

Advanced acquisition process (Croatia)

Status: Due-dilligence completed

Profile: Card business

Markets: Croatia

EBIT (2013E): EUR 0,40mE

Other acquisition efforts

Discussions with two companies in Turkey

Active in: mobile applications software,
solutions for banking and finance sector

Also talks with one company in Romania and
one in Serbia

APPENDIX - DETAILED FINANCIAL DATA

Basic Definitions

M1 [Margin 1] = Revenues – Cost of Goods Sold

BL [Backlog] (Value of contracts already signed)

EBIT Margin = EBIT/Revenues

Maintenance coverage = Maintenance Revenues/Own Cost

Own S&S [own software and services]

Proprietary Sft & Serv [own software and services]

LTM [last twelve months]

FY [full year]

Organic Growth – it means operational growth/loss [by acquisitions only change between current and ProForma results is treated as organic growth]

EBIT Margin = EBIT/Revenues

Quick Ratio = (Receivables + Cash and Cash Equivalents)/Current liabilities

Exchange Rates [EUR/PLN]:

2013 HY - 4,2140

2012 HY - 4,2246

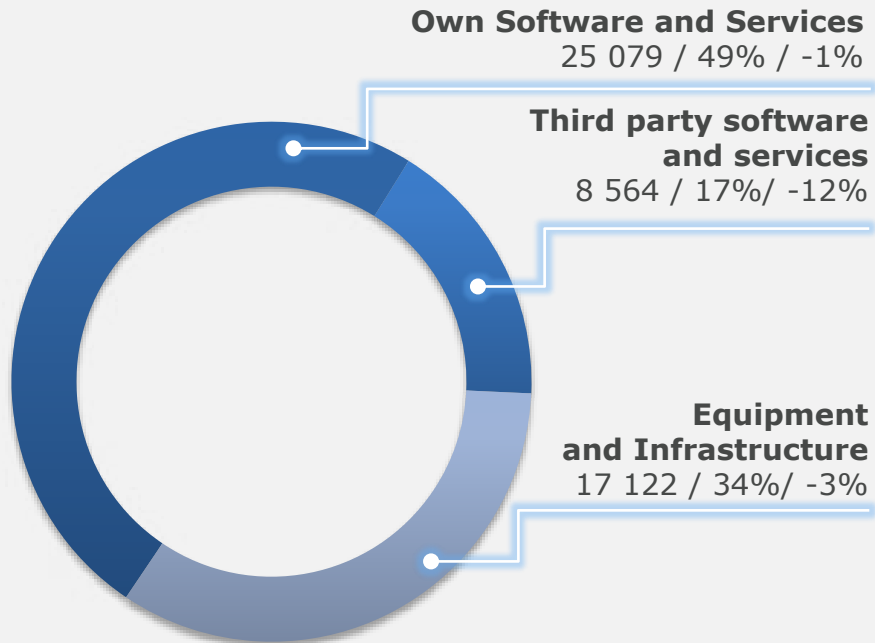
mEUR – million EUR (in whole presentation, amounts are in mE unless is stated differently)

mPLN – million PLN

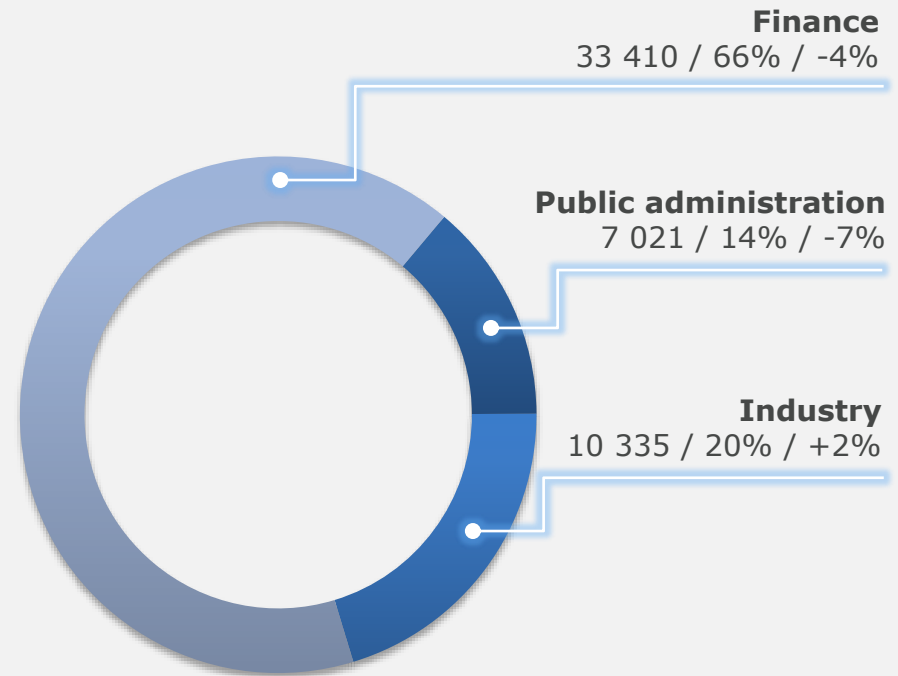


Asseco SEE group HY '13 results

Products*



Market Segments*

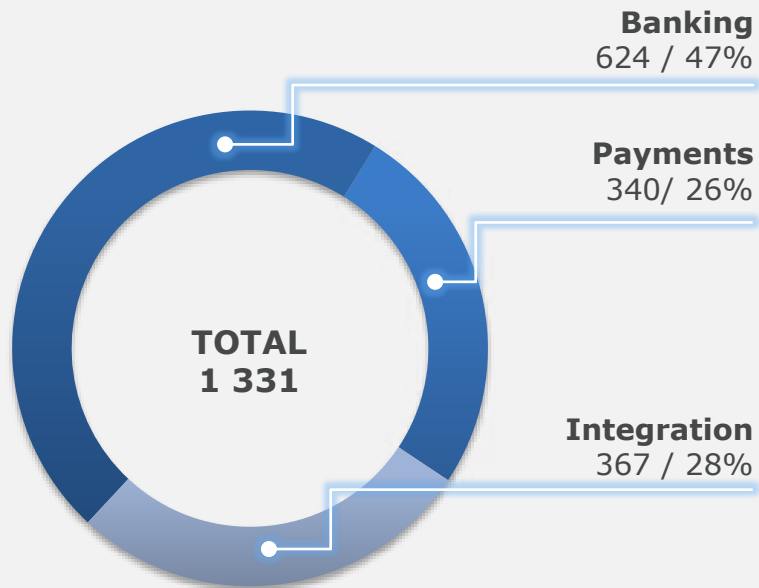


* All data in EUR thousands / % in total HY 2013 sales / % change to HY 2012 sales

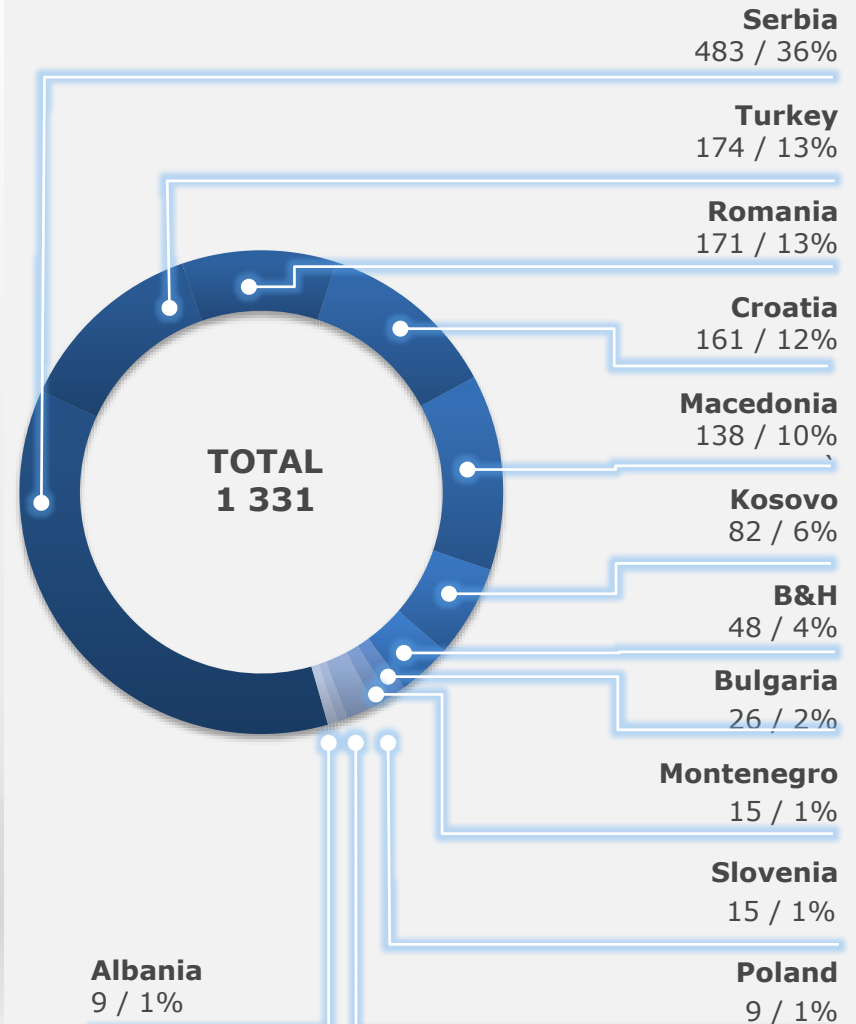


Consolidated employee structure

Employment by BU*



Employment by Country*



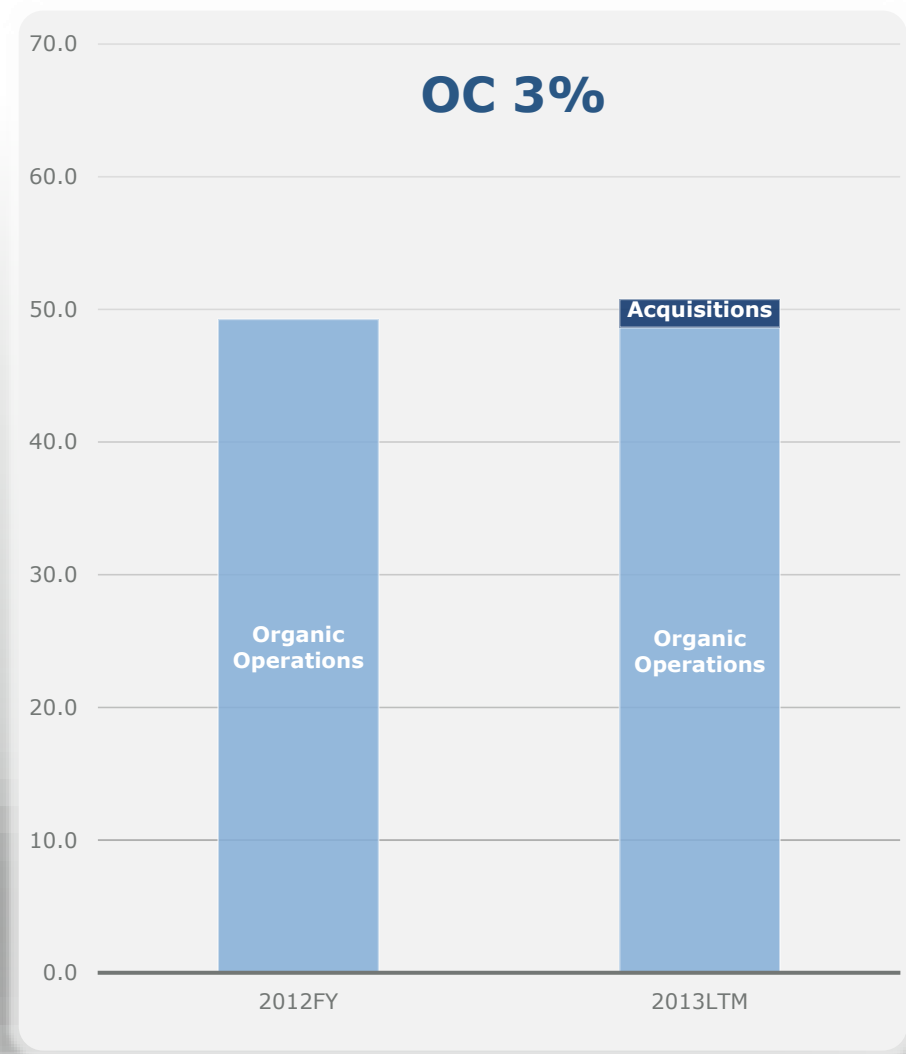
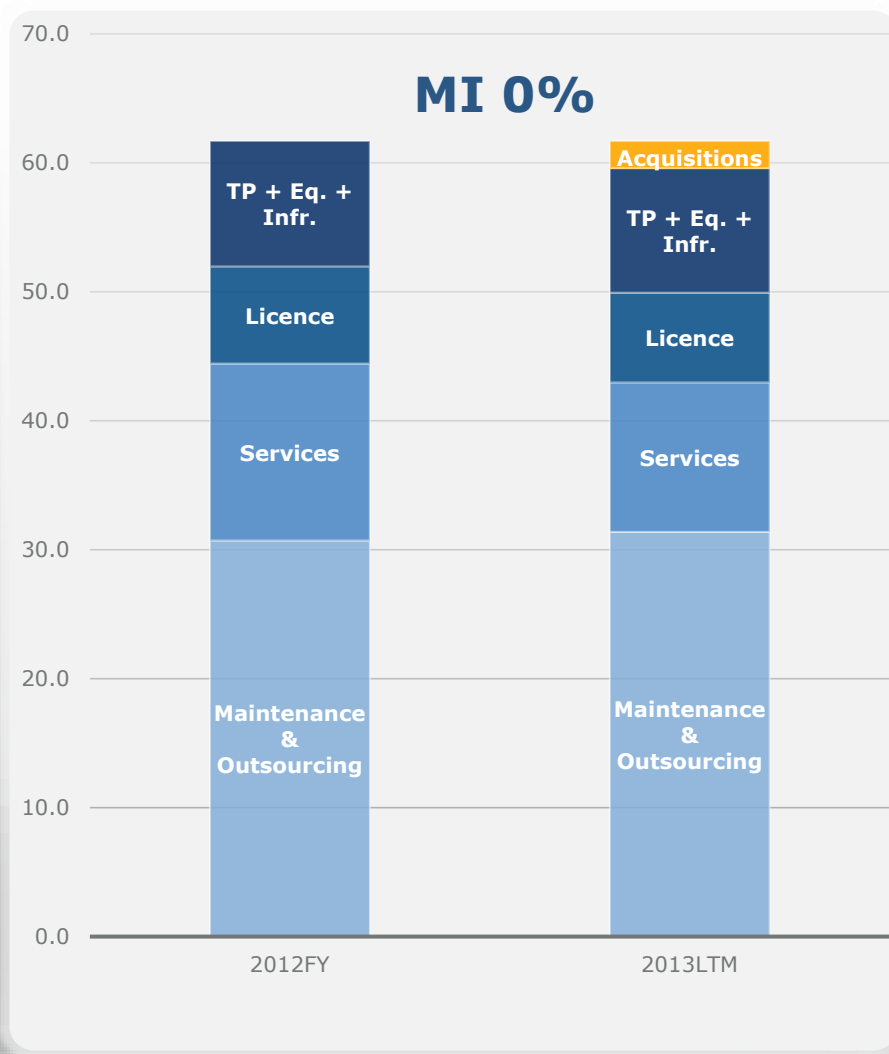
* ASEE Holdco divided between countries based on employment key

Reconciliation of adjusted NPAT in HY 2013 vs HY 2012

One-off's reconciliation

	HY 2013	HY 2012
FS EBIT	4,5	5,8
financial activity - interests	+0,30	+0,34
financial activity - foreign exchanges	+0,05	+0,12
financial activity - other financial assets	-0,01	-0,12
tax	-1,23	-0,67
Normalized NPAT	3,6	5,5
Total of one-off's	+0,00	+0,13
revaluation of liability for purchase of EST		+0,02
revaluation of liability for purchase of ASEE Bulgaria		+0,03
revaluation of liability for purchase of Altius		+0,08
FS NPAT	3,6	5,6





* Licence + Maintenance + Services = Own Sftw. & Serv.; TP + Eq. + Infr. = Third Party Solutions & Services, Equipment

Financial Update [EUR]

	HY '13	HY '12		LTM '13	FY '12	
	mEUR	mEUR	Δ %	mEUR	mEUR	Δ %
Revenue	50,8	52,5	-3%	109,0	110,8	-2%
<i>Licence</i>	2,6	2,7	-4%	7,5	7,6	-2%
<i>Maintenance</i>	16,6	15,2	+9%	32,6	31,2	+4%
<i>Services</i>	6,1	7,4	-18%	12,5	13,8	-10%
<i>TP + Eq. + Infr.</i>	25,5	27,3	-6%	56,5	58,2	-3%
M1	29,7	29,7	-0%	61,7	61,7	-0%
<i>Licence</i>	2,6	2,7	-4%	7,4	7,5	-2%
<i>Maintenance</i>	16,6	15,1	+9%	32,2	30,7	+5%
<i>Services</i>	6,1	7,4	-18%	12,4	13,7	-10%
<i>TP + Eq. + Infr.</i>	4,5	4,5	-1%	9,7	9,7	-0%
OC + Oper. Activities Balance	25,2	23,9	+5%	50,4	49,1	+3%
EBIT	4,5	5,8	-23%	11,3	12,6	-10%
%EBIT	9%	11%	-2,19pp	10%	11%	-1,01 pp
Financial and other operations	0,3	0,5		0,4	0,5	
Income tax	-1,2	-0,7		-1,8	-1,2	
Net Profit of Asseco SEE	3,6	5,6	-36%	9,9	11,9	-17%

Financial Update [PLN]

	HY '13	HY '12		LTM '13	FY '12	
	mPLN	mPLN	Δ %	mPLN	mPLN	Δ %
Revenue	213,9	221,8	-4%	455,7	462,5	-1%
<i>Licence</i>	<i>10,8</i>	<i>11,3</i>	<i>-5%</i>	<i>31,3</i>	<i>31,7</i>	<i>-1%</i>
<i>Maintenance</i>	<i>70,0</i>	<i>64,3</i>	<i>+9%</i>	<i>136,2</i>	<i>130,1</i>	<i>+5%</i>
<i>Services</i>	<i>25,6</i>	<i>31,3</i>	<i>-18%</i>	<i>52,1</i>	<i>57,6</i>	<i>-9%</i>
<i>TP + Eq. + Infr.</i>	<i>107,6</i>	<i>115,0</i>	<i>-6%</i>	<i>236,2</i>	<i>243,1</i>	<i>-3%</i>
M1	125,0	125,4	-0%	257,9	257,5	+0%
<i>Licence</i>	<i>10,8</i>	<i>11,3</i>	<i>-5%</i>	<i>31,0</i>	<i>31,5</i>	<i>-1%</i>
<i>Maintenance</i>	<i>69,9</i>	<i>64,0</i>	<i>+9%</i>	<i>134,4</i>	<i>128,2</i>	<i>+5%</i>
<i>Services</i>	<i>25,6</i>	<i>31,2</i>	<i>-18%</i>	<i>51,9</i>	<i>57,3</i>	<i>-9%</i>
<i>TP + Eq. + Infr.</i>	<i>18,8</i>	<i>18,9</i>	<i>-1%</i>	<i>40,6</i>	<i>40,6</i>	<i>-0%</i>
OC + Oper. Activities Balance	106,1	100,9	+5%	210,7	204,9	+3%
EBIT	18,9	24,5	-23%	47,2	52,6	-10%
%EBIT	9%	11%	-2,2pp	10%	11%	-1,01 pp
Financial and other operations	1,4	2,0		1,5	2,0	
Income tax	-5,2	-2,8		-7,4	-5,1	
Net Profit of Asseco SEE	15,1	23,6	-36%	41,3	49,6	-17%