

Asseco Group

Fact Sheet Q1-Q3 2023

The Asseco Group is present everywhere where technology and business impact everyday life. We are a federation of companies which operate worldwide. It is led by Asseco Poland, which is one of the first startups established in Poland.

Asseco Poland is a leading Polish information technology company listed on the Warsaw Stock Exchange. With a market capitalization reaching ca. PLN 6.7 bn (about EUR 1.5 bn), the Company is included in the WIG20 index. It is also the largest company listed in the IT industry index, WIG-informatyka.

Presence in **61** countries

33.0 thous. highly committed employees

PLN 6.7 bn* market capitalization

PLN 291 m dividend payment for 2022

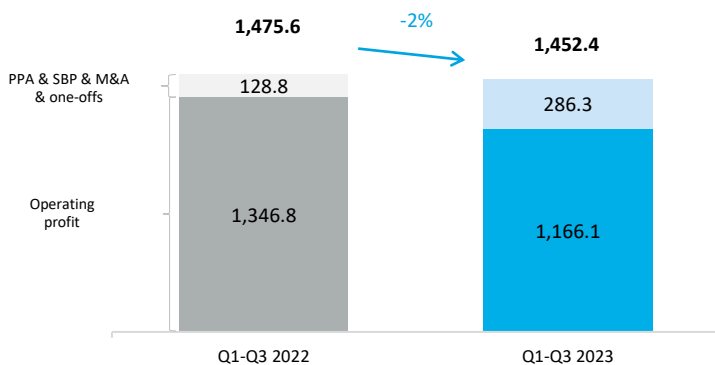
*As of November 22, 2023

Asseco Group in Q1-Q3 2023

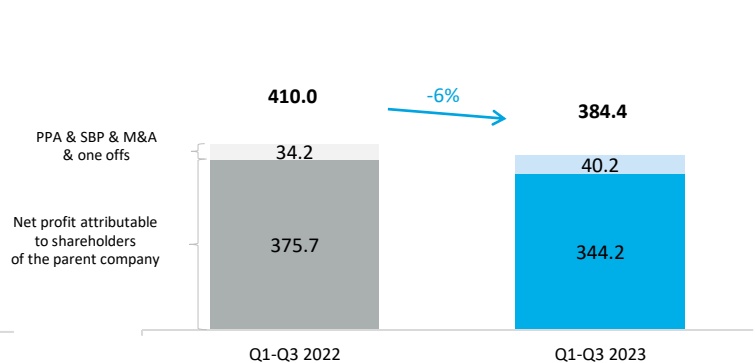
- Stable business development and good financial results:
 - revenues of **PLN 12,610.6 m**
 - operating profit of **PLN 1,166.1 m** (non-IFRS operating profit of **PLN 1,452.4 m**)
 - net profit of **PLN 344.2 m** (non-IFRS net profit of **PLN 384.4 m**)
- Strong business **diversification** (geographical, sectoral, product)
 - 89%** of revenues from foreign markets
 - 42%** of revenues – general business sector, **34%** – finance and banking, **24%** – public institutions
 - 79%** of revenues from sales of proprietary software and services

Operating profit non-IFRS and net profit non-IFRS (m PLN)

Operating profit non-IFRS



Net profit non-IFRS attributable to shareholders of the parent company



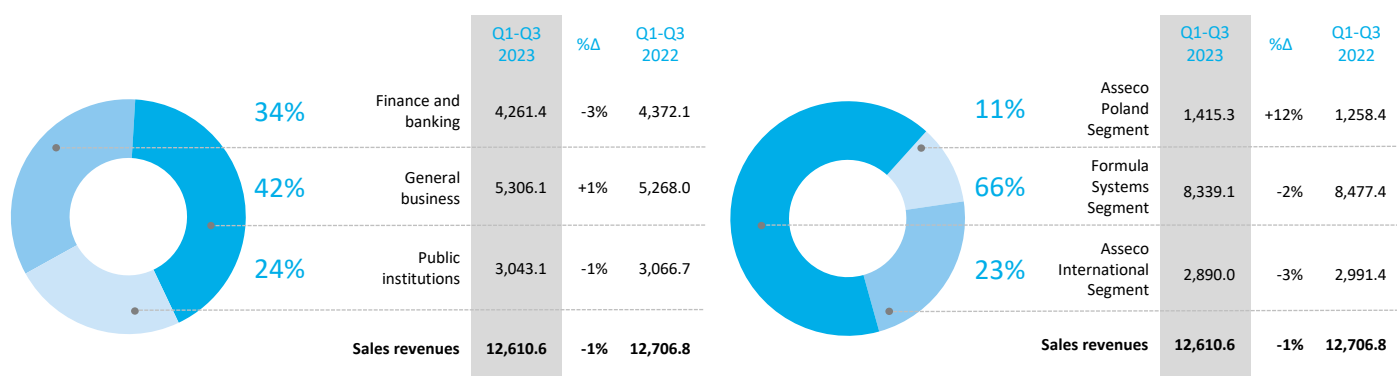
Key financial data published on a non-IFRS basis provide crucial information for assessing the financial position and business development of Asseco Group. They are complementary to data reported in accordance with IFRS standards.

Non-IFRS figures including adjustments for: the cost of amortization of intangible assets recognized in purchase price allocation (PPA), the costs of share-based payment transactions with employees (SBP), the revenues and costs resulting from the transactions of purchase and sales of companies (M&A) and one-offs (and tax effects associated with them).

Consolidated financial results non-IFRS

m PLN	Q3 2023	Q3 2022	Change	Q1-Q3 2023	Q1-Q3 2022	Change
Sales revenues	4,095.2	4,456.8	-8%	12,610.6	12,706.8	-1%
Proprietary software and services	3,263.2	3,472.7	-6%	9,983.4	9,914.3	+1%
EBITDA non-IFRS	615.1	667.9	-8%	1,893.8	1,913.3	-1%
Operating profit non-IFRS	470.1	511.5	-8%	1,452.4	1,475.6	-2%
PPA & SBP	-90.5	-89.9	+1%	-275.4	-270.2	+2%
M&A & one-off	-6.0	2.0	-	-10.9	141.4	-
Net profit non-IFRS for the shareholders of the parent company	124.1	138.6	-10%	384.4	410.0	-6%
PPA & SBP	-16.1	-15.7	+3%	-47.7	-47.3	+1%
M&A & one-off	5.7	4.9	+16%	7.5	13.0	-42%

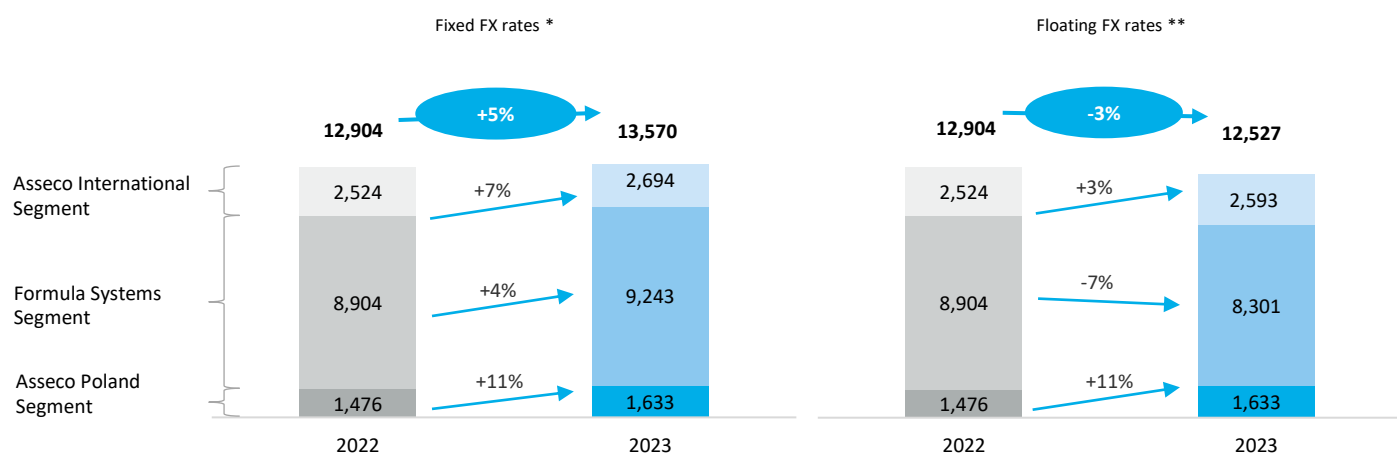
Revenue structure – diversification into sectors and geographic segments (m PLN)



* Data includes cross-sectoral corrections.

Strong order backlog for 2023 (m PLN)

Proprietary software and services



Figures in mPLN.

The value of order backlog for 2023 as at November 16, 2023; the value of order backlog for 2022 as at November 18, 2022.

* Translating the 2023 backlog at the FX rates used for the 2022 backlog.

** Recalculating backlog 2023 at rates: actuals of Q1-Q3 at average rates in Q1-Q3 2023 and data regarding Q4 2023 at rates as at November 16, 2023.