

# Asseco Group

## Fact Sheet 2019

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 PLN 5.3 bn (about EUR 1.2 bn) at the end of 2019, the Company is included in the WIG30 index. It is also the largest company listed in the IT industry index, WIG-Informatyka.

Present in **56** countries

**26.8 ths.** highly committed employees

**PLN 5.3 bn\*** market capitalization

**PLN 250 m\*\*** dividend payment for 2019

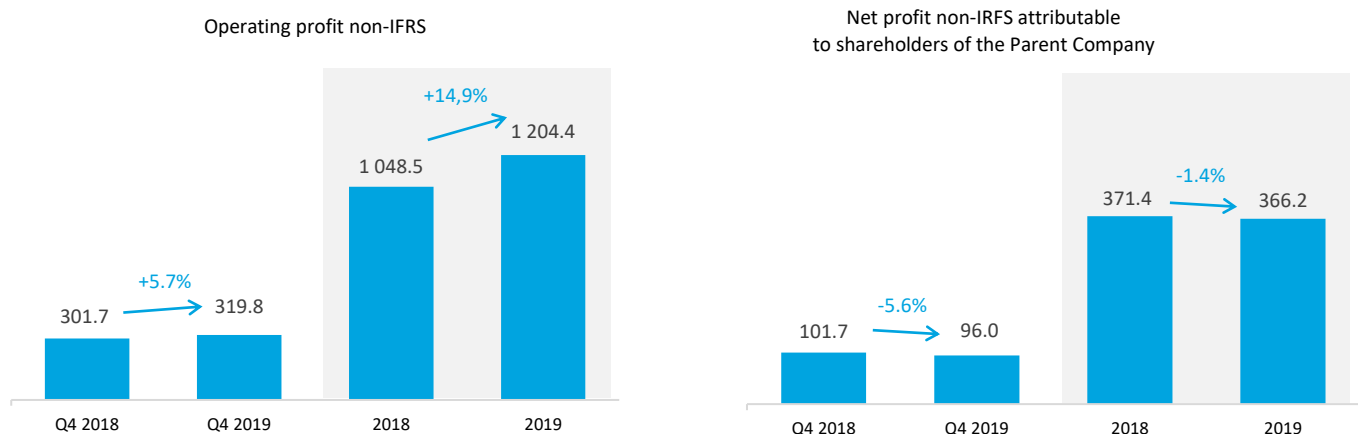
**5.7%\*\*\*** dividend yield

\*As of December 30, 2019  
\*\*Recommendation of the Management Board and the Supervisory Board on payment of dividend for 2019  
\*\*\*Dividend yield as at March 23, 2020

## Asseco Group in 2019 – double-digit growth of revenues and operating profit

- Dynamic organic growth and through acquisitions:
  - increase in revenues by **14.4%** to PLN **10 667** million
  - increase in operating profit by **22.5%** to PLN **976** million (increase in non-IFRS operating profit by **14.9%** to PLN **1 204** million)
  - **nearly 20** acquisitions conducted by the Group's companies
- Strong business diversification (geographical, sectoral, product)
  - **89%** of revenues from foreign markets
  - **38%** of revenues – banking and finance sector, **38%** – general business, **24%** – public institutions
  - **81%** of revenues from sales of proprietary software and services

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



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.

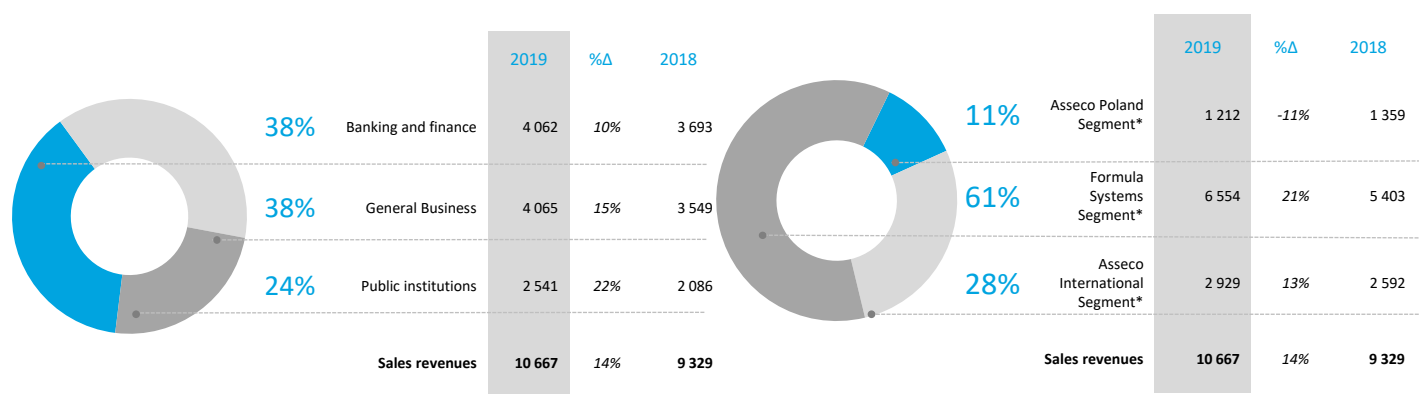
Non-IFRS figures including adjustments for: the cost of amortization of intangible assets recognized under the combination settlement (PPA), the costs of share-based payment transactions with employees (SBP), the costs and financial revenues resulting from the transactions of purchase and sales of companies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

## Consolidated financial results non-IFRS

m PLN	2018	2019	Change (%)	2018	2019	Change (%)
<b>Revenues</b>	<b>2 650.3</b>	<b>2 938.1</b>	<b>10.9%</b>	<b>9 328.6</b>	<b>10 667.4</b>	<b>14.4%</b>
Proprietary software and services	2 051.0	2 328.0	13.5%	7 504.8	8 647.9	15.2%
<b>EBIT non-IFRS</b>	<b>301.7</b>	<b>318.9</b>	<b>5.7%</b>	<b>1 048.5</b>	<b>1 204.4</b>	<b>14.9%</b>
PPA & SBP	63.6	57.4	-9.8%	251.7	228.2	-9.3%
<b>Net profit non-IFRS for the shareholders of the Parent Company</b>	<b>101.7</b>	<b>96.0</b>	<b>-5.6%</b>	<b>371.4</b>	<b>366.2</b>	<b>-1.4%</b>
PPA & SBP & M&A	58.8	61.7	4.9%	258.1	237.4	-8.0%
<b>EBITDA</b>	<b>354.2</b>	<b>430.0</b>	<b>21.4%</b>	<b>1 256.3</b>	<b>1 611.6</b>	<b>28.3%</b>

## Revenue structure – diversification into sectors and geographic segments

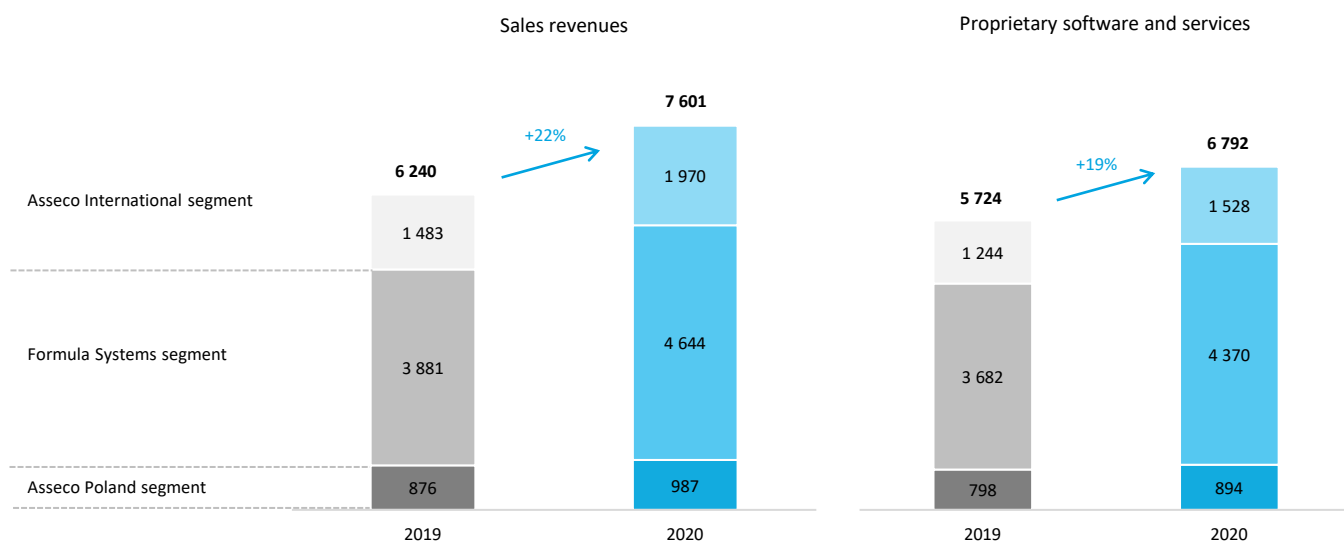
(m PLN)



\* Data includes cross-sectoral corrections.

## Strong order backlog for 2020

(m PLN)



When calculating the backlog for 2020 according to the exchange rates used for calculating the backlog for 2019, the change amounts to: +18% in total revenues / +15% in proprietary software and services. Value of the backlog for 2020 as at March 17, 2020; value of the backlog for 2019 as at March 15, 2019.