

# Asseco Group

## Fact Sheet Q1-Q3 2020

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 5.7 bn (about EUR 1.3 bn), the Company is included in the WIG30 index. It is also the largest company listed in the IT industry index, WIG-informatyka.

Present in **60** countries

**27.5 thous.** highly committed employees

**PLN 5.7 bn\*** market capitalization

**PLN 250 m** dividend payment for 2019

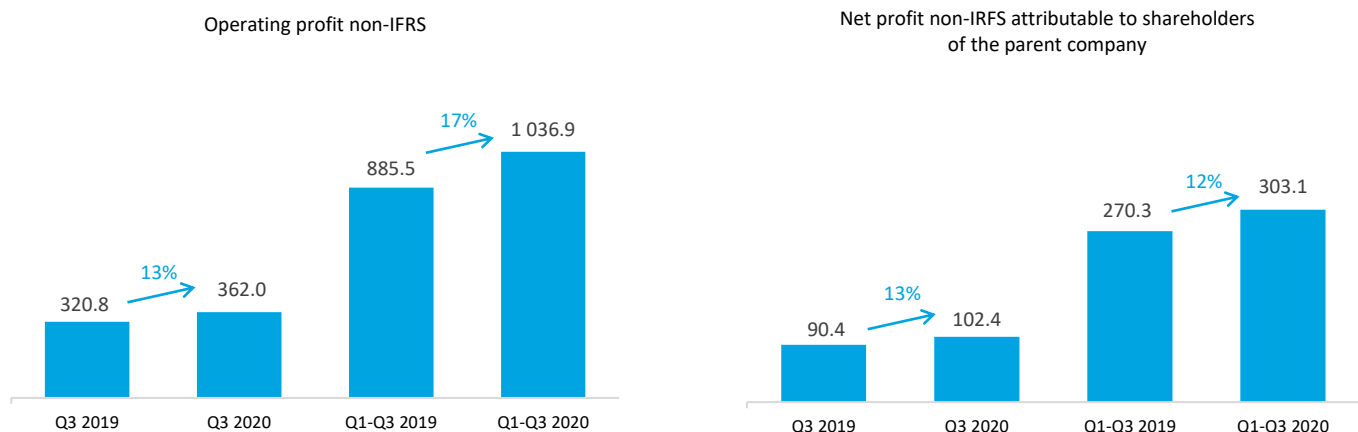
**4.1%** dividend yield

\*As at November 20, 2020

### Asseco Group in Q1-Q3 2020

- **Very good** financial results:
  - increase in revenues by **12.7%** to **PLN 8 707 million**
  - increase in operating profit by **19.4%** to **PLN 853 million** (increase in non-IFRS operating profit by **17.1%** to **PLN 1 037 million**)
  - increase in net profit by **12.4%** to **PLN 268 million** (increase in non-IFRS operating profit by **12.1%** to **PLN 303 million**)
- **Increase** in revenues and profits in **all operating segments**
- Strong business diversification (geographical, sectoral, product)
  - **88%** of revenues from foreign markets
  - **38%** of revenues – general business sector, **37%** – banking and finance, **25%** – public institutions
  - **80%** 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.

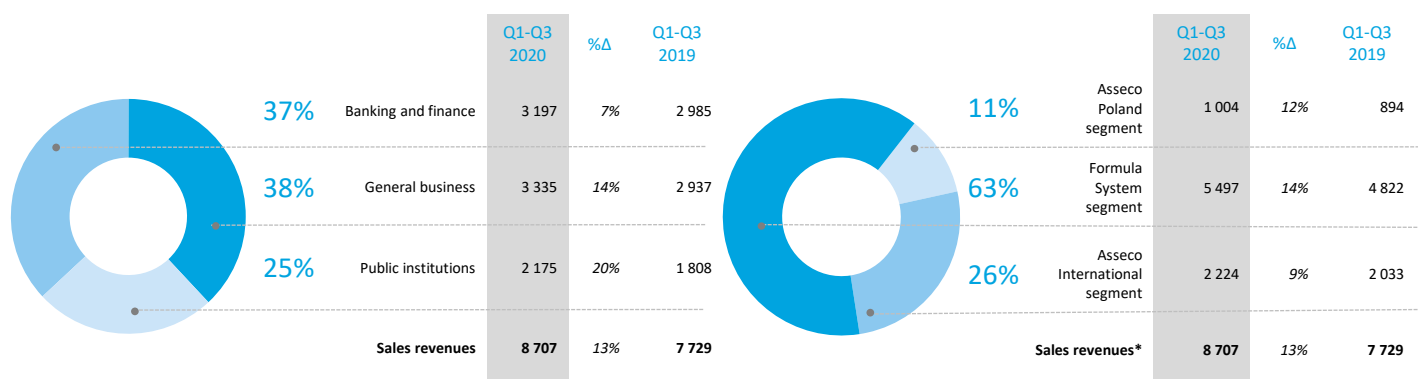
Non-IFRS figures including adjustments for: the cost of amortization of intangible assets recognized under the combination settlement (PPA), the costs of share-based payment transactions with employees (SBP), the costs and financial revenues resulting from the transactions of purchase and sales of companies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

## Consolidated financial results non-IFRS

m PLN	Q3 2020	Q3 2019	Change	Q1-Q3 2020	Q1-Q3 2019	Change
<b>Sales revenues</b>	<b>2 937.8</b>	<b>2 738.4</b>	<b>7.3%</b>	<b>8 707.3</b>	<b>7 729.3</b>	<b>12.7%</b>
Proprietary software and services	2 330.4	2 245.9	3.8%	6 983.1	6 319.9	10.5%
<b>Operating income non-IFRS</b>	<b>362.0</b>	<b>320.8</b>	<b>12.8%</b>	<b>1 036.9</b>	<b>885.5</b>	<b>17.1%</b>
PPA & SBP	62.6	60.2	4.0%	184.0	171.3	7.4%
<b>Net profit non-IFRS for the shareholders of the parent company</b>	<b>102.4</b>	<b>90.4</b>	<b>13.3%</b>	<b>303.1</b>	<b>270.3</b>	<b>12.1%</b>
PPA & SBP & M&A	11.5	12.0	(4.2%)	35.4	32.2	9.9%
<b>EBITDA</b>	<b>476.9</b>	<b>424.8</b>	<b>1,3%</b>	<b>1 373.5</b>	<b>1 181.6</b>	<b>16.2%</b>

## Revenue structure – diversification into sectors and geographic segments

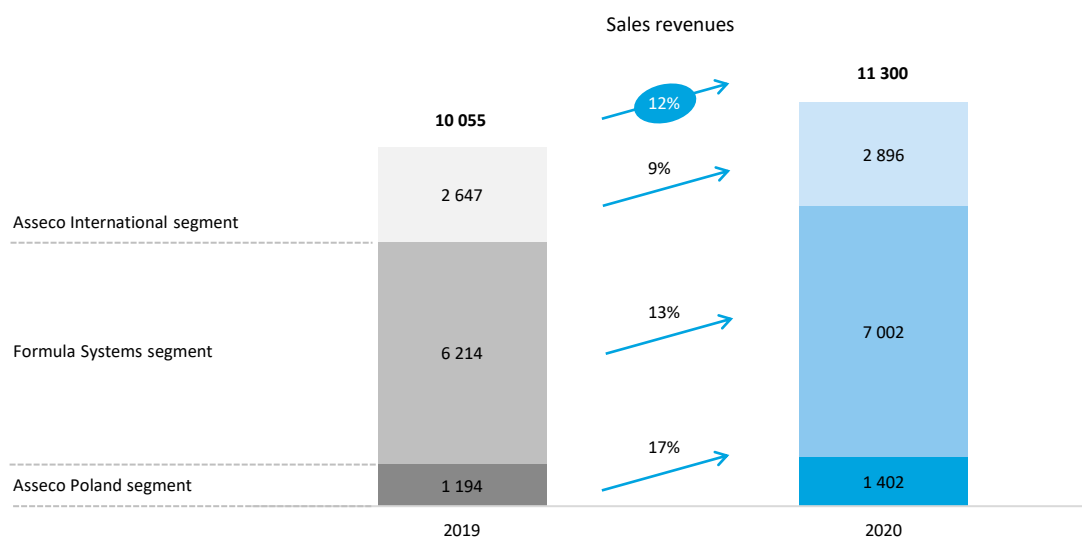
(m PLN)



\* 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: +9%. Value of the backlog for 2020 as at November 17, 2020; value of the backlog for 2019 as at November 15, 2019.