

# Asseco Group

## Fact Sheet Q1-Q3 2018

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 about PLN 3.8 billion (about EUR 0.9 billion), the Company is included in the WIG30 index. It is also the largest company listed in the IT industry index, WIG-Informatyka.

Present in **54 countries**

Over **24 ths.** highly committed employees

**PLN 3.8 bn** market capitalization

**PLN 250 m** dividend for 2017

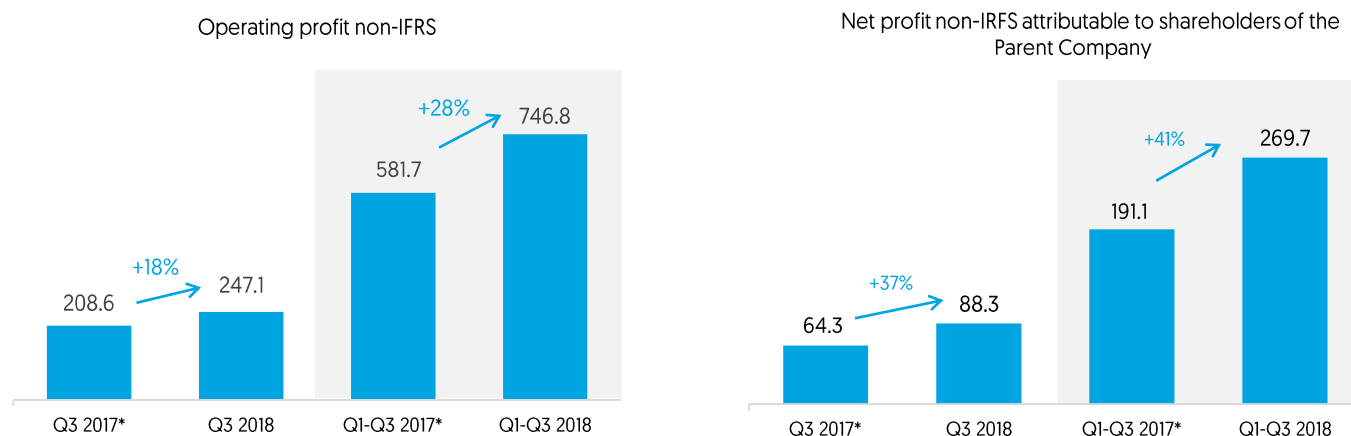
**6.9%\*** dividend yield

\*Dividend yield for 2017 as at the day of payment

### Asseco Group in Q1-Q3 2018 – growth in all business segments

- The Group's revenues grew by **6%** to reach **PLN 6,678 million** (in comparison to pro-forma figures)\*.
- Robust increase in non-IFRS EBIT to the level of **PLN 747 million** as well as in non-IFRS net profit contribution to the level of **PLN 270 million**.
- Continued growth in sales revenues and operating profit across **all business segments** of the Group.
- The **banking sector** is a major growth driver in Poland.
- Consistent expansion of Polish product **sales in foreign markets**.
- Strengthening of the **U.S. market position** owing to company acquisitions made by Formula Group.

### Double-digit rate of profits growth (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.

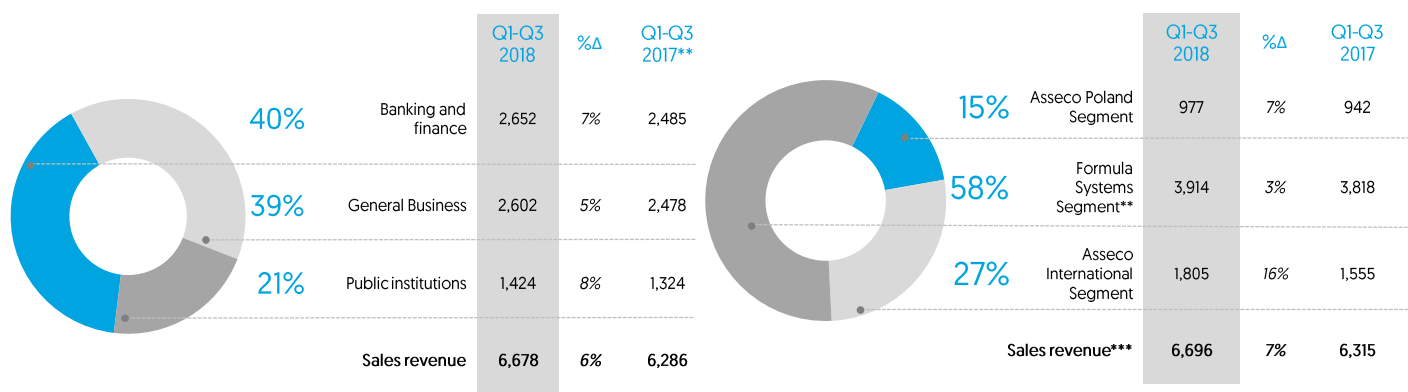
\* Figures including Formula Group's results for August and September 2017.

## Consolidated Financial results non-IFRS

m PLN	Q3 2017	Q3 2018	Change [%]	Q1-Q3 2017	Q1-Q3 2018	Change [%]
Revenues (2017 PF*)	2,124.2	2,218.4	+4%	6,286.2	6,678.3	+6%
Proprietary software and services (2017 PF*)	1,738.2	1,852.9	+7%	5,129.6	5,452.1	+6%
EBIT non-IFRS (2017 PF*)	208.6	247.1	+18%	581.7	746.8	+28%
PPA & SBP (2017 PF*)	(64.2)	(59.5)	-	(128.1)	(188.1)	-
Net profit non-IFRS for the shareholders of the Parent Company	64.3	88.3	+37%	191.1	269.7	+41%
PPA & SBP & M&A	221.0	(10.3)	(105%)	207.5	(34.4)	(117%)
EBITDA (2017 PF*)	252.9	301.3	+19%	721.5	902.1	+25%

\* Figures including Formula Group's results for August and September 2017.

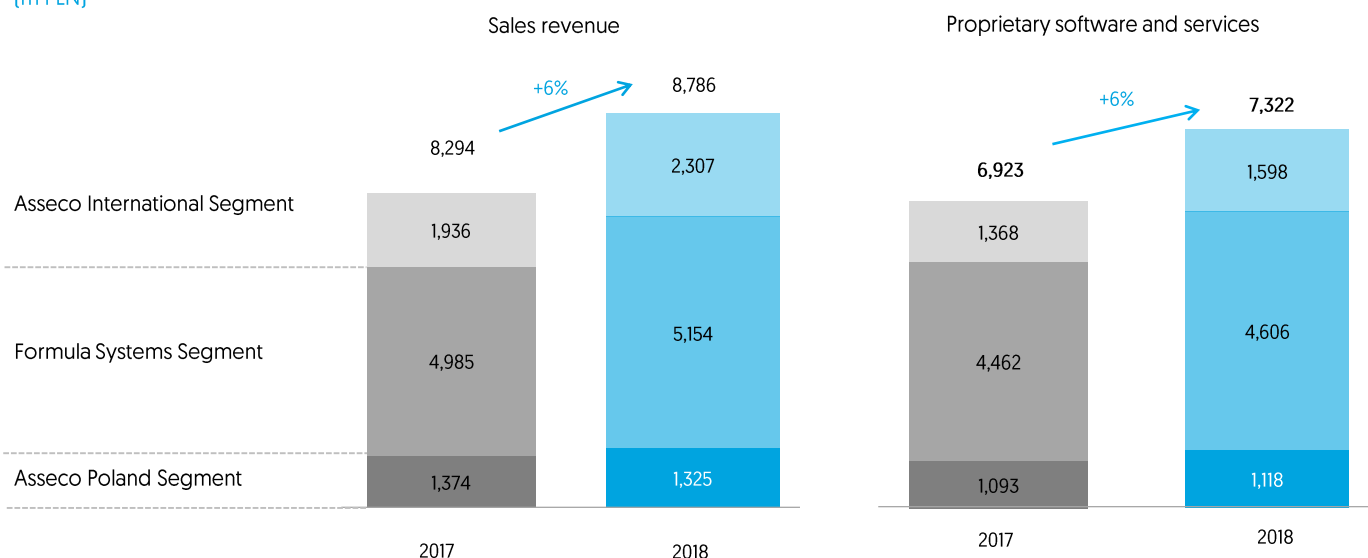
## Revenue structure – diversification into sectors and geographic segments (m PLN)



\*\* Figures including Formula Group's results for August and September 2017.

\*\*\* Figures including intersegment sales.

## Strong order backlog for 2018 (m PLN)



When calculating the backlog for 2018 according to the exchange rates used for calculating the backlog for 2017, the change amounts to: +8% in total revenues/+8% in proprietary software and services.

Value of the backlog for 2018 as at November 15, 2018; value of the backlog for 2017 as at November 10, 2017.