

Asseco Group

Fact Sheet Q1-Q3 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 about PLN 4.8 billion (about EUR 1.1 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 **56** countries

Over **26 ths.** highly committed employees

PLN 4.8 bn market capitalization

PLN 255 m dividend payment for 2018

5.9%* dividend yield

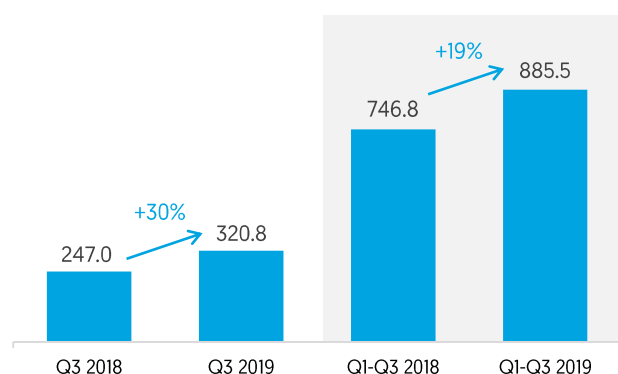
*Dividend yield as at payment date.

Asseco Group in Q1-Q3 2019 – double-digit growth of revenues and operating profit

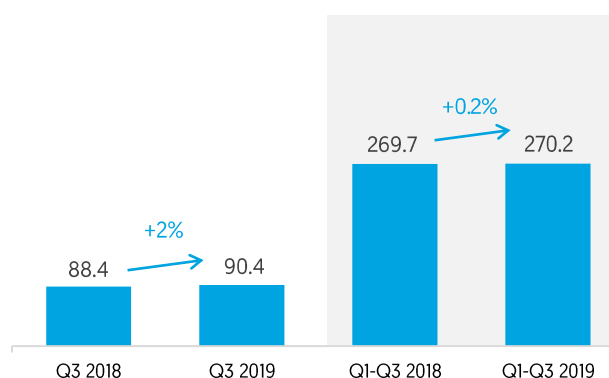
- Increase in the Group's revenues by **16%** to **PLN 7,729 million**.
- Increase in non-IFRS EBIT to **PLN 886 million**. Net profit non-IFRS for the shareholders of the parent company at the level of **PLN 270 million**.
- High growth dynamics of Asseco International and Formula Systems, **88% of revenues** from foreign markets.
- **82% of the Group's revenues** from proprietary software and services.
- **Asseco International segment:** double-digit growth of sales and EBIT.
- Increase in sales and significant improvement in profitability in **Formula Systems segment**. New companies in the Group.
- **Asseco Poland segment:** new, long-term contracts with public sector institutions and enterprises with a total value of several hundred million zlotys.

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.

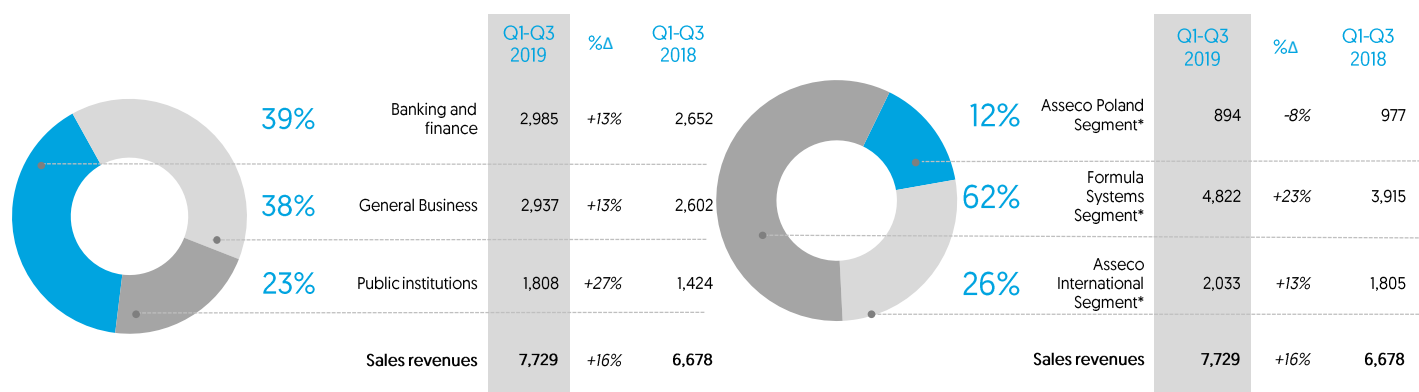
Non-IFRS figures including adjustments for: the cost of amortization of intangible assets recognized under the combination settlement (PPA), the costs of share-based payment transactions with employees (SBP), the costs and financial revenues resulting from the transactions of purchase and sales of companies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

Consolidated financial results non-IFRS

m PLN	Q3 2018	Q3 2019	Change [%]	Q1-Q3 2018	Q1-Q3 2019	Change [%]
Revenues	2,218.4	2,738.4	23%	6,678.3	7,729.3	16%
Proprietary software and services	1,853.5	2,245.9	21%	5,453.8	6,319.9	16%
EBIT non-IFRS	247.0	320.8	30%	746.8	885.5	19%
PPA & SBP	-59.5	-59.7	0%	-188.1	-170.8	-9%
Net profit non-IFRS for the shareholders of the Parent Company	88.4	90.4	2%	269.7	270.2	0%
PPA & SBP & M&A	-10.4	-11.9	-14,4%	-34.4	-32.0	7,0%
EBITDA	301.3	424.8	41%	902.1	1,181.6	31%

Revenue structure – diversification into sectors and geographic segments

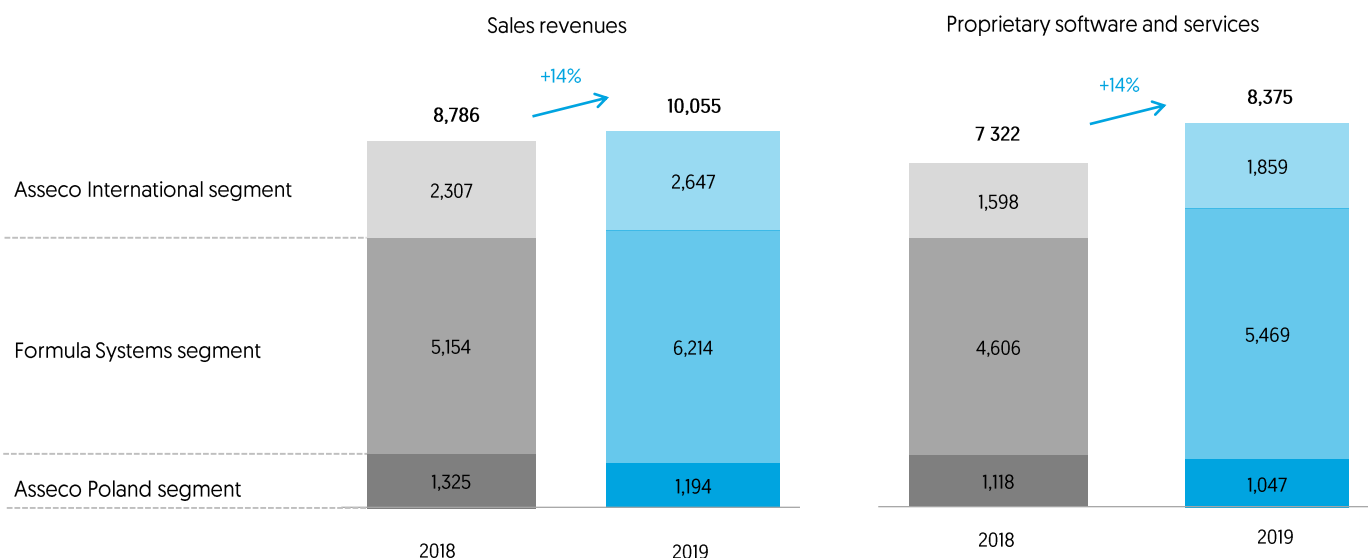
(m PLN)



* Figures including intersegment sales.

Strong order backlog for 2019

(m PLN)



When calculating the backlog for 2019 according to the exchange rates used for calculating the backlog for 2018, the change amounts to: +10% in total revenues/+9% in proprietary software and services. Value of the backlog for 2019 as at November 15, 2019; value of the backlog for 2018 as at November 15, 2018.