



ASSECO

# Asseco Poland

## Solutions for Demanding Business

Financial Results for the 1st Quarter of 2011

Warsaw, 16 May 2011



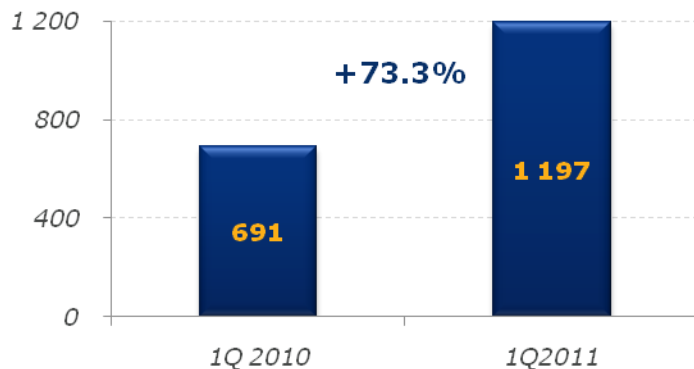
# Agenda

- **Summary of the 1st Quarter of 2011**
- **Financial Results for the 1st Quarter of 2011**
- Operating Activities
- Financial Results of Subsidiaries
- Annex – Detailed Financial Results

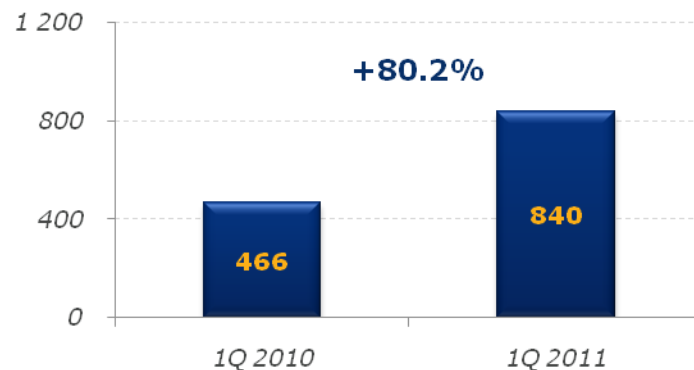


# Consolidated Financial Highlights for 1Q 2011

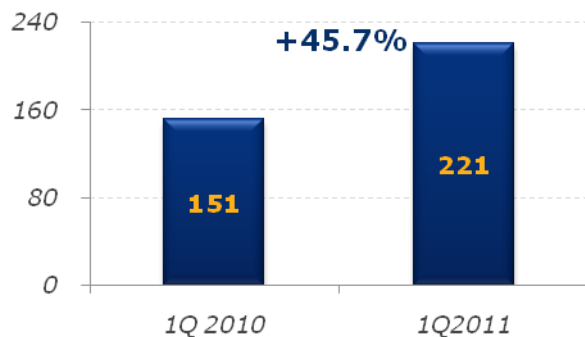
**Consolidated sales**



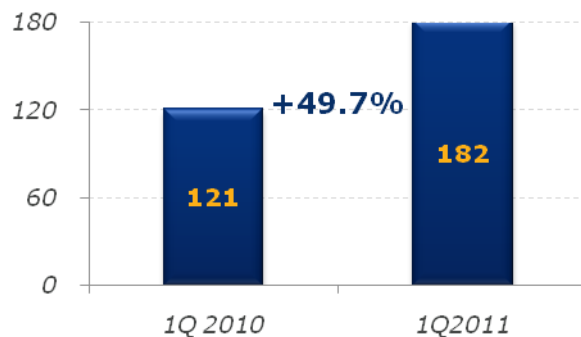
**Proprietary software**



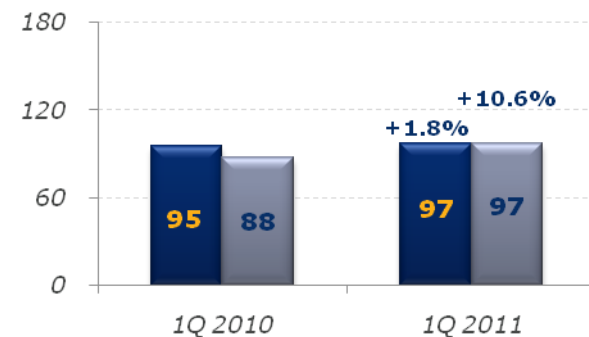
**EBITDA**



**EBIT**



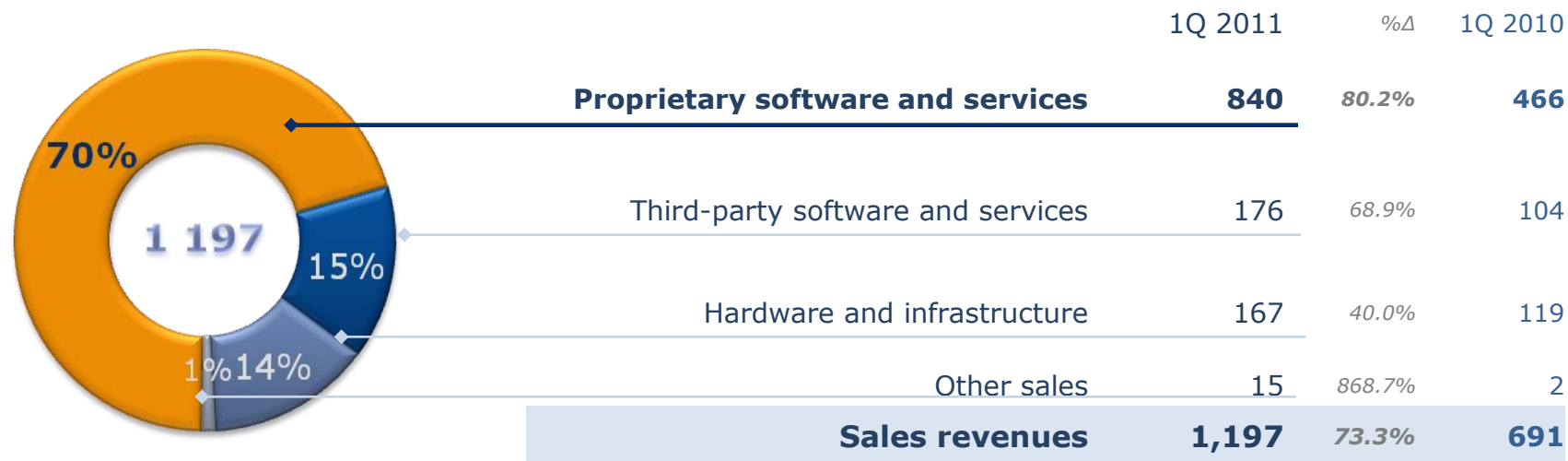
**Net profit<sup>1)</sup>**



Figures in millions of PLN; 1) Net profit and net profit adjusted by single-time events (light blue bars) 1Q 2010: reversal of write-downs on financial assets PLN 17.0 million, making a write-down on Gladstone PLN (9.4) million



# Consolidated sales revenues, by products and sectors

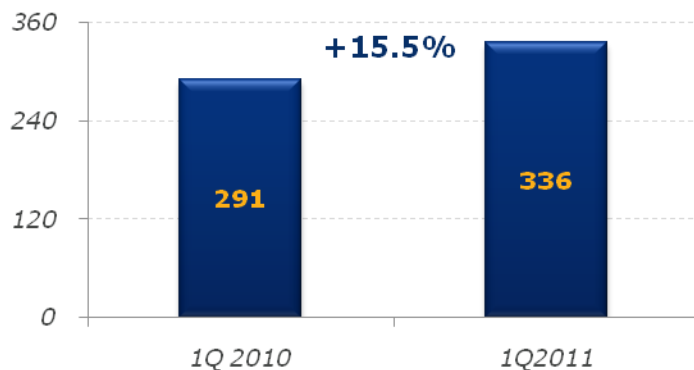


Figures in millions of PLN

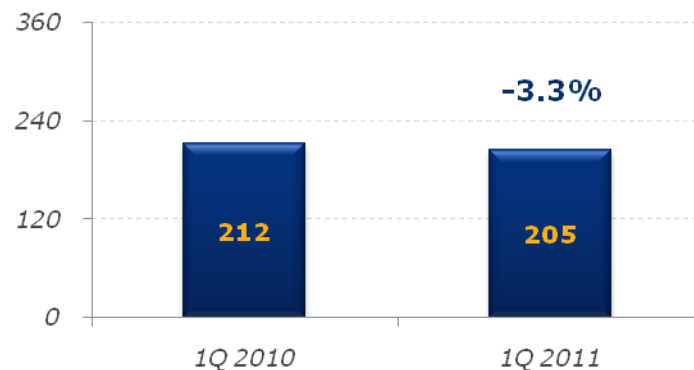


# Standalone Financial Highlights for 1Q 2011

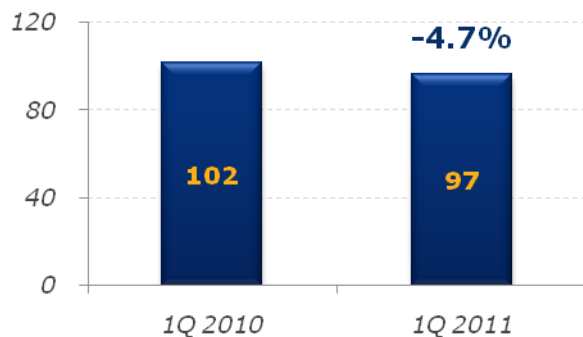
**Standalone sales**



**Proprietary software**



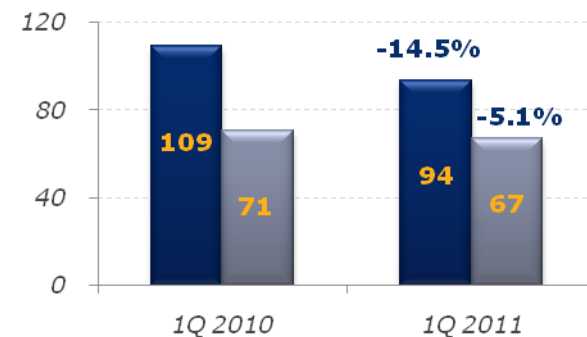
**EBITDA**



**EBIT**



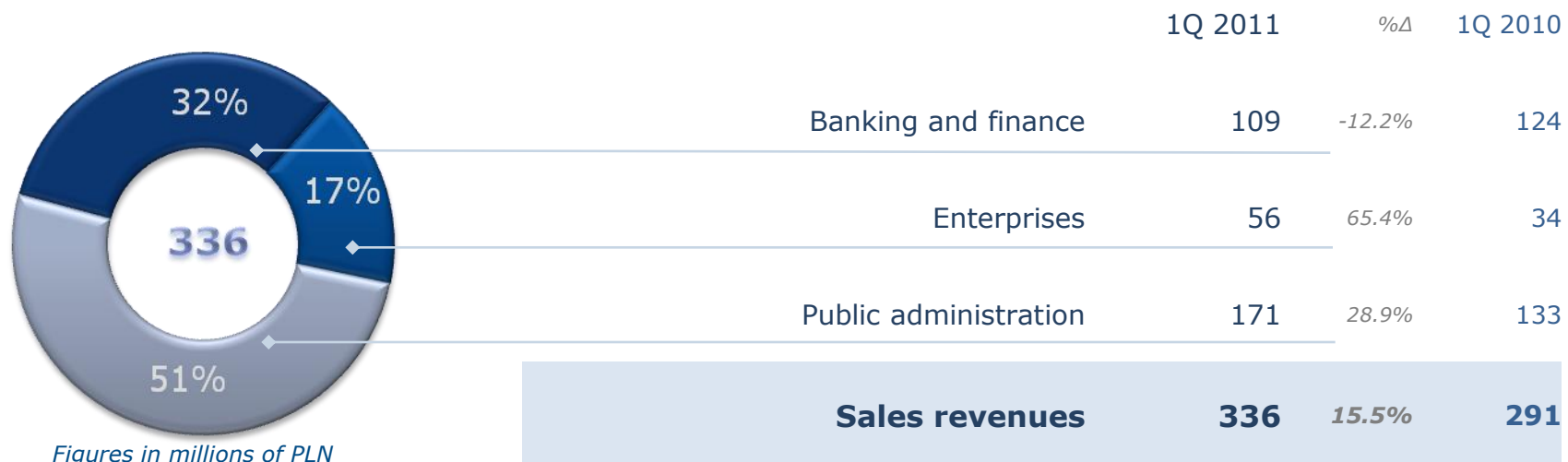
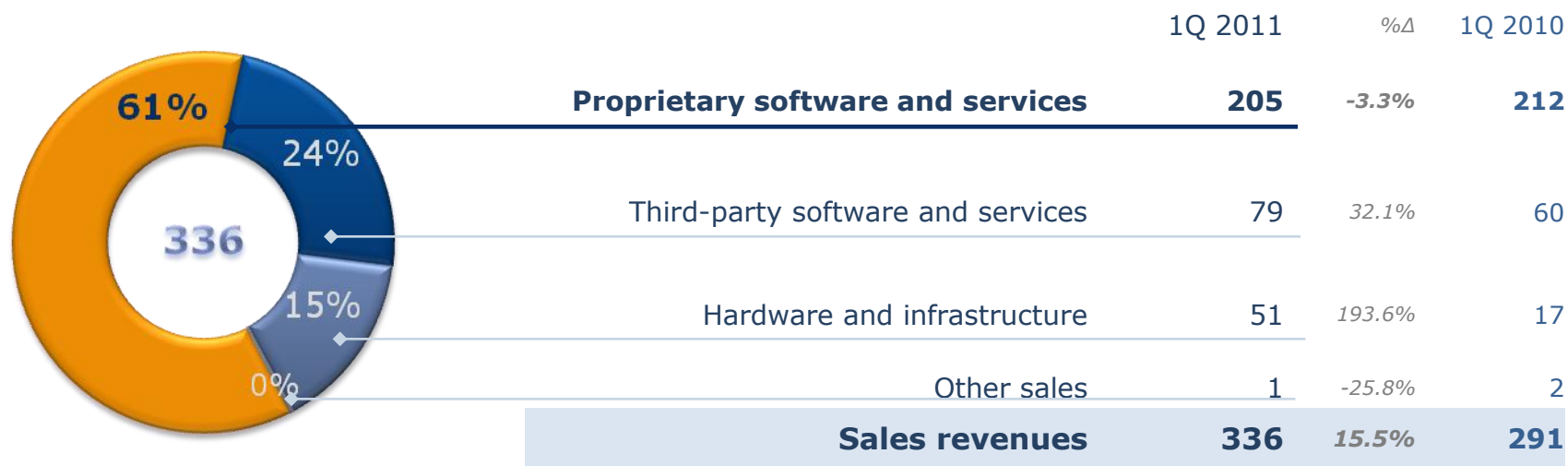
**Net profit<sup>1)</sup>**



Figures in millions of PLN; 1) Net profit and net profit adjusted by single-time events (light blue bars) 1Q 2010: reversal of write-downs on financial assets PLN 17.0 million, making a write-down on Gladstone PLN (14.9) million, dividends PLN 36.6 million; 1Q 2011: dividends PLN 25.3 million, disposal of financial assets PLN 1.1 million



# Standalone sales revenues, by products and sectors



Figures in millions of PLN

# Financial liquidity

	31 March 2011		31 March 2010	
	Asseco Poland	Asseco Group	Asseco Poland	Asseco Group
Short- and long-term debt	-97.4	-328.9	-92.0	-335.3
Cash and cash equivalents	184.5	834.2	173.4	842.2
<b>Cash – debt</b>	<b>87.1</b>	<b>505.3</b>	<b>81.4</b>	<b>506.9</b>
Trade accounts receivable	154.2	860.6	172.4	1,016.3
Trade accounts payable	-60.7	-319.5	-51.2	-457.0
Inventories	15.4	58.4	4.7	66.7
<b>Operating balance</b>	<b>196.0</b>	<b>1,104.8</b>	<b>207.3</b>	<b>1,132.8</b>

PLN millions

Formula Systems	<b>308.1</b>
ACP	<b>184.5</b>
ASEE	<b>98.2</b>
ACE	<b>117.9</b>
ABS	<b>63.4</b>
others	<b>62.1</b>

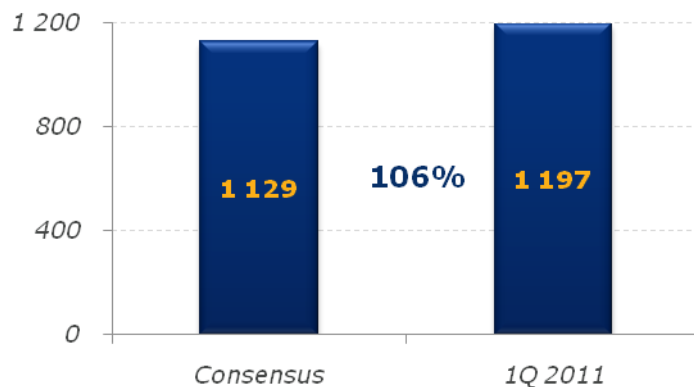
PLN millions

Formula Systems	<b>327.6</b>
ACP	<b>173.4</b>
ASEE	<b>100.1</b>
ACE	<b>89.5</b>
ABS	<b>59.4</b>
others	<b>92.2</b>

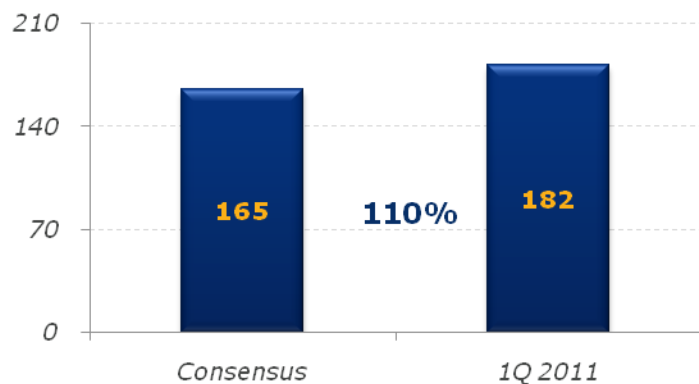


# Market Expectations for 1Q 2011

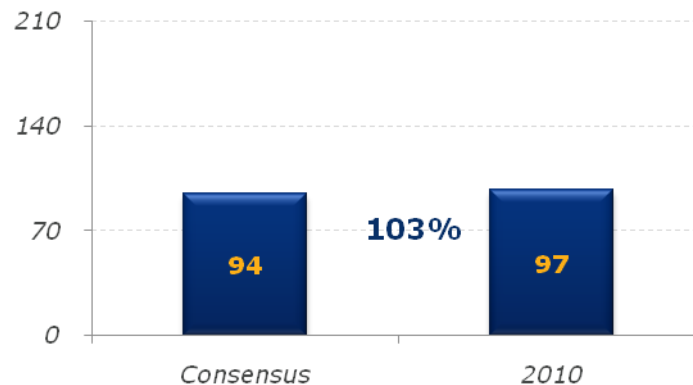
**Consolidated sales revenues**



**Consolidated operating profit**



**Consolidated net profit**



\* Arithmetic average of forecasts made by 11 brokerage houses as at 11 May 2011; figures in millions of PLN





# Agenda

- **Summary of the 1st Quarter of 2011**
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# Significant Events

## **General Meeting of Shareholders – 28 April 2011**

- Declared dividend of PLN 1.80 per share, dividend right to be acquired on 17 May 2011
- Acknowledged the fulfilment of duties by Members of the Management Board and Supervisory Board

## **Mergers of Asseco Poland with Asseco Systems and Alatus**

- Merger with Asseco Systems and Alatus – registered on 4 January 2011



# Banking and Insurance Divisions

## Successes in 1Q 2011

- Idea Bank – delivery of further licenses for def3000/CB banking transactions system as well as for def3000/GL electronic general ledger module.
- Xelion Financial Advisors Ltd. – supply, implementation and maintenance of IT system.

## Key Accounts

- Bank PKO BP
- PZU Insurance Group
- Bank Ochrony Środowiska
- Bank Gospodarki Żywnościowej
- ING Bank
- Getin Noble Bank
- Deutsche Bank PBC
- Allianz Bank
- Cooperative Banking Group



# Public Administration Division

## Successes in 1Q 2011

- 4 hospitals – contracts for author's supervision and maintenance services for INFOMEDICA and SOLMED systems.
- 3 hospitals – contracts for extension of IT systems.
- National Healthcare Fund (NFZ) – contract for maintenance of their IT system.

## Key Accounts

- Social Insurance Institution (ZUS)
- Agency for Restructuring and Modernisation of Agriculture (ARiMR)
- Ministry of Interior and Administration
- National Healthcare Fund (NFZ)
- Agricultural Social Insurance Fund (KRUS)
- Central Statistical Office (GUS)



# Enterprises Division

## Successes in 1Q 2011

- Telekomunikacja Polska (Polish Telecom) – 3-year contract for management of Billing and Reporting applications
- PGNiG SA (gas and oil company) – provision of maintenance services on the corporate www portal
- EnergiaPro (energy holding) - modifications of the billing system
- PGE Dystrybucja (energy distributor) – provision of IT services
- ZWiK Szczecin (waterworks and sewage utility) – development and modernization of the Integrated Management
- PSE Operator (electricity network operator) – maintenance of their Electricity Market Information System

## Key Accounts

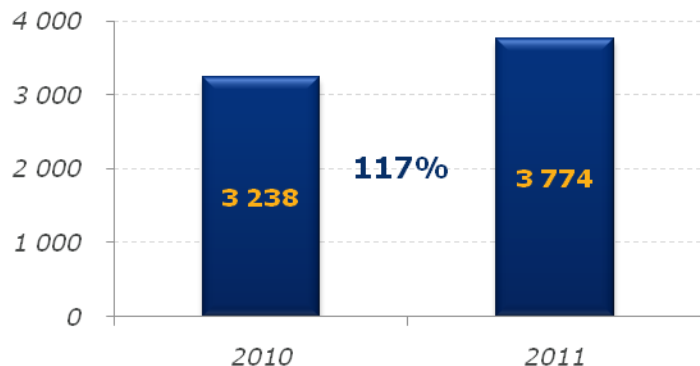
- Telekomunikacja Polska
- PTK Centertel
- Grupa Lotos
- PGE Dystrybucja
- Energa
- PGNiG
- PKN Orlen
- Tauron
- Vattenfall



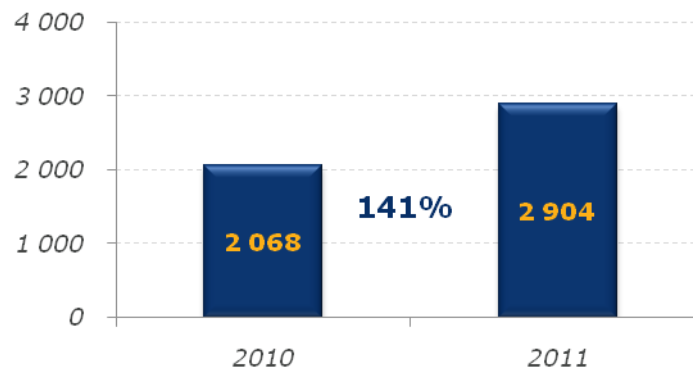
# Backlog of Orders for 2011 (in comparison to actual results for 2010)

## CONSOLIDATED

*Sales revenues*

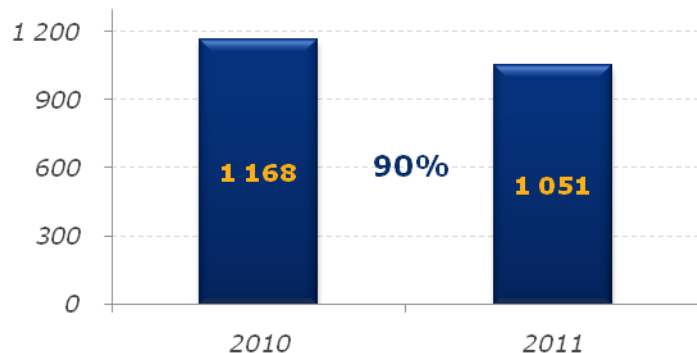


*Proprietary software*



## STANDALONE

*Sales revenues*



*Proprietary software*



Figures in millions of PLN; orders backlog as at 10 May 2011



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# Subsidiaries of Formula Systems

Matrix	USD millions			PLN millions		
	1Q 2011	%Δ	1Q 2010	1Q 2011	%Δ	1Q 2010
Revenues	<b>117,2</b>	18%	<b>99,3</b>	<b>335,3</b>	16%	<b>288,1</b>
EBIT	<b>9,7</b>	15%	<b>8,5</b>	<b>27,8</b>	13%	<b>24,7</b>
Net Profit	<b>6,1</b>	-5%	<b>6,4</b>	<b>17,5</b>	-6%	<b>18,6</b>
<b>Sapiens</b>	1Q 2011	%Δ	1Q 2010	1Q 2011	%Δ	1Q 2010
Revenues	<b>13,3</b>	12%	<b>11,9</b>	<b>38,1</b>	10%	<b>34,5</b>
EBIT	<b>1,7</b>	6%	<b>1,6</b>	<b>4,9</b>	5%	<b>4,6</b>
Net Profit	<b>1,7</b>	10%	<b>1,5</b>	<b>4,9</b>	12%	<b>4,4</b>
<b>Magic</b>	1Q 2011	%Δ	1Q 2010	1Q 2011	%Δ	1Q 2010
Revenues	<b>25,5</b>	29%	<b>19,7</b>	<b>73,0</b>	28%	<b>57,2</b>
EBIT	<b>3,1</b>	78%	<b>1,8</b>	<b>8,9</b>	70%	<b>5,2</b>
Net Profit	<b>3,1</b>	68%	<b>1,9</b>	<b>8,9</b>	61%	<b>5,5</b>
<b>Formula Systems</b>	1Q 2011	%Δ	1Q 2010	1Q 2011	%Δ	1Q 2010
Revenues	<b>155,9</b>	19%	<b>130,8</b>	<b>446,1</b>	18%	<b>379,6</b>
EBIT	<b>12,2</b>	11%	<b>11,0</b>	<b>34,9</b>	9%	<b>31,9</b>
Net Profit	<b>4,2</b>	-13%	<b>4,8</b>	<b>12,0</b>	-14%	<b>13,9</b>

Figures in millions of USD and millions of PLN; Financial results of Magic Software, Sapiens International and Formula Systems presented in compliance with US GAAP standards, Matrix - under IFRS standards





# Financial Results of Subsidiaries

	Sales revenues Q1 2011	Sales revenues Q1 2010	Operating profit Q1 2011	Operating profit Q1 2010	Net profit Q1 2011	Net profit Q1 2010
Asseco Central Europe Group	127.3	115.6	29.7	4.3	23.7	4.8
Asseco South Eastern Europe Group	98.0	92.3	11.1	9.6	11.4	8.1
Asseco DACH Group	50.0	36.0	1.3	1.3	1.0	1.2
Asseco South Western Europe Group	53.4	29.0	1.7	(0.8)	0.7	(0.9)
Formula Systems	446.4	n/a	38.1	n/a	28.2	n/a
Asseco Northern Europe	23.2	20.3	2.9	1.8	2.4	1.4
Asseco Business Solutions S.A.	42.5	36.7	11.2	9.1	9.6	7.7
Combidata Poland Sp. z o.o.	11.1	11.0	1.5	2.1	1.3	1.6
ZUI Novum Sp. z o.o	5.5	5.0	1.1	0.8	0.9	0.7
ZUI OTAGO Sp. z o.o	4.6	2.6	0.5	0.9	0.4	0.7
ADH-Soft Sp. z o.o.	1.8	1.9	0.2	0.4	0.1	0.3
Other	5.8	8.1	0.3	1.1	0.5	1.9
<b>Total</b>	<b>869.6</b>	<b>358.5</b>	<b>99.6</b>	<b>30.6</b>	<b>80.2</b>	<b>27.5</b>

Figures in millions of PLN



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# Consolidated Profit and Loss Account

PLN millions	Q1 2011	Q1 2010	▲																	
<b>Sales revenues</b>	<b>1,196.9</b>	<b>690.6</b>	<b>73%</b>	<table border="1"> <thead> <tr> <th></th> <th>PLN m</th> </tr> </thead> <tbody> <tr><td>ACP</td><td>336.2</td></tr> <tr><td>ABS</td><td>42.5</td></tr> <tr><td>Formula</td><td>446.4</td></tr> <tr><td>ACE</td><td>127.3</td></tr> <tr><td>ASEE</td><td>98.0</td></tr> <tr><td>Other</td><td>156.4</td></tr> <tr><td>Adjustment</td><td>-10.0</td></tr> </tbody> </table>		PLN m	ACP	336.2	ABS	42.5	Formula	446.4	ACE	127.3	ASEE	98.0	Other	156.4	Adjustment	-10.0
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Formula	446.4																			
ACE	127.3																			
ASEE	98.0																			
Other	156.4																			
Adjustment	-10.0																			
Gross profit on sales	358.3	237.0	51%																	
Selling expenses	(85.7)	(53.0)	62%																	
General administrative expenses	(92.5)	(64.3)	44%																	
Other operating income	4.1	4.6	-11%																	
Other operating expenses	(2.6)	(2.9)	-10%	<table border="1"> <thead> <tr> <th></th> <th>PLN m</th> </tr> </thead> <tbody> <tr><td>ACP</td><td>83.7</td></tr> <tr><td>ABS</td><td>11.2</td></tr> <tr><td>Formula</td><td>38.1</td></tr> <tr><td>ACE</td><td>29.7</td></tr> <tr><td>ASEE</td><td>11.1</td></tr> <tr><td>Other</td><td>9.7</td></tr> <tr><td>Adjustment</td><td>-2.0</td></tr> </tbody> </table>		PLN m	ACP	83.7	ABS	11.2	Formula	38.1	ACE	29.7	ASEE	11.1	Other	9.7	Adjustment	-2.0
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Adjustment	-2.0																			
<b>Operating profit</b>	<b>181.6</b>	<b>121.4</b>	<b>50%</b>																	
Financial income	15.3	37.1	-59%																	
Financial expenses	(16.1)	(25.7)	-37%	<table border="1"> <thead> <tr> <th></th> <th>PLN m</th> </tr> </thead> <tbody> <tr><td>Interest</td><td>1.9</td></tr> <tr><td>Currency transactions</td><td>-1.2</td></tr> <tr><td>Other</td><td>-1.5</td></tr> </tbody> </table>		PLN m	Interest	1.9	Currency transactions	-1.2	Other	-1.5								
	PLN m																			
Interest	1.9																			
Currency transactions	-1.2																			
Other	-1.5																			
Pre-tax profit	180.8	132.8	36%																	
Share in profits of associated companies	-	1.1	-																	
<b>Net profit for shareholders of Asseco Poland</b>	<b>97.2</b>	<b>95.5</b>	<b>2%</b>	<table border="1"> <thead> <tr> <th></th> <th>PLN m</th> </tr> </thead> <tbody> <tr><td>ACP*</td><td>68.3</td></tr> <tr><td>ABS</td><td>4.5</td></tr> <tr><td>Formula</td><td>6.9</td></tr> <tr><td>ACE</td><td>9.2</td></tr> <tr><td>ASEE</td><td>6.3</td></tr> <tr><td>Other</td><td>5.7</td></tr> <tr><td>Adjustment*</td><td>-3.6</td></tr> </tbody> </table> <p>*adjusted by dividends</p>		PLN m	ACP*	68.3	ABS	4.5	Formula	6.9	ACE	9.2	ASEE	6.3	Other	5.7	Adjustment*	-3.6
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ASEE	6.3																			
Other	5.7																			
Adjustment*	-3.6																			



# Consolidated Balance Sheet

PLN millions	31 March 2011	31 Dec. 2010	▼
<b>Non-current assets</b>	<b>5,468.8</b>	<b>5,440.6</b>	<b>1%</b>
of which:			
Intangible assets	2,803.3	2,813.2	0%
Goodwill arising from consolidation	1,884.5	1,865.8	1%
<b>Current assets</b>	<b>2,350.3</b>	<b>2,455.5</b>	<b>-4%</b>
of which			
Trade accounts receivable	860.6	1,016.3	-15%
Cash and cash equivalents	834.2	842.2	-1%
<b>Total assets</b>	<b>7,823.9</b>	<b>7,900.5</b>	<b>-1%</b>

PLN millions	31 March 2011	31 Dec. 2010	▼
<b>Shareholders' equity</b>	<b>5,965.5</b>	<b>5,839.5</b>	<b>2%</b>
<b>Non-current liabilities</b>	<b>603.7</b>	<b>627.6</b>	<b>-4%</b>
of which			
Bank loans and debt securities	222.9	227.1	-2%
Long-term financial liabilities	104.1	115.2	-10%
<b>Current liabilities</b>	<b>1,254.7</b>	<b>1,433.4</b>	<b>-12%</b>
of which:			
Bank loans and debt securities	106.0	108.1	-2%
Trade accounts payable	319.5	457.0	-30%
Financial liabilities	62.3	52.4	19%
<b>Total equity and liabilities</b>	<b>7,823.9</b>	<b>7,901.3</b>	<b>-1%</b>



ASSECO

**Many thanks for your attention**

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