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Asseco Group Results

Q1–Q3 2015

Asseco Group in the period of Q1-Q3 2015

1. Strong financial results of Asseco Group
2. Higher contribution from our foreign market operations
3. Continued optimization of the Group's organizational structure

Consolidated financial highlights for Q3 2015



Consolidated financial highlights for Q1-Q3 2015

<p>PLN 5,060 m</p> <p>Sales revenues</p> <p>+15%</p>	<p>PLN 4,181 m</p> <p>Proprietary software and services</p> <p>+17%</p>
<p>PLN 734 m</p> <p>EBITDA</p> <p>+13%</p>	<p>PLN 534 m</p> <p>EBIT</p> <p>+16%</p>
<p>PLN 240 m</p> <p>Net profit</p> <p>-11%</p>	<p>PLN 6,849 m</p> <p>Order backlog for 2015</p> <p>+18%</p>

Asseco Group in Q1-Q3 2015 - summary

Polish market

Favourable results of our subsidiaries. Reorganization of business structure.

Israeli market

Significant takeovers and expansion in international insurance markets.

Central European market

Robust sales in Slovakia, new contracts in the public administration and banking sector.

South Eastern European market

Higher revenues from proprietary software solutions. Rapidly growing sales of our payment systems.

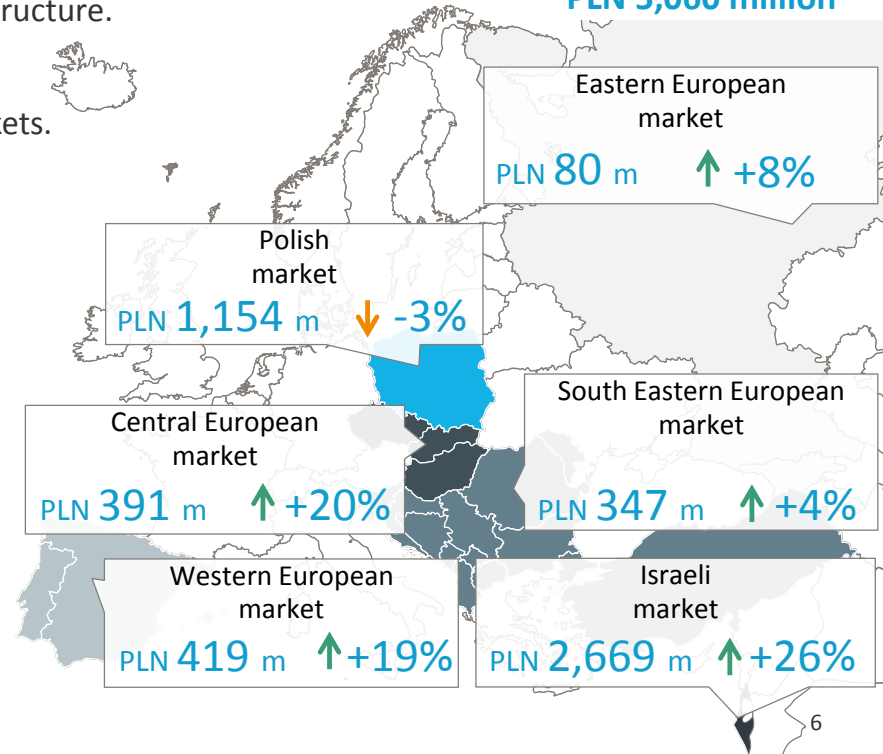
Western European market

Changes in the Group's structure. Improving economic conditions contribute to our revenue growth.

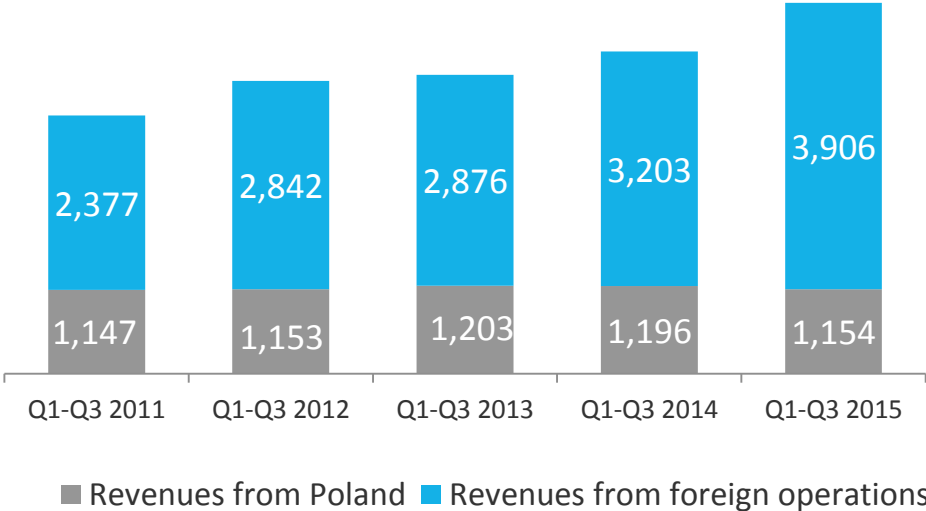
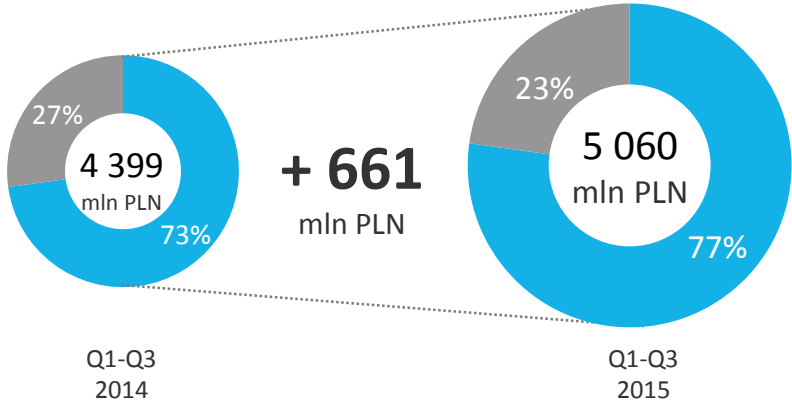
Eastern European market

Dynamic growth of sales in Russian rubles. Stable growth in the region's banking market.

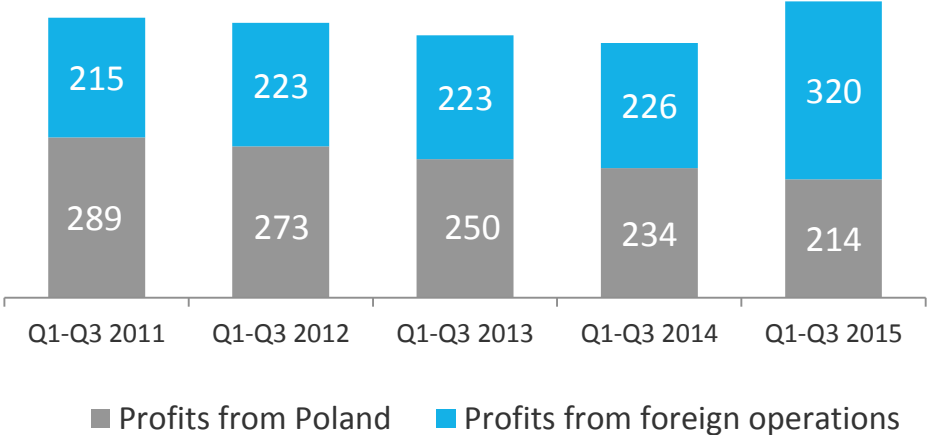
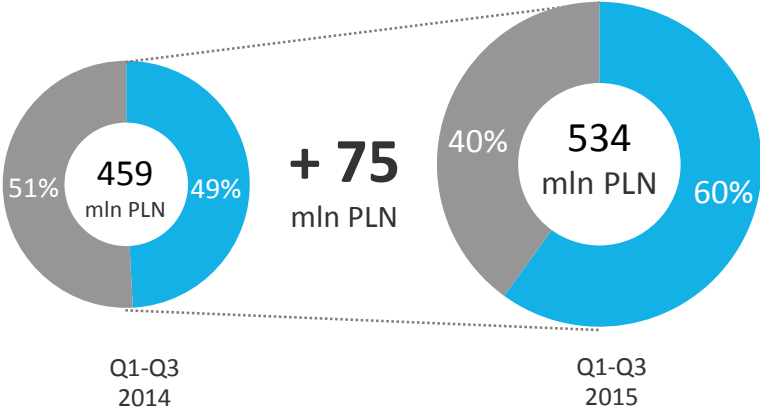
Group sales revenues
PLN 5,060 million



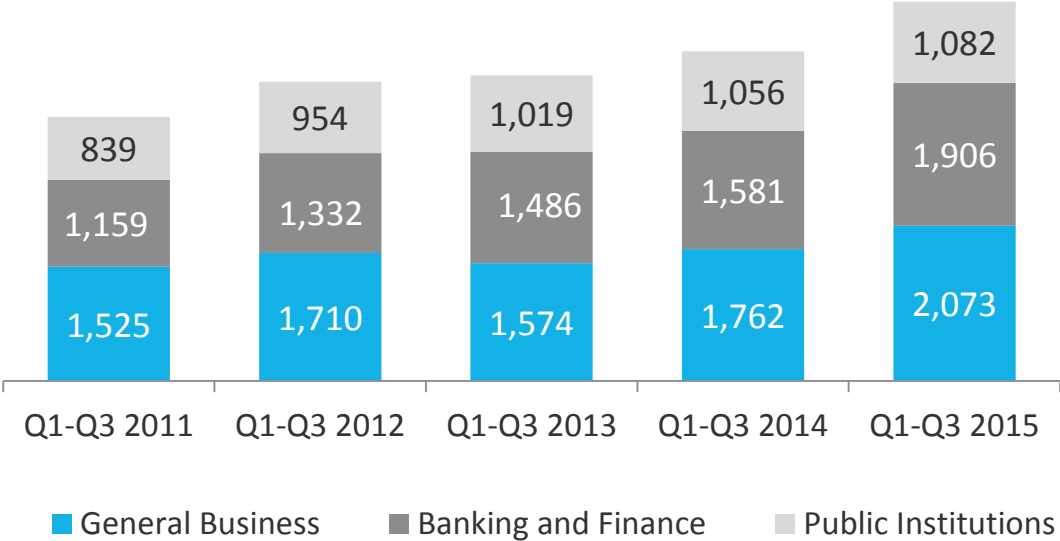
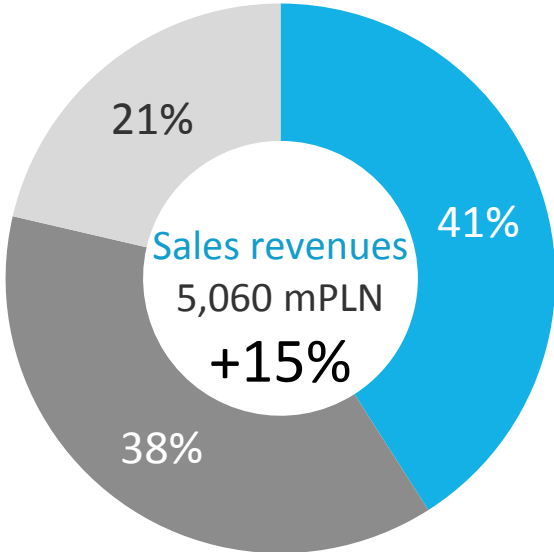
Higher share of foreign operations in the Group's revenues



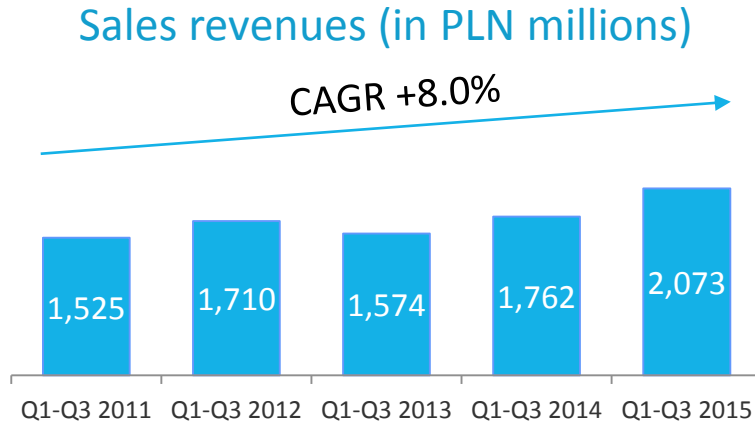
Higher share of foreign operations in the Group's operating profit



Revenue structure – strong diversification into sectors



General Business sector

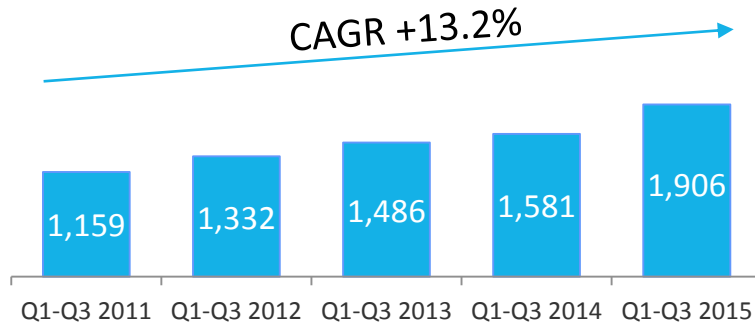


	Q1-Q3 2015	Q1-Q3 2014	Change
Polish market	366.2	335.9	+9%
Israeli market	1,202.6	1,008.7	+19%
Central European market	171.0	147.4	+16%
South Eastern European market	56.5	53.9	+5%
Western European market	277.4	217.4	+28%
Eastern European market	1.0	1.6	-35%
Asseco Group	2,072.6	1,762.4	+18%

- Improving economy in Spain, new contracts for the supply of IT infrastructure
- Growing sales of software solutions developed by our Israeli companies
- Completion of the implementation of a central billing system at Tauron

Banking and Finance sector

Sales revenues (in PLN millions)

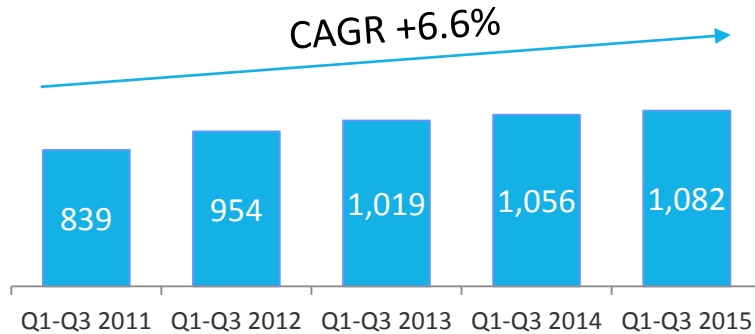


	Q1-Q3 2015	Q1-Q3 2014	Change
Polish market	329.9	324.0	+2%
Israeli market	1,106.5	809.7	+37%
Central European market	65.0	61.9	+5%
South Eastern European market	265.1	236.4	+12%
Western European market	83.0	80.3	+3%
Eastern European market	78.0	71.4	+9%
Asseco Group	1,906.1	1,580.5	+21%

- Dynamic expansion in the global insurance industry market (Sapiens Group)
- Solid growth in revenues from our payment solutions in the region of South Eastern Europe
- Sustainable business development in Russia

Public Institutions sector

Sales revenues (in PLN millions)

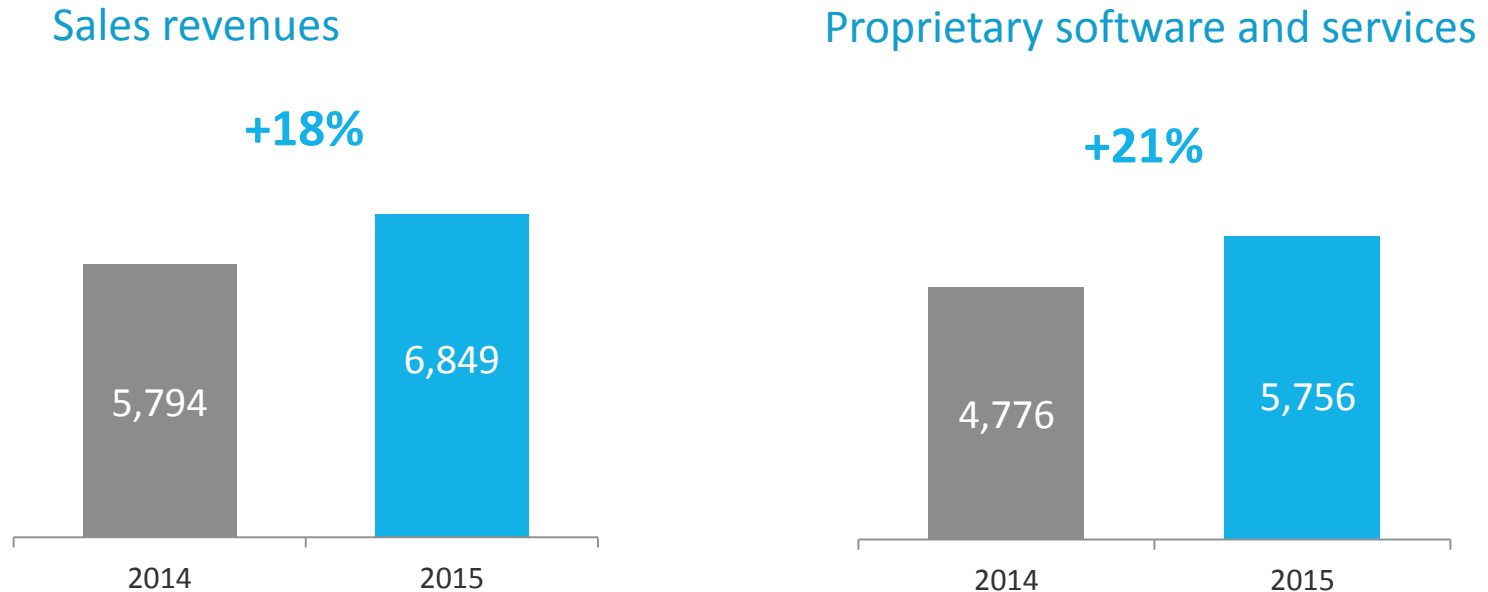


	Q1-Q3 2015	Q1-Q3 2014	Change
Polish market	465.4	540.0	-14%
Israeli market	374.6	299.5	+25%
Central European market	156.0	116.5	+34%
South Eastern European market	25.8	45.1	-43%
Western European market	58.5	53.9	+9%
Eastern European market	1.1	1.5	-28%
Asseco Group	1,081.5	1,056.4	+2%

- Expanding our cooperation with the public sector clients in Slovakia
- Development in the IT security domain, higher sales of infrastructure (Matrix IT)
- New contracts in the sectors of healthcare and agriculture (Agricultural Social Insurance Fund, Agency for Restructuring and Modernization of Agriculture, e-Health)

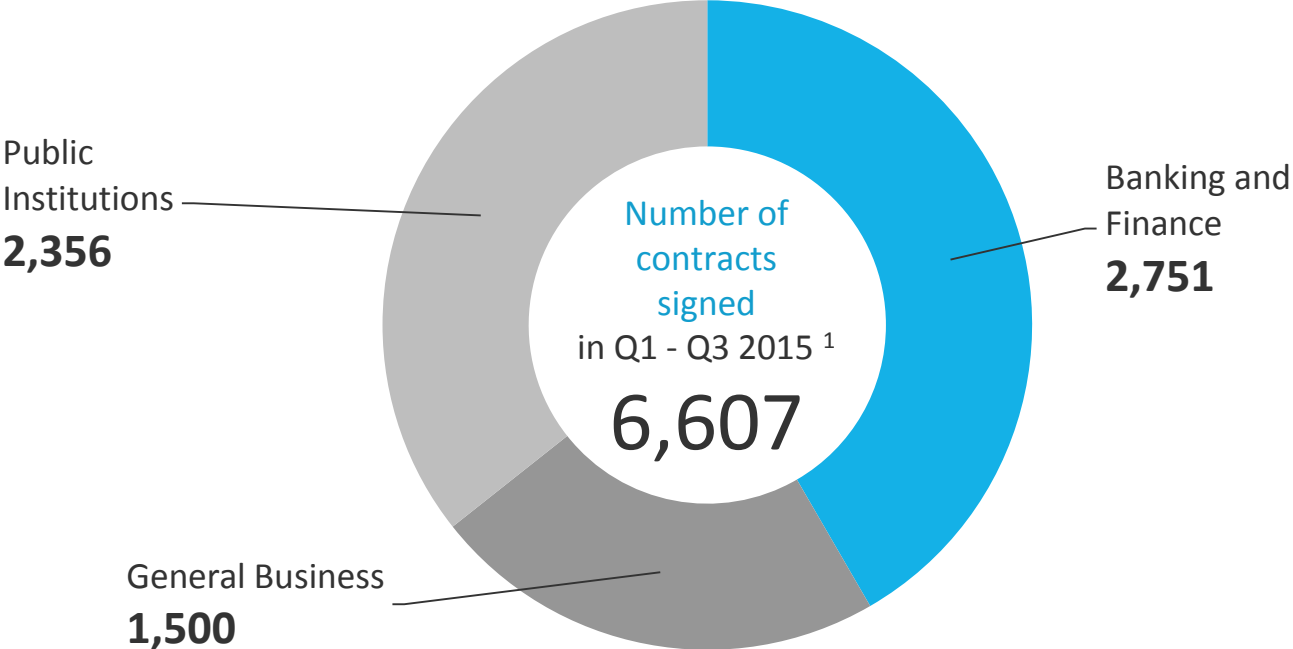
Consolidated order backlog for 2015

In comparison to the order backlog presented in November 2014



Figures in PLN millions;
 Value of the order backlog for 2015 as at 12 November 2015; Value of the order backlog for 2014 as at 14 November 2014

Contracts signed in Q1 - Q3 2015



¹⁾ Asseco Group, excluding retail products. The figures include contracts, orders and annexes.

Significant M&A transactions in Asseco Group



Acquisition of Exictos

3 September 2015

- Expansion into African markets
- Broadening our customer base in the banking sector
- New opportunities for business development in Portuguese-speaking countries

EUR 21.5 million for 61.38% of shares



Tender offer for 100% of shares in Infovide-Matrix

23 September 2015

- Acquisition of new competencies in the area of IT services
- Expanding our portfolio of services for software of third-party vendors

PLN 75 million for 100% of shares



Asseco Western Europe sells its shareholding in Matrix42

16 October 2015

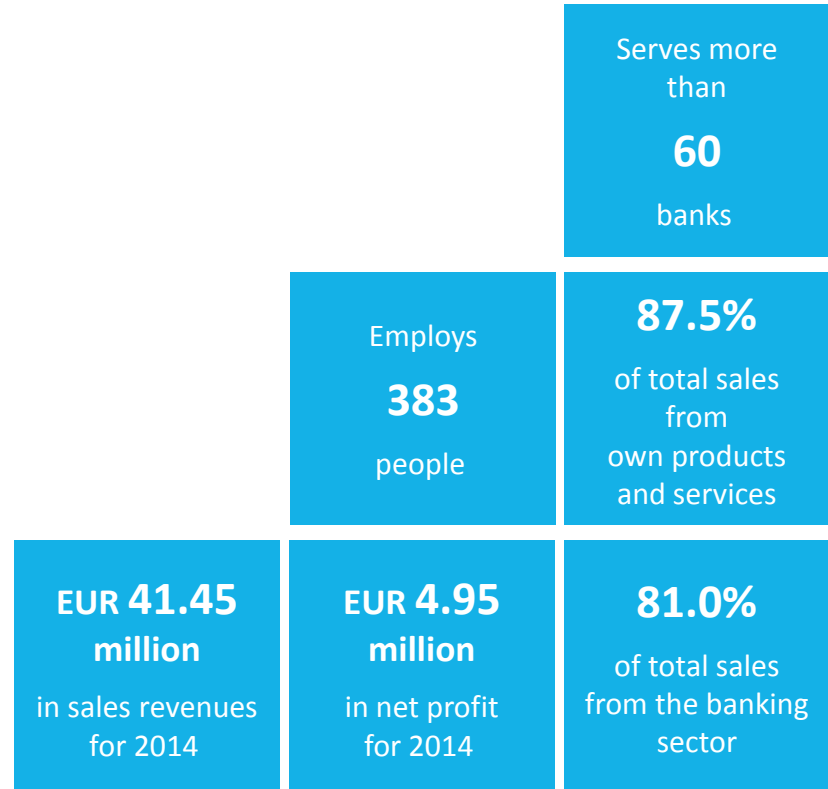
- Selling the company to its managers (management buyout)
- Effective reorganization and recognition of a gain on this investment

EUR 46.3 million for 97.2% of shares

New business opportunities in Portuguese-speaking countries



- Gaining access to new clients in Portuguese-speaking countries in Africa and, in the future, also in South America
- Strengthening of Asseco’s presence in the banking and finance industry as well as in the Iberian Peninsula region
- Boosting the potential for export sales of Asseco Poland’s banking software
- Experienced sales force and a large R&D department (107 employees)
- Favourable contribution of Exictos to the financial results of Asseco Group



Financial information

Solid growth in revenues and operating profit

	Q1-Q3 2015	Q1-Q3 2014	Δ	Q3 2015	Q3 2014	Δ
Sales revenues	5,060.2	4,399.3	+15%	1,755.1	1,486.3	+18%
Proprietary software and services	4,180.5	3,570.2	+17%	1,458.2	1,226.3	+19%
Gross profit/(loss) on sales	1,243.3	1,083.7	+15%	439.6	375.5	+17%
<i>Gross profit margin</i>	24.6%	24.6%	-0.1 pp	25.0%	25.3%	-0.2 pp
Selling costs	-324.7	-276.0	+18%	-111.3	-95.4	+17%
General and administrative expenses	-376.8	-348.0	+8%	-129.4	-118.3	+9%
Other operating activities	-8.1	-0.5	-	1.2	2.1	-
Operating profit	533.7	459.2	+16%	200.1	163.9	+22%
<i>Operating profit margin</i>	10.5%	10.4%	+0.1 pp	11.4%	11.0%	+0.4 pp
Operating profit non-IFRS	605.8	534.2	+13%	228.6	189.7	+21%
<i>Operating profit margin non-IFRS</i>	12.0%	12.1%	-0.2 pp	13.0%	12.8%	+0.3 pp
EBITDA	733.7	646.9	+13%	270.0	228.8	+18%
<i>EBITDA margin</i>	14.5%	14.7%	-0.2 pp	15.4%	15.4%	0 pp

Figures in PLN millions

Non-IFRS figures including adjustments for: i) income recognized in purchase price allocation, ii) amortization charges on intangible assets recognized in purchase price allocation as well as iii) for the costs of share-based payment transactions with employees

Strong revenue growth

	Q3 2015 / Change Q3 2015 vs. Q3 2014					
	Sales revenues**		Proprietary software and services**		Operating profit (non-IFRS)	
Polish market	395.0	+2%	337.6	+7%	89.6	+4%
Israeli market	913.0	+23%	815.4	+24%	81.6	+16%
Central European market	155.9	+52%	120.4	+34%	12.6	+31%
South Eastern European market	127.1	+10%	74.8	+12%	14.5	+23%
Western European market	144.7	+27%	91.1	+31%	12.5	+78%
Eastern European market	37.8	+29%	36.8	+40%	16.1	+174%
Asseco Group*	1,755.1	+18%	1,458.2	+19%	228.6	+21%

* Figures after consolidation eliminations

** Revenues generated in individual markets include sales to external customers as well as inter-segment sales

Non-IFRS figures including adjustments for amortization charges on intangible assets recognized in purchase price allocation, for the costs of share-based payment transactions with employees, as well as for financial results recognized in accounting for mergers and acquisitions

Strong revenue growth

Q1-Q3 2015 / Change Q1-Q3 2015 vs. Q1-Q3 2014

	Sales revenues**		Proprietary software and services**		Operating profit (non-IFRS)	
Polish market	1,154.4	-3%	992.8	+3%	227.4	-8%
Israeli market	2,683.7	+27%	2,352.8	+26%	256.6	+36%
Central European market	392.0	+20%	331.5	+21%	39.0	+1%
South Eastern European market	347.5	+4%	210.5	+10%	38.4	+27%
Western European market	418.8	+19%	239.6	+17%	23.7	-2%
Eastern European market	80.1	+7%	75.1	+11%	20.9	+228%
Asseco Group*	5,060.2	+15%	4,180.5	+17%	605.8	+13%

* Figures after consolidation eliminations

** Revenues generated in individual markets include sales to external customers as well as inter-segment sales

Non-IFRS figures including adjustments for amortization charges on intangible assets recognized in purchase price allocation, for the costs of share-based payment transactions with employees, as well as for financial results recognized in accounting for mergers and acquisitions

Reconciliation of operating profit and net profit

	Q1-Q3 2015	Q1-Q3 2014	Δ	Q3 2015	Q3 2014	Δ
Operating profit	533.7	459.2	+16%	200.1	163.9	+22%
Interest expense	-23.1	-23.3		-8.8	-9.1	
Foreign currency transactions	-6.2	2.0		7.4	4.4	
Other	0.8	31.1		-1.7	3.0	
of which: gain/loss on transactions associated with company acquisitions	-1.0	4.9		-0.3	3.7	
reversal of allowance for a loan granted to Matrix42 Inc by Matrix42 AG	5.4					
reversal of allowance for receivables from / commercial papers of PI		28.1				
Pre-tax profit	505.2	469.1	+8%	197.0	162.2	+21%
Income tax	-118.7	-96.5	+23%	-42.6	-30.6	+39%
Share of profits/losses of associates	0.6	1.8	-63%	0.8	0.3	+222%
Profit/loss from discontinued operations*	0.0	9.6	-100%	0.0	0.0	-100%
Net profit	387.1	384.0	+1%	155.2	131.9	+18%
Net profit attributable to shareholders of the parent company	239.6	268.5	-11%	101.6	85.3	+19%

Figures in PLN millions

* 2014: net profit of Slovanet Group along with the gain on disposal of Slovanet by ACE Group;

Generated cash flows

	Asseco Group		Asseco Poland	
	Q1-Q3 2015	Q1-Q3 2014	Q1-Q3 2015	Q1-Q3 2014
CFO	621.0	502.9	183.7	155.5
CAPEX*	-138.6	-146.7	-33.6	-17.3
Free cash flow**	482.4	356.2	150.1	138.2
Cash conversion***	80%	67%	83%	71%

* Excluding investments in investment property, net of grants received

** CFO + CAPEX

*** Free cash flow / non-IFRS EBIT

Figures in PLN millions

Non-IFRS figures including adjustments for amortization charges on intangible assets recognized in purchase price allocation, for the costs of share-based payment transactions with employees, as well as for financial results recognized in accounting for mergers and acquisitions

Stable liquidity position (Asseco Poland)

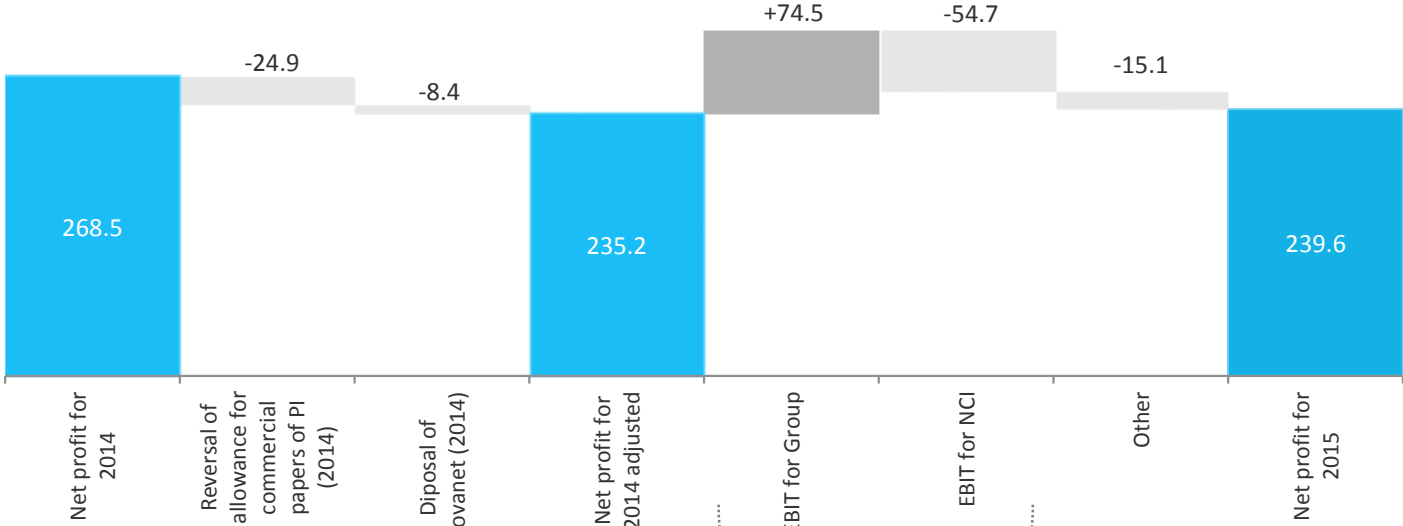
	As at 30 September 2015	
	ST	LT
Cash and financial assets	55.1	74.1
Debt and finance lease:	-49.3	27.1
<i>Bank loans</i>	-30.2	-79.9
<i>Assets serving as bank loan collateral*</i>	-	196.6
<i>Finance lease liabilities</i>	-19.1	-89.6
Net cash (ST)	5.8	
Inventories + ST receivables – ST liabilities**	369.6	
Net operating assets (ST)	375.4	
Available bank loan facilities	553.6	

Figures in PLN millions

* The book value of real estate serving as bank loan collateral

** Inventories + short-term receivables + short-term prepayments – short-term liabilities excluding bank loans and finance lease liabilities

Explanation of changes in net profit



	Change in EBIT	Attributable to shareholders of Asseco	Attributable to minority interests
Polish market	-19.4	-18.9	-0.5
Other markets	+93.9	+38.7	+55.2
Asseco Group	+74.5	+19.8	+54.7


Thank you

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