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SOUTH EASTERN EUROPE

Financial Results for Q3 2017 And Business Update

October 27th, 2017

Warsaw

Q3 2017 results

Q3 2017 highlights

- Another quarter of good financial results mainly due to better performance by Integration
- Historically record high contract for core-banking implementation signed with NKBM in Slovenia
- Regional outsourcing contract for around 600 ATMs with Addiko Bank in Croatia, Slovenia, Bosnia&Hercegovina, Serbia and Montenegro
- First Payten entity registered in Croatia

Q3 2017 Best Deals

Banking

- **Core banking** for NKBM*
- **iWallet** for a telekom company in Serbia
- **IFRS 9** for banks in Montenegro and in Romania
- **PUB CMS** for an international bank in Montenegro
- **Tezauri BASEL III** for two banks in Serbia
- **SxS** for an international banking group IT provider

Payment

- **ATM outsourcing** for one of the banks in Croatia
- **Delivery ATM CashIn** for a bank in Kosovo (**NLB**)
- **MSU** for two companies in Turkey (energy and car tracking)

System Integration

- **Fidelity** for a bank in Turkey
- **Dynatrace** third party solution for public administration (Municipality), an airline and an e-commerce company
- **Java BPM solutions** for 3 clients in Romania (technology and bank)
- Asseco proprietary **BPS solution** and 3rd party back up software for M:tel in Serbia
- Tailor made system for capital gains – Tax Administration of Serbia

* Value of transaction amounts to EUR 9,4 mln and includes the sale of license, implementation of the whole project as planned and rendering maintenance services for 5 years after the implementation

Q3 2017: improving results driven by Integration

	mEUR			mPLN		
	Q3 2017	Q3 2016	% Diff	Q3 2017	Q3 2016	% Diff
Revenue	29,9	30,2	-1%	127,8	131,2	-3%
EBITDA	5,5	5,0	+10%	23,7	21,9	+8%
EBIT	3,1	2,9	+8%	13,3	12,5	+7%
NPAT	2,6	2,5	+4%	11,2	10,9	+2%
<i>EBITDA %</i>	<i>18,5%</i>	<i>16,7%</i>				
<i>EBIT %</i>	<i>10,4%</i>	<i>9,5%</i>				

1-3Q 2017: dynamic growth despite slower Q3

	mEUR			mPLN		
	Q1-3 2017	Q1-3 2016	% Diff	Q1-3 2017	Q1-3 2016	% Diff
Revenue	96,5	89,5	+8%	410,6	391,2	+5%
EBITDA	17,3	14,6	+19%	73,6	63,7	+16%
EBIT	10,3	8,3	+24%	44,1	36,5	+21%
NPAT	8,7	7,2	+21%	36,9	31,3	+18%
<i>EBITDA %</i>	<i>17,9%</i>	<i>16,3%</i>				
<i>EBIT %</i>	<i>10,7%</i>	<i>9,3%</i>				

Consolidation of ChipCard and E-Mon increasing Q1-3'17 Revenues by 1,0m EUR and EBIT by 63k EUR

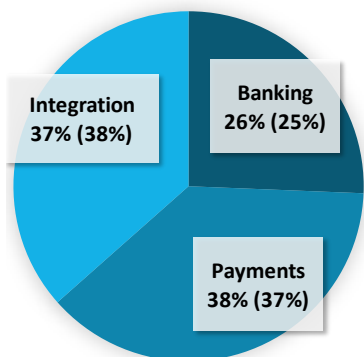
Banking and Integration improving compared to last year

mEUR	Revenue		
	Q1-3 2017	Q1-3 2016	Diff
Banking	24,7	22,5	2,2
Payments	36,5	32,7	3,8
Integration	35,2	34,4	0,9
Asseco SEE Group	96,5	89,5	6,9

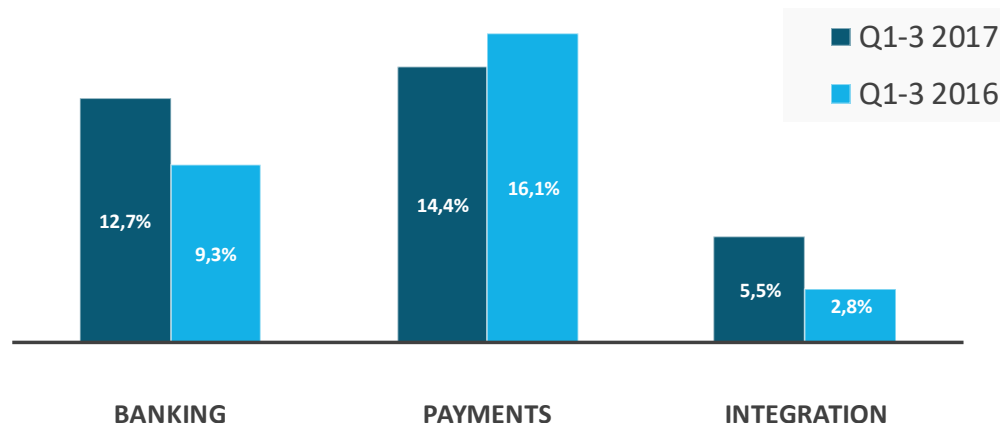
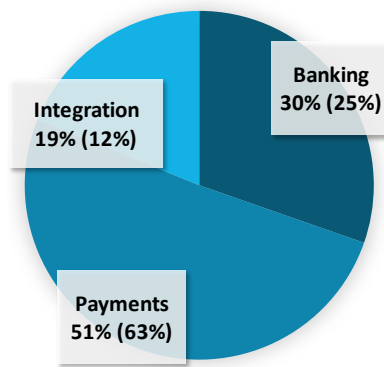
mEUR	EBITDA		
	Q1-3 2017	Q1-3 2016	Diff
Banking	4,2	3,2	1,0
Payments	10,5	9,5	1,0
Integration	2,6	1,8	0,8
Asseco SEE Group	17,3	14,6	2,7

mEUR	EBIT		
	Q1-3 2017	Q1-3 2016	Diff
Banking	3,1	2,1	1,1
Payments	5,2	5,3	0,0
Integration	1,9	1,0	1,0
Asseco SEE Group	10,3	8,3	2,0

Revenue per BUs Q1-3 2017



EBIT per BUs Q1-3 2017



Excellent results from Banking and Payments in Croatia, progress in BH, Romania, Serbia

mEUR	Revenue				EBIT			
	Q1-3 2017	Q1-3 2016	Diff	% Diff	Q1-3 2017	Q1-3 2016	Diff	% Diff
B&H	3,0	2,9	0,1	+5%	0,8	0,5	0,3	+55%
Cro	17,4	14,2	3,3	+23%	2,4	0,7	1,7	+246%
Mon	1,6	1,7	0,0	-2%	0,5	0,5	0,0	-9%
Mac	8,0	8,9	-1,0	-11%	1,7	1,9	-0,2	-11%
Rom	23,5	18,1	5,4	+30%	0,8	0,4	0,4	+81%
Ser	26,7	26,9	-0,2	-1%	2,8	2,4	0,4	+16%
Slo	3,2	2,8	0,4	+15%	0,4	0,4	0,0	-4%
Tur	9,0	10,0	-1,0	-10%	0,8	1,0	-0,2	-17%
Other*	4,0	4,2	-0,1	-3%	0,1	0,4	-0,3	-70%
GASEE	96,5	89,5	6,9	+8%	10,3	8,3	2,0	+24%

*Other entities include Kosovo, Albania, Bulgaria and Poland

Good overall cash position

mEUR	Asseco SEE Group		
	Q3 2017	2016 YE	Diff
Cash and cash equivalents	14,0	18,3	-4,3
Short term investments	5,4	9,5	-4,0
Short term and long term debt	-10,3	-10,1	-0,2
Net Cash	9,1	17,6	-8,6
Receivables and Prepayments	27,3	35,6	-8,3
Liabilities, Provisions and Deferred Income	-22,2	-36,5	14,3
Inventory	4,8	5,3	-0,6
Operational Balance	18,9	22,0	-3,1

Good cash conversion despite growing capex

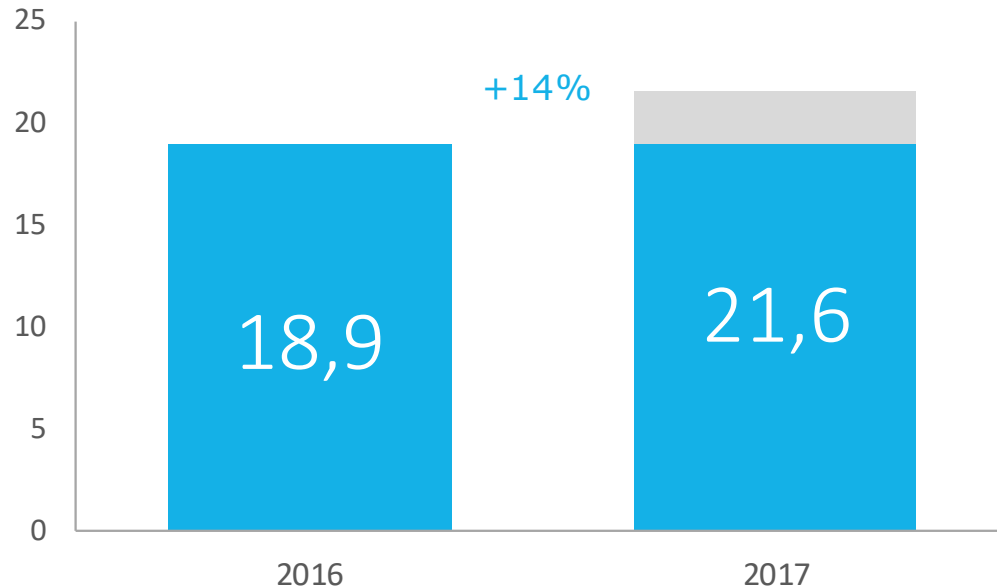
mEUR	Asseco SEE Group		
	Q3 2017 LTM	2016	2015
Operating cash flow*	23,7	21,6	18,4
- IT Infrastructure for outsourcing	-10,3	-6,1	-7,3
- Capitalized R&D	-1,1	-1,2	-1,2
- M&A	-1,0	-2,5	-0,4
- Other CAPEX	-2,4	-2,0	-2,0
Free cash flow	9,0	9,8	7,4
Debt Increase	3,3	2,9	4,3
Debt Service	-4,2	-4,0	-4,3
Total Cash Flow	8,1	8,7	7,5
Oper CF/EBITDA	98%	101%	92%
FCF/EBIT	60%	75%	59%

* Excluding investment in outsourcing equipment presented in Inventory

Outlook for 2017

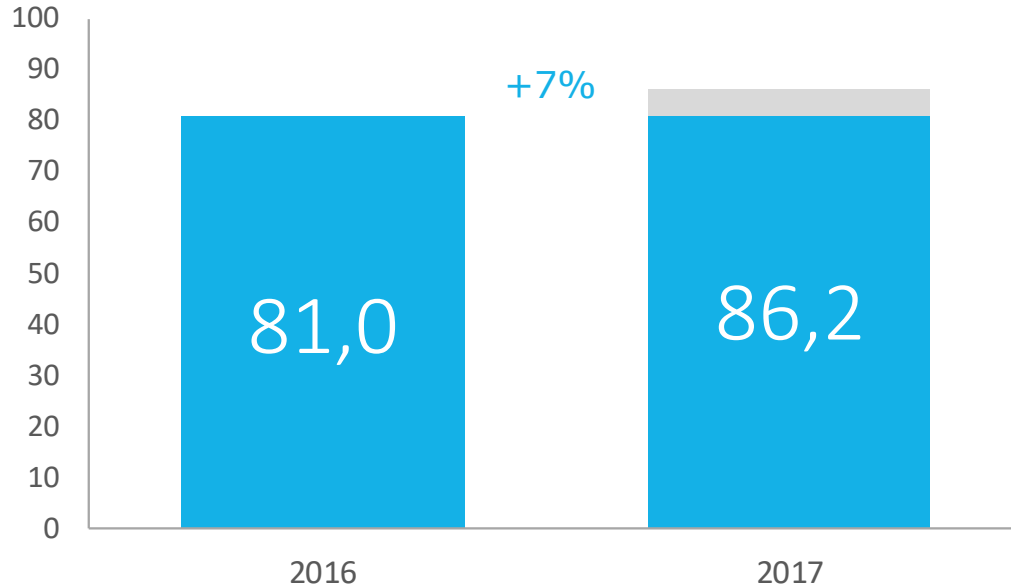
Increase in backlog for Q4 2017

mEUR	2016	2017	% Diff
Revenues BL	30,3	28,5	-6%
Margin1 BL	18,9	21,6	+14%



* 2016 as at 11-Oct-2016, 2017 as at 12-Oct-2017

Increase in backlog for 2017



	mEUR	2016	2017	% Diff
Revenues BL		126,8	125,0	-1%
Margin1 BL		81,0	86,2	+7%


* 2016 as at 11-Oct-2016, 2017 as at 12-Oct-2017

Thank you

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