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SOUTH EASTERN EUROPE

Financial Results for Q1 2018 And Business Update

Q1 2018 results

Q1 2018 highlights

- Growing results despite slower quarter in System Integration and NKBM write off
- Impressive results of Payment mainly due to ATM deliveries and new outsourcing contracts
- NKBM contract with negative impact on Q1 EBIT of BU Banking of 650k EUR
- Payten entities established in Serbia and Macedonia

Q1 ASEE Best Deals.

- **Banking Business Unit**
 - **Core banking and payment, Experience branch, iBank, Tezauri** for one of the banks in Serbia due to the acquisition of another bank
 - **Bapo Risk and Tezauri** for 2 international and 2 local banks in BiH & 1 bank in Montenegro to meet **IFRS 9** standards
 - Core banking analysis phase for one of the international banks in Romania due to its merger with another bank
- **System Integration**
 - **Live Virtual Branch** for Hrvatska Postanska Banka
 - **Live e-Office** for Croatian national power company
 - **Based on Live** solution for registration and reclamation portal for Serbian electric power company EPS
 - **BP proprietary solution** together with 3P infrastructure for public administration in Romania

Q1 Payten Best Deals.

ATM and POS Related Services

- **POS outsourcing** for international bank in Serbia and a bank in Macedonia
- **ATM & POS delivery with services** for one of the international banks in Croatia
- **ATM delivery with services** for one of the international banks in Croatia

eCommerce

- **MSU** for car rental and food products selling merchants

Q1 2018: improving results driven by Payment

	mEUR		
	Q1 2018	Q1 2017	% Diff
Revenue	33.2	31.1	+7%
EBITDA	5.7	5.2	+10%
EBIT	3.1	3.0	+5%
NPAT	2.7	2.4	+14%
<i>EBITDA %</i>	<i>17.2%</i>	<i>16.7%</i>	
<i>EBIT %</i>	<i>9.4%</i>	<i>9.6%</i>	

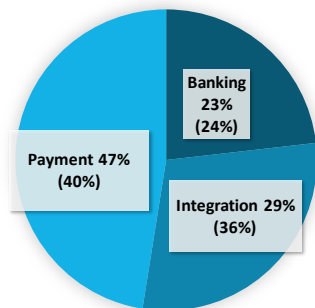
	mPLN		
	Q1 2018	Q1 2017	% Diff
Revenue	138.6	133.2	+4%
EBITDA	23.9	22.3	+7%
EBIT	13.1	12.8	+2%
NPAT	11.3	10.2	+11%

Strong Payment compensating drop in other segments

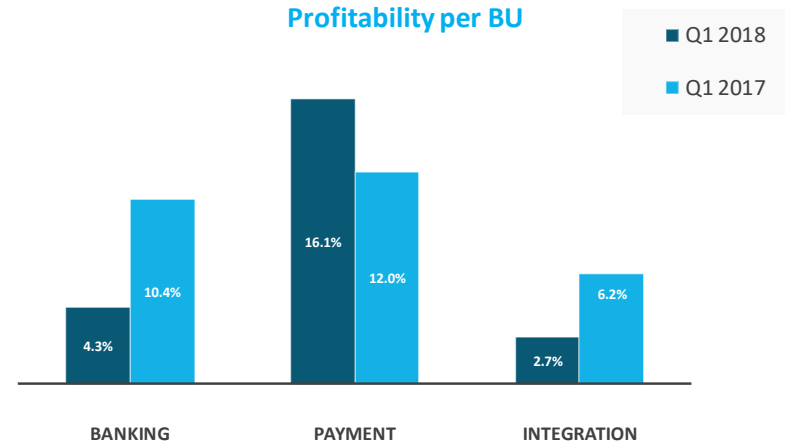
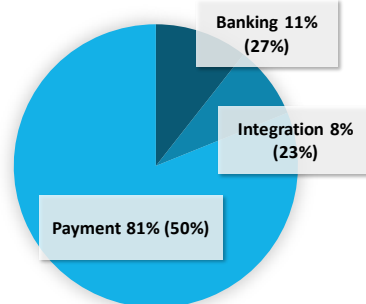
mEUR	Revenue			EBITDA			EBIT		
	Q1 2018	Q1 2017	Diff	Q1 2018	Q1 2017	Diff	Q1 2018	Q1 2017	Diff
Banking	7.7	7.5	0.2	0.6	1.1	-0.5	0.3	0.8	-0.5
Integration	9.7	11.1	-1.3	0.5	0.9	-0.4	0.3	0.7	-0.4
Non-Payment	17.4	18.6	-1.2	1.1	2.0	-1.0	0.6	1.5	-0.9
Payment	15.7	12.4	3.4	4.6	3.1	1.5	2.5	1.5	1.1
Asseco SEE Group	33.2	31.1	2.1	5.7	5.2	0.5	3.1	3.0	0.1

Profitability per BU

Revenue per BUs Q1 2018



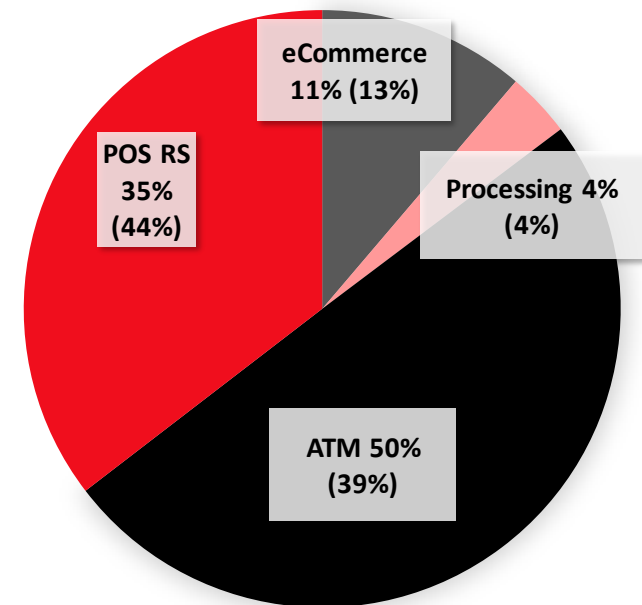
EBIT per BUs Q1 2018



Payment: very good quarter in ATM business

mEUR	Revenue		
	Q1 2018	Q1 2017	Diff
eCommerce	1.8	1.7	0.1
Processing	0.6	0.4	0.1
ATM	7.8	4.8	3.1
POS RS	5.6	5.5	0.1
Payment	15.7	12.4	3.4

Revenue per BUs Q1 2018



Excellent results from Croatia

mEUR	Revenue				EBIT			
	Q1 2018	Q1 2017	Diff	% Diff	Q1 2018	Q1 2017	Diff	% Diff
B&H	1.4	1.2	0.2	+18%	0.3	0.2	0.1	+35%
Cro	8.7	5.5	3.2	+57%	1.1	0.4	0.7	+161%
Mon	0.6	0.6	0.0	-2%	0.2	0.1	0.0	+13%
Mac	2.9	2.9	0.0	+1%	0.2	0.5	-0.3	-55%
Rom	6.2	9.0	-2.8	-31%	0.0	0.3	-0.3	-96%
Ser	9.1	7.8	1.3	+16%	0.7	0.7	0.0	-2%
Slo	0.8	0.9	-0.1	-15%	0.1	0.1	0.0	-18%
Tur	3.0	3.1	-0.1	-2%	0.3	0.5	-0.1	-31%
Other*	1.8	1.5	0.3	+22%	0.2	0.1	0.2	+270%
Eliminations	-1.4	-1.5	0.2		-0.1	0.0	-0.1	
GASEE	33.2	31.1	2.1	+7%	3.1	3.0	0.1	+5%

*Other entities include Kosovo, Albania, Bulgaria and Poland

Good overall cash position

	mEUR	Asseco SEE Group		
		1Q 2018	2017	Diff
Cash and cash equivalents		17.2	16.4	0.8
Short term investments		10.2	11.5	-1.3
Short term and long term debt		-11.0	-10.8	-0.2
Net Cash		16.4	17.1	-0.7
Receivables and Prepayments		30.4	35.1	-4.7
Liabilities, Provisions and Deffered Income		-27.2	-35.2	8.0
Inventory		6.1	5.9	0.2
Operational Balance		25.7	23.0	2.7

PLN 27m dividend to be distributed on July 12th (PLN 0.52 per share)

Good cash conversion despite high capex

	mEUR	Asseco SEE Group		
		Q1 2018 LTM	2017	2016
Operating cash flow*		23.4	22.7	21.6
- IT Infrastructure for outsourcing		-13.2	-13.7	-6.1
- Capitalized R&D		-0.8	-0.8	-1.2
- M&A		-0.2	-0.2	-2.5
- Other CAPEX		-1.8	-1.9	-2.0
Free cash flow		7.4	6.1	9.8
Debt Increase		5.7	5.2	2.9
Debt Service		-3.9	-4.7	-4.0
Total Cash Flow		9.2	6.5	8.7
Oper CF/EBITDA		106%	90%	101%
FCF/EBIT		56%	39%	75%

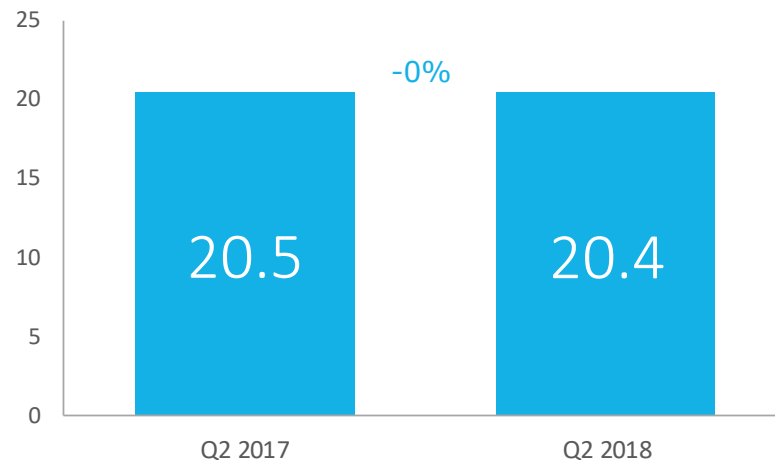
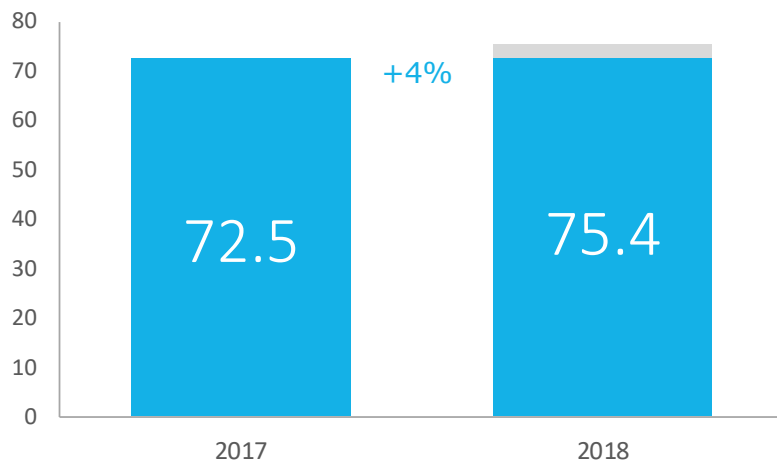
* Excluding investment in outsourcing equipment presented in Inventory

Outlook for 2018

Total ASEE Group

mEUR	2017	2018	% Diff
Revenues BL	94.6	100.5	+6%
Margin1 BL	72.5	75.4	+4%

mEUR	Q2 2017	Q2 2018	% Diff
Revenues BL	27.3	27.5	+1%
Margin1 BL	20.5	20.4	-0%

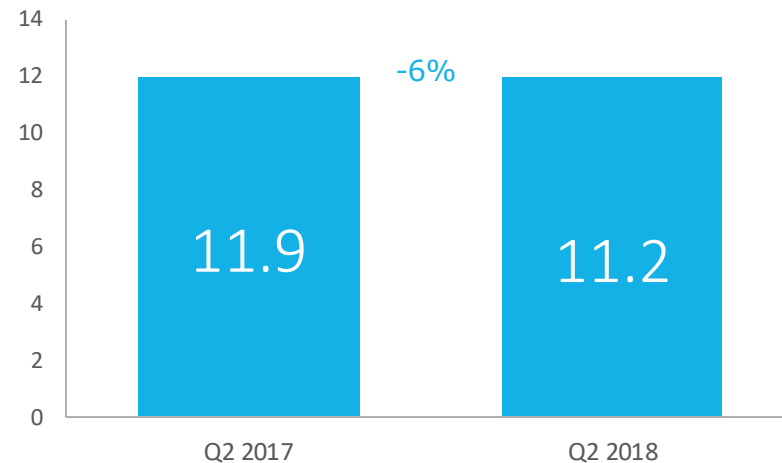
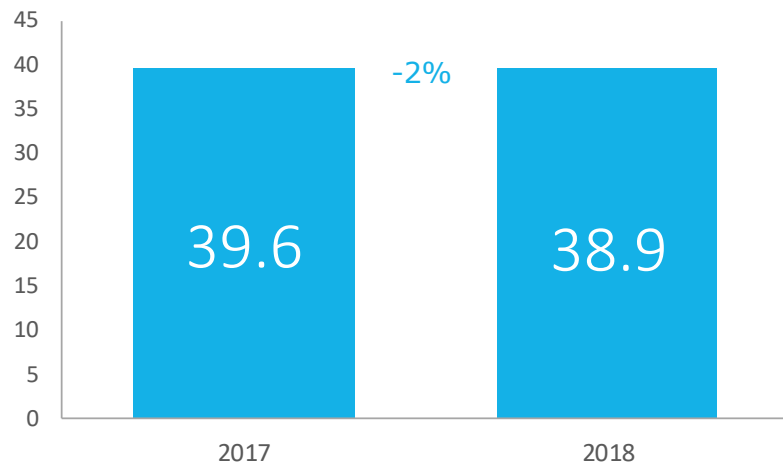


* Backlog data as at 12. April

Banking and System Integration

mEUR	2017	2018	% Diff
Revenues BL	55.5	56.2	+1%
Margin1 BL	39.6	38.9	-2%

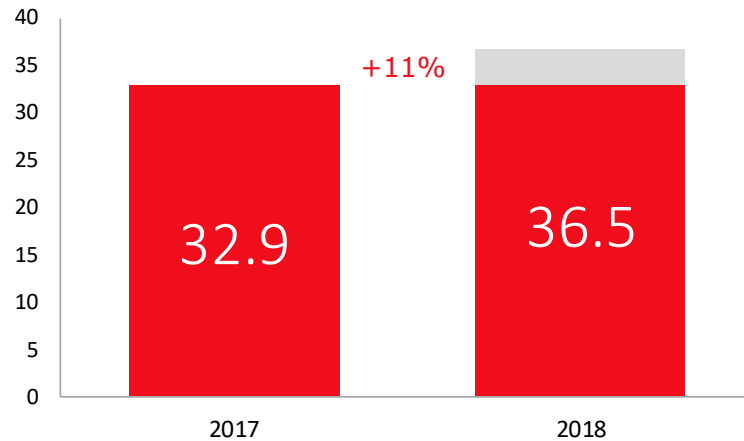
mEUR	Q2 2017	Q2 2018	% Diff
Revenues BL	17.0	16.6	-2%
Margin1 BL	11.9	11.2	-6%



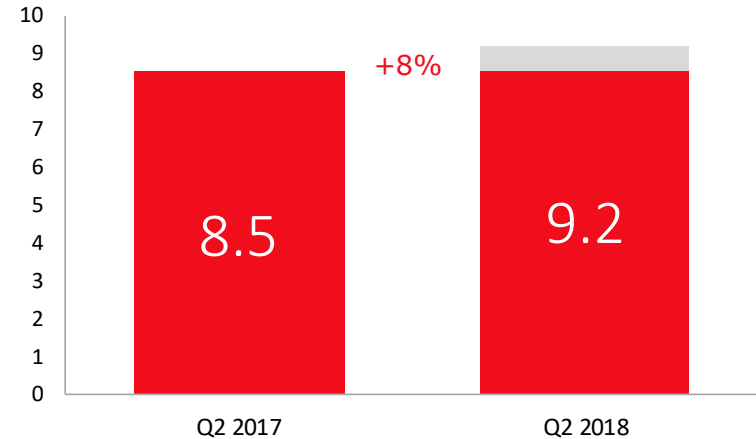
* Backlog data as at 12. April

Payment

mEUR	2017	2018	% Diff
Revenues BL	39.1	44.4	+14%
Margin1 BL	32.9	36.5	+11%



mEUR	Q2 2017	Q2 2018	% Diff
Revenues BL	10.3	10.8	+5%
Margin1 BL	8.5	9.2	+8%




* Backlog data as at 12. April

Thank you

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