Solutions for demanding business.

asseco

SOUTH EASTERN EUROPE

SOUTH EASTERN EUROPE

Financial Results for Q2 2016
And Business Update

August 8th, 2016

Warsaw

Q2 2016 results

SOUTH EASTERN EUROPE

Q2 2016 highlights

- Continued **investments in Production and Sales** accompanied by **growing Revenues**
- Stable results from **Payment.** WN **preferred banking partner** status for ASEE Romania
- Better quarter for **Banking** with chances for further improvement towards the end of 2016
- **System Integration** constantly beating last year results. Strong quarter in Romania
- **Political tension in Turkey** without direct impact on ASEE business

Group Performance Q2 2016

	mEUR			mPLN		
	Q2 2016	**Q2 2015**	**% Diff**	**Q2 2016**	**Q2 2015**	**% Diff**
Revenue	31,8	29,5	+8%	140,2	121,8	+15%
EBITDA	5,2	5,2	+0%	22,9	21,4	+7%
EBIT	3,1	3,4	-9%	13,7	14,2	-3%
NPAT	2,8	2,8	-2%	12,2	11,6	+5%
EBITDA %	*16,3%*	*17,6%*				
EBIT %	*9,8%*	*11,6%*				

Group Performance H1 2016

	mEUR			mPLN		
	H1 2016	H1 2015	% Diff	H1 2016	H1 2015	% Diff
Revenue	59,4	53,3	+11%	260,0	220,4	+18%
EBITDA	9,5	9,2	+3%	41,8	38,2	+9%
EBIT	5,5	5,8	-6%	24,0	24,0	-0%
NPAT	4,6	4,8	-3%	20,3	19,8	+3%
EBITDA %	*16,1%*	*17,3%*				
EBIT %	*9,2%*	*10,9%*				
Normalized EBIT*	5,5	5,7	-4%	24,0	23,5	+2%
Normalized NPAT*	4,6	4,5	+2%	20,3	18,8	+8%

** Excluding return of tax on civil law transactions overpaid in 2008-10*

asseco
SOUTH EASTERN EUROPE

Growing sales offset by higher expenses

mEUR	Revenue				EBIT			
	H1 2016	H1 2015	Diff	% Diff	H1 2016	H1 2015	Diff	% Diff
B&H	2,2	1,8	0,4	*+21%*	0,4	0,3	0,1	*+29%*
Cro	8,2	8,4	-0,1	*-1%*	0,2	0,3	-0,1	*-28%*
Mon	1,3	1,2	0,1	*+12%*	0,4	0,3	0,1	*+43%*
Mac	5,7	7,0	-1,3	*-19%*	1,2	1,3	-0,2	*-13%*
Rom	12,3	9,3	3,0	*+32%*	0,3	0,3	0,0	*-10%*
Ser	17,9	14,7	3,1	*+21%*	1,6	1,7	-0,1	*-5%*
Slo	1,9	1,6	0,3	*+18%*	0,3	0,3	0,0	*+11%*
Tur	7,0	6,0	1,0	*+16%*	0,8	0,8	0,0	*-4%*
Other*	2,9	3,3	-0,4	*-12%*	0,3	0,4	-0,2	*-35%*
GASEE	**59,4**	**53,3**	**6,1**	**+11%**	**5,5**	**5,8**	**-0,3**	**-6%**

**Other entities include Kosovo, Albania, Bulgaria and Poland* asseco SOUTH EASTERN EUROPE

Comparable net cash and higher operational balance

mEUR	Asseco SEE Group Q2 2016	2015 YE	Diff
Cash and cash equivalents	8,3	9,8	-1,5
Short term investments	14,9	14,6	0,3
Short term and long term debt	-9,7	-10,6	1,0
Net Cash	**13,5**	**13,7**	**-0,2**
Receivables and Prepayments	29,2	27,2	2,0
Liabilities, Provisions and Deffered Income	-27,3	-26,0	-1,3
Inventory	6,7	3,6	3,0
Operational Balance	**22,1**	**18,5**	**3,5**

Cash conversion ratio improved after Q2 2016

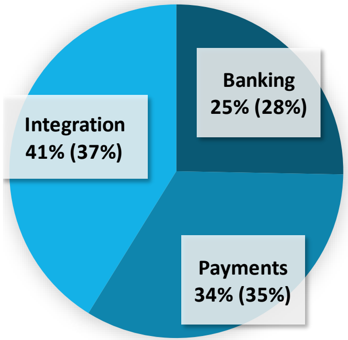
mEUR	Asseco SEE Group Q2 2016 LTM	2015	2014
Operating cash flow	19,7	20,1	18,3
Debt increase	-0,3	0,6	8,0
- CAPEX - IT Infrastructure for outsourcing	-7,0	-7,2	-10,1
- Other CAPEX	-1,8	-2,0	-2,4
- Capitalized R&D	-1,1	-1,2	-1,9
Free cash flow	9,7	10,3	11,9
Cash conversion ratio*	78%	81%	108%

**Cash conversion ratio calculated as Free cash flow to EBIT*

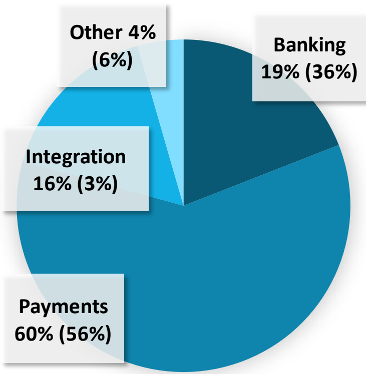
Improving Integration and strong Payment compensate for slower Banking

mEUR	Revenue H1 2016	Revenue H1 2015	Revenue Diff	EBITDA H1 2016	EBITDA H1 2015	EBITDA Diff	EBIT H1 2016	EBIT H1 2015	EBIT Diff
Banking	15.0	14.7	0.3	1.8	2.8	-1.0	1.0	2.1	-1.1
Payments	19.9	18.7	1.2	6.0	5.4	0.7	3.3	3.2	0.1
Integration	24.4	19.9	4.6	1.5	0.7	0.8	0.9	0.2	0.7
Other	0.0	0.0	0.0	0.2	0.4	-0.1	0.2	0.3	-0.1
Asseco SEE Group	**59.4**	**53.3**	**6.1**	**9.5**	**9.2**	**0.3**	**5.5**	**5.8**	**-0.3**

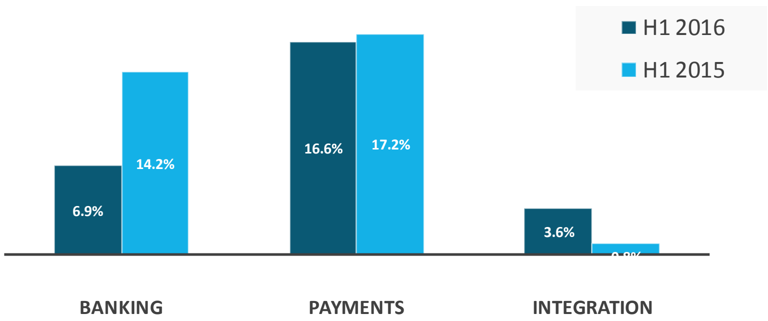
Revenue per BUs H1 2016



EBIT per BUs H1 2016



Profitability per BU



SOUTH EASTERN EUROPE

Q2 2016 Best Deals

Banking

- Implementation of **complete retail banking solution** in one of the international banks in Serbia
- **Absolut loans module** extension at one of the banks in Romania
- **Bapo Payment** – first implementation of **payment institution** in Serbia in a **SaaS model**
- Implementations of **PUB2000 Payment** solution in two banks in Croatia
- **BI** solution for an international banking group in Serbia

Payment

- New **MSU** implementations in a real estate company and in a holding
- Deliveries and installation of new **ATMs** to Zagrebačka and Ernste banks in Croatia
- Outsourcing of **ATMs** to Privredna banka (Intesa) in Croatia

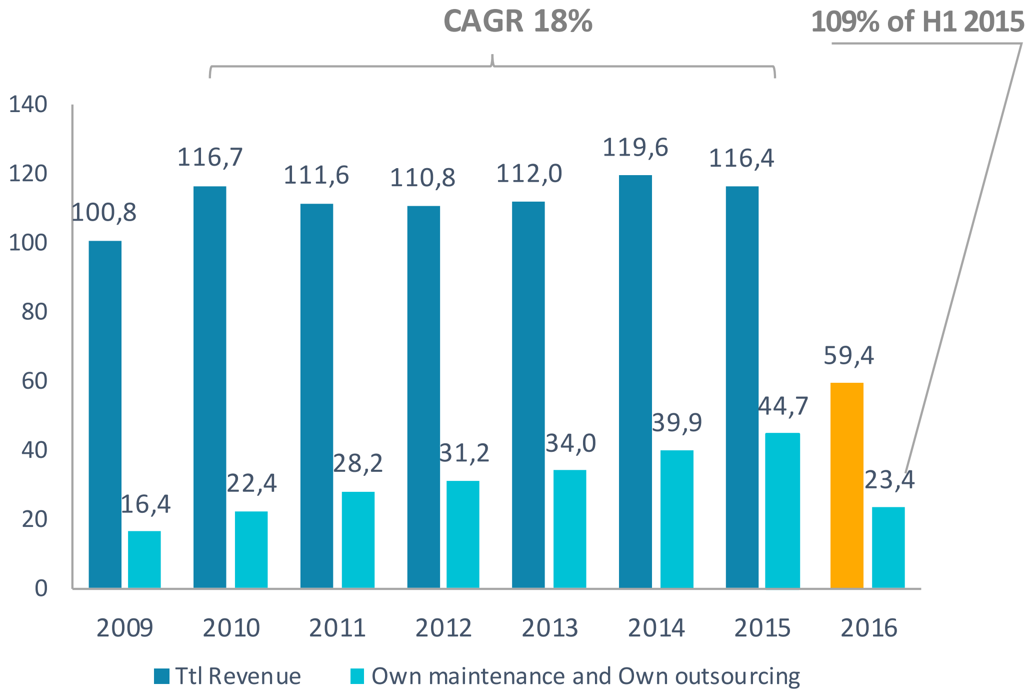
System Integration

- Implementation of **E-invoice** and **E-book** in one of the Turkish holdings
- **Dynatrace** solution sale to an IT services company
- Implementation of **Security F5** solution in a Romanian bank
- Delivery of 3rd party security solutions to one of the ministries in Serbia
- Centralized information system for **National Agency for Employment** in Serbia
- Delivery and implementation of Telex solution to the **Airport in Belgrade**
- HW delivery to **Pension Insurance Fund** of Republic of Macedonia and to **City of Skopje**

SOUTH EASTERN EUROPE

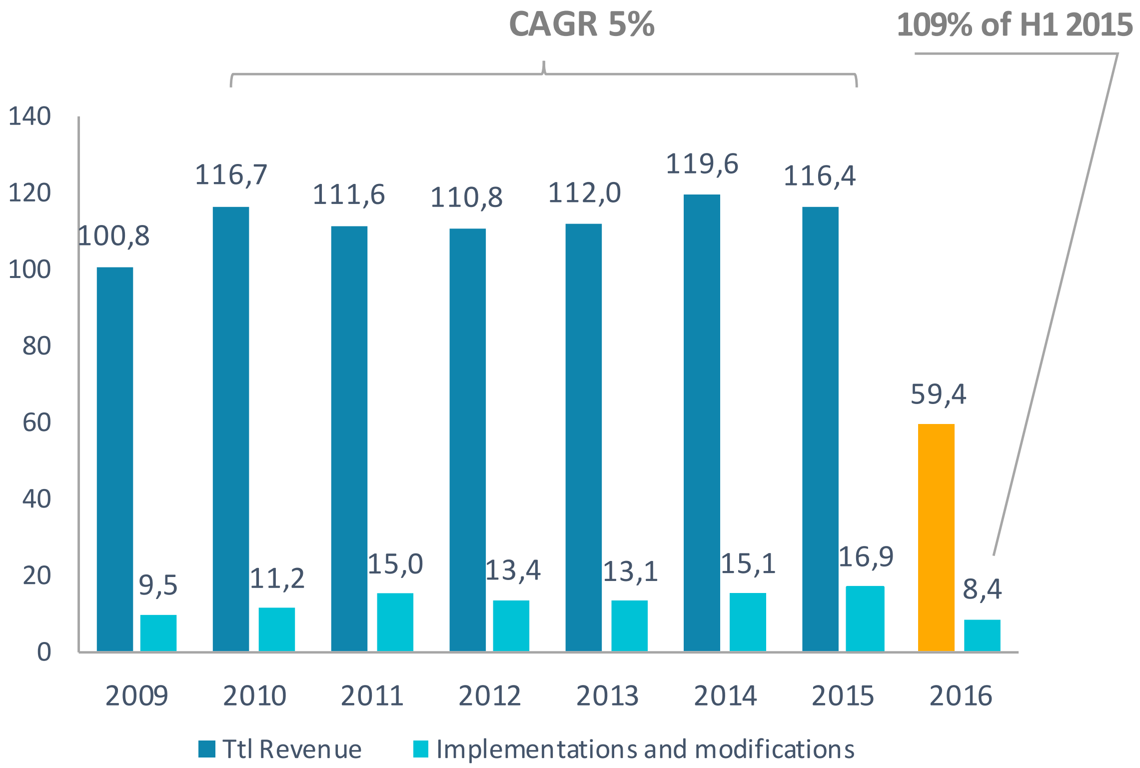
Strategic KPIs

Maintenance and Outsourcing

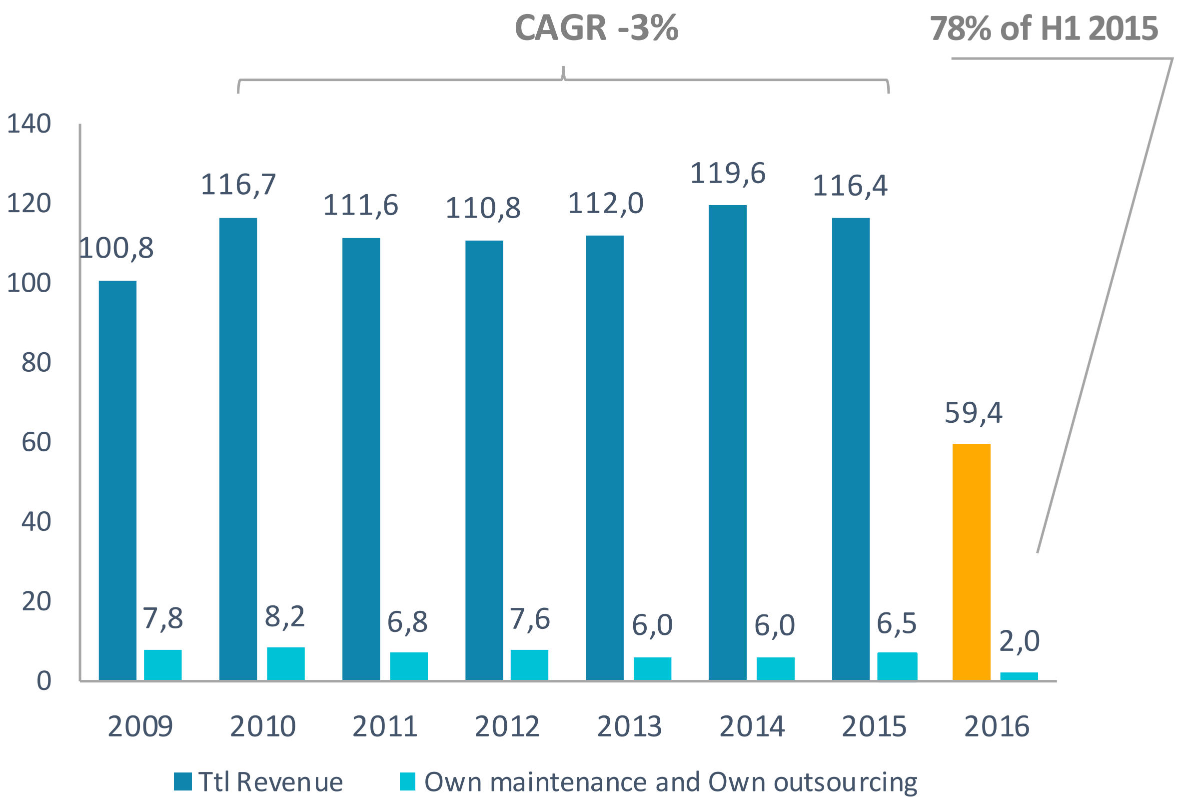


	2009	2010	2011	2012	2013	2014	2015	2016
Cost Coverage	**53%**	**56%**	**60%**	**61%**	**60%**	**66%**	**68%**	**70%**

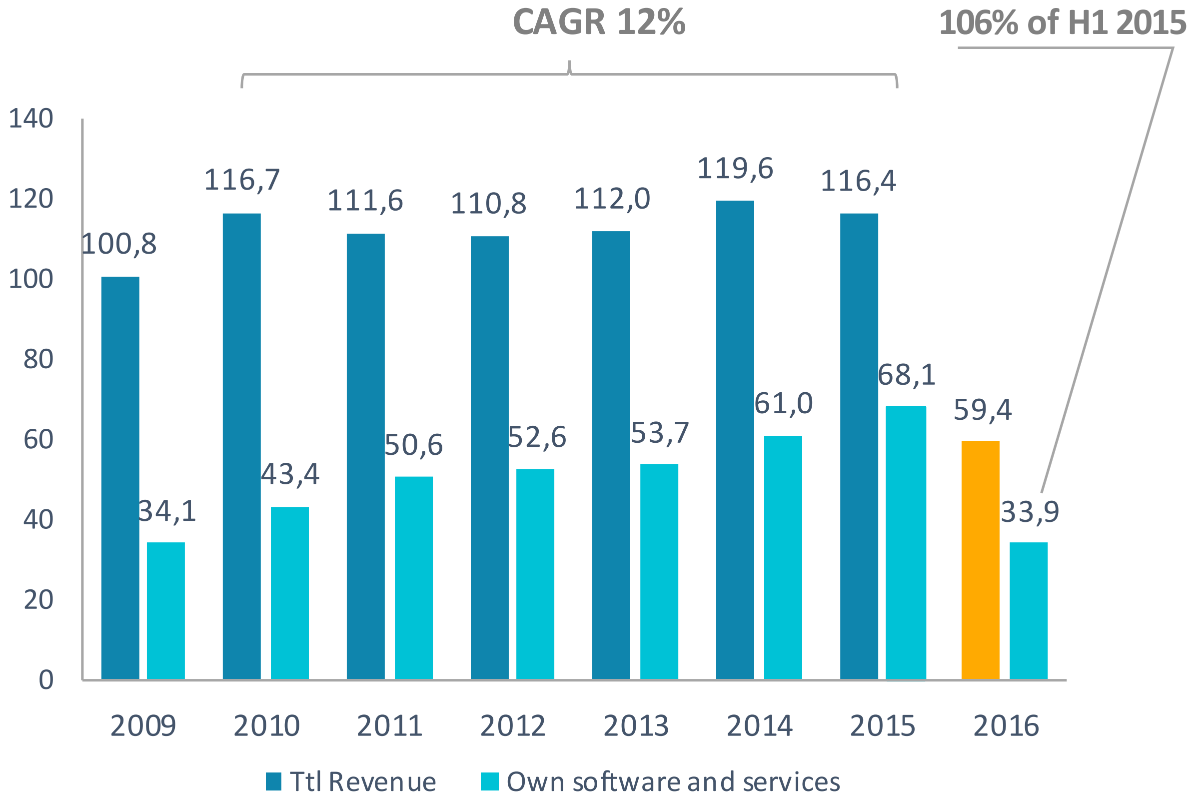
Implementations and Modifications



Licences


CAGR -3%
78% of H1 2015
140
120
100
80
60
40
20
0
100,8
7,8
116,7
8,2
111,6
6,8
110,8
7,6
112,0
6,0
119,6
6,0
116,4
6,5
59,4
2,0
2009
2010
2011
2012
2013
2014
2015
2016
Ttl Revenue
Own maintenance and Own outsourcing

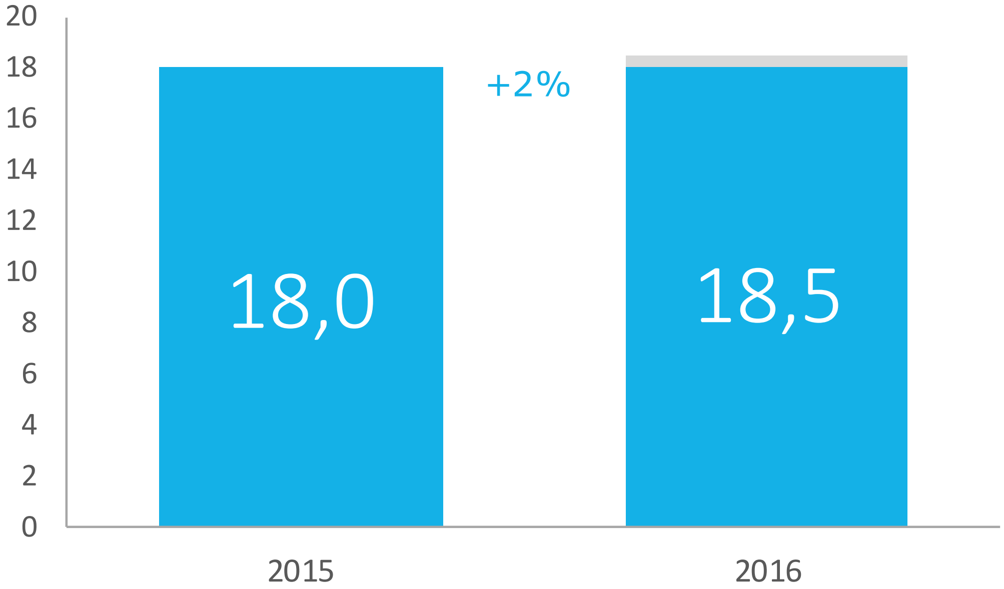
Own software and services



Outlook for 2016

Increase in backlog for Q3 2016

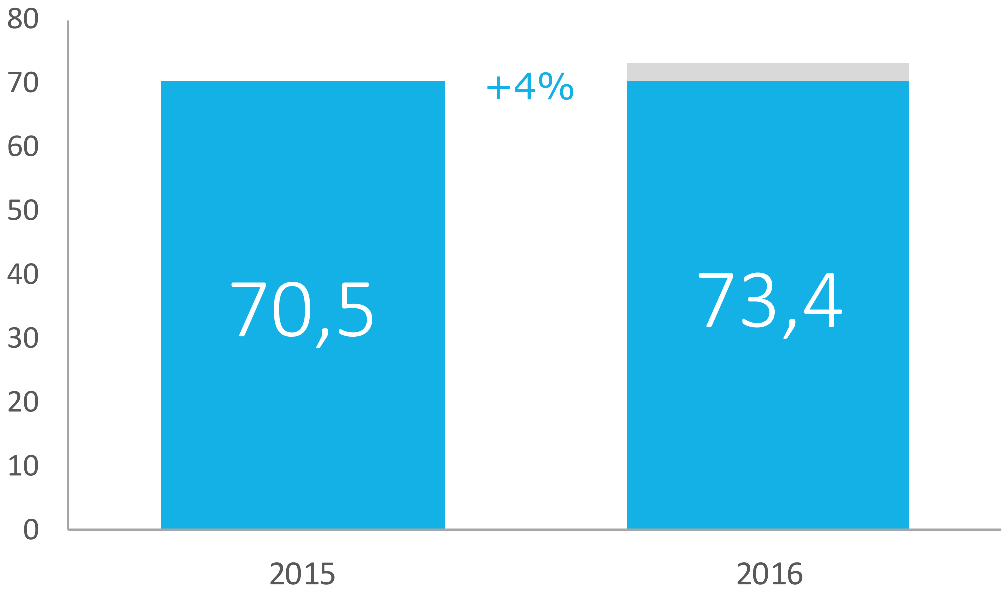
mEUR	2015*	2016*	% Diff
Revenues BL	24,8	26,3	+6%
Margin1 BL	18,0	18,5	+2%



* 2015 as at 12-Jul-2015, 2016 as at 12-Jul-2016

Increase in backlog for 2016

mEUR	2015*	2016*	% Diff
Revenues BL	96,2	108,4	+13%
Margin1 BL	70,5	73,4	+4%



* 2015 as at 12-Jul-2015, 2016 as at 12-Jul-2016

SOUTH EASTERN EUROPE

Thank you

http://asseco.com/see/

ASSECO SOUTH EASTERN EUROPE

Legal disclaimer

asseco

SOUTH EASTERN EUROPE