

Asseco Business Solutions

We design IT solutions
for business

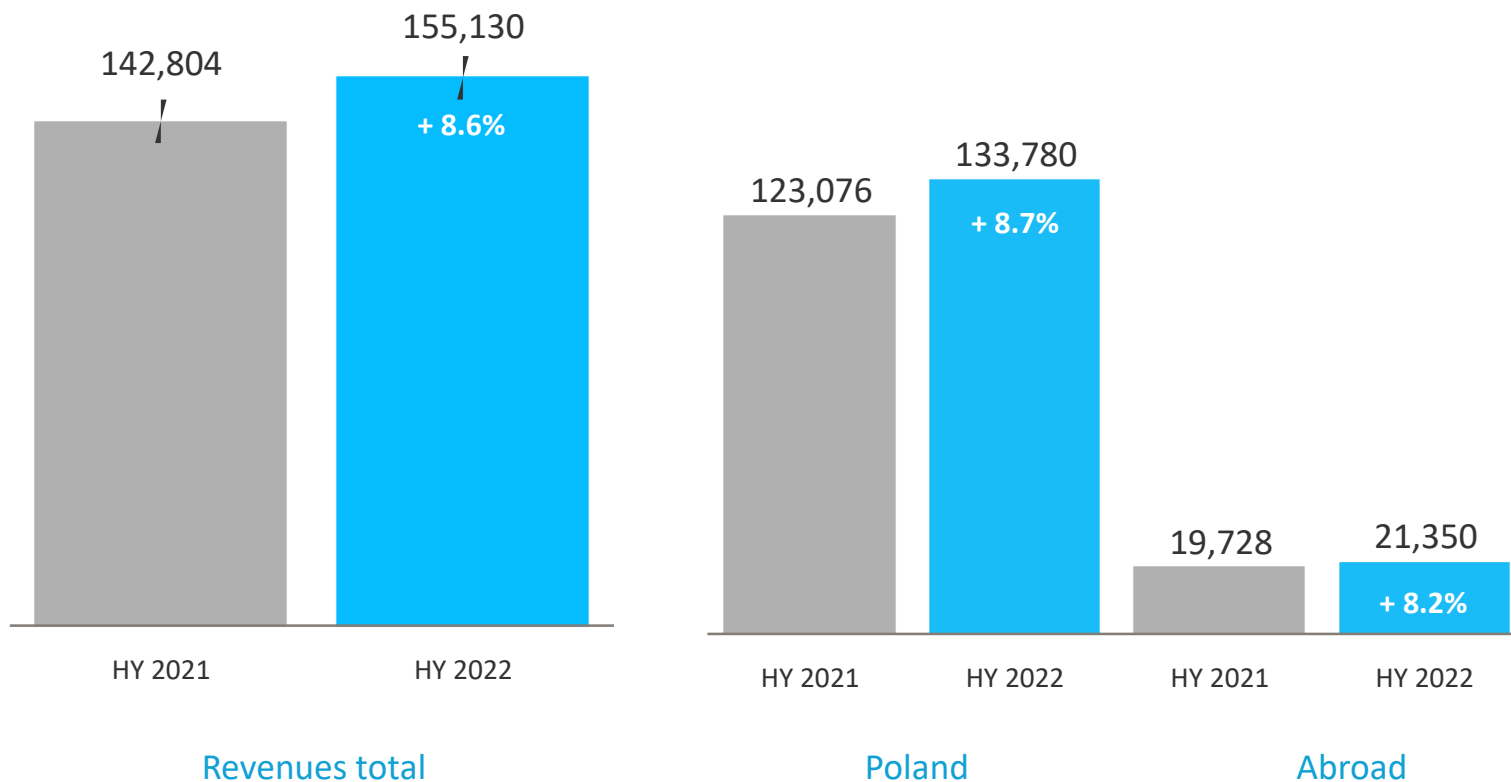




Financial results
Asseco Business Solutions
for the six months of 2022

Revenues of Asseco Business Solutions

HY 2021 v. HY 2022

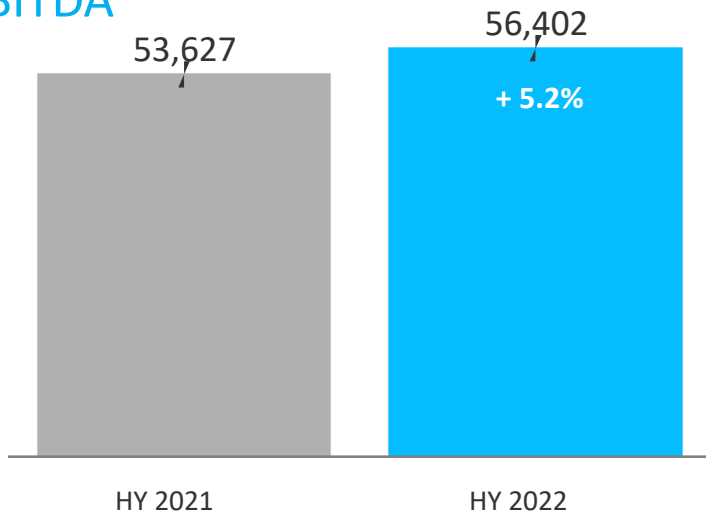


*in PLN thousand

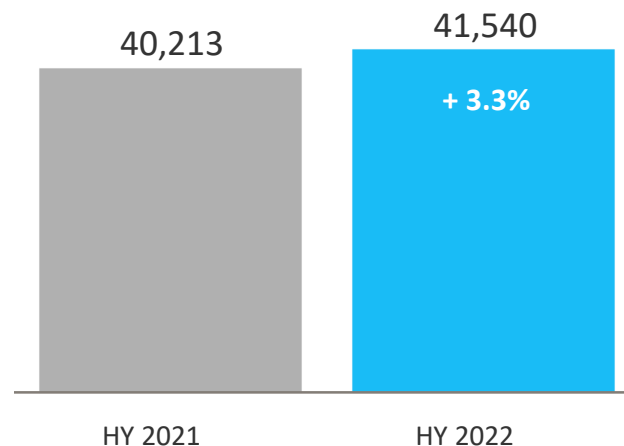
Other results of Asseco Business Solutions

HY 2021 v. HY 2022

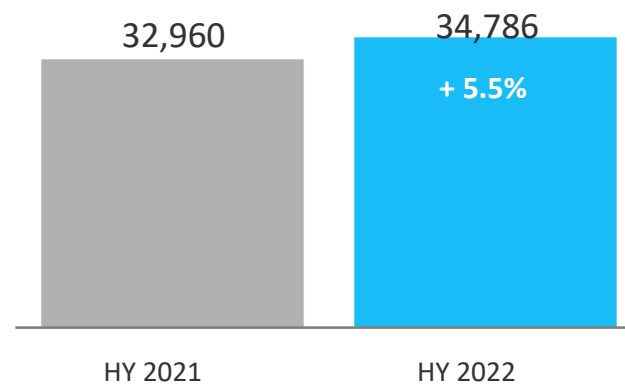
EBITDA



EBIT



Net profit

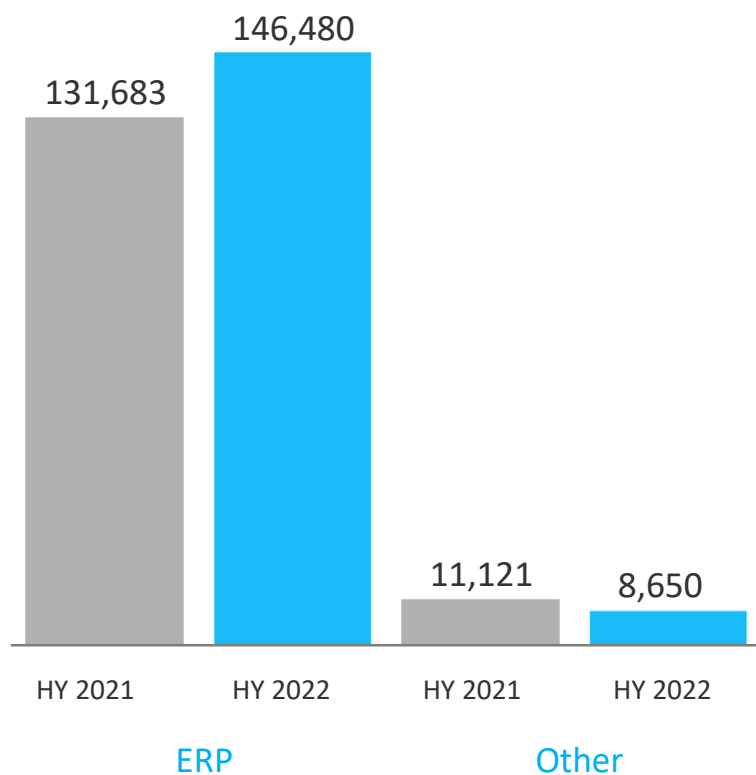


*in PLN thousand

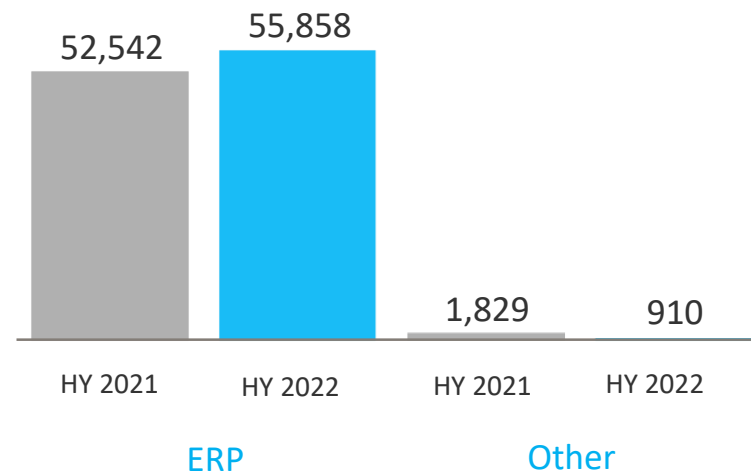
Results of Asseco BS for HY 2021 v. HY 2022

– by operating segments

Receipts from sales



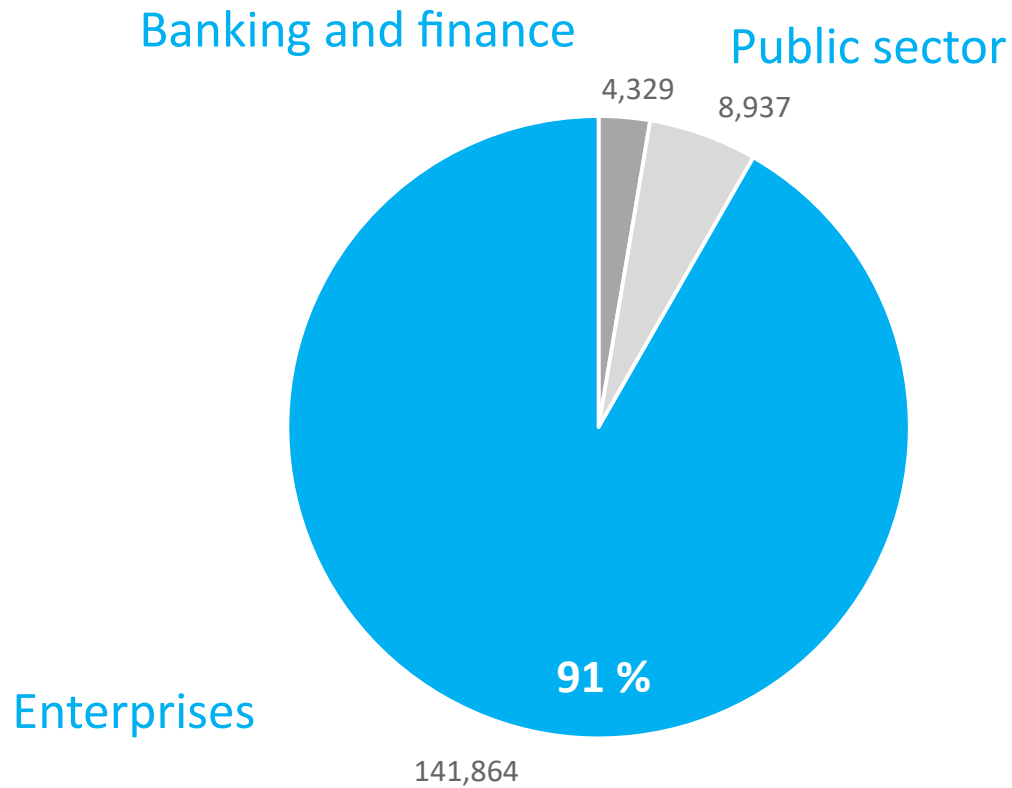
EBITDA



*in PLN thousand

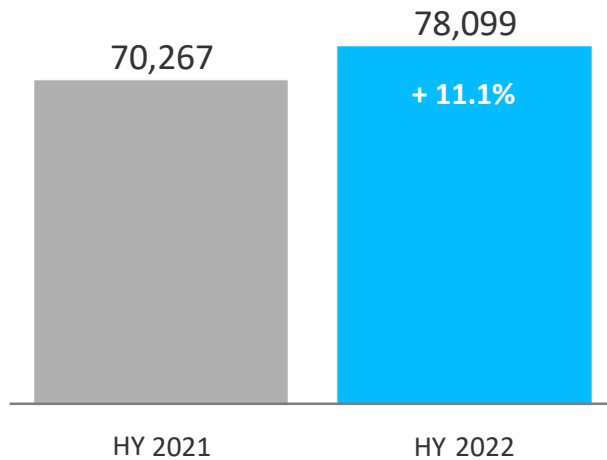
Revenues of Asseco BS for HY 2022

– by sectors

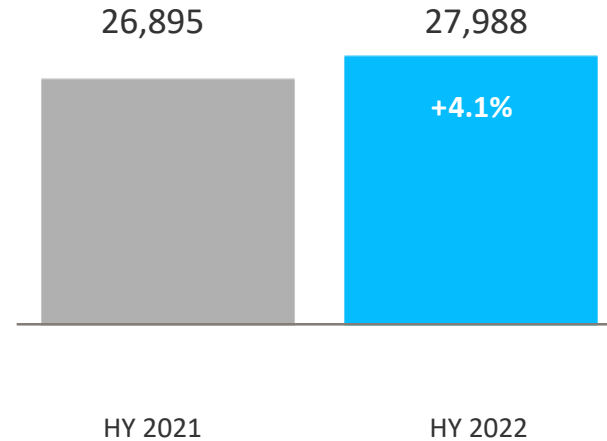


Results of Asseco BS for HY 2021 v. HY 2022

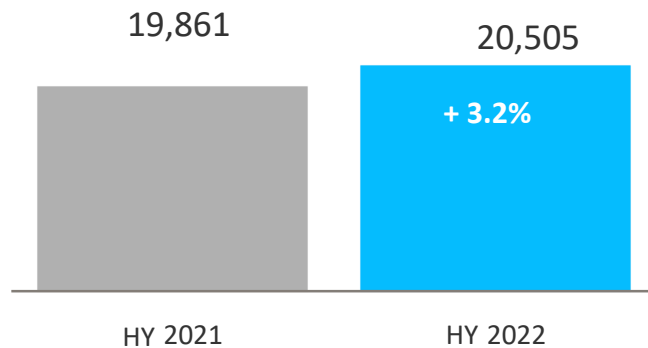
Receipts from sales



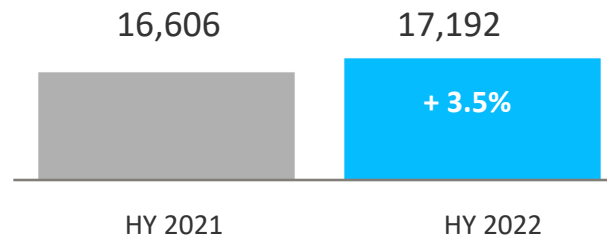
EBITDA



EBIT

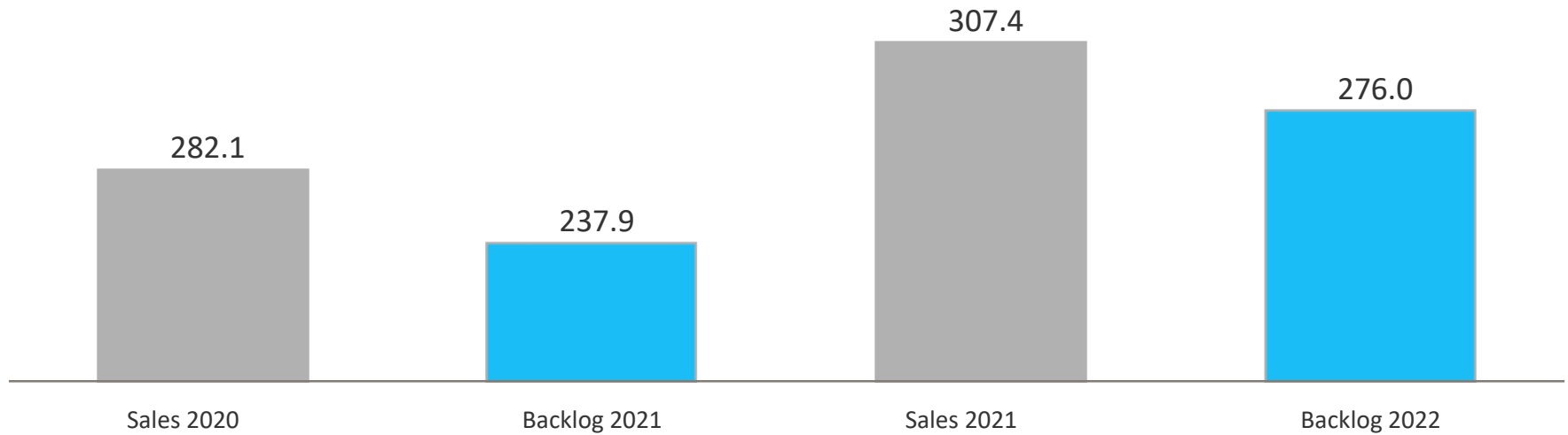


Net profit



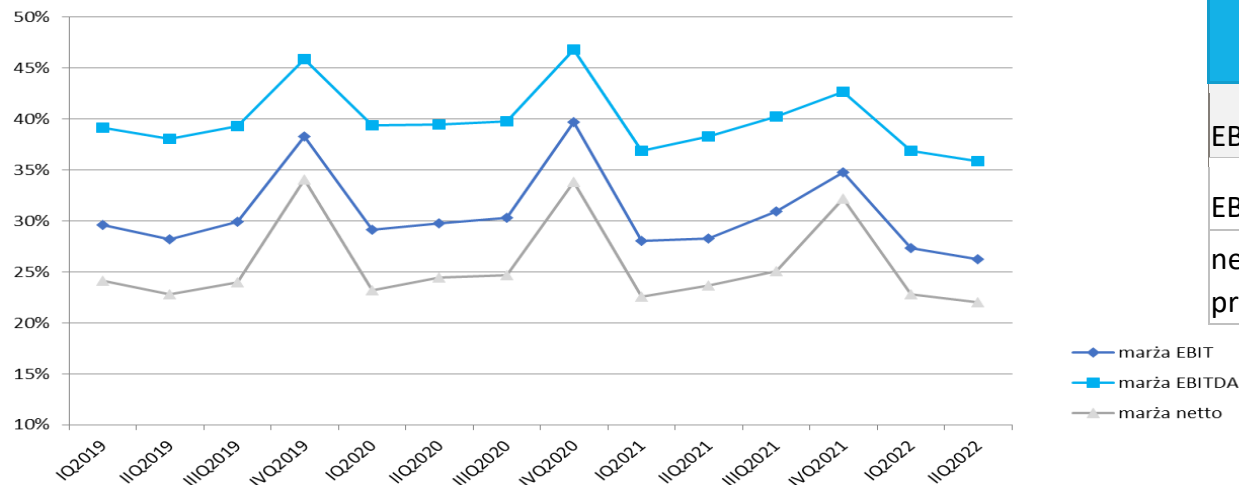
Backlog of Asseco BS at end of HY 2022

Backlog of Asseco BS for 2022 is: **89.8% (PLN 276,0 M)** of sales for 2021. Last year's backlog was **84.3% (PLN 237.9 M)** of sales for 2020.



* in PLN million

Profitability historically (since 2019)

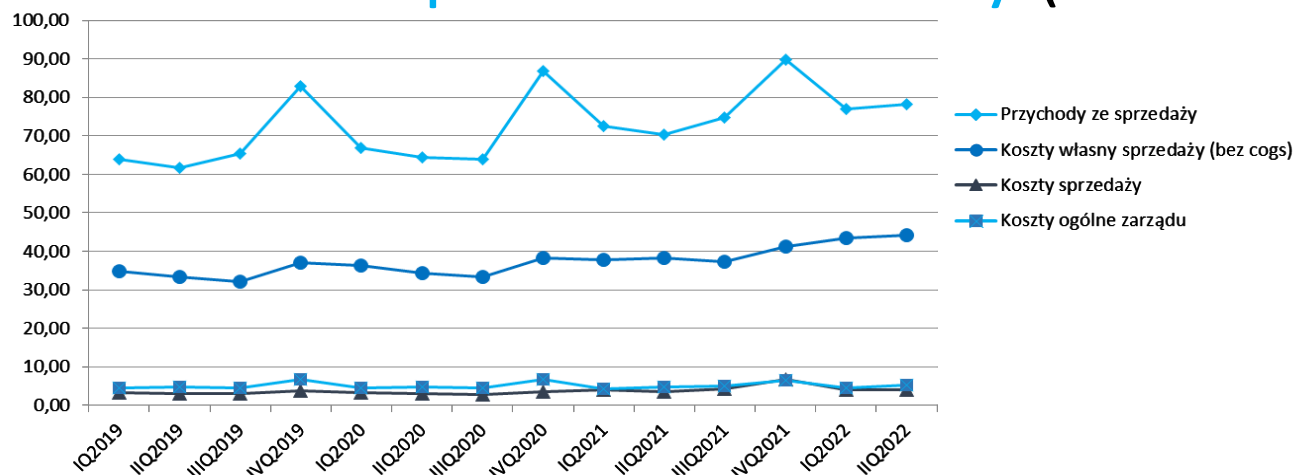


	margins HY2019	margins HY2020	margins HY2021	margins HY2022
EBIT	28.9%	29.5%	28.2%	26.8%
EBITDA	38.6%	39.4%	37.6%	36.4%
net profit	23.5%	23.8%	23.1%	22.4%

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
EBIT	18,934	17,396	19,572	31,774	19,502	19,168	19,354	34,516	20,352	19,861	23,089	31,281	21,035	20,505
EBITDA	25,022	23,460	25,659	38,042	26,318	25,404	25,418	40,688	26,732	26,895	30,085	38,356	28,414	27,988
net profit	15,425	14,064	15,684	28,266	15,512	15,714	15,750	29,430	16,354	16,606	18,751	28,937	17,594	17,192

* in PLN thousand

Costs and expenses historically (since 2019)

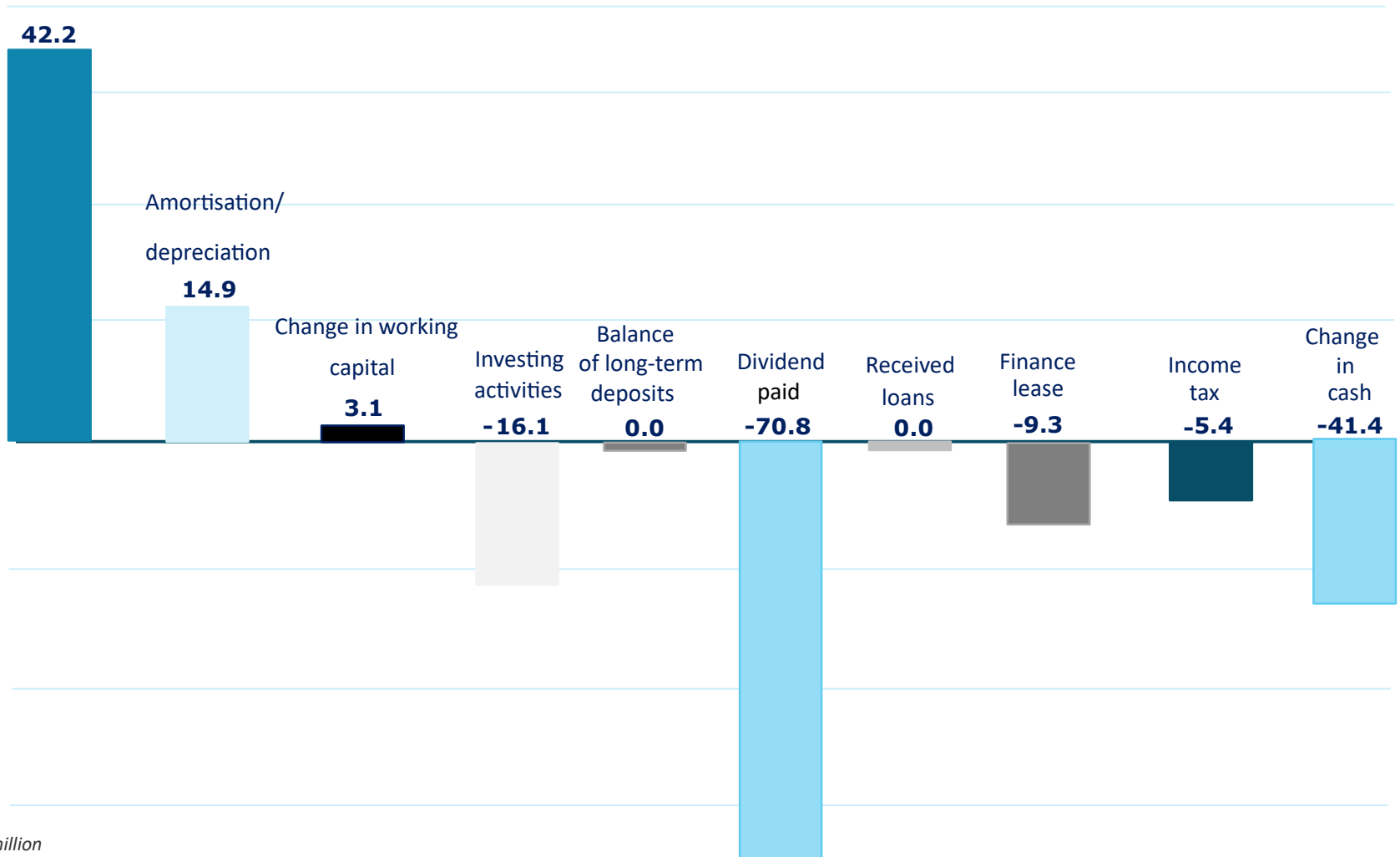


	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Receipts from sales	63.88	61.69	65.35	82.94	66.89	64.37	63.92	86.93	72.54	70.27	74.73	89.90	77.03	78.10
Own cost of sales (w/o COGS)	34.71	33.31	32.19	37.04	36.37	34.26	33.44	38.30	37.69	38.32	37.40	41.16	43.54	44.19
Cost of sales	3.17	2.97	3.08	3.73	3.38	3.03	2.69	3.47	3.89	3.39	4.13	6.61	4.05	3.98
Administrative expenses	4.40	4.77	4.58	6.70	4.58	4.7	4.46	6.70	4.24	4.79	5.04	6.39	4.61	5.35
Total costs and expenses	42.28	41.05	39.84	47.47	44.33	41.98	40.59	48.47	45.82	46.50	46.58	54.16	52.20	53.52

* in PLN million

Cash flow for the six months of 2022

Operating activities



* in PLN million

Financial liquidity at end of HY 2022

1,416

Cash and short-term deposits
above 3 mths

0

Balance of loan-related debt

70,000

Maximum debt limit in credit line

0.86

Current ratio (current assets/
current liabilities)



Dividend for 2022

- On 31 May 2022, the General Meeting of Shareholders of Asseco BS established the amount of the dividend at **PLN 2.12** per share.
- The dividend day was set on **10 June 2022**, and the dividend payment day on **23 June 2022**.
- Net profit of Asseco BS for the financial year 2021 amounted to **PLN 80,648 M**, of which **PLN 70,847 M** was allocated to distribution among the Shareholders.

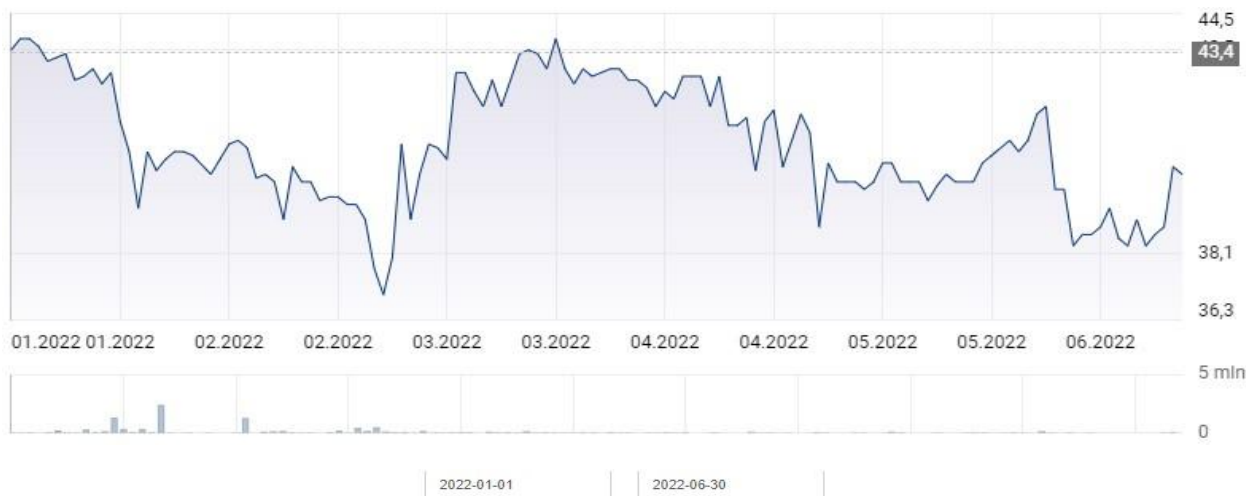


Dividend – overview

Year	Net profit	Dividend
2007	13,949	0
2008	24,122	-14,036
2009	22,427	-25,064
2010	30,092	-30,076
2011	29,834	-32,081
2012	26,532	-26,400
2013	26,828	-26,734
2014	28,571	-28,406
2015	33,509	-33,418
2016	42,446	-42,441
2017	47,283	-43,444
2018	62,569	-50,127
2019	73,439	-60,153
2020	76,406	-66,836
2021	80,648	-70,847
Σ	618,655	-550,063

* in PLN thousand

Quotations in the first six months of 2022



Indicators as at 30 September 2022

Capitalisation: PLN 1,343.4 M

Price/profit: 16.29

Price/balance sheet value: 4.32

source: Money.pl



source: <https://inwestinfo.pl>

Part II. Business

AI powering the Asseco BS solution platform

By harnessing AI capabilities, based on the **RECOMMENDATION SYSTEM BY ASSECO**, we can:

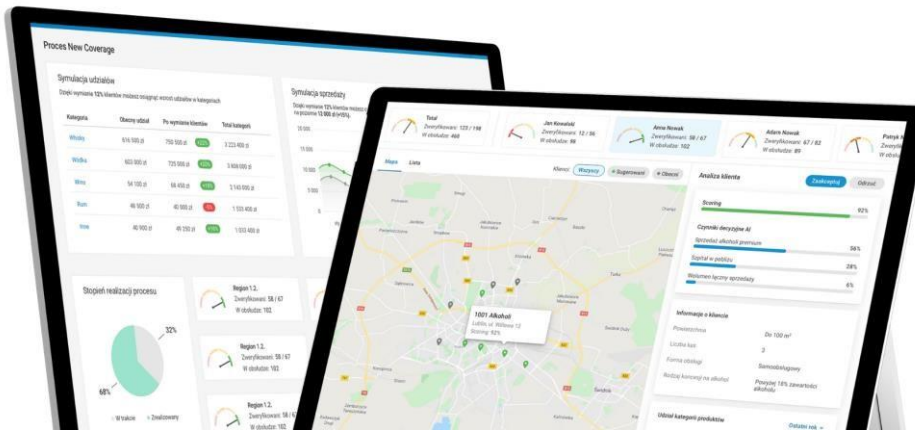
- Offer more powerful identification of the sales potential of stores (**Dynamic Segmentation**).
- Find the optimum ways of reaching the best customers (**New Coverage**).
- Monitor retailers' behaviour in the changing market setting (**Market Guard**).



When running projects in the field of AI, we focus on both business and technology. AI is to support what is believed to be pivotal – people and business that they wish to grow.



*Tomasz Kajdzik
Asseco Business Solutions*



Is artificial intelligence on the way to revolutionize the FMCG industry?

“By far yes. This is a revolutionary change that will make fast advancements.”

Romuald Spychalski
Bacardi-Martini Polska

- Interviewed by the *Puls Biznesu* magazine, Bacardi-Martini Polska share their experience from the first stage of their AI-powered journey to enhance Route-to-Market processes.
- All this with the support of AI-driven solutions from Asseco Business Solutions.



Paperless – a digital revolution in your enterprise

We help businesses rethink their operating philosophy by enabling more efficient and mobile work.

- No more paper contracts, purchase and sales invoices, applications, leave requests, folders, or binders.
- No more archive facilities and overpaid office space.



Along with our ERP and e-Commerce systems, we offer a package of IT solutions that foster a digital shift:

- electronic document workflow with e-signature,
- mobile HR Portal for handling employees' affairs,
- the Businesslink platform facilitating the exchange of invoices with business partners in accordance with the National e-Invoice System requirements.



#paperless

Committed to help Ukraine

Our Management Board have allocated PLN 300,000 to support Ukrainian refugees in Poland and Ukrainian nationals residing in Ukraine.

The donation has been transferred to:

- Caritas of the Archdiocese of Lublin
- Polish Scouting Association in Lublin
- NEW LIFE FOUNDATION FROM ZAMOŚĆ
- Polish Red Cross
- Homo Faber Association

We also try to assist those in need directly. Our company has transferred a large batch of portable folding beds and sleeping bags to Khmelnytskyi Oblast, Ukraine.



Thank you for your attention

assecobs.pl